

Richner Lowers Waste and Saves Time with New I-TECH Register Control System

Richner Communications

In early 2009, Richner Communication, Inc. embarked on a project to reduce the waste on their press. Coming off a devastating fire a few years earlier, it was time to reinvest in their press equipment. The Richner team realized that they were not getting the best performance out of their DGM 430.

Lou Corradino, Operations Manager, said, "We love the DGM press. When we bought it, we were not in a position to



"The I-TECH system is beating our expectations. We have reduced our waste by over 20% going from 11% down to 9%"

-Lou Corradino
Operations Manager

add the additional auxiliaries like closed loop register control. But we knew that down the road we would make the upgrade investment. Almost from the time the press was turned on we realized we needed closed loop register."

The Richner team quickly discovered that the high cost of paper coupled with the addition of a new 4-high and not having register was hurting their business. Shortly after they purchased an additional 4-High from DGM, Richner started the search for a closed loop register system.

Lou Corradino commented. "There were several things that impressed us about the Imaging Technologies, inc. (I-TECH) solution. We loved their Nano marks and were thrilled that these almost invisible marks would not be noticed by our clients. We were also excited that the vectored patten would provide a more robust solution.

We also were impressed by the user friendliness of the I-TECH equipment and the 24/7 internet support. I-TECH's mantra of 'Better, Faster, Smarter, Lower Price Point' really resonated with us. In addition, the fact that they are a PAGE Preferred Supplier allowed us to get very attractive pricing allowing us to move forward.

In October of 2009 Richner ordered a closed loop register control system form Imaging Technologies, Inc.

Lou Corradino, recently stated, "The I-TECH system is beating our expectations. We have reduced our waste by over 20% going from 11% down to 9%. Our customers have noticed as well. They have indicated that our quality has improved. In fact, we have not had a single register complaint since we installed the system.

We were also extremely satisfied with, the 24/7 support offered. We did the installation ourselves but felt like they were standing behind us all the way. The I-TECH team did a fantastic job in supporting us.. Knowing they could be on-line with us viewing everything we could see locally made the transition to self support very seamless.

In the future we will continue to purchase from I-TECH and I would recommend the I-TECH solution to anyone.

Imaging Technologies, Inc. and the Killeen Daily Herald Join Forces on Closed Loop Register Control

Santa Clara, CA, May 3rd, 2010:

Imaging Technologies, Inc. (I-TECH, www.i-technologies-inc.com)

I-TECH and the Killeen Daily Herald (KDH) of Killeen, Texas have partnered on a closed loop register and cutoff control project. KDH is the longest, privately held, continually operating business in Killeen, Texas and produces multiple newspapers and commercial work for the region. This will be KDH's first foray into the world of high-tech web control. The project consists of 4, 4-color leads on a DGM 850 press. In addition to register control, I-TECH will supply KDH with cutoff control using the existing register marks and cameras. This system will be I-TECH's first project in Texas.

Mike Clift, Operations Director of the Killeen Daily Herald says, "I-TECH's very, very small mark pattern and impressive support capabilities made the difference in our choosing their system. Additionally, I-TECH's aggressive price and their motor protection guarantee were key to our comfort level. Indeed, our sister plant in Temple, TX purchased a closed loop register system a few years ago from a different vendor and while they have been satisfied with their choice, we decided to do additional research. We did

a head-to-head comparison on the technology and found the I-TECH product to be superior in every way." Mr. Clift went on to say, "At the conclusion of this register and cutoff project, our press will be fully automated since AVT-GMI ink control came with the press. We are looking forward to the synergistic, waste-reduction benefit you get when you combine all three systems."

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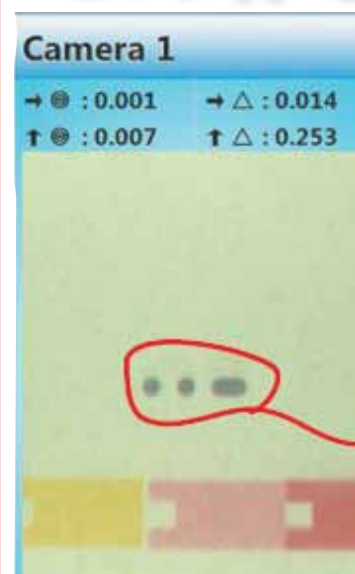
-Mike Clift

*Operations Director,
Killeen Daily Herald*

Bill Brandenburg, I-TECH's Senior Vice President of Sales and Marketing, says, "The KDH partnership allows us an opportunity to flex our technical muscle on a single wide, double around press... and to do this in a market space as vast as Texas. We are very excited to create customer delight by providing KDH with

a robust, state-of-the-art product which will help lower their waste and time all the while increasing throughput. Lastly, KDH is a PAGE Cooperative member and I-TECH is a preferred PAGE Cooperative Supplier. KDH took advantage of our special offering to have one demo site in each time zone. In addition to Richner Communications in Garden City, NY, we will now have a PAGE demo site in the Midwest. We are still looking for partners in the Mountain and Pacific time zones."

