

MARTIN ENGINEERING

# Martin Engineering opens new Italian HQ following restructure

Martin Engineering has restructured its Italian business and relocated to a new purpose-built facility to boost customer service and accelerate growth. The move heralds a new chapter for the Italian branch of the US engineering firm, which supplies belt conveyor products and material flow aids to bulk handling and material processing companies to boost production efficiency and workplace safety.

Martin Engineering has been present in Italy for more than 30 years, supporting the country's producers of coal, cement and aggregates. Moving to a new fit-for-purpose warehouse near Monza, north-east of Milan allows the company to broaden its remit to solve material handling problems in sectors like recycling, glass, steel, paper and ports.

The new location also enables Martin to bring a wider range of products to the Italian market, including the innovative N2® remote monitoring system for conveyor belt cleaners, which enables maintenance teams to track conveyor belt cleaner blades on a mobile app. Also being introduced in Italy is Martin's

unique range of CleanScrape® belt cleaners, which are proven to last up to four times longer than standard cleaners with no retensioning or extra maintenance required after installation.

Restructuring the business means that Martin Italy is now jointly led by Sales Manager Matteo Manghi, who heads a team of sales engineers and service technicians, with Administration and Accounts Manager Simona Farina, who is responsible for accounts, customer service and head office functions. Both Matteo and Simona report directly to Robert Whetstone, Martin Engineering's Area Vice President for EMEA (Europe, Middle East, Africa and the Indian subcontinent).

Matteo Manghi said: "It's an exciting time for Martin Engineering in Italy as we now have the capability to apply our bulk handling expertise in new ways to solve problems for customers in a broader range of industries. Our new facility gives us the space to assemble and distribute our products for installation by our team of trained specialist service technicians."



All Martin Engineering

A technician makes the final tensioning adjustment this CleanScrape™ blade will need for the life of the cleaner

Simona Farina said: "Martin Engineering has a long history in Italy and the move to our new headquarters represents a new beginning for our Italian business. We are now in a strong position to provide better service to our existing loyal customers and we have a solid base from which to grow our business into new segments of the market and bring new customers on board."

Robert Whetstone said: "Italy has been a key market for Martin Engineering and we firmly believe there are opportunities for growth. Investing in our new office and warehouse facilities will allow us to bring a broader range of products and solutions to Italian customers. I am proud of what our Italian team has achieved through the transition and I look forward to future success supporting our customers."

[www.martin-eng.com](http://www.martin-eng.com)

1 Martin Engineering Italy's leadership team: Sales Manager Matteo Manghi (left) and Administration and Accounts Manager Simona Farina (right)



2 Martin Engineering's Italian Business Unit serves bulk handling industries across the nation and Sicily

