

## TECHNOLOGY

### Weaving the Future: ACIMIT's Vision for Global Excellence in Italian Textile Machinery



**Mr Marco Salvade'**  
(President of ACIMIT)

**1. How does ACIMIT position Italian textile machinery on the international stage, and what are the key elements of your strategy to enhance the global footprint of Italian textile machinery?**

ACIMIT's main goal is to make the Italian textile machinery industry well known in the world. To do this, there are many different kinds of activities that we carry out. They are often implemented together with Italian Trade Agency, the government agency that promotes Italian companies abroad. Nowadays, ACIMIT promotional activities focus on the digitization and sustainability of Italian technology supply. Let potential customers of Italian manufacturers

## TECHNOLOGY

know that buying Italian machinery is the best solution for more sustainable and efficient textile production.

**2. Given the diverse demands and regulations across global markets, how does ACIMIT assist its members in adapting their products and operations to meet the specific needs and challenges of different regions?**

ACIMIT cannot enter into the decision-making process of developing the technologies offered by its member companies. Our aim is to promote Italian textile machinery by proposing different types of activities to member companies that are best suited to the Country or geographic area in which they are to be implemented. Among these activities I want to mention the incoming missions of foreign textile operators to Italy and the technology symposiums abroad. The last one was held in India last April, while the next one will be held in Turkmenistan in June.

**3. In what ways is ACIMIT encouraging innovation among its members to keep Italian textile machinery competitive on a global scale, particularly with the rise of Industry 4.0 and automation?**

Innovation is the focus of our members' research and development activities. ACIMIT assists its companies, providing them with additional opportunities in the field of digitalization and automation. ACIMIT has embarked on the road to digital transformation, which has led to DIGITAL READY certification, specifically dedicated to Italy's textile machinery manufacturers, facilitating and building customer loyalty in managing machine data and providing Made in Italy a new competitive advantage in global markets. Towards this end, DIGITAL READY certification attests the correct implementation of

a conceptual data model aimed to standardize management and production data of Italian textile machinery, based on a common language that allows for easier integration of machinery within the manufacturing customer's production systems (<https://www.acimit.it/en/digital-ready>)

**4. How does ACIMIT facilitate international trade relationships and partnerships for its members, and what role do these relationships play in the global strategy?**

All promotional activities put in charge by ACIMIT and Italian Trade Agency are aimed at connecting Italian manufacturers with potential customers. In addition to those mentioned above (incoming missions and technology symposiums) we also organize Italian pavilions at various trade fairs that allow us to present our companies together in a common exhibition area, stressing the leadership of Italian industry.

**5. Looking forward, what are the major challenges and opportunities that ACIMIT identifies for Italian textile machinery in the global market? How is the association planning to tackle these challenges and leverage the opportunities?**

There is fierce competition among the world's textile machinery manufacturers. In the future, ACIMIT will keep supporting its members in identifying new potential markets and consolidating their position in those markets they already know. We will do this by utilizing our expertise in market analysis thanks to the many datasets that ACIMIT has. In addition, Association will continue to be the point of reference for its member companies in showing innovation trends that spring from the increasingly complicated regulations, especially about sustainability and recycling issues.