





## Agenda - Friday

- Company overview – vision for the new organization
- Focus on providing aftermarket solutions for both legacy businesses
- Equipment portfolio
- Aftermarket focus
- Recent acquisitions
  - Harland Simon / Prima Controls Group
  - GWS
- Parts
- PrintCom
- Mailroom – Loudon Machine



**2019 METRO PRODUCTION CONFERENCE**  
May 30~June 2 • Saddlebrook Conference Center, Wesley Chapel, FL





# Company Introduction: Overview



## The Merger: Our New Company

Information about the new company, manroland Goss web systems, our mission, where the centers of competence will be for the future, and what our outlook for the future will be



## Our Global Presence

Meet Possehl Group and American Industrial Partners, shareholders of manroland Goss web systems, and hear about their history of success



## Our Market outlook

Find out more about the market outlook for manroland Goss web systems, and how we are designing the company for our customers' needs



## Our Synergies & Strengths

What our stakeholders can expect from web-fed printing industry leaders: Strong benefits for the global printing community





## Mission & Vision of manroland Goss web systems

Strong statements are the foundation for all manroland Goss web systems activities, and direct the behaviors of our organization.

### Mission

By combining the strengths and opportunities of two leading web offset OEM's, we offer the broadest product and service portfolio available to customers globally, with a lower cost structure focused on lean operating principles.

### Vision

We aspire to be an exceptional partner to the print industry, delivering strong value to our stakeholders, built on our ability to serve global print markets with innovative and value adding products and services.



# Centers of Competence

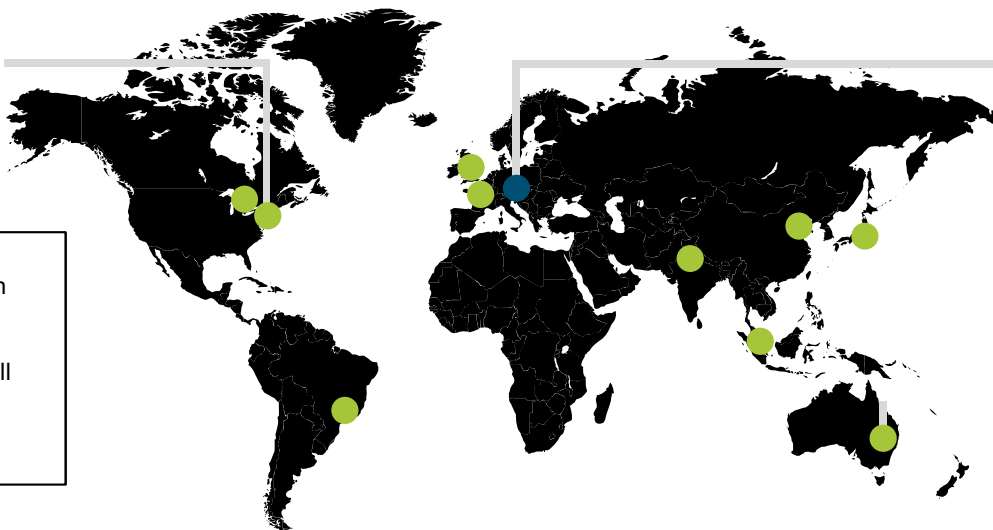


**Americas Headquarters:**  
Durham, New Hampshire

**Global Headquarters:**  
Augsburg, Germany

manroland Goss web systems operates with a staff of more than 1000 employees worldwide.

manroland Goss web systems will continue to be represented by a large network of Sales & Service Partners throughout the globe.



● Global Headquarters  
● Global Market Organizations

## manroland Goss web systems Global Market Organizations



Germany



United States



Canada



Australia



France



United Kingdom



China



Brazil



Japan



Singapore



India

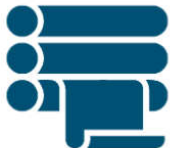


# Market Outlook

What does the future hold for manroland Goss web systems and its stakeholders? Where do we see our opportunities?

