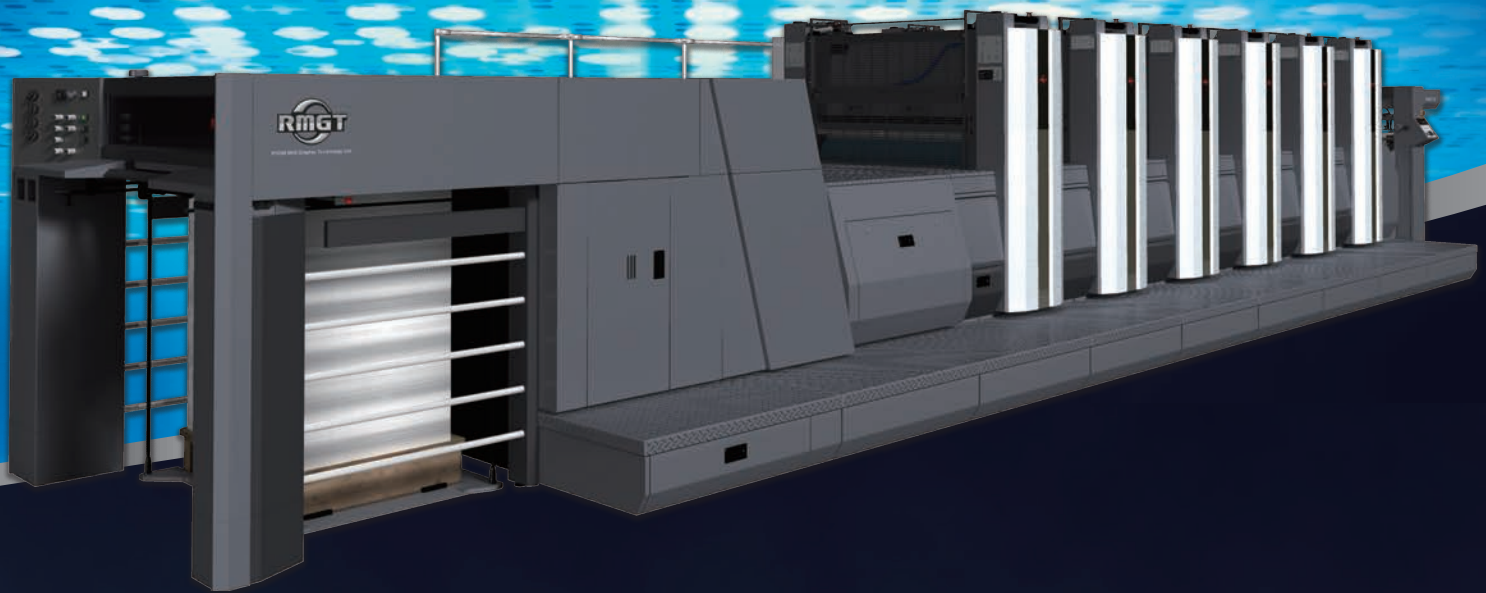


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## RMGT Lights Up Chicago with LED-UV Presses



# RMGT LIGHTS UP CHICAGO WITH LED-UV

Changing the landscape of print in the Midwest with LED-UV Curing by RMGT



Multiple hours saved daily due to accelerated throughput at VISOgraphic



Instantly dry 4 11"x17" jobs at once, on one single presssheet at Polpress



Massive reductions in carbon emissions and electrical costs at Hagg Press



Graphic Promotions sees great potential to reduce cost and increase volume

**CHICAGO, IL — JANUARY 8, 2019** — RMGT is pleased to announce multiple installations of RMGT presses with LED-UV curing technology in greater Chicago and the surrounding areas. 2018 marks the 10-year anniversary of RMGT leadership in developing LED-UV technology for sheet-fed offset presses. This industry changing anniversary, lining up with five new RMGT press investments in the area is seen as confirmation that RMGT and LED-UV curing is changing the landscape of print in the Midwest. In addition to these five printers, six other Midwestern companies also purchased RMGT LED-UV equipped presses from Graphco, RMGT Midwest Distributor, during 2018.

Each of these eleven companies is enjoying the efficiency and productivity improvements offered by RMGT's robust suite of make-ready automation, high-speed print production and LED-UV curing as they expand their market share in each of their local and regional areas. As LED-UV becomes not just mainstream but highly stable technology, these companies are perfect examples of how adopting the right level of automation and technology can bring new profitability to both their offset print volume and also to the digital work that they "reverse cannibalize" onto their RMGT presses.



### VISOgraphic

VISOgraphic in Addison, IL installed their RMGT 10 Series press in late fall of 2017. "We jumped from three older presses with no automation, to a completely new press manufacturer in RMGT," states John Dahlke, COO of VISOgraphic. "Heavy ink coverage jobs and substrates sensitive to offsetting now run at rated speeds without issues thanks to LED-UV curing. One of the big advantages with LED-UV is the accelerated throughput within our plant," noted Dahlke. "With immediate LED-UV curing, once off press, printed sheets can go right to our bindery for conversion. Even uncoated jobs that normally had to sit overnight to dry can now be immediately worked on — with no fear of marking or offset. We have not had to rerun one job due to scuffing, offsetting or picking since installing the RMGT 10 Series with LED-UV curing system."



### Polpress

Another printer benefiting from LED-UV curing in the greater Chicago area is Polpress. Founded in 1991 in a small storefront on Chicago's northwest side, Polpress established itself as the printer of choice for Chicagoland's large Polish speaking community and they continue to serve this clientele today. As part of their growth strategy, Polpress recently installed an RMGT 9 Series Press equipped with LED-UV technology. "Investing in LED-UV curing was a logical choice for us," states Roman Majewski, President of Polpress, "We print both offset and digital, and since our new press came in many short



run jobs are going LED-UV offset. We can run four 11x17 jobs on one single press sheet and since they dry instantly, it just doesn't make sense to pay clicks." Roman continues, "During our political season, having jobs coming off the press and going immediately to finishing helped us meet our customers very tight deadlines. And we got great comments about the print quality and rub of their postcards even without coating."