PLAY THE CUTOFF GAME!



Don Livelli Joins Imaging Technologies, Inc.



Don Livelli

Donald Livelli has joined Imaging Technologies, Inc. as an Installation Consultant in June of 2010. He comes to us with 36 years of experience. For the past 18 years, he worked for Graphics Microsystems (1990-2009), as a Sr. Field Service Technician/Technical support for all of their products. Prior to working for GMI, he was a sheetfed press operator for 17 years and worked in a pre-press house prior to that for 2 years.

In joining I-TECH, Don brings extensive experience in installations, training, and troubleshooting on closed loop color control, print register controls, ribbon controls, Cip3 ink presetting, and re-

mote inking systems.

Don outlined his reasons for joining the I-TECH team, "The I-TECH control system uses the most innovative technology, which makes this system better than their competitor's system. Furthermore, the I-TECH pricing and support models seem well lined up with the current state of the industry. In teaming up with I-TECH as their Field Service Manager/Tech Support person, I look forward to working with their existing customers and future customers."

Don will make a valuable addition to our team.

I-TECH existing customers speak out on I-TECH's performance.

VOX Printing

Vox is going strong with I-TECH after a year of continuous operation. In September of 2009 Vox Printing installed two, I-TECH register control systems and one, I-TECH cutoff control system. After almost a year of production we interviewed the press crews and here is what they said.

David Weingartner-Lead Pressman opened by saying, "We are very pleased with our decision to upgrade our register system on two of our presses with the I-TECH system. The presses are: 29" 8-color UV Muller Press and a Didde 5-color Press."

Kurtis Taggart-Didde Pressman indicated that, "The learning curve for the new systems was very small. The I-TECH support and training for their products is exceptional. I-TECH customer care per-

sonnel will be there for you if assistance is needed or if you have questions about their equipment."

Toni Peters-2nd Shift Lead Operator noted, "The I-TECH Nano targets are really small. They are 1/3 the size of our



previous system. They are almost invisible on the finished sheet. After the camera 'sees' the mark, it takes only a few impressions for the system to 'lock on' to the Nano targets. The I-TECH system will find the register targets and moves them into position within a few hundred sheets (It is not uncommon to see 50 sheets). In addition, the I-TECH register holds the image to a very tight tolerance. The whole

register package is very user friendly."

John Doti-Press Operator went on to say, "Just as a comparison, our previous system sometimes would take 2,000 to 3,000 sheets to find and lock on and then it would lose them again back and forth. It wasn't fun. You couldn't trust it to hold register."

Scott Ginn-Mueller Press Operator added, "I-TECH also replaced our sheeter cutoff control with a camera-based solution. The camera is capable of measuring marks other than black. This has helped us tremendously with certain customers with whom printing a black cutoff mark is forbidden."

David Weingartner closed the interview by summarizing the performance of I-TECH this way, "With what I-TECH brings to the table, it all has contributed to our setup time and waste being reduced dramatically."

TPC

Jack Waters speaks out about the I-TECH register control system after one year of performance.

