

Goss Receives Order for M130 Press Upgrade at Catamount Color

Improved product quality and cost savings expected from reduced waste, increased efficiency

DURHAM, N.H. November 15, 2017 – Goss has received an order for an M130 press upgrade at Catamount Color with the goal of improving efficiency, reducing waste and enhancing color consistency.

The upgrade on the M130 sixteen-page web press system will include an ink fountain upgrade which consists of the more responsive one-piece ink key motors and potentiometers which are less costly and easier to replace than previous generation ink keys.

Scott Derouin, Goss Sales Manager – Northeast, says, “The combination of the mechanical upgrade to the ink fountain and replacement of the ink fountain electrics provide Catamount Color the gateway for improved presets, and the use of the closed-loop color system will reduce make-ready time and waste, run waste, and produce a superior quality printed product over the length of run.”

“We anticipate significant cost savings in paper waste and time. The quality and consistency of our product will be better,” says John McGrath, CEO and owner of Catamount Color. “There will be more uptime due to new electronics and drives. We are also hoping we have covered ourselves from excessive downtime at the most inopportune time caused by obsolete parts.”

Goss was the clear choice of Catamount Color when considering the upgrade. “We’ve had a long-term relationship with Goss. They have experience with these types of upgrades and their professionalism and communication made us feel comfortable the job would be done right,” said McGrath. “Goss has been very responsive to our questions and needs and helped tailor the project to fit our budgetary needs as well as maximizing the efficiencies that we wanted to gain with the upgrade.”

“Our press has been kept in very good mechanical condition by our crews. We can be much more competitive by upgrading this current equipment, without taking on the large expense of buying new. The new ink fountains and keys are going to be a significant upgrade, along with adding closed loop color control.”

Catamount Color, formerly known as Offset House, produce brochures, catalogues, newspaper inserts, mailers, flyers, and signs from their 70,000-square-foot space in Essex, Vermont. What began as a small print shop in the early 1970's by John and Mary McGrath, Catamount Color has grown into an operation of 130 staff with customers around the country.

McGrath foresees an opportunity for growth in the printing industry over the next few years. “There will be fewer ‘off the shelf products’ and a larger need for packaging to move product directly to consumers,” he says. “Direct mail will increase because of an oversaturation in electronic advertising that makes navigating websites cumbersome and time consuming. Catalogs and other direct mail will give prospective buyers freedom from constant viewing of screens and having to be in front of one.”

(ENDS)

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