## Hagg Press

Hagg Press, located in Elgin, IL, has been a mainstay in Chicagoland for the last 40 years, ranking in the Printing Impressions Top 400 commercial printers in the US. In the second half of 2018, Hagg Press consolidated the workload from three existing offset presses onto their new RMGT 10 Series Press equipped with LED-UV technology. The Hagg family believes in a sustainable future for the planet and is committed to creating and enforcing eco-friendly practices and procedures at Hagg Press. "Investing in LED-UV has reduced our impact on the environment," states Jordan Hagg, VP of Operations, Hagg Press, "We have reduced our power consumption tremendously by eliminating the need for large IR/Hot Air driers to dry the ink and coating. But our biggest savings is moving the work from one 28" and two 40" presses to the RMGT 10. Imagine the carbon footprint those 3 presses with driers had compared to this one LED-UV equipped press?"

## Graphic Promotions

Graphic Promotions (GPI) will take delivery of their new RMGT 7 Series press with LED-UV curing in early January. Located in Shorewood, IL, GPI has over 50 years of experience in the print industry and for years has placed a strong focus on large format printing, while also providing offset printing and all major finishing and binding services to their nationwide, quality conscious, customer base. "Our investment in an RMGT press with LED-UV curing sticks with our strategy of going after short-run high value work," states Daryl Sladek, President, Graphic Promotions. The RMGT 7 Series is a 6-up press which is replacing a 4-up press from another manufacturer. Daryl continues, "We are interested to see how our new LED-UV curing capability impacts some of our traditional ink jet work. Now that we can offset print

on plastic, styrene and other substrates that we have to run on ink jet now we see great potential to reduce cost and push through lots more volume."



## Martin One Source

As the name indicates, Martin One Source is a truly full-service commercial printer that offers offset print, digital print, office supplies & furniture, apparel and mailing services to list just some of their capabilities. They are currently installing an RMGT 9 Series press equipped with an LED-UV curing system. Having already experienced the advantages of printing with conventional UV on their Ryobi 7 Series press for the past 10 years, Martin One Source quickly embraced the advantages of LED-UV. "When we analyzed the cost savings of switching to LED-UV, the impact on our business was dramatic," states Chuck Martin, President, Martin One Source. "We are committed to offset printing and it was an easy cost savings decision to invest in the 9 Series press from RMGT." Martin One Source meets the needs of its customers from 3 locations around central Illinois with headquarters in Champaign. "After so many years of excellent service from our original Ryobi, sticking with the new RMGT 9 was an easy choice for us." Martin concludes, "If it ain't broke why fix it."

"These five installations provide the tangible evidence of how RMGT technology and LED-UV curing is revolutionizing what offset printers can do," states Derek Gordon, Midwest Regional Manager for Graphco, the RMGT Distributor in the Midwest. "They also confirm what I hear every day from my customers. Offset printing is still central to the growth strategies of these commercial printers. Thanks to technologies like LED-UV curing, offset print is becoming much more profitable than digital while actually speeding turnaround times. And since we bring added profit to a much larger part of our customer's volume the impact on their bottom line is much greater. I think our company motto says it best. Our customers have an unfair advantage."

## Print Direct For Less Enters New Era with RMGT Press



**RMGT 920 Long Perfector with LED-UV Adds Over 270% More Capacity to an On-Line Early Adaptor**

**SOLON, OH - OCTOBER 30, 2019** — Print Direct For Less (PDFL) epitomizes the incredible success commercial printers can attain when they aren't afraid of growing in new directions. Founded in 1984, the shop began as a small commercial printer with a two-color offset press that accepted any work that walked in the door. But in 2004, the shop was one of the first to embrace the e-commerce revolution. The rest, as they say, is history.

"We began selling online printing and using a gang run approach to jobs very early," notes Ed Perron Jr., current owner and son of the original founder. "In the world of print, we are a pioneering company. In 2004, there were only a handful of businesses that were willing to take the risk in web-to-print."

Over time, Print Direct For Less strategically upgraded capacity, adding presses that were both faster and that offered more features. In 2008, PDFL purchased a Ryobi 755XL 6-up offset press, which served them well for more than a decade. They were so pleased with its performance, they recently made the decision to upgrade to the RMGT 920PF-8+LED-UV Long Perfector press. This 8-up model brings not only faster speeds, observes Perron, but also sheets that are 25% larger, giving PDFL far more capacity as well.

Perron anticipates that sales will, at the very least, double within the next 12 months as his staff gets up to full speed with the RMGT 920. "And that growth is just from work we already know is coming in, so that might be a rather low projection," states Perron. "We are one of the few printers

in this area with this type of press, so customers are jumping on board because the LED-UV technology provides something they really need."

"The new perfecting press prints both sides in a single pass," he says. "We basically just jumped from 6 pages per press pass to 16 pages per cycle as far as total throughput. That, along with a higher press speed, translates to over 270% more work from the same labor hour. Turnaround times are shrinking from 2-6 days to sometimes same day, with a max of three days on most projects. LED-UV curing allows us to go directly from printing into finishing, increasing the max throughput, which is the key to future growth. In fact, we already have a market for this work — not only will we be able to go after work from new customers, we are also picking up a sizeable amount of work from our current customers that we couldn't handle previously."

The new press was installed in early September, with Perron anticipating a week of training for his staff to get up to full production speed in just two weeks. He notes that because the press it is replacing was also an RMGT product, his staff has an advantage since many of the functions of the press are similar so he doesn't anticipate a large learning curve. "It's just going to be learning the new bells and whistles," he says.

### Less Shifts with Increased Productivity Per Shift

The new press will allow Print Direct For Less to decrease the number of shifts it operates; currently the shop has two shifts, running 20 hours per day, but Perron believes the RMGT 920 will cut that to a single shift — for now. "With all the new work we anticipate for this press, I think we'll be loaded back up pretty quickly," Perron says. "I think we'll be back to two shifts and maybe a third as our turnaround time and enhanced print quality brings in more and more work."

