

MAGAZINE GWS Web Guide

2017 Edition

Preventing plate cracking

Introducing the GWS Cylinder Doctor

Find your new press inside

Listings of available commercial, semi-commercial,
newspaper and book presses inside

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Editorial

We proudly present to you the GWS Web Guide 2017 edition in a brand new, fresh layout. As always it contains news, testimonials, interviews and lots of additional information about GWS, its customers and projects. Of course you will also find a selection of high quality used web offset presses selected with care by our team of specialists. Before you start reading we would like to direct a few words at you from GWS Management.

Over time we at GWS have learned how to adapt quickly to changing market circumstances. We feel that our ability to do so is part of our success. Even in times, or rather particularly in times, of a rapidly changing graphic industry, it is of key importance to rely on an experienced team and to follow the defined strategy at all times.

At GWS we believe this to be a never ending dynamic process. We will continue to be active as a supplier of high quality used web offset presses and turn-key projects as market leader in this segment. But at the same time we are widening our horizon and are looking for new opportunities as part of our strategy to further expand our position as a total solution provider.

As a prime example we would like to mention GWS's latest daughter company DOVAK Industrial Services. Since early 2016 DOVAK employs a team of specialists with a background at Goss in France. As 'Goss Authorised Service Partner', DOVAK now offers a full range of services to all Goss heatset press owners in the EMEAR area (Europe, Middle East, Africa, Russia). The range of services offered includes remote diagnostic support and 24/7 on-call service. For more information about DOVAK please read the interview with Rutger Jansen on page 14 and 15.

Another amazing 2016 performance was delivered by the GWS Parts team. Our team managed to grow turnover by over 40% compared to the previous year. A wonderful effort supporting our belief and intention to further expand this activity within the GWS Group. Not only has our GWS Parts site (www.graphicwebparts.com) welcomed an increased number of visitors, we have also grabbed the attention of the national and international trade press. More information on the Parts & Consumables Department can be found on page 25.



We got off to a busy start of 2017 with press installations in Portugal, Germany, the Dominican Republic and South Africa, whilst a Goss S2000 heatset press for an Algerian customer was cleaned in our factory in Waalwijk (see article in this edition on page 21). We are also proud to have been trusted with the marketing and sale of the MAN Colorman and MAN Cromoman from leading Dutch newspaper De Telegraaf.

In this edition, you will also find an interview with Mrs Ibrahim, the MD of renowned Egyptian book printer Nahdet Misr, explaining how she experienced working with GWS for more than 20 years. Last year we completed the installation of no less than three KBA heatset presses at their new facilities in the Cairo region. This project was a great example of the complex projects our team can handle.

Enough said, once more we wish to welcome you to this edition of our GWS Web Guide as we move into the second half of 2017 with confidence and pride. We look forward to serving you! ■

Walter Donkers
Managing Director

Eric van Kessel
Commercial Director



Goss M600-B24 - 16 pages heatset (AR11548)

Manufactured: 1997
Cut off: 578 mm
Cylinder cir.: 578 mm
Web width: 965 mm

As partner to the owner we can offer this versatile M600-B24 model press in 578 mm cut off.

Apart from the standard commercial folding possibilities a Goss JF50 folder has, this press is also fitted with a PFF 8-page module as well as inline finishing equipment.

The press is still installed and can be made available immediately.



Goss M600-C - 16 pages heatset (AR11512)

Manufactured: 2009
Cut off: 578 mm
Cylinder cir.: 578 mm
Web width: 965 mm

On behalf of the owner we are offering this 5-unit M600-C model 16-page press in 578mm cut off. The press is further equipped with Autoplate, Omnicon machine controls, automatic colour and cut off registers and a commercial folder.

The press is still installed and immediately available for sale.



KBA Compacta-215 - 16 pages heatset (AR11506)

Manufactured: 1999
Cut off: 578 mm
Cylinder cir.: 578 mm
Web width: 1.000 mm

As partner to the owners we are offer this Compacta 215 commercial press in 578 mm cut off. The press is well equipped with a folder capable of producing quarter fold, double parallel and delta fold and is further equipped with a cutting module installed on the folder for 8-page production.

The press is still installed and can be made available immediately.



KBA Compacta-318 - 24 pages heatset (AR11407)

Manufactured: 1998
 Cut off: 620 mm
 Cylinder cir.: 620 mm
 Web width: 1.450 mm

As exclusive partners to the owner we can offer this nice KBA C318 press of 1998, which was refurbished in 2010. It has a left-to-right web path and is equipped with (4) printing units, dryer with integrated afterburner and heat-exchanger, PressTech colour register, Grafikontrol cut off and a 2012 installed brand new Grafikontrol closed loop density control system.

The strong F5-620L folder with a mechanical speed of 70.000 cph completes this well maintained and very nice press. This press has its own chilling plant, plate bender, plate punch and blanket bender.

More information: <http://www.gws.nl/hs11407>



Heidelberg-Harris Sunday 4000 - 48 pages h'set (AR11543)

Manufactured: 2009
 Cut off: 620 mm
 Cylinder cir.: 1.240 mm
 Web width: 1.450 mm

On behalf of the owner we are offering this 48-page commercial press in 620 mm cut off. The press is equipped with (4) printing units, automatic registers and a full commercial high speed folder.

The press is still installed and is available immediately.



MAN Rotoman-55 - 16 pages heatset (AR11545)

Manufactured: 2000
 Cut off: 630 mm
 Cylinder cir.: 630 mm
 Web width: 965 mm

As partner to the owner we can offer this 5-unit Rotoman press that is very well equipped and in an excellent condition. This press can be offered with mailroom equipment and can currently still be seen in production.

