

news

Magazine for Customers, Employees and Partners **Edition 01/2015**

"Printing in Superlatives"
Interview with Phil Taylor,
CEO Franklin Web

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Focus on Customer's Perspective

Dear Reader,

All signs are pointing towards growth and change: Paper consumption increases, the position of print products is constantly changing and investments into larger and faster machines are being made. Full automation is the key word and it concerns the press itself as well as the postpress equipment. Our intense investigation of the global printing market enables us to recognize potentials for automation, being one of our core strengths. The interview with Phil Taylor, CEO of Franklin Web, gives you an idea of the successful realization of his demand for an automated system solution.

The requirements that have to be met in postpress are recognized best through our customers' eyes. Last year our success made us market leader for new installations and at the same time we had the chance to tap new sales territories. Amongst others it was in Uganda where together with our new distributor Typotech, we have installed the first postpress line for the Ministry of Education and Sports. On page 10 you will find a report.

I am delighted to introduce our first **Enews**. The user takes priority in this publication and highlights our work from his perspective.

I hope you will enjoy reading!
Yours



Managing Director Gämmerler



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Interview with Jim Algar,
Managing Director of Polestar



In Great Britain Jim Algar is well known for his endurance well beyond the printing scene, taking part in charity 100km-run as well as being General Manager of Polestar Sheffield. His latest conquest is managing a Polestar's major investment in offset printing for which Gämmerler supplied the complete postpress system. We asked him for the reasons behind his decision.

GÄMMERLER: Mr. Algar, the printing plant in Sheffield is one of eight companies belonging to the Polestar Group. What is your position within the Group?

JIM ALGAR: Each Polestar site has its own specific focus of production. Thus the Group is able to cover all areas of printing. With an annual turnover of £275 million, the Group is among the most important ones in Europe. Up to now, the Sheffield plant with its five Cerutti presses specialises in gravure printing. Every day we are producing 2,5 million catalogues, magazines, brochures and inserts. In the past 10 years Polestar invested over £100 million to create and develop the Sheffield site, which by the way has been the largest single investment our Group has ever made.

GÄMMERLER: Despite your success in gravure printing you decided last year the site should enter into offset printing.

JIM ALGAR: Exactly – and the delivery and assembly of the component parts from the USA has been spectacular! Since last summer we have been printing with two 96-page Goss Sunday 5000 – in fact the first presses of this kind in Great Britain – as well as with a 64-page press Sunday 4000 short grain, the first of its kind in the world.

GÄMMERLER: What have been the reasons that you took this step?

JIM ALGAR: Increasing cost pressure caused by decreasing circulations required action. Due to the expensive production of gravure cylinders, the efficiencies of the gravure

process pay off in the case of high volume print runs (hundreds of thousands). On the contrary the costs for offset printing plates are considerably lower and the time to produce the artwork is significantly reduced. That is why we now print runs of up to 300.000 copies in offset, and for higher runs we have the flexibility of both.

GÄMMERLER: Please let us talk about postpress now. Which equipment do you use?

JIM ALGAR: Our postpress system comprises of six vertical log stackers, four rotary trimming lines, four compensating stackers with blocking unit, strapping and automated palletizing.

GÄMMERLER: Which were the reasons you chose Gämmerler as a partner?

JIM ALGAR: When taking decisions it is normal that purely objective reasons are used. Technical reasons on one hand and interpersonal factors on the other hand are playing a role. As suppliers for complete postpress systems Gämmerler fulfils our expectations in all areas. For ten years already we have

“... comprehensive experience in planning projects of this size.”

known Gämmerler with good cooperation in the gravure side of the business. Therefore we are well aware, that the company possesses the technical knowhow as well as comprehensive experience in planning projects of this size. Another decisive criteria was, that Gämmerler is able to react on short-term modifications regarding the technical requirements as well as the flexi-

bility and reliability concerning the process sequence. Also the long lasting partnership and the close distance to the sales and service company in York have been a great advantage for us.

GÄMMERLER: Can you give us an example for the technical demands?

JIM ALGAR: For example one of the challenges was, to develop a flexible connection between the printing presses, that means to connect three presses with four folders and fourteen folder deliveries in total with the postpress system. For this purpose Gämmerler was in a position to offer a very convenient solution. Due to a sophisticated system of ground and overhead conveyors it is possible to handle log productions from the different folders of the Sunday presses or if trimming is required the copies are directed into trimming lines.

