



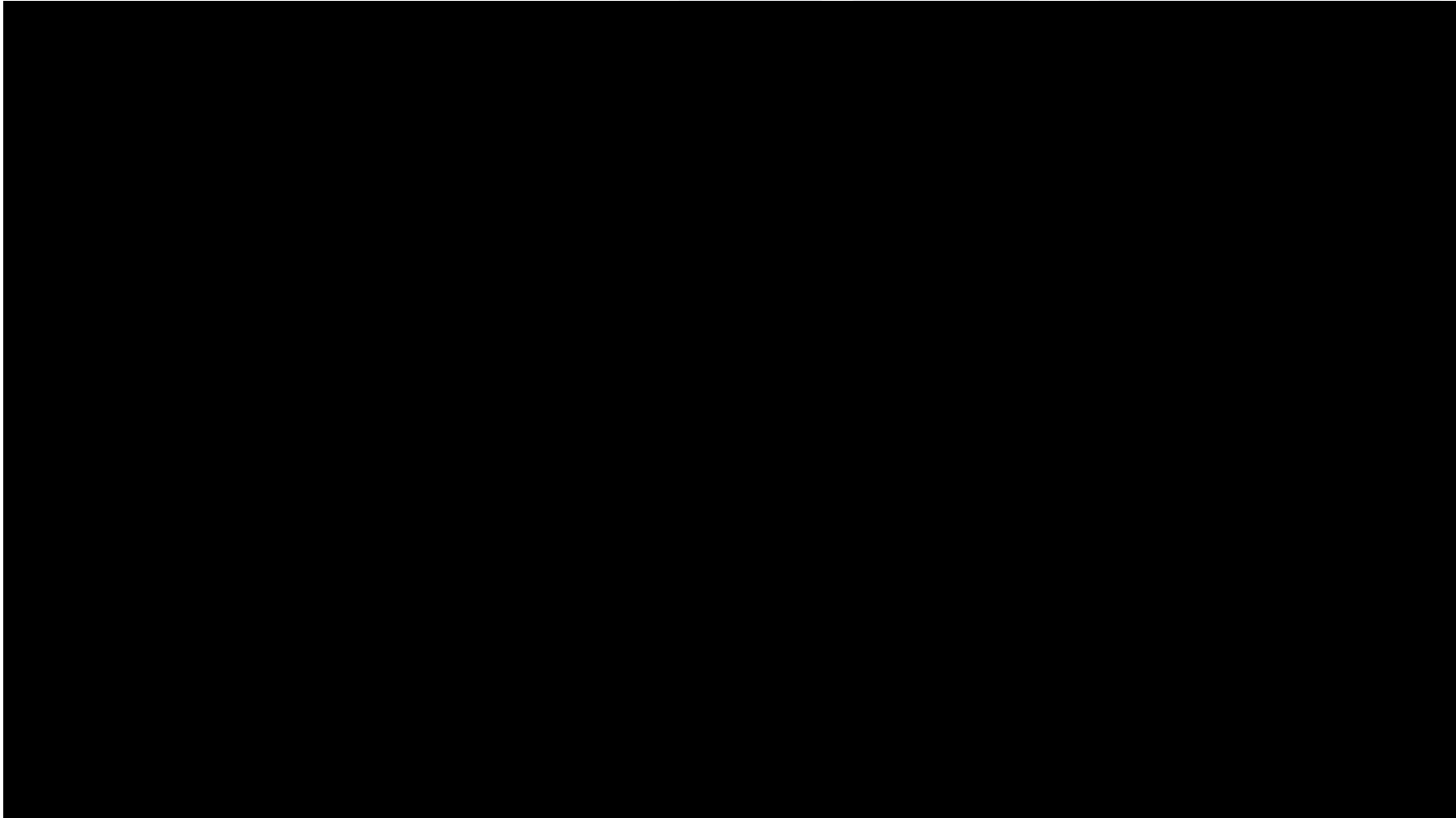
AMT

Latin America

—— Carlos Mortera ——

Senior Director – Latin America

We are AMT

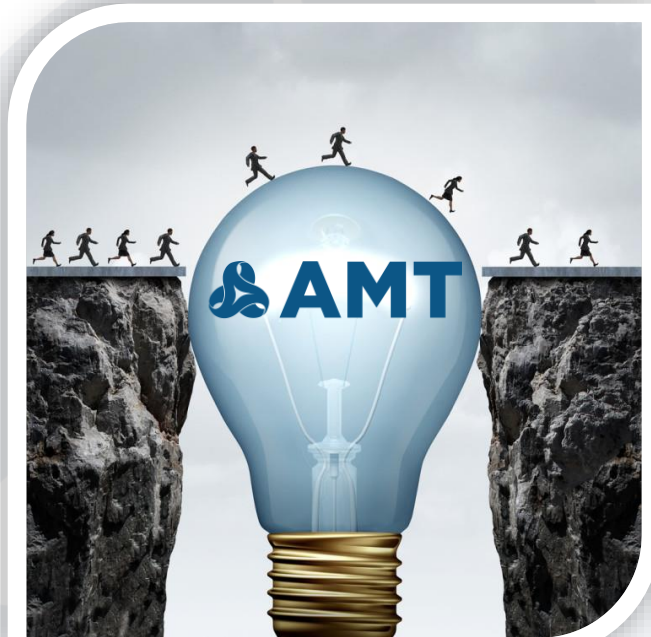
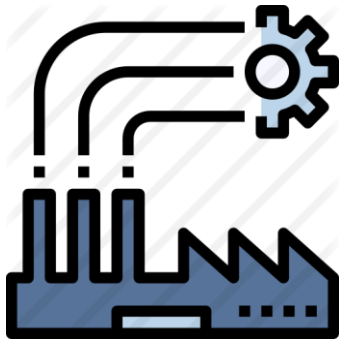


[We Are Amt \(subtitulos esp\) - YouTube](#)

