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## Zeikon and Schaffner GF AG enter into distribution agreement

***The specialist graphics company will be distributing the entire Zeikon product line in Switzerland, Liechtenstein and the Austrian region of Vorarlberg***

**Lier, Belgium, 15 January 2020** – Adding value with digital print was one of the key reasons Swiss Schaffner GF AG chose to include the Zeikon digital printing systems in its portfolio. The graphics company is taking over sales of the entire Zeikon product line, including dry toner and inkjet solutions, for Switzerland and the nearby border regions of Liechtenstein and the Austrian federal state of Vorarlberg, commencing immediately.

Cornelia Caffari, CEO of Schaffner GF AG, explains why Zeikon was chosen: “We were only going to get into digital print if we were completely convinced by the product, which is absolutely the case now with Zeikon. We believe that the concept of high-quality, innovative digital printing systems is a perfect fit for the discerning Swiss market; and we are confident that partnering with Zeikon will be a recipe for success. Due to its very specific ordering structure, a lot of short runs are produced in multiple languages in Switzerland. In addition, print customers and end-users have very high expectations in terms of quality.”

Caffari adds that, as a full-service provider, Zeikon offers comprehensive finishing and food safety for niche products, thanks to its certified toners, which is a tremendous benefit. A further deciding factor was the excellent value for money offered by Zeikon systems. The owner-managed family business was founded more than 60 years ago and made a name for itself as a full-service provider in the graphics industry, specifically in the fields of consumables and inks. As a result of their extensive experience, Schaffner GF AG employees know exactly what print customers want and are always able to propose the best solutions based on their broad expertise. Products from Flint Group, Zeikon’s parent company, are already part of the company’s product portfolio.

“Schaffner GF AG was looking for versatile, end-to-end digital print solutions with inline finishing. In Switzerland in particular, demand for niche products which allow print providers to diversify their markets will be on the rise in the coming years. In terms of efficiency and quality, this demand can best be met with digital print,” says Monika Olbricht, Global Sales Director at Zeikon.

Schaffner GF AG will have access to the Zeikon hotline and the service team based in southern Germany in order to safeguard security and additional benefits for any potential Zeikon customers at the start of its sales activities. In addition, the team will have access to Zeikon’s state-of-the-art demo centre in Belgium to produce print samples on customer request. This makes the process of selecting the perfect customised Zeikon system much easier. Schaffner’s tri-lingual sales team has been trained for a targeted approach in the sale of Zeikon products.

Furthermore, there will be targeted customer invitations to drupa 2020 as well as visits to the demo centre in Belgium for specific projects. Schaffner GF AG is planning to expand its co-operation with Zeikon in terms of service and logistics in the near future.

More information about Schaffner GF AG; [www.schaffner-gf.ch](http://www.schaffner-gf.ch)

*Caption:*

*Kevin Bossard, Manager Digital Print Schaffner GF AG, Cornelia Caffari, CEO Schaffner GF AG, Ralf Schifferer, Service Manager DACH & Eastern Europe, Christoph Blank, Xeikon Sales Area Manager DACH and Alexander Förster, Technical Manager, seal the agreement (left to right)*

## ABOUT XEIKON

Xeikon, a division of Flint Group, is a long-standing leader and innovator in digital printing technology. Grounded in the principles of quality, flexibility and sustainability, Xeikon designs, develops and delivers web-fed digital colour presses for label and packaging applications, document printing, and commercial printing. These printing machines work with different imaging technologies, open workflow software and application-specific consumables.

As an OEM supplier, Xeikon designs and produces plate makers for newspaper offset printing applications. In addition, Xeikon manufactures basysPrint computer-to-conventional plate (CtCP) solutions for the commercial offset printing market. For the flexographic market, Xeikon offers digital platemaking systems under the ThermoFlexX brand. ThermoFlexX systems provide high-resolution plate exposure combined with unique plate handling, flexibility and unmatched productivity.

In 2015, Xeikon joined Flint Group to create a new "Digital Printing Solutions" division for the leading global print consumables and solution provider to the packaging and print media industries. Flint Group develops and manufactures an extensive portfolio of consumables for the printing industry. These include a vast range of conventional and energy-curable inks and coatings, press room chemicals, printing plates and equipment, printing blankets and sleeves, and pigments and additives for use in inks and other colorant applications. The Flint Group is based in Luxembourg and employs around 7900 people. On a worldwide basis, the company is the number one or number two supplier in every major market segment it serves.

For more information about Xeikon, visit [www.xeikon.com](http://www.xeikon.com) and for Flint Group, visit [www.flintgrp.com](http://www.flintgrp.com) or contact:

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