## System Solutions

Highly automated press and post-press equipment supported by certified pre-owned solutions as well as press relocations



## Parts Solutions

Highly efficient, readily available, and price-competitive parts for the print industry



## Engineered Solutions

Throughout the portfolio this segment provides mechanical, automation, and closed-loop solutions for all types of presses



## Service Solutions

Providing excellent services, tele-support, and service agreements on a 24/365 basis





# Joint Excellence in Web-Fed Printing



What our stakeholders can expect from web-fed printing industry leaders:  
Strong benefits for the global printing community

- Increase in global presence
- Increase in customer-focused services
- Bundled complementary competencies
- Widest range of products in web presses
- Global comprehensive customer support
- Joint use of broad patent portfolio for creative innovations
- Global realization of synergies in Sales & Service
- Benefits-oriented solutions for large joint installed base
- Use of international hubs for global market development
- Stable financial profile and conservatively capitalized
- Developments in packaging, automation, process digitization, and e-commerce
- Creation of “competence clusters” consolidating manufacturing, development & R&D regionally



## Culture change – internal and external

Ultimately a culture change is required to drive our strategy of positioning MGWS as the solution provider for aftermarket support solutions **and** new equipment ...

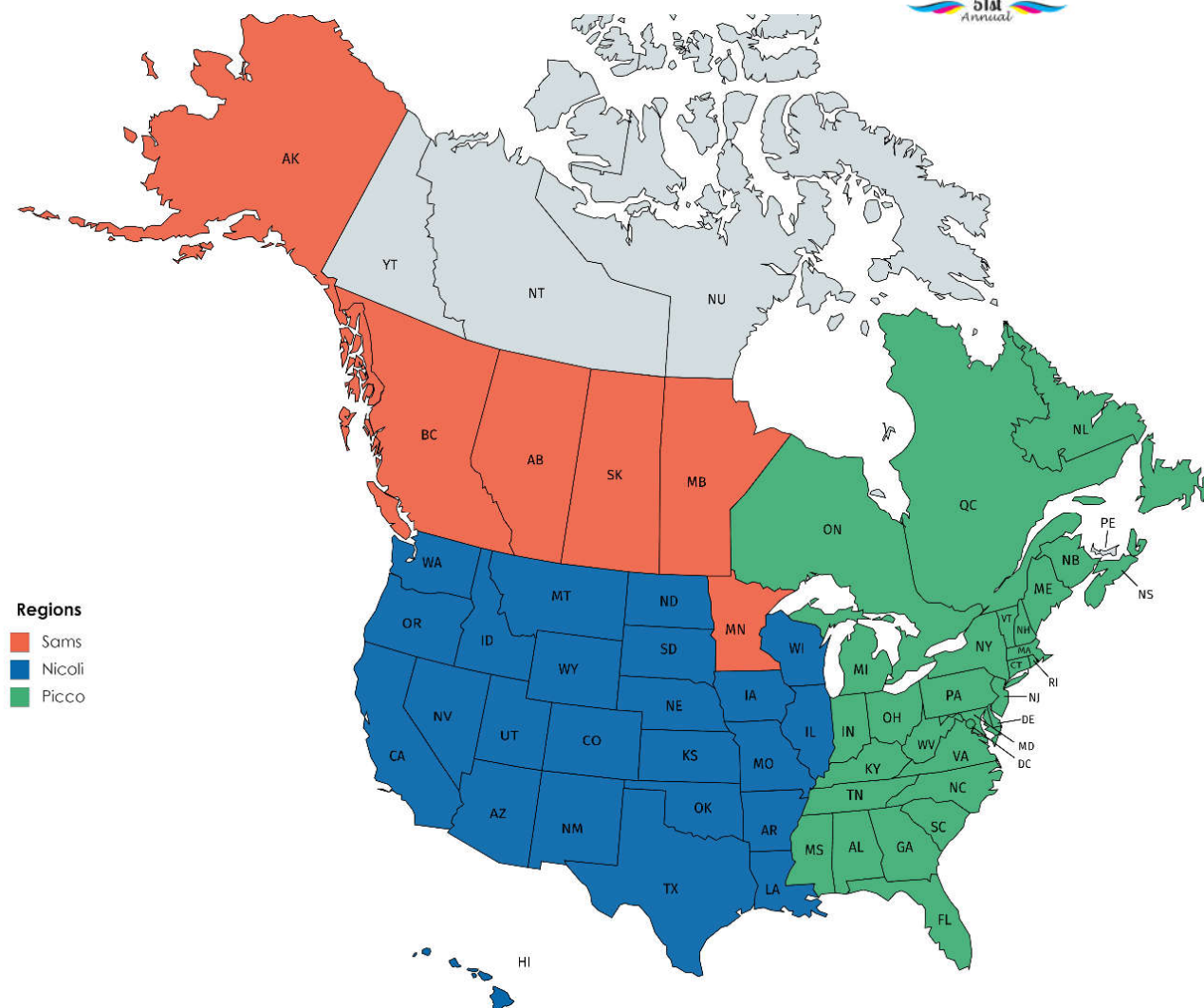
- Print industry still identifies our brand(s) with new equipment solutions – need to change that
- Sales / service team sometimes behaves like new equipment solution provider – ***we are definitely changing that***
- Our behavior will ultimately change your perception