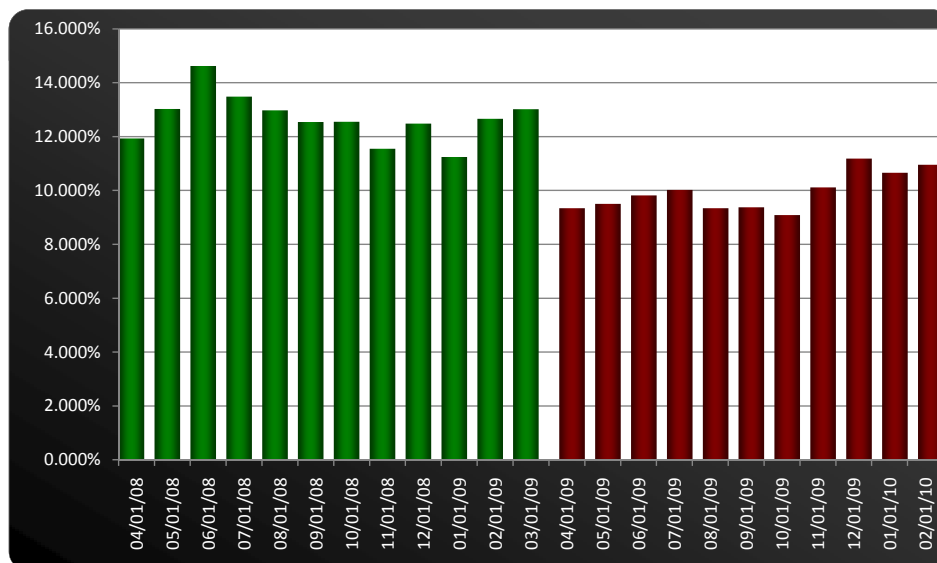
"Our decision to acquire the I-TECH register system has proven to be a good choice as we continue to see quality and waste reduction advantages from the system a year-and-a-half after installation. The straight-forward pc platforms and communications architecture have been performing very well. Our decision to acquire the I-TECH system was based in large part on its technological design which has since proven itself.

The I-TECH staff continues to show strong interest in supporting us, and helping us improve the system after the sale. We've never been concerned that the I-TECH technicians and ownership would underperform. The care and attention we received during implementation has continued without interruption.

Upgrades and enhancements to the system have been steady which demonstrates a clear direction on the part of I-TECH to make their product best-of-class. We're looking forward to continuing our relationship and to enjoy the benefits of quick, tight register."

Monthly Waste Summary - Daily Broadsheets

Month	Press Draw	Total Impressions	Total Impressions Less Draw	Waste Percentage of Draw	Before Itech Install	After Itech Install
04/01/08	3,228,358	3,613,630	385,272	11.934%	11.934%	
05/01/08	2,910,793	3,290,089	379,296	13.031%	13.031%	
06/01/08	2,537,255	2,908,416	371,161	14.628%	14.628%	
07/01/08	2,624,643	2,978,706	354,063	13.490%	13.490%	
08/01/08	2,997,278	3,386,204	388,926	12.976%	12.976%	
09/01/08	3,337,592	3,756,306	418,714	12.545%	12.545%	
10/01/08	3,466,617	3,901,980	435,363	12.559%	12.559%	
11/01/08	3,351,825	3,738,975	387,150	11.550%	11.550%	
12/01/08	2,951,633	3,320,120	368,487	12.484%	12.484%	
01/01/09	3,179,772	3,537,440	357,668	11.248%	11.248%	
02/01/09	2,899,235	3,266,418	367,183	12.665%	12.665%	
03/01/09	2,918,318	3,298,279	379,961	13.020%	13.020%	
04/01/09	3,136,576	3,429,689	293,113	9.345%		9.345%
05/01/09	2,783,004	3,047,673	264,669	9.510%		9.510%
06/01/09	2,495,349	2,740,470	245,121	9.823%		9.823%
07/01/09	2,549,827	2,805,511	255,684	10.028%		10.028%
08/01/09	2,641,927	2,888,800	246,873	9.344%		9.344%
09/01/09	2,921,600	3,195,582	273,982	9.378%		9.378%
10/01/09	3,071,910	3,351,275	279,365	9.094%		9.094%
11/01/09	2,935,545	3,232,472	296,927	10.115%		10.115%
12/01/09	2,706,938	3,009,830	302,892	11.189%		11.189%
01/01/10	2,674,528	2,959,650	285,122	10.661%		10.661%
02/01/10	2,536,852	2,814,938	278,086	10.962%		10.962%



I-TECH partners with Organizations and Individuals around the world

PB Services

Patric Börjesson, Owner of PB Services comes to I-TECH with a significant background in Sales and Installation of register control systems. PB Services specializes in presses in the converting and packaging Industries, including: Gravure, Flexo, and Offset.

PB Services also has expertise selling web-based video inspection systems as well as moving, rigging, and installing presses around the world.

We are excited to have PB Services as part of our team.



Patric Börjesson

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CFM

Colin Farrant is the owner and Managing Director of CFM of Newbury, England. Colin has worked in the flexible packaging market for 25 years as a machine manufacturer's agent as well as distributor for consumables to the printing industry.

Having sold flexographic and gravure printing presses for many years he has a wealth of experience to bring to his customer base.

CFM represents a number of different machine manufacturers including printing, coating and laminating, slitting and converting machinery. In the past CFM has sold anilox rolls, vision inspection systems and doctor blades.

