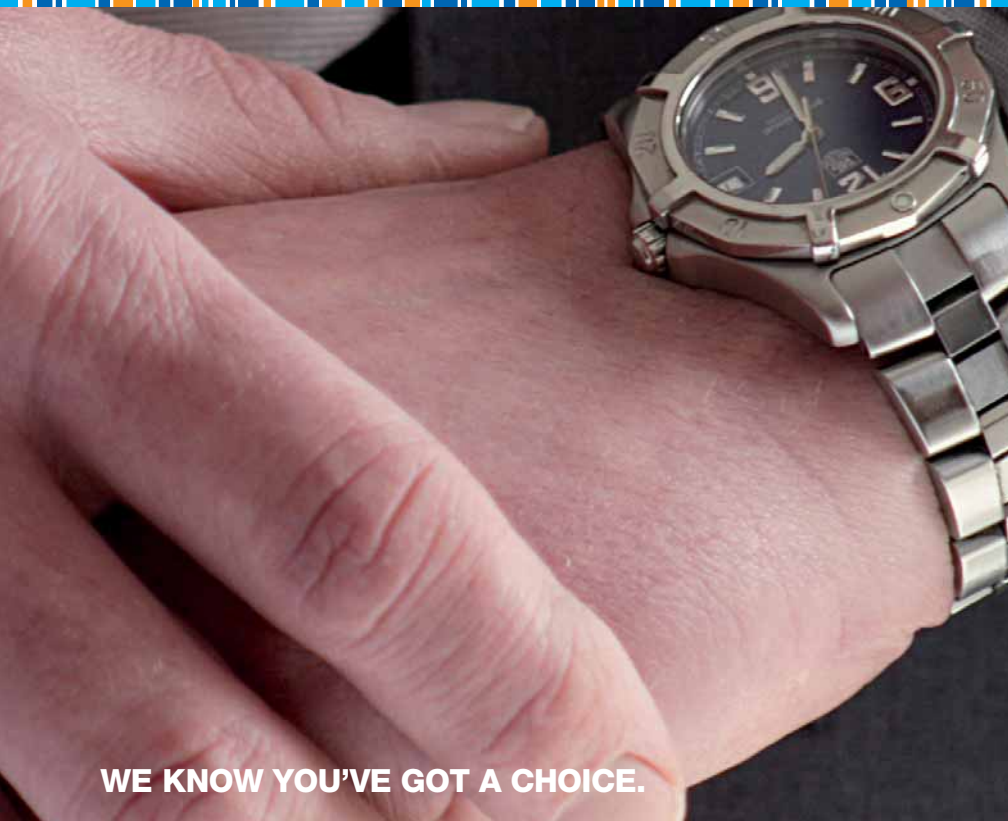


MAN Roland Great Britain Ltd – WE ARE PRINT.™



sfactor issue 4



Bringing colour to our lives

News International is investing £600 million in its UK newspaper printing facilities to bring full colour to every page of The Sun, News of the World, The Times and The Sunday Times. At the heart of this massive change is its well-publicised purchase of 19 COLORMAN XXL presses from MAN Roland.

The equipment is to be installed at three print centres in Glasgow, Liverpool and North London, and work is already underway at these sites.

In addition to the presses, we'll be supplying our **printnet** production tracking system, which will monitor and manage the whole printing and production process. We'll also provide the complete Aurosys system for reel handling. It automatically identifies incoming reels, with robot trucks moving the reels into specified storage areas.

When needed, the reel is delivered to automated preparation stations for unwrapping and splice patterning by MAN Roland's Auroprep system. Unwrapping is performed by a Japanese development from U-Veritas, with the whole operation being controlled by our Aurosys system.

We'll keep you posted with regard to progress on this huge installation. You can look forward to seeing the nation's favourite newspapers in full colour by 2008.

WE KNOW YOU'VE GOT A CHOICE.

quality *n.* degree or standard of excellence, esp. high quality

And the winner is...

Every year MAN Roland makes an award to the European manager that, in the opinion of the Board, has made the most significant contribution to the business. For the first time ever the award has been given to a UK manager, Norman Revill, Web Division Director for MAN Roland GB. "Undoubtedly, it is a team effort, and I accept it on behalf of the excellent people we have here." said Norman.

Our success is entirely down to the quality of our people who are all professionals selected from a wide spectrum of backgrounds and experiences. However, the things we have in common are a passion for print and an ability to excel in a job well done.

"I'm absolutely delighted to receive this award."



