



GWS Printing Systems

■ About our company and what we do

GWS Printing Systems is a global supplier of premium used web fed and sheet fed offset presses, auxiliaries and related systems to the printing industry. Over the past 30+ years GWS has developed from a traditional trading company to a highly specialized provider of technical project solutions.

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

If we can assist you with any of our services, then please contact us at +31 88 497 77 77 or info@gws.nl. For your local representative, please check the contact-page at the back.

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Sales

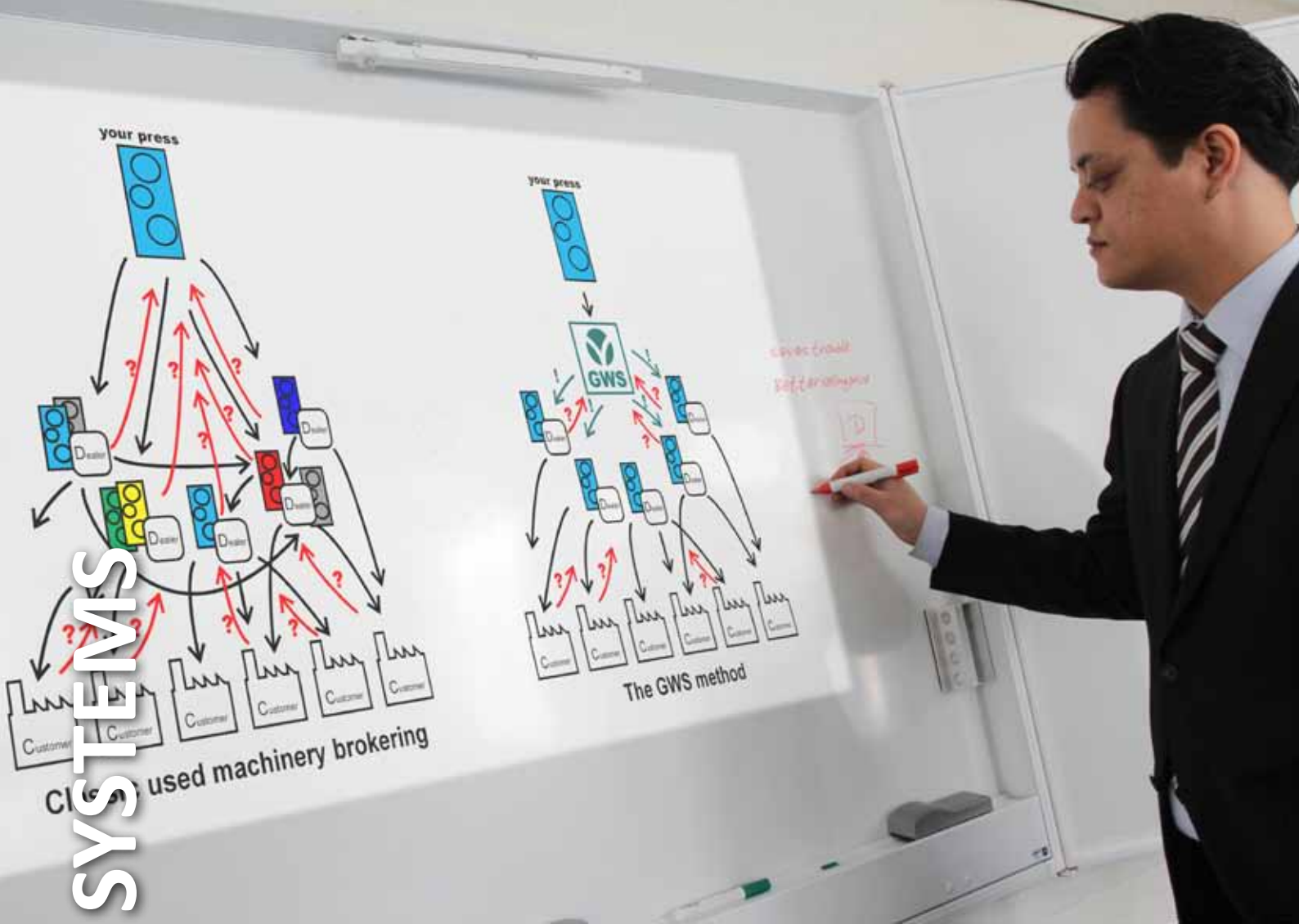
■ Printing equipment and ancillary equipment

Why is GWS Printing Systems the perfect partner for purchasing a used web fed press, sheet fed press or ancillary equipment?

- We have a quality database of used presses and equipment. Everything we offer is available exclusively through GWS.
- With over thirty years of experience in the market, our organization is a valuable and knowledgeable partner driven by technical expertise.
- The GWS organization is more than sales alone. With our wide range of experts we can offer additional services from relocations to turn key solutions.
- We have excellent contacts with the market's leading OEM's (KBA, manroland, Goss, Wifag), assuring support from the original manufacturers.
- With branch offices around the world, we strive to be close to our customers.

