



# Salva

LORINI ARTI GRAFICHE

1947

We make **iPrint 2018** products,  
which are the outcome of 500 years  
of technological advances.

To be able to enjoy its contents  
all you need is a bit of light.

After thorough testing this device has  
proved to be the most reliable support  
for the conservation and communication  
of thought and, if properly stored,  
has endless life!

Its name is "**book**".

Realizziamo prodotti **iPrint 2018**!

Sono il frutto di una tecnologia  
evolutasi per 500 anni.

Un contesto di limitata luminosità  
è l'unica servitù richiesta  
per la fruizione dei contenuti.

Il supporto così a lungo testato  
risulta essere, ad oggi, il più affidabile  
per la comunicazione e conservazione  
del pensiero e, quando debitamente  
custodito, con illimitate aspettative di vita!

Nome: "**libro**".

Illud, quod homines optima  
imprimendi arte periti studuerunt,  
per **iPrint MMXVIII** factum est.

Nullius aut vero parvae lucis status est,  
sola condicio sine qua interiorem  
magnitudinem non videbis.

**Liber** appellatur

et nihil adhuc exstitit nobilius  
ad cogitationes servandas.

Aeternum putas, si eum valde bene custodies.

I-22036 ERBA (COMO)

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[\(03\)646017-641609-610408-645567](tel:(03)646017-641609-610408-645567)



la tua immagine  
nel tempo ...





# brochure

DESIGN PROGETTAZIONE

PHOTOGRAPHY FOTOGRAFIA

LAYOUT IMPAGINAZIONE

PREPRESS PRESTAMPA

PRESS STAMPA

POSTPRESS FINITURA

PREPARATION ALLESTIMENTO

Redazionale "world wide" Kodak America  
rilanciato dalla filiale europea (sunto)

Lorini Arti Grafiche implements first  
Italian JDF-based integration between  
management system and the Kodak  
Prinergy Workflow System