The equipment can be made available for sale immediately

More information: <http://www.gws.nl/hs11545>



Listin Diario

to host 2017 ATDL conference

In late 2017 the sunny city of Santo Domingo will be the stage for the next edition of the Asociacion Tecnica De Diarios Latinamericanos (ATDL) conference. Newspaper printers from all over Latin America will travel to the capital of the Dominican Republic for their annual get-together, meeting up with colleagues and suppliers from the industry.

The ATDL meets up in a different location every year. The venue for the 2017 edition was announced at the 2016 conference, which was hosted by Peru's leading newspaper printer El Comercio. They showcased the 12-tower Manroland Uniset press that they recently purchased from GWS Printing Systems. GWS was of course also present at the conference, not only as supplier and speaker but also as proud gold sponsor of the ATDL.

Over the last decades a good number of leading daily newspapers in South America have partnered up with GWS, purchasing both printing presses and auxiliary equipment from the Dutch company. Amongst them renowned newspaper printers such as Excelsior of Mexico, Copesa in Chile, El Pais in Uruguay, Vanguardia Liberal in Colombia and Listin Diario in the Dominican Republic. The ATDL has therefore welcomed GWS to the ATDL conference with open arms, offering a gold sponsorship opportunity for the 2016 event.

During the last conference GWS's area sales executive Jordi Segura took to the stage. His presentation about the GWS philosophy and strategies was well received and drew some interesting questions from the crowd.

Ignacio Prado, Technical Director of El Comercio Peru, did a presentation on the Uniset press that they purchased from GWS, describing the project as 'a success story'. He was very pleased about how promises were kept and milestones reached as planned. The installation, commissioning and start up of production of both the press and mailroom system went smoothly and according to schedule. According to Prado used equipment can be an excellent alternative to new.

GWS is thrilled that the 2017 conference will be held in Santo Domingo. Be it coincidence or not, GWS is currently installing an KBA Comet press at the printing facilities of this year's host: Listin Diario. By the time of the ATDL conference the press will be in full production, allowing the participants to see another GWS project in action.

See you in Santo Domingo! ■

About the ATDL

In the huge Central and South American markets for newspapers, 41 of the most important newspaper printers together form the Asociación Técnica de Diarios Latinoamericanos (ATDL). This Latin American Technical Newspaper Association was founded back in 1983, aiming to promote continuous technological improvement amongst its members.



Picture by Dianne Rosete / Flickr





**Egyptian
publishing house
Nahdet Misr
adds three
KBA presses**

Egyptian publishing group Nahdet Misr bought three large web offset presses from GWS over the past year. GWS had the opportunity to speak with the group's CEO Mrs Dalia Ibrahim, who talks about the history of the company, the reasons for investing in new equipment, the choice for GWS and her ideas about the future of the printing industry.

Q. Can you give us a bit of background about the history of the company and the type of products you print?

A. Nahdet Misr for Publishing, Printing & Distribution was established in 1938. The original, modest print house has since evolved into a leading publishing house, owning one of the largest and most advanced printing facilities in the Middle East.

The group now consists of five different companies, offering a wide range of quality services in the form of educational and

cultural products, in both print and digital form. This printing division produces educational text books for the Egyptian Ministry of Education, in addition to supplementary educational books K-12.

We also publish adult and children cultural books, magazines and publications, as part of our mission to provide means of knowledge and cultural development in Egypt and the Arab World.

Located in one of Cairo's prime industrial areas - 6th of October City - the facility stretches over an area of 23,000 m², and is equipped with the latest printing equipment. Its printing capacity currently exceeds 500,000 books per day, while its annual production exceeds 200 million books and publications.

We have more than 1000 employees working in our printing and warehouse facilities, and are managed by a team of highly skilled and experienced engineers. Moreover, with a dedicated Quality Management



department, our specialized experts use advanced systems to check, follow-up and observe the entire production process, ensuring that the end-product is consistent with the Group's quality standards.

The print house has attained globally recognized quality certifications, including:

- ISO Certificate of Quality Management Systems (ISO 9001: 2008)
- ISO Certificate of Environmental Management (ISO 14001: 2004)
- Certificate of Occupational Health and Safety (OHSAS, 18001: 2007)

Q. What is your view of the printing market in your area?

A. The printing market in our area is stable and it will remain like this for the coming few years; as Egyptian and Arab consumers and readers still opt for printed books over the audio and e-books.

However, the printing market will eventually decrease as it has happened in several countries worldwide but the educational publications printing will not decrease dramatically.

Moreover, the competition in the printing market in our region is quite strong and the profit margin is low. This is why we always explore new opportunities through entering new markets and developing new products.

Q. When did you decide to look at investing in new printing equipment, and why did you choose GWS as a partner for this project?

A. The project to renovate our print house began in 2014, as most of the equipment we had was in need of replacement. So we decided that we needed to buy new, advanced equipment that would enable us to proceed with our expansion plans and to increase our market share.

The choice for GWS Printing Systems was an obvious one, as we have been cooperating with the company for around 25 years. We have previously bought a lot of printing equipment from GWS, which always proved to be quite reliable and efficient. They have always provided us with state-of-the-art printing equipment, as well as excellent technical support and consultation services.

After we had evaluated our needs for the coming years based on our forecasted sales and operational plans, we began to work on a shortlist of available equipment with GWS. In late 2015 we made a final decision, purchasing three KBA web offset presses through GWS Printing Systems, one in a 578mm cut off and two with a 620mm cut off. This equipment was installed during 2016 and is now in operation.

Q. How has the new printing equipment helped you? Has it opened up new markets or new possibilities?

A. The new presses have directly enhanced our printing facility's productivity and efficiency. Thanks to the new equipment our printing capacity has doubled; helping us in achieving our expansion plans and increasing our exporting and distribution activities worldwide.