GÄMMERLER: How long did it take to commission this system?

JIM ALGAR: After five months of installation time for the complete system we have been able to take up full production. By the way you can see the process in our time lapse on our homepage! Right after termination of the installation and a short test phase of two weeks we were able to start and continue production nearly without the customers' notice.

GÄMMERLER: Mr. Algar, thank you very much for the interview!



The time lapse of the installation as well as further information of the company you will find here:

www.polestar-group.com

Four of the six vertical log stackers SV 700



Printing in Superlatives

Interview with Phil Taylor, CEO of Franklin Web



The success speaks for itself. What began with a small family print shop in 1936 has grown into a multi-million dollar printing company. Franklin Web is still owned and operated by the Taylor family. It's one of the country's leading catalogue printers, that invest in new web presses each year for the past five years. At the company's 100,000 sq. meter headquarters in Sunshine, a suburb of Melbourne, Franklin employs a staff of 200. There are also sales offices in Sydney and Adelaide. CEO Phil Taylor talked to Gämmerler about the company and its expectations of its partners.

GÄMMERLER: What makes Franklin one of the largest Australian catalogue printers?

PHIL TAYLOR: We print for the Who's Who of Australian retailing and we have an extensive range of equipment that allows us to produce a vast array of products. Franklin operates a variety of web, sheetfed and digital presses. Every month we print more than 330 million catalogues. Furthermore we produce a vast array of retail marketing collateral including Point-of-Sale materials as well as direct mailers and personalized print campaigns.

GÄMMERLER: Besides volume, quality is of course a key factor for you. How do you ensure the quality of your printed products?

PHIL TAYLOR: We pride ourselves in providing a high level of service and the best

printed products to our customers. Many of our catalogues have won the top awards at the annual Australian Catalogue Association Awards. To be able to meet our quality mandate we employ sophisticated printing technology, but that is only part of our success. Innovation is another aspect of our business which keeps us at the top of our game. Our Catplanner solution, for example, is a proprietary software program that enables our customers to manage their catalogue campaigns remotely.

GÄMMERLER: In 2003 you undertook an important program of expansion, involving postpress as well. What were your requirements at that time?

PHIL TAYLOR: In 2003 we were moving into the custom-designed buildings that now house 7 of our web presses. I travelled to

Germany to visit leading print houses and see the Gämmerler equipment in action. Our requirements were simple: We wanted quality trimming lines that were easy to use and which we could maintain and service ourselves. Comparing various equipment, Gämmerler offered us a competitive price on excellent products that had the functionality we were looking for. In 2005 and 2006 the new Gämmerler systems with automated format pre-setting LS, consisting of trimming lines, compensating stackers, overhead conveying system FS and palletizing robots PR were finally installed to our new web presses – an 80-page KBA 818 as well as a 64-page KBA 618.

GÄMMERLER: Franklin undertook further expansion in the year 2012 and 2013. What were you looking for at this time?

PHIL TAYLOR: We needed a turnkey solution for the installation of two 80-page Lithoman IV. These installations were very complex, since the massive manroland presses needed to fit in an area of 30 x 55 m together with the postpress equipment consisting of conveying-, trimming-, stacking- and strapping-systems as well as

“Gämmerler has a ‘Can Do’ attitude”

robotic palletizing. This process required close cooperation and coordination between Gämmerler and manroland which impressed me very much! The result was a creative and functional solution, allowing us to reach our production objectives with a minimum of fuss.

GÄMMERLER: What is your overall evaluation of the cooperation with Gämmerler?

PHIL TAYLOR: During the 15 years we've done business together Gämmerler has proved to be a reliable and trusted partner. Gämmerler has been extremely helpful in training our staff on the machines, which are very easy to maintain. Today our nine web presses and sheetfed presses are equipped with Gämmerler postpress systems. We have 10 service technicians on site and carry spare parts stock. Gämmerler won the contract for our new plant not only because their equipment was ideal for our needs, but also because they were ready to face all challenges. I always look for companies that have an ethos similar to our own. Gämmerler has a 'Can Do' attitude and is technically proficient at competitive prices. These factors combine to make Gämmerler our choice of supplier.

