

MAN Roland Great Britain Ltd – WE ARE PRINT.™



# sfactor

issue 13



postpress

## Arc Colourprint adds new Wohlenberg

Paper cutting will be a joy from now on for Arc Colourprint in Edinburgh, not only because of their brand new, easy-to-use Wohlenberg 92 model, but also because of the peace of mind the unique MAN Roland 'Trim Your Costs' package has provided in allowing them to finance their new product.

Commenting on this latest investment, Ian Moncur, Director of Arc Colourprint, said: "As a commercial print facility offering fast turnaround we cannot afford to have any hiccups in the final operation. Our previous guillotine had served us well, but at some 20 years of age we knew it was time for a change. We looked at what was available on the market and considered what Wohlenberg offered as the most robust and reliable product for us."

With a guillotine half the size of their original one, that's simple to use, and has a computer-controlled operation for highly flexible and fast cutting – it's little wonder Ian and the team are smiling. Added to their joy is the reassurance of a five year warranty on parts and labour, and regular health and safety checks. In the words of Ian, "MAN Roland's Trim Your Costs package is the icing on the cake."

For further information on MAN Roland's 'Trim Your Costs' campaign please call the sales hotline on **0845 331 3198**.

**wohlenberg®**

**WE KNOW YOU'VE GOT A CHOICE.**

## service *n.* system that provides something needed

With such a large and diverse range of products to offer, service from MAN Roland comes in many shapes and forms. This latest edition of *sfactor* highlights just some of these, from the introduction of a new green cleaning product to the development of the new heatset web press, the EUROMAN.

Creating equipment to suit the needs and demands of the market is as much a part of service as delivering a roller on time. In one critical area of service, press installation, we were able to install a new sheetfed press during a customer's holiday period, whilst in another we were able to provide a unique package deal to cover the purchase and ongoing maintenance of a guillotine.

Whichever form it comes in, service is the cornerstone of our business, and no doubt one of the main reasons why printers up and down the country return time and time again to MAN Roland for their press, finishing and consumables requirements.



Norman Revill

sales hotline **0845 331 3198** or email [sfactor@man-roland-gb.com](mailto:sfactor@man-roland-gb.com)

# Aquatint goes green and wins business with MAN Roland

Doing your bit for the environment doesn't always come at a price, as Wimbledon-based Aquatint BSC recently discovered.

By installing a new ROLAND 500 press, to replace a Komori B2 and an older two-colour press, they can now run with processless plates, alcohol-free, and with vegetable-based inks. Not only are they

helping the environment but they also have the added pleasure of benefiting financially from the lower power consumption of the ROLAND 500.

And if that wasn't enough, the new five-colour plus coater press has also helped against competition. According to Roger Severn (pictured on the left), Aquatint BSC Managing Director, "The ability to handle board of up to 1mm thick means that we can meet the demands of a number of customers whose work is currently going elsewhere."

Roger added: "The extra features of the press, coupled with the extra speed, were certainly important factors, but we also liked the back-up and support provided by MAN Roland's ProServ maintenance programme. Far from just providing technical back-up for the machine, service personnel are also able to give our operators additional training and tips on how to get the best from the ROLAND 500."

Aquatint BSC are the proof that helping the environment doesn't need to be difficult. Their ROLAND 500 has not only made them greener, but also provides more versatility and greater support. Who could ask for more?



## new heatset web press from MAN Roland

EUROMAN addresses the issues faced by printers of advertising supplements, telephone directories and standard quality commercial jobs that require different production parameters to those that have traditionally been available. As above average growth rates for these jobs continue to increase, EUROMAN gives printers the economy and flexibility they need in their production line.

The EUROMAN is the latest heatset web offset press from MAN Roland and can produce up to 70,000 copies per hour in double production with two quarter-folds. This 32-page press has a web width of 965 millimetres, and its maximum speed of 35,000 cylinder rph is driven by shaftless AC motors.

Commenting on the introduction, John Ellis, Sales Director for Web Products, said: "The EUROMAN will be equipped with many high specification features, such as closed-loop controls, precision commercial folding options, commercial inking train, plus a high specification drying unit."

## Daval installs first ROLAND press

Getting back into work after the summer holidays can be a bit of a chore, but this certainly wasn't the case for London E16-based Daval Litho Ltd. The company decided to install a B2-format ROLAND 500 machine while the business was shut down for their summer holidays. This meant that by the time Allen Nash, Managing Director of Daval Litho, returned from his relaxing break in Spain, MAN Roland had installed the press and completed the print tests.

The new press provides the cornerstone of a new JDF production system at the busy London print business, linking to a Kodak Prinergy Evo-based front-end system, with press control effectively moved to an office environment.

Commenting on the installation, Allen said, "Although we have had a long-standing relationship with Komori, we looked at machines from all major suppliers. MAN Roland gave us

everything we needed and, in our opinion offers the best press currently on the market."