If we can assist you in finding a used press, components or ancillary equipment, then please contact our Commercial Director Eric van Kessel at +31 88 497 77 29 or eric.van.kessel@gws.nl. For your local representative, please check the contact-page.





Brokering

■ Printing equipment and ancillary equipment

GWS Printing Systems can assist you in selling your used printing and ancillary equipment. With a large database of contacts, sales offices world wide and years of experience in the industry we are the ideal partner for maximizing the return on your equipment.

Over the past few years the internet has changed the way used equipment is sold. Within minutes information can be sent around the globe and appear on many websites. It can be very difficult to control this information however, which is the exact reason GWS works only on the basis of exclusivity.

Classic used machinery brokering

- Multiple dealers spread machine info
- You receive frequent requests for inspections, printing tests etc.
- It is unclear how many serious prospects there actually are.
- There is no control over the pricing of equipment in the market.
- There is no central coordination.

The GWS method

- Exclusivity allows us to invest in actively promoting and marketing your equipment.
- A centrally controlled process and selling price will minimize the time you invest and maximize the returns.
- You have full transparency at all times over the costs involved.

If we can assist you in marketing your equipment, then please contact our Commercial Director Eric van Kessel at +31 88 497 77 29 or eric.van.kessel@gws.nl. For your local representative, please check the contact-page at the back.



Auctions

■ Printing equipment and ancillary equipment

If you are under pressure to move equipment and brokering is not an option, then perhaps an auction is to be considered. Over the past years we have found this to be a proven and increasingly popular method to quickly sell equipment.

What will GWS Printing Systems do?

- Based on an agreed minimum selling price, we will prepare a detailed description of your machine and design a dedicated auctioning web-page.
- We will send a mass mailing to our extensive database of prospects.
- Our sales staff worldwide will alert any potential prospects in their respective areas of the auction.
- We will send you regular updates on the progress.

If we can assist you in auctioning your equipment, then please contact our Commercial Director Eric van Kessel at +31 88 497 77 29 or eric.van.kessel@gws.nl. For your local representative, please check the contact-page at the back.

Relocations & transport

■ Technical project management

Whether you want to move your equipment ten meters internally or all the way around the globe, GWS can assist you. We provide a complete set of services for relocation of equipment:

- Site inspection & reporting
- Component labeling & listing
- Providing hoisting materials, cranes, gantry and special lifting devices, including certification
- Providing packing materials & rust protection
- Arranging all road and sea transport, including required documents
- Providing qualified labor for dismantling, transport, assembly and commissioning
- Project warranty & insurance

If we can assist you in relocating your equipment, then please contact our Service Coordinator Stefan van der Linden at +31 88 497 77 77 or stefan.van.der.linden@gws.nl. For your local representative, please check the contact-page at the back.



Reconditioning

■ Technical project management

There are many options between buying a press 'as is' and ordering a total rebuild. GWS can provide the most cost-effective, tailor made program for preparing equipment for your site.

Our services include:

- Technical inspection & reporting
- Industrial cleaning & painting
- Tailor made repair programs, including
 - Rubber roller recovering & repairs
 - Cylinder repairs
 - Exchanging folder consumables
 - And more...
- Complete rebuilds

If we can assist you in reconditioning your equipment, then please contact our Service Coordinator Stefan van der Linden at +31 88 497 77 77 or stefan.van.der.linden@gws.nl. For your local representative, please check the contact-page at the back.

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Installation & commissioning

■ Technical project management

GWS can provide all the required services for getting your equipment up and running in your factory. Our services include:

- Site inspection, reporting & consulting
- Foundation design, providing CAD/CAM-drawings
- Building preparation advice
- Providing specialist mechanical engineers
- Providing specialist electrical engineers
- Providing ancillary specialists
- Supervision
- Commissioning, including:
 - Power on (I/O test)
 - White paper
 - Print testing
- Official project hand-over

If we can assist you in installing and commissioning your equipment, then please contact our Service Coordinator Stefan van der Linden at +31 88 497 77 77 or stefan.van.der.linden@gws.nl. For your local representative, please check the contact-page.



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Training and printing instruction

■ Technical project management

To make the most of your new equipment, your staff will need to be trained to use it in the best possible way. GWS can train your management and technical staff to achieve the optimal output from your capital investment.

We can provide the following services:

- Maintenance training
- Process training, from pre-press to post-press
- Printing instruction
- Management consultancy

If we can assist you in training and printing instruction for your equipment, then please contact our Service Coordinator Stefan van der Linden at +31 88 497 77 77 or stefan.van.der.linden@gws.nl. For your local representative, please check the contact-page.