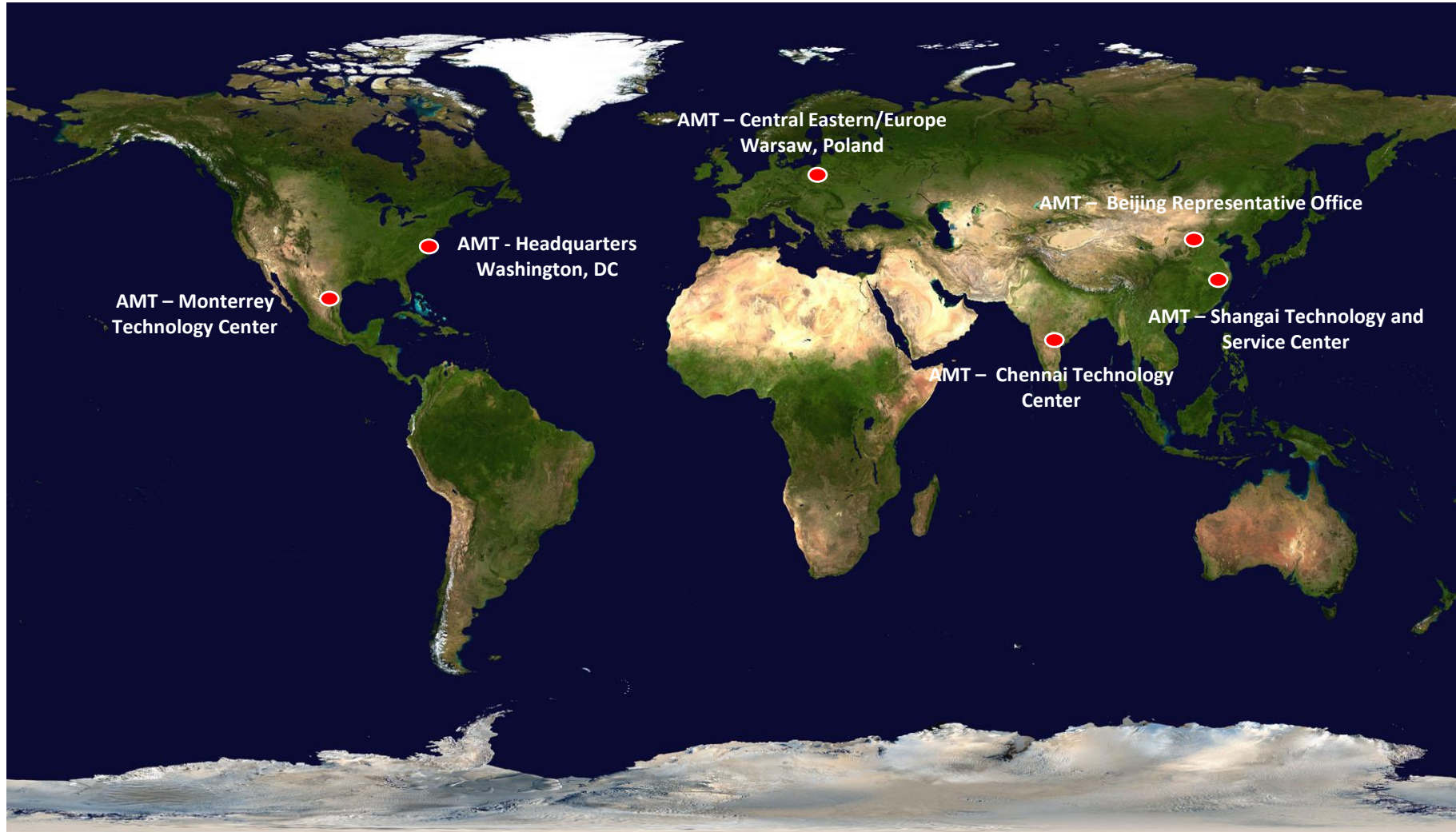
Introduction

AMT

Application of digital technologies to production processes, trade of goods, supply chains, product design, and products is changing what is possible to do in factories and what customers expect.



Worldwide Presence



ABOUT AMT

As a leader in the manufacturing technology community, AMT focuses on supporting manufacturers. **We are committed to advancing the manufacturing technology industry by:**



Facilitating the adoption of transformative technologies



Fostering community and partnerships



Producing events that create new business opportunities



Supporting global business growth



Enhancing industry knowledge about technology, legislation, and workforce development

Reach

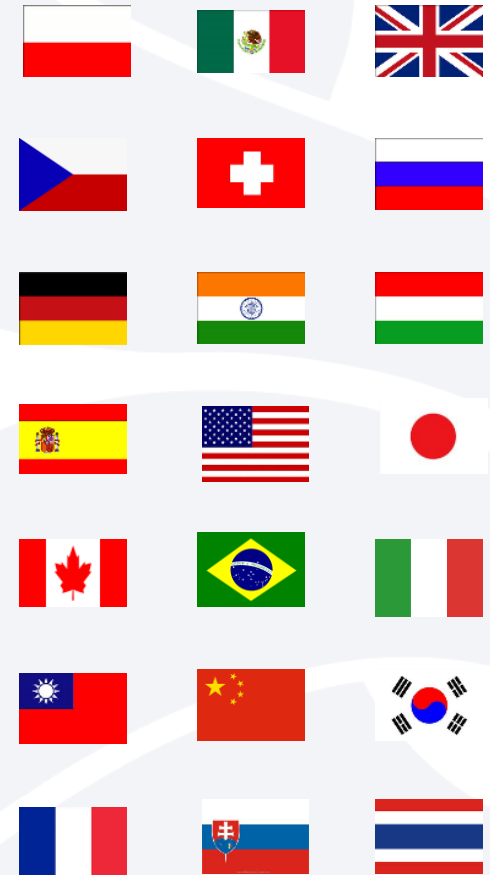
Technologies

- Machine Tools (cutting and forming)
- Cutting Tools
- Fixtures
- Quality Control
- Material Handling
- Lubricants
- Software
- Assembly and Test
- Industrial Automation
- Additive Manufacturing

Industries

- Aerospace
- Home Appliance
- Automotive
- Electronics
- Industrial Machinery
- Job Shops
- Medical
- Off-Road/Highway
- Construction
- Mold and Die