GÄMMERLER: Mr. Taylor, thank you very much for the interview!



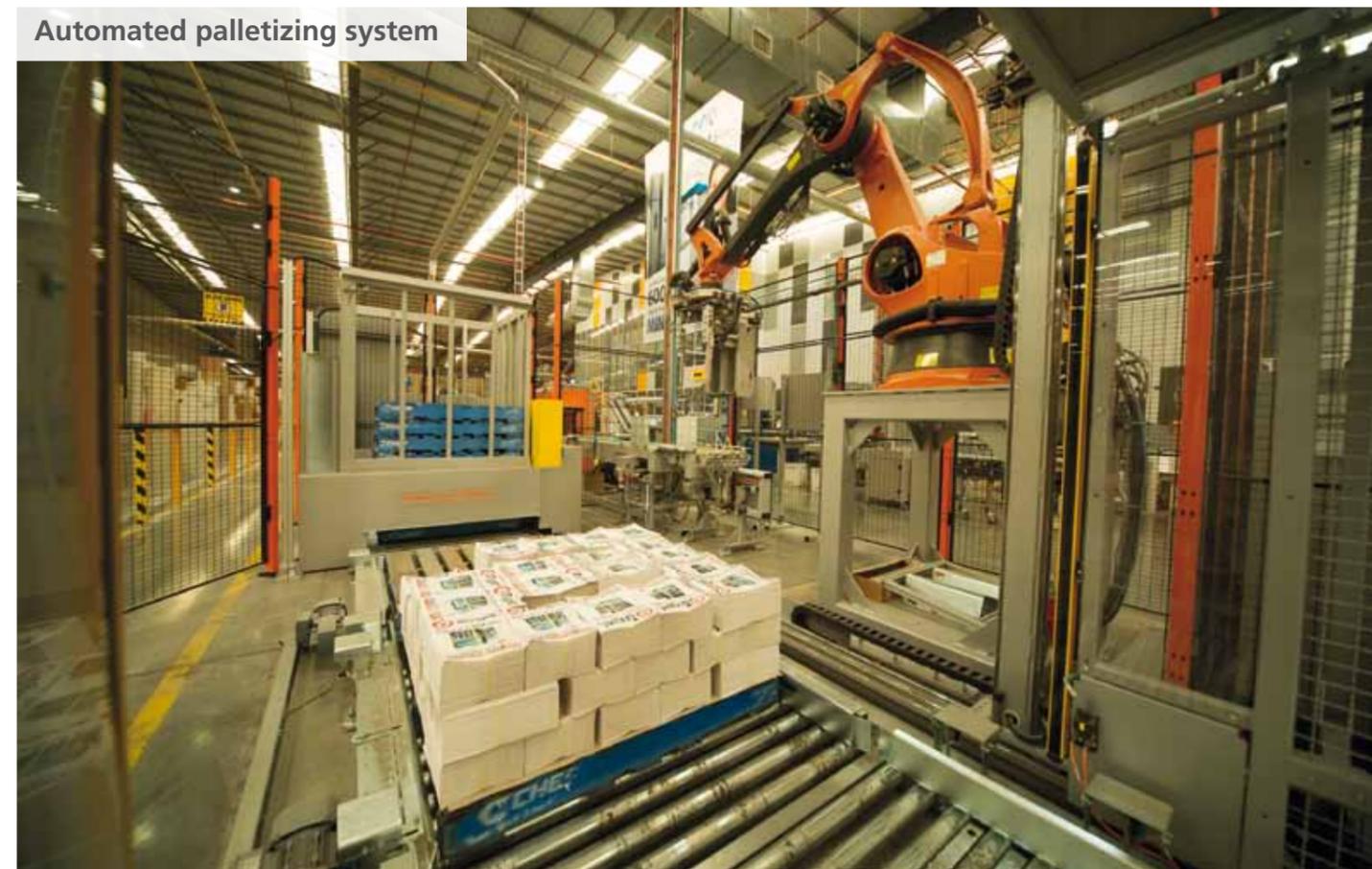
Further information you will find here:

www.franklinweb.com.au

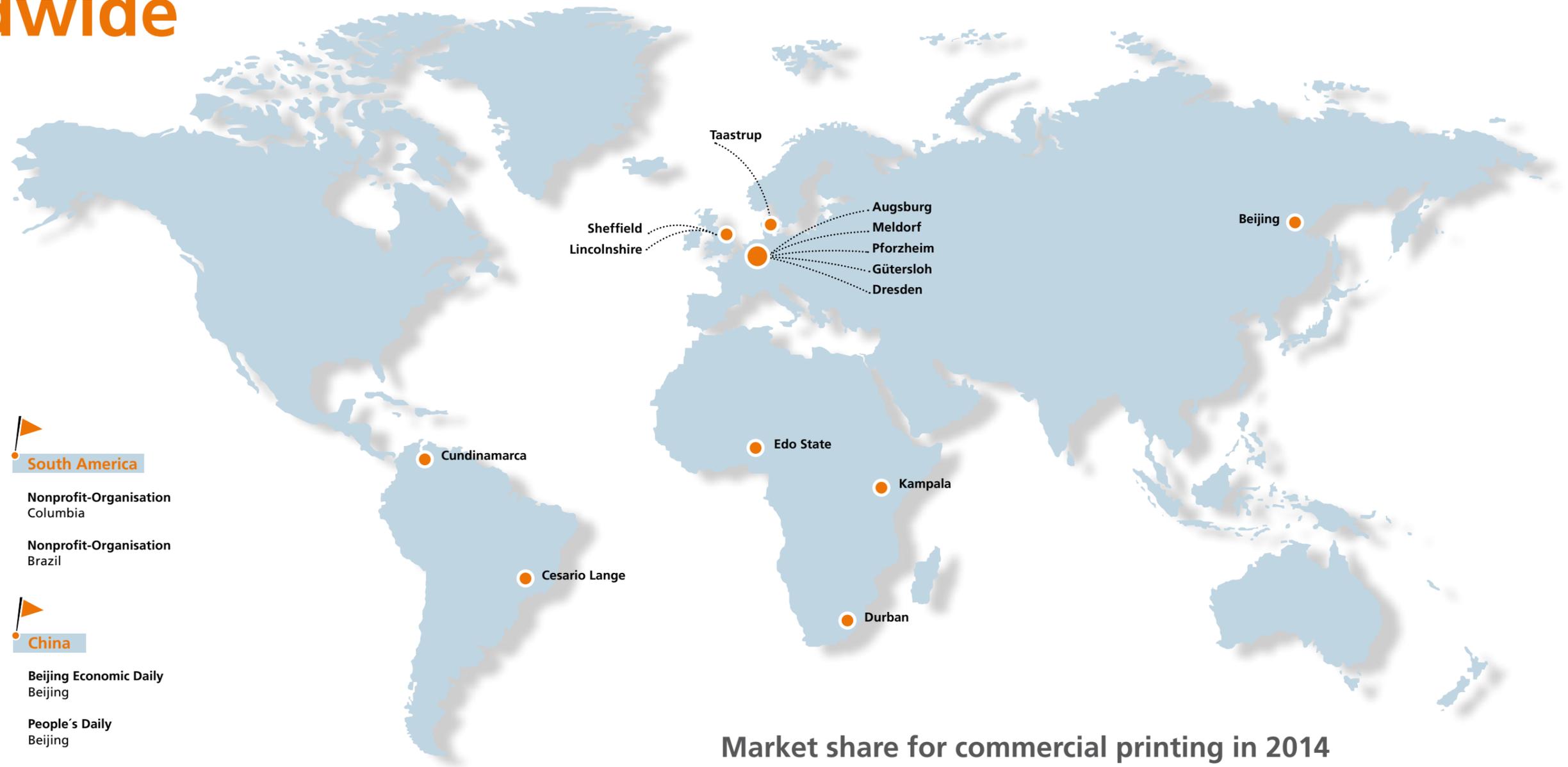
Operating panel



Automated palletizing system



New Installations Worldwide



Germany

ADV Schoder
Augsburg

Evers Druck
Meldorf

Stark Druck
Pforzheim

Mohn Media
Gütersloh

Prinovis
Dresden

South America

Nonprofit-Organisation
Columbia

Nonprofit-Organisation
Brazil

China

Beijing Economic Daily
Beijing

People's Daily
Beijing

Denmark

Aller Tryck
Taastrup

United Kingdom

Polestar
Sheffield

Warners Midland
Lincolnshire

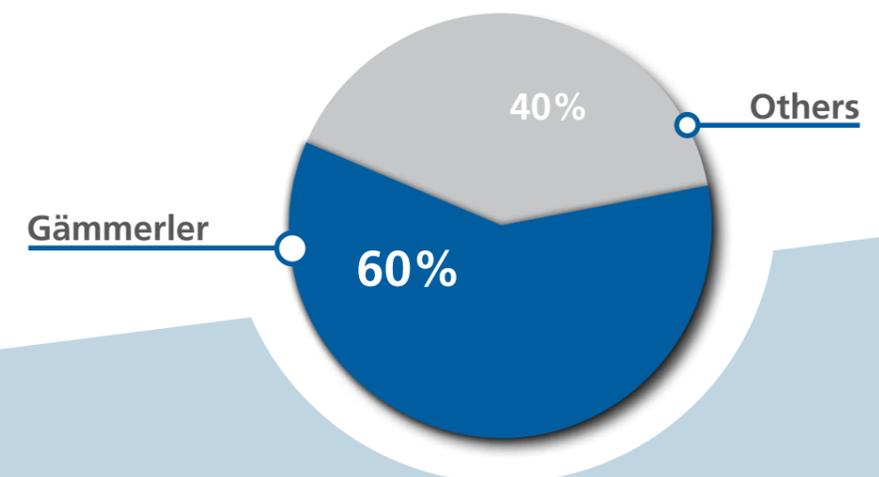
Africa

CTP Gravure
South Africa

Nonprofit-Organisation
Nigeria

Ministry of Education, Science,
Technology and Sports
Uganda

Market share for commercial printing in 2014



High Security for Examination Papers

First Gämmerler installation in Uganda

UNEB/KAMPALA "Ministry for Education and Sports" this is the final destination of the first Gämmerler installation for Uganda, a contract acquired by our East African partner Typotech Imaging Systems Ltd.

In African states such as Kenya and Uganda there is an increasing awareness for print quality as well as production efficiency, features which significantly influence decisions for investments in printing. However, in order to keep the expenses as low as possible, customers try to invest into established and proven equipment. Against this background the Ugandan Ministry for Education and Sports decided to choose Gämmer-

ler as supplier for the "Uganda National Examinations Board" (UNEB) Printing Press Modernization Project.

The Ministry is the supreme authority for education in Uganda. Amongst others, the Ministry through UNEB is responsible for the preparation of all examinations papers that are forwarded all over the country. Since those papers contain sensitive data

they are subject to high safety standards, requiring sophisticated machinery.