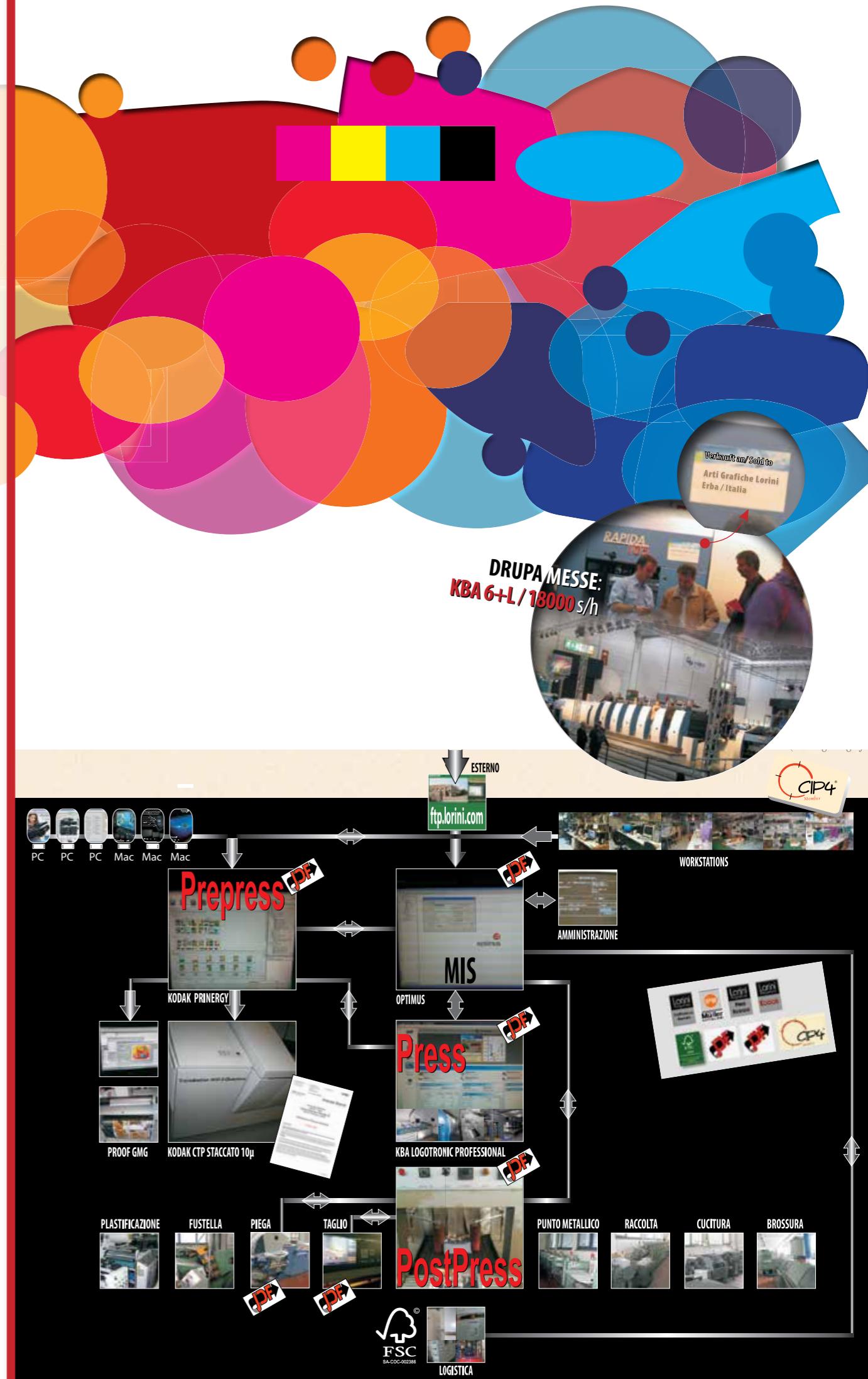
LA HULPE, BELGIUM, March 23, 2010

Italian company, Lorini Arti Grafiche has  
automated its print production process  
and is now enjoying a fully integrated,  
JDF-based workflow, from management  
and printing through to finishing with the  
Kodak Prinergy Workflow System.  
Additionally, through the implementation  
of the Kodak Staccato Screening Technology,  
the company is able to guarantee customer  
satisfaction through uncompromising and  
unrivalled quality.

In the 1980s, Lorini was the first Italian com-  
pany to integrate CRT photo units and sys-  
tems that were not dedicated to the prepress  
sector, such as PCs, workstations and CAD.  
Later, Lorini became one of the first compa-  
nies in the country to install a Kodak Trendset-  
ter 800 Quantum Platesetter equipped with  
Kodak Staccato Screening Technology.

Early in 2002, Lorini Arti Grafiche became a  
pioneer in the introduction of state-of-the-art  
technology to the graphic arts market when  
it joined the CIP4 consortium, introducing in-  
novative analysis, assessment and preparation  
criteria for interconnection methodologies be-  
tween print and post-print operational units.  
"We were the first Italian company to join  
the CIP4 consortium ... with a KBA P40-6  
colour+L, a Wholenberg trimmer and an  
MBO folding machine, all JDF-ready." ...

For a leading company in the production of  
catalogues, brochures, newsletters, yearbooks  
and packaging products, whose clients in-  
clude major video image reproduction multi-  
nationals, the Prinergy System has proved the  
solution to remaining competitive in the mar-  
ket, delivering quality and productivity with-  
out wasting management costs and time.





**CASE HISTORY PANASONIC**

**CONVENIENZA**

25.10.2007  
Dear Mr.Lorini,  
Many thanks for your quick response with regards to preparing a quotation for Panasonic.  
After looking at a few options and cost estimates we have decided that London Engineering has so far been the best option. We would like to use your company for our printing!

A few points before we progress:

- With regards to the cost per unit, you have quoted us various costs for different languages. Could we have one of the languages at the same time as the English version?
- This time we are progressing with our own translators, but in future will use McDonald.
- We will require distribution of the brochures once printed.
- And he has agreed to do it a very good rate for us.
- Translating the brochure for the countries for delivery.
- Please can you provide us with a quote for this?

As for the brochure itself, I have attached the attached spreadsheet, the grid's for different languages have changed a little.

5. I will send you the English PDF version for printing as soon as I receive transportation & delivery costs from you as an estimate.