Markets

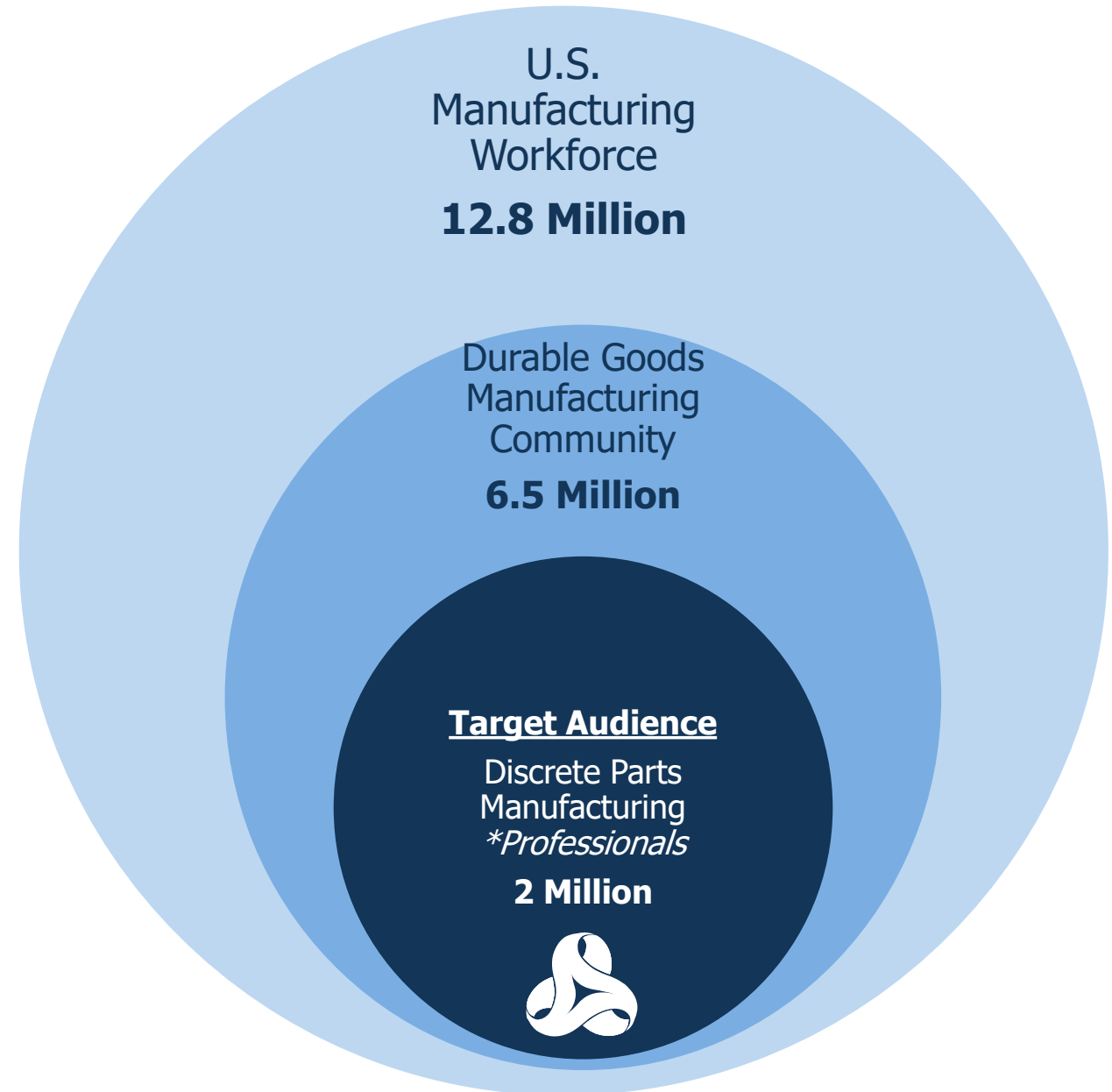




Our Offerings



MANUFACTURING TECHNOLOGY COMMUNITY DEVELOPMENT



GROW
BEYOND



MTUNITED

 **GARDNER** |  **AMT**
Business Media, Inc.

WHY MT UNITED

To drive growth and competitiveness in the discrete parts manufacturing industry by delivering an unparalleled level of media content, live and digital events, bespoke market intelligence, industry outreach and government influence.



Spur growth

- **Scope:** “Grow the Pie”
- **Scale:** “Emphasize Cost Savings”



Optimize resources

- **People & Talent:** Technical expertise & know-how
- **Shared Infrastructure:** Sales, branding & promotion
- **Expand Reach:** Content and audience



Product development

- Enhanced credibility
- Share R&D development
- Move into new markets
- Barrier to competition

Strategic Collaboration between AMT, GBM and Mesago Messe Frankfurt

GROWING IN NORTH AMERICA

IN PARTNERSHIP WITH
mesago  

2025 **formnext**
USA CHICAGO

2024 **formnext**
forum AUSTIN

2024 AM4U AREA
PRESENTED BY **formnext**
AM2024
CO-LOCATED AT
 **IMTS**
CHICAGO, IL U.S.A

2023 AM4U AREA
PRESENTED BY **formnext**
CO-LOCATED WITH
AM2023
AUSTIN, TX - U.S.A

2022 AM4U AREA
PRESENTED BY **formnext**
AM2022
CO-LOCATED AT
 **IMTS**
CHICAGO, IL - U.S.A

2021 **formnext**
FRANKFURT/GERMANY

THE ASSOCIATION FOR
 **MANUFACTURING
TECHNOLOGY**

TOGETHER WITH

 **SILICON VALLEY
ROBOTICS**



GARDNER
Business Media, Inc.

Co-Presented



FITMA

2023

Colaboraciones a través de América Latina



AMT Sponsors an Advisory Board for Industry



IPS Services



AMT's University-Industry Advisory Board Latin America

University Advisory Board Members



Tecnológico
de Monterrey



Universidad de
los Andes
Colombia



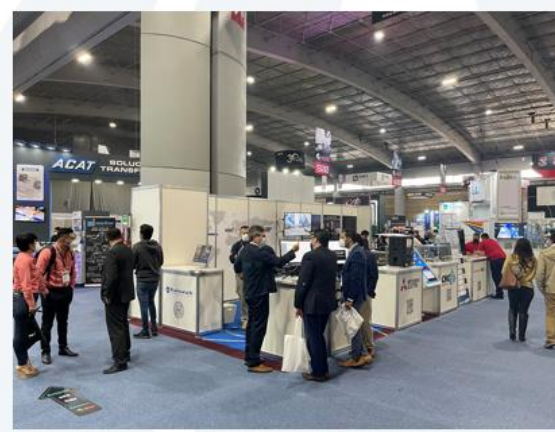
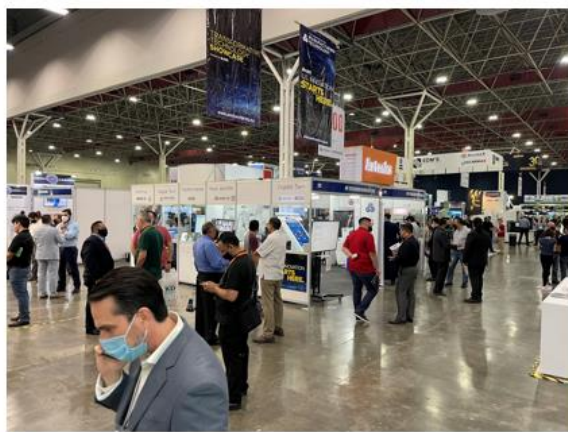
PONTIFICIA
UNIVERSIDAD
CATÓLICA
DE CHILE