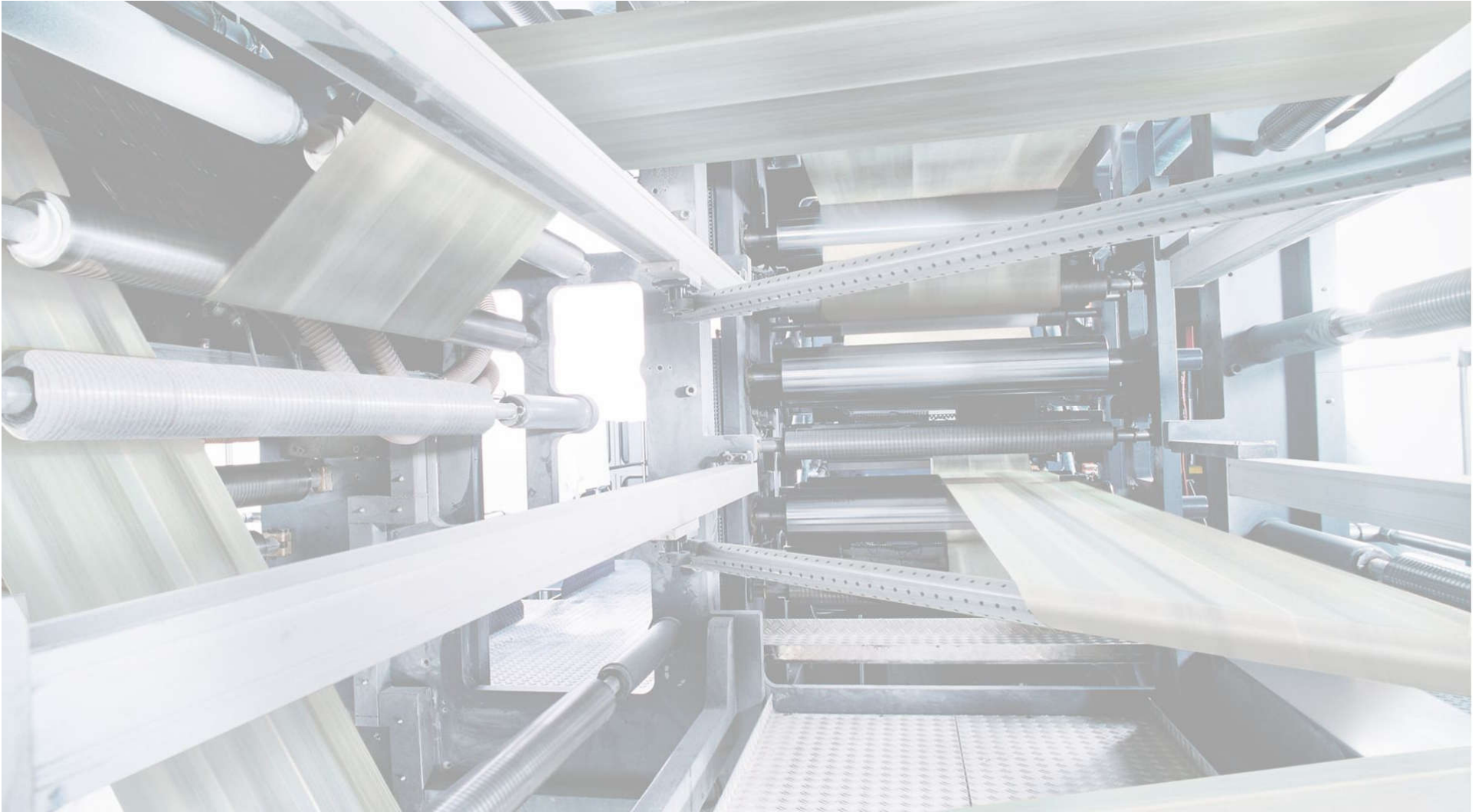
## Newspaper Regional Accounts

- John Nicoli: Western Region
- Dan Picco: Eastern Region
- Ron Sams: Western Canada, MN, and AK





