

News Release For immediate release

GMDE new agent for EAE in Italy

Oosterhout, June 2015 – EAE welcomes GMDE as a new agent! GMDE will represent EAE in the entire graphical market of Italy. Due to the collaboration between Q.I. Press Controls and EAE, the agency decided it was about time to add EAE in their portfolio. Menno Jansen, Director Q.I. Press Controls, believes that having just one agent for both Q.I. Press Controls and EAE makes sure that the efficiency and effectiveness of the combination QIPC – EAE will be well known in all Italy.

GMDE, with its headquarter in Milano, provides publishers complete solutions that can be integrated in existing system. Since the last eight years, GMDE has been a successful agent for Q.I. Press Controls to actively represent and promote the sales of Q.I. Press Controls' equipment within the Italian newspaper and commercial printing market. Now, after Q.I. Press Controls took over EAE, EAE decided to appoint GMDE as an agent to actively represent and promote the sales of EAE in the Italian market as well.



Mr. Carlo Caporizzi, CEO of GMDE

Carlo Caporizzi, Managing Director of GMDE, is positive about the addition of EAE to the portfolio. He states: *“EAE provides very good solutions. They manage to adjust these solutions properly on the presses and give more efficiency in the work processes of their customers.”* Not only the solutions themselves, but also EAE's work ethic fits GMDE. Caporizzi: *“GMDE's strategy is perfect in line with the strategy of EAE. We want the best for our customers and make sure we provide in customers' needs. By giving more attention and better support to EAE customers, we are going to make sure that the market share of EAE grows more in Italy.”*

Mr. Jansen believes that representation of EAE by GMDE is contributory to the effectiveness and efficiency of the combination QIPC – EAE. He states: *“QIPC – EAE is working hard to provide synergy. One of the goals we want to accomplish is structured and coherent communication to our customers. By having one agent that represents both EAE and Q.I. Press Controls we are one step closer to accomplish this goal.”*

QIPC – EAE wishes GMDE a successful and efficient acquisition.

About GMDE s.r.l.:

GMDE s.r.l. integrates systems and provide solutions for the publishing market in Italy. With 30 years of experience, the organisation works for daily publishers, periodically publishers and for business publications. Their job is to seek the best products and systems available on the market, check the solidity and manufacturing capabilities, integrate and install, start the production and staff training to ensure adequate technical assistance.

For more information on GMDE please visit: www.gmde.it

About EAE Engineering Automation Electronics GmbH:

The Ahrensburg-based company is active in graphic industries, automation solutions and automation technology. The company, founded in 1962 by Richard Ewert, is the leading supplier of controls, automation solutions and software for newspaper printers. EAE's solutions are being used in all areas of a newspaper printing plant – from pre press to the mailroom. Worldwide more than 550 newspaper printing plants are using EAE's control systems to produce more than 125 million newspapers each day. For more information on EAE please visit: www.eae.com

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About Q.I. Press Controls:

Q.I. Press Controls develops and delivers innovative, high quality optical measure and control systems. We are globally active in the newspaper and magazine printing industry. Our total solutions are supported by a worldwide service network. These reliable systems are proven in the market of existing and new printing presses and offer our customers structural better results.

I am here... for you

For more information: www.qipc.com

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