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Media Contact:

Maria Oliveira
Director of Marketing
The Fletcher-Terry Company
oliveira@fletcher-terry.com
860.409.1595

The Fletcher-Terry Company and GUNNAR Announce U.S. Sales Partnership

Partnership expands access to GUNNAR's complete digital mat cutting machine portfolio for the U.S. framing market

EAST BERLIN, Ct, July 31, 2026 — The Fletcher-Terry Company, a leading manufacturer and provider of framing material cutting, joining, and finishing solutions, today announced a U.S. sales partnership with GUNNAR for GUNNAR's complete digital mat cutting machine portfolio.

Through the partnership, Fletcher-Terry will serve as the U.S. sales partner for GUNNAR equipment, expanding the digital mat cutting solutions available to customers across the United States. The partnership brings together GUNNAR's digital mat cutting technology with the long-standing presence of Fletcher-Terry and customer relationships in the framing industry. Customers evaluating digital mat cutting solutions can now turn to Fletcher-Terry to explore GUNNAR equipment options, discuss business and workflow needs, and determine the most appropriate solution for their operation.

With the addition of GUNNAR's complete portfolio, Fletcher-Terry can serve as a broader, more complete resource for customers evaluating equipment across their framing workflow – from improving precision and productivity to expanding production capability or modernizing their mat cutting process.

"Fletcher-Terry has always been focused on supporting customers with equipment solutions that help improve quality, efficiency, and long-term capability across their operations", said Ben Paharik, Executive VP Sales at The Fletcher-Terry Company. "Our partnership with GUNNAR allows us to have a more complete conversation with customers about their workflow and connect them with solutions that support their individual business goals."

GUNNAR USA will remain an official subsidiary of GUNNAR AG and will continue fully operating from its current location in Arlington, Washington. GUNNAR USA manages domestic inventory, component sales, service and technical support for GUNNAR products across North America.

"Fletcher-Terry's strong relationships, market knowledge, and experience serving the framing industry make it a very valuable partnership for us", said Thomas Schwarz, CCO & Co-owner at GUNNAR.

"Together, we can give more framing businesses access to GUNNAR's digital mat cutting technology while continuing to provide the product expertise and support infrastructure customers expect from GUNNAR."

For more information about GUNNAR digital mat cutting solutions, visit www.fletcher-terry.com/gunnar or www.gunnar-usa.com.

About The Fletcher-Terry Company

The Fletcher-Terry Company is a long-standing trusted manufacturer and provider of equipment and solutions serving the framing, glass, hardware, woodworking, sign and graphics, and related markets. With a portfolio of trusted brands and products, Fletcher-Terry supports customers with tools, equipment, and expertise designed to improve quality, efficiency, and productivity. For more information, visit www.fletcher-terry.com.

About GUNNAR

GUNNAR is a provider of digital mat cutting solutions for the framing industry, offering technology designed to support precision, productivity, and flexibility for custom and production framing operations. GUNNAR USA, an official subsidiary of GUNNAR AG, provides sales, after-sales support, service, and technical support for GUNNAR products across North America. For more information, visit www.gunnar-usa.com.

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