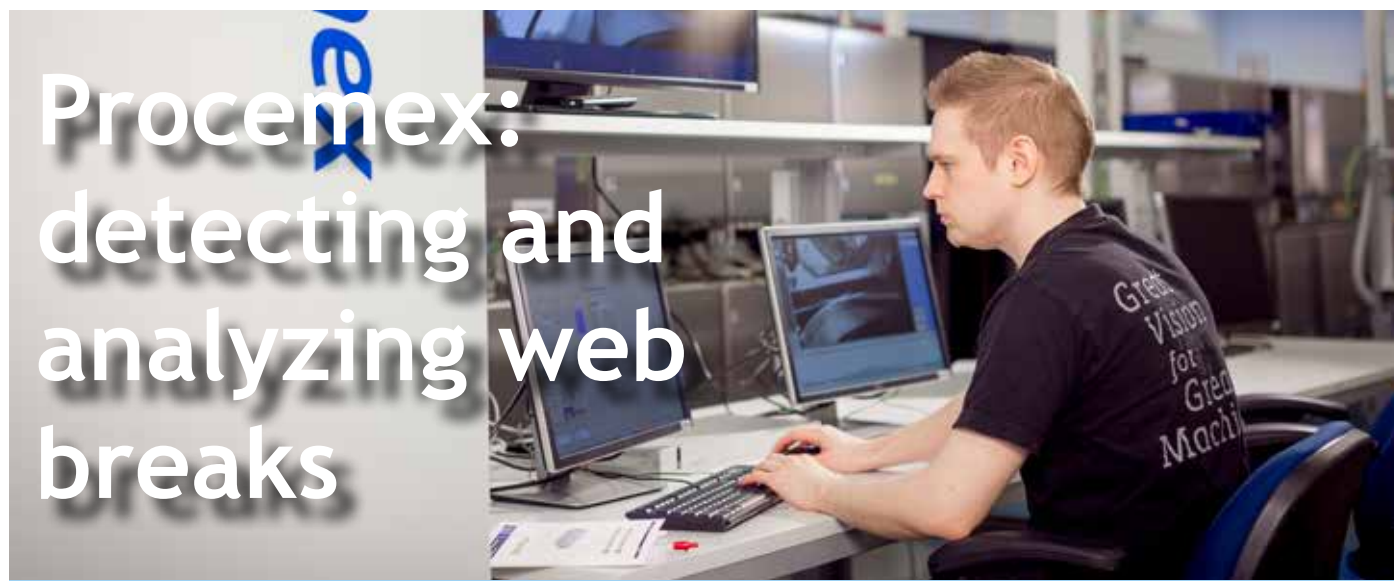
Furthermore the new equipment has contributed to a decrease of costs and waste, and has greatly enhanced the production speed and quality as well.

Q. How do you see the future of print worldwide?

A. Print worldwide has already decreased in some sectors like newspapers and magazines. The decrease of print will continue but not to a great extent.

Moreover, some print sectors won't be affected much such as the educational books; we believe it will remain stable for a while, after which it will start decreasing slightly. ■

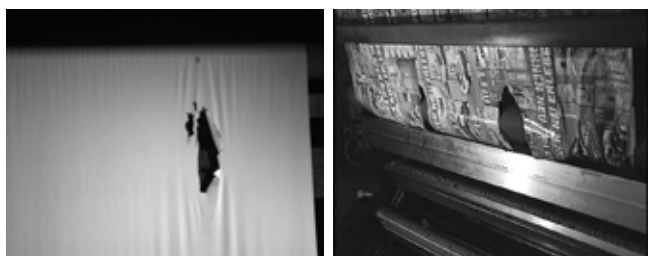




Web breaks are one of the major operational problems a printer can face. Not only does it disrupt production, it can be very difficult to trace the cause of the problem and therefore prevent repeated breaks. Finnish based Procemex OY steps in by providing smart camera solutions for printers worldwide.

The company was originally founded in Jyväskylä in 2000 and has since become the leading machine inspection system in pulp, paper & printing. Procemex develops, designs and manufactures camera systems that can identify paper defects, as well as operational problems in a machine.

Intelligent high-speed cameras continuously film key locations throughout the printing process. They are positioned in places where web breaks tend to happen more often: in the splicing area, immediately before the dryer and in the folder's upper structure. The cameras feed valuable information on press disturbances back to both operators and management, showing video data on the break and providing insight into the root causes.



Recorded images are immediately processed and analysed by high performance processors located inside the Procemex cameras. They continuously calculate grey scale, instantly picking up deviations in the image. Defects are classified and images are stored in the onboard RAM memory of the camera. The RAM will always contain the last few minutes of video material, which can be used for analyses purposes.

GWS Printing Systems has represented Procemex in Spain since 2008. The combination of forces has proved both a logical and an effective one. The Procemex system is often useful for existing customers of GWS, but also opens doors to new customers.

At the moment for instance a large project is being carried out at Eurohueco, a gravure printing plant in Barcelona. This installation encompasses no less than 26 cameras. Other references at some of the largest printing houses in Spain include Rotocobrhi, Altair, Rotocayfo and Rotimpres.

Customers have been very happy with the performance of the Finnish system. Investments usually pay themselves back within 12 months and the system requires very little maintenance.

If you would like to receive more information about the Procemex system, please contact the GWS staff at cic@gws.nl. Alternatively you can of course contact Procemex directly. ■

Procemex Oy Ltd
Salvesenintie 6
40420 Jyskä
Finland

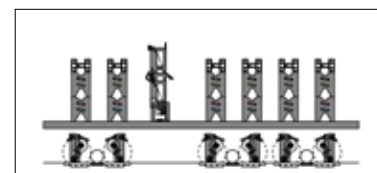
t. +358 14 3372 111
e. info@procemex.com
w. <http://www.procemex.com>





MAN Cromoman - coldset (AR09032)

Year of construction:	2007
Cut off:	578 mm
Cylinder circumference:	578 mm
Webwidth:	965 mm



As owners we can offer this single circumference x single width newspaper press with a maximum mechanical speed of 70.000 cph. Equipped with shaftless drive technology, 3-roller dampening, narrow gap plate & blanket lockups and optional features such as infeed units and web-tension control system, this press enables outstanding print quality and great flexibility.

