



SIPACK EXPANSION

ITALIAN CONVERTING MACHINERY MANUFACTURER LOOKS FOR GROWTH AND CREATES AN EXTENSIVE NETWORK OF PARTNERS AND AGENTS AROUND THE WORLD.

Sipack was established in the Lucca area in Italy, which is probably the most important district for corrugated paper and board in the region.

In the first ten years since its foundation, Sipack established itself

in the Italian market as a leading manufacturer of converting machinery, but thanks to the design and construction quality of the machinery, the company has also attracted interest from boxmakers throughout Europe and across the world. The

complete range of flexo folder gluers, printer slotters, rotary die-cutters, folder gluers, feeders and counter ejectors can be found in various plants globally.

For this small yet agile company, this is the result of various factors – its passion for a high-quality product constantly being developed and innovation-driven choices and projects such as the imminent launch of a new spare parts portal that will help them in optimising customer service that has been implemented with the collaboration of Tuscan Universities and technical engineers. Thanks to the lean structure of the company, it has allowed them to respond with speed and flexibility to the changing circumstances and demands of the global market, by activating qualified collaborations and partnerships on ad hoc projects.

Expanding Network

Despite the current situation following COVID-19, 2020 sees Sipack continue in its worldwide expansion, thanks to the reinforcement of local agent cooperation and the creation of new partnerships.

This year, the company is celebrating its first-year partnership with UK-based Jarshire and Nick Jobson. Jarshire is a family business

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that started in 1979 to supply and service the corrugated, paper and board industries. They have supplied, installed and maintained equipment for private companies, medium-sized companies and some of the largest corrugated companies in the UK and Ireland. Their support will be an added value for UK and Irish customers evaluating Sipack machinery.

New partnerships have been created recently and others have been renewed. In Spain and Portugal, Sipack is represented by Emilio Sala of AtB Consultech. Sala is a young and well-known professional in the sector, providing effective and efficient solutions and responses tailored to the specific needs of each customer.

In Argentina, Chile, Paraguay and Uruguay, Sipack has partnered with Carlos Mancuso of GOC srl, a well established small company working totally in the corrugated industry, both for installations and interventions.

In Finland, Sweden, Norway, Denmark and Baltic countries, Sipack is represented by Hannu Aejmelaeus of AEJCO OY. Aejmelaeus has extensive experience in the corrugated industry in different positions and has also worked for machine manufacturers. Now working as co-owner of machinery agency Aeico Oy, the company also provides interim management assignments for industry.

In Russia, the company is represented by Aydar Khuzin of IGOFRO. Established in 2013, Igofro is the supplier of various European corrugated equipment to important international customers such as Smurfit Kappa, Mondi group, Ilim pulp and SFT group.

Michael Schaefer covers the German market, a well-established professional with a background in



Simone Cini, Sales Manager and Massimo Wolfgang Berteletti, Export Manager

mechanical engineering. He works with customers on an analysis of requirements and integration of new technology.

In the Indian region, Sipack is represented by Surjya Ganguly of Print-Pack-Tech International. Many companies in printing and packaging in India have benefited from his

valuable expertise, experience and innovative ideas.

Finally, in Poland a recent partnership has been created with an industry consultant, Bodgan Wojcek.

For this Tuscan converting machinery manufacturer, a good period of growth and consolidation is expected in Europe and worldwide. ■



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Agents worldwide