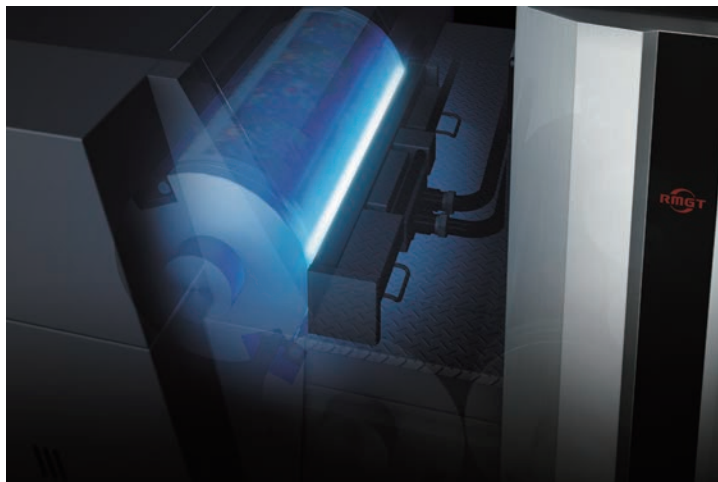






Even more than the technology, Perron attributes the success of his shop to the hard work of his 20-plus employees, as well as a loyal customer base that keeps returning — some have been continuous customers since 2004. “We separate ourselves because we are much more customer friendly. Clients are able to get hold of us, and we take a personal interest in every job. A lot of them leave other online printers because they can’t get any real service, but I feel that’s a critical factor in long-term relationships. It’s harder to get a new customer than to keep an old one, if you do all the right things.”

“Ed’s story is a true inspiration — a family operation that has grown into a powerhouse printer. And they have done it by being fearless when it comes to investment in new ideas and new equipment, but at the same time, they are smart and strategic about when and how they do it,” notes Chris Manley, president of Graphco, the RMGT Distributor in the Midwest and Southeastern US. “It’s inspiring, and I am proud that Graphco has been part of their journey since Ed’s family purchased their first Ryobi press from us in 2008. I am looking forward to working with PDFL as they grow in the next decade, with the new technology and opportunities the RMGT 920 will bring to their operation.”



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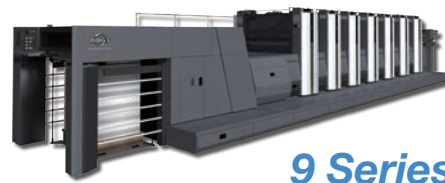


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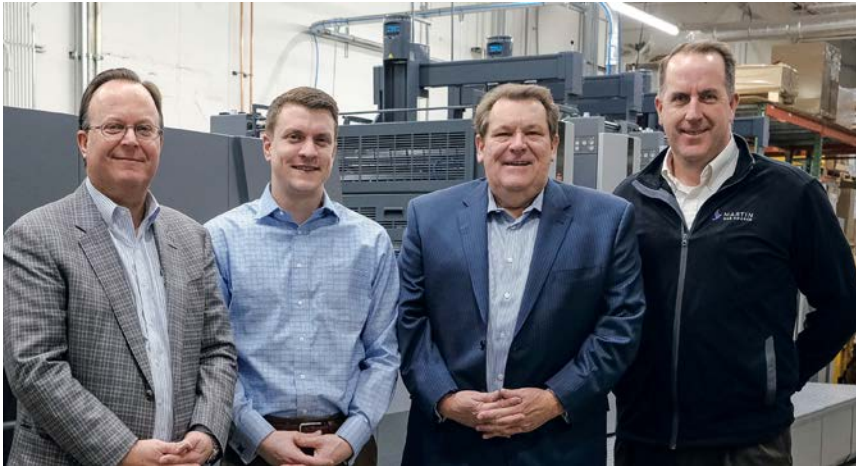
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## Martin One Source Expands with RMGT 9 Series Press

*Pioneering UV Printer Stays with RMGT and GEW for LED-UV Upgrade: 8-Up Format Improves Productivity, Quality and Personality.*



**CHAMPAIGN, IL - SEPTEMBER 19, 2019** — Martin One Source was founded 30 years ago as a forms distributor and print broker specializing in fully integrated business forms and high-quality print projects. As business quickly grew, President and CEO, Chuck Martin realized it would be more profitable to bring his print work in house, adding his first press to the operation in 2005. By 2007, Martin One Source added a fully automated 6-Up Ryobi 755XL equipped with state-of-the-art UV curing and the company quickly established itself as the leading high value add printer in Central Illinois.

Having enjoyed over eleven years of Ryobi print quality, durability and reliability, when Martin One Source knew it was time to add an 8-Up press the RMGT 940 was really the only press they considered. “With our first Ryobi’s track record it was hard to look elsewhere,” says Chuck Martin. “I do wish I had gone with this size press to begin with, but it wasn’t available at the time,” Martin continued. “In 2007, we put in a 31-inch press, and we could do a 12-pager with a Dutch cut, but the RMGT 940 is a 37-inch press. It increased our output by a third. Since it allows for 8-up signatures, we save on paper costs, reducing our waste. Plus, our GEW Leo-LED-UV system is saving a ton of power over the conventional UV we replaced.”

Martin One Source continues to focus on serving the business needs of its customers, printing everything from corporate identity jobs to providing corporate apparel, and high value add print so that their clients can differentiate themselves in their vertical markets. “We do a little of everything, and we have a wide range of equipment now,” notes Martin. The RMGT 940 is currently running around the clock with multiple shifts, but Martin says there is still room for growth.

The next phase of growth in the short term, will be moving some short-run digital work back to offset. “We are ganging

up digital jobs and moving them to offset where it’s less expensive — no click charges, just plates and ink. And if we gang up a few 500-piece jobs, it’s more cost-effective. Our make-readies only take a few minutes and with LED-UV we can roll right into finishing quickly” states Martin. “And our customers love the special effects we provide like Chemical Embossing and high gloss UV coatings. As the first printer in Central Illinois with a UV press back in 2008, our Sales Team is very experienced at selling high quality finishes and making projects really stand out.”

The new RMGT press has also helped Martin One Source bring additional work back in house that had to be brokered to several web printers. “We’re more economical now, more competitive on the larger projects with this 8-up sheet size,” says Martin. In addition, he notes that the print quality is outstanding using LED-UV inks. “The original Ryobi printed great and our new RMGT 9 Series really lays down the ink too,” Martin notes. “We are extremely pleased with this press.”

Although the 9 Series press has been in for less than a year, Martin is already starting to look ahead. Eventually Martin would love to put in a 10-color long perfecter. “We’ve already been talking to the RMGT guys. Everyone at RMGT, Graphco and GEW have been phenomenal to work with. They really step it up to make sure everything is good to go. Our 940 is doing almost twice the work we did on the 750, which was always a real workhorse, so adding the long perfecter should allow us to quadruple our production in roughly the same spot where our 750 sits now. The throughput potential is amazing.”