More information: <http://www.gws.nl/cs09032>



Goss Community SSC - coldset (AR11460)

Year of construction:	2005
Cut off:	578 mm
Cylinder circumference:	578 mm
Webwidth:	914 mm



As partner to the owner we can offer this mint condition Goss Community SSC tower press with mono units for additional colour and/or pagination.

The automatic pasters with this press are installed in a 90 degree angle.

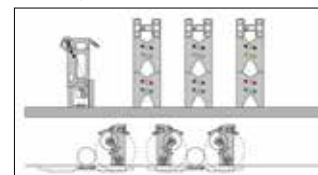
The towers are fully automated and remote controlled and the press is further configured with a Universal type folder with quarter fold!

The press is still installed but can be made available immediately.



MAN Cromoman - Berliner size - coldset (AR11214)

Year of construction:	2005
Cut off:	630 mm
Cylinder circumference:	630 mm
Webwidth:	965 mm



We can offer the following "Berliner Size" press exclusively on behalf of the owner. This highly automated CROMOMAN press is equipped with (3) 4-high printing towers and folder with quarter fold to produce 24-page newspaper in full colour in the Berliner Size (315 x 470 mm).

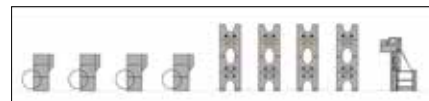
Optionally, the product can also be glued in-line by using a Planatol gluing system installed on the folder. This press was first supplied by manroland in 2005 and has been maintained by them over the years. This shaftless press is in very good technical and optical condition and is available immediately.

More information: <http://www.gws.nl/cs11214>



Solna D240/G150 - coldset (AR11203)

Year of construction:	2000
Cut off:	560 mm
Cylinder circumference:	560 mm
Webwidth:	890 mm



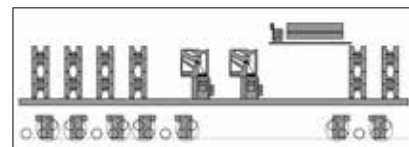
We can offer the following press exclusively on behalf of the owner. A newspaper press in 560mm cut off equipped with remote controlled ink fountains and motorized registers. The folder is equipped with a quarter fold and a tabloid stitching unit. The press is in mint condition and post press equipment is also available on site.

More information: <http://www.gws.nl/cs11203>



Goss Universal-50 - coldset (AR11232)

Year of construction:	2000-2005
Cut off:	560 mm
Cylinder circumference:	560 mm
Webwidth:	914 mm



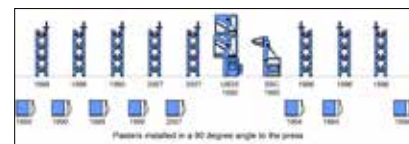
As owners we can offer this beautiful Goss Universal-50 press. It is a single circumference x single width semi commercial newspaper press with a maximum mechanical speed of 50.000 cph. It is capable of printing up to 24pp broadsheet or 48pp tabloid in full colour. The heatset package together with the folder with quarter fold module, makes the press ready for semi commercial production. The press has an EAE control system that was upgraded in 2011. This mint condition press enables outstanding print quality and great flexibility.

More information: <http://www.gws.nl/cs11232>



Goss Community SSC - coldset (AR11479)

Year of construction:	1990-2007
Cut off:	578 mm
Cylinder circumference:	578 mm
Webwidth:	890 mm



Newspaper press for sale due to consolidation of printing capacity within the group. This machine is equipped with (5) full colour printing towers equipped with remote controlled ink fountains and registers. Recently the press was fitted with a complete new machine control system for these (5) printing towers. The press is further equipped with another (3) full colour printing towers for additional pagination.

The press is equipped with (2) folders of which (1) with quarter fold. The equipment can be seen in production now and is available as of July 2017.

More information: <http://www.gws.nl/cs11479>



Spotlight on DOVAK Industrial Services

Goss's authorised service partner for the EMEAR

Dovak Industrial Services is the authorised Goss service partner for Europe, the Middle East, Africa and Russia. The company has also been a direct partner to GWS Printing Systems for some time now. We talked to Rutger Jansen, Director Customer Service at Goss International, to hear all about the company, its core activities and its future.

Q. Rutger, to start off with: can you tell us a bit about your background?

A. I have been active in the graphics industry since 1990. At the time, I started at Stork Contiweb and have worked there in various roles until 2013. From there I went from the Operations organisation to a Management Team function for Sales and Service. During that time Contiweb's position in the market shifted from being 'one of the manufacturers' to being the market leader in reel stands and dryers. The service organisation was also expanded to its current size.

Furthermore, I was in charge of the integration of the VITS organisation, when the company was acquired by Goss in 2011. In 2014, I was asked to become the

Service Director of Goss International Europe, which I was until the end of 2015.

Q. How did you get involved with Dovak?

A. When Goss needed to build a new organisation in 2016, we decided to ask Eric van Kessel and Walter Donkers of GWS to start a new firm. I am very happy that they were willing to take on this challenge. As part of the agreement with Goss I am now involved with Dovak to give it a flying start.

Q. So what exactly is the connection between Dovak and Goss?

A. Dovak is Goss's Authorised Service Partner for commercial and Mainstream presses in the EMEAR region (red: Europe, Middle East, Africa, Russia).