Whilst CFM represents certain overseas manufacturers of printing and converting machinery, they are also asked to locate equipment that is not necessarily in their portfolio. The purpose of the company is to match the customer's requirements with the equipment and not to try to make the equipment fit the customer.

From this open minded philosophy, Colin has often found and supplied some of the industry's most successful machines or processes. Colin says: "This is the purpose of CFM. Purpose should not be confused with a 'result'. Of course

the company has to make a profit and pay its employees etc. but that is the 'result'. The purpose is to supply customers with what they need and want. The true purpose of CFM is to look at the products it supplies as a customer not a seller."

Asked why he wants to work with I-TECH he said: "When I met I-TECH I found a company who has a similar approach to ours. First I-TECH decided on what I define as their purpose – to create a product that was better, faster, smarter and at the lowest possible price point than anything currently on the market. Secondly they worked on how they could do that and then, and only then, they made the product.

By working in this order, I believe that I-TECH not only has a fantastic product but that they will continue to innovate and develop that product so that it is always delivering to that initial purpose – to be better, faster, smarter and at the lowest possible price.

Printing involves an enormous amount of skill as well as capital and consumable expense. To maximise a press and minimize waste, a key component is to get into register and stay in register faster and more consistently. If the customers believe that too, then they need to be talking to people who also believe

that...and with I-TECH's starting point of making a product that is better, faster, smarter and at the lowest possible price point than anything currently on the market...then that conversation should start as soon as possible."



Colin Farrant



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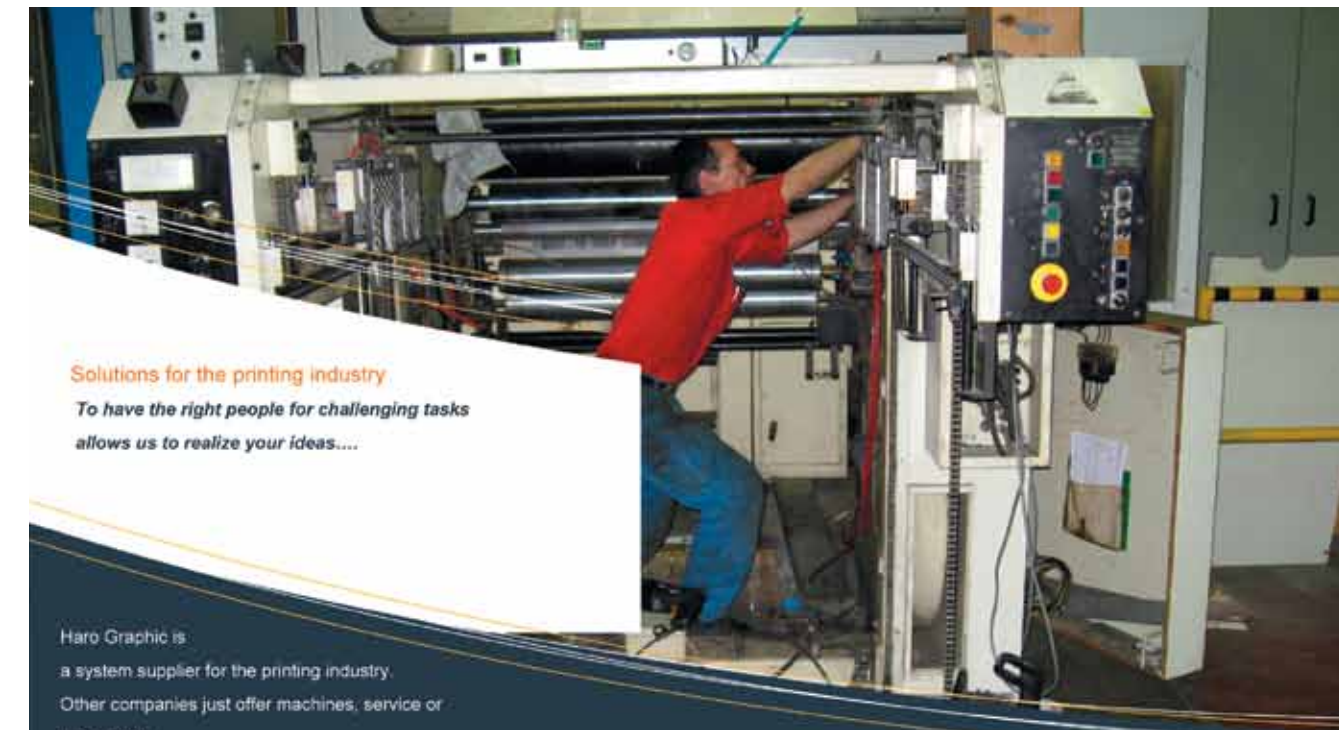
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HARO Graphic is a Germany-based web-offset specialist. The company acts as a competence-pool and offers turn-key support for investment planning. This includes maintenance services for all known makes (manroland, KBA, Goss) As repairing, moving, installing, commissioning and staff training as well as CAD-based building planning (energy-supplies, foundation etc..)

