

**AUTOMHA**

CORPORATE  
BOOK

2021



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**WE CREATE AUTOMATED  
WAREHOUSES AND  
SUPPLY-CHAIN SOLUTIONS**



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# OUR PHILOSOPHY

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**“Looking ahead, with courage and precision”**, from the first day of my entrepreneurial adventure. Since when, in the late seventies, I began to produce transport systems and solutions. I experienced first-hand the revolution in integrated logistics, the strategic and competitive heart of the production-distribution chain.

I wanted to become an inventor of simple systems and machines that were high-performing and state of the art. Many things have changed in these fifty years and more.

Ideas have transformed into projects.

Conveyer belts have become transformed into fully automated vertical warehouses. National markets have become international. When I turned fifty, I learned English. But many more things will change: technology, approaches, visions.

Without limits, I will continue to look ahead, with faith and optimism because I have by my side a close-knit, efficient and professional team, as well as my two children, Roberta and Gianni.

I have shared with them the principles that guide my experience and my entrepreneurial activities: respect for people, ability to innovate, technical creativity and continuous improvement.

I am convinced that the real challenge is the present because today we are building the future.

And so, propelled by the values of the past, with knowledge and awareness, we work towards the world of tomorrow.

  
**Franco Togni**  
Chairman of Automha S.p.A.



Board of directors



**Franco Togni**  
Chairman, Automha S.p.A.

A man who has succeeded in placing the customer, the invention, as well as process and product automation at the centre of his project and create an enterprise of which everyone feels they are an active and decisive part and which he is clearly still passionate about. He is strongly tied to the local area and to values of transparency and responsibility, but has his eyes always focussed on the farthest horizons.



**Giuseppe Stefanelli**  
CEO, Automha S.p.A.

Working for Automha since 2017, he has been able to make the founder's values his own, transforming them into guidelines and processes for the growth and development of a new company in which the willingness to change is a management constant. His task is to promote management continuity for the new generations of the Togni family.



**Gianni Togni**  
Vice President, Automha S.p.A.

Born and raised on automation and customer relations, his career in the company began in the offices and moved on to customer service and sales until he finally became, in spite of his young age, an expert in the market and its strategies.



**Roberta Togni**  
General Counsel, Automha S.p.A.

She represents the foundation of certainty and compliance with rules and regulations. She coordinates the staff with particular attention to Corporate Social Responsibility, which she has instilled into Automha as a key value.

# World branch managers



**Tomas Carrion**  
CEO, Automha Iberian Peninsula



**Umesh Prasad**  
Director of Sales, India



**Fred Grafe**  
CEO, Automha Americas



**Tiziano Masseroli**  
CEO, Automha Industries



**Leon Magaña**  
Director of Sales, Latam



**Marco Zanettin**  
Systems & Products  
Commercial Director





# Why automate?

To facilitate the **introduction of automation** into a business process, Automha supports the customer every step of the way in selecting the most suitable solution. A feasibility study, which begins by analysing data, is essential. Equally important is the **cultural change** that, inevitably, must take place among company staff.



**REORDERING AND SIMPLIFYING  
PROCESSES ARE THE FOUNDATIONS  
OF AUTOMATION**

Based on **experience gained over the course of more than forty years**, Automha has the ability to analyse: ABC rotation, data analysis, flow and system logic, return on investment, workloads. Through these analyses, Automha designs and develops the best solution that reflects the customer's growth expectations.

**AUTOMHA PRODUCTS  
ARE THE BASIS OF COMPLEX  
AUTOMATED SOLUTIONS,  
A SYMBOL OF RELIABILITY  
AND ENGINEERING**



From data analysis to finding the most suitable solution, **Automha guides the customer** in executing their project, monitoring each phase and carefully respecting planning.



**AUTOMHA IS THE STRATEGIC PARTNER  
YOU ARE LOOKING FOR**

## How to automate

A know-how acquired over the course of forty years has allowed us to centralize and control all technical and technological departments.

