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For Immediate Release

Adapting to Customers' Needs Brings Growth to Pennsylvania Printer *The Triangle Printing Co. Installs Fujifilm Platesetter to Keep Presses Running*

VALHALLA, N.Y. (March 11, 2008) – The Triangle Printing Company doesn't see itself as simply a traditional commercial printer, but a company that adapts to its customers' requirements, which often leads to uncharted territory. In the last three years as the company has partnered more with its customers, the York, Penn.-based Triangle Printing Company has moved into new area – including package printing. As a result, the \$12 million company has experienced dramatic growth annually over those three years.

To become a one-stop shop for its customers and print the highest quality product, the company implements the technology that provides the best results. In September 2007, The Triangle Printing Company installed a high-speed platesetter—the Fujifilm Javelin 8600S 8-page thermal platesetter with Fujifilm's Brillia LH-PJ thermal plates. The thermal CTP system has improved quality and, by reducing makeready times, improved pressroom productivity by 15 percent. Plate remakes were reduced in the last quarter by 90 percent.

"Our industry has improved to the point that being able to produce the highest quality product on a constant basis is a given," states Guy Wilcomb, vice president. "Being confident in your ability to produce a sharp, accurate dot consistently across the plate is an absolute must. This new platesetter helps us ensure that we're able to do that."

The Triangle Printing Company, which employs 75 people and has been operating since 1972, is constantly striving to improve the quality of its products and services. Wilcomb and his team determined that an upgrade in the company's platesetter capability would further enhance its color consistency and reliability. With an interest in pursuing stochastic printing, the company decided to switch from a visible light platesetter to a thermal platesetter and needed a device that could feed its four 40-inch presses and one 28-inch press. The company installed the Javelin 8600S platesetter—that produces 22 plates an hour—with an FLH-Z plate processor.

“We’ve had a lot of experience with Fuji,” says Wilcomb. “We’ve done enough research on the platesetters that were available and we knew the Fuji products were top flight products. Fuji made it very easy to acquire the product and move it into our workflow.”

The overall goal was to achieve consistency of dot size across the plates. The new system provides the required consistency and reduces makeready times. “We went with a fully automatic system so we could output more plates with fewer people,” reports Wilcomb. “Plate remakes are down. We’re able to get plates out right the first time. It’s a bolster to our bottom line.”

For proofing, clients choose digital contract proofs output on the Fujifilm FinalProof digital contract proofer or inkjet prints produced on either an Epson 9800 or Epson 10600 device. “We’re very pleased that we’re able to provide our clients with both solutions,” says Wilcomb. “A lot of our clients want to see a dot and feel more comfortable when they’re able to see a dot on a sheet. The higher the quality job you have, the more it lends itself to doing a digital dot proof. When the detail becomes important, an inkjet can’t give you that capability to the same degree.”

One recent example of a job that required a digital dot proof was a bridal catalog. Because the colors and the details in the lace and clothing were critical, the FinalProof was used and it accurately output the proofs.

By transitioning into new areas for its clients, The Triangle Printing Company has grown significantly. Commercial packaging is its largest growth segment, comprising about 35 percent of the business today. The company produces products ranging from postcards, catalogs and annual reports to pocket folders, product packaging, point-of-purchase displays and posters.

“As we got more involved with our clients and partnered with them to solve their marketing needs, we started getting involved with the packaging of printed pieces,” says Wilcomb. “We recognized that as a company, you can’t just remain still. We had to evolve. If you do a good job, your clients will lead you where you need to be.”

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We deliver solutions for workflow, process control, remote monitoring, color standardization, pressroom products, CTP, proofing, digital printing, wide format and more. Only Fujifilm can bring an integrated approach to your technology, hardware and software. Only Fujifilm can put you *in control*. For more information, please visit www.fujifilmgs.com.

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