



COMPLETE PALLETIZING SOLUTIONS

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Columbia Machine Palletizer Division Announces Strategic Relationship with Integra Systems Brazil

Vancouver, WA, January 2021: Columbia Machine Inc. Palletizer Division and Integra Systems have recently executed a license agreement that will allow Integra Systems to produce Columbia Palletizers and Load Transfer Solutions in Brazil. This milestone achievement follows a similar agreement announced earlier this year between Integra Systems and Columbia/Okura LLC.

Columbia has been working with Integra since 2014. The execution of these recent license agreements reflects Columbia's ongoing confidence in pursuing a strategic relationship with Integra Systems.

"We are excited to strengthen our relationship with Integra. This will allow the Palletizer Division at Columbia to serve the expanding market in Brazil with complete Palletizing and Load Transfer Solutions that are Manufactured and Serviced from Brazil. Having the local resources and support of such a great partner will be a huge benefit to our Customers" says Pat O'Connor, President of the Columbia Palletizer Division.

"The license agreement with Columbia is a major milestone and a natural response to our expanding market in Brazil, allowing Integra to serve clients with greater speed, and lower costs", says Renato Maia, Managing Partner of Integra Systems Industria e Comercio Ltda. "Integra is enthusiastic with the opportunity and looks forward to further enhancing Columbia's reputation and reach locally".

Columbia continues to evolve product offerings to meet growing customer needs for innovative, safe and flexible palletizing systems. The expanded relationship with Integra will leverage the strengths of both companies to serve client needs in Brazil and Latin America. With over 50 years of palletizing experience, Columbia remains focused on providing the best solutions for our client's needs.

ABOUT COLUMBIA MACHINE

Columbia Machine is the largest palletizing solutions provider in North America. Established in 1937, Columbia is a fourth 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 four continents, with over 1,000 team members worldwide, focused on world-class engineered solutions and customer service.

ABOUT INTEGRA SYSTEMS INDUSTRIA E COMERCIO LTDA

Since 2014, Integra Systems offers integrated solutions for the end of line production, including packaging conveyors (boxes, bags, bales, buckets, drums, etc.) and pallets, conventional palletizing machines, robot palletizers, pallet wrappers, AGV for transporting pallets and cargo transfer system (between pallets). Headquartered in Jundiai, the industrial cluster in Sao Paulo, Integra services clients across Brazil and Latin America.

Innovation Driven by Safety, Flexibility and Performance.