

Goss appoints Alles International as agent in South Korea

- *New agent for Goss commercial, newspaper and packaging product lines*
- *Remit includes sales, parts and Lifetime Support*

January 11th, 2015 – Goss International has recently appointed Alles International as its agent for South Korea with a view to gaining advantage from the company's established presence in the market as well as its expertise across a broad range of print disciplines. Alles International will be responsible for the sales, installation, parts and servicing of Goss' web offset systems and ancillaries for commercial printing, newspaper publishing and packaging print production.

According to managing director Mr. BS Park, the addition of the Goss brand to the Alles International portfolio is a great win for the company. "Goss has an excellent range of well-established products for this market, offering choice and flexibility in all key areas. Being able to offer a wide variety of technologies purposely designed for 4x1 newspaper production is a real strength, for example. It will help create an open dialogue and exchange of ideas with customers about possibilities for both immediate requirements and future aspirations."

In addition to those tried and tested press models with longstanding reputation in the market – such as the *Goss Uniliner*, *M-600* and *Sunday* press systems – Park says he and his colleagues are especially eager to start exploring the opportunities of Goss solutions for packaging and label producers in Korea.

"South Korea continues to see steady growth in packaging and is predicted to rank solidly among the world top 10 packaging producers across almost all packaging sectors over the next five years," he explains. "The versatility of the *Vpak* platform across film and board applications and its easy integration with other packaging processes and technologies offers great potential as developments unfold. What's more, here as in many other countries, we're seeing a clear trend towards more package versions or SKUs, which makes us optimistic that the timing is right to introduce *Vpak* technology to this market."

Based in Seoul, Alles International was founded in 2012 and promotes itself as a total solutions specialist for print service providers in Korea. The company has carefully selected its manufacturing partners and equipment suppliers over time, according to Park. With a client portfolio that includes Fuji Xerox, x-rite, technotrans, Heidelberg and Agfa, Alles International currently represents leading manufacturers in prepress, digital, sheetfed and web presses, quality control systems and consumables, as well as suppliers to the used press market.

“We have already been impressed by the professionalism and business vision of our new colleagues Alles International,” states Tim Mercy, managing director of Goss Asia Pacific. “Their stated mission is to deliver the best total solution for every customer, encompassing the highest quality, most professional service and the best individual products for each stage in their print production chain. We can supply the latter and we feel very confident that our end customers will be in safe hands regarding the rest.”

(ENDS)

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