With this proviso the Ministry invested in two Ronald Web Offset presses last year. An integrated postpress system was to be connected to each printing press, which meant two all-round trimming systems RS 134, as well as two universal compensating stackers KL 550, used to stack printing products up to a pagination of 96 tabloid. "For the configuration of the trimming lines with conveyors, joggers, curves, bumturn-curve-combinations and the compensating stackers the difficult structural conditions of the customer's building had to be taken into consideration", says Alfred Kandarrah, Managing Director of Typotech. "For the modernization of his printing plant the customer chose an equipment meeting his demands for speed, precision and easy handling. Also the knowhow and our good reputation were features which made the Ministry decide for Gämmerler postpress equipment", added the agent for Gämmerler in Uganda.

View into the printing plant of the "Uganda National Examinations Board" (UNEB) after its modernization



Precollecting area of the bindery compensating stacker



BL 416

News on Gämmerler Products

The product thickness decides

To stack perfect-bound resp. stitched printed products Gämmerler now exclusively offers two variants of bindery compensating stackers: the Type BL 408 and the Type BL 416. Up to now the two stackers have mainly only been offered as OEM products by the German companies Heidelberg Postpress respectively Kolbus. Now Gämmerler is marketing those machines directly, ensuring a professional service and the availability of the required spare parts.

For low paginations: BL 408

The BL 408 with its ergonomic construction is designed for products up to a minimum thickness of 0.2 mm. It is used to form bundles of printed products for softcover books, of commercials, direct mailers as well as saddle stitched products with ring eyelets. It is possible to place the compensating stacker after saddle stitchers and perfect binders and also after inserting- and folding machines. When producing single products the BL 408 covers a format range of

64 x 120 mm to 330 x 480 mm. Furthermore it is possible to handle two-up and three-up products at modified format sizes. Due to various options the stacker can be configured in accordance with the customers' and products' requirements.