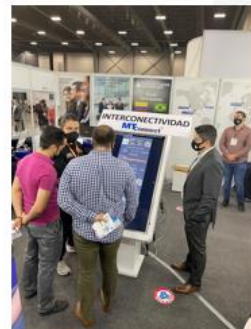
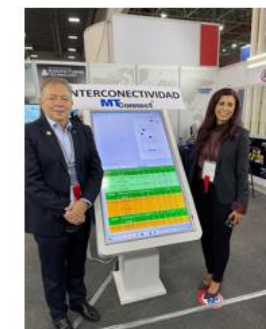
UNIVERSIDADE FEDERAL
DE SANTA CATARINA



UNIVERSIDAD
AUSTRAL



TTS & CONFERENCES





Economy Macro Trends

Best Year EVER (?)



USMTO 2021 +52%
USMTO 2022 +10%



2022 GDP 4.0%



2022 CAPEX +7.7%



15 of 18 Mfg Sectors Forecast
Revenue Improvement

Latin American Overview

Growth Projections: Latin America and the Caribbean

(real GDP growth; percent)

	2019	2020	Projections	
			2021	2022
Latin America and the Caribbean	0.1	-7.0	6.3	3.0
South America ¹	-0.1	-6.6	6.3	2.3
CAPDR	3.2	-7.1	7.7	4.6
Caribbean				
Tourism dependent ²	-0.03	-9.5	2.3	4.1
Commodity exporters ³	0.4	4.0	5.6	21.1
Latin America				
Argentina	-2.1	-9.9	7.5	2.5
Brazil	1.4	-4.1	5.2	1.5
Chile	1.0	-5.8	11.0	2.5
Colombia	3.3	-6.8	7.6	3.8
Mexico	-0.2	-8.3	6.2	4.0
Peru	2.2	-11.0	10.0	4.6

Sources: IMF, World Economic Outlook database; and IMF staff calculations.

Manufacturing Output in Latam

Country	Manufacturing output US 2019 *	Manufacturing Employment in thousands 2019**
Mexico	\$220 b	9,112
Colombia	\$35 b	2,613
Chile	\$28 b	838
Argentina	\$58 b	1,432
Peru	\$27 b	1,569
Costa Rica	\$7 b	227
Brazil	\$174 b	10,553
Total	\$549 b	26,344

Source: *The World Bank, **OECD

MT Consumption in Latam

	TOTAL MFG TECHNOLOGY CONSUMPTION IN LATIN AMERICA in USD					
Year	Mexico	Brazil	Argentina	Colombia	Chile	Latin America
2016	\$ 4.44 b	\$1.440 b	\$292 M	\$100 M	\$100 M	\$6.372 b
2017	\$4.53 b	\$1.620 b	\$304 M	\$100 M	\$100 M	\$6.654 b
2018	\$4.80 b	\$1.820 b	\$357 M	\$88 M	\$180 M	\$7.153 b
2019	\$4.20 b	\$1.860 b	\$255 M	\$125 M	\$125 M	\$6.565 b
2020	\$3.09 b	\$1.430 b	\$189 M	\$190 M	\$190 M	\$5.089 b
2021	\$3.90 b	\$2.258 b	\$343 M	\$150 M	\$150M	\$6.801 b
%	57.34%	33.20%	5.04%	2.21%	2.21%	100%

Includes: cutting tools, machine tools and workholding systems; not considering automation & metrology (addtnl US\$2b)

