



INTERPACK ITALIA

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THE GROUP

Interpack Italia Group was born in Bergamo by the end of the 70's. In a quite difficult economic environment, the founders -strongly recognised in the management and direction of paper companies- driven by Mr. Mario Zenoni, understand the potential of a commercial activity linked to this field and decide to start a graphic papers trading company. The mission is well clear and defined since the beginning: trading and brokerage of graphic papers, industrial, complex papers, speciality papers and carton boards.

The initial idea was to worldwide research segments in the paper market that, for logistic and structural reasons, could not link to the classic and logical commercial structure of production and consumption. The entrepreneurship efficiency of this company results extremely valid, having an important international development particularly in the last 15 years.

The evolution of a highly demanding society, with new technologies and new production poles from one side and difficult requests and a frenetic marketing continuously in evolution from the other side, determine the position in the market of Interpack. The industry highly needs to reduce costs and stock time, the editing market and printers work with orders less and less forecasted with necessity of "ad hoc" sizes, special converting, to be realized in extremely short time. The link between these two worlds is the action ground for Interpack Italia Group that stands in the centre of competition, knows the product and understands the new criteria of the "customer satisfaction": experience, innovation, organisation, quality and efficiency to offer a 360° service.

A team of professional operators and perfectly integrated with the markets in the continental Europe, with the Mediterranean Sea Countries, with South America and the Far East, together with solid and direct commercial relationships with the biggest paper mills in the world, are the strategic strength of the Group. Not only. The automation of warehouses, the modern converting plants, on time deliveries, are some other key strengths of the Company.

Interpack Italia Group is an industrial reality that sells over 80 thousand tons per annum, with a turnover of more than 30 millions of euros. The company is divided in 3 divisions targeting different international markets, with the aim to supply a fast service and satisfy all the possible needs of the customers. The big market share concentrated on the export is witness of the European dimension and the worldwide structure of a Group in continuous and constant growth.

GRAPHIC PAPERS DIVISION

This is the main area of the Group. In continuous development, this has been since the beginning, the company core business. Mainly focused on reels of industrial graphic printing paper, Graphic Papers Division has achieved good results also in the distribution of sheets, thanks to the support of 4 converters located on the national soil that co-operate with the Group.

Differently from the already existing companies on the market, that base their growth on the paper sheet distribution, Interpack Italia has always stand out for the distribution of reels and for the service offered to medium to large printers. This was a key role that has permitted the Group an important development, particularly against the evolution of printing methods and the important increase of average printed copies.

Graphic Papers Division has shown an important presence also for the distribution of sheets to relevant numbers, with a graphic papers trade of approximately 70 thousands tons between reels (70%) and sheets (30%).

The products offered by the Graphic Papers Divisions are LWC Offset and Gravure, MWC, coated papers wood-free and wood-containing, MFC, recycled coated and pigmented papers, wood free and wood containing offset uncoated. The Graphic Papers Division offers the possibility to convert paper, and therefore to rewind Jumbo Reels in "ad hoc" sizes and to sheet reels thanks to modern and high technology machinery.

SPECIALITY PAPERS DIVISION

Born in the year 2000 as Adhesive Service Paper; it was named Speciality Papers Division after the merge with the Interpack Italia Group in 2006. The original idea for this Division consists in the distribution of reels and sheets as for the graphic papers, but in the specific for the speciality papers field.

With an intermediation winning strategy, this division has been able to generate a turnover of more than 5 millions of euros, with a quantity of sheets and reels traded of over 5 thousands per year. Its development ground has been primarily the Mediterranean Area and the Far East, but today Speciality Papers Division has an important role also on the National and European soil.

The professional understanding of customer's market necessity together with the high quality standard required in this field makes this Division the jewel of the Interpack Italia Group, on which are concentrated many energies and expectations. This is, in fact, an important element of development and future success of the Group.

Local agents follow daily the relationships with the customer and are supported by functionaries that regularly visit all different countries to guarantee the efficiency of the company and the customer satisfaction.

This division guarantees delivery and conversion of "ad hoc" reels and sheets for the flexible packaging, coupled with PE, aluminium, complex (sandwich), one side coated papers, food and alimentary papers in general. Vital are all the synergies available between the Graphic Papers Division and the Speciality Papers Division.

The responsible of the division is dott. Emanuele Zenoni.

CARTON BOARDS DIVISION

Last but not least, this division represents new challenge that has been accepted in a period when a continuous evolution is required, a constant research of new sectors to develop, to enhance the always more demanding market. With this Division Interpack has completed a range of products and created a service able satisfy, at 360 degrees, the demand of this industry.

Carton Boards Division has developed a capillary distribution of sheets and reels of different varieties of cardboard, for the cardboard industry and for lithographic use, cosmetics and pharmaceutical. With the support of an owned converting plant located in the heart of Lombardy, the company is able to offer a fast service, combined with a very interesting price-quality ratio of products.

Supported by the biggest world producers of boards, already partner in the others Group divisions, the Carton Boards Division has developed in a short time a very interesting and promising market. Only in its first year of activity, in fact, this division has a turnover of over 2 millions of euros.

The products offered are GC1 and GC2 folding boxboard, pure pulp SBS 1/s and 2/s coated, prime quality Duplex and Triplex boards, together with distribution of Triplex Stocklot Boards, for which remains a high ratio for service and convenience.

The Carton Boards Division has confirmed the presence of Interpack Italia to a national and international level giving motivation for a continuous increase and development of the company.

The responsible of the division is dott. Davide Zenoni.