For high paginations: BL 416

The bindery compensating stacker BL 416 is a high performance machine to stack perfect bound brochures, catalogues, book blocks and books up to a thickness of

80 mm. The stacker is placed directly after the well-known saddle stitchers and perfect binders. The BL 416 allows processing of special format products and multiple-up products, electrical format presetting as well the optional implementation of an interface for route addressing and postcode sorting. Its robust design and a speed up to 18.000 cycles/h make the bindery compensating stacker one of the most efficient of its kind.

Start of a new series: SV 700

Due to the strong demand for the Gämmerler automated vertical log stacker SV we have launched a new series. The SV 700 is designed to produce logs of a length up to 1200 mm. As for the horizontal log stacker SH palletizing of the strapped logs can be

done by means of our palletizer PL 700 or by the articulated-arm robot PR 480 with log gripper. The specific characteristics of the printed products are decisive whether to use the horizontal or the vertical log stacker.



SV 700

Successful New Configuration of Existing Equipment

Smooth production thanks to the perfect technical condition of the used systems

Prinovis/Dresden After a fire on one of the gravure presses at Prinovis' in Dresden in the middle of last year, the German printing house acquired two used Lithoman presses, as well as a Gämmerler conveying system TF 660. For Gämmerler the challenge was to create a solution for the integration of the system into the existing production-line.

For its successful incorporation the TF 660 had to meet various conditions which were different to those at its former location. After detailed discussions with Gämmerler

the technical feasibility, including the extension of the conveying distances as well as the necessity to overcome a floor level of 6 m was confirmed. The demand was

also to reduce the number of conveying systems and to connect the TF 660 with two folders. The modular design of the TF 660 with small curve radii was a considerable advantage when installing the system in the space restricted premises.

The TF 660 has the capacity to convey far more than 60.000 copies/hour. Thus the single-gripper overhead conveying system is the optimum solution for the higher output of the offset presses the customer has taken over.

The perfect technical condition of the used systems at attractive terms paved the way for the customer's purchase decision. "Our positive experience based on a long years' application of another Gämmerler conveying system and further single machinery confirmed our decision. If we require a technician it is reassuring to know that there will be someone on site in a short time. We are extremely happy with the professional cooperation with our partner Gämmerler", says Hauke Knafla, Manager Production and Engineering at Prinovis' in Dresden.

The technicians team at Prinovis Dresden



Aller Tryk, largest producer of weekly magazines in Scandinavia

Overhead Conveying on Aller Tryk's New Lithoman Connection to the new Lithoman

Aller Tryk/Taastrup Aller Tryk AVS is one of the largest and technically most advanced heatset web printers in the Northern area of Europe. Its range of products comprises catalogues, magazines and also demanding commercial print products.

Recently the company invested in a 48-page Lithoman 'short grain press' with a top speed of 70.000 copies/hour, for which the customer placed an order with Gämmerler for two overhead-conveying systems FS 260. Jesper Jungersen, General Manager of Aller Tryk, states: "For 25 years there has been a close co-

operation with Gämmerler. Due to the high quality, performance and reliability and not to forget the low current costs of the systems our decision for Gämmerler for this investment was easy."



Jesper Jungersen, Managing Director of Aller Tryk

Further Installations

“A Speedy Decision” After the German Printer Doppelnutzen GmbH had replaced a competitor's compensating stacker by a Gämmerler bindery compensating stacker BL 408, a second one of this type was ordered without delay. “The crucial feature was the performance of the BL 408, able to reach a speed of 12.000 cycles/h in case of bundles with five copies only. In reality that means: 2.400 bundles/hour and 1,5 seconds/ bundle. In addition these compensating stackers are disposing of a postcode control system. This high performance helped us to speed up our decision”, says Mr. Kleemann, Production Manager Lettershop of the Printer Doppelnutzen.