### Amazing Throughput Potential with RMGT

“It has been great to work with Chuck and his Team. When Graphco became the RMGT Distributor, Martin One Source was one of my first visits. I wanted to thank Chuck for producing one of the most impressive Capabilities Guides I’ve ever seen. I got one of these books full of UV Special Effects and amazing graphics back in 2008 and it helped me sell lots of high specification RMGT presses through the years,” states Chris Manley, President of Graphco, the RMGT distributor for the region. “At our meeting in 2014, Chuck told me how much he loved his first Ryobi and that he’d be adding another one soon. He’s been a man of his word and it’s been great to see how the super-efficient RMGT 9 Series press is helping Martin One Source continue their growth.”

## VISOgraphic Adds Second RMGT Press to Meet Rapid Growth



**ADDISON, IL — FEBRUARY 13, 2020** When VISOgraphic commissioned their first RMGT in the fall of 2017, the new 10 Series press had to absorb the output of three legacy Heidelberg presses. The pressure was squarely on VISOgraphic's Team to rethink possible. "We were amazed at how quickly we could move dozens of projects per day onto our new RMGT press, but after two years and 60 million impressions it was clear that our rapid growth would soon exceed our capacity," states John Dahlke, Chief Operating Officer. "So, we decided to order an RMGT 9 Series press to meet our customers demand for high quality LED-UV cured print projects. The footprint, print quality and efficiency of the new press fits perfectly into our all-RMGT pressroom. We are proud to be the first printer in the United States to have both the RMGT 10 series and 9 Series combination."

How does a commercial printer in the highly competitive Chicago print market grow so quickly? One key to VISOgraphic's rapid rise has been the clear vision that the Dahlke family had for their company, starting well before their first RMGT investment in 2017. They knew that in order to compete and succeed they had to bring a high degree of value to every customer engagement. Under the leadership of Bob Dahlke Sr. and his two sons, Bob Jr. and John, the VISOgraphic team manages every aspect of their customer's projects from conception to completion.

"We've found that a highly personal approach builds great customer relationships that last for many years," says Bob Dahlke Jr. "When we added the tremendous advantages of LED-UV curing and vastly improved print quality that our RMGT 10 Series press provided, our growth really took off. The RMGT brand has been a critical growth driver for our company. Above all else, RMGT gives our employees state of the art equipment to make their jobs easier, while offering our clients a better product offering — all at a better price — with more speed and accuracy. An overall winning value proposition for our clients." Practically overnight, John Dahlke's pressroom team began production of extremely high value-add products, such as: soft-touch with high-gloss spot UV for high-end travel industry projects; chemical emboss applications for corporate presen-

tation pieces; and, CR80 plastic cards for very long run, direct mail programs. "Since we use LED-UV curing for all these projects our learning curve was very short and our vendors constantly brought us new coating materials to enhance our projects," observes Dahlke. "Frankly, I believe we were testing some of these materials for the first time in commercial use, but time after time the jobs just ran fine." The RMGT 10 Series press that was installed in 2017 is equipped with a special package that allows plastics to run trouble free. The AMS Spectral LED UV curing system has passed every test of curing inks and coatings at full press speed of 16,200 sheets per hour.

VISOgraphic has always provided an impressive on time and on budget track record with their quality conscious customer base. Understandably, the decision to funnel the work of three legacy presses onto one platform was initially a concern in the fall of 2017. John Dahlke remembers, very well, the day he really relaxed. "We were backed up with a lot of new work at the beginning of 2018. I knew we had made the right decision purchasing the RMGT 10 after we had one of the biggest production weeks in the over 70-year history of our company. In that one-week period, we printed 1.3 million impressions with 120 make-readies representing all types of work. We were printing on stocks ranging from 40# offset to 24-point cover - from one color to six color jobs with spot and UV coating. We exceeded our own lofty expectations of the press and we had only been running the press for a few months at the time."

The ink was barely dry on VISOgraphic's sales contract when Bob Dahlke was invited to tour the RMGT factory in Fukuyama, Japan. The RMGT Management Team rolled out the red carpet for another second time RMGT customer. "After having two plus years of round-the-clock production success under our belts, I knew what a great press RMGT builds. Seeing the clean, well-organized and productive factory solidified our decision to move ahead with another RMGT. Not only did Katsushi Hirokawa, President of RMGT, explain the manufacturing process for building our new press, but then his team showed me every step in the manufacturing process on the factory floor. I was blown away by the build quality and lean manufacturing process being used. They even showed me sheets being printed during testing on a press that was nearing completion. We can't wait to see our new press roll up its first jobs on our floor."

The new RMGT 9 Series press that VISOgraphic ordered from Graphco at the end of 2019 will feature RMGT's well known Insta.Color makeready technology, a revolutionary new AI calibrated feeding system that optimizes throughput automatically and the latest automation package from the leader in the 8-up press market. "The VISOgraphic, RMGT and Graphco partnership has been rewarding for everyone and we look forward to helping our friends at VISOgraphic reach their ambitious growth goals," states Derek Gordon, Graphco's Midwest Regional Manager. "Being aligned with such a great organization has been a real pleasure. It will be exciting to see how far and how fast our friends at VISOgraphic will grow their business with their all-RMGT pressroom."



## Graphic Village Continues Growth Strategy with RMGT 9 Series Press with LED-UV Curing



**CINCINNATI, OH — AUGUST 21, 2019** — Graphic Village's chosen mantle, "The Print Shop of the Future", is truly the reinvention of a commercial printer built to compete in 2020 and well beyond. Today, Graphic Village, based in Cincinnati, OH, is a multichannel marketing solutions provider. Their client list spans numerous vertical markets including financial services, healthcare, education, non-profits, manufacturing and marketing agencies. The fact that Graphic Village is one of the Printing Impressions 400 fastest growing companies (110% growth to \$20 Million FY 2018, Jumping 141 places to #223) would point to the strength of the Graphic Village reinvention approach.