The customer has one point of contact and therefore, the certainty of a sale made with absolute transparency and reliability.

Behind the development of a complex solution are our company's internal departments which, working in synergy with each other, offer the best Automha experience.

- **Sales Office:** Automha's first point of contact for the customer;
- **Planning Office:** we pinpoint the best solution;
- **Analysis Office:** we analyse the procedures;
- **Mechanical Electrical Office:** we engineer the systems' electrical-mechanical components;
- **Production Office:** we create the best products;
- **Software Office:** we develop cutting-edge hardware and software solutions;
- **Virtual Commissioning Office:** we test the software of the machines and systems before their installation;
- **Commissioning Office:** we install the systems;
- **Service Office:** we guarantee their function over time.



# OUR STORY

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**Franco Togni**, the founder, develops new transport and conveying systems for the transport of pallets and boxes.

1979

Automha specializes in the automation of complex systems, and sells its **first automated warehouse** with a 5000-pallet capacity.

1996

**Autosat** is created and patented, a semi-automatic shuttle for multi-deep high-density storage of pallets. **Autostat** is ahead of its time; the first model of its kind that has revolutionized the world of drive-in storage.

2002

The **world's largest** roll storage warehouse is constructed.

2012

The **Palletrunner Automation Company**, the largest competitor in the North-American shuttle system market, is acquired. In the same year, the Canadian branch, Automha Americas Corporation, is founded in Toronto.

2014

**Rushmover** is developed and patented, the first completely automatic modular circuit for the transportation of pallets, capable of executing articulated and complex loops. Rushmover is able to curve in two directions and maintain its performance even at low temperatures.

2018

**Peakmover** is developed and patented, bringing in a new phase of technological progress in order fulfilment and e-commerce.

2019



**Autosatmover** and **Supercap** are developed and patented. Austosatmover is the first fully automated modular system for the multi-deep storage of pallets. The **Supercap** machine is positioned on board. This is an automatic shuttle powered by military technology and a supercapacitor.

2010

**Automha Industries** is founded, a production branch in Taicang, China, of 3000 m2, to supply the Chinese market and SEA.

2012

Automha receives its first **Company To Watch** award from CERVED. In the same year, the **Autosatmover** product wins an Honourable Mention at the **Compasso d'Oro** international design competition.

2015

The tallest **frozen food warehouse** in Europe is constructed.

2016

**Heavytower** is developed.

2020

The first **wooden automated warehouse in Italy** is constructed

2020

Automha is the world leader by number of machines produced per year, reaching a yearly production of **900 Autosat, 350 Autosatmover, 250 Supercap** machines. We serve with a widespread presence in over 53 countries in the world and handle 3,250,000 pallets each day.

2020











**THE QUEST FOR PERFECTION  
IS WHAT MAKES  
THE DEVELOPMENT OF AN  
AUTOMHA SYSTEM SPECIAL**

Automha has revolutionized the storage of  
textile rolls with advanced technology.

*Kontich (Belgium)*







# OUR VALUES

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## The key points

The defining elements of the Automha mission are very important and the combination of these determines our aims, our values, our strategies and our codes of conduct.

### RESEARCH AND INNOVATION

#### We look to the future

We are proactive people,  
we anticipate the changes  
to build the foundations  
of our tomorrow.