Norman Revill
European Manager of the year

sales hotline 0845 331 3198 or email sfactor@man-roland-gb.com

Save time & money with MAN Roland

Two new MAN Roland 500 machines are making significant savings for 21 Colour in Glasgow thanks to high levels of automation and advances in material handling. Before making the deal Director Trevor Price knew that the ROLAND 500s would have given him the performance he wanted, even though 21 Colour could have bought cheaper machines.

"The level of automation on the press – especially the ColorPilot system – means that we can drastically reduce our make-ready times. Over a twenty-four hour day we would expect each press to have ten or twelve make-readies. The time saved with these new presses means that we can typically fit in an extra job every day on each press, which effectively means that we have created additional capacity. There is also a noticeable saving on materials." said Trevor.

Replacing a ROLAND 306 and a Heidelberg Speedmaster required a long study of the market by 21 Colour which finally recognised that we were offering the best deal for the best machine.

Trevor's team rigorously tested the machine at our Offenbach demonstration centre in Germany with six difficult jobs that the press passed with flying colours.

New investment at Wyndeham Gait

If you're spending more than £1m on finishing and printing equipment you want to know that you're getting much more than just the latest equipment. Wyndeham Gait Limited in Grimsby has done just that with the purchase of a Baumann paper handling system and a new ROLAND 704P four-colour B1 format perfecting press.

We'll come back to the press in our next issue but the Baumann equipment has already increased output of cut products, while automating the process will dramatically reduce the health and safety

issues involved in the manual handling of large volumes of paper. Dan Dean, Production Director at Wyndeham Gait, is monitoring the benefits and said, "On certain types of cutting we have seen a 60% improvement in productivity."

The Baumann system includes a pile elevator, automatic jogger, air tables between each element, and a multi-stacker for downloading cutwork. It has fully integrated with an existing 137 guillotine. Baumann's plug and play approach means that tailor-made handling equipment can be added in the future.

“The Baumann system is making a big difference and will pay for itself in a very short space of time.”

Dan Dean – Production Director



IPEX promotional corner

With IPEX approaching, this is our last chance to remind you about some of our fantastic deals. Come and see us at IPEX in PrintCity Hall 1 and take advantage of great cost savings on the following:



Wash-up Brushes: Save up to 65% off the usual price.

ProServ: A tailored preventative maintenance package designed to keep your business running smoothly. Take advantage of our IPEX discount.

Press Passport: Come to our stand and find out how to maximise the re-sale value of your equipment with the MAN Roland Passport.

TelePresence: Remote Diagnostics at the press of a button. See us at our stand for a live demonstration.

Electrical Spares Pack: Your safety net in the shape of a strategically designed electrical spares pack for your press.

Print Quality Standard PQS: Take advantage of our IPEX discount and benchmark your press to a Quality Standard.

Consumables: Start enjoying the profitability you deserve at all times with the Consumable press pack for the ROLAND 300, ROLAND 700 and ROLAND 900.

We are also promoting Colour Control Systems to include: CCI, ColorPilot, ColorPilot Smart. Other Promotions include: Press Upgrades, Lubrication kits, Thermography and Annual Inspection & Safety checks. **For further information on the recent promotions call Graham Linton Business Development Specialist for ProServ, Press Upgrades and Spares promotions on 07780 956 888 or alternatively meet him directly at the MAN Roland Stand at IPEX between the 4th and 11th of April 2006.**

XXL for KEP

Tamworth-based KEP Print Group has made its largest press purchase to date, a ROLAND 905XXL size-8 machine with an investment of over £2 million. The purchase also included a Baumann size-8 pile turner which joins existing ROLAND 205 and ROLAND 705 models.

"We certainly looked at other large format products, but technical service has been the key factor that has kept us with MAN Roland over the years," said Managing Director Mark Plowman. **"Of all of our suppliers MAN Roland's service record has been second-to-none. We have an excellent working relationship with the field technicians who are great people who can simply do the job."**

In addition to the press, the Baumann size-8 pile turner is an essential investment to work alongside such a large format machine. It is virtually impossible to handle this size of sheet manually and so the pile turner is an essential ingredient in any large format press purchase.

Given the Tamworth facility's close proximity to IPEX, MAN Roland will utilise KEP's ROLAND 900XXL for out-of-show demonstrations during IPEX 2006.

For further details on an exclusive ROLAND 900XXL demo, email: jacquie.barber@man-roland-gb.com or call 020 8685 5863.



