

- Tobacco, or rather all the industry that has moved around tobacco since the 1920s in Italy, has been for me and my family the “daily bread”, which has allowed us to live and grow until today in well-being 4 generations of owners, plus, obviously, all the families of our employees, and our suppliers.
- For my territory and not only for my city, which has developed ensuring a generalized and definitely satisfying quality of life in comparison to the European standard, allowing prosperity and well-being thanks to tobacco, this agricultural culture has represented the means to raise from the underdevelopment that dominated in the post-war period, an entire population of a Region.
- My company, GODIOLI & BELLANTI, is a product generated by spin-off of the tobacco industry. And like me, like GODIOLI & BELLANTI, many companies live and vegetate thanks to the demands of engineering, techniques, solutions that came from the world of tobacco (bulk curer, automatic harvesting machines for tobacco leaf in the field, machines and accessories for agricultural processing, machines for the complete processing of the leaf, etc.).
- As an engineer and as a Company owner, I will always be grateful to the tobacco world for a particular reason: thanks to the tobacco industry ourselves, like GODIOLI & BELLANTI, we have grown a lot from a technical point of view, reaching truly and objectively high levels of technical solutions, almost high tech. Why? Because I learned something for more than 40 years that I live in the tobacco industry: our customers, the vast majority of our customers, every time we were inquired for a project, very very rarely I heard the request: "Please use cheap components, please use products that are “cheap, cheap” ". On the contrary, I have always been used to utilizing the best that the market could offer. Of course, the price is very important, but priority is given to the quality of the components used.

- And this has allowed us to grow from a technological point of view, as perhaps no other sector would have allowed us, tackling issues such as automatic controls, mechanics, thermodynamics, electronic supervision solutions with professionalism.
- And that's why today I want to talk about the innovations we can offer with our machines and with our complete processing lines. Definitely I will avoid talking about the machines like silos (which, although less rich in high technology, have a series of details that make our silos a very reliable machine, not simple, not obvious). So I will avoid talking about the Picking Lines, the Conditioning Cylinders, Feeders and Flow Control. I would not bore you talking about drying or our presses in a general sense: drying is always done with hot air, press is always done with a pressure plate that pushes towards the product.
- The difference that makes a machine different from another, really different from another, is hidden in the small details.
- In our Redryer and in our Toaster it is essential to ensure that the Moisture Content of the tobacco is truly uniform throughout the surface of Apron Conveyor. This fact is assured by taking care in particular of the hot and dry air flows that affect the tobacco, also using flow regulators, directional regulators. We have developed a system that ensures and guarantees that the Moisture Content of tobacco at the end of the Remoistening Zone varies between 0.1 and 0, 2 percentage points.
- In our Redryer and our Toaster we have developed a device that manages to recover a fair amount of heat that today is normally expelled into the outside atmosphere. With this device not only our Customer, our Enduser, can save from

20% to 50% of heat that is expelled (thus saving on production and processing costs) but respects the environment by reducing thermal pollution.

- This device has been developed to be installed in our Redryers and in our Toasters, but also in any Redryer, in any Toaster, in any Drier in the world of any brand.

- In our Redryers, in our Toasters, the control of air humidity and the control of air temperature for the outgoing tobacco is completely automatic: this allows to reduce the quantities of thermal energy to the strictly necessary one and above all by removing the possibility of making mistakes by the human factor. The uniformity of Moisture Content and of the temperature of the tobacco at its exit from the Redryer (or from the Toaster) is today considered an indisputable necessity.

- With a software developed entirely by us, all our parameters can be monitored. And therefore the total traceability of the product is assured even after months and years.

- The use of steam and water to humidify tobacco in the Remoistening Zones allows the temperature of the tobacco to not rise. On the contrary, we keep it controlled and constant.

- Our press is considered the "Number One" in the tobacco world. Simple, compact, small but with very high performance (even 53 cartons per hour in 200 kg Carton C48 with a single Main Ram). I will not bore you to talk about our press because I'm sure it's very well known, but also for our Press I want to go into details that make our press unique.

- Accuracy in weight: we do not use any weighing belts nor storage silo (buffer), where the tobacco gets cold and loses its moisture that it had at the exit of the

Redryer. The tobacco is immediately filled in our Chargers and immediately pressed there. Because of the electronic weighing system, of very high precision, we are able to have a difference in weight between one carton and another of no more than 500gr, max. 1 kg .. This is a level of precision much appreciated by the final buyers.

- In addition to weight accuracy and uniformity, we can also offer uniformity in tobacco density in C48 cartons. The standard deviation is within the range of oscillations accepted by those who buy tobacco. This happens thanks to an innovative system of tobacco distribution controlled by the operator from the PC. It can be with our own specific software, assisted by a microwave system, we can correct in real time in a dynamic way, the density according to the various varieties of tobacco.

- Today our packaging line, placed at the exit of the cartons from the main press, has all the necessary machines to make satisfied any Tobacco Buyer: precision in weight, density control, perfect cardboard strapping, automatic closure of the cardboard flaps, automatic labeling of the carton, stacking of cartons to reduce the costs of handling to and from the warehouse.

- I want to declare and I really pride myself for this, that our machines are entirely built in our Company (in the Factory of our Company). I'm talking about a full "Made in Italy", both in the specialized manpower, specialized only in the production of machines for tobacco, a "Made in Italy" in the design and use of Italian or European components. It is obvious that all this has a higher economic value but the investment must be evaluated not only in initial capital expenditure but also in terms of reliability, in terms of very short time in which the machines stop (off-time

/ down-time) OR present anomalies, in terms of the really reduced maintenance costs, in terms of durability over time.