

News Release For immediate release

QIPC-EAE and The Siebold Company join forces in North America and the Caribbean

Oosterhout, May 2019 - Effective immediately, The Siebold Company (TSC) is the authorised agency of QIPC-EAE in the United States, the Caribbean and Canada. The Dutch specialist for color control and registration equipment for the printing industry praises the technical knowledge of the new partner. TSC in turn is full of praise for QIPC's state-of-the-art and register control systems and EAE's press control systems.

At the request of the market

TSC has a prominent presence as a service provider in press equipment in the North American and Caribbean graphics market. It focuses in particular on newspaper and commercial printing and stands for total solutions for the industry. "For years, the market has required us to develop color and register control," said TSC senior vice president Richard Palmer. "A partnership with QIPC-EAE gives us the opportunity to offer newspaper and commercial printers the best solution in those categories".

Proven technology

QIPC-EAE's mRC-3D and IDS-3D colour, cut and register control systems have proven their worth in practice for many years. Bruce Barna, Vice President Sales & Marketing at TSC said: "Our goal with this partnership is to provide our customers with the best solutions available in every press support category."

More attention to QIPC-EAE

The partnership is not only positive for TSC and its customers, it also gives QIPC-EAE the opportunity to expand its customer base. "Because the people at TSC have extensive technical and commercial knowledge of the industry's needs and requirements, the focus on our solutions will only increase," expects Ronald Reedijk, managing director of QIPC-EAE Americas. "This will lead to further growth of our sales in the US, Canada and the Caribbean, thanks in part to TSC's seasoned sales team, which is well established and has a good knowledge of the market."



Signing the QIPC-EAE Authorized Distribution Agency Agreement are QIPC-EAE Americas Managing Director, Ronald Reedijk and TSC VP of Corporate Development, Chris Miles. Standing L-R: TSC Parts & Service CSM Brian Roach, TSC VP Press, Parts & Service Eugene Albright, QIPC-EAE Head of Sales Erwin van Rossem, TSC President Jim Siebold, TSC SVP Richard Palmer and TSC VP Sales & Marketing Bruce Barna.

State-of-the-art

TSC expresses the same expectation. "Over 10,000 QIPC's state-of-the-art colour and register control cameras have been sold and there are more than 500 EAE-printing sites worldwide," said Christophe Miles, vice president of corporate development. "Our partnership will help QIPC-EAE significantly expand its customer base in the region where we operate."

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About The Siebold Company

Since 1989, TSC has completed more than 5,000 installation projects throughout North America and the Caribbean. The company specialises in newspaper and commercial printing and the materials processing industry. TSC's subsidiaries are Lion Web Components, DR Press Equipment, DGM and Smith Pressroom Products. TSC also offers press equipment brokering, press equipment reconfiguration and reconditioning services, press equipment audits and valuations, and operational consulting. TSC is now the authorized QIPC-EAE agent for their entire product and service offering. More information can be found on their website www.sieboldgraphicarts.com. TSC can be reached at +1 800-452-9481

About QIPC – EAE:

QIPC – EAE is the result of the acquisition of EAE by Q.I. Press Controls in 2014. Q.I. Press Controls, the number one supplier of innovative, high-quality optical measurement and control systems, joined forces with EAE, the leading supplier of control, automation and software solutions for the printing industry. Supported by a global service network, the QIPC – EAE joint-venture delivers total solutions for web offset presses in the printing industry. From prepress to mailroom, QIPC – EAE provides solutions that not only lead to production reliability, but to enhanced performance as well.

For more information, go to: www.qipc.com & www.eae.com

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