

News Release For immediate release

Polaris Trykk extends collaboration with EAE and QIPC

Oosterhout, January 2016 - The Norwegian-based printing group Polaris Trykk is set to intensify its collaboration with Engineering Automation Electronics (EAE) and Q.I. Press Controls (QIPC). The concern will not only be installing QIPC's mRC-3D and several system updates from EAE in its plant in Harstad, Polaris Trykk's existing system architecture is also being upgraded so that a new folder can be added to the current configuration. In addition, Polaris Trykk has also signed a five-year service contract with EAE.

Performance Package

The updates, including the mRC-3D and modernisation of the system configuration, form part of a Performance Package which will help ensure that the client is able to take full advantage of the partnership between EAE and QIPC. The Norwegian concern was eager to continue using EAE products on account of their ease of use, so decided to invest in an upgrade of the systems. "Our experience working with EAE's control systems has been positive", Åsmund Kildal, plant manager at Polaris Trykk in Harstad explains in justifying its decision for the Performance Package. This involves the update of EAE's NetPCs, the Info System, the Print System and the Control Consoles. *For Åsmund Kildal, a key factor in opting to intensify the partnership with EAE was the opinion of the operators. It was they who wanted to keep the EAE systems because of their ease of use.*



Fltr; Erwin van Rossem (Head of Sales QIPC, Asmund Kildal (Plant Manager, Polaris Trykk Harstad), Kjeld Haugesten (Grafi-TEC, agent QIPC/EAE), Steinar Bakken (CEO Polaris Trykk), Erik van Holten (Chairman QIPC)

"By replacing its ageing electronics, Polaris Trykk is now able to ensure maximum product reliability and production efficiencies", explains Erwin van Rossem, Head of Sales at QIPC. He was closely involved in bringing about the deal. "Due to EAE's close collaboration with QIPC, we are able to combine the convenience of a single supplier, a single project manager and a single contact person for any ongoing automation upgrades for their measurement and control technology."

This convenience was a major factor in Polaris Trykk's thinking. QIPC's mRC-3D is likewise part of this Performance Package. The mRC-3D will enable full automation of the cut-off register. Åsmund Kildal adds: "Thanks to the mRC-3D we expect to attain our quality standards more quickly and maintain these levels during production." More precisely, this means savings of at least 250 copies during the make-ready stage.

Contact:

Q.I. Press Controls - EAE
 Phone: +31 162 408 222
 Email: info@qipc.com
www.qipc.com - www.eae.com

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Service

In addition to the products already mentioned, Polaris Trykk has also signed a five-year service contract with EAE. This means that the company can fall back on round-the-clock support from EAE for the electronics on the printing press. Erwin van Rossem: "As such, EAE now becomes an important partner for Polaris Trykk in the long term."

As it happens, the partnership between Polaris Trykk and QIPC/EAE goes back a long way. In addition to its printing plant in Harstad, Polaris Trykk has also been using several QIPC systems in its plants in Alesund and Trondheim. In fact the Alesund plant was the first ever user of the IDS-3D, which serves to illustrate the trust the company vests in QIPC.

The long-term partnership helps boost the confidence that the Norwegians have placed in QIPC's ability to complete installation of the systems and other matters quickly and effectively. When tight deadlines in getting these systems up and running are involved, this is important. "For us however," explains Erwin van Rossem confidently, "the deadlines are well within our means".

About QIPC – EAE:

QIPC – EAE is the result of the acquisition of EAE by Q.I. Press Controls in 2014. Q.I. Press Controls, the number one supplier of innovative, high-quality optical measurement and control systems, joined forces with EAE, the leading supplier of control, automation and software solutions for the printing industry. Supported by a global service network, the QIPC – EAE joint-venture delivers total solutions for web offset presses in the printing industry. From prepress to mailroom, QIPC – EAE provides solutions that not only lead to production reliability, but to enhanced performance as well.

For more information, go to: www.qipc.com & www.eae.com

Contact:

Q.I. Press Controls - EAE

Phone: +31 162 408 222

Email: info@qipc.com

www.qipc.com - www.eae.com