The connection is actually very strong however. The service people of Dovak are all ex-Goss employees and we have been able to keep the very best specialists on board. This has allowed us to retain crucial knowledge and information for Goss and its customers, needed to be able to support customers

at the highest level. The decision has to start this company has worked out very well for Goss, Dovak and its customers.

Q. What are Dovak's core activities?

A. The company's core activity is service support for its customers, which includes a 24/7 help desk.

We have highly trained specialists available who can for instance assist with Omnicon, Goss Web Center, CPtronics, PLC's and drives. They form a great team to offer remote support to customers around the world.

At Dovak we are work on Enhancements to get existing presses up-to-date, for instance by installing new drivers or new drives, or adding functionality. Of course we also perform service interventions on site to solve breakdowns or perform repairs. We have also started doing preventative maintenance (Pro Active Maintenance) and offer various levels of service contracts.

Q. In which geographical areas is Dovak active?

A. Dovak has a contract with Goss to perform service in the EMEAR, with the exception of the UK and Ireland. During the first year we have been active in nearly every European country, but also in Saudi Arabia, Tahiti and South Africa. Dovak technicians have also worked in different areas under Goss assignments, including the USA, Argentina, Peru and Mexico. In the very near future we will do our first work in Australia, which will mean we have worked on every continent that has printing presses.

Q. You say you managed to retain many specialists from the old Goss organisation. What kind of specialists work for you?

A. I believe we managed to reemploy the very best. Every single one has years of experience at Goss and is a specialist in his specific area of expertise. With the mix of talents that we have, we can completely support Goss's installed base.

Apart from the tech support expertise I highlighted earlier, we for instance also have Sunday, M600, Mainstream and folder mechanical specialists in the team. There is a healthy mix of knowledge and experience. Many technicians are schooled in different disciplines and can be sent out for a variety of jobs.

When it is very busy we can also use capacity from Goss UK, GWS and Solventagrat to make sure all customers are served in time. We are very happy with the knowledgeable and motivated team we have put together at Dovak.

Q. Does Dovak have access to all information about Goss machines?

A. Our people have unlimited access to Goss information, like SAP, drawings, VPN-connections, software etc. So they know everything there is to know. Dovak is able to make software changes and is very often contracted by Goss for software modifications on ex-Montataire machines. We also work closely with the Goss UK R&D department in Durham. Our programmers have direct access to the source code of all Goss software and can make any changes that are required.



Rutger Jansen

Q. So do you work exclusively on Goss machines then, or will you also work on other brands?

A. Our core competence is in Goss machines and we have not worked on any equipment from other manufacturers so far. Our main added value lies in the specific knowledge and experience that we have on Goss presses, which justifies the hourly rates that we charge. But as their knowledge of the printing process will allow our people to do general work on other brands, this is certainly something to look into.

Q. Can you give us some examples of upgrade projects completed by Dovak?

A. We have already done a number of very nice projects, which were always completed to the full satisfaction of the customer. A very large one we recently concluded was at the printing house Al Madina in Saudi Arabia. There we upgraded an existing M4000 press with completely new controls, including new drives, a new console and Omnicolor software. The machine is now operational again after having been out of production for a year.

Closer to home we upgraded an M600 to new Omnicolor controls at Habo Dacosta. The results in waste reduction ended up being better than contractually agreed up front. We still regularly use this customer for reference visits of other customers.

Q. What are the plans for Dovak's future?

A. We recently rehired more employees to reinforce the team. We will actively promote our technical support, service programs and upgrades. Our customers are reacting positive on our proposals and we feel confident that Dovak will grow further. ■

A large industrial web press machine, likely used for paper or textile processing. The machine features a blue frame and several large, horizontal rollers. A large motor is visible on the left side, connected to the rollers. A yellow flexible hose runs along the side of the machine. The machine is situated in a factory or industrial setting.

**Variable web widths
on a fixed width web press**

Leading Spanish newspaper El País runs two GWS flexweb units in their KBA Commander 80 press. The special applications were developed by GWS Printing Systems to allow printers, producing on double width presses, the possibility to produce various web widths.

Since the installation of these units, El País has been able to use webs of any width between 1.400 and 1.640 millimeters wide. This allows them to offer a wider range of products to the market, without large amounts of paper loss. They are now able to get more effective printing time out of their KBA Commander.

For more information about the flexweb system and what it can do for you, please visit our website or contact one of our staff members.



Two newspapers that were printed in the same night shift at El País' printing factory in Madrid.

It is like we are producing with a full web

El País' technical Manager Juan José Erd Quintana

El País' Technical Manager Juan José Erd Quintana was responsible for the integration of two GWS flexweb units in the company's KBA Commander. We asked him a few questions about his experiences with the device.

Q. Why did you need the GWS flexweb devices?

A. "We normally print newspapers of 289mm by 400mm, but were asked about the possibility to print a tabloid newspaper at 289mm by 350mm. Our machine is a double width, fixed format press, so we had to look for a device which would give us that flexibility."

Q. How often do you use the flexweb?

A. "Our newspaper is printed daily, as are the other titles we print. Therefore the flexweb system is used every night. We run four newspapers of 400mm by 289mm and one newspaper of 350mm by 289mm and now we can run them all without any problem."

Q. Are there any side effects to using the flexweb?

A. "A frequent question by printers who visit the facilities is about the time needed to change the format. But it actually has no influence; there is no waste of time. In the beginning we were worried whether producing with two separate ribbons might result in problem with the web tension or the register. But we never had any problems in our satellite printing units with the web tension, the register or the web breaking. Nothing."

