



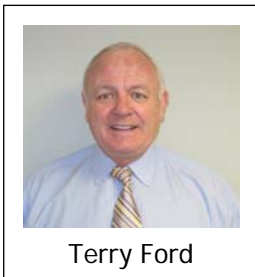
# Pamarco Press

February 2010

Volume 3 Issue 1

## INSIDE THIS ISSUE

- 1 2009 COO Report
- 1 Familiar Faces, New Places
- 2 Pamarco on the Cutting Edge
- 2 Miami Beach In February!
- 3 Sentinel in Europe
- 3 Sleeves in the UK and Ireland
- 3 Pamarco Personalities



## 2009 COO Report

*By Terry Ford*

WOW. What a year. This was probably the most important year in the company's history. A year when we reduced our costs substantially, at the same time that we developed new products to advance our industry. A year when we stretched our people but invested in new systems and equipment to greatly increase all our efficiencies.

E-Flo was launched, a revolutionary product aimed at the flexible packaging, narrow web and corrugated markets especially when looking to print a combination of screens and solids. The Eco-roll was launched to meet the ecological and economical needs of today's offset printer.

Significant capital investment was made in Canada and Europe. A solid state fiber optic laser was installed in Vaughan, Canada to service the flexible packaging and label markets. In Europe a 500W Multi Beam Laser was ordered to service increased customer demand for flexible packaging and gravure coating products, together with a climate controlled clean room to house the solid state lasers. To maintain our position at the technological forefront, a new generation of our Sentinel Ink Management System, I-Pro, was developed with advanced sensor capabilities and additional user friendly applications.

A fully integrated freight management system was installed with our partner Totalogistix, giving us the ability to manage all inbound and outbound LTL freight from our customer base. This determines the quickest and most economical routing for both inbound and outbound freight for our nine US manufacturing locations for ourselves and our customers.

A global computer management system was finalized in three countries and twelve locations with a back up doomsday scenario. This also provided customers with an inventory management system with direct access to our ERP system by way of a web portal.

A year of innovation, hard savings and soft savings. Look out 2010

## Familiar Faces, New Places

*By Terry Ford*

Pamarco Global Graphics is pleased to announce the appointments of Bill Ford as President Offset Division and John Burgess as President Flexo Division. PGG operates with the two divisions for their global operations, and Bill and John have demonstrated their ability to respond to dramatic market changes during the last twelve months, to enable the continued investment in new technology and new products, by focused and long term strategy decisions. This has enabled the company to strengthen its position and develop a growth plan, by both acquisition and organic growth, bringing in new business from the OEMs and aftermarket.



Bill Ford



John Burgess

## Pamarco on the Cutting Edge

*By Dave McBeth*

In order to support continued growth in high end flexible packaging and narrow web markets, Pamarco Global Graphics will be installing a new ALE multi-beam 500 W solid state laser at the Warrington, UK anilox manufacturing plant during the first quarter of 2010. The company will also be adding a complete clean room facility for the new and existing lasers. This is part of a five year plan to add and upgrade all lasers to solid state technology.



The New Laser Room

In addition to the new laser, the company has also introduced new engraving technology, E-Flo. E-Flo is a unique cell structure and combined with an improved cell angle profile that will provide a more consistent and increased ink lay down. This unique cell angle profile now allows printers to work with the expanded color gametes in particular high definition or Opaltone technology without concern of the angles clashing with the printing plate.

Pamarco remains committed to stay on the cutting edge of technology to increase quality and efficiency for its customers.

## Miami Beach in February!

*By Greg Anderson*

Pamarco Global Graphics will be exhibiting at the Graphics of the Americas show to be held in Miami Beach, Florida from February 25-27, 2010, located at booth 350.

Celebrating 35 years of service as the second largest expo & conference in the U.S. for the graphic communications industry, Graphics of the Americas attracts thousands of buyers from every facet of the industry. Attendees from North, Central and South America, and the Caribbean, know this is the place to learn about and buy new products, and meet with potential suppliers, partners and customers.

Pamarco will be emphasizing our recently introduced eco-roll Initiatives, which have been designed to meet the ecological and economical needs of today's printers. One of the benefits of eco-roll is a reduction in the amount of raw materials used in the rubber roll recovery process, which enables Pamarco to pass on the savings to the Customer. eco-roll also significantly reduces the volume of used rubber and steel material entering the waste stream and helps reduce our carbon footprint.

Along with the fine line of Diamond rollers, Pamarco will also be displaying our Syn-Tac brand sold exclusively through our Nationwide Graphic Arts Dealer organization, and Printworks, our range of pressroom chemistry.



## Sentinel In Europe

*By Lance Carpenter*

Despite a struggling economy Pamarco's line of ink systems, Sentinel, has been expanding. The company had the first installation of the product in Poland. Reprograf, located in Warschau, Poland, installed the system on three of their Komori presses in the fourth quarter of 2009.



Sentinel is an electronically-controlled, completely automated cartridge-based ink dispensing system, with the capabilities to track and report ink usage. The electronic sensor monitors the amount of ink in the fountain and automatically adds ink when and where needed helping to increase the efficiency and effectiveness of the press.

## Sleeves in UK and Ireland

*By Graham Harrison*

Pamarco Global Graphics is pleased to announce that it is now an exclusive distributor for AKL Flexo Technik GmbH in the UK and Ireland. AKL, located in Warburg, Germany, are a state-of-the-art company manufacturing an ever-increasing range of sleeves for the flexo printing industry. The company, founded in 1990, has been at the forefront of technical sleeve design and manufacturing and continues to offer innovative solutions to meet the demands of the flexo industry.



Graham Harrison, International Sales Manager for Pamarco stated "AKL produce very high quality plate-mounting sleeves and we are very excited at the prospect of providing our customers with such a quality product to the flexographic print industry." Pamarco Global Graphics will work with AKL to continue to set the standard for quality and efficiency in flexo sleeve production.

## Pamarco Personalities

*By Katie Graham*

The Imaging Divisions Rob Cook has been with Pamarco approximately 35 years. Over that period Rob has held various positions within the organization including Quality Control Engineer, Engraving Department Manager, Customer Service Manager and Inside Sales Representative. He currently is Specialty Division Manager focusing on all aspects of Gravure Sales. The partnership Rob has helped to develop with Saueressig has been a key ingredient in developing new relationships with customers such as York Wall covering, Chiyoda America and Armstrong World Industries.



Rob Cook and his wife Carol

A graduate of the Rochester Institute of Technology, he began his career in the floor covering industry working for Congoleum Corporation. He and his wife Carol have four children and they have one grandchild, Sophia. In his free time Rob enjoys jogging, boating and foreign travel.