



pressrelease

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MAN Roland Knows What Customers Want

Axel Springer AG improves its procedures together with MAN Roland

MAN Roland supports its customers right along the value-adding chain, offering integrated services for the entire lifetime of a printing system. A central element of LifeCycleManagement concerns automation and maintenance. MAN Roland has already been very successful here, which the example of the modern offset printing plant belonging to Axel Springer AG in Ahrensburg, Germany, clearly shows.

At the present time six COLORMAN presslines with 144 printing units are running in Ahrensburg and print around 900,000 newspapers every day. It's hard to imagine how these presslines could be maintained and kept state-of-the-art without integrated services. This is precisely what Springer wanted to achieve together with MAN Roland. It all started three years ago with a joint project group made up of specialists in the fields of design, press operation, service and maintenance.

Led by Torsten Kruse who manages the Electrical and Production Engineering facilities at Axel Springer, and Günther Glas, Manager of Automation and Service for newspaper presses at MAN Roland, the project group wanted to cooperate even more closely. As Torsten Kruse puts it: "We succeeded in achieving maximum press availability, optimizing maintenance schedules, analyzing potential error sources, taking preventive measures and finding the ideal ratio between maintenance outlay and economy." Günther Glas adds: "We jointly defined measures and parameters that we resolutely implement step for step."

For this purpose MAN Roland set up its own data and information center at Springer's Ahrensburg plant so that the procedures could be better structured and optimized. The project has been in effect for almost three years now and the improvements are enormous. Availability of the entire production system, from reel handling through printing right up to the mailroom, has been raised to the target values and kept there. Reliable data has led to complete information flows that keep everybody involved at the same level. Maintenance work has been optimized which has helped reduce total paper waste (reel handling, printing, mailroom) by more than 30%.

MAN Roland Druckmaschinen AG, Offenbach, is the world's second largest printing systems manufacturer and the world's market leader in web offset. MAN Roland operates out of Offenbach, Augsburg and Plauen in Germany. It employs 9,000 staff and has annual sales of EUR 1.7 billion, with an export share of 83%. Web and sheetfed offset are the major product lines for publishing, general commercial and packaging printing. MAN Roland is the only printing press manufacturer to be partner of the WAN (World Association of Newspapers).

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Photos can be downloaded from www.man-roland.com in the category **Press Service / News**.

Caption:

Service experts Torsten Kruse (left) and Günther Glas agree that joint projects involving customers and suppliers bring mutual benefits: "The longstanding partnership between Axel Springer, MAN Roland and the most important suppliers with jointly defined objectives is a major success factor for us. It's not only the improvements this brings that are so valuable but also the ongoing communication about new technologies from the suppliers and how these can be applied to meet the needs of the customers."