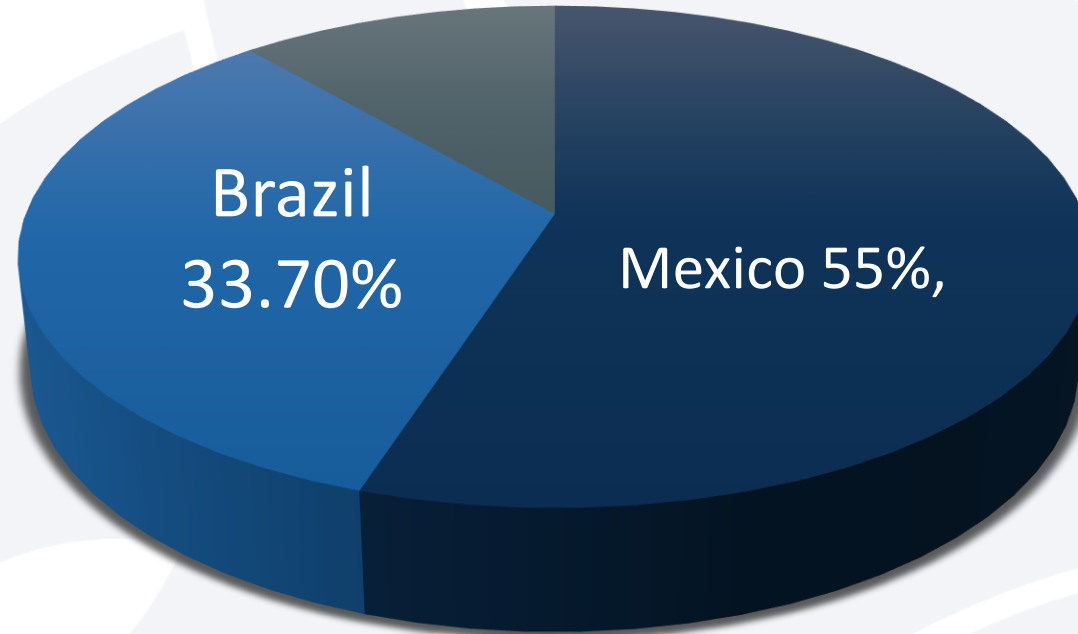
Source: AMT



Machine Tool Consumption in Latin America

Rest of L.A., 11.30%

2021
US 4.7b
TOTAL

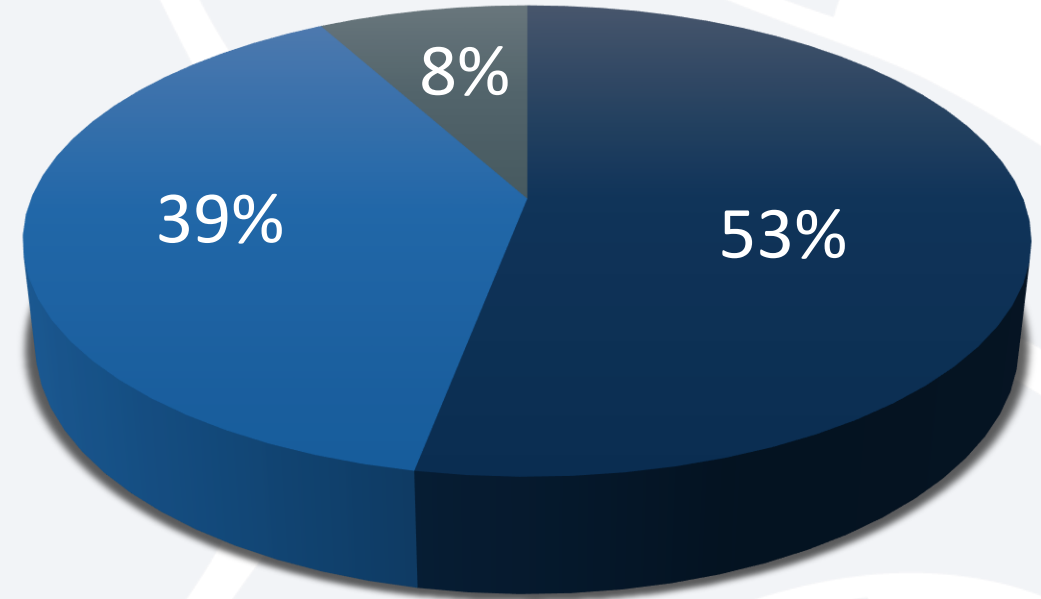


- Rest of L.A includes Argentina, Chile, Colombia, Costa Rica and Panamá

Automation Systems Consumption in Latin America



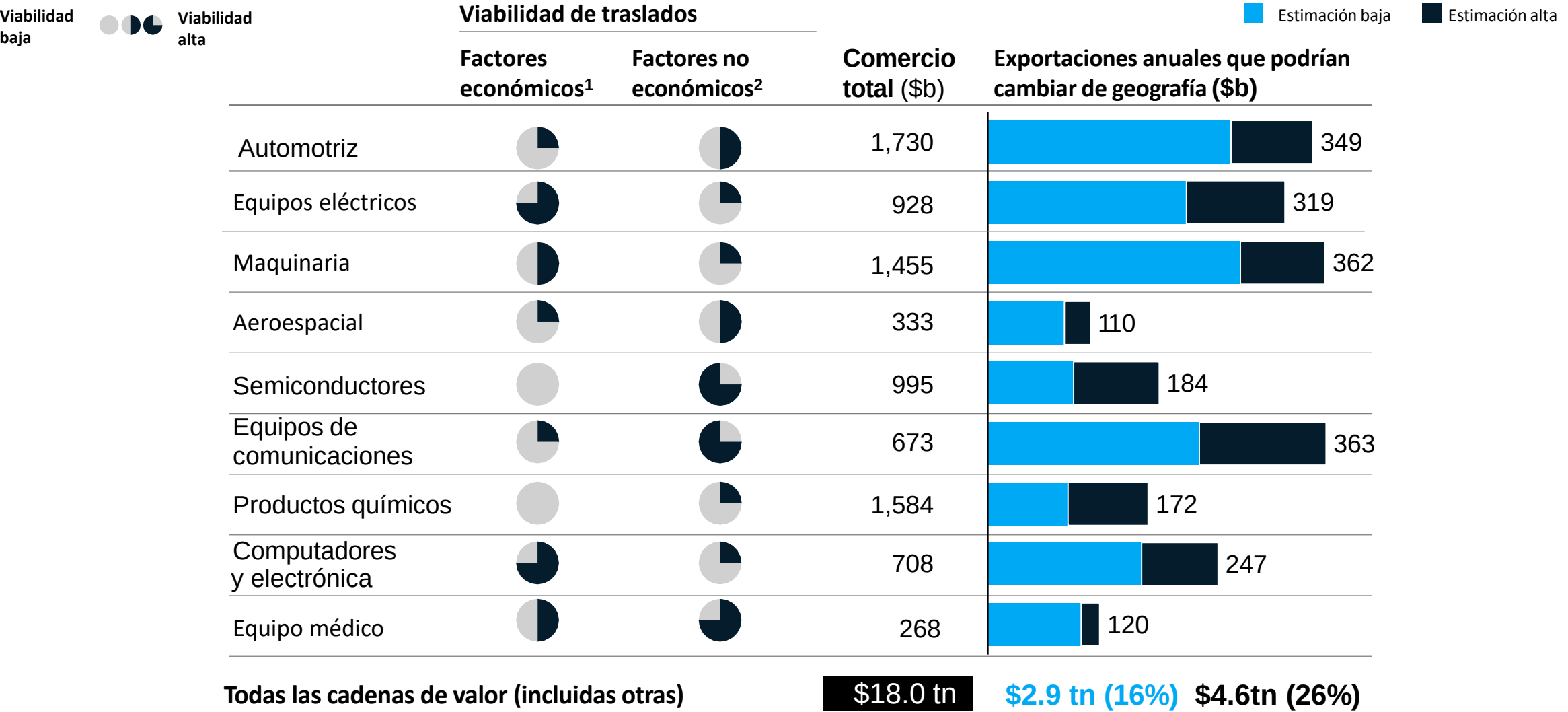
US 760 M TOTAL



■ Mexico ■ Brazil ■ Rest of L.A.

Rest of L.A includes Argentina, Chile, Colombia, Costa Rica and Panamá

Hasta USD \$ 4.6 tn en flujos comerciales podrían trasladarse a otros países durante los próximos 5 años





**Where are the new
technologies displayed?**

IMTS FAMILY





ÚNETE

DELEGACIÓN MEXICANA DE COMPRADORES



IMTS 2022

DIGITAL MANUFACTURING. IMPLEMENTED.
SEPTEMBER 12 - 17, 2022 • MCCORMICK PLACE • CHICAGO

POWERED BY  **AMT**



MARIO VIDAÑA

Especialista Comercial

mario.vidana@trade.gov +52 81 8047 3118



Don't miss,

IMTS

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JOIN US

LATAM NIGHT @  IMTS2022

WEDNESDAY, SEPTEMBER 14, 2022 | 5:30–7:30 PM | MCCORMICK PLACE, CHICAGO, USA

Attendance is free but show registration is required

**International Manufacturing Technology Show
September 12 - 17, 2022 | McCormick Place, Chicago IL**



IMTS2022

HAVE YOU BOOKED YOUR STAY FOR IMTS 2022?

