

## **Press Release**

### **Expansion of range through sales cooperation**

## **Schattdector AG and Hans Schmid GmbH & Co. KG are starting a sales partnership**

After many years of a classic customer-supplier relationship, they are now joining forces: The surface specialist, Schattdector, and the independent impregnator, Hans Schmid GmbH & Co. KG Gronau (HSG), are expanding their range of goods and services through a newly formed sales partnership.

Schattdector is now offering its customers the MFS-Tec and MFS-Touch products developed and produced by HSG. The sales infrastructure and international network of the world market leader Schattdector is being utilized to good advantage in the acquisition of new customers, particularly in the regions of North and South America, Asia-Pacific and Russia. Marketing to existing customers will continue to be carried out directly by HSG.

Super matt , along with scratch-resistant surfaces that feature an anti-fingerprint effect are enjoying ever-increasing demand. With MFS-Touch, HSG offers a solution for plain and printed decor paper in the classic multi-sheet structure in processing in short-cycle, multi-layer and double belt presses.

The area of application of the MFS-Tec technology developed by HSG is, among other things, used for HPL compact laminates in outdoor applications. With the decor options from Schattdector, almost limitless design options can be created for visually appealing facade systems that meet the highest weather resistant demands.

With the accrual of these new components into the overall package of "One Source. Unlimited Solutions.", Schattdector, together with HSG are able to offer discerning customers, worldwide, an additional service from a single source.