

## **ENGINEERED SOLUTIONS**

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## Columbia Machine, Inc. Expands Brazil Market Presence

VANCOUVER, WA (USA) – April 9, 2018 – Rick Goode, CEO of Columbia Machine, Inc., announced today expansions to their Brazil market presence, with an exclusive local manufacturing partnership and the appointment of a new sales representative.

Columbia has signed an exclusive Manufacturing Agreement with Vibramolde, a leading Brazilian manufacturer of molds, to supply Columbia OEM machine parts and mold solutions locally to the Brazil market. This partnership will allow Columbia customers to buy Columbia parts and molds in Brazilian Reals from Columbia's new local entity, manufactured under a license by Vibramolde, shortening deliveries and eliminating many of the delays related to importation. Columbia has signed a Sales Representative Agreement with Daniel Tiago to cover Northern Brazil. Daniel brings over 12 years of technical and application experience to the Columbia Team. In addition to covering the North, Daniel will continue to support the accounts that he has supported in other parts of Brazil. Daniel joins Silvio Rodrigues, who has represented Columbia in Brazil for over 20 years and has played a key role supporting Columbia customers and the market for concrete blocks, pavers and wall products. Silvio will continue to cover Southern Brazil and the accounts that he has serviced for many years. Daniel will be working closely with Silvio and the Columbia Team over the next several months training on the technical aspects of Columbia equipment.

"We have been servicing customers in Brazil for over 40 years, and look forward to expanding our local presence as the market grows for our Technology." said Goode. "Our partnership with Vibramolde will help us respond quicker locally with parts and molds solutions for our customers. We will also be able to cover the growing market with the addition of Daniel to our Team. Silvio and Daniel give us a very experienced Sales and Service Team."

"We are excited to formalize our partnership with Columbia after exploring ways to work closer together for almost a year now." said Fabio de Andrade, Founder and President of Vibramolde. "As the Brazilian economy strengthens, the demand for Columbia technology and support for existing customers has grown. We are excited to partner with Columbia to provide local equipment parts, service and mold solutions."

## ABOUT VIBRAMOLDE

Established in 2009, Vibramolde has grown to become a market leader in Brazil for designing, manufacturing and servicing world class mold solutions.

## ABOUT COLUMBIA MACHINE

Established in 1937, Columbia Machine is a third generation, privately held, world-wide leader in the design, manufacturing and support of factory automation equipment solutions for a variety of industries, with customers in over 100 countries around the world. Primary business units include: Batching and Mixing Solutions, Concrete Products Equipment Solutions, Production Equipment Molds, Bag Filling and Handling Technology, Mechanical Palletizing Machines, Robotic Palletizing Solutions, Conveyor System Solutions, Pallet Load Transfer Solutions and Manufacturing Services. The Columbia Group of companies has manufacturing facilities on three continents, with over 1,000 team members worldwide, focused on world-class engineered solutions and customer service.

Everything we do ... always from the eyes of our customers.