Why wait? Book with our Global Housing
Solutions team for the lowest rates!



DIGITAL MANUFACTURING. IMPLEMENTED.
SEPTEMBER 12 - 17, 2022 • MCCORMICK PLACE • CHICAGO



Our Offer

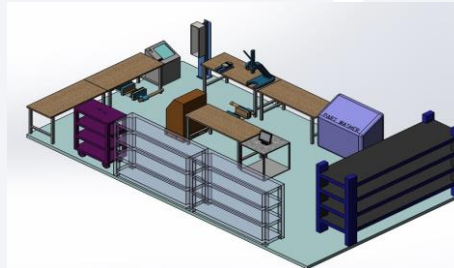
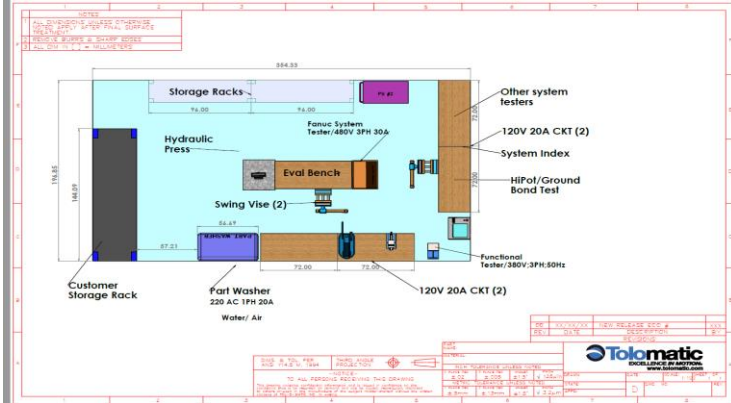
to End-users & Members

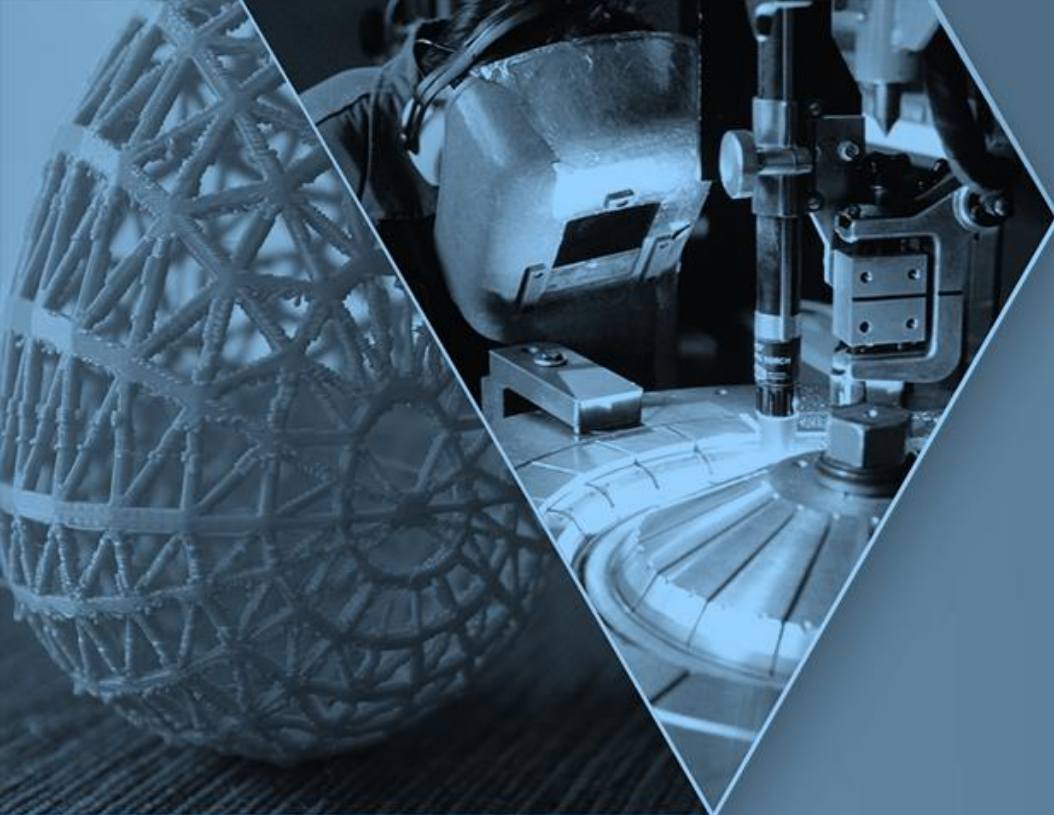
(Based on industry best practices)



