

Aequatoria s.n.c.

An efficient way to access markets
and suppliers



Who we are

- Co-founders of Aequatora s.n.c. are professional people with a long working experience in pulp and paper
- Start up in December 2017
- Directors: Luigi Astengo – Giorgio Gazza
- Locations: Genoa – Parma (ITALY)

Who we are

➤ Luigi Astengo

Electrical Engineering Degree in 1983 (110/110 with honours)

Olivetti Systems and Networks until 1998: R&D – Product Planning – Marketing & Sales Manager

Burgo Group until 2016: International Key Account Manager – Sales Director

Wood pulp Procurement Manager

Member in the industrial association of wood pulp buyers in Europe



Who we are

➤ Giorgio Gazza

Economic Sociology degree in 2004

Sicem Saga spa: woodpulp production until 2006

Logistic management

Technical purchasing

Maintenance manager

Member of Unindustria Reggio Emilia



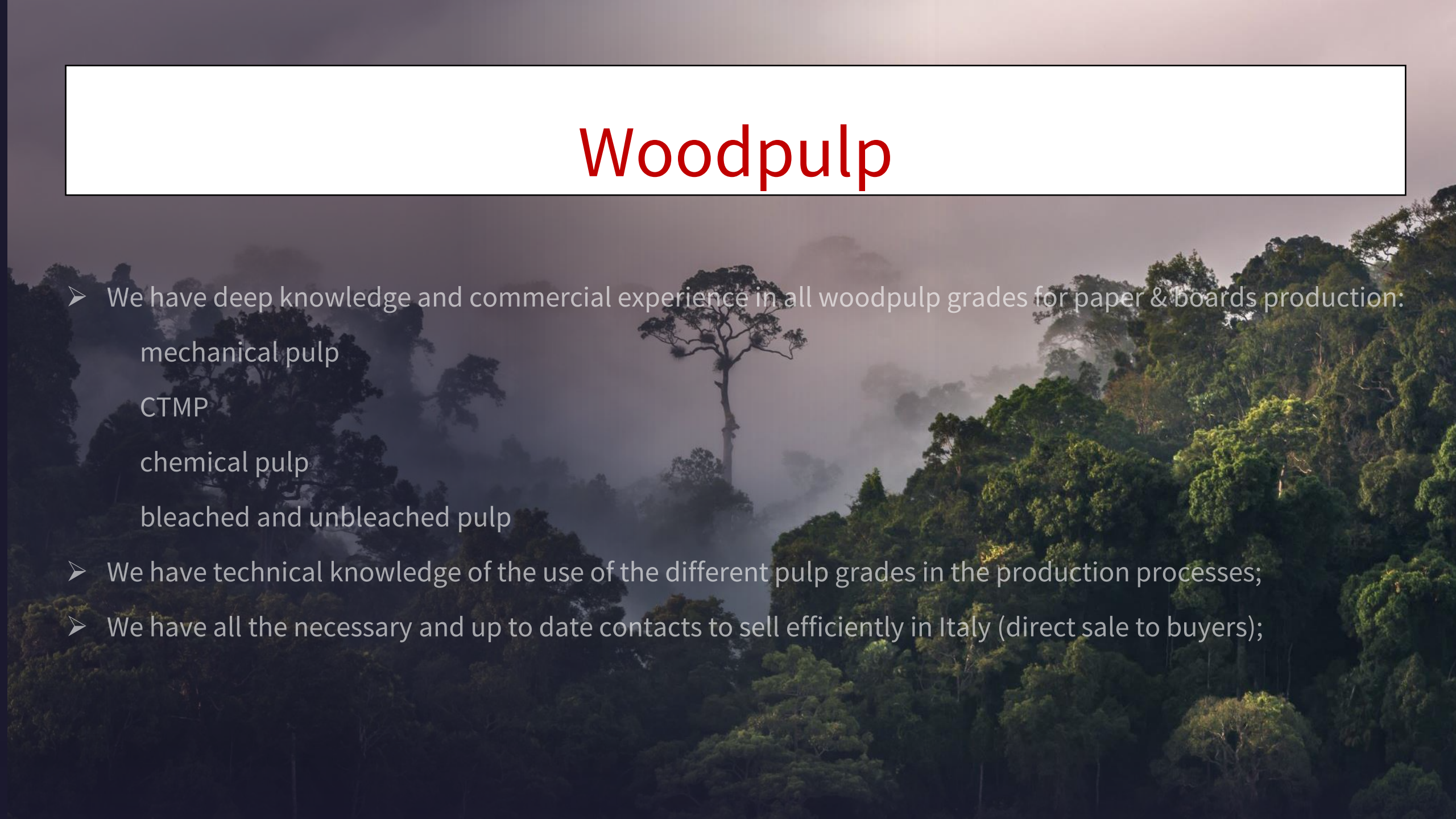
What we do

- We are a sale intermediation company (business finders), active in both product sales and product sourcing;
- Our activity is commission based;
- Our general policy is not «to buy and resell»;
- Our contacts are both domestic (Italy) and international (West and East Europe, India, Egypt, Africa, Middle East, Asia, North America);
- Our local partners for sales are agents/traders who know very well their local markets for paper and pulp (other commodities are also included for some channels);

Why we do it better

- Our skills are complete: they range from woodpulp to graphic papers, specialty papers, containerboards and tissue papers;
- We have update knowledge of market trends for all the above products in the main geographical areas;
- Our company is slim and with limited overhead; everything goes through emails, phone calls and Skype calls; typically we know our counterparts since long time and mutual trust is already there;
- There are no extra costs for our partners: commissions are paid only after real sales are achieved;
- There are no risks for our partners: they may decide to accept or decline any new business we propose; sale conditions, credit terms and order administration will be up to them;

Woodpulp

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- A misty forest landscape with a prominent tree in the center. The scene is a dense forest with a thick layer of mist or fog hanging between the trees. A single, tall, slender tree stands out prominently in the center of the frame, its branches reaching upwards. The surrounding forest is lush and green, with sunlight filtering through the canopy in some areas, creating a dappled light effect. The overall atmosphere is serene and somewhat ethereal.
- We have deep knowledge and commercial experience in all woodpulp grades for paper & boards production:
 - mechanical pulp
 - CTMP
 - chemical pulp
 - bleached and unbleached pulp
 - We have technical knowledge of the use of the different pulp grades in the production processes;
 - We have all the necessary and up to date contacts to sell efficiently in Italy (direct sale to buyers);

Paper

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- We have knowledge and commercial experience in all paper and board grades:
 - graphic papers and boards
 - specialty papers
 - containerboards
 - tissue papers
 - Both prime makings and stock business;
 - Industry trend: fast conversion of production capacity in Europe from graphic papers to specialty papers and containerboards;

How can we help you

- Sourcing: . paper from mills in Italy and abroad;
. paper for recycling (PfR) from North America;
- Sale: . North Africa and Middle East;
. Greece and East Europe;
. India, SEA, Australia and New Zealand;
- Logistic: . assistance in import/export from Italy and other countries;
- Procurement: . assistance in wood pulp procurement from any supplier;
- Consultancy: . assistance in pulp & paper market/industry analysis;

Contacts

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