



Comexi Triples Sales and Strengthens its Presence in Italy and the Balkans by Offering Local Technical Service

The company reaches an agreement with Convert Service and makes the Italian company an official partner that can offer its services to customers in the area

Girona, September 17, 2020.- In the past two years, Comexi, a specialist in solutions for the flexible packaging printing and converting industry, has tripled sales in Italy and the Balkans thus strengthening its presence in the area by offering local technical service. The company has reached an agreement with Convert Service which currently allows the Italian company, with over 35 years of experience in the packaging and converting industry, to be in charge of performing various services which Comexi customers require in this area.

“This is a strategic decision for Comexi, as our objective is to grow in the market and offer our local services to clients, which is very important to us. Due to the situation generated by the COVID-19, currently it is imperative to have a regional alliance in the territory who can offer technical services and assemble machines”, explains Alessandro D’Agostino, Comexi Area Manager in Italy and the Balkan countries.

The relationship between Comexi and Convert Service began in 2018. The Italian company has extensive experience with Comexi laminators, slitters, flexographic and offset presses, allowing its technicians to resolve any incident related to these machines. “With this agreement, Comexi can respond to the needs of the market. At Comexi we want to maintain the excellence and efficiency of our ability to provide a global and fast service while speaking the same language as our clients. Collaborating with Convert Service allows us to do this in the areas of Italy and the Balkan countries with local technicians who are located in different parts of the transalpine country”, says Alessandro D’Agostino.

Convert Service, which is located in Premariacco (Udine), primarily operates in the converting and packaging sector. With a staff of experienced technicians, the company offers maintenance services and performs on-site assistance, both in Italy and abroad. Convert Service has eight local technicians, spread throughout the region, to provide local services. “The agreement with Comexi is exciting for us. It gives us the opportunity to continue working with a company recognized worldwide for its commitment and building the highest quality machinery”, says Vittorio Aguzzoli, owner of Convert Service, who admits that “offering our support and local technical

service is an incentive to continually improve and grow. Quality, commitment, determination, and humanity are essential values which define Convert Service, coinciding with those of Comexi”.

About Comexi – www.comexi.com

Comexi, founded in 1954, has extensive experience in manufacturing equipment for the flexible packaging conversion industry. As a world leader, it operates five product lines, each specialized in a different conversion process: flexography printing, offset printing, laminating, slitting, and digital services. Furthermore, it has a Service and Technical Assistance Business Unit that offers service 24 hours a day, 7 days a week.

The company has two production plants: one in Riudellots de la Selva (Girona, Spain) and another one near the town of Montenegro, in the State of Rio Grande do Sul (Brazil). There are also two offices in Miami (USA) and Moscow (Russia). Moreover, Comexi is represented in more than 100 countries. This commercial network allows us to have proximity to our customers in order to optimally respond to their needs.

Comexi includes the Manel Xifra Boada Technological Centre, Comexi CTec, where the company provides support and shares its knowledge with various groups involved in the flexible printing industry process.

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