TECH CENTER SERVICES & CAPABILITIES

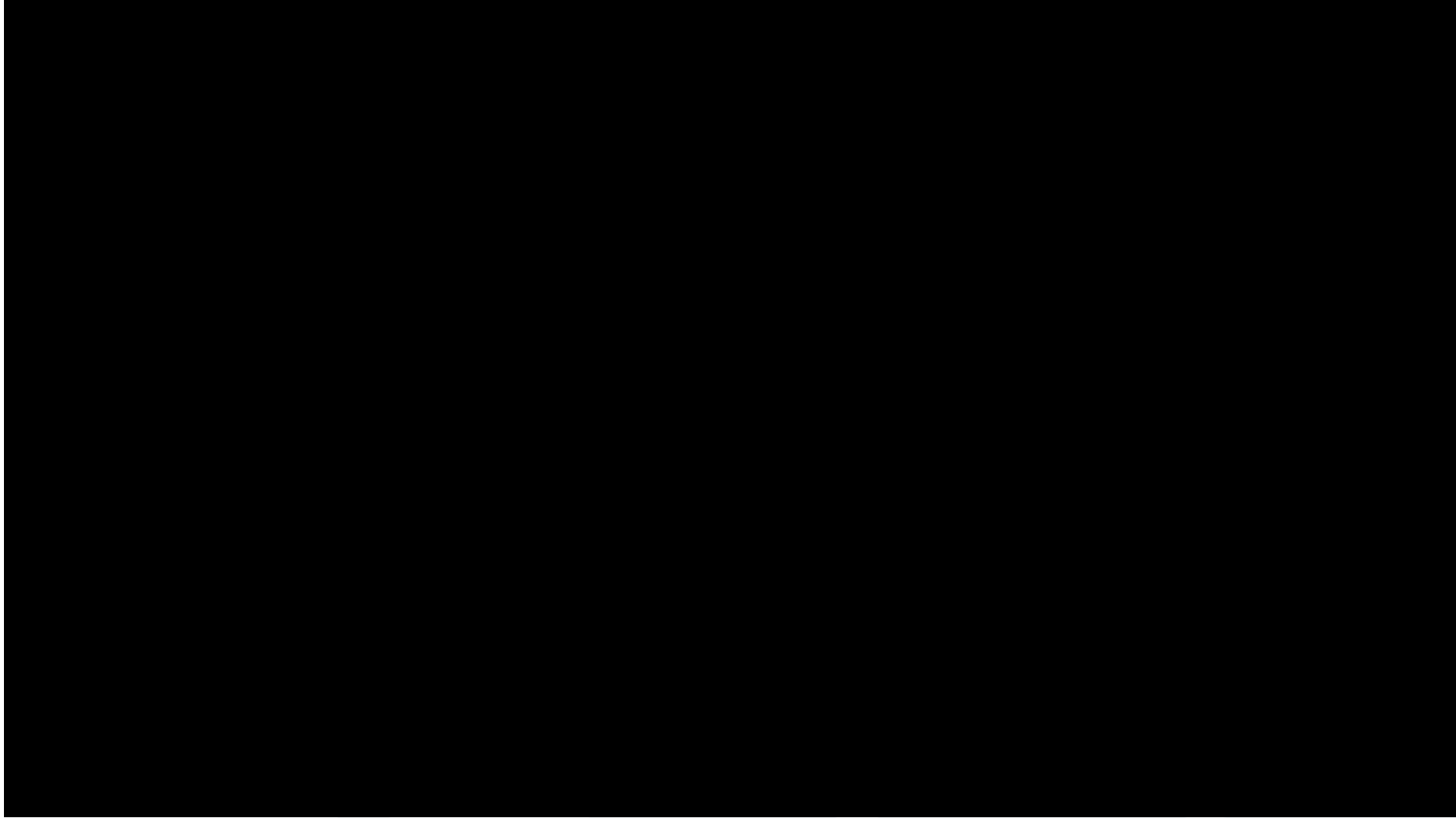
Service Center-Querétaro





E-Learning AMT and Tooling U-SME *Overview*

VIDEO PRESENTATION



- [AMT Tooling U-SME Presentation](#)

AMT EDUCATION

Sales Professional & Technical eLearning | Transformational Technologies Project

SALES PRO & TECHNICAL **E-LEARNING**

**MTSALES
FUNDAMENTALS**
POWERED BY 

Manufacturing Technology (MT) Sales Fundamentals, E-MTSF & Effective Virtual Selling (EVS)

Workshop for new sales professionals in-person or e-Learning;
Virtual How-To Workshop

MTUNIVERSITY
POWERED BY 

MTUniversity

Cloud-based e-Learning: MTConnect Standard Essentials Suite +
Powered by ToolingU: MTShop Basics: Tech Fundamentals and
MTAdditive

