

Press Release

15 June 2010

DUPLO HIGHLIGHTS THE IMPORTANCE OF DEALERS

Duplo International hosted a special World Cup themed event for its top dealers at IPEX to thank them for an exceptional performance over the past 12 months. The company has one of the most extensive dealer networks in the industry with nationwide coverage stretching from the West Country to the Highlands.

Duplo's Digital Finishing and Office Division Manager, Angela Osborne explained: "Many print companies like to support their local economy and by having a strong dealer chain we're able to help facilitate that. Our dealers have immense product expertise and most have their own service engineers so the products are well-supported enabling customers to buy with confidence."

Duplo's dealers focus on the IDEAL guillotines, Eurofold, printer-duplicators and entry-level Duplo manufactured finishing equipment. This enables the Duplo Direct sales team to focus its expertise on the more industrious equipment but the two have been working more closely in the run-up to IPEX which contributed massively to the company's success at the show. Osborne noted, "digital continues to be a key growth area and now that we have arguably the most comprehensive range of digital finishing products of any manufacturer we are working in tandem with our dealer partners to satisfy the demand".

At the event, Warrington-based *Finishing Point* were Duplo's 'Dealer of the Year'; commended for a good sales record, commitment to marketing and a strong after-sales package. Awards were also presented to *Rovert Equipment Company* in Liverpool, Swindon-based *Presco* and *Fingerprint* in Suffolk for their professionalism and performance over the last 12 months.

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ABOUT DUPLO INTERNATIONAL

Duplo International has provided innovative solutions to the print finishing industry for many years and today offers a comprehensive portfolio of finishing equipment across Europe, Africa, and the Middle East through its extensive network of distributors and dealers and partners. Headquartered in the UK, Duplo International also has subsidiaries in France, Italy and Poland.

Duplo's range of solutions includes saddle stitchers, bookletmakers, sheet feeders, collators, digital cutter/creasers, UV coaters, folders, guillotines and digital duplicators.