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Vianord signs dealership agreement with Ferpa Graphics to further consolidate its leadership position in Southern Europe and Latin America

Carros, France – March 13th, 2017. [Vianord Engineering](#), a leading provider of **Advanced Automated Flexo Platemaking Systems**, exhibited at PacGraf Cuba - an international platform for printing, packaging and graphic arts industries, from the 7th to 9th of February 2017 - and **announced** it has **signed a multi-country dealership agreement with Ferpa Graphics** of Cervelló (Barcelona) in Spain.

Under the deal, Ferpa Graphics will supply and support the full range of Vianord's EVO equipment and systems in Spain, the Dominican Republic and Cuba.

"With comprehensive, proven distribution infrastructure already in place in Spain and throughout the Caribbean, Ferpa Graphics is thrilled to have the opportunity to further enhance Vianord's brand and presence in the region." said **José Fernández**, general director of Ferpa Graphics. *"The changing dynamics in the Caribbean, offer new exciting business opportunities."*

The major goal at Ferpa Graphics is to consistently provide our customers with the best solution, service, and price for all of the product lines represented.

Massimilano Merlo, Globals Marketing & Sales Director at Vianord, said *"Ferpa Graphics will make a strong addition to Vianord's existing channel partners network. Once again, this is another step forward in the process leading our company to strengthen its leadership position in Latin America; one of our strategic markets."*

“Vianord is pleased to welcome Ferpa Graphics as an authorized distributor to increase and support our installed base in Spain and the Caribbean.” said Riccardo de Caria, Strategy Advisor at Vianord. ““We bring the widest range of technology products, solutions and services to our channel partners and enable them to deliver an exceptional customer experience. We are confident in José and in his organization to represent our company in the most appropriate way while serving our valued users in the best possible manner.”

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About Vianord

Vianord Engineering is one of the world’s leading suppliers of innovative flexographic plate-making systems for conventional and digital plates. Founded by a group of Flexo experts and highly qualified specialists in the field of flexo plate making equipment, the company is fully dedicated to the pure technological innovation of the flexographic pre-press industry. Vianord has been the first company to develop and commercialize modular and fully automated solutions to help flexo printers, converters, plate-makers and repro services, to benefit of high quality plates, through a streamlined process and in a safety-enhanced working environment.

The Vianord Headquarters is located near Nice (South France), in the heart of the industrial area of Carros, one of the three technological poles of France. The new and modern office building, R&D workshops, customer technology center, production units and warehouse were purposely designed over a total area of 4.300 sqm (46.000 sq ft) covering two floors. A second production unit and assembly facility is located in Italy near Milan.

Vianord products and solutions are distributed globally through a global network of channel partners providing vertical solutions and specialized services.

We innovate. You benefit! - Everyone at Vianord makes use of their genuine ability to discover and develop new things that make customers’ job easier, by anticipating their problems and creating new business opportunities, beyond the obvious.

For more information, visit www.vianord.com

About Ferpa Graphics S.L.

Thanks to a philosophy based on the high quality of the brand represented and of the service provided, which includes application training and technical support, Ferpa Graphics has gained a leading position in the graphic arts industry. The organization counts thirty specialists working out of a newly built facility in the town of Cervelló (Barcelona) with a 2,000 sqm of office space and warehouse.