

In this issue:

Pag. 2: ROTOSTATIC (ESA)

Sales of the ACE Rotostatic "Electrostatic Assist" systems are continuing successfully.

Pag. 3: WEB CLEANERS

ACE only manufacturer of web cleaning systems, with or without contact

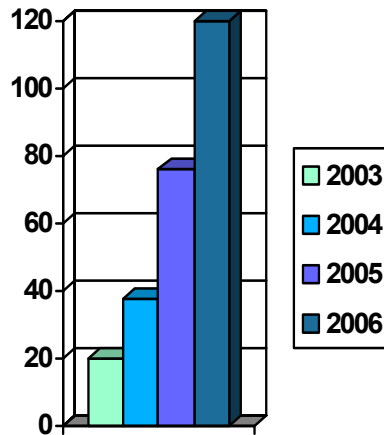
Pag. 4: RETROFITS, SERVICE AND CUSTOMER SUPPORT

The number of existing machines on which the ACE systems are being installed is growing

Pag. 5: NEWS

The new Legnano plant is fully operational

Some of these customers have already decided to install the Rotostatic system on new machines they are about to buy, something that will enable us to enter the fast growing, so-called emerging markets.



Stand ACE at Labelexpo 2005

Alongside this sales level trend, ACE has made important logistics (new plant), technical and human resource investments; this to keep itself up-to-date with the technological development required in our sector.

Today ACE can boast an absolute value company structure, able to satisfy any customer need fast in a qualified manner.

Coordinated by the Legnano sales office, the ACE sales network has a vast agent and distributor network in the more strategic zones guaranteeing the best and most widespread coverage worldwide.

Well rooted in their Country, ACE agents and distributors guarantee thorough, local market knowledge and enable our company to really support customers close up.

Market response to the investments made by our company over the last three years period has been extremely positive. The ESA electrostatic assist systems ACE Rotostatic are still the reference point for the main manufacturers of rotogravure printing presses and for a growing number of rotogravure printers worldwide.

Their proven superior effectiveness, functionality, technology and reliability makes them the only ones of their kind.

We have had more recent confirmation of this from some of the latest installations done for important rotogravure printers in Italy, Europe, Middle East, Asia and South of America.

Sales increases for our Rotostatic systems (see graph) have been considerable over the last 2 years (2005 and 2006), and 2007 has confirmed and even improved on this trend.

The Web / Sheet Cleaners division has also had excellent sales results.

The ACE web cleaning systems have been much appreciated by a growing number of manufacturers and printers / converters for some time now.

Here too, important novelties have just been put on the market and an original product line will be presented during the Brussels Labelexpo Trade fair for the narrow web machine sector.

Sales of the ACE Rotostatic systems are continuing successfully “Electrostatic Assist”

There are an ever-growing number of Rotostatic systems used and installed by rotogravure printers all over the world. And great satisfaction is also coming from European and Italian markets.

For the latter, we take great pleasure in mentioning the **Goglio Cofibox** decision to use ACE again to install a Rotostatic electrostatic assist system on the new Cerutti R970/2.

This system will flank another Rotostatic system installation with which the customer has recently equipped another Cerutti R940 rotogravure press.

During installation of the first ACE system, various tests done just with plastic film proved the greater Rotostatic system capacity to improve printing quality even for the tiniest minimum aspects, with complete leakage of impression cylinder cell ink.

That is why **Goglio Cofibox** has chosen to install the second ACE system, complete with all the most sophisticated monitoring, management and machine/operator interface systems.



Generator AS/49T

The now all-proven Rotostatic system (besides on paper and carton) for any type of plastic film, is the start of a new era on the use of the Electrostatic Assist system in rotogravure, flexible packaging printing.

For some time now in the flexible sector, film has been occupying a growing market share and for this material too (despite what was believed in the past) use of electrostatic assistance is fundamental.



The Rotostatic system enables the printers to save ink, provides considerably reduced impression cylinder pressure thus a stop to breakage (paper), or off register in the printing of plastic film, max print/production speed ...

These and other advantages come with one that is fundamental for those rotogravure printing presses that change jobs frequently, the almost complete lack of stops needed to clean printing cylinders. In fact, thanks to the Rotostatic system emptying the cells completely, ink does not dry in them thus providing considerable advantages.

Goglio Cofibox has been on the packaging market for long time. It grew with coffee packaging and has diversified business developing the production of labels and sleeves for mineral water and soft drink bottles.

High barrier laminate is also used successfully in food packaging. Packaging is part of the integrated "Fres-co system", system studied by the Goglio Group.

“ We have decided to install the second ACE Rotostatic system on the new Cerutti press, thanks to the first installation positive experience.

It's use will grant to us a perfect print quality on all kind of substrates as requested by our customers” says Ing. Eleonori of Goglio Cofibox..

Success of last generation ACE Rotostatic systems is further confirmed by numbers, growing considerably this year.



Daniele Barbui
Marketing &
Sales Manager

ACE only manufacturer of web cleaning systems, with or without contact

ACE DM series “no contact” web cleaners were specifically studied and designed to neutralise electrostatic charges and remove undesired dust and paper particles from the plastic film, aluminium, complexes, paper and carton reels..., before the printing, coating and laminating, rewinding stages and then the cutting ones.

They are also used to remove small insects and hairs causing non conforming end products and material waste.