### SIMPLICITY

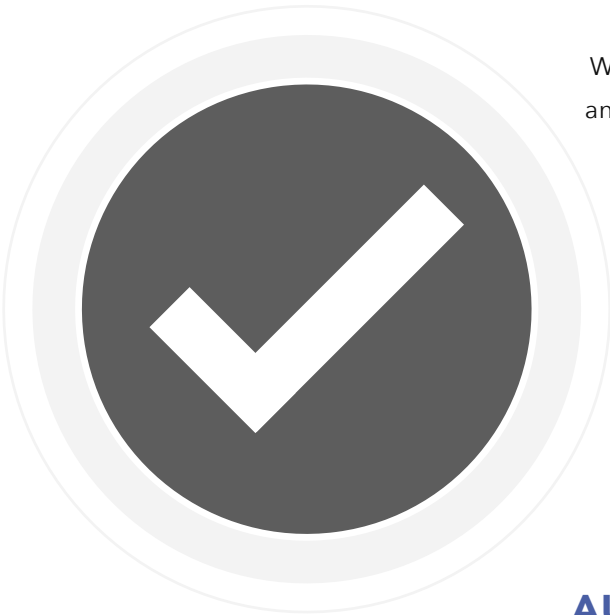
#### We find solutions

We simplify production flows  
and processes using our skills  
and experience.

### RESPECT

#### We are people

We believe in the  
value of people and  
their ability to make a  
difference.



### PROFESSIONALISM

#### We give our best

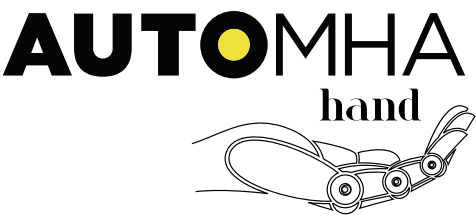
We strive to reach perfection  
in our solutions as well as our  
relationships.

### AUDACITY

#### We think outside the box

Each day we welcome  
new challenges with  
determination.





**Automha is not an automaton**

We have a strong sense of social responsibility.  
A desire to protect the environment and promote a better quality of life, starting  
in the area in which we were established and in which we operate.  
Our project supports human, cultural, educational and local initiatives.

**Automha is Education**

For Automha, the continuous training of staff and the development of youth resources represent the foundations for a positive and sustainable development of our company and for the entire industrial sector.  
Sharing knowledge, skills and Automha culture is an essential value for a company that constantly looks towards the future.



**Automha is Culture**

For Automha, culture is a crucial component of collective and individual well-being, an integral factor in the quality of life, and a driving force for development, including economic development, of the community. The safeguarding and growth of culture is a social asset that is otherwise destined to become increasingly depleted.







## Automha is Environment

For Automha, the protection of the environment and its sustainability are the cornerstones of our daily actions, because the quality of a territory is also the quality of people's life.



## Automha is Sport

For Automha, sport is an individual moment of well-being and a collective opportunity for union and comparison.

A value capable of creating deep and solid interpersonal and family bonds among members and collaborators, as well as an affinity to the local area.



## Automha is Health

For Automha, health is an individual and collective asset; an indispensable element of the human being and a necessary quality for all other areas of life. A value to be preserved and protected inside and outside the company walls.



## Automha solutions

Since 1979 Automha has acquired the experience and know-how necessary to become a leading organization in the automated warehouse sector.

For over forty years the company has been able to engineer specific solutions for any storage sector, responding in an optimal time to the different needs that various applications involve.

- **Pallet warehouses**
- **Tray and box warehouses**
- **Vertical warehouses**
- **Textile and synthetic fibre warehouses**
- **Special warehouses**

As well as this, Automha designs, produces and installs handling solutions which are able to improve productivity and reduce operating and labour costs. These solutions can complete fully automated, complex storage systems or simply assist in the management of manual or semiautomated warehouses.



The first automated free-standing warehouse in Italy with a wooden structure.  
*Cortaccia (Bolzano)*

# Software

## Understanding and analysing data

The construction of a high-performance plant that is easily implemented in the changing market requires the development of sophisticated interfaces and software management.



WM, the acronym for **Automha Warehouse Manager**, is the warehouse management software that is suitable for all product sectors. Its job is to translate the customer's requests and create tasks for the warehouse using retrieval and storage methods that are optimized ad-hoc according to the customer's needs and the goods handled. An essential part of all modules that are indispensable to the management of the warehouse: storage, retrieval, refilling, picking, profiling, FIFO/ LIFO and much more, and always connected to the company ERP.