# Service & Parts Directory: North America





# Management Team



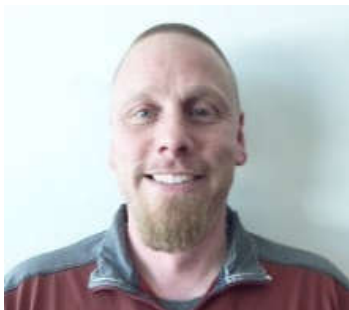
Glen Bickford  
Service Manager



[glen.bickford@manrolandgoss.com](mailto:glen.bickford@manrolandgoss.com)



Robert Theriault  
Manager, Print  
Performance



[robert.theriault@manrolandgoss.com](mailto:robert.theriault@manrolandgoss.com)



Brad Meyerriecks  
Manager, Electrical  
Field Service



[brad.meyerriecks@manrolandgoss.com](mailto:brad.meyerriecks@manrolandgoss.com)



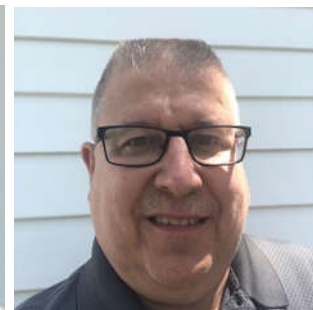
Janet Smith  
Parts Manager



[janet.smith@manrolandgoss.com](mailto:janet.smith@manrolandgoss.com)



Jim Ozanic  
Parts Manager



[james.ozanic@manrolandgoss.com](mailto:james.ozanic@manrolandgoss.com)





# Mechanical Field Service Team



**Bill Aubin**

Sr Field Erector



**Steve Hampton**

Sr Field Erector



**Mark Handy**

Sr Mechanical Field Specialist



**Phillipe Lebette**

Sr Mechanical Field Specialist



**William Medlin**

Sr Mechanical Field Specialist



**Fred Salisbury**

Sr Mechanical Field Specialist



**Charlie Steadman**

Sr Field Erector



**Marc Plante**

Field Erector



**Eric Raymond**

Field Erector



**Gary Johns**

Logistics Coordinator



**Joe Russell**

Project Manager



**John Christ**

Sr Field Erector



**Holger Sommerfeld**

Sr Field Erector



**Stephan Henze**

Sr Field Erector



**Rick Jacques**

Tool Room Coordinator





# Print Performance Team



**Victor Broas**

Sr Field Service  
Demonstrator



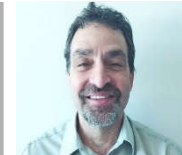
**Jeff  
Rasmusen**

Sr Field Service  
Demonstrator



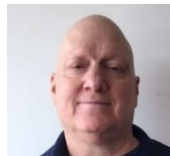
**Joe Moretti**

Sr Electrical  
Instructor



**Ed Lord**

Warranty  
Coordinator



**Steffen Beck**

Sr Field Service  
Demonstrator



**Marc  
Carvalho**

Tech Support  
Specialist



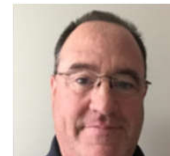
**Ivan Oulette**

Tech Support  
Specialist



**Chad  
Connell**

printcom Product  
Specialist



**Chris  
Brunelle**

Tech Support  
Specialist



**Basil Adams**

Tech Support  
Specialist



**Jason  
Warren**

Tech Support  
Specialist



**Ituriel  
Covarrubias**

Sr Field Service  
Demonstrator





# Electrical Field Service Team



**Tim Allen  
(William)**  
Sr Electrical Field  
Specialist



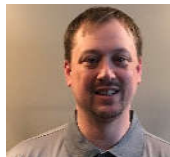
**Tim Blatz**  
Sr Electrical Field  
Specialist



**Richard Carr**  
Sr Electrical Field  
Engineer



**Trever  
Gutzman**  
Sr Electrical Field  
Engineer



**Mark  
Hornsby**  
Sr Electrical Field  
Engineer



**Joe Buzzell**  
Sr Electrical Field  
Engineer



**Robert  
Wernhard**  
Sr Engineer



**Serif Azizi**  
Master PECOM  
Technician





## Parts Team



**John  
Norman**

Service Group Parts  
Leader



**Patricia  
Eldridge**

Parts  
Representative



**Carlos  
Monzon**

Parts  
Representative



**Larissa  
Pena**

Parts  
Representative



**Joanna  
Westphal**

Parts  
Representative





## MGWS - Contact information



**manroland | GOSS**

24-7 Service & Parts Line

**1-800-323-1200**

Toll Number: +1 (603) 750-6900

TeleSupport Center (TSC): 1-866-286-9497









To order parts: [parts@manrolandgoss.com](mailto:parts@manrolandgoss.com)

