

# SUCCESS STORY

## FOR S.P.A. FERRARA, ITALY



A growing Italian manufacturer with two factories and a new warehouse improves its waste management significantly by investing in several Orwak balers - strategically located next to the waste streams.

**FOR S.P.A., A MANUFACTURER OF HYDRAULIC CONNECTORS AND FLEXIBLE HYDRAULIC TUBE ASSEMBLIES**, has 250 employees and operates two factories in Ferrara, Italy. The modern production facilities have to deal with large volumes of packaging waste and FOR decided to improve the internal waste management process, reduce the collection costs and solve the disposal problems.

### Small Balers With The Right Capacity

FOR first invested in the Orwak Compact 3110 & 3115 baler duo, and impressed by the smooth operation, later added a second 3115. The units are strategically located close to the sources of waste and the balers compact plastic film, cardboard and some paper from the office. Shortly afterwards one of FOR's subsidiaries bought another two 3115 units for their tube manufacturing facility. The small balers occupy very little space, but still have the right capacity to deal with the waste flows.

### Easy Investment Decision

The decision to buy the balers came natural to FOR after meeting with Orwak's Italian distributor Empress 2000 and testing the machines in their showroom. FOR is furthermore a supplier of connections to Orwak's balers.



Mr. Trevisani Massimo at FOR comments on the benefits of the new solution:

**"We have gained more space and order and we receive payment from selling the compacted material."**

FOR plans further improvements in waste management and evaluates the possibility of requesting a reduction in the waste tax, the so called TARI in Italy. FOR's business is expanding and to keep up with the pace, more balers are needed:

**"For our amount of work, it is necessary to install at least another larger press, Power 3420, at the new warehouse."**

Mr. Trevisani Massimo at FOR



To give good advice about waste management to other manufacturing companies in the industry, Mr. Trevisani Massimo recommends high capacity compaction equipment for the recyclables:

**"When you have large quantities of material, it is more practical to buy a large baler with a wide infeed like the Power 3420. To make bales more occasionally repays abundantly the higher investment cost, given the long service life of these balers".**



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Article based on: Claudio Cesari's, Empress 2000, interview with Mr. Trevisani Massimo at FOR