While operating under its current identity for a little more than five years, Graphic Village's roots go back much further. It was the vision of the executive team led by Eric Kahn, Executive Chairman of Graphic Village, and Larry Kuhlman, previous owner of Bramkamp Printing and President/Partner of Graphic Village today, to acquire and unite distinct operations that specialized in marketing, commercial print, digital print, packaging, wide format and direct mail. Formed in 2013 through the merger of Cincinnati's leading Offset and Digital printers (Bramkamp Printing & DocuPros) Kahn quickly folded in 9 additional companies to build what is today's Graphic Village.

"Our goal was to vertically integrate our business, bringing all the print product lines under one corporate roof," says Kahn. "We want to be a 'one-stop shop' for our clients. But we ended up with three different manufacturing facilities that weren't integrated. So last year, We bought a 153,000-sq.-ft. building in Blue Ash and we moved everything under one roof. Our goal is to keep growing, both organically and through strategic acquisitions. We will continue to pursue additional businesses in the regional marketplace, both in the same spaces and in unique spaces."

As part of this string of acquisitions, Graphic Village ended up with a wide range of equipment spanning every manufacturer and technology type. As a technology pioneer in Greater Cincinnati, Graphic Village was the first in the Ohio/Kentucky/Indiana Tri-state to install the HP 12000 and Scodix equipment. But moving into new facilities was a chance to evaluate what each acquisition had brought to the table. Selling off the older pieces gave them the ability to invest in newer, more state-of-the-art equipment. "We have always invested, and tried to be at the forefront of technology," says Kahn. "When we moved into this facility, We actually invested \$4.5 million in new equipment, including offset presses, die cutters, and digital equipment. In addition to investing in leading edge equipment, we continue to invest heavily in people. Most recently, we were fortunate to bring on a new CEO, Michael Nold, who brings the experience and expertise to truly make Graphic Village a world class organization."

One of the centerpieces of the new facility was the installation of a new RMGT 940 LED UV press, which appealed to Kahn and his team because it maintained the 16-page layout in a smaller footprint with much lower staffing requirements. "The feeds and speeds off that press are exactly where we need them to be from an improvement standpoint," says Larry Kuhlman.



Mark O'Bryan, who was the president of CTS Packaging when it was acquired, and today is Division President of Packaging at Graphic Village, notes that the new press is opening up new services not just in the commercial print side of the business, but in packaging as well. "This RMGT press offers the diversity we need to get into new markets where we haven't been in the packaging world," he notes. "Things like the higher-end food and beverage space. This is a hybrid press that can do both commercial print and packaging, as the LED-UV inks and coatings position us to take advantage of both spaces."

Graphic Village is already enjoying the faster make-readies, better color control and the instant dry times that the LED-UV equipped RMGT 940 brings to the table. And while Kahn notes that with just nine months since the installation, they have quickly ramped up the business they can push to the press, he foresees it being a workhorse. "In fact, we already have the pad right beside this press for the next one. We'll probably retire one of our other older presses and put in either another press specifically for the packaging side, or another 9 series. We have a lot of room for growth."

"The growth of Graphic Village has been incredible to watch," says Chris Manley, President of Graphco, the RMGT distributor for the region. "We've been amazed at the strength of Graphic Village's production team and the relative ease with which they moved the work from a Heidelberg SM102-10P, an SM-74-6 and a Ryobi 755XL onto their new RMGT 9 Series press. Their scheduling and execution to achieve nearly 100% utilization of this new press almost immediately has been very impressive."



## THE UNFAIR ADVANTAGE

### GO LONG WITH RMGT

"Our RMGT 9 has more than doubled our throughput. Producing LED-UV cured 16 Pagers in runs from 350 to 500,000 has opened up lots of new business. And our press hasn't been down one day since I bought it. Best move we've ever made." -Mark Azar

Azar Printing  
St. Louis, Missouri  
RMGT 920PF-8+CC+LED-UV  
Commissioned: October 12, 2017





## Push Solutions' Rapid Growth Spurs Investment in Second RMGT



about more than just print. Delivering a nearly odorless product gives us an edge against many of the old guard plastics houses.”

Push Solutions' second 9 Series press, installed in March of 2018, shares a similar configuration to their first press. This includes a full array of RMGT technology like the patented Smart Insta. Color Make-ready technology, 16,000 Sheet per Hour production speeds and LED-UV Curing along with IR/Hot Air drying to provide Aqueous Coating when it's appropriate for their customers' needs. This press uses LED-UV curing technology provided by Graphco's prime LED-UV partner GEW UV based in Crawley, England.

**NEW BERLIN, WI — JULY 19, 2018** When Brad Flagge, Nick Bova and Craig Inglish commissioned their first RMGT 9 Series press powered by LED-UV curing in the spring of 2016, Push Solutions was already on an incredible growth trajectory in the highly competitive Retail Marketing, Retail Packaging and Nationwide Distribution segment of the Print Market. Compared to their legacy Heidelberg equipment, the first RMGT 9 more than tripled capacity. But within 18 months of installing press #1, Push Solutions' impressive sales efforts again overtaxed their production.

“To be honest, our strategic plan didn't include a second RMGT 9 in year 2 since that major investment,” states Nick Bova, Vice President, Push Solutions, “but our growth is practically being forced on us so we again worked with Graphco to keep our production levels in line with our sales volume.” Push Solutions' President, Brad Flagge, adds, “Our first RMGT 9 has been a great producer for us, and we feel our manufacturing cost is significantly less than our competitors, so pairing up on our second press was a natural.” Another clear advantage Push Solutions enjoys is their speed to market due to their RMGT's efficiency and the instant curing of LED-UV.

Even in the two short years since their March 2016 installation, the number of projects that now require three to six or more touches after printing are growing each week. “Now that we can offer our demanding client base everything from marketing materials, to point of sale signage, and even the folding cartons that contain the products our printing helps sell, we can engage with our clients in so many more ways,” comments Bova. Beginning very early in the implementation of their first RMGT 9, it was clear that producing synthetics, plastics, vinyl and foil materials would really leverage the power of LED-UV technology for Push Solutions and today running these substrates is routine. “Our customers love our quality, turn-around time and the fact that our plastics printing doesn't leave an odor like traditional UV. POS is

“We configured this press to allow for the maximum flexibility in docking positions and application options,” states Derek Gordon, Midwest Regional Manager for Graphco. “The high output GEW lamp, along with the ability to dock that lamp anywhere on the press, was key to opening up options for Brad and Nick. And GEW's IoT (Internet of Things) approach to tech support means that the GEW lamp curing in New Berlin, Wisconsin is being monitored 100% of the time from GEW's headquarters in England.”

