

“Irundin has been able to **adapt** to our needs and maintain a **level of commitment and response** that we value very much on a day-today basis”

INTERVIEW

Cristian Sánchez
Maintenance Manager

“Since 1874, Bodegas Montecillo been dedicated to winemaking, making it one of the wineries with the longest history in the sector. Nowadays, it is still committed to a balance between tradition and innovation, maintaining the classic winemaking methods.”

How long have you been working with Irundin?

We have been working with Irundin since 2017, when we changed the Monoblock in our bottling line. The collaboration came about quite naturally, as the previous manager of the winery already knew Irundin well, having worked with them in other facilities in the sector. This prior trust was the key to our decision to use them as a supplier.

In your sector, what are the main particularities or challenges you face in the bottling process?

One of the main challenges we face is to ensure effective cleaning and sterilisation, these are essential to guarantee the quality of the final product.

What features or functionalities are essential for you in a bottling line?

For us, it is essential that a bottling line has the flexibility to adapt to different container formats, that it offers reliability in operation and that it is backed up by good service and fast availability of spare parts.

How does Irundin's machinery adapt to these specific needs?
Irundin machinery is partially adapted to our specific needs.

"Irundin's adjustable stars help us save time and space when changing formats".



Bodegas Montecillo

What made you choose Irundin as the supplier for your bottling lines?

We chose Irundin as our supplier mainly because of its reliability and proximity, as we value having a supplier we can count on quickly and who understands our needs.

How would you describe the experience of working with Irundin, from the implementation of the machinery to the after-sales support?

Our experience with Irundin has been generally good, as technical support is responsive and spare parts usually arrive quickly when we need them.

"Their availability and constant readiness make them a strategic partner on a day-today basis".

What do you think sets Irundin apart from other suppliers in the sector?

What sets Irundin apart from other suppliers is probably its good value for money, which allows us to maintain good performance without driving up costs.

Thinking about your day-to-day operations, what added value does Irundin bring to your bottling operation?

Irundin brings added value to our bottling operation by streamlining the daily cleaning processes, which means considerable time savings compared to machinery we had before.

Could you share an anecdote or special moment that sums up your experience with Irundin?

We don't have any particular anecdote, but we can say that all the people we have dealt with at Irundin have seemed very close and pleasant, which generates a good relationship.

"Irundin is a serious company that is committed to its customers and always seeks to provide solutions".

Looking to the future, what do you expect from Irundin to continue innovating or improving your bottling process?

We expect Irundin to continue as before, listening to our proposals for improvement, being receptive and seeking to continually innovate in order to adapt to our needs.

Finally, is there anything else you would like to add about your experience with Irundin or how it has helped you in your sector?

I would just like to add that we are very happy with the experience we have had with Irundin. Their support has contributed positively to the improvement of our processes within the sector.

"Working with Irundin is like having your own team that is always ready to help".