LOG, the acronym for **Logistic Generation**, is a lightweight product especially developed for Autosat warehouses and static warehouses. This software does not replace the classic WMS but is there to support companies that do not have a management system. Its data infrastructure is composed of: SERVER for centralizing and sorting data; CUSTOMER for querying and sending manual orders; MOBILE for recording the outcome of field activities. Low investment and rapid installation times are but some of the winning characteristics of this product.



HMI, the acronym for **Human Machine Interface**, is Automha's captivating and user-friendly AWM management interface. User profiling, dashboard personalization and real-time management of alarms make information more usable and system access easier and more functional for warehouse operators, even those with less training.



SYM, the acronym for **Simulation Module**, is the simulation software that Automha uses to test the warehouse to the limit before it is installed in at the customer's location. With the use of this software, as well as the cyclical simulation of the system, it is possible to advance test the system using Virtual Commissioning. In this way, the on-site installation times are reduced, and the risks of not achieving performance are eliminated.









## Service and maintenance

### We are happy to support you!

Automha pays great attention to Customer Care. A team of software technicians, mechanics and mechatronic technicians are ready to guarantee that every system works perfectly.

### TRAINING

During and after the installation of a system, Automha carries out **training courses** for operators, provides every tool necessary for learning all operational functions and organizes customized tutoring sessions during the Go-Live phase. Thanks to the detailed technical documentation provided, Automha ensures that the customer is able to operate independently during every phase of plant maintenance.

### MAINTENANCE

Automha customer service is active **24 hours a day, 365 days a year**. A remote maintenance program allows direct access to functions of the warehouse and the immediate and decisive intervention should any anomaly occur.

Spare parts management is sped up by an interactive e-commerce protocol where customers can independently order and track shipments.

### MEDIA CENTER

Automha provides all the necessary informative material for learning how to use the products correctly. On the Automha website, in the **Media Center and FAQ section**, we will be able to answer all your questions.

### REVAMPING

Another focus of the Automha Service department is the **revamping** service, the modernization of old automated warehouses and their updating to the latest technology and safety regulations.

### AUTOMHA SERVICE CENTER

The role of support is changing. **Assistance must be active and proactive**. Automha has redefined the customer service process by implementing a cloud software for managing the requests of its customers, no longer using emails, and developing an interactive portal in which the customer interacts in real time with the technicians in order to solve the problem. Completing the service, virtual helpdesk solutions and augmented reality are the key to customer support.

### AUTOMHA SHOP

Automha has an online store for all spare parts of the Autosat model, which can be found at **shop.automha.it** or via the following QR Code.



# AUTOMHA HEADQUARTERS

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## Bergamo, Italy

Bergamo is a city in Lombardy to the north-east of Milan.

The city is made up of two areas: **Città Alta**, the old town with cobbled streets, which houses the city's cathedral and is surrounded by Venetian walls, and **Città Bassa**, the newer area and the city's business centre. Here, in 1979, Automha was founded thanks to foresight of one man, Franco Togni.



The headquarters are located in the primary industrial area of the city just 800 meters from Bergamo International Airport.

**15,000m<sup>2</sup> of innovation and technology.**

## Automha Americas

Technological innovation with a difference thanks to highly qualified team, based in the **nerve centre** of the world's economy.



## Automha China

Automha Industries was Automha's **first overseas branch**. In 2008 the subsidiary Automha Shanghai Trading was inaugurated and in 2013, the production branch of Automha Industries.





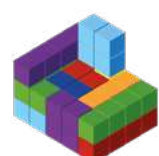






**THIS IS THE AIM  
OF AUTOMHA SOLUTIONS:  
TO OPTIMIZE SPACES,  
TIMES AND COSTS**

One of the world's largest free-standing  
automated warehouses in the textile sector.  
*Kontich (Belgium)*