“Turbo” in China

In April 2015 Gämmerler supplied two compensating stackers KL 550 with ‘Turbo-Pusher’ to a printing plant in the Chinese Province Liaoning. With these compensa-

ting stackers being integrated into the connecting system after a Uniset 75 press, the customer mainly produces bundles up to a height of approximately 300 mm, format 393,5 x 273,5. The “Turbo-Pusher” allows a speedy ejection of small bundles (also compensated) from the stacker's collecting chamber.

Continuously Increased Performance

In March 2014 the well-known German Printer Mohn-Media invested in a 24-page press Goss Sunday 2000 with hybrid technology. Due to the modification of their existing Gämmerler trimming line it was possible to transfer the performance increase and the required flexibility in printing also to the postpress area.

Integration is of Paramount Importance

The combination of existing and new equipment normally requires a creative solution.

Not long ago the French Printer Roto Aisne demanded Gämmerler's creativity due to the fact, that they extended their existing Heidelberg press by a new folder system. For this purpose Gämmerler supplied the required connecting components. In order to ensure the flexibility of the total system, Gämmerler has developed a concept allowing that by means of a rail-system the new compensating stacker KL 540 can be positioned without problem either to the press delivery or to the folder system. A vacuum bumturn ensures the safe divert of the printed copies by 90 degrees.

Optimization of Existing Equipment

Since June of last year two Gämmerler Compensating Stackers KL 540 have been optimizing an existing Postpress System at the customer's Hoorens Printing in Heule/ Belgium.

Three new agencies

In the Netherlands Double partnership

Since 1st November last year the responsibility for service and sales in the Netherlands has been distributed to two different companies: Adkow B.V. located in Waardenburg is the contact for service work and the supply of spare parts for new and existing installations. However, for the sale of new systems, it is Huneman Consultancy who is representing Gämmerler in the Netherlands as before.

In France Strengthening of the sales

Since 1st October, 2014 the company Campion SAS has strengthened the activities of our subsidiary Gämmerler S.a.r.l. in France. Campion is one of the most important suppliers of materials in the field of weboffset printing. Together with two more sales personnel Régis Dujardin, President of Campion, is in charge of the sales activities, whereas Gämmerler S.a.r.l. with unchanged contact data continues to be responsible for the service and support of our French customers.

In Australia/New Zealand MEGTEC – Gämmerler's Sales and Service Partner

The close cooperation with MEGTEC System Australia Inc. ensures the professional support of the Gämmerler customers in Australia and New Zealand. For the printing industry MEGTEC is one of the internationally leading suppliers of equipment for web drying and roll- and web handling. Frank Gustafsson, the contact person for MEGTEC, is responsible for the sales as well as for the service for new installations and the maintenance of existing equipment.

ADKOW B.V. – Waardenburg
www.adkow.nl
Huneman Consultancy – Baarn
www.huneman-consultancy.nl

CAMPION SAS – TORCY
www.e-campion.com
Gämmerler S.a.r.l. – Athis-Mons
www.gammerler.com

MEGTEC Systems Australia Inc.
Glen Waverley VIC 3150
www.megtec.com



Visitors on the booth at CCE



Precise box stacking



Ute Schilling and Jörg Westphal at CCE

Review and Preview

CCE International March 10th–12th 2015

Under the heading ‘Solutions in Post Production’ Gämmerler presented for the first time technical solutions for the handling of corrugated and carton products at the International Exhibition for the Corrugated and Folding Carton Industry in Munich. Due to the intention to further increase the productivity of the whole process chain there was a high demand for automated solutions – including robotic technology.

Print China 07th–12th April 2015

This year the Print China in Guangdong, one of the most important trade fairs in the Asian region, with its 1,300 exhibitors, recorded many interested visitors. The demand for German technology was consistently high. Together with Planatol, Gämmerler presented its systems under the umbrella of the VDMA in the German Pavillion. Representatives from Gämmerler Germany and from China replied to the visitors' questions about postpress technology. In addition many customers seized the opportunity to discuss planned projects.

New on our YouTube-Channel

On our YouTube-Channel the German Printer “Augsburger Druck- und Verlagshaus Schoder” opens its doors for you. You will gain an insight into a complex postpress system connected to a 64-page Lithoman. A visit is well worthwhile.



Please follow the QR-Code and you will see the installation at ADV on YouTube.
<https://www.youtube.com/channel/UC6UUU6i-LYA4vF1yjZoDz3A>

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