“To say we are proud and pleased to partner with a dynamic and successful company like Push Solutions would be a gross understatement,” says Chris Manley, President of Graphco. “It's so rewarding to see folks like Brad, Nick and Craig making such great use of the tools we provide. All the credit for their amazing growth goes to these three gentlemen and the whole Push Solutions team. We are proud of the company we keep.” Recently, Brad Flagge has kidded Gordon that he's putting a sign up on the entry to their building warning salesmen that he was out of room and power for any more equipment. Push Solutions' customers might have something to say about that. To learn more about Push Solutions please visit [www.push-solutions.com](http://www.push-solutions.com).





## EZ Mailing Brings Offset Back with 9 Press



### RMGT - Making the Economics of Offset More Profitable

While Bennett does have a large fleet of digital presses for those variable projects, he notes that he doesn't just run everything on those units "because of the cost. That click rate will eat you alive," he says. "And what is the life span of a digital press? Maybe 3-5 years? With offset, it's 20 or more. We pulled a lot of the jobs we were running digital before, and we've moved them back to offset on the RMGT press. I can take a postcard job that would be around 3,000 clicks digitally and run it eight-up on the RMGT in a few minutes time and pocket the extra money."

It's not even about the quality, or even the color fidelity, which Bennett notes are fantastic across the board. Rather, he stresses that the RMGT has

**INDIANAPOLIS, IN — JULY 23, 2019** — With mergers and acquisitions affecting printers in the direct mail and fulfillment market, EZ Mailing had a significant decision to make back in 2014. Kevin Bennett, President of EZ Mailing, based in Indianapolis, IN, bought the assets of the business and had no intention of becoming a sheetfed offset printer again. The business was based around mailing and fulfillment, and Bennett, who had sold print for nearly 30 years previously, planned to just broker any offset print while focusing on his digital print and mailing operations.

"With the existing digital print capabilities of the company we acquired, I have the distinct memory of thinking that only an idiot would jump back into purchasing big iron (offset presses)," states Bennett. That changed, however, as he quickly discovered that brokering out the print work meant a loss of control over everything from timelines to quality, and a whole lot of the profits as well. In June 2018, he took a big step and purchased Haywood Printing, a commercial shop based in Lafayette, and immediately put the older offset press that came with the business up for sale — and put down a deposit for the new RMGT 920.

One of the biggest draws for Bennett, for whom mail continues to be a large portion of the business, is the offset speed and quality, without the need for press powder. "Press powder kills," he says. "If I printed a job offset on one side, and variable-data on the other, I blow press powder through the digital press. With LED-UV technology on the RMGT 9 Series press, I don't have that issue."

made the economics of print much more favorable. "I can manufacture a piece more cost-effectively on offset," he says. At the same time, because the RMGT 9 Series press uses LED-UV curing, there is no dry time either like there would be on a conventional press, allowing him to "do a pass through, then just flip it over and run it again for the other side. And I can send it right to finishing from there. I can have a 1,500 sheetjob done from plates to finished in less than 15 minutes."

### Print Isn't Dead, Offset Is Alive

"EZ Mailing is the perfect example of how not only is print not dead, but offset print is very much alive and well, and still has a powerful role to play in today's industry," says Chris Manley, President of Graphco, the RMGT Distributor in the Midwest and Southeastern U.S. "We are also extremely proud to work with Kevin Bennett, who I call an Entrepreneur's Entrepreneur. Within a few weeks of showing Kevin what the RMGT 9 could do for his business, he had placed his order and made plans to visit the RMGT factory in Japan. We are thrilled to see that his quick calculated, decision-making has resulted in great gains for his business."

Gary Greis, Graphco Regional Manager adds, "The RMGT 9 Series press is a perfect bridge between offset and digital, allowing printers to gain the benefits of shorter, more cost-effective runs, while also eliminating press powder and other chemicals, and getting the instant dry times for better productivity. No matter what vertical or print type a shop is targeting, EZ Mailing proves this press can be a game changer."

## Azar Printing to Install 47th RMGT 9 Series Press Sold in America



### MARYLAND HEIGHTS, MO — SEPTEMBER 6, 2017

Azar Printing purchased the 47th RMGT 9 Series press in North America, and will be taking delivery of the unit in September immediately after the Print 17 trade show. The new RMGT 920PF-8+CC will replace two 4-Up presses — an older 8-color press, as well as a 6-color with coater press. The new press equipped with RMGT's fully automatic plate changing, SMART Insta.Color make-ready technology and LED UV Curing for both 4/4 perfecting and LED-UV curable coatings will all represent firsts in the St. Louis marketplace.

"They've been great presses, but one is getting to be 20 years old and they needed to be replaced," said Mark Azar, owner of the company. "I've been looking for a while now, and I considered a 40-inch press, but I don't have the power, and I don't have the pad — I just don't have room for a 40-inch. This 8-up press fits on the same pad as our older 4-up press, and uses less electricity. Also, I can get a 16-page signature, so this press doubles capacity. This is a big deal for us."

Azar Printing's primary market segment will continue to be the production of short to medium run booklets used in both B2B and Direct Mail Marketing. However, the addition of LED-UV curing of both sides of the sheet, coupled with special effects coatings and straight 8-color print production will provide plenty of upside growth for this incredibly efficient and well managed organization. "We will continue to be a reliable print producer in our well-developed market space, but having the added capabilities of this state-of-the-art RMGT 9 Series will let us evolve into new markets," states Mark Azar. "We are excited to see the impact this new technology will make on our company and most importantly our customers projects."

In addition to doubling the sheet-size being produced the new RMGT 9 Series press will tremendously improve turn-around time and print quality for Azar Printing's demanding customers that come from a wide range of industries, including automotive and furniture businesses in the greater St. Louis area. Mark Azar chose to add the LED UV because he runs a clean shop, and the lack of powder in the RMGT 9 Series press will allow them to more easily move jobs directly into their post-press and mailing equipment without marking or jamming.