Q. Are you happy with the flexweb?

A. "We are very satisfied with the device and it runs without problems. We are producing at the maximum speed, which was also one of our main requirements. It is like we are producing with a full web in normal production." ■

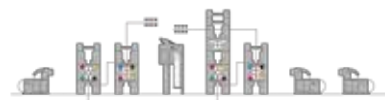
Watch the full interview on Youtube:
<http://youtu.be/9gS4Sm09vwk>





Wifag OF7 - Rheinisch Size - coldset (AR11503)

Year of construction:	1991-1997
Cut off:	520 mm
Cylinder circumference:	1.040 mm
Webwidth:	1.400 mm



We can offer the following “Rheinisch Size” newspaper press exclusively on behalf of the owner. Due to the closure of a print location we can offer a complete printing shop for the production of newspaper presses in 520mm cut off from pre press to post press.

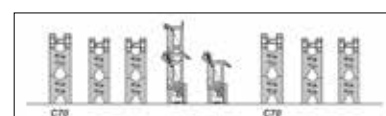
The press was first installed on its current location in 2007 and has been maintained extremely well ever since. With this configuration a 32-page tabloid Rheinisch size newspaper is produced in full colour with the option to include 16 more pages in black colour to make it a 48-page.

More information: <http://www.gws.nl/cs11503>



MAN Cromoman - coldset (AR11181)

Year of construction:	2012
Cut off:	578 mm
Cylinder circumference:	1.156 mm
Webwidth:	700-965 mm



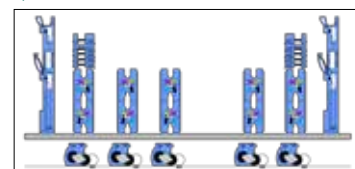
As partner to the owners we can offer another Cromoman press in very good condition in several configurations. This press is rated at max. speed of 50.000 cph and is equipped with (6) 4-high printing towers and (2) folders and in 2012 the complete machine control systems had been upgraded.

This equipment is available immediately.



Wifag Evolution 471 - coldset (AR11520)

Year of construction:	2005
Cut off:	470 mm
Cylinder circumference:	940 mm
Webwidth:	1.280 mm



We can offer the following “Berliner Size” newspaper press exclusively on behalf of the owner

This mint condition and shaftless Wifag press comes with (5) reel stands, (5) full colour printing towers and (2) folders. It has an ABB machine control system, with ABB Newsday workflow.

More information: <http://www.gws.nl/cs11520>



KBA A200-S - book printing press (AR11089)

Year of construction:	1986
Cut off:	578 mm
Cylinder circumference:	578 mm
Webwidth:	1.000 mm



As owners we can offer this very nice simple book press model A200-S With AF16 folder for example for the production of 289,5 x 250 mm untrimmed signatures.

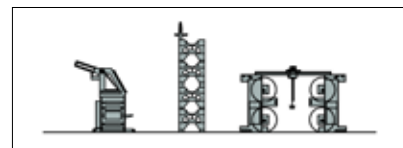
The press is equipped with (4) Y-type printing units to print one full colour web (16 page magazine) or alternatively two webs in 4/2 colours (32 page magazine). This equipment is immediately available for dismantling.

More information: <http://www.gws.nl/cs11089>



Tensor T400 - coldset (AR11250)

Year of construction:	2005
Cut off:	700 mm
Webwidth:	1.000 mm

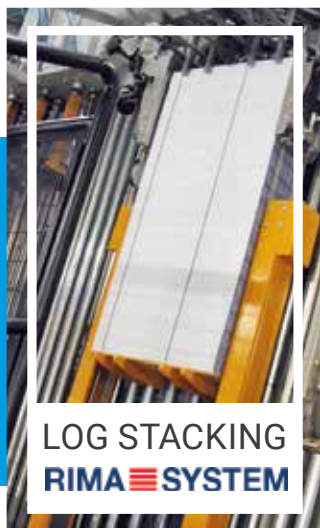


For book printing in format 17 x 24 cm
Final trimmed size

As exclusive partner to the owners, we can offer a mint condition book printing press in the highly desired final trimmed size of 17x24 cm. We can offer this press as single web in full colour, but are in the position to offer more colour and pagination upon request.

More information: <http://www.gws.nl/cs11250>

From our post press partners



LOG STACKING
RIMA SYSTEM

We can offer a Civiemme log stacker specifically modified for Bible Printing Paper.

Please inquire for details cic@gws.nl

Spotlight on GWS France



GWS Printing Systems is very proud of its worldwide sales force. In every edition of the GWS Web Guide we focus on one of our sales offices around the world. Today we talk to Gaël Amic, CEO of GWS France.

‘It all started in March 2007, when GWS Printing Systems opened its first office in France’, says Amic. ‘It was a beautiful challenge for me. I wanted to develop the presence of GWS in already known markets like France, Italy and Greece, but also expand into French-speaking African countries like Algeria, Morocco, and Tunisia.’

And GWS France has done very well. For instance in France an MAN Lithoman 72 of 2003 and an MAN Cromoman 70 of 2008 were sold. Amic: ‘The Cromoman was actually one of the fastest sales I have done in my career. Only 21 days passed from the moment I received a phone call during dinner in a restaurant until the moment of signing the contract.’

Italy is like a second home for the half French-half Italian salesman. ‘There we delivered several KBA Compacta 215 presses, a Goss Sunday 2000 and a manroland Uniset. That last press was originally installed in Hungary and was completely reconfigured by GWS.’

The expansion into Northern Africa was also successful, including the sale of two of the most important commercial presses for the region: a KBA Compacta 818 and a KBA Compacta 618.

‘The professionalism and incredible team spirit have impressed me most about GWS. The company is more than a simple dealer of used printing presses. This is a highly structured organisation with capable people who all work for a common goal. From the commercial, financial and technical departments through to the R&D, spare parts and consumable departments, this company can offer the full package to any web offset printer.’

‘I am really happy with my decision to join the company and have never looked back. Today we have a beautiful office in the South of France, close to Italy and Northern Africa. In the office I am supported by my very efficient assistant Paola, who fits the GWS team very well.’

