

Marco, Sales Director of Sales South at Digmesa, sees the source for success and stability in a readiness for innovation and adaption to the market.

**Marco, I heard you have been working at Digmesa for thirty years now, congratulations! Can you introduce yourself and tell us a little bit about your job here?**

30 years ago, while looking for new work experience, I met Heinz Plüss, founder of Digmesa AG, who immediately conveyed his enthusiasm for a product that was at that time little known on the market: the turbine (or paddle) flowmeter for low flows.

So I started marketing these products in Italy, later to be joined by Spain, Portugal and South America.



Marco Meier, Director of Sales South

**What has changed during these years, what is the situation now and what do you expect for Digmesa in the future?**

Over the years, both customers and applications have grown, and in some cases, what had been a niche product has become a mass market product.

Thanks to this, Digmesa's entire structure has adapted to keep up with the markets, with a constantly evolving sales department. We invested in R&D with new products and materials that comply with international standards, also with an increasingly automated production, and a personalised customer service.

**Can you give us an idea of the changes in order patterns and customer management? Is this becoming more flexible and cooperative, what is the general trend here?**

Over the years we have learned to match the increasing demands of the markets, and we will continue to do so with motivation and determination.

At the moment Digmesa is handling the shortage of components excellently, which means we have no delays in deliveries.