

# PRESS RELEASE for immediate release



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## Summa acquires Valiani, expanding business in flatbed cutting

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**Summa and Valiani, join forces through a merger of their businesses. Summa acquires Valiani to strengthen its position as the leading manufacturer in print finishing equipment. The merged business will continue as before and will complement each other to offer customers an even broader range of cutting solutions.**

Valiani, with headquarters in Certaldo, Florence, Italy, is a developer and manufacturer of small to medium sized, highly reliable flatbed cutters with a worldwide distribution network. Moreover, Valiani has an extensive history in the picture framing industry and is a pioneer in converting this market to digital solutions: designing and cutting matboard and offering passepartout tools for bevel cuts. Their innovative approach has ensured the company to grow into other markets as well. The recent Omnia auto feed die cutting machine is a unique automated solution for the corrugated and folding carton market, whereas the brand new Integra offers an appealing finishing product for the Sign & Display market.

Nico Valiani, CEO and son of Franco, founder of the company, is enthusiastic: "In the recent years we have renewed our complete portfolio with a wider range of solutions. Now, this is starting to pay off with a significant growth. However, I know there is still a lot more potential. Therefore, my family and I are convinced that being part of the Summa group will accelerate our growth and give our customers much more possibilities. We are staying true to our values, being customer focused and offering high-quality solutions". To put the money where the mouth is, the Valiani family is reinvesting in the Summa Group.

"The idea for a closer cooperation was initiated on Fespa Amsterdam last year. Therefore, we were eager to sign and announce the deal during this year's edition of Fespa in Berlin as the market leading event", said Geert Pierloot, Managing Director at Summa. "Since the negotiations started, my appreciation for the Valiani company and its products has grown more and more. The organization with Lean manufacturing production lines in the Certaldo, ISO certified, plant are a true example for the industry. I look forward to working together with Nico and his team. In this merger, I see an absolute win-win as it combines the strengths of both companies. While we can help accelerating Valiani's growth, our portfolio can be expanded with the solutions of Valiani and more markets can be served."

"Our product ranges are extremely complementary", adds Christof Van Driessche, Chief Commercial officer at Summa. "Although the most popular and attractively priced Summa F1612 flatbed table has a small and unique footprint, there are still a lot of customers looking at smaller, more affordable but reliable solutions. Therefore, the merger is an exciting step and meets Summa's ambition to increase its presence in other markets and strengthen our position into the packaging (carton) market".

Both companies will continue to operate under their current company names and with the actual management teams in place.

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**About Summa**

Every day, for more than 3 decades, Summa delivers the world's highest quality vinyl and contour cutters, finishing flatbeds and laser cutters without compromise. Summa provides cutting edge solutions through worldwide distribution channels for the printing, signage, display, textile and packaging industries. Summa's global headquarters is in Gistel, Belgium with divisions in Boston (MA), USA and Nottingham, UK. Summa's most famous vinyl and contour cutters are a reference in the market. While introducing their flatbed series slightly later, it quickly became a successful product range. Since the former acquisition of CadCam Technologies in 2018, a unique range of laser machines had been added to the Summa portfolio. This enabled Summa to put a true focus in offering specific textile cutting solutions.

**--- CONTACT PRESS ENQUIRIES ---**

For more information, please contact Elice Van Es, Marketing Communications Manager at Summa, at [elice.vanes@summa.com](mailto:elice.vanes@summa.com).

**Fespa presence:**

Summa in Hall: 3.2 Stand: C48

Valiani in Hall: 2.2 Stand: B62