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# production

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# Ferag wins News International order

AS PART of its £600 million investment in new printing facilities, News International has announced that its mail-room equipment is to be supplied by Ferag. The decision has been made after an intensive study of the equipment available on the market as is explained by Ian Dickson, NI's group chief engineer.

"We chose the presses for high pagination and full colour enabling us to have 120 page broadsheet or its equivalent in tabloid running at up to 80,000 copies an hour, while with a lower pagination we will be able to run at 86,000 cph. There is no press in the world doing that today, at least not at that

speed and with that pagination. "This means that we do not need inserting equipment. We therefore concentrated on the conveying equipment. We looked at all the suppliers very carefully. We even took the grippers belonging to five different companies to bits, not just to check out what maintenance would be involved but also the materials".

In addition, stackers and strappers from two suppliers were installed at NI's Knowsley plant where they were thoroughly tested over a six month period.

Dickson again: "From there, we really honed in on the grippers. In fact, it really came down to how well they could pick up the copy.

"We finally chose Ferag because not only did they pass all the other tests but because they produce conveying equipment that can take two copies in one gripper, even with the large pagination. Thus, we can halve the speed of the conveyor. This gives you all the benefits of less wear and tear which in turn means less maintenance and, of course, leads to a longer life".



● Guido Steffen, ceo of WRH Marketing (left) with NI's Ian Dickson, group chief engineer, and Brian McGee, group director of manufacturing, discussing NI's mail-room plans

As a result, Ferag has received an order for 22 conveying lines, each of which will have three in-line stackers and strappers. There will also be provision for a fourth stacker on each line to enable NI to increase the pagination of its newspapers if required in the future.

"We will be using the latest UTR technology on the conveying side with Multistack stackers and Quickstrap strappers," says Guido Steffen, ceo of WRH Marketing which handles the sales, marketing and servicing of Ferag equipment. "The challenge was obviously the speed and the pagination which has not been done anywhere in the world as yet. The basics of our technology has been proved to be

sound but it is very obvious that we needed to, and further need to, enhance certain components to meet News International's requirements". In fact, during trials, Ferag's conveying line was run over 86,000 copies an hour. Steffen adds: "Two to one gripping is, of course, key to the success of this project. Also, it is essential that the gripper can open sufficiently to accommodate the two copies. "We found it all very challenging but it was a very good exercise for us. We had to go into great detail but it proved that we have, in our opinion, the best system available".

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## Johnston Press appoints Hinton and Cammiade to the Board

JOHNSTON Press plc has appointed two new directors. They are Les Hinton as a non-executive director and Danny Cammiade as an executive director in the role of chief operating officer, both with immediate effect.

Les Hinton is executive chairman News International Ltd, the main UK subsidiary of the global media company The News Corporation Limited, a position he has held since 1995.

He has worked for the News Corporation for over 30 years as a journalist and manager in Australia, the United States, and the United Kingdom.

Danny Cammiade joined the industry in 1978 as a sales representative with T R Beckett. When Johnston Press acquired T R Beckett in 1992, he was marketing director of their Worthing operation. Other divisional management roles followed and he was appointed director of operations in 2001 with responsibility for the day-to-day publishing and printing activities of the entire group. In addition to his company responsibilities, Cammiade is also chairman of the Newspaper Society's Marketing Committee and a member of its Council.

● Johnston press has recorded record profits for the year ended 31 December 2004 with operating profit of £177m on turnover of £518.84m. Profit pre-tax was up 17.7 per cent.

## TM benefits from print restructure

FROM 12 print sites and 41 printing presses in 2003, Trinity Mirror has now consolidated into nine print sites and reduced the number of printing presses to 37. As part of the recent financial results statement, Trinity Mirror chief executive Sly Bailey said that the new 15 year contract with Guardian Media Group to print its regional titles in the north of England has halved the £45 million capital expenditure requirement for four new colour presses in Oldham. The group has also saved £30 of future capital expenditure through the closure of the Huddersfield and Chester print plants. The newspapers previously printed at these plants are now printed elsewhere in the group and have benefited from a switch to a tabloid format with more colour. Bailey said the new presses at Oldham will allow the *Daily Mirror* to go full colour in the north by autumn 2006.

The Group's largest 12-press print site at Watford, the 4-press site in Cardonald, Scotland and the 3-press site in Liverpool may require additional investment in the short to medium term. While no commitments have been made to date, Trinity Mirror envisages the costs associated with repressing the Watford print plant to be approximately £55 million and will consider its options in relation to Cardonald and Liverpool over the next couple of years.

## Mortons installs first Fuji platesetter

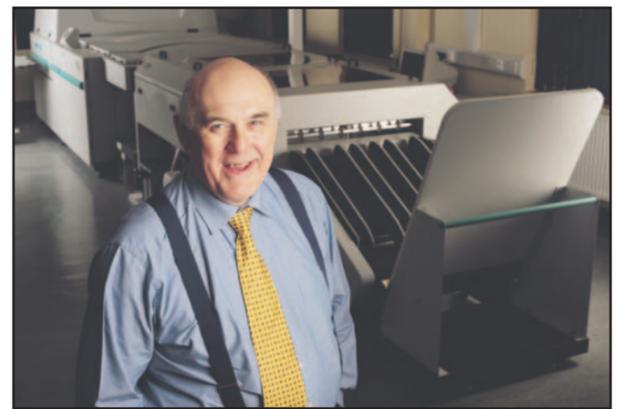
ON 18 March, Mortons Print took delivery of an uprated version of the violet laser Luxel Vx-9600 ctp system from Fujifilm Graphic Systems at its Newark print operation in Nottinghamshire. Due to the increasing number of newspapers being printed at the plant, the new platesetter is working in conjunction with an existing Esko-Graphics DMX machine which will remain at Newark as a back-up.

As is explained by Barry Leatherland, managing director of Mortons Print: "Our Esko-Graphics machine at Newark is just not fast enough. We were interested in a violet laser platesetter and, as we already have an exclusive deal with Fuji for

the supply of ctp plates, they came to us as a customer and asked if we would like to have some involvement with them as a beta site for the new platesetter.

"The Esko-Graphics machine is only able to image 28 plates an hour whereas with the Fuji platesetter, we will be capable of imaging up to 78 panoramic plates an hour. This means that we have more than doubled the plate output on the site".

"We have a market demand for our technology and where someone can use it we are more than willing to accommodate them," says Keith Dalton, divisional director of Fujifilm Graphic Systems. "What we have done with this machine is



● Mortons Print MD Barry Leatherland

maximise the in-built technology. In other words, by maximising the laser power and the spinner speed, we can deliver more productivity than is available with the commercial engine and so make the platesetter suitable for small to medium sized newspaper sites".

In fact, the installation has gone very well according to Barry Leatherland: "The platesetter arrived on the Friday. It was set up on the Monday and they were imaging plates on it by Tuesday evening".

● For more ctp news turn to page 13.



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