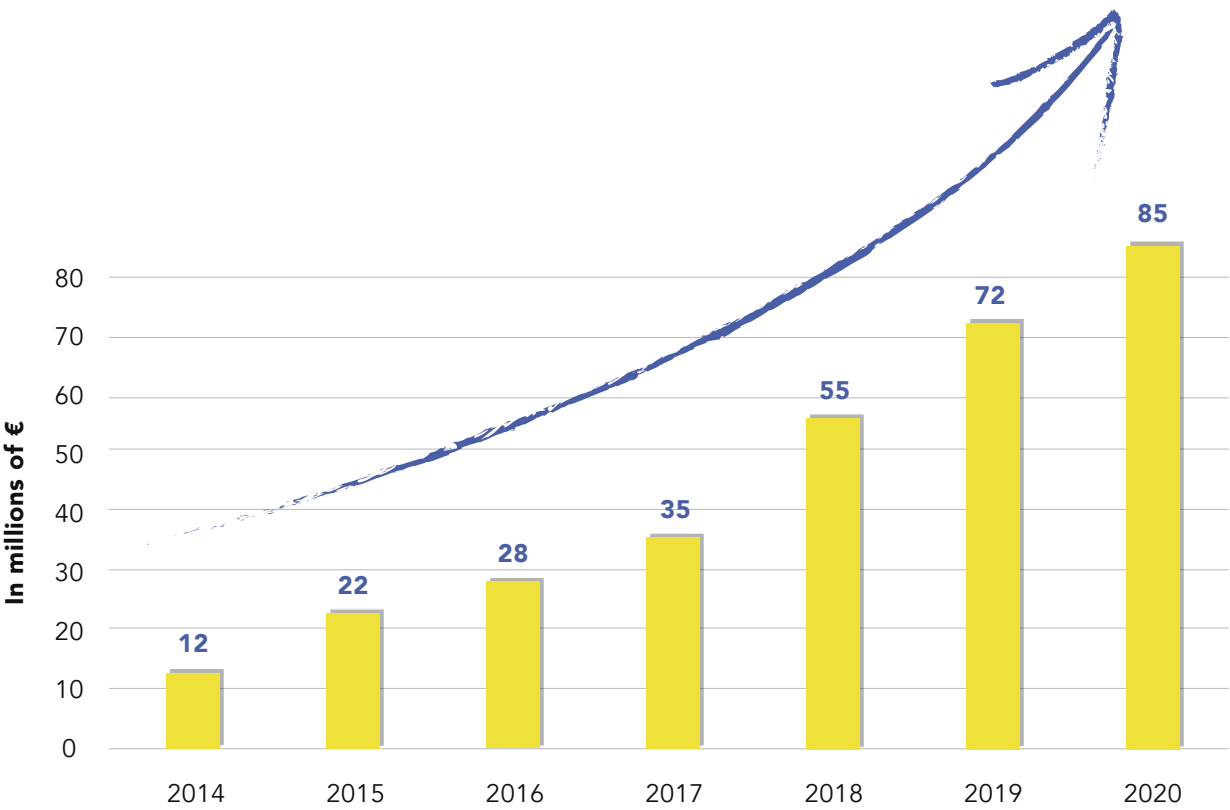


Sales

We serve over 53 countries in the world

For Automha, internationalization and service in the most varied sectors of all foreign markets has been the key that has allowed us to become well-known and appreciated. Automha has also been able to increase the domestic market.

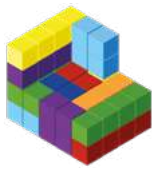
An important growth in terms of turnover at a group level has created the need to accelerate and develop our processes even more.



# Global reach

## Constant growth

Automha exports “Made In Italy” quality and excellence all over the world, with automated installations and warehouses on all continents.





FIGURES

Human Resources

Our people

We believe in people and their abilities. Our partners in Italy and around the world are spokespersons for Automha values and by working together, they contribute to making the company a global reality.



+18%

Recruitments 2019-2020



40

Average age

30%



70%



Gender



35%

Graduates



100%

Post-internship recruitment

# Research & Development

## Towards the future

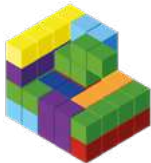
Automha has always been strongly orientated towards innovation and continuous improvement of their warehouse solutions and products, so much so that they invest 2.5% of their turnover into R&D.

