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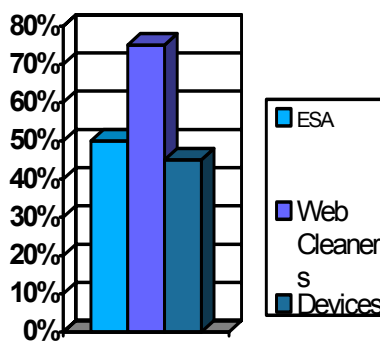
Countdown to the 2008 Drupa

A start to the year with a high level of growth for ACE. In the first quarter of this year there has been a strong increase in sales compared to the same period in 2007.

In particular, ACE Rotostatic ESA electrostatic printing assist systems continue to be the most important systems for the main rotogravure printing press manufacturers, and for a growing number of rotogravure printers all over the world.

A strong boost to this growth is the result of the availability on the market of the new ESA Rotostatic system with "Total Charge" technology (see page 2 for more information).

The latest order figures have confirmed that the growth trend will continue beyond the first six months of this year.



The sales results of the Web / Sheet Cleaners division are also excellent, particularly thanks to the design versatility of this division, which has permitted the company to satisfy specific requests from increasingly demanding machine manufacturers and users.

A complete DM2000 web cleaning system will be at the ACE stand at the Drupa (Hall 10 – Stand D61). The line will be operational and it will have all the most recent technological development.

The new and original AR800 Web Cleaner (with contact adhesive rollers technology) will also be launched at the Drupa; this will also further contribute to the growth of this product division, and it will allow us to cover all of our clients' needs.

At the moment ACE is the only manufacturer in the world capable of supplying a range of products (with the highest level of technology) including:

web cleaning systems (both with and without contact), ESA electrostatic assist systems (Top Loading, Direct Charging), and static charging and discharging systems. Basically, all production processes and machinery in the printing and converting industry will find solutions in the products we manufacture.

As touched upon previously, final preparations for the Drupa exhibition are currently underway (please see page 7 for more information).



'ACE stand at the 2004 DRUPA'

Continuously evolving technology !

ACE will present itself with this slogan at the Düsseldorf exhibition. At this Fair we will be exhibiting all our systems and products innovations, many of which will be equipping the printing and converting machines of the biggest manufacturers. We look forward to meet you there!

Sales of the ACE Rotostatic ESA systems are continuing successfully

The diffusion of Rotostatic ESA systems among rotogravure printers around the world is increasing.

In particular, our sales department has won important orders in the Asian, Central American, South American and European markets.

Similarly, a good level of success continues to be achieved in the Italian and Swiss markets.

In respect of the latter we are pleased to announce the decision of the printer **Südpack Bioggio SA** to purchase the ACE Rotostatic electrostatic assist system for its new **Rotomec RS 4004** rotogravure press.

This decision is all the more prestigious considering the reputation for high technological quality of the factory in Bioggio, as well as the fact that the company already has ESA systems of other manufacturers installed on other rotogravure printing presses in its factory.

The choice of the ACE system was made after a careful and precise analysis by Südpack's technical engineers, with whom



meetings were also held at the ACE factory for the purpose of holding practical demonstrations of the functioning of the Rotostatic system.



ACE Rotostatic ESA system generators

The proven effectiveness of the rotostatic system for all types of plastic film (as well as paper and carton) has heralded a new era in the rotogravure printing of flexible packaging.

Recent comparative tests with the ESA systems of our competitors,

have confirmed the superior capability of the ESA ACE system in improving printing quality even at the most exaggerated level of detail.

In its extremely recent "Total Charge" version, the technical characteristics which have brought this system to be a reference point for the ESA electrostatic assist market in a short space of time are evident.

Südpack Bioggio, is part of the German Südpack Group (its original factory was at Ochsenhausen, in the Baden-Württemberg in Germany). The company was founded in 1964; it currently has over 22 branches and the Group employs 950 people.

Sudpack Bioggio has a noteworthy number of machines which include gravure presses till to 12 colours – tandem with on line coating, laminating machines and slitter-rewinders, as well as mixing station and a galvanic and graphic department for the production of printing cylinders.

Its main activity is the rotogravure printing of light films and laminated films for food stuffs, pet food and non food articles.

