

Delivering CtP Like No Other!

Printware

a division of Vanguard Graphics International



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A Note from Tim



Welcome to the very latest news from Printware and Vanguard Graphics International.

I've enjoyed hearing from many of you about how your 2008 has started and the latest happenings in the world of the printing industry, including changes to our CtP offerings and workflow solutions and how it might help your business. The best reason I can think of to investigate further comes from one of my favorite lines in a movie "Show me the money". We hope the articles on workflow for Allegra Print (see side note) paired with our Violet CtP solutions are all worth investigating how they can make your print operation even more competitive.

If you'd like to see what impact these could have on your bottom line, please feel free to contact me.

Let us show you how to

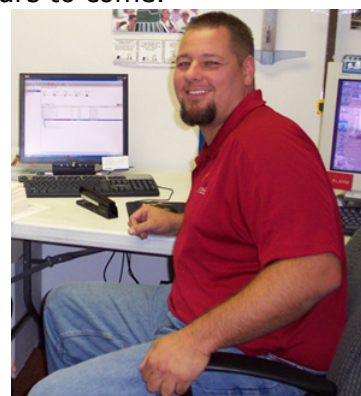
GPS As Seen In American Printer

Why Navigator GPS?

Navigator GPS is an efficient solution for printers who are looking for a dependable RIP combined with a new user interface and workflow features. Easy-to-use, powerful, responsive, and compatible with industry leading output devices, Navigator GPS also gives you the full backing and support of Xitron and Printware. We help you with solutions that are not only reliable, but can be a lasting foundation for years to come.

"Navigator GPS solved our proofing, trapping and workflow issues. Today we have full confidence in our proofs matching the press."

Steve Block, Production Manager
Allegra Print & Imaging, Portage, Michigan



[For More Details Click Here!](#)

Free Services

Vanguard Graphics International is committed to keeping your machines running at optimal performance. From mouse to output tray, we've got you covered! To ensure the most from your equipment make sure to take advantage of the services offered by VGI's divisions!



- ü [Plate Calibration Verification](#)
- ü [Imposition Software](#)
- ü [Remote Platesetter Diagnostics](#)
- ü [Trapping Software](#)
- ü [Technical Platesetter Troubleshooting](#)
- ü [Advanced Workflow Tools](#)

make 2008 your best year yet!

Email Tim Murphy
651-456-1404

Industry News

xpedx Offers First Look at New Demo Center for Ryobi Presses

by: Patrick Henry
www.whattheythink.com

At its headquarters in Lenexa, a suburb of Kansas City, xpedx Printing Technologies formally opened a 20,000-sq.-ft. wing for Ryobi equipment on Oct. 22. Members of the graphic arts trade media were given an advance tour of the facility on Oct. 1. The center, which will house a rotating assortment of Ryobi presses, also will provide training in value-adding printing techniques, production standards such as GRACoL G7, and environmental responsibility.

Visitors also will be invited to participate in an ongoing "Ryobi print test challenge" by bringing tough-to-run files for output on presses installed at the center. In this way, xpedx hopes to showcase the ability of Ryobi equipment to print fine screens and heavy solids on thick and otherwise



Mark Your Calendars! 2008 Advanced Technical Training Schedule

Platestream 34/46	February 25-27
Platestream SC	March 26-28
Platestream 34/46	April 21-23
Platestream SC	May 19-21
Platestream 34/46	June 16-18

Our exclusive technical training program is the best way for your operators and maintenance people to learn to service and support the PlateStream. The course is three days of intensive hands-on training. Your machines will run better and you'll be better prepared for emergencies.

For More information Contact Candy:



Industry Headlines

[Watch the Video! The Future of Small Format Presses](#)

[Presstek Posts wider Q3 Losses](#)

[PrintFest and DMASC Partner at PrintFest 2008](#)

Money Making Update

It's Time to Make Some Real Money!

By: Bob Rosen
www.whattheythink.com

January 18, 2008 -- Until recently, most printing companies have been perfectly happy to earn a modest profit. They seemed happy to just get by, and weren't concerned with earning a financial return on their growing investment.

Not so long ago it was easy to stay in the graphic arts game, but it's become much more expensive to keep playing. Merely getting by just won't do anymore. You need to invest in new capabilities while also making expensive updates to your existing equipment. The stakes have been raised, and printers have to become truly profitable just to stay in the game.

The good old days aren't coming back. There are relentless forces at work on our industry that will continue to make things more difficult.

After working with hundreds of graphic arts companies, I can report some very good news: the profit-leaders don't have any secret weapons - no mysterious specialties or technological secrets. They're just relentless in their focus on a few key things and they never lose that focus - at least not for very long.

First, their capacity utilization is routinely higher than the other firms. They understand that printing economics are manufacturing economics, so they aim to keep their plants busy.

challenging substrates.

Ryobi, a diversified Japanese manufacturing company that built its first branded offset press in 1961, now offers two-, four- and six-up platforms that xpedx Printing Technologies sends to market through a network of 50 dealers nationwide. An eight-up addition to the Ryobi family, the 920 series, was announced at Graph Expo.

More than 17,000 Ryobi presses have been installed in the U.S. over the last 30 years. Today Ryobi presses are the centerpieces of xpedx's graphics portfolio, which also includes digital workflows and a broad assortment of hardware, software, and consumable products for graphic imaging and offset printing.

During the Oct. 1 media tour, Tim Kirby, Darren George, and other xpedx Printing Technologies personnel pointed out numerous features of Ryobi presses that they said were equal in sophistication to press technologies from any other manufacturer. They also noted that Ryobi is unique in offering "flagship" and "economy" models in each of its press line-versions sharing the same basic design and construction but with

They're working relentlessly every day to make sure they have enough work, because they know that they can't make money if they're not busy almost all the time.

They know that a few problem sales months will kill a whole year, so they really manage their sales to avoid those killer months. They also know that there's simply not enough high-priced work to fill up their plants, so they make pricing decisions by paying careful attention to quoting activity and plant load.

They know that small differences in productivity make a big difference in profits. So they really manage their manufacturing, setting serious performance goals and following up to ensure the goals are met.

They're smarter, more creative, more responsive, more reliable and they're easier to do business with. They make their clients feel that it's smart to do business with them.

Because customers continue to demand more and more, the top-performing CEOs are making sure their companies are competitive - not just by aggressive pricing. They make their companies as responsive and nimble as they can be - becoming easy to do business with, working to cut turnaround times and finding new ways to say "yes," while adding new services in response to customer needs.

Above all, they have a sense of urgency about making small improvements throughout their companies, because they know they have to earn real money in order to stay in the game.

Breaking News

Printware to Exhibit at Printfest 2008!

PrintFest is the international conference and expo for traditional and digital printing where you can discover new ways to maximize profits in existing and new service areas including variable data printing, mailing and fulfillment, wide format printing, label and package printing, MIS/CIM and much more.



PrintFest 2008 will be held in its new home at the Anaheim Convention Center March 27-29th. At PrintFest 2008, you will be able to learn what products and services are in demand right now and explore new growth areas that will help you transition to a more profitable future.

Now in its third year, PrintFest expects to attract 2,500 to 3,000 attendees with 250 to 260 booths with the 2008 show - an increase of almost 40 percent over the 2007 show.

Attendees will be able to register online for PrintFest 2008 by