[www.manrolandgoss.com](http://www.manrolandgoss.com)



# ManrolandGoss Newspaper Equipment Portfolio



	Community SSC	Magnum 4	Magnum Compact	CROMOMAN	CROMOMAN 4-1	UNISSET	GEOMAN e:line	COLORMAN e:line
								
Cylinder system	2 x 1	2 x 1 3 x 1	2 x 1	2 x 1 3 x 1	4 x 1	2 x 2 2 x 3	4 x 2	4 x 1 4 x 2 6 x 2
Broadsheet pages per web	4	4 12	4	4	8	8 12	16	8 16 24
Cut-off range [mm]	546 - 578	533 - 578	533 - 630	533.5 - 630	533.5 - 630	450 - 630	450 - 578	433.5 - 598 450 - 598 450 - 578
Web width max. [mm]	889	1 016	889 (1016)	965 1 280	1 400	965 1 280	1400	1 700 1 700 1 900
Max. speed (cph straight)	35 000	45 000	50 000	75 000	75 000	80 000	96 000	110 000
Highlights and features	<ul style="list-style-type: none"> <li>• Newspaper and semi-commercial applications</li> <li>• Heatset, coldset or UV printing capabilities</li> <li>• Remote ink fountain and running register control available</li> <li>• Slot lock-up plate cylinders</li> <li>• Best for low/medium pagination and circulation</li> <li>• More than 40,000 units sold</li> </ul>	<ul style="list-style-type: none"> <li>• Evolution of the market-leading Goss Community SSC press series</li> <li>• Newspaper and semi-commercial applications</li> <li>• Heatset, coldset or UV printing capabilities</li> </ul>	<ul style="list-style-type: none"> <li>• New, short-run, multi-product business models</li> <li>• Extremely fast change-overs, maximum versatility</li> <li>• Single-level, 4 high compact design</li> <li>• Autoplate* fully automatic plate changing</li> <li>• Available in heatset or coldset configurations</li> </ul>	<ul style="list-style-type: none"> <li>• High flexibility for production and printed products</li> <li>• High productivity</li> <li>• Innovative folding systems</li> <li>• Variable web widths</li> </ul>	<ul style="list-style-type: none"> <li>• Minimum space requirements</li> <li>• Low energy consumption</li> <li>• Safeguard against power failure</li> <li>• Designed for inexpensive consumables</li> <li>• Fast, inexpensive installation</li> </ul>	<ul style="list-style-type: none"> <li>• High productivity</li> <li>• High flexibility for production and printed products</li> <li>• Flexible folding systems</li> <li>• Variable web widths</li> <li>• Largest share of the heatset/coldset hybrid press market</li> </ul>	<ul style="list-style-type: none"> <li>• High productivity</li> <li>• Highest degree of automation</li> <li>• Extremely short changeover times</li> <li>• High print quality</li> <li>• APL/PPL</li> </ul>	<ul style="list-style-type: none"> <li>• Highest productivity</li> <li>• Highest degree of automation</li> <li>• Extremely short changeover times</li> <li>• Highest print quality</li> <li>• Plate change automation APL/PPL</li> </ul>



# The GWS Group



## GWS Printing Systems

- Sales and marketing
- Press valuations
- Project management & engineering
- Turnkey projects
- Press rebuilding & upgrading
- Solutions



## Machinery Care

- Press & equipment removal
- Provision technical labour
- Worldwide service & maintenance
- Dry ice cleaning
- General cleaning
- Equipment reconditioning



## GWS Services

- 24/7 service and maintenance (Benelux)
- Contract maintenance
- On demand service



## GWS Parts & Supplies

- Online webshop for spare parts
- Online webshop for supplies



## GWS Solutions



- Web tension controls



# GWS SERVICES



## Service & Maintenance

Our team of Service & Maintenance engineers is specialized in a wide variety of presses, irrespective of brand or model. With 24/7 telephonic support, fast response times and a guaranteed availability of qualified engineers, we can help you minimize downtime and keep your production systems in prime condition.

Our expertise range from:

- ❖ Relocations
- ❖ Engineering
- ❖ Reconditioning
- ❖ Removals
- ❖ Joint service-maintenance ventures
- ❖ Staffing solutions







## Prima Controls Group – Specialists in Retrofits

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In late 1990s Harland Simon was fighting in a very competitive market for controls upgrades

- ❑ Existing control suppliers winning projects especially with KBA and MAN
- ❑ Press manufacturers starting to produce on-unit controls

Decided on the following two strategies...