The modern organization of the company's activities along with the experience it has matured in numerous developments regarding flexible packaging make Sudpack Bioggio a first class partner for innovative and quality packages.

"We have decided to install ACE system on our new rotogravure press, considering the high technical level of ACE company and ESA Rotostatic system, and its interesting quality/price proportion" said Ing. Mascetti of Südpack.



Daniele Barbui
Marketing &
Sales Manager

Technology and reliability, the recipe for unlimited success

It's constantly being confirmed; ACE Web Cleaners are now in all respects considered to be the most efficient web cleaning systems on the market.

Whether the subject is traditional installations or special applications on all types of machinery, the results ACE web cleaners can guarantee are truly surprising.

Our systems have opened new frontiers in the use of web cleaning devices, even on materials which have always been considered as not being treatable and for which it was thought that the elimination of dirt and contaminating particles was impossible.



HC15 cleaning head

The ACE systems Web Cleaners product lines currently range from narrow-web devices for narrow-web flexo presses for labels printing, to the ample printing (flexo, rotogravure, roto-offset ...), and converting machine sector (coating and laminating, slitter rewinders ...).

ACE web cleaners simultaneously clean both sides of material without touching it. The cleaning head (material passes through it) generates turbulent air currents (blowing and sucking) which produce short wave vibrations in the material requiring treatment.

The vibrations break up the air barrier (created by the high flowing speed of the web) thereby removing dust and/or paper particles present on both of its surfaces.



SPB90 blowing/suction unit

Special adjustments made at our premises before delivery to customers permit the adaptation (contrary to market standards) of our web cleaners based on the characteristics of the material or materials which need to be treated and cleaned.



Web Cleaning systems in assembly activities

Lastly, a dedicated production line and an always well stocked warehouse permit us to make rapid deliveries even when our customers have special needs.



Francesco Ceresa
Sales

AR 800, ACE's alternative to web cleaners with "contact" technology



At the Düsseldorf Drupa exhibition, ACE will be presenting a preview of its original system for web cleaning with adhesive rollers.

For special uses the system will work along with the already well known ACE 'no contact' **DM 1000 and DM 1500** system models. These have already been installed a long time ago on narrow-web machines for the flexo, offset and roto-offset printing of labels and continuous modules.

As is their habit, ACE technical staff have made great efforts to design a system which is original because of its technical and functional characteristics, which place the AR 800 system in the highest rankings for web cleaning systems with contact rollers.

As confirmation of the above, all the main manufacturers of narrow and mid-web printing presses have ready confirmed their interest in our system, which will soon be installed on many of their machines.

ACE. A global leader in the supply of systems for waste handling equipment

There are numerous machines and plants in the printing and converting industry which are subject to problems caused by electrostatic charges.

These include waste handling equipment for the recuperation of plastic film, paper, tissue ...

The reels from printing machines, paper machines or film extrusion lines, are traditionally sent to the cutting and rewinding department.

The departments are more and more often equipped with centralised systems for handling of run wastes, which are subsequently sent by conveyor to one or more static separators.

The trimmed waste coming from the slitters is already charged with static electricity (any anti-static bars are normally positioned after the cutter and therefore don't affect it). When it is sent by conveyor in a continuous trimming waste to the static separator without any stoppages, the specific weight of the trimmed waste and the material it tows suppress the static electrical power present in the trimmed waste, thereby impeding stoppages within the flow tubes.

In more recent plants, the trimmed waste which is coming from the slitters is instead cut into little pieces by a rotating / cutting blade.

This cutting operation creates a decisive quantity of static electricity in the material.

Also, the small pieces into which it has been cut, which are transported at high speed to the plant, will continue to rub against themselves during their route, which generates more static electricity.

At this point, when material arrives at the static separator, it will inevitably tend to attach itself to the metallic walls, thereby not falling into the separator and therefore creating a stoppage known as a 'bridge effect'.

All of the above creates serious problems since by stopping the centralised scrap recuperation process there is a risk of interrupting production in the cutting and rewinding department and the adoption of emergency measures (metallic baskets, bags ...) for the temporary collection of the previously centralised scrap.

This is the point at which ACE comes in with the supply of its own **Clear Tube** and **DA 600** anti-static devices; these eliminate the static electricity charge inside the transportation tubes or inside the static separator, preventing the blocking of materials and permitting the correct functioning of the plants without stoppages or production losses.