Furthermore HARO Graphic is a known and competent partner for 2nd hand web-offset machines and miscellaneous equipments. As a specialist for VITS Sheeters with 25 years of experience, HARO Graphic could offer the full range of services for these machines, from service

and spares to retrofitting and rebuilding of old sheeters and since 2008 own and competitive sheeters.

With our good expertise and close relationships to key-customers we want to establish the brand I-TECH for the long-term on the European web-offset market.



The HARO Team

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Closed Loop Register Control: A Hidden Profit Source?

Pii member Bill Brandenburg, of Paradigm Graphic Arts Consulting, says that with increased competition compounded by a difficult financial environment, many printers have redoubled their efforts to streamline their manufacturing efficiencies and reduce operating costs. This could be the right time to revisit the productivity of your existing production lines. Equipment that was "state of the art" not very long ago could well be causing a costly bottleneck in your workflow today.

The focus of this report is on the performance of just one part of your printing press systems: closed loop register control. Brandenburg's investigation of closed loop register control systems over several months in late 2007 showed there is a substantial amount of mediocrity in many printing industry operations today.

To help identify whether you have a register control problem that could be costing you money, ask yourself these questions:

1. On a press running over 1500fpm, do you achieve register in 500 impressions or less?
2. On a press running under 1500fpm, do you achieve register in 300 impressions or less?
3. Does your existing system easily read the yellow, special and/or spot marks?
4. Does your existing system use micro marks that your customers can't "see"?
5. Have you located your register system after the last print unit (on an unsupported web) for optimal efficiency?
6. Does your register system easily

handle set-up issues (high color count — more than 6 colors — phasing, auto transfer, job storage, etc.)?

7. Does your existing system bring you back to register tolerance in less than 125 impressions after a splice?
8. Does your system have a built-in air curtain for ink-mist-free operation?

13. Is your current system operator-friendly and maintenance-friendly?

If you responded "no" to any of these questions, you should take a closer look at the real-time performance of your register equipment. Should you find that a problem does exist, your next step will be to determine the lost opportunity cost — in other words, the cost of doing nothing.

Remember that not taking action in the face of a problem is, in actuality, taking action — but is it the right action?

Brandenburg welcomes questions about your closed loop system's performance. Contact him at 630-978-0188 or inkerbill@paradigm-graphicartsconsulting.com



9. Does your existing system have long lamp life?

10. Does your system allow for remote diagnostic support from the manufacturer?

11. Does your system have the ability to output spc (statistical process control) reports or self diagnostic reports?

12. Is your current system jdf enabled?

"This could be the right time to revisit the productivity of your existing production lines. Equipment that was "state of the art" not very long ago could well be causing a costly bottleneck in your workflow today."

-Bill Brandenburg
Pii Member

Reprint from PII article

**I-TECH announces a
20% per-motor price
reduction through the end
of 2010 on all their
motorization packages**

**Install Motors
today and
Upgrade
to Closed Loop
Register
Tomorrow!**

**Presses we can
motorize:**

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- **Community**
- **SCC**
- **Magnum**
- **Urbanite**
- **Double Wide**
and more
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- **V Series**
- **M100**
- **M110**
- **M130**
- **M1000**
and more
- **Tensor**
- **DGM**
- **430**
- **850**
and more
- **Ventura**

...and many more!

**Contact Imaging Technologies, Inc. at:
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Or call Bill Brandenburg at
(408) 905-4948**

"Better, Faster, Smarter, Lower Price Point"

I-TECH – on the forefront of pressroom automation



Paul Calinawan
President and CEO



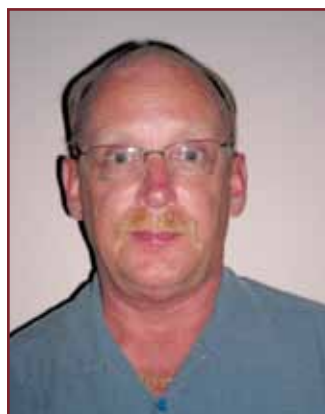
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