More expert help from MAN Roland

Continuing to provide all MAN Roland customers with the highest level of support, we've recently appointed a new Roller Service Manager, and a Consumables Business Development Manager for the North of the country. Morag Johnson (seated) is based at the Westland Rollers Ltd facility in Corby while Linda Ruane (standing) brings five years experience of working for a blanket supplier to the post.

Linda will be responsible for managing accounts using Westland rollers, Vulcan blankets, and Fuji-Hunt chemistry while Morag's two years experience in a customer service role at Westland Rollers makes her perfectly qualified to support all MAN Roland customers placing roller orders from Westland.

Contact Linda Ruane on 07836 560 725 or email: linda.ruane@man-roland-gb.com

Contact Morag Johnson on 01536 401 305 or email: morag.johnson@man-roland-gb.com



sales hotline 0845 331 3198 or email sfactor@man-roland-gb.com

in the next issue of sfactor

- All Heidelberg house, Potts in Newcastle, adds a ROLAND 700
 - MAN Roland's Web Service team does it again!
- and much more...



IPEX is here again 4th-11th April 2006: NEC Birmingham

Europe's second largest print show is nearly upon us. Between April 4th and 11th, the NEC is the place to be and a visit to the MAN Roland stand should definitely be high on your list.

We've got an impressive display in the PrintCity exhibit in Hall 1 where we'll show you real equipment in real print situations along with our PrintCity partners.

Taking centre stage in its worldwide exhibition debut will be the ROLAND 500 with InlinePerfector. This five-back-five perfector will show just what is possible from B2-format printers that can run at up to 15,000 sheets per hour.

Moving up to B1, we will also be exhibiting the ROLAND 700 with enlarged sheet size. This allows an increase of almost 10% on sheet size taking it up to 780 x 1040mm. QuickChange features on this press will also demonstrate our fastest ever make-ready times.

One unit making its UK debut that is bound to cause a stir will be the MAN Roland DirectDrive system. DirectDrive puts make-ready time firmly in the spotlight by demonstrating how to virtually eliminate this factor from your shop floor. If you see nothing else at IPEX, you cannot miss this.

With print consumables in mind, we will focus on printcom, which stands for 'print competence' and operates as a hallmark of quality for MAN Roland's consumables business. Printcom relies on the quality of tried and tested branded consumable products in MAN Roland printing systems that have proved effective in practical use on numerous projects and installations.

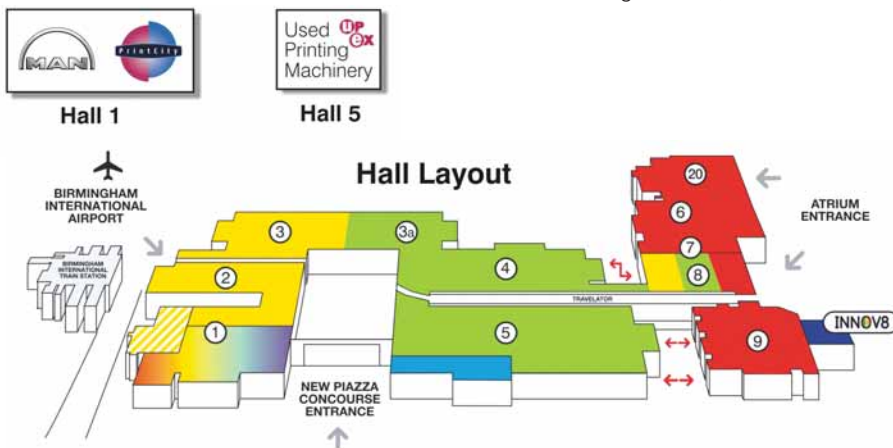
On the finishing front, you will need to cast your net wider than just Hall 1 with the very best in folding equipment to be found on the GUK stand in Hall 2, stand E10. For guillotines, handling systems and binders, visit Wohlenberg / Baumann on stand E52 in Hall 5, and for stitching equipment, Osako will be showing in Hall 3, stand C15.

If you want to know all about the used machinery market, join us in the UPEX section in Hall 5, stand 214. For further information call our used machinery specialist Mark Stribley on 020 8685 5841 or meet Mark directly in UPEX at IPEX.

We all hope that IPEX is a successful event and that everyone benefits from it. **We'll see you there!**



For further information on IPEX 2006 visit www.ipex.org or alternatively contact our Sales Hotline number on **0845 331 3198**



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.man-roland-gb.com



WE ARE PRINT.™