Clear Tubes installed

ACE's technical staff are able to give all necessary advice to customers, providing them with precise and detailed indications on the type, quantity and relative positioning of ACE equipment on their plants which is capable of totally resolving problems.

In fact, considering that the size of the problem can vary depending mainly on the following parameters:

- **type of material** (it is well known that plastic film and PET in particular are easily charged with static electricity)
- **number** of slitter rewinding machines and consequently the number of cutters at the plant
- **length** of the plants pipelines

It is absolutely necessary to provide each individual customer with a personalised solution.



DA 600 on static separators

Thanks to the many years of experience of our technical personnel, as well as the superior efficiency of our equipment, ACE devices are currently used as standard items by the main Italian and foreign manufacturers for their waste handling equipment. They are also used by many printers and converters who have found a final solution to their problems.



Delivery of Clear Tubes

A sign of appreciation at a global level

Constantly evolving progress; state of the art technology; specialised and timely technical assistance; comprehensive and detailed training of our customers.

These are the essential characteristics which make ACE and its staff a perfect partner for the installation of ESA systems for assistance in printing, generation/elimination of electrostatic charge systems, as well as web/sheet cleaners, to satisfy the constantly growing need for a superior quality final product.



Web Cleaner installation

For quite some time now ACE has dedicated particular attention to the creation of an internal "service" division. Qualified personnel with years of experience in the industry constantly by our customers' side; the same customers who have been asking us for "turn-key" service for a long time, rather than just the sale of a product/ machine.

In fact, our service is involved more and more in installations on existing machines.

This is possible also thanks to studies and projects developed with the support of our technical department; a department capable of rapidly and extremely effectively providing totally adequate solutions (frequently personalised ones) for any type of printing or converting machine.



ESA ACE Rotostatic installation

Plant installations are often carried out by our service team alongside the final customer's own technical and maintenance staff.

This consequently results in the adequate instruction of technicians and machine operators; those people who will subsequently manage ACE systems. They are given detailed technical information which is often beyond even the expectations of our customers.



ESA plant start-up supervisor

This is a point of primary importance for ACE for the purpose of guaranteeing the best functioning and consequently superior effectiveness of equipment. A higher level of awareness and technical competence also gives customers an increased capability in using their plants, with noteworthy benefits in terms of plant management.

As if this wasn't enough in itself, our personnel are always ready to act in support of their partners rapidly and on a timely basis, wherever they are.

Thanks to a widespread network of agents and distributors, ACE is able to respond quickly and with an excellent level of competence to all the needs of its customers.

High technology devices and accessories, qualified personnel and assistance on a global scale;

ACE: what better solution for your business?



Training per ESA ACE Rotostatic

The technological centre, an expected success

When just a few years ago it became evident that there was a need to invest in a new factory, it was decided to develop an internal space dedicated to a technological and demonstrative centre, which in particular would be available to customers and to our marketing and sales department.

The centre still has the latest developments in systems and devices, which are available for customers who wish to carry out testing, as well as for demonstrations which are requested from time to time.

In particular, a decision was taken to install a web cleaning system (a DM2000 type) including a sound-proofed cabin with piping for air blowing and suction connected to it.

The operating demonstrations have permitted us to sell plants to a good number of first grade printers and converters. Customers have confirmed that the results of these demonstrations were surprising, since they were extremely sceptical based on the unsatisfactory results obtained with other web cleaning systems manufactured by our competitors.

Ukraine, Spain, Sweden, Italy and Germany; these are the countries in which our sales office is completing business deals thanks to the assistance given by the demonstrations carried out in our technological centre.

Our ACE ROTOSTATIC system for Electrostatic printing assist, occupies an important space within the centre.

It is installed on a rotogravure print unit (adapted to our needs), so that it permits us to carry out important electrical and electronic interface

testing, thereby enabling us to demonstrate the variety and unique characteristics of the control and monitoring systems we provide.

Our customers can simulate management testing of ESA systems (as if they are operating on their own rotogravure printing presses), so that they can understand how simple and straightforward it is to use the systems.

In this respect we would also like to underline how the most important deals we have recently completed for the sale of our ESA systems were based on the preliminary visits and testing in our technological centre, which has therefore proved to be fundamental.



