

AN EXCELLENT START FOR “TECHNOLOGY DAYS ON TOUR” A PACKED DIARY OF WORLDWIDE EVENTS GETS UNDER WAY

A highly positive result for the first “**Technology Days On Tour**” event, a new SCM Group format which brings the group's technologies to our customers by visiting **key retailers, both in Italy and abroad**. The first appointment in Brianza (Italy) at the Cantù-based retailers, Tomesani (2 - 4 October) marks the start of a calendar of events, the most important dates being:

- USA, California, 13 November – Technology Days at WURTH Louis and Company
- Belgium, 20-23 November – Technology Days at Rogiers
- Thailand, 20-22 November – Technology Days at Sirikrai Industrial

Events will also be held in Chile, Columbia and Argentina throughout 2014. In Italy, two special events will be held, the first in Lombardia in Spring 2015 and the second in Tuscany in the autumn. The “**Technology Days on Tour**” calendar will be available and constantly updated online (www.scmgroup.com).

TECHNOLOGY TAKES THE STAGE AT TOMESANI

A number of different SCM Group technologies were featured at Tomesani: they included the Morbidelli “**Author M600**” machining centre (with automatic table), the Stefani “**Solution MD**” edgebanding machines, the circular saws from the newly revamped “**L'Invincibile**” range (which has long been a benchmark in the industry) and the SCM “**Olimpic K800**” edgebanding machine as well as presentations of the huge potential that the “**Xilog Maestro**” **software** can offer artisan companies in search of new, more modern and efficient methods of production and opportunities for growth.

The three days at Tomesani were devoted to small- and medium-sized companies and their specific technologies but the “**Technology Days on Tour**” formula can be adapted to the characteristics of the country or area where production will be carried out in the future.

Adriano Tomesani, who is head at **Tomesani** in Cantù, one of SCM's historical retailers which was the first company to open its doors to the event, was highly satisfied.

“The decision to organise our opportunities to meet customers in a new way”, said Mr. Tomesani, “has attracted a great deal of attention and helped us make new contacts. It is a way to experience new ideas and consolidated solutions at close

hand and demonstrates the importance of being able to rely on a relationship with a retailer in the area, a "close" contact for an increasingly more efficient, high quality pre- and after-sales service".

*"We have seen that this type of encounter offers an even more direct, effective relationship with our customers", commented **Franco Cambrini**, SCM Group Area Manager. "Working in close contact with our network of retailers is also a way of strengthening a partnership that has shaped the history of our group. This partnership has also been guaranteed thorough contact with our customers and retailers who ensure that SCM Group quality standards and performance are maintained".*

The partnership with **Riva 1920** is something the company is particularly proud of: the event, which was held to coincide with the "Festival of Wood" (the well-known Cantù-based company is one of its keenest supporters), was organised so that many of the visitors to Technology Days could participate in an enjoyable event held at the Riva 1920 museum/showroom which Maurizio Riva also took part in.

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