Amic looks towards the future with careful but convinced optimism. ‘The economic crisis has hit the printing industry very hard. The shake-out this created has seen the number of printing plants reduced and production re-focused. But this change has allowed the remaining companies to maintain margins and in some cases even grow.’

‘We have seen some very interesting enquiries come in this year, showing that there is a need to invest again. So exactly ten years after my start with GWS I can only be optimistic about the future. We work in a wonderful industry and I am happy to be a part of it.’ ■

Stronger German presence for GWS

GWS Printing Systems has announced the addition of Walter Läng to the team. Effective immediately the experienced salesman will cover the German speaking territories for GWS and its subsidiaries.

Läng has a long history in the web offset printing industry, having first worked many years for Heidelberg and then Goss. 'We are very happy to have Walter on board', says GWS Commercial Director Eric van Kessel. 'His knowledge of the printing industries in Germany, Austria and Switzerland will help to immediately strengthen our presence in these markets.'

'Working for GWS opens up exciting new opportunities for me', says Läng. 'With the reputation and capabilities of GWS and my relations in the industry I am confident that we can look forward to many interesting projects. We are actually currently already working on the first project: an M600 relocation project in Germany.'



The addition to the sales force further increases GWS's worldwide presence. Other offices around the world include France, Spain, Sweden, Southern Africa and Egypt. Other territories are covered through representatives or from the GWS HQ in Waalwijk, The Netherlands. ■

Goss Sunday 4000 heads for Algeria

One of the largest Algerian printers of educational books is moving into web offset printing. Renowned North African printer El Hillal has purchased a highly automated Goss 24-page heatset press through GWS Printing Systems, expanding its printing horizons.

'We are very proud to have been chosen to deliver this press to El Hillal, who are traditionally sheetfed printers', says GWS sales executive for French speaking North Africa Gael Amic. 'It is rewarding to see that our expertise and in-house knowledge are being recognized by leading, high quality printers around the globe.'

'The first talks about a web press date back all the way to early 2013', says Amic. 'In early 2016 talks with the owner resumed, as he had decided that webfed printing was the way forward for El Hillal.'

'The next step was to find a suitable press. As the company was looking to print school books, either a semi-commercial or a full commercial press could do the job. We initially looked at some M600 presses, but the customer found the pagination too low. We also had to take into account the import restrictions of Algeria, which state the equipment has to be young with low running hours.'

After looking at a number of presses, El Hillal decided on a Goss Sunday 2000 press which was available in Scandinavia. The press has been fully reconditioned in the GWS factory in the Netherlands prior to being shipped to Algeria. GWS will also allowed to supply a complete post press system suited to work with the Goss press.

The specialists of GWS started the installation in Algeria in March, with production at El Hillal expected to commence during the summer of 2017. For the start up of the press the GWS specialists have teamed up with Dovak Industrial Services, the official and authorized Goss service partner for Europe and Africa. ■



Quality rubber blankets at competitive prices

Are you looking for a competitively priced alternative to expensive premium brand rubber blankets? Look no further. Request a quotation from GWS today and see the price difference for yourself. You will certainly not notice a difference in quality.

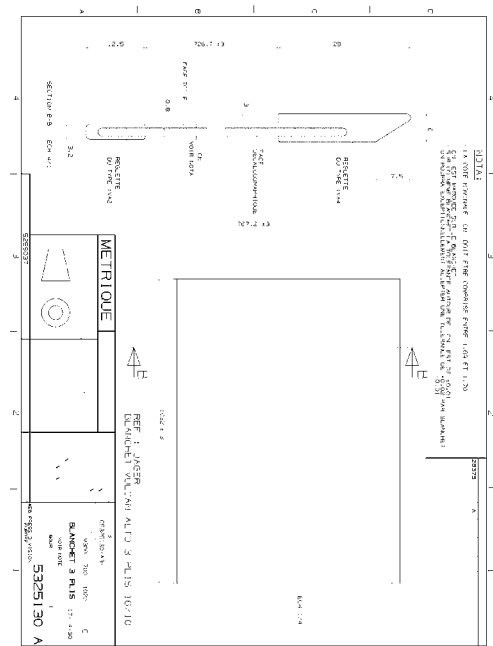
Blankets are available for web offset heatset, coldset and semi-commercial presses. Each blanket will be cut to size and barred, according to the specifications that you deliver.

The strictly controlled production process for these blankets involves no solvent and is therefore highly environmentally friendly. Each individual batch is monitored closely by quality control staff and samples of each batch are held back.

Thanks to an innovative production process these blankets have a superior compressible layer, which results in extended durability.

If you would like to receive a quotation for blankets, then please contact us at supplies@gws.nl. Please include in your message the brand and model of your press, plus a PDF with the blanket specifications.

We will then get back to you as quickly as possible. ■



Reference	Description	Age	Cut off	Web width
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■ REEL STANDS

AR11430	MEG DLP-1000	2008		1020 mm
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■ DRYERS

AR11378	CONTIWEB ECOTHERM 93	1999/2007		
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■ FOLDERS / FOLDER PARTS

AR11281	GOSS DP MODULE PCC-2	2000	620 mm	
AR11313b	GOSS UB50 URBANITE	1995	560 mm	
AR11303	HEIDELBERG HARRIS JF-55	2000	630 mm	965 mm
AR11303b	HEIDELBERG HARRIS JF-55	2003	630 mm	965 mm

■ SHEETER

AR11195	VITS QRO HIGH SPEED SHEETER	2000	630 mm	1000 mm
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■ STACKERS