Preparation of ESA Systems for customers demonstration

When these devices are not being used by customers they are available for use by our technical and R&D departments for testing necessary to better engineer and update the systems, ensuring that they remain avant-garde systems in technological terms, thereby permitting us to offer state of the art products to our customers.

The availability of this technological centre inside our new factory will permit us to



New ACE factory

further develop numerous projects on which ACE has been working on for a long time.

In particular, one of these projects regards the development of a web cleaner for cleaning special paper on wide web machines; these machines produce large quantities of paper micro-particles during the converting phases. The project has already been approved by our Management and it is expected to be completed by the end of this year.

ACE looks to the future with an enormous amount of confidence, investing in new products to respond to the needs of the constantly evolving printing and converting markets. We will continue to improve and add innovations to our corporate processes in order to consolidate our customers' satisfaction which has always been the focal point of our corporate strategy.

Maurizio Barbui
Technical Director



Countdown to the 2008 Drupa

Constantly evolving technology !

ACE will present itself with this slogan at the next Drupa exhibition, based on the strengths of the latest developments and innovations of its ESA Electrostatic Assist systems for rotogravure printing, and its web/sheet cleaners.

The ESA ACE systems in the "Rotostatic" series have demonstrated unique functional and capability characteristics for improving printing quality (on both paper and plastic films), even in respect of the smallest details and fine jobs.

The new and original ESA "Total Charge" system will be displayed; this system guarantees superior electrostatic charging which is uniform and intense.

This system has already given exceptional results during the most recent installations on rotogravure printing presses for packaging and publication printing.

Another important innovation is the computerised SCT monitoring and remote control system, which permits the printer to continuously monitor the electrical parameters necessary for the total functioning of ESA systems.

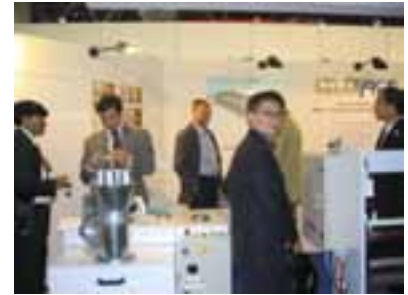
The DM series "no contact" web cleaners are now the market standard for machine manufacturers and printers/converters of flexible packaging.

A functioning DM 2000 web cleaning system can be seen at the ACE stand; the web cleaner will be equipped with all the latest technical developments which permit them to give a surprising level of performance on all types of material.

AK1000 and AK3000; these are the names of the current ACE sheet-cleaning systems.

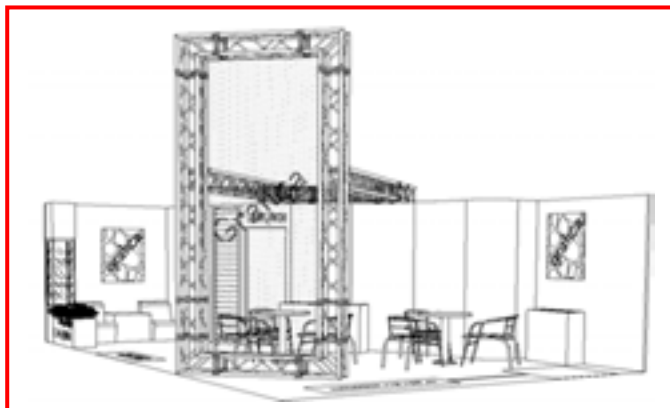
Their utilization in sheet fed offset machines, as well as flexo machines for the printing of corrugated cardboard, permits obtaining excellent printing quality, a drastic reduction in cleaning times for rubber rollers and cliches, as well as the scrapping of non conforming product.

ACE is currently the only manufacturer in the world able to directly offer a product range which includes both electro-static charging and discharging devices, ESA systems and web cleaning systems (both of the contact and non contact types).



Visitors to the ACE stand at the 2004 Drupa

ACE welcomes all Fair visitors to its stand, 10D61, in Hall 10.



ACE stand at the 2008 Drupa

Coming Fairs:

print media messe
drupa

29 May – 11 June 2008
Düsseldorf



14 – 17 November 2008
Shanghai



24 – 28 March 2009
Milan

For additional information regarding the issues covered in this article or other information please contact ACE.

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