- ❑ Flexibility of front end desks and management systems
  - ❑ Modular PC based system called PRESSNET allowed communication to multiple press vendors and auxiliary systems
- ❑ Standard hardware for PLC and drives
  - ❑ Shift focus from hardware developer to solutions provider





## Prima Controls Group – Specialists in Retrofits

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Initially:

- ❑ Used Siemens as Rockwell was seen as competitor
- ❑ Used B&R on some projects to work with Goss

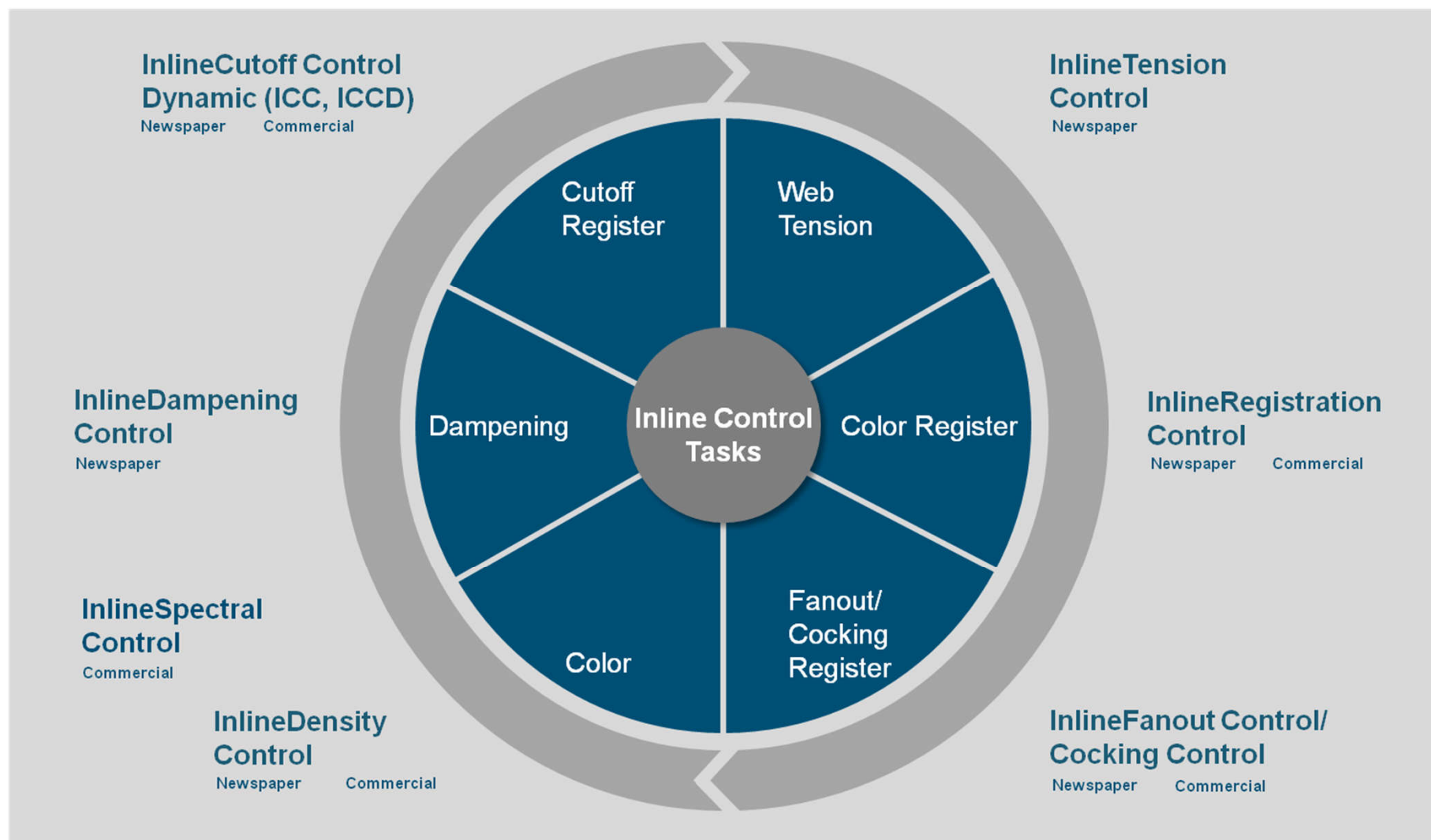
As US market developed started focusing on Allen Bradley as de-facto standard in US







