

Shaping the Future of the Recycling Market Together

SCAI and ARJES intensify Distribution and Service Partnership in Italy

SCAI S.p.A. has been present in the Italian market for more than 75 years and is one of the leading companies in its industry. Thanks to its long-standing expertise, SCAI has been able to secure some of the most renowned brands in the fields of earthmoving, demolition, special machinery, road construction machinery, and recycling. With more than 20,000 end customers, nearly 200 products offered, over 25 rental stations, and an extensive distribution network in Italy, the company focuses exclusively on specialised manufacturers of new and used machinery. This includes earthmoving and demolition machines, telescopic handlers and platforms, material handling machines, as well as road construction, shredding, and screening equipment for the recycling sector. This business area is complemented by engineering, rental, after-sales, and spare parts services.

Since 2017, SCAI has been the official distribution and service partner for ARJES in Italy. In recent years, the partnership has been characterised by a strong order volume in the areas of demolition, earthmoving, and road construction. Now, SCAI aims to further expand and strengthen its presence in the Italian recycling market. At IFAT Munich 2024, key stakeholders gathered at the ARJES booth to discuss current industry challenges, potential opportunities, and strategic goals for the coming years. Newly agreed framework conditions laid the foundation for a first major order this year. With an order volume of more than two million euros, the starting signal was given for further successful cooperation in the future. SCAI has already announced an even greater need for mobile and stationary shredders from ARJES for 2025 and 2026. The new contract between ARJES and SCAI was sealed on site. What followed were happy faces and a relaxed, cheerful time at the impressive ARJES GmbH stand at IFAT in Munich.

“The IFAT was an overwhelmingly positive experience for us: innovative ideas and inspiring companies that, like us, strive to accompany and support customers while keeping future challenges in mind. The ARJES booth left a very positive impression in terms of their hospitality and attention to detail” says Tanja Bevilacqua, Management Assistant of SCAI.

In light of the strengthened continuation with newly defined objectives, both SCAI and ARJES are confident in further expanding the Italian recycling market, exploring new business fields, reaching new customers, and consolidating their presence in this area. SCAI S.p.A. serves as the official sales and service partner for the entire ARJES product range in Italy, including the mobile and stationary two-shaft shredders of the COMPAKTOR, EKOMAXX, and TITAN product classes.

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Image attachments

Image: (1) SCAI S.p.A. / (2) Mathis Beutel (KVF-Messebau) / (3+4) Michaela Müller (ARJES GmbH)



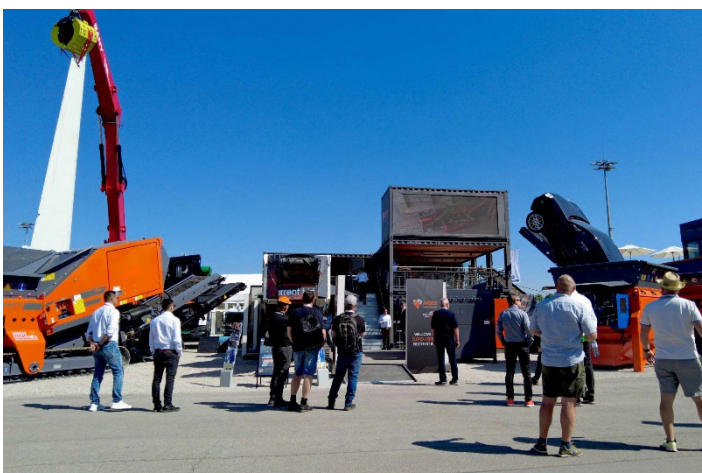
Caption:

Happy faces at the ARJES and SCAI team after the newly agreed framework conditions for Italy



Caption:

SCAI S.p.A. team at the ARJES GmbH exhibitor booth during IFAT Munich 2024



Caption:

The impressive booth left a consistently positive impression on SCAI and other attendees.



Caption:

Stationary shredding systems, such as the TITAN series, are also to be increasingly included in SCAI's product portfolio going forward