

KAGISO BM printing



From: Trevor Schulz [mailto:trevors@kagisobmprinting.co.za]

Sent: 01 February 2012 06:49 AM

To: 'Brian Moore' BM Management cc BMM Print Ltd

Good day Mr Brian Moore

I would like to thank you and your team for your ongoing support for the last 17 years that I have been at Kagiso BM. There has been so many changes in the industry that I can not bare to think what the future holds for us in Printing.

The 2 in one fount that you introduced to us **more than 12 years** ago has stood the test of time from our old presses to our newer ones.

In the interim we have replaced our 21 year old Octoman with a refurbished KBA 214 our Rotoman with a 2006 Polyman.

The new Polyman has brought us a whole new age of printing to the plant as it is full automotive from plate loading to colour control, but this brought me a new challenge. The Technotrans has a **Alco Smart AZR** Doser which is new to me, so for the first time on press installation we **ordered** a start up pack from the manufacture to be on the safe side. This start up pack did not last as the minders started to compare the new fount with 2in one. We try to persevere for more than two weeks but could not get near that same impressions as the older Polyman which was running 2in one.

With out any hesitation we went right back to 2in one and for the past two years my production figures have been looking much better.

In November 2011 we saw a lift in the print orders and more than 23730 litres of 2in one was pumped through our Technotrans without any problems.

Also as you should see by your figures we are averaging about **15000 litres a month of 2 in 1 fount** and do hope that the industry will be kind to us this year.

Look forward to see you when you are in Johannesburg the next time and all the best for the year ahead.

Trevor Schulz

Print manager Kagiso BM Printing

011 622- 3820