## Continuous Investment and Broad Range of Products





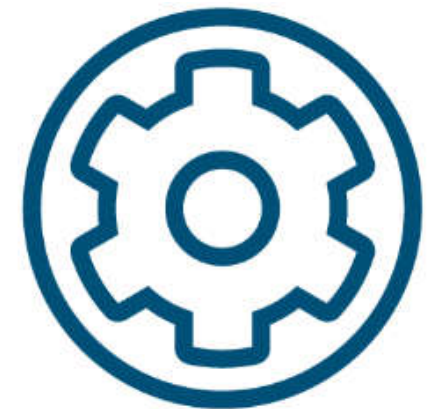
## Parts Solutions



## Parts Solutions

Demanding production plans require flexible spare and wear parts management with short response times. Genuine parts from manroland Goss web systems, whether for planned maintenance or emergencies, offer a real competitive edge.

Quality-tested spare and wear parts as well as authorized consumables are readily available with manroland Goss' worldwide network of parts providers and regional parts distribution centers. Ordering parts from the price-competitive and comprehensive portfolio offered by manroland Goss web systems ensures lasting premium printing quality as well as the maximizing uptime and productivity of the printing press.

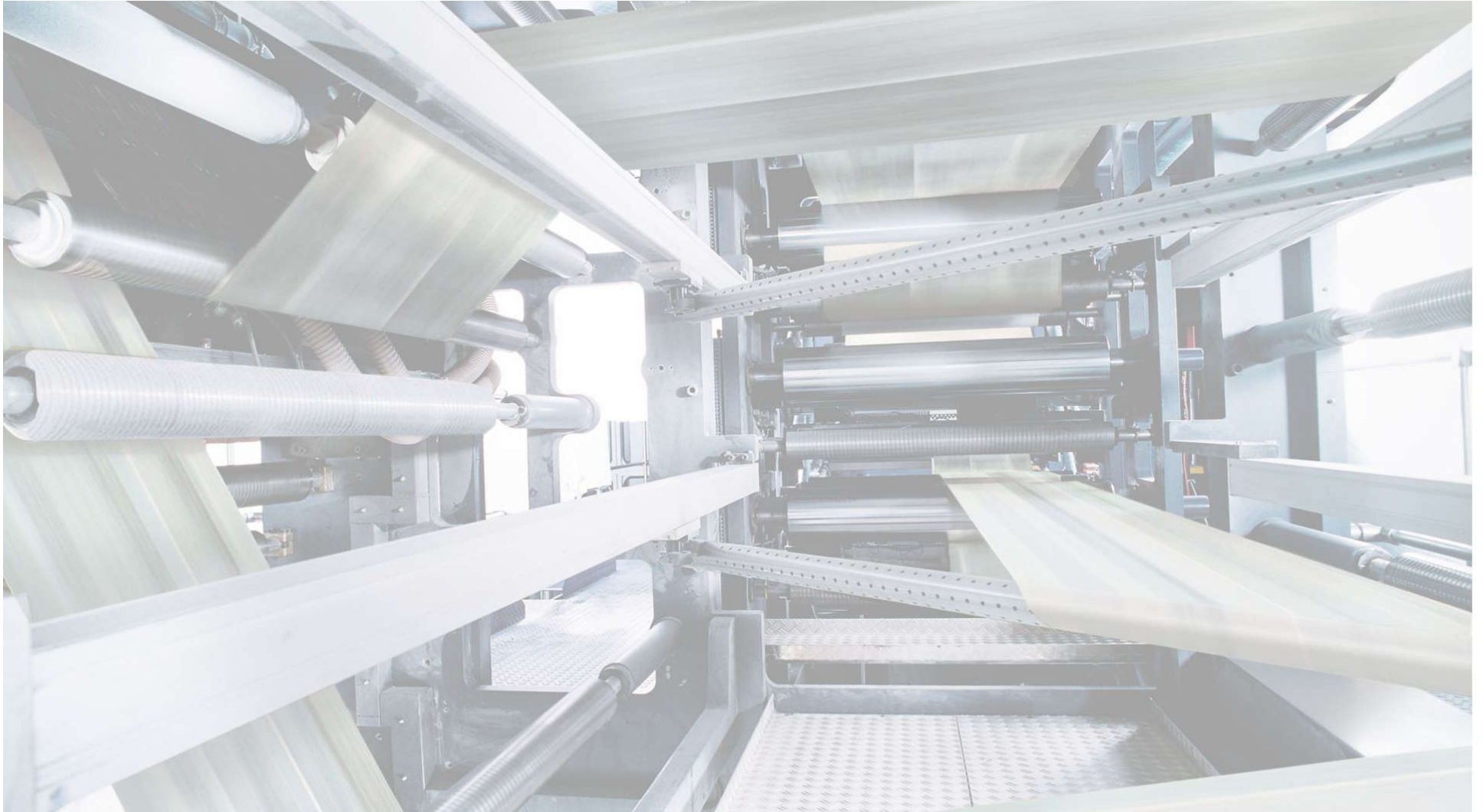


To reach your contact from the manroland Goss worldwide parts network, please click on your country on the map.

[Find your local distributor](#)



# Parts Update



Manroland Goss Update | Ron Sams

25 | March 2019 | © manroland Goss web systems

**manroland** | **GOSS**



## Parts Team



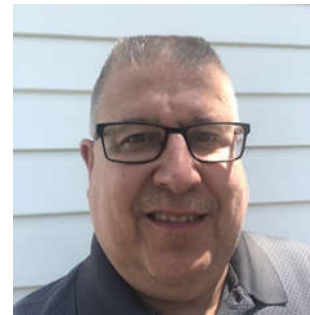
**24/7 Parts Line: 1-800-323-1200**  
**parts@manrolandgoss.com**

**Janet Smith**  
Director, Customer  
Parts



(603) 750-6817  
janet.smith@manrolandgoss.com

**Jim Ozanic**  
Parts Manager

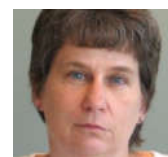


(630) 321-3484  
james.ozanic@manrolandgoss.com

**John  
Norman**  
Service Group Parts  
Leader



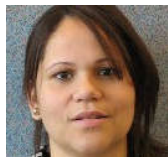
**Patricia  
Eldridge**  
Parts  
Representative



**Carlos  
Monzon**  
Parts  
Representative



**Larissa  
Pena**  
Parts  
Representative



**Joanna  
Westphal**  
Parts  
