

# NI signs MAN Roland contract for presses



● The Colorman XXL was the main subject of MAN Roland's International Technology Forum held last month at A Beig Druckerei und Verlag in Pinneberg, Germany, the first company to install the triple wide press. It was therefore appropriate that the News International team took the opportunity while attending the Forum to sign its contract for 22 Colorman XXL presses (see PJ November 2004). Seen here are (sitting left to right) Gerd Finkbeiner, board chairman, MAN Roland, Ian McDonald, managing director of operations, News International Newspapers and Robert Kühn, vice-president sales, MAN Roland. Standing (from left to right) are Viktor Rosenhammer, head of legal department, MAN Roland, Thomas Holzinger, head of finance department, MAN AG, Rachel Chapman, legal director, News International, Wolfgang Malcher, executive sales manager, MAN Roland, Les Hinton, chief executive officer, News International, Robert Gratt, senior project manager, MAN Roland, Richard (Dick) Linford, chief financial officer, News International, Brian McGee, group manufacturing director, News International Newspapers, Dieter Betzmeier, head project manager NI Project, MAN Roland, Trevor Foreman, production manager Wapping, News International Newspapers and Ian Dickson, group chief engineer, News International Newspapers.

## Prima Forecast for UK trial

PRIMASOLVE Solutions, Harland Simon's software company, has extended its Prima Forecast newspaper demand planning system to include a return copy option which stores the information on returned newspapers electronically. The company says that with returns on average totalling 20 per cent lost and 20 per cent over supply, it reckons that the payback period on such a system should be within 12 months.

It is understood that Prima Forecast software including the return copy system is currently being beta tested by a large UK newspaper group.

## DMGT completes £90m upgrade

DMGT has completed a £90m upgrade of its printing presses to allow it to print bigger papers with more colour.

The company has installed eight new presses at Harmsworth Quays in south-east London, enabling it to deliver 128-page editions of the *Daily Mail* with 64 pages of colour and 168-page editions of the *Mail on Sunday* with 128 in colour.

Over the past five years the group has spent £135m on new presses, at the sites around the country where it produces its national and regional newspapers.

## Ferag first for Cambridge

CAMBRIDGE Newspapers, which is part of Iliffe News & Media, has ordered a complete inserting and mailroom system from WRH Marketing UK. This will include a Ferag StreamStitch on-line stitching system, the first in the UK. The equipment will provide increased flexibility for the regional newspaper publisher whose main title, the *Cambridge Evening News*, together with its weekly series, covers a large area of Mid Anglia.

As is explained by Debbie Sharp, production office manager: "The Ferag technology provides the level of flexibility we require, and meets the criteria we stipulated at the outset of this investment programme".

As well as the StreamStitch, the new system, which will be commissioned in June next year, will comprise a MultiSert MSD2-C inserting drum, MultiDisc winding and unwinding stations, a RollStream system with two JetFeeders and

three MultiStack stackers. Other equipment ordered by Cambridge Newspapers includes a DBH top-sheet label application system, underwrappers, and additional strapping and film wrapping machines.

Sharp adds: "We have had similar systems in the past, and considered a number of options to replace our existing equipment. WRH Marketing UK is market leader in this area, and was therefore an obvious first point of contact. The company responded efficiently to our initial approach and has provided the technical information we needed to make an informed decision in a manner that has been easy to understand, ensuring that no questions were left unresolved".

The relationship between the two companies began in November 2003 when WRH supplied an Easystrap 35 tandem cross strapping system and an Affeldt film wrapper which can wrap unstrapped newspaper bundles at speeds of up to 30 bundles per minutes.



● Pictured (l-r): Goss press general manager Shane Lancaster, Ifra's Manfred Werfel and Goss European Users Association chairman David Broadhurst

## Goss unveils flexible future

MORE than 120 members of the Goss European Users Association were at Goss's manufacturing facilities in Preston on November 23 to see the company's new and much talked about Flexible Printing System (FPS) in production for the first time in public. Despite the fact that the press had first pulled white paper only 25 days previously, the delegates saw a 32 page full colour tabloid publication being printed at over 80,000 copies an hour and with a significantly small amount of start-up waste. In other words, from the vision and concept shown at Drupa in May this year, the new double-width, rail-mounted press which splits apart for easy cleaning, plating and maintenance is now a reality and the first installation expected at the beginning of 2006.

The full story and pictures of the FPS presentation and the Goss Users seminar will appear in the January issue of PJ. Roy Thomas Award goes to Trafford Park Printers - see page 4

## Agfa divests consumer imaging business

AGFA-GEVAERT has announced that the divestiture of its consumer imaging business has been completed and that its photographic film, finishing and lab equipment activities are, as of 2 November, being continued by a company, named AgfaPhoto, which operates com-

pletely independent from Agfa. All relevant assets and liability have been transferred to AgfaPhoto, as well as approximately 2,860 employees.

The group has also announced that it has signed an agreement to divest Agfa Monotype Corp to Boston-

based private equity investor, TA Associates. The value of the transaction amounts to US\$ 169 million.

Agfa Monotype will change its name to Monotype Imaging. It will have its headquarters in Wilmington, USA and employ 144 people.

In explaining the move, Agfa said that the fount business was not a core activity. Instead, it is focusing on further strengthening its position in the pre-press market and on building a new growth platform in industrial inkjet printing.

## NS appoints marketing director

THE Newspaper Society, the voice of Britain's regional press, has appointed Robert Ray as its new marketing director. This follows a high-profile recruitment drive which coincided with the launch of the industry's Closer to Home campaign in late summer.

A former managing director of Starcom Worldwide's P&G Global Business Unit and currently running his own communications consultancy, Robert will officially join the Society on 11 January 2005.

Newspaper Society director David Newell said: "The regional press is a £3 billion advertising sector and the only above-the-line medium to have grown revenue every year for the past 12 years. The appointment of someone with Robert's wide-ranging agency and client experience shows just how serious the industry is about building on this success and growing its share of national advertising."

Robert Ray said: "Major national brands are starting to recognise the real benefits of getting closer to consumers through the regional press. I have always been a passionate believer in regional newspapers and relish the opportunity to work alongside these dynamic businesses to help them achieve their full potential in the national advertising arena".

Robert has over 20 years experience with some of the world's leading advertising and communications agencies, including DMB&B, The Media Centre, Davidson Pearce, SSC&B Lintas, MediaVest and Starcom.

Robert will join the Society's senior management team, working alongside Santha Rasaiah (PERA director) and Lynne Anderson (communications director) and reporting to the Society's director David Newell.

The Society's marketing initiatives are steered by the Marketing Committee of regional press publishers chaired by Danny Cammiade of Johnston Press.

● For full interview with Ray - see December issue of *Headlines* magazine



● Robert Ray: passionate believer in regional press

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