

manroland web systems starts its first fiscal year with a powerful thrust

Customers ordering new presses and services

“After only two months it’s of course too early to forecast final results,” says Uwe Lüders, Managing Director of manroland web systems GmbH and CEO of the L. Possehl & Co Group. “However, what we’ve experienced so far makes us extremely optimistic. We have successfully passed the first milestones and I am confident that we will reach our goals.”

Mr. Lüders has set a sales target for the new Possehl subsidiary of 300 million euros, and the new manroland web systems GmbH had already booked a healthy portion of this by the end of March.

“I’m also optimistic about drupa and the time after that,” emphasizes Lüders. “In Düsseldorf we will present future-oriented products that our customers can’t go past. Besides our core business we also expect growth momentum in digital printing and the pressupdate program.”

Growing trust

“Despite the difficult situation resulting from the insolvency of manroland AG, our customers gave us a substantial vote of confidence,” explains Peter Kuisle, Executive Vice President for Sales, Service and Marketing. “Around three-quarters of our customers have already reconfirmed their orders placed in the last fiscal year of manroland AG. Not one single order has been cancelled and I am confident that we will reach an agreement with all customers concerning completion of their presses.” manroland web systems is justifying the customers’ trust and will deliver the orders on time and in outstanding quality.

So far, manroland web systems has already booked orders for 15 newspaper printing systems and eight commercial web printing systems. In addition, a number of new orders have meanwhile been placed. Fujian Daily in China has ordered a new GEOMAN newspaper printing system, and Drukkerij Noordholland in Alkmar, Netherlands are extending their COLORMAN and CROMOMAN presslines with three eight-couple towers and also upgrading the PECOM control system. The press components recently ordered will be delivered this coming autumn.

A global presence with process expertise and powerful service

Here it is also evident that, with the strengthening of service structures and the pressupdate program for upgrades and extensions of existing presslines, manroland web systems provides the perfect response to market demands. The Quebecor Media Group of Canada has placed several extensive orders for items

manroland web systems GmbH is a leading manufacturer of web-offset printing systems. The company provides solutions for commercial web offset and newspaper printing. A worldwide sales and service network also markets ancillary printing equipment and pressroom products as well as software products and workflow management systems.

manroland web systems GmbH
Marketing & Communications
86219 Augsburg

Robert Wiedemann

Phone: +49 (0) 821 424-18 43

Fax: +49 (0) 821 424-12 00

eMail:

robert.wiedemann@manroland.com

Ricarda Schillinger

Phone: +49 (0) 821 424-34 81

Fax: +49 (0) 821 424-12 00

eMail:

ricarda.schillinger@manroland.com

Photos can be downloaded from www.manroland.com in the category **Press**.

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from the pressupdate range. Furthermore, printcom products offer constant high quality with certified printing materials, as well as optimization possibilities and monitoring. And manroland web systems has also booked several extensive orders in the service business.

The Market Organization has been restructured and focuses on the needs of web press users for service, maintenance, and printcom products. Rapid response teams of specialists in the field and close links to headquarters provide the basis for fast and reliable customer care worldwide.

Market leader in web offset for many years

With the latest successful projects, manroland web systems continues to lead the web offset press market for newspaper and commercial printing. In recent years, manroland's share of the global market for new presses and extensions has averaged around one third, which makes it the number one supplier. With heatset printing systems, more than 40 percent of all new orders were placed with manroland during this period, and for newspaper presses manroland also leads the way with a market share of almost 30 percent for new presses.

Captions

manroland web systems takes off with a strong tail wind. | © manroland web systems.

Uwe Lüders, Chairman of the Board of L. Possehl & Co. mbH, and Managing Director of manroland web systems GmbH. | © manroland web systems GmbH, Photo: Stefan Puchner.

Peter Kuisle, Sales, Service, and Marketing Director at manroland web systems GmbH. | © manroland web systems GmbH.

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