

12 MILLION PLUS IN THREE YEARS

Information

William Gibbons & Sons Ltd.
Unit 6
Planetary Road
Willenhall
WV13 3XT UK
Tel: 01902 730011
Fax: 01902 865835
www.williamgibbons.co.uk

Mark Gibbons, joint managing director of UK web printers William Gibbons & Sons, keys a succession of figures into his calculator, hits the '+' key and announces the result.

Over £12 million—that's our total spend with Komori in the last three years. And that doesn't count all the other investments around the presses."

Commitment to the latest technologies

The two presses that took the company's spend past the £12 million mark arrived in February and March this year, and the order—for a 16-page System 38SII web and a five-colour automated Lithrone 540—mirrors the one that kicked off the round of spending early in 1998. An additional 16-page System 38SII came on stream last year.

Add in other recent buys such as the Scitex computer-to-film workflow, the Muller Martini

perfect binding line, the Heidelberg ST300 stitching line and the Domino inkjet personalization line, and, says Mark, "there's only one machine here that's more than three years old."

With a rise in turnover to £16 million this year, and a new website that has just gone online, it's 'business as usual' at the go-ahead Willenhall operation, which has turned in strong growth since 1995, when Mark and his brother David, joint managing directors, teamed up with father John Gibbons.

Sales leap as clients find out

Sales have doubled and the company has gained a reputation for efficiency, quality and on-time delivery. Says David: "Our proposition to clients is, 'Give us your data —on disk, via ISDN,

in PDF or whatever—and we'll print it.'"

Over the last year, says Mark, the Komori System 38SII has proven itself "a flexible, well-engineered and sensibly automated 16-page machine that is absolutely right for the short-run magazine market and can compete with 24- and 32-page webs as well."

He adds that the new web, like its predecessor, also features CMF combination merging folder. "This is a really good feature of the System 38SII because we can run eight-page sections with a closed head, which just fly through the saddle stitcher."

Speed equals capacity

The five-colour Lithrone 40 will handle covers, plus a range of 'bespoke' sheetfed work on stocks from 70 to 200 gsm and



above. "With the two five-colours, we have a capacity of 30,000 sheets an hour," says Mark, "compared to 18,000 on the one Lithrone and a Miller, and the 12,000 we had on the Miller and a Speedmaster back in 1998."

"Our proposition to clients is, 'Give us your data—on disk, via ISDN, in PDF or whatever—and we'll print it.'"

Unwrapping another Komori System 38SII
Mark (left) and David Gibbons,
joint managing directors

William Gibbons & Sons

SAVOIR FAIRE AND TECHNICAL EXCELLENCE

Information

PPO Graphic
Pantin, France
Phone: +33 01 48 43 09 91
Fax: +33 01 48 43 09 56
robert.ganem@ppo-graphic.com

French publishers and magazine houses have depended on PPO Graphic for nearly a quarter of a century for fine four-color printing of everything from art works to comics.

And PPO Graphic relies on its trusted 'park' of Lithrones to meet the needs of this dynamic and demanding market. The PPO Group consists of PPO Graphic (prepress and printing), Media Printing, and Quest Binding, which is located in Rennes (and also undertakes work for non-Group clients). Founded 25 years ago, PPO Graphic moved from Paris to Pantin in 1989. Book publishing accounts for 50 percent of the firm's customers, with magazine and advertising work constituting the bulk of the remainder. The printing division employs a staff of 55 and brings in annual revenues of 100 million FF.

Publishers look to PPO
Fully one-half of PPO Graphics' production consists of four-color art books, collections of children's stories, recipe books, DIY/home improvement guides and gardening works. The company takes pride in its commitment to accommodating special orders. In 1999, it developed the CD-book. Samedi soir sur la Terre (Saturday Evening on the Ground) by the French songwriter Francis Cabrel was the first of many CD-books produced and printed by PPO. "Our know-how in the field of binding allows us to produce a range of such products," reports Joseph Atlas, the company's technical director. In addition to direct printing and CTF capabilities, PPO Graphic is

equipped with prepress facilities that allow customers to submit jobs on Zip disks or CDs. "Stocking film allows us to easily meet the demands of publishers—which often include multiple reissues," adds M. Atlas.

Comics: Tres exacting
PPO Graphic also provides solutions for some of the industry's most exacting customers: comics publishers. "The printing of comics requires sophisticated know-how—at least equal to that used for art books," says Atlas. "With comics, extreme precision is necessary for the colors and pattern lines to achieve the quality sought by customers," he adds. The OK sheets for works by authors such as Fred, Bilal,



Robert Ganem,
directeur général of
PPO Graphic

"The printing of comics requires sophisticated know-how—at least equal to that used for art books."

Joseph Atlas, Technical Director, PPO Graphic

Giraud and many others are frequently on the console of PPO's printing facility.

Assured flexibility
The Komori fleet at PPO Graphic consists of six Lithrones, including a four-color Lithrone 44 SP (maximum sheet size of 83 x 115 cm), three Lithrone 40s (configured with five, four, and two units), a four-color Lithrone 60, and a four-color Lithrone 50. All of the

presses are networked.

Looking ahead
"These are fast, reliable and efficient machines. Komori has been a pioneer in the area of automatic presets," notes Joseph Atlas as he looks over his 'park Komori.' "The wide range of this fleet gives PPO Graphics great flexibility in our scheduling approach. "If it's necessary to put a magazine through an eight-color

press to meet a deadline, we never hesitate," he states. "This flexibility will soon be increased when we are equipped with a new Lithrone 44 SP, which we have just ordered."

PPO Graphic