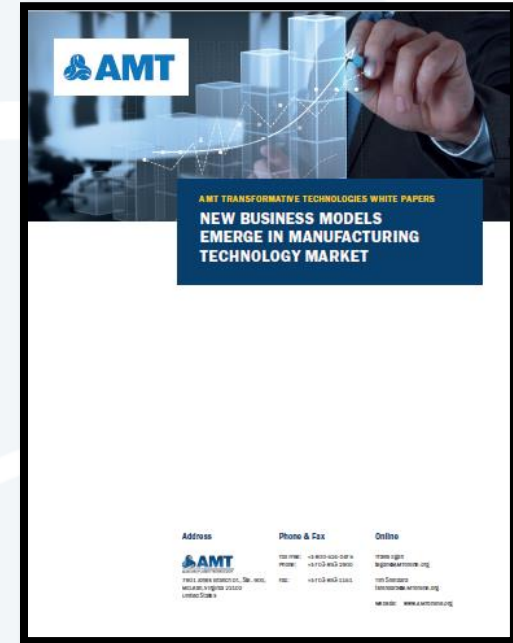
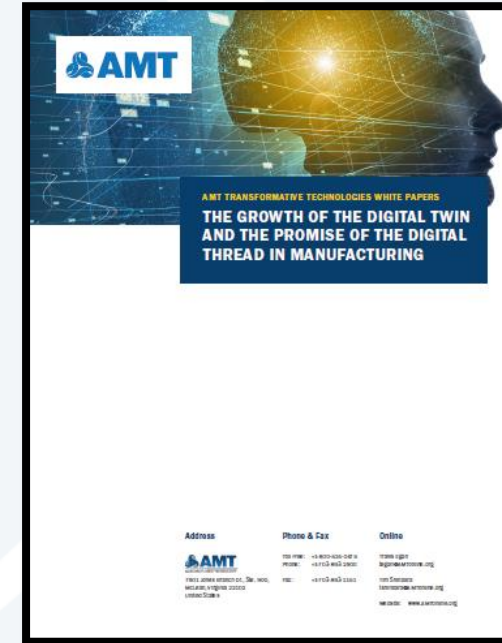
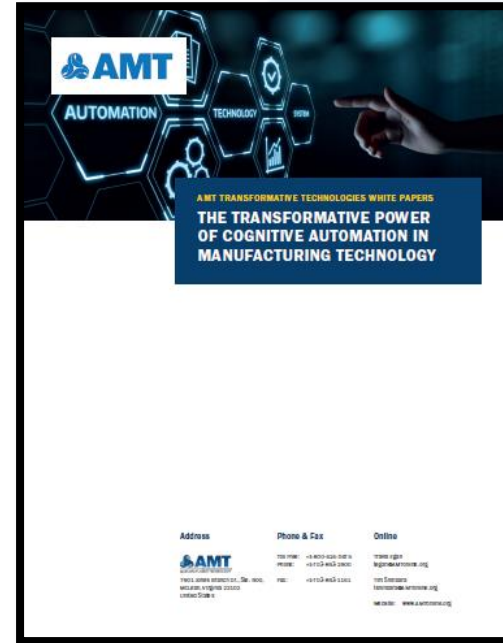
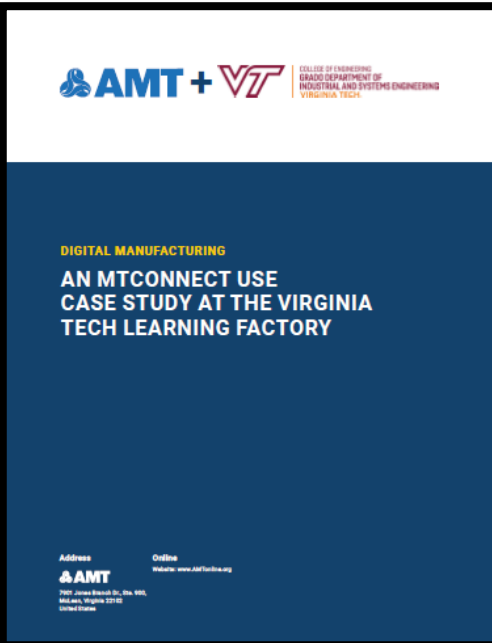
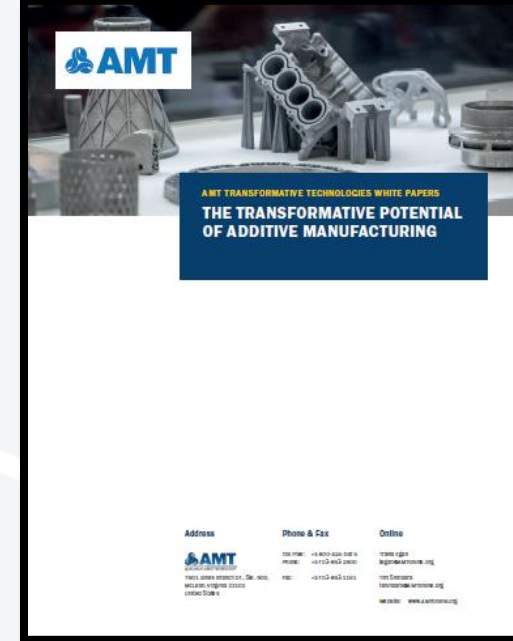
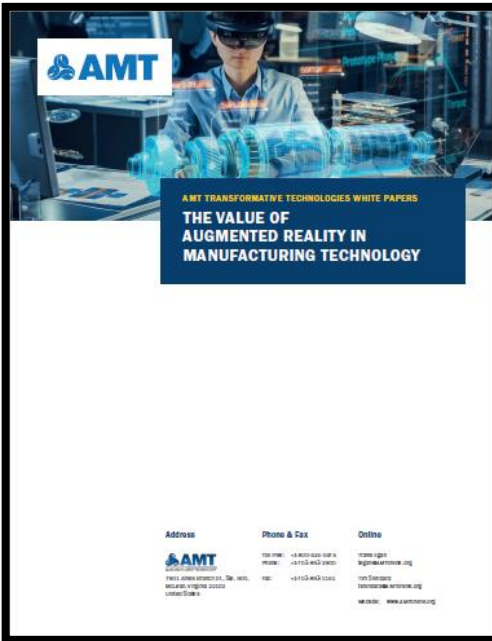
CMTSE
POWERED BY 

Certified Manufacturing Technology Sales Engineer (CMTSE)

Cloud-based e-Learning: MTConnect Standard Essentials Suite +
Powered by ToolingU: MTShop Basics: Tech Fundamentals and
MTAdditive

White Papers

Transformative Technologies



AMT's Industrial consulting

ENERO 2021

ESTADO DE LA INDUSTRIA DE MOLDES Y TROQUELES EN MEXICO

PREPARADO POR:
Departamento de Ingenieria de AMT

Estudio presentado en colaboración con la AMMMT

En este documento se muestran las características de complejidad para la fabricación de moldes y troqueles, así como el escenario actual de la industria de moldes y troqueles en Mexico.



THE ASSOCIATION FOR
**MANUFACTURING
TECHNOLOGY**



AMT & AMMMT

1.Objetivo

Realizar un mapa de ruta tecnológico donde se planteen los recursos y equipo necesarios para ayudar a desarrollar la industria mexicana de herramientas para abastecer la creciente demanda nacional.

2.Introducción

Actualmente México cuenta con aproximadamente 215 empresas que fabrican Moldes y Troqueles. La demanda actual en México es de US\$4b por año de los cuales México cubre alrededor del 5%.

Uno de los sectores importantes para abastecer la demanda creciente de herramientas en México son los Moldes de Inyección de los cuales se derivan productos de la industria automotriz como:

- Parachoques y rejillas plásticas de los automóviles.
- Luces del vehículo.
- Paneles plásticos interiores suaves y duros de las puertas de automóviles.
- Tablero plástico interior frontal del automóvil.
- Accesorios plásticos para los asientos de los automóviles.

(Otras industrias también buscan proveeduría local como electrodomésticos)

Las clasificaciones se identifican en 3 grupos:

- **Moldes de Inyección:** recipientes con cavidad donde un material líquido es introducido y se realiza el moldeo, que es a su vez el procedimiento de fabricación donde esta masa o materiales en estado líquido pasan a solidificarse tomando la forma de la cavidad donde fueron vertidos. El moldeo se aplica a materiales como metales, aleaciones metálicas y plásticos
- **Troqueles:** utilizados para trabajar en frío lámina metálica y fabricar completa o parcialmente piezas por medio de una herramienta (troquel), conformada por un punzón y una matriz, también llamados 'macho' y 'hembra', respectivamente
- **Casting:** consiste en forzar o inyectar aluminio fundido, hacia un molde permanente, también denominado Dado, dichos moldes o dados, tienen una o varias cavidades de la piezas deseadas, considerando la contracción, los moldes pueden o no contener corazones y botadores para separar las partes del molde y que quede la pieza deseada en aluminio.

Page | 2

MPA



EL MPA (Manufacturing Process Assessment) o Análisis de capacidades de manufactura, es un estudio de procesos productivos en donde la finalidad principal es identificar áreas de oportunidad de mejora tecnológica.

El 80% de la Tecnología que se consume en México y el 70% de la Tecnología que se consume en América Latina proviene de un asociado de la AMT.

Oportunidades de Colaboración

- A
- B
- C
- D
- E
- F
- G
- H
- I
- J
- Q

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