Their exceptional effectiveness has quickly made them a market reference point for a vast number of presses and converting machine manufacturers, as well as a growing number of flexible packaging printers and converters.

The **DM 2000** cleaner is mainly used on flexo and rotogravure printing presses to clean the web after the reel has been unwinded and just before the first printing unit.



The same cleaner is being used more and more on laminating machines (in particular duplex and triplex), where the need to laminate perfectly clean material is of primary importance.

In fact contaminated material lamination creates unacceptable non-conformities as well as problems which have a real, finished product barrier effect.

For products used in the medical and pharmaceutical industries, DM2000 cleaners have become just about standard use also for the perfect cleaning of food packaging products.

DM 1500 cleaners are being requested by converters more and more. There are more installations on slitter-rewinders to get no contamination, finished reels.

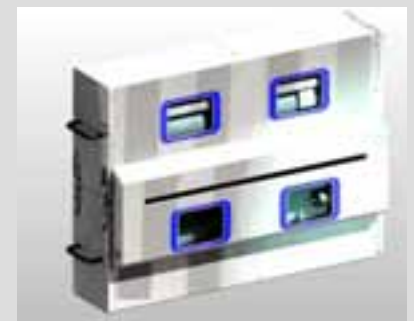


The extreme compactness of DM1500 cleaners means they can be installed on both new and existing slitter-rewinders, without the latter needing any special modification.



Gilberto Balzarini
Area Sales Manager

Preview presentation of the new ACE AR 800 contact cleaner at Labelexpo 2007



At Brussels Labelexpo 2007 (26-29 September), ACE (Hall 11 Stand R5) will be presenting its new, original web cleaning systems with adhesive rollers.

For special uses, the system will flank the well known ACE no contact model **DM 1000**, which is installed from long time and with success on narrow web presses for flexo printing, offset and roto-offset of labels and continuous models.

Some DM 1000 web cleaners will also be on show (as they are installed) on the printing presses of important manufacturers.

The Rotostatic electrostatic assist system is also on show, in the narrow web version for rotogravure print units in line to flexo and roto-offset presses, for the paper and carton print in the tobacco and cosmetics sectors.

The number of existing machines on which the ACE systems are being installed is growing

The continuing printers and converters need to maintain the highest finished product quality levels, means they need continual updating for their machinery with accessory equipment systems enabling improved productivity and a drastic reduction in waste.

Many have chosen our company as their supplier and qualified partner for electrostatic assist ESA systems, web cleaners, electrostatic discharging and charging systems.

ACE can give its customers really high level customised technical support for anything concerning the study and analysis of any kind of problem on presses and converting machines, and the most appropriate solutions.

Rotogravure: On rotogravure presses, the main retrofits concern the ACE Rotostatic ESA electrostatic printing assist systems.

The strong increased demand is due to the fact that the ACE Rotostatic systems have proved that they can totally improve printing quality even on plastic film, not just on paper and carton.

Even the tiniest minimum aspects are highlighted and results that were just about impossible some time ago are now possible. That is why a part of our installations on existing machines just fully replace our competitors' ESA installations.

Our service can install on any type of rotogravure press and our technical office can draw up studies and plans for the system's electrical and mechanical installation.



ACE Rotostatic installation

Flexo, Coating and Laminating: web cleaning systems are the most requested on this type of existing machinery. In fact, the increasing rigidity of finished product control measures requires materials that are in no way contaminated, to avoid costly non conforming waste.

ACE web cleaners are often installed directly as retrofits by end customers, thanks to ACE service support.



Web Cleaner DM 2000 on flexo C.I. printing press

However, requests are growing for ACE technicians to be present during start-up and testing.



Web Cleaner DM 2000 on triplex laminating machine

Supplying high technology accessory devices is the starting point for achieving important results and consolidating them.

To make sure this technological patrimony does not just remain an isolated (though determining) factor, the customer who will then use it has to participate fully.

That is why ACE dedicates a lot of energy to training staff operating its systems, with detailed instructions and information often going well beyond a customer's normal expectations.



Training for ESA ACE Rotostatic

The new Legnano plant is fully operational



Located in a strategic position and easily reached from the main motorways and Milan airports, the new Legnano plant is now fully operational.

More space available for design and manufacturing departments in the new plant will enable ACE to develop the numerous projects it has been working on for some time now.

In particular, one of those will be developing a paper cleaning (especially tissue) plant for large machines where there are considerable amounts of micro paper particles left on the tissue itself during converting; management has already approved the project and it is expected to be ready by the end of the year.

This centre will always contain the most recent systems and devices for customers to carry out any tests requested.

When not in use for customers, the same devices will be available for our technical and R&D services for those tests and trials needed to improve and update devices thus making sure they stay at the top of technology, enabling us to provide customers with a continual avant-garde service.

ACE is looking forward with great hopes, investing in technology and new products to answer the ever-changing printing and converting market needs, improving and innovating our company processes to consolidate that customer satisfaction which has always been the focus point of our strategy.



Maurizio Barbui
Technical Director

Next exhibitions:



26-29 September 2007
Bruxelles



24-31 October 2007
Düsseldorf



29 May – 11 June 2008
Düsseldorf

For any further information you may need please contact ACE:

Tel.: 0039 0331 404 343

E-mail: ace@ace-electrostatic.it