

Guandong network record share: 150 distributors in Europe

Guandong network celebrates an ambitious goal: 150 distributors and OEM customers on the European market.

From Ireland to Greece, from Lithuania to Portugal, four years after its foundation, Guandong company is today more than ever Europe. A success showing the concreteness of Guandong international mission, whose sales come for 56% from the European market.

“Born as an Italian company and being on our home ground, we can boast a well-established network of distributors in our country” – states Fabio Elmi, Guandong Sales & Marketing Director – “From the beginning, however, we turn our eyes towards foreign territories. During these last months we signed different partnerships with European distributors, setting this first ambitious goal, which confirms our company strategy and the high quality of our offer.

The consolidation of our network, in fact, shows that distributors and OEM customers understand and appreciate our role of intermediaries, by recognizing our ability in selecting innovative media, that comply with European end-users’ qualitative standards”.

Thanks to its considerable technical know-how, developed during many years of experience in this field, Guandong staff works in harness with the production department to increase continuously the range of products, fruit only of production processes which strictly observe technical guidelines outlined by the company. A range developed also according to the principles of “Green Life for Digital Media” project, launched by Guandong last year in order to answer to customers’ increasing care towards the environment and materials recyclability. Guandong will preview the following new entries, in line with the green policy”, at Fespa Digital 2011: Textile Collection is being enriched by the new cotton canvas and the polyester, both gloss and matt, suitable for dye pigment and UV-curable inks.