Allen is also very happy that the set-up time for jobs has been greatly reduced with the machine's ability to overlap make-ready activities whilst the previous job is still running. Before the installation of the ROLAND 500, the company was spending up to 25 minutes setting up the job and only 10 minutes printing!



## the 'Green Clean' from MAN Roland

Keeping your presses and pressroom clean is a constant job and one that has traditionally involved strong solvents that are not kind to the environment and don't smell great!

As part of its on-going commitment to cleaning up the industry, MAN Roland has launched a brand new, greener cleaner that is totally solvent-free.

Commenting on the release of Side Frame Cleaner, Norman Revill said: "Printers are under increasing pressure to find alternatives to solvent-based products. Many still use these chemicals which are flammable and have very strong odours, making them difficult to store and unpleasant to use. We now provide an environmentally friendly alternative that cleans oil-based inks, water-based inks, grease, grime

and oily deposits from metals, glass, rubber and plastic just as well as solvents, but without the harmful effects."

The water-based cleaner can be used neat or diluted with between five and 80 parts of water depending on the degree of soiling. It does not contain any volatile organic compounds and is easy to store, as it has no flash point. Side Frame Cleaner will also work with automatic floor cleaning machinery without leaving a greasy, slippery residue, and pre-press and finishing equipment can be cleaned without damaging surfaces.



The new, greener cleaner is available in 25, 210 and 1,000 litre pack sizes, and you can find out more by calling the MAN Roland printcom Hotline on **020 8685 5976**, or by emailing [pressroomproducts@man-roland-gb.com](mailto:pressroomproducts@man-roland-gb.com)



## safe and secure with TelePresence

When choosing to do business over the internet, security is a top priority. That's why MAN Roland developed TelePresence, which ensures the online data exchange between printing companies and MAN Roland service personnel is always safe and secure. Now, printing companies using TelePresence can feel even more secure, safe in the knowledge that TÜVIT has

awarded the "symmedia SP/1" software used in TelePresence with the "Trusted Product" security seal.

The product was originally created to support MAN Roland customers quickly and effectively when service was required and is now in use in over 500 of MAN Roland's customers' printing systems.



To find out more about our printservices range please visit [www.weareprint.co.uk](http://www.weareprint.co.uk)

in the next issue of sfactor

Choose Technology, Choose Speed, Choose Quality,  
Choose Support, Choose Service, Choose MAN Roland

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## tartan army invades Offenbach

Ian McLeod, Area Sales Manager for Scotland, wasn't quite sure what he was getting himself into when he decided to whisk eight Scottish printers off to MAN Roland's Offenbach facilities in late September. As it happened, the trip was a great success.

The group had detailed presentations on the ROLAND 200 and ROLAND 500 B2-format presses, including demonstrations of both machines in the Offenbach Graphic Centre. There was also a presentation on the benefits of networking these machines, with MAN Roland's printnet software providing the link for JDF networking.

Day two of the tour took the group around the Offenbach manufacturing site, allowing a detailed look at the MAN Roland factory, before it was time for the tartan army to return.

Commenting on the trip, Ian McLeod said, "Bringing a group of general commercial printers together allowed them to see our technology, discuss and share common views and issues, and all while enjoying the MAN Roland hospitality!"



ROLAND 500



ROLAND 200

## MAN Roland launches used machinery initiative

**MAN Roland GB has officially launched a collaboration with used equipment specialist Used Machinery Direct.**

The joint venture has been established to help secure the maximum sale value for printers looking to update older printing equipment who can initially get a free valuation via MAN Roland's [www.weareprint.co.uk](http://www.weareprint.co.uk) web site. The alliance also gives buyers and sellers access to



the worldwide market through MAN Roland's used machinery specialists in Germany.

"Printers are often concerned about the secondhand market," said Mark Stribley, Managing Director of Used Machinery Direct. "This alliance has been created to give sellers the confidence that they can access the advice that will help secure the best price from the market. Guaranteed, no-obligation valuations can be

provided for any make and model of machine within two working days, with all details confirmed in writing."

For sellers, Used Machinery Direct offers the ideal opportunity to release capital tied up in outdated equipment that can then fund the purchase of the very latest printing technology.

For full details visit:  
[www.weareprint.co.uk/umd](http://www.weareprint.co.uk/umd)



ROLAND 700 DirectDrive

## major German industry award for DirectDrive

It's been a whirlwind of awards for MAN Roland recently, what with the American Intertech™ Technology award, and in the UK, the Product of the Year Award from Print & Paper Monthly magazine. The latest award however – the first prize in the technology section of the 'Innovationspreis der Deutschen Druckindustrie' for the ROLAND 700 DirectDrive – is one to really be proud of as it is voted for by readers of print-related titles including Deutscher Drucker.

MAN Roland Great Britain Ltd  
110-112 Morden Road  
Mitcham  
Surrey CR4 4XB  
Great Britain  
Tel: +44 (0)20 8648 7090  
Fax: +44 (0)20 8685 5981

[www.weareprint.co.uk](http://www.weareprint.co.uk)



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