6. Please confirm as to your quotation that it will take approx 3 working days?

Many thanks for your promptness and efficiency. I look forward to hearing from you soon.

Best regards,

Anton Sallar  
European Marketing Executive  
Professional Plasma Business Unit Europe  
Panasonic AC System Europe - A Division of Panasonic  
Marketing Europe GmbH  
E-mail: anton.sallar@europe.panasonic.com

**QUALITÀ**

11.01.2008  
Dear Mr.Lorini,  
Finally many thanks for the successful brochure printing and delivery!  
It has been very well received across Europe!  
I would like to ask you for a "time scale quote"....

Anton Sallar  
European Marketing Executive  
Professional Plasma Business Unit Europe  
Panasonic AC System Europe - A Division of Panasonic  
Marketing Europe GmbH  
E-mail: anton.sallar@europe.panasonic.com

**BIG DISPLAYS FOR BIG BUSINESS**

**Case History PANASONIC**

**TEMPISTETTA**

16.11.2007  
Dear Mr.Lorini,  
I did receive shipment costs. These are ok.  
Thank you.

Anton Sallar  
European Marketing Manager  
European Markets  
Professional Plasma Business Unit Europe  
Panasonic AC System Europe - A Division of Panasonic  
Marketing Europe GmbH  
E-mail: anton.sallar@europe.panasonic.com

**AFFIDABILITÀ**

21.01.2009 (Affidabilità)  
Dear Lorini,  
Thank you for your clear feedback.  
I will ask our agency to investigate what happened before the future cooperation with you.  
Anyway, I am happy to hear you arrange to print again.

Anton Sallar  
European Marketing Executive  
Professional Plasma Business Unit Europe  
Panasonic AC System Europe - A Division of Panasonic  
Marketing Europe GmbH  
E-mail: anton.sallar@europe.panasonic.com

**20.01.2009 (Qualità)**

27.01.2009 (Qualità)  
As usual, workmanship is fantastic!  
Thank you very much!!!

Anton Sallar  
European Marketing Executive  
Professional Plasma Business Unit Europe  
Panasonic AC System Europe - A Division of Panasonic  
Marketing Europe GmbH  
E-mail: anton.sallar@europe.panasonic.com

**16.01.2009 - ore 05:14**

Sabier B. Re: Re: Panasonic ISE guidebook  
Email: [sabier.ben@yahoo.com](mailto:sabier.ben@yahoo.com)  
Subject: Re: Panasonic ISE guidebook  
From: [ben.sabier@yahoo.com](mailto:ben.sabier@yahoo.com)  
Date: Fri, 16 Jan 2009 01:56:50 +0000  
To: [anton.sallar@europe.panasonic.com](mailto:anton.sallar@europe.panasonic.com)  
Cc: [anton.sallar@europe.panasonic.com](mailto:anton.sallar@europe.panasonic.com)  
Bcc: [anton.sallar@europe.panasonic.com](mailto:anton.sallar@europe.panasonic.com)

**16.01.2009 - ore 07:14**

anton.sallar@europe.panasonic.com  
Subject: Re: Re: Panasonic ISE guidebook  
Email: [anton.sallar@europe.panasonic.com](mailto:anton.sallar@europe.panasonic.com)  
From: [sabier.ben@yahoo.com](mailto:sabier.ben@yahoo.com)  
To: [anton.sallar@europe.panasonic.com](mailto:anton.sallar@europe.panasonic.com)  
Cc: [anton.sallar@europe.panasonic.com](mailto:anton.sallar@europe.panasonic.com)  
Bcc: [anton.sallar@europe.panasonic.com](mailto:anton.sallar@europe.panasonic.com)

**20.01.2009**

Lorini ... Did anyone tell you you are fantatoo??!!  
Looks great - just the logos (new ones) are low res.  
Is that what I sent to you? It look ok on print?  
Thank you

Anton Sallar  
European Marketing Executive  
Professional Plasma Business Unit Europe  
Panasonic AC System Europe - A Division of Panasonic  
Marketing Europe GmbH  
E-mail: anton.sallar@europe.panasonic.com

**18.01.2008**

Hi Lorini,  
Sorry I have not been in touch, we would like to go ahead with printing with you.  
I'm just going into a meeting but will call you this afternoon to finalise everything.  
Best Wishes  
Nikola Patel ...