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Temporary staffing

■ Technical project management

There are a number of reasons why you could suddenly be in need of a specialist. Illness, holidays or a large scheduled maintenance job can leave you short of staff.

GWS can provide temporary staffing in situations like these. We can offer various types of specialists:

- Mechanical engineers
- Electrical engineers
- Software specialists
- Printers
- Supervisors
- Project managers

If we can assist you with temporary staffing, then please contact our Service Coordinator Stefan van der Linden at +31 88 497 77 77 or stefan.van.der.linden@gws.nl. For your local representative, please check the contact-page at the back.





Equipment valuations

■ Consultancy

GWS is an authority in the field of equipment valuations. Thanks to years of experience and expertise, we have a good overview of both the demand and supply sides of the market. This enables us to provide you with independent, accurate and well founded valuations.

Our services are enlisted by leading banks, leasing companies and original equipment manufacturers, as well as publishers and printers.

If we can assist you in valuing your equipment, then please contact our Commercial Director Eric van Kessel at +31 88 497 77 29 or eric.van.kessel@gws.nl. For your local representative, please check the contact-page at the back.

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Process assessments

■ Consultancy

GWS Printing Systems is more than a printing equipment supplier. After more than thirty years in the industry, GWS Printing Systems is not only experienced in printing presses but also in printing processes.

We offer consultancy services for any number of processes involving your production, including:

- Print quality assessment
- Technical press analysis
- Productivity improvements
- Work flow advice
- Labor cost analyses
- Infra-structure consultancy

If we can assist you in assessing your processes, then please contact our Commercial Director Eric van Kessel at +31 88 497 77 29 or eric.van.kessel@gws.nl. For your local representative, please check the contact-page at the back.





Financial consultancy

■ Consultancy

Buying and working with printing equipment involves more than just the components. GWS Printing Systems has vast experience with the financial side of projects, including leasing contracts, financing issues and financial documents. We do this all over the world, including in a number of regions that require very specific knowledge of complex financial issues.

Our consultancy can cover:

- Overall financial project advice
- Financial documentation, like Letters of Credit
- Advise on financing and leasing
- Specific insurance subjects

If we can assist you with financial consultancy, then please contact our Financial Director Walter Donkers at +31 88 497 77 27 or walter.donkers@gws.nl. For your local representative, please check the contact-page at the back.



Reconfigurations

■ Engineering

Over the past decade the newspaper industry has seen a clear move towards full color printing. This development may not mean that you have to replace your existing equipment however. A reconfiguration of your press can be the solution to your full color production needs and GWS Printing Systems has been doing reconfigurations like this for over thirty years.

We can transform your existing press into a modern full color press system, which can include an upgrade. When reconfiguring, our aim will always be to minimize production loss.

Our reconfiguration activities include:

- All required engineering and design, done in-house at GWS
- Manufacturing of custom required parts and components
- A team of GWS specialists will perform and supervise the reconfiguration activities on-site
- Performance and print testing

If we can assist you with reconfigurations of your equipment, then please contact our Commercial Director Eric van Kessel at +31 88 497 77 29 or eric.van.kessel@gws.nl. For your local representative, please check the contact-page at the back.



Press improvements

Engineering

Improving an existing press can have major benefits. It can seriously decrease your down-time, as well as improve operating efficiency, printing quality and overall press performance and output. GWS Printing Systems' press improvement programs have served a wide range of customers around the world.

Our upgrading program includes:

- Converting equipment to direct drive technology
- Exchanging operator's controls, featuring latest state of the art technology
- Dampening system upgrades
- Ink fountain replacements
- Plate lock-up replacements
- Web tension control improvements
- Fan-out controls

If we can assist you with improving your equipment, then please contact our Commercial Director Eric van Kessel at +31 88 497 77 29 or eric.van.kessel@gws.nl. For your local representative, please check the contact-page at the back.

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Special applications

■ Engineering

If you would like to widen your market potential, adding some special applications to your existing equipment may be the answer. Internet is forcing traditional printed products to be more attractive to a changing audience and GWS Printing Systems can assist you in achieving just that.