The new RMGT also boasts impressive environmental credentials. The unique LED-UV curing technology uses 80% less energy than traditional UV curing technology, which will help Azar Printing reduce their overall electrical consumption by 60%. Additionally, the LED-UV inks don't emit volatile organic compounds (VOCs), which will provide a cleaner and safer workplace for Mark's very talented staff.

But perhaps the strongest advantage the new press will bring is the speed to market that combining single-pass printing and LED-UV instant curing provides. In today's fast-paced business climate the RMGT 9 Series truly provides an offset print quality alternative to digital turnaround times at a much lower cost than toner or ink jet. Azar Printing is pleased to bring this capability to the St. Louis area.

## Refresh Your Press





## Graphic Promotions Chooses RMGT Over Half-Size Digital



**SHOREWOOD, IL — APRIL 26, 2019** — Graphic Promotions Inc. (GPI), based here, recently installed a fully equipped RMGT 790 press that features LED-UV curing technology. The shop has replaced two older 4-Up offset presses, while increasing their size to a 6-Up platform that runs at 16,000 SPH. Daryl Sladek, the Owner of GPI, notes that his shop started out 25 years ago as a strictly offset printer, running pieces such as brochures, letter heads and other commercial print jobs. However, in recent years, he notes, “we’ve become a lot more digitally involved. The digital end is where we’re going, and that was the reason for the new press — we are trying to be more competitive in that market.”

GPI offers their highly selective customer base the finest in wide format ink jet print production and has carved out a strong niche in the extremely high-quality end of that market. Recognizing that this segment focuses on short runs, GPI originally considered adding a half-size digital press, but quickly found that what they really needed wasn’t a device that could do full variable data, but rather a true press that could handle shorter runs of 250-500 while also producing 100,000 piece jobs when the opportunity came up. Their new RMGT 790, with the LED-UV technology and a full suite of automation technology has fit that bill perfectly.

With no click costs or monthly maintenance fees, a 33% larger sheet and production speeds 4-5 times faster than digital, this true offset press will be producing for GPI until the end of the next decade and beyond. “A lot of the automation has made things easier for us,” says Sladek. “The setup times and makereadies are faster, the LED-UV curing is excellent, and we can turn jobs much quicker.”

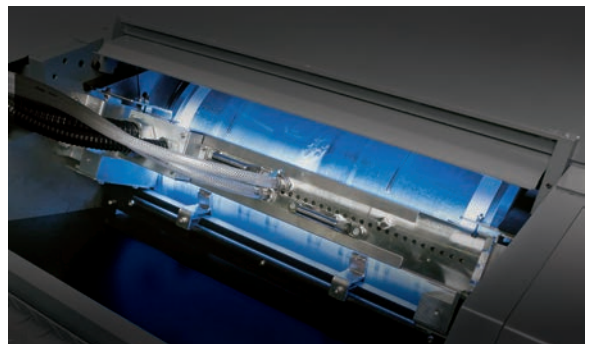
Not only is the RMGT 790 allowing Graphic Promotions to do shorter, faster, more efficient runs, Sladek also notes that he has the ability to run a much wider range of jobs. The

shop, he says, has tested different substrates, including plastics and window-cling vinyl. “Those are some things we’re really going to focus on, printing on different and difficult substrates,” he notes. “I would have said I will never buy another offset press, but the way RMGT is handling things makes it a much more viable purchase. I saw that logic.”

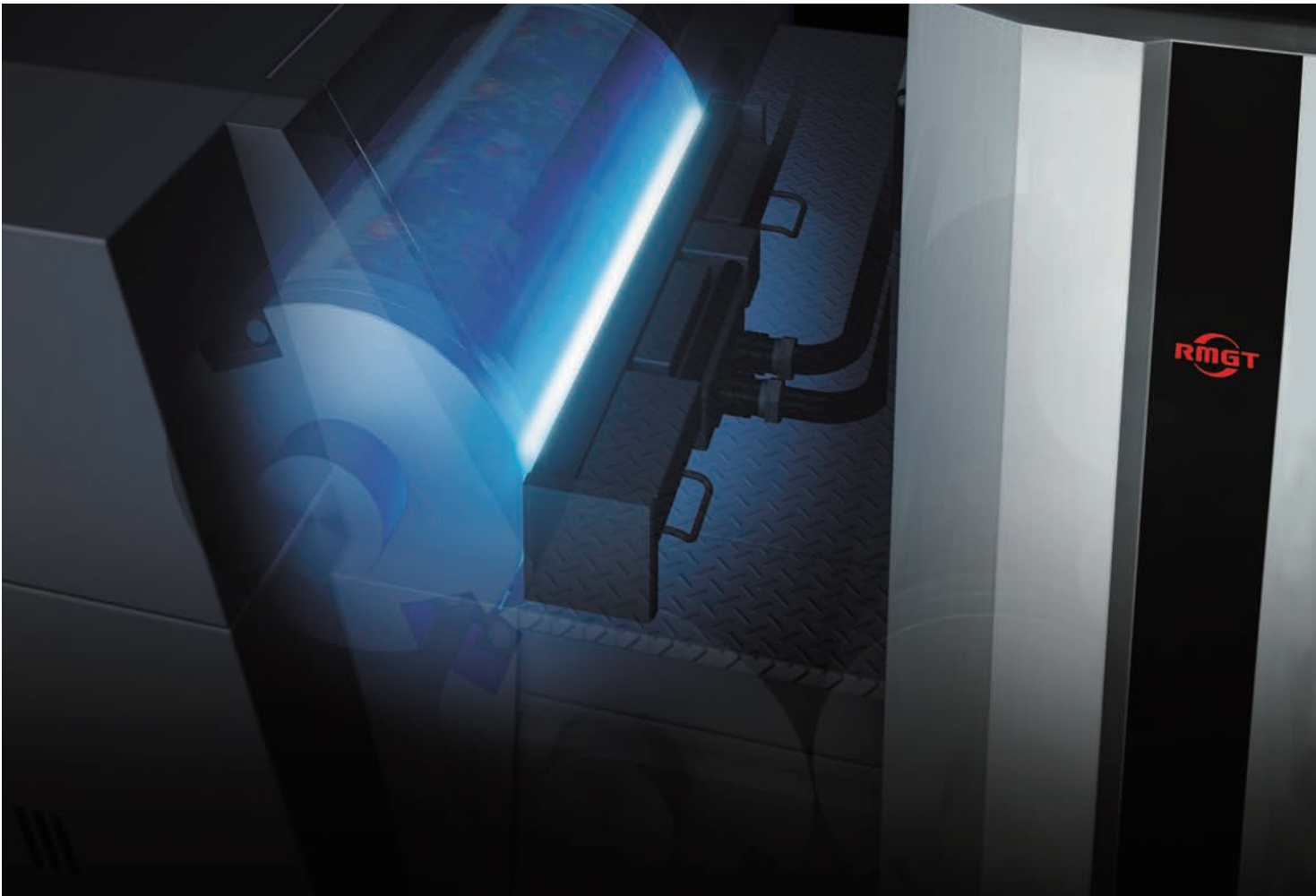
“I sold Daryl his three previous presses in my past position, and have known him since the 80s, when we were in our early 20s together,” says Derek Gordon, Regional Manager, Graphco. “I went out to give him information about some of the digital presses on the market, as well as the RMGT, even though he was saying he wanted to get away from traditional offset. But when we put pencil to paper and showed him what he could do with LED-UV, his eyes opened up. And when we proved that we could take out two older legacy machines and replace them with one press that could do a larger sheet size, shorter runs and higher quality print, he saw that offset was the clear choice.”