**The new Automha Headquarters** are fully dedicated to **Research and Development** and forge all company innovations.

The R&D department, assisted by **Walter Danne**, the creative, technical mind and deus ex machina of Automha, represents the nerve centre of the company's design, development and industrialization. Highly trained staff that collaborate alongside experts in the intralogistics sector, long time collaborators of Automha, young talent who, with a flair for developing innovative technology, make Automha's R&D department one of the most qualified and advanced in the sector.

Automha's R&D department works with a constant eye toward the **evolution of the market**, with the aim of identifying problems and their solutions.

If it's true that a company without a Research and Development department is a company that refuses to look to the future, then in this case Automha is always a step ahead.



Sectors



DISTRIBUTION CENTRES/3PL

Accuracy, speed and traceability.  
These are the three main characteristics requested from large-scale distribution customers.  
Automha designs and implements **projects for very large warehouses**, which manage intensive work cycles with constantly different specifications. The ability to quickly process orders and keep track of the entire production and logistics chain make Automha solutions particularly suitable for the **new frontiers in e-commerce**.  
The variety of load units stored, typical of 3PL management logistics, finds an effective response in warehouses with Autosat technology.



VERTICAL FARMS

These are vertical greenhouses, structures designed for the cultivation of vegetables and fruit in a completely organic and controlled way. Automha has developed **specific automated solutions** for the optimization and monitoring of all processes.



COSMETICS

That which improves appearance and aesthetics. A growing sector that is always looking for automatic order fulfilment solutions. **Speed and precision**, the key points of this sector.



FRESH AND FROZEN GOODS

Automha is the first company in the intralogistics sector to have designed and patented fully automated systems capable of **maintaining the same performance** at temperatures between -30 ° C and + 55 ° C.  
The careful study of the electrical, electronic and mechanical parts has allowed us to design specific technologies for this sector. This has led to an improvement in safety of companies and operators, who no longer need to work in cold rooms on a daily basis. Added to this is the great flexibility of the systems, which allow rapid and efficient communication with the other production departments of the company.





## ELECTROMECHANICS

The warehouse is the beating heart of the company, especially for those customers who need to manage large numbers of items, frequent movements and heavy load unit weights.

Automha has also created optimal **Miniload solutions** for companies that have to manage the storage of small parts, which are capable of maximizing the picking and refilling activities typical of the electromechanical and manufacturing sector.

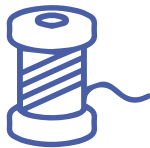


## FOOD SUPPLY CHAIN

Automha warehouses, entirely designed and created internally, guarantee an extremely **high level of performance** while observing all warehouse procedures and sector needs.

For the world of the food supply chain, Automha systems are designed to manage delicate goods, subject to breakage (cans, bottles, etc.) or deterioration.

The machines boast **extreme handling precision** and the AWM warehouse management software system ensures correct processing in compliance with deadlines and production dates.

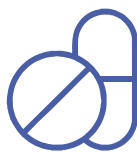


## TEXTILE

The extreme flexibility and customization in this sector have not hindered Automha, which has made this sector its jewel in the crown.

Our team of technicians has developed solutions capable of managing **particular load units**, such as rolls and reels, of different weights and sizes.

The continuous search for solutions designed to fully satisfy the needs of customers led Automha to create the largest automated warehouse for textile rolls in the world.



## PHARMACEUTICALS

Automha's solutions are extremely precise, safe and suitable for working at **controlled temperatures** and perfectly match the needs of the pharmaceutical sector. In fact, automation allows for the easy, 24h management of tasks, reducing both management costs and times of order fulfilment or warehouse reordering activities. Particularly important for this sector is compliance with the management and production processes dictated by the regulations in the matter of certification of drug management.







**TECHNOLOGY AND DESIGN,  
THE PERFECT COMBINATION  
FOUND IN  
AUTOMHA PRODUCTS**





WORLDWIDE REFERENCES





WORLDWIDE REFERENCES



Unilever



Fiducia ben nutrita.