Representative





## Parts Stocking & Inventory

- New part stocking inventory levels in the Germany & NA to improve delivery times and reduce equipment down times.
- Inventory
  - Germany Inventory 60,500 SKU
  - NA Inventory 43,380 SKU
- Stocking Philosophy for NA
  - Four turns per year = stocked item
    - Parts in-stock with reorder point - 6/1/15 728 SKU's
    - Parts in-stock with reorder point - 6/1/16 985 SKU's
    - Parts in-stock with reorder point - 6/1/17 1039 SKU's
    - Parts in-stock with reorder point - 6/1/18 1056 SKU's
    - Parts in-stock with reorder point – 4/1/19 1102 SKU's
  - Current Stocking inventory
    - Moving 35%
    - Non-moving 65%



# Consumable Parts Pricing



Our Goal for Consumable Parts Prices: Match or beat competitors prices

- Consumable Parts
  - Annual forecasting partnership to receive volume discount
  - Distribute and invoice at specific intervals to meet customer requirements
    - Folder Pins
    - Knives
    - Cutting Rubbers
    - Other



# PrintCom



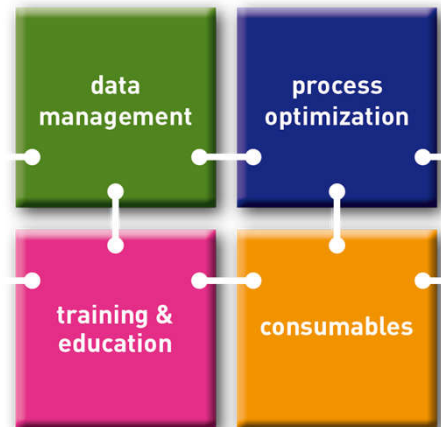
## data management

Measurability of equipment and process

## training & education

Staff is one of the most important factors of success

## print.competence



## process optimization

Interaction of equipment, organisation and people

## consumables

press & materials



## Mailroom solutions



**LM GOSS LOUDON, LLC**

HOME CUSTOM MANUFACTURING PRINTING INDUSTRY EMPLOY

# LOUDON MACHINE HAS THE TEAM & THE TALENT

Loudon Machine is a full service Machine Shop with an established reputation and 30 years of customer satisfaction.





Thank You!

[www.manrolandgoss.com](http://www.manrolandgoss.com)



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