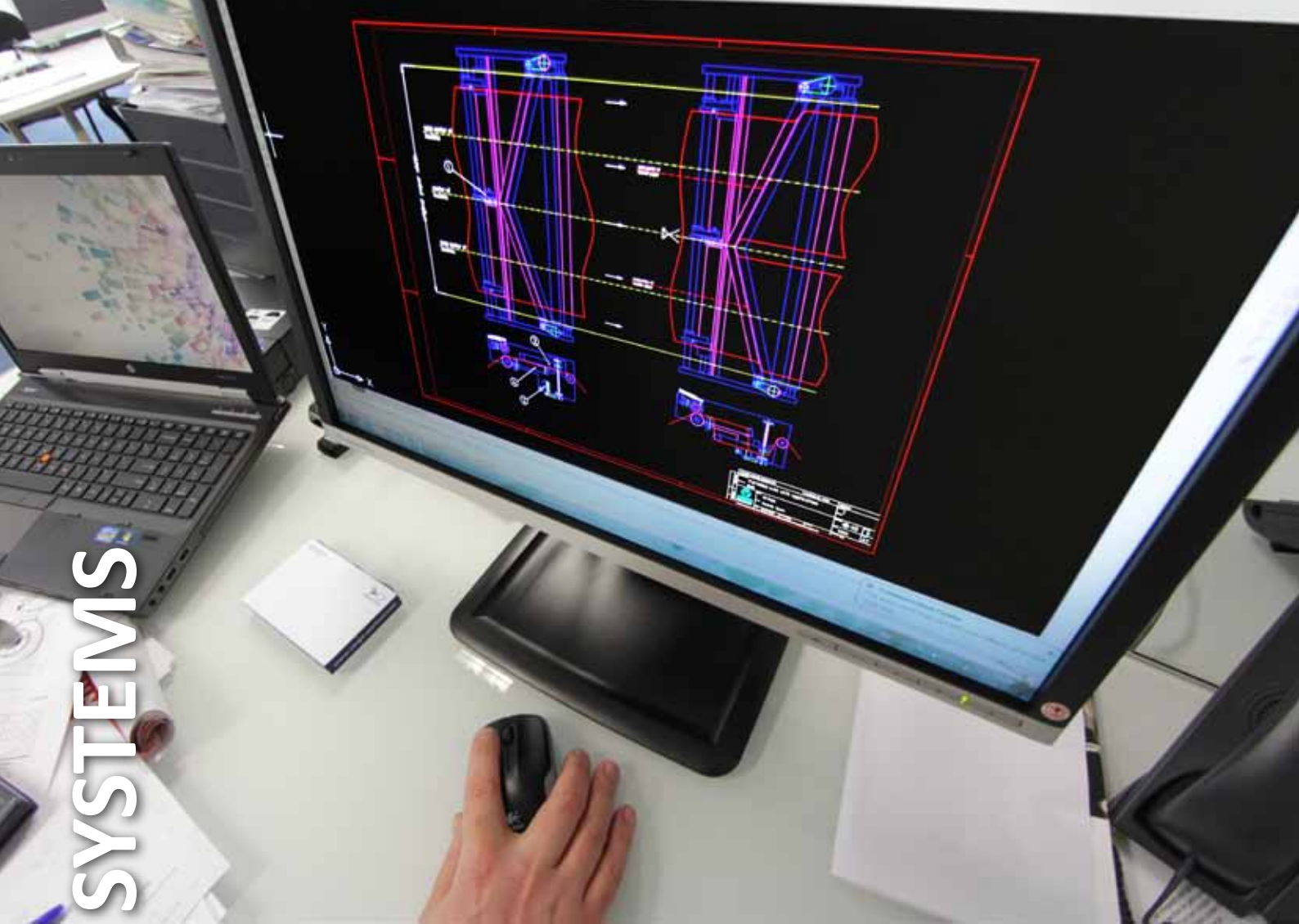
Over the years we have assisted numerous printers in meeting their specific production needs. By adding GWS special applications, existing printing presses are transformed into production systems capable of producing completely new ranges of products meeting today's requirements.

Our special application program includes:

- UV-drying systems
- Variable web width applications
- Balloon former applications
- Pre-folders and labeling systems
- Inline ink jet systems
- Varnishing systems
- Inline die-cutting / perforating systems
- Scratch and sniff applications

If we can assist you with reconfigurations of your equipment, then please contact our Commercial Director Eric van Kessel at +31 88 497 77 29 or eric.van.kessel@gws.nl. For your local representative, please check the contact-page at the back.





Research & development

■ Engineering

If you have any specific engineering demand related to press components or specific parts for your printing press, we can help. GWS Printing Systems has a specialized Research & Development team that can find a solution for most of your tailor made needs.

Our R&D department develops custom designed press components, such as:

- Custom made turner bar applications
- Press-specific components for OEM-manufacturers
- Special machining tools for press rebuilding
- Stacking frames

If we can assist you with Research & Development, then please contact our Head of Engineering & Design Sander van Ravestein at +31 88 497 77 42 or sander.van.ravestein@gws.nl. For your local representative, please check the contact-page.



Service & Maintenance

■ From preventive maintenance to 24/7 support


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.

We offer:

- 24/7 telephone service support
- 24/7 service support within the Benelux area
- Preventive maintenance services
- Tailor made service contracts

If we can assist you with service & maintenance for your equipment, then please contact our Service Coordinator Stefan van der Linden at +31 88 497 77 77 or stefan.van.der.linden@gws.nl. For your local representative, please check the contact-page.

International sales offices

 Your points of contact worldwide

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