

CLINV Choose Dobermann to Strengthen Presence in Ecuador

Compañía Limitada de Inversiones (CLINV) and Dobermann have sealed an agreement for the exclusive distribution of the latter's range of K9 treads line in Ecuador. CLINV, who since 1984 has been

showed us its commitment by promoting the Dobermann brand throughout Ecuador. Thanks to the constant work of Vallejo and his team, especially Engineer Danny Perez who leads the retreading and fleets area, the



the exclusive agent for the Ecuadorian market for Rema Tip Top AG for both their automotive and industrial lines, have had a commercial alliance with Dobermann for the past seven years. The agreement sees CLINV take on the distributorship of what is a new line of products designed specifically for an area in which Dobermann's products already enjoy a good level of

brand has gained traction throughout the Ecuador market. Relying on an honest and professional partner such as CLINV and this new range of treads, we aim to increase Dobermann's presence in the country in the coming years." Founded in 1970, this year CLINV will celebrate its fiftieth years of operations in Ecuador. Since its creation, the firm has



customer acceptance. Dobermann Sales Manager Ruggero Pecile commented: "We are very proud of our commercial relationship with CLINV. From the beginning, the Company has

been a benchmark for public and private transport companies, retreaders, cement and mining companies, strengthening its presence in the market year after year. The company, who can

count on the presence of customers throughout Ecuador, is currently in the process of fortifying its product sales with continuous training and service assistance in the repair field. As part of this process, in March 2019, CLINV inaugurated new headquarters in Quito, which, with an area of 1.000 m2, offered the company the opportunity to enlarge the space available for the company's office and warehouse. The new headquarters were designed as modern comfortable, spacious and functional building that allows CLINV staff to carry out their jobs in a comfortable way, easing the company's

processes and activities. General Manager, Juan José Vallejo, emphasised that he is committed to carry on his family business, strengthening and extending activities started in the seventies by his father, Nelson Vallejo. "Since then many things have changed. Nevertheless, we keep our commitment to our clients unchanged. Paying attention to market requirements, analyzing potential niches not yet exploited by the competition, and offering our clients a viable alternative, are all key points for a successful business," he said.

100 Retrax Systems Delivered by VMI SA

VMI South America has recently delivered its 100th Retrax extruder in Latin America. The Retrax 6005 was installed at Unicap, a well-known retreading shop close to the Campinas area, in a highly industrialised region

its 75th anniversary. Headquartered in the small town of Epe, in the heart of the Netherlands, the company is specialised in the development and construction of industrial machinery, with more than one

in the countryside of São Paulo state, Brazil. Unicap's Anderson Formaggio commented; "We already had another machine from VMI, a SB7 installed in 2015, and this machine was running consistently since its installation at high throughput. This made for an easy choice to continue with VMI as a long-term partner." The acquisition of a cushion gum extruder is among the top priorities of a retread shop, when going for high quality grades. The extruder allows for making a tyre with features close to a new one. While a tyre can be retreaded without an extruder, a Retrax greatly reduces the amount of inventory, labour and contamination, as well as improves the environmental aspects. It therefore improves the product quality, while reducing the overall production costs. In 2020, VMI Group celebrates



thousand references worldwide. Very well-known companies rank among its long-term customers. VMI designs machines for renowned tyre producers, and the company takes the latest concepts for extrusion, automation and controls, applying it to its entire product portfolio. VMI also works as an independent supplier, focused only on machine design, so the retreading shop is always free to purchase the raw materials from any rubber supplier in the market. Thus, the shop will produce the best tyre at the lowest cost.