

Gallus customers benefit from virtually complete integration of Gallus sales and service organisations into the Heidelberg Group

- **Heidelberg strengthens the Gallus sales and service structure in Western Europe and Asia**
- **Synergies from Gallus product know-how and Heidelberg service network enable optimum customer canvassing and support**
- **Gallus presenting innovations in digitisation at upcoming Labelexpo**

St. Gallen, June 2017 – Following the completion of the Gallus Group's integration into Heidelberger Druckmaschinen AG (Heidelberg) in 2014 and a number of joint technical developments, such as the Gallus Labelfire digital label printing system, the sales and service organisations of the Gallus Group can now also benefit from the synergies from this takeover.

The Gallus sales team in Western Europe and Asia has now been fully integrated into the Heidelberg sales structure. This means that the existing Gallus contacts in Western Europe and Asia will remain in place for their customers but will now also be supported by the Heidelberg units in sales. In Asia, the service units have already been integrated under the Heidelberg umbrella, while in Germany this will take place next year.

Gallus now has virtually unlimited access to the Heidelberg Group's global network. This will enable the Gallus team to continue enhancing its service and support activities in the future by combining the best of two companies – the know-how of Gallus product specialists and the comprehensive support by the Heidelberg Sales and Service Units (SSUs).

“Integrating the Gallus sales and service teams into the Heidelberg Sales and Service Units enables us to provide our customers with even more intensive and comprehensive support throughout the world. We're also able to target additional customer segments that were previously inaccessible to us at Gallus,” explains Christof Naier, Head of Sales, Marketing & Services at Gallus Ferd. Rüesch AG.

This integration has also been implemented in the North America and Canada regions since October, with the result that Gallus and Heidelberg now also form one unit in those territories.

The existing structure remains in place in Eastern Europe and Latin America, as Heidelberg has already been successfully representing Gallus in those areas for many years.

Gallus will be presenting further innovations for the service area resulting from this integration process at Labelexpo, which is being held in Brussels in September 2017. One key focus of the Gallus stand at this year's trade fair will be the inroads being made into customer service by digitisation. Another equally important part of the Group's showcase will be the presentation of the new Gallus Labelfire and Gallus Labelmaster machine systems.

The Gallus Group

The Gallus Group with its production sites in Switzerland and Germany is the world market leader in the development, production and sale of narrow-web, reel-fed presses designed for label manufacturers. The machine portfolio is augmented by a broad range of screen printing plates (Gallus Screeny), globally decentralized service operations, and a broad offering of printing accessories and replacement parts. The comprehensive portfolio also includes consulting services provided by label experts in all relevant printing and process engineering tasks. The Gallus Group is a member of the Heidelberg Group and employs around 430 people, of whom 253 are based in Switzerland. The group headquarters is in St.Gallen, Switzerland. www.gallus-group.com

For further information, please contact:

Gallus Ferd. Rüesch AG, Corporate Communications

T +41 71 242 86 86

Matthias.marx@gallus-group.com

Download here:

<http://www.gallus-group.com/en/gallus/press>