While the new press was just installed in early spring, and GPI is still getting comfortable with it, Sladek is already seeing that the RMGT 790 will make his shop more competitive. Jobs he previously stayed away from are becoming targeted projects, opening up new growth opportunities while better serving his current customer base. “I’m guessing we’ll see about a 20% increase on the offset side over the next year,” says Sladek.

“This is a great example of why offset is still such a strong technology, even in today’s digital world,” said Chris Manley, President, Graphco. “True variable data jobs are just a small percentage of the short run work out there. And our RMGT offset press can tackle the huge portion of that work that is static, in most cases, for far lower cost than digital, with higher quality and a wider range of substrates. Graphic Promotions realized that offset is still a rich, vibrant and, more importantly, profitable print technology. Graphco is very pleased to be a long-term partner to Daryl, Stacey and the rest of the GPI crew and we are ready to help them continue to grow and evolve for their next 25 years in business.”







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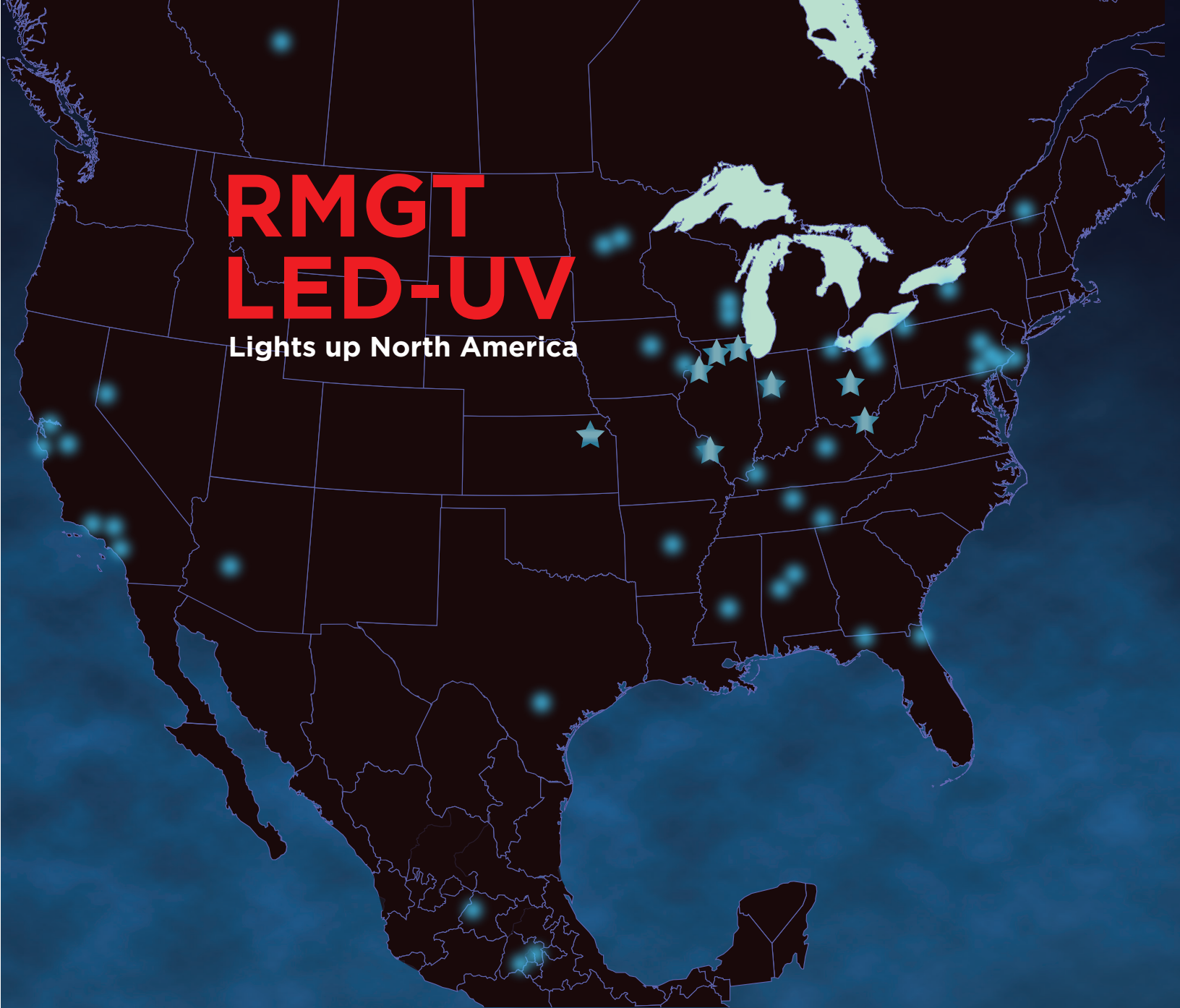
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A map of North America, including the United States and Mexico, is shown against a dark blue background with a subtle pattern of glowing stars. The map is outlined in white, and the stars are concentrated in the eastern and central US, with a few scattered in the west and Mexico.

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