Vardhmān





...and many more.





# CONTACTS

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**1.**  
**AUTOMHA SPA HEADQUARTERS**  
Via Emilia, 23  
24052 - Azzano S. Paolo, Bergamo, ITALY  
PH +39 035.45.26.001  
automha@automha.it

**3.**  
**AUTOMHA AMERICAS  
AUTOMATION CORP.**  
1300 South Service Rd.  
Oakville - Ontario L6L5T7, CANADA  
americas@automha.com

**5.**  
**AUTOMHA MEXICO AND LATAM**  
Av. México 3370 L A-8, Plaza Bonita  
Col. Monraz, Guadalajara, Jalisco  
MEXICO, CP. 44670  
mexico@automha.com

**2.**  
**AUTOMHA IBÉRICA S.L.**  
Avenida Alps, 48  
08940 Cornellà de Llobregat, SPAIN  
iberica@automha.com

**4.**  
**AUTOMHA INDUSTRIES CO.LTD**  
15 Sanhe Road - Lu Du Town  
215412 Taicang City - Suzhou  
Jiangsu Province, P.R. CHINA  
china@automha.com

**6.**  
**AUTOMHA INDIA**  
702 Damji Shamji Business Galleria  
L.B.S. Marg.  
Next to Toyo House - Kanjur Marg West  
Mumbai, INDIA  
india@automha.com



