

Integration is everything

Third Party Retrofits from manroland web systems

manroland web systems expands its service portfolio to include competitor presses – with success. Today, the company can already boast two successful control upgrades for GOSS presses. Moreover, numerous printing companies with third party presses now profit from the integration of manroland web systems Inline Control Systems. Even press relocations with third party presses are now carried out seamlessly.

The manroland web systems third-party press service is part of the new service strategy. Service is becoming more and more important for printing companies. Whereas in the past, investments in new machines were common, printing houses have now become more hesitant. It has become hard to predict the market and additional challenges keep arising. In order to maintain the competitive edge despite all of this, a search has begun for solutions that offer more quality, flexibility and productivity, while also increasing the life cycle of the machine. This saves costs in two ways – on the one hand for investment and on the other hand for production. Now this is possible for all operators on the market – for manroland web systems customers as well as the ones using presses of other manufacturers. At the same time, manroland web systems not only offers a customer specific approach and advice, but also customized innovative solutions.

Perfect examples

The pilot customer for the integration of manroland web systems software in third-party machines is based in the USA: The PECOM-X control station system now replaces the old control stations of the GOSS Headliner offset press at Star Tribune.

The Bay Area News Group based in California, USA, part of Digital First Media, has also opted for an upgrade of the control system and electronics of a Colorliner press at its Concord production site, with the aim of improving its production flexibility and efficiency.

manroland web systems is further expanding the third-party press service and installed inline control systems on an Orient Express / The Printers House press at Lokmat in India. The control systems are available for presses of all designs on the market and can be integrated into any press.

In China, manroland web systems has by now also gained itself an excellent reputation with customers having competitor presses, through its strong presence and reliability and has also convinced them of its service performance capacity. As a result, technicians from the market organization have now received an order for

manroland web systems GmbH is the leading manufacturer of web-offset printing systems. The company provides integrated solutions for commercial web offset, newspaper and digital printing as well as flexible packaging printing. A worldwide sales and service network also markets ancillary printing equipment and pressroom products as well as software products and innovative workflow management systems.

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the relocation of a GOSS printing press at People's Daily. China's most influential daily newspaper decided to let the high-performing, Augsburg-based business partner handle the relocation of a GOSS Universal 75.

Caption

The manroland web systems third-party press service is part of the new service strategy.

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