

QIPC – EAE strong together at World Publishing Expo

Oosterhout, October 2015 – Where Q.I. Press Controls and EAE closed million deals last year in Amsterdam, the organisations gather success again this year in Hamburg. From 05 to October 07, the Hamburg Messe was the stage for the World Publishing Expo: the exhibition where the main suppliers of the printing industry present themselves. This year too, QIPC – EAE shared a stand where a white décor, white suits and new orders prevailed. The Board consisting of Menno Jansen (QIPC), Erik van Holten (QIPC – EAE) and Werner Ringel (EAE), looks back on three eventful days with satisfaction. Menno Jansen: *“We are certainly satisfied with the results and we can confidently prepare ourselves for DRUPA.”*



Part of the stand at WPE 2015

Networking and synergy

This year, for QIPC – EAE the exhibition was dedicated to networking and synergy. Many interested people visited the joint stand with a variety of questions where QIPC – EAE’s products could be of help. The result was three fully booked days for the present QIPC – EAE team. On Monday, QIPC – EAE held a gastronomic event at the historic

Rickmer Rickmers. On Tuesday, Eric Elyn, Director of Operations of Coldset Printing Partners, Belgium, held the presentation ‘Boosting Productivity’ in de Media Port of the fair. In this case study, Eric Elyn emphasized the benefits Q.I. Press Controls’ system brought at Coldset Printing Partners. Bernhard Schmiedeberg, Sales Manager EAE, said that the conversations held were in favour of the development of QIPC – EAE. He states: *“There was plenty of opportunity to talk to our customers and listen to them. The released information is very valuable for QIPC – EAE. In the upcoming period, we will work together with many different customers in order to optimise our products and services to them and perhaps to generalise to other customers.”*



Impression Rickmer Rickmers event

Event on the Rickmer Rickmers

The Rickmer Rickmers is a tall sailing ship with a rich history* and built in 1896. At this centrepiece in Hamburg, QIPC – EAE was allowed to hold a gastronomic event with a select group of customers. On Monday evening, the QIPC – EAE team left with this group towards the ship, where a delicious dinner and an evening of entertainment were waiting. On board ruled a relaxed atmosphere where guests came in contact with each other to exchange knowledge and experience. On the same evening, Krause Biagosch had also invited its customers to dine together on the Rickmer Rickmers.

After dinner, the guests came together in one deck with the guests of QIPC – EAE. The atmosphere hit over to a cocktail atmosphere. The positive feedback from guests shows that this was a successful evening.

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News Release For immediate release

Important orders

QIPC – EAE has concluded the World Publishing Expo with a well-filled order book. Below are highlighted two important orders:

- Funke Zeitungsdruckereien, Germany

Funke is one of the largest media groups in Germany with printing facilities in Hagen, Essen, Braunschweig and Erfurt. On October 5, Funke placed an order at QIPC – EAE for thirteen towers on the site Hagen. Q.I. Press Controls will deliver the IDS-3D colour register and control and the mRC-3D for cut-off and side-lay control. In addition, the IQM (Intelligent Quality Management) will be delivered what, in combination with EAE's VIP Link will provide the quality reporting for Funke. The reason the large media group has chosen for Q.I. Press Controls is the experience, the reference base and the confidence in the combination QIPC – EAE as a partner for this important project. The result Funke wants to achieve is to increase and guarantee the quality of its product and cost reduction through more efficiency in its printing process.



Filtr. Erik van Holten (Chairman QIPC – EAE), Klemens Berkoldt (Overall Manager Drukkerij Funke), Heinz Schwiager (Purchase Manager Funke) and Jaco Bleijenberg (Director Int. Sales & Marketing QIPC).

- OTM Avistrykeri Herning-Ikast, Denmark



Filtr. Jarl Söderqvist (Sales Manager Piculell & Söderqvist), Erwin van Rossem (Head of Sales QIPC), Frank Haberstroh (Production Manager OTM), Jack Rasmussen (Pre-press Manager OTM) and Claes Piculell (Managing Director Piculell & Söderqvist).

OTM Avistryk is a modern newspaper printing company that continuously adapts to the latest technology of the printing industry. For its printing center in Ikast, the organisation has placed an order on October 05 at QIPC – EAE. Q.I. Press Controls will equip the EAE controlled Goss Universal with an automatic cut-off registration system and will give the existing Q.I. Press Controls' hardware an update. The reason the modern printing company has chosen for Q.I. Press Controls is the already established relationship, experience and innovative equipment. The result OTM Avistryk wants to achieve with the system is the guarantee of high quality and a reduction in waste.

The World Publishing Expo 2015 was a success for QIPC – EAE. Menno Jansen emphasized that the success of this World Publishing Expo contributes to the motivation to stand at DRUPA in a few months full of energy. He concludes: *“The achieved success creates a positive attitude in our workplace. This setting is beneficial for DRUPA, where we will present our latest development.”*

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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

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