AR11395b	MÜLLER-MARTINI 285			
AR11395a	MÜLLER-MARTINI 285			
AR11196	RIMA RS3010-SL	1998		
AR11196b	RIMA RS3010-SL	2000		
AR11287	RIMA RS3110-SL	2000		
AR11199b	RIMA RS3210-C	2004		
AR11199	RIMA RS3210-C	2004		
AR11547	CIVIEMME LOG STACKER ST8000	2006		

AR11395 - Müller Martini 285



■ TRIMMING

AR11535	GÄMMERLER RS111	2003		
AR08605	RECM TRIMMING MODULE	1999		
AR11197	ROTASCHNEIDER			

AR11199 - Rima RS3210 stacker



■ VARIOUS

AR11019	FERAG PICKUP STATION	2007		
AR08691b	MÜLLER-MARTINI COHIBA PALLETIZER	2006		
AR10003	THORSTED A455 INSERTER	1998		
AR11239	ECO AIR A75 COMPRESSOR	2000		
AR11271	RAUNOCON INK PUMPS			
AR10082	RIMA BLOCKING UNIT RS110	2006		
AR11201	2B PLATE BENDER		578 mm	



Introducing the GWS Cylinder Doctor

Are you suffering from plate cracking on your manroland Uniman, Mediaman, Geoman, Regioman or Uniset press? The GWS Cylinder Doctor can help you out!

Plate cylinders with just a slit for plate mounting were introduced during the nineties as a way to save on manufacturing costs. In itself a great, toolless development with only one downside: over time the cylinder gap is damaged by movement of the plate. This in turn can result in cracking of the offset plate or even in the entire plate flying off the cylinder, damaging blankets or - much worse - operators.

If the slit in a cylinder is damaged too much, then there is no other option than to completely replace the entire cylinder. A very expensive operation. If the problem is detected in time however, the GWS Cylinder Doctor can step in and prevent these huge expenditures.

Through a specialised process developed by the GWS R&D department the life of your plate cylinders can be extended by years. Not only does this save money on the investment of new cylinders, it can also directly affect the amount of plates and blankets used.

GWS can offer you this service at a very attractive fixed rate of EUR 2.500,- per plate cylinder*. This service comes with a one year warranty. If the problem of plate cracking or plate departure resurfaces within that year, then the GWS Cylinder Doctor will revisit free of charge.

Interested? Please contact the GWS Cylinder Doctor for more information and a detailed quote at info@gws.nl. ■

** excluding cost for travel, hotel, flights and daily allowances.*

Brand new and used spare parts for web offset equipment

Are you having trouble finding the correct parts for your web offset equipment? Are specific items obsolete or difficult to track down? GWS Parts may be able to help you out.

We have a wide variety of parts available for web equipment, including a decent collection of 'hard-to-find' parts. Through our vast network and our own stock, we can offer parts that you may not be able to find elsewhere.

We can offer parts for equipment from companies like:

Goss, Heidelberg, Harris, KBA, Global Web, Solna, Contiweb, Ferag, Gämmerler, King Press, MEG and manroland.

This includes parts from ABB, Allen Bradley, Antek, Baldwin, Baumüller, Bosch Rexroth, BST, Butler, Contiweb, Deublin, EAE, Habasit, Indramat, Kniel, Lauer, Lenze, Oxydry, Quadtech, Rittal, Siemens, Signode, Technotrans, Telemecanique, Tidland, Weko and more...

Find us online at www.graphicwebparts.com ■





GWS sales network

GWS Printing Systems has an extensive sales network, which covers a large part of the world.

Our Head Quarters is based in Waalwijk, The Netherlands. The building houses our Commercial Information Center (CIC), accounts department, services department and R&D department. It is also the address of our main warehouse of over 3.600 square meters.

We are centrally located in The Netherlands and easily reachable from the highway. Trains leave arrive to and leave from nearby train station 's-Hertogenbosch frequently, which includes trains from and to Amsterdam airport.

GWS has offices, representations and partners in many countries across the globe. On the next page you will find our main ones listed, including the areas they cover.

Please feel free to contact them directly with any queries that you may have. You can of course also first contact our Waalwijk office.

Head Quarters

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Contact details

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info@gws.nl



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For other territories please contact our main office.



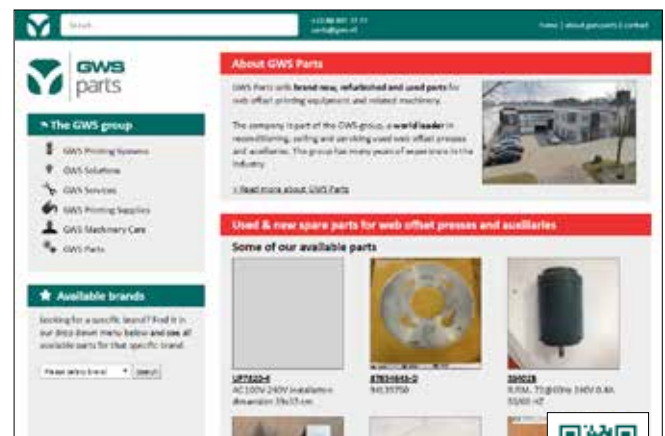
Our core businesses are:

- Suppliers of used web fed printing presses and ancillary equipment
 - o Sales
 - o Brokering
 - o Auctions
- Technical Project management
 - o Relocations & transport
 - o Reconditioning
 - o Installation & commissioning
 - o Training and printing instruction
 - o Temporary staffing
- Consultancy
 - o Equipment valuations
 - o Process assessments
 - o Financial consultancy
- Engineering
 - o Reconfigurations
 - o Press improvements
 - o Special applications
 - o Research & development
- Service & Maintenance
- Parts and consumables

For further information regarding our company and our services, please have a look at our website at www.gws.nl, talk to our staff or contact us at one of the addresses on the previous page.



<http://www.gws.nl>
all presses and ancillary equipment



<http://www.graphicwebparts.com>
all spare parts

