

PRESS RELEASE

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Druckhaus Mainfranken puts second COLIBRI 104 into service

*High capacity utilisation reached after just a few weeks / Two machines
varnish up to roughly 170,000 sheets per day at peak times / Rapid ROI /
Programmed for further growth*

A second COLIBRI 104 offline UV varnishing machine from Swiss manufacturer Steinemann Technology AG was put into service at Druckhaus Mainfranken in October 2009. As a result, the renowned printing company has doubled its offline finishing capacity after less than a year. Just a few weeks after installation, the new machine, too, is working almost at full capacity in two-shift operation. The Marktheidenfeld-based printers are currently varnishing up to roughly 170,000 sheets per day at peak times – and increasingly also for business colleagues. Consequently, the company management is expecting the new varnishing machine to achieve just as rapid an ROI as the first COLIBRI 104.

According to Ulrich Stetter, member of the executive management of Druckhaus Mainfranken GmbH, the high degree of capacity utilisation already achieved after just a short time is exactly in line with what the company had planned. "There's been a steady increase in demand for UV varnishing since we installed our first COLIBRI machine in late 2008. That's why we very quickly decided to install a second varnishing machine." Stetter expects further growth in this sector in the future.

For example, be it flyers, postcards and greeting cards, brochures, posters up to DIN A0 format or the covers of journals and customer magazines, operating manuals, event calendars and annual reports – as the joint venture of the full-service commercial print provider Schleunungdruck GmbH and the web-to-

print online portal flyeralarm, Druckhaus Mainfranken uses its two COLIBRI machines to finish jobs from both companies. In addition to which, the print house is varnishing more and more print products for business colleagues. Says Stetter: "They make use of our capacities and our great flexibility in off-line finishing in order to offer their customers added value. And on top of that, our high capacity in this sector permits very short delivery times – 'overnight' finishing, as it were, which is particularly important for magazines."

The decisive aspects when it came to making the decision to invest in the second machine were the same as those that had played a key role in connection with the company's first COLIBRI. "Above all, it was the flexibility in terms of formats and substrates, the high quality of finishing in combination with relatively low levels of varnish application, the short makeready times and the low investment and operating costs that spoke in favour of installing a second offline UV varnishing machine," says Stetter, naming the key criteria, which also provide perfect support for the web-to-print process, in particular. Moreover, the company can exploit the capacity of its printing presses to the full, which would not have been possible with inline varnishing.

The second COLIBRI varnishing machine with a sheet format of 104 x 142 cm and a production speed of up to roughly 11,000 sheets per hour, both for full-flood varnishing and strip varnishing, was installed just a few metres away from the first COLIBRI. In addition, this section of the building was equipped with a ventilation system with heat recuperation that ensures optimum conditions in the room.

((Caption))

At peak times, Druckhaus Mainfranken finishes up to 170,000 sheets per day with two COLIBRI 104 varnishing machines from Steinemann Technology.

About Druckhaus Mainfranken

Druckhaus Mainfranken GmbH, Marktheidenfeld, is a joint venture of Schleunungdruck GmbH (www.schleunungdruck.de), established in 1949 and likewise based in Marktheidenfeld, and flyeralarm GmbH (www.flyeralarm.de) in Greussenheim. Druckhaus Mainfranken and Schleunungdruck together employ a total of roughly 240 people at three locations and have over 90 printing

units in the 3b and VI formats. The flyeralarm online portal was established at the beginning of 2002 and today has a total of more than 700 employees at its four production locations.

About Steinemann

Made in Switzerland, successful worldwide. Steinemann is a globally committed technology company with headquarters in St. Gallen/Switzerland and subsidiaries in China, Germany, Malaysia, Brazil and the USA. Operating under the name Steinemann, the Mechanical Engineering business unit of the Stürm Group (<http://www.stuermgroup.com>), likewise based in St. Gallen, comprises three Divisions, each of which ranks among the world's leading suppliers in its respective market. The Graphic Division offers a comprehensive portfolio of varnishing and laminating machines for print finishing, while the Sanding Division ships innovative sanding systems to customers in the panel industry around the world, and Steinemann Coating is a leading manufacturer of innovative precision machines for screen printing on large-format glass materials. In these exciting markets, the technology leader offers its customers technically and economically ground-breaking systems, solutions and services – from innovative machines for maximum productivity, all the way to dependable maintenance and spare parts services.

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