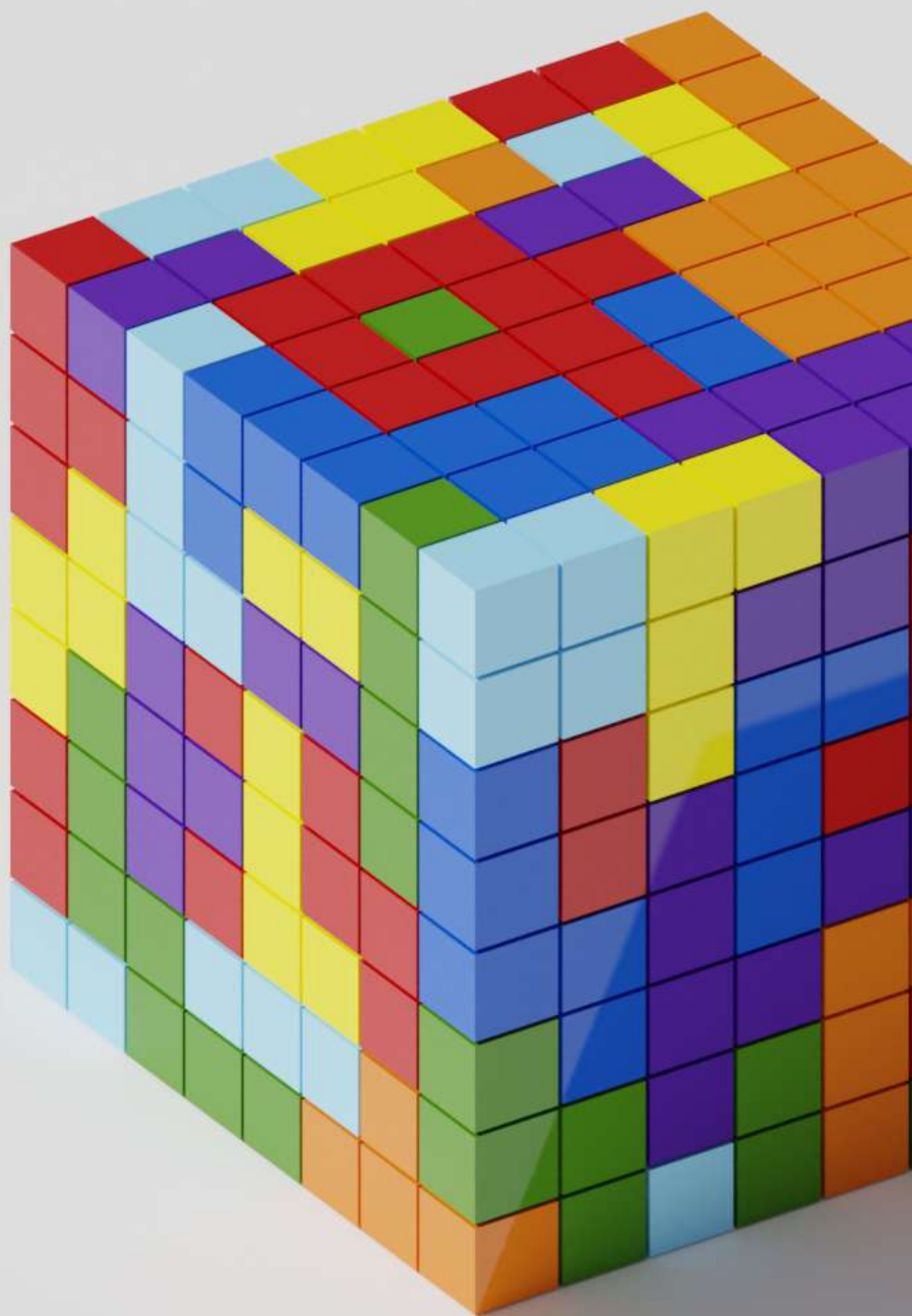


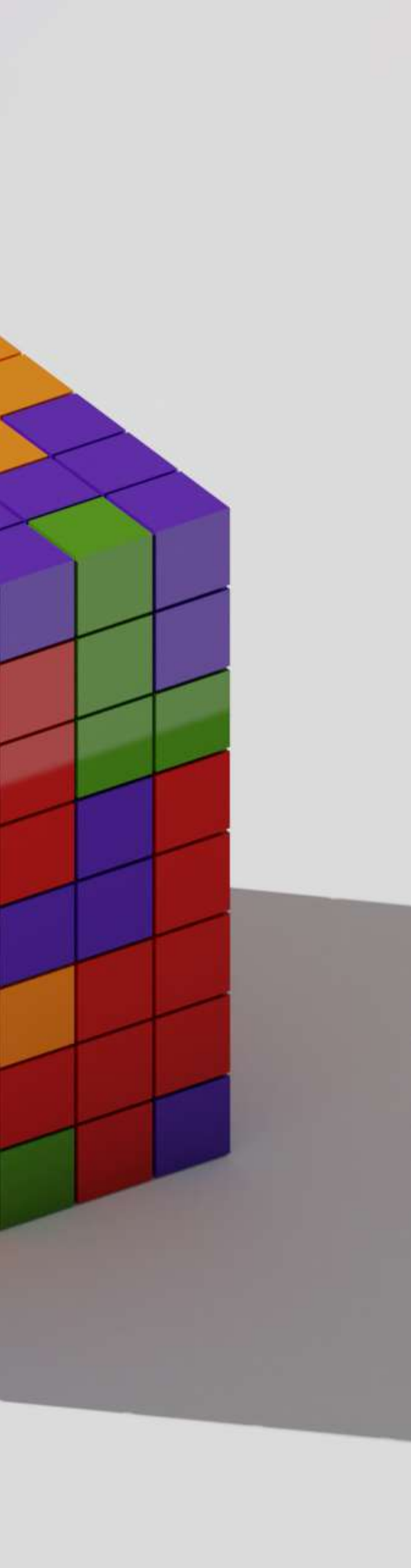
Buy the book by the Chairman Franco Togni

## **"A che ora hai il volo?"**

*Sales proceeds go toward supporting the  
Automha Corporate Social Responsibility initiatives*







**THERE IS NO SUCH THING  
AS AN IMPOSSIBLE SYSTEM,  
JUST BRILLIANT SOLUTIONS**

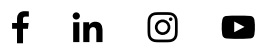






# AUTOMHA

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