

# SUCCESS STORY

## AUTOGRILL SPA

### ITALY



Full speed ahead on the road to success in Italy!

**AUTOGRILL SPA STARTED UP IN 1946 IN ITALY** and today it is the world's leading provider of food & beverage and retail services for travelers. The company has been expanding constantly in Italy and internationally and it is now present in 42 countries and has 5,300 points of sale. There are more than 900 points of sale on roads and motorways across Italy.

#### **Silent production facility**

The Autogrill Group consists of three business sectors, which are food & beverage, travel retail & duty-free and flight. It operates mainly in airports and along motorways, followed by railway stations and a selective presence in high street, shopping centers, trade fairs, museums and other cultural facilities.

Empress 2000 srl, Orwak's representative in Italy, began its business relationship with Autogrill in June 1998 after several meetings and some test uses.

#### **Safety and savings on waste management**

This customer appreciated the advantages that the waste compaction involves, in terms of safety and savings on waste management, and it was the beginning of a long-term co-operation.

At first Empress 2000 supplied Autogrill with a great number of units of the small and compact baler Orwak 3100, but nowadays Autogrill is buying the updated version Orwak 3110. Over the years it has become more than 150 balers in total.

#### **Competitive features**

The competitors in Italy were and are very aggressive, but Orwak 3110 has been specially chosen for its small size, the undoubted technical quality, reliability and security and for the reduced weight of bales formed in compliance with the regulations on safety at work.

#### **Green profile**

Over the years, Autogrill has recognized Empress 2000 as a provider of quality care. The core of Empress 2000's mission is to develop environmentally friendly solutions for customers through reducing their environmental impact and improving the efficiency of production processes and by following the customers carefully after the sales.

