



## **Interview with Davide Ventre: Cartularia, an important Italian converting group, has installed 2 new Pasaban Sheeters**

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Pasaban has supplied Cartularia with two new sheeter machines for premium FBB cardboard. This project has been highly demanding and it rewards a high degree of automation adequate to the customer's needs.

This is the largest project carried out by a converting company, in Italy, in the last 10 years.

Cartularia s.p.a supplies different grades of cardboard for the packaging and graphics industry. The company can supply sheets and reels in any special size required by customers.

"We wanted to invest to have the best technology and to provide the best service to our Customers". Says Mr.Ventre.

They had some existing sheeters that didn't guarantee them enough quality with some premium grade FBB board, and they trusted us to solve the problem." Carlos Muriel, Sales and Marketing Director at Pasaban.

The project involves two 1900mm wide sheeters for board with a high level of automation. Both sheeters were conceived to offer a modular and scalable system that include a wide range of options to meet the customer's current and future production requirements.

We interviewed Mr. Davide Ventre, CEO of Cartularia:

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Why did you choose Pasaban for your new project?

We trusted Pasaban because we wanted to take a leap to improve the equipment in our installations. The project has been successful and now we increased our production and our final product quality.

What type of product do you run on your brand new Pasaban Sheeters?

In this case, the material to be cut is a very high-quality board (virgin fiberboard), which requires not only high precision but also optimum cutting quality across the entire range of grammages and densities.

"Pasaban is a world leader in terms of sheeting quality, so we have been able to create a customized project capable of meeting this need." Added Carlos Muriel.

What is your overall experience with the machines so far?

Our new sheeters are constantly running. The key to this success is that we worked close with Pasaban's team so we could overcome any possible issue and create a machine that was completely customized to our needs.

We have considerably improved our efficiency after the installation of the new Pasaban sheeters. We can proudly say that our production has increased after both machines were operating.

What are your future expectations with these new sheeters?

We expect these new sheeters to maintain the level of production and quality that are currently giving us right now. We are really satisfied with the project and we thank Pasaban for the dedication and support they have provided us with at all stages of this project.

"We can assure you of that. Our machines are the most robust on the market and have a very long lifetime. Most of our machines continue operating after 30 years still with excellent results and a very low maintenance cost during lifetime." Answers Carlos.

Thank you for the interview Mr. Ventre.

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The project has been recently finished and, as Mr. Ventre affirmed, the key to success was the close relationship with them. Pasaban is committed to accompanying the customer throughout the purchase cycle, project execution, and after-sales service. Trust is not achieved in a day; it is necessary to work on it in order to build close and fruitful long-term relationships. In addition, due to the team of specialized engineers on staff and with whom customers deal, you will feel that you are always dealing with professionals.

In a market where after-sales service and maintenance are of vital importance, companies are faced with the need to accompany their customers throughout the entire life cycle of the machines. This is why Pasaban is committed to prioritizing technical service and strengthening direct contact with customers.

Pasaban is currently the European leader in paper and board converting machinery. Projects such as these reinforce its position as a market leader and make it take giant steps forward.

"We hope to continue to move forward successfully in this country where other opportunities of interest may appear and will lead us to have a solid position of the brand in Italy". Dani Garcia, CEO of Pasaban.

Pasaban firmly believes that in order to gain the trust of customers, it is important to

offer high-quality products and impeccable service. Fulfilling these premises is what makes Pasaban a leader in the design and manufacture of converting machinery for paper and cardboard. Fully customized projects, such as this carried out for the Italian group, are only possible thanks to the professionalism and knowledge of the employees and the close collaboration with the customers.