**qualsità**

19.01.2008  
Dear Lorini,  
Thank you very much for the brochures, we received them today. They look great.  
Please see billing address below and the UK VAT no. 7795351.  
All invoices should be addressed to me.  
Many thanks  
Nikola Patel ...

**30.01.2008**

Dear Peppo,  
Please find attached invoice as requested. I'm still waiting of delivery dates for all the countries, please let me know. Many thanks for your help.  
PS: Great handling, we are very pleased with all the services  
Nikola Patel ...



# cataloghi

**DELIVERY MANAGEMENT GESTIONE CONSEGNE  
THROUGHOUT THE EMEA AREA IN TUTTA L'AREA EMEA**

**ALL PROCESSING STEPS TUTTE LE FASI DI LAVORAZIONE  
ARE PERFORMED INTERNALLY SONO ESEGUITE AL NOSTRO INTERNO**



# volumi

## Chi siamo

Troviamo alquanto inusuale il doverci presentare a parole stante l'asciutto DNA brianzolo che ci portiamo appresso, più avvezzo ai fatti che ad altro.

Siamo la seconda generazione di un ceppo che ha le proprie radici nel lontano 1947 anno di nascita della Lorini Arti Grafiche.

Da allora con ostinazione perpetriamo le nostre gesta in quel di Erba, provincia di Como, con lo stesso indomito entusiasmo di sempre.

## Cosa facciamo

Gestiamo globalmente ed in forma totalmente autonoma, la conversione della comunicazione a mezzo stampa dalla progettazione alla consegna a destino del prodotto, inteso nella più ampia accezione del termine, come pubblicazione informativa, didattica, periodica, pubblicitaria o puramente commerciale e da ufficio, per spingerci fino all'incommensurabile varietà di realizzazioni che si annidano sotto il termine packaging.

## Elementi distintivi

Valga per tutti il sunto del redazionale "world wide" di Kodak America, rilanciato dalla filiale europea nel Marzo 2010 e riportato nella pagina precedente.

## I fatti

Vedono come principali fruitori del nostro operato, quale realtà a ciclo completo, dalla progettazione alla finitura e dalla traduzione in lingue, cinese compreso, sino alla consegna nell'area EMEA, le "major" del panorama mondiale del trattamento dell'immagine come Panasonic, delle tecnologie integrate come Sanyo o Hitachi.

## Dicono di noi

Anche in questo neonato 2010 che non si prospetta dei più rosei, dopo essersi lasciato alle spalle un anno travagliato un pò per tutti, Lorini, come da sua abitudine, non smette mai di stupirci. In passato si è già dimostrato essere uno dei rari stampatori Italiani abili nell'utilizzo del retino Staccato 10p, ora vuole scuoterci con una nuova chicca. Finalmente, dopo anni discorsi accademici relativi all'integrazione JDF, alla connettività, ai software, alle macchine ... bene, oggi possiamo dire che il nuovo case-history Italiano d'implementazione JDF si chiama LoriniArtigrafiche.

- continua - (dal blog arti grafiche)

**CONTINUOUS COSTANTE  
COLOUR PROFILATURA  
PROFILING MACCHINE**





## INSTALLATO

### PREPRESS

12 MAC, PC, WORKSTATIONS;  
WORKFLOW KODAK PRINERGY 5.0;  
PROOF DIGITALE GMG/EPSON;  
CTF, CTP.

### PRESS

16 GRUPPI STAMPA  
CON VERNICIATURA FLEXO

### POSTPRESS

5 GRUPPI PIEGA (punto colla e bugiardini)  
2 LINEE TAGLIO LINEARE  
1 LINEA PUNTO METALLICO  
1 LINEA RACCOLTA SEGNATURE  
1 LINEA RACCOLTA FOGLIO + PIEGA  
1 LINEA BROSSURA  
1 IMBAVATRICE  
2 CUCITRICI FILO REFE (con telecamera)  
1 PLASTIFICATRICE 70x100  
1 PLATINA 70x100  
3 CILINDRO HEIDELBERG

