

## Updates on Our Pressroom

Our pressroom is buzzing in preparation for not one, but two new presses. Last year, we announced the acquisition of our eighth Timson web press. The new press, which we refer to as T8, is a Timson ZMR press capable of running both one and two color eleven inch books. We are pleased to announce that our other new press, a 40" Heidelberg sheetfed press, is going to be installed soon.

### HEIDELBERG FACTS

Our brand new 40" Heidelberg Speedmaster is replacing our two older Heidelberg Speedmaster presses. Through vast improvements in technology and efficiencies, the capacity of this one new press will be equal to the two presses being replaced. It is configured to print either two color or as perfecting one color (1/1).

Heidelberg provides the U.S. printing industry the finest and most technologically advanced printing equipment in the world. They stand for innovation and customer-oriented solutions that result in printing presses that produce a quality product.

For those who are interested in equipment specifications, our new Heidelberg Speedmaster is a 28 x 40-1/2, perfecting or two-color sheetfed press.

### TIMSON FACTS

T8, our new Timson ZMR press will significantly expand our eleven inch capacity on the eve of what

we hope will be another busy summer in the elementary-high school (el-hi) textbook market. Although T8 will be the fourth Timson on our floor printing eleven inch books (we have four other Timson webs printing smaller books - 4.25 x 7.5 to 7.5 x 9.25 trims), it represents a 60 percent increase to our press capacity for 8.5 x 11 work. In addition, T8 gives us the ability to print two-color text for this trim size.

Specifications and features of T8 include one and two color printing, zero makeready for one-color 48 page signatures, cylinder size of 46" circumference x 53" wide, and can deliver full bleed on an 8-1/2 x 11 signature.

### PREPARATIONS ARE UNDERWAY

Space is currently being made for these presses, concrete pads are being prepared and the installations have commenced for both. We expect to have the new Heidelberg up and running by April and the Timson ZMR up and running in June.

In combination with our nine inch Timson ZMR upgrade on T7, which was installed in February of 2005, we have added significant 2/c and ZMR capacity. The substantial investment we are making in our pressroom positions us to continue to serve our markets by offering the latest in technology.

In the next issue of the *Malloy Quarterly*, we will update you again on our progress. If you have questions about how you might benefit from this news, please contact your Sales Rep or CSR. ■

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## ***Paper News Update***

Last fall, the major domestic paper mills made a dramatic change to their white offset paper, increasing their brightness from 84 to 92. Our floor sheet for this grade of paper, Glatfelter's Thor Offset, is no exception to the change. Glatfelter has replaced the 84 bright sheet with the brighter shade, which they are calling Thor Plus. We began ordering Thor

Plus (92 bright), at the end of October 2005. Once we are completely out of the 84 bright Thor, Thor Plus will be our standard offering. For customers who prefer to stay with a white sheet in the 84 brightness range, we will have an alternative sheet available. The issue of the *Malloy Quarterly* you are reading is printed on 60# Thor Plus, smooth finish. ■

## ***Best Workplace Honors for Malloy Again***

Malloy received recognition for the fifth consecutive year from the Printing Industry of America (PIA) for its internal human relations practices. The Best Workplace in the Americas designation recognizes graphic arts companies for their outstanding human relations efforts which contribute to a successful workplace. A total of 47 graphic arts companies were selected.

The criteria used to judge the companies include management policies, work environment, training and development opportunities, recognition and rewards, workplace health and safety, health and well-being programs, financial security, and work-life balance.

President Bill Upton sited some interesting facts

about Malloy and the people that make up our company at our employee appreciation luncheon held last summer. At that time there were 343 people working at Malloy, 194 on first shift, 80 on second shift, and 69 on third shift. There were 127 women and 216 men. The person working at Malloy the longest had 44 years of service. There were 41 people with 25 or more years of service and 188 people with 10 or more years of service. The average tenure is 12.5 years and the average age of a Malloy employee is 41.75 years. In the past 10 years we have produced 79,000 jobs, 16.5 million pages, 387.5 million books, and 2 billion signatures!

Seriously, all of us at Malloy are proud to be part of one of the Best Workplaces in the Americas. ■

## ***What is myMalloy?***

Last spring we launched a new and improved Malloy website. Our upgraded website was crafted with the goal of enhancing the experience of working with Malloy. We designed it so that information would be more readily available and easier to find.

One of the key features that has been successful with many of our customers is myMalloy. What is myMalloy? It is available to you 24/7 and is your secure source of information about your work at Malloy. myMalloy currently features a Job Status Report, Fulfillment activity, including ordering and tracking information, and a Paper Inventory Report for customers that supply paper to us.

The job status tool provides real time manufacturing status, basic specifications, proof dates, and direct links to private freight carriers for the purpose

of tracking individual shipments. You can customize the columns of information in the report any way you like.

Using our fulfillment activity tool you can place orders for shipment, review order activity, check inventory levels, and track individual shipments 24/7. Paper inventory reporting is used by customers that supply paper to Malloy. At any time, they can check inventory levels and usage activity for their paper.

We invite you to check out our site and especially myMalloy at [www.malloy.com](http://www.malloy.com). (Click on Sales and Customer Service, then What Is myMalloy?) By giving you 24/7 access to the progress of your work at Malloy, we hope to make your job easier. If you are not already using myMalloy, we encourage you to talk to your Sales or Customer Service Rep to set up your account soon. ■



## Fact Sheet

### Precision Spot Gloss

#### A COATING PROCESS TO ENHANCE YOUR COVERS AND JACKETS

Precision Spot Gloss, as its name implies, is used to highlight type and/or graphics with a spot gloss finish on specific elements of a cover or jacket.

The contrast of the spot gloss on the dull coated cover creates very eye-catching results.

Our finish is named Precision Spot Gloss for a good reason. A dull varnish is printed over gloss lay-flat film lamination on a printing press, not a coater. This allows us to hold very precise registration between coating and print.

We can spot gloss graphics or even type with serifs and get the same excellent registration you expect to see in good color printing.

We also use Precision Spot Gloss in combination with embossing to give your cover or dust jacket an extra boost.

We use standard lay-flat film lamination in the process. The curl-resistant attributes of the lamination material are not affected by the dull varnish.

We offer competitive pricing. On an average job of 5,000 copies, Precision Spot Gloss costs less than \$0.10 more than our standard film lamination.

#### PRODUCTION RECOMMENDATIONS FOR PRECISION SPOT GLOSS:

We recommend that you specify coated one side material. C2S should be avoided.

We will need a mock up of your cover or dust jacket showing the dull and gloss breaks. This can be done either by marking up laser copy or by creating an additional color in the electronic file showing the dull areas.

If you are supplying negatives, we need one additional negative (RRED with no chokes or spreads) for the area to be coated with the dull varnish.

## Our Industry Responds

The book industry has responded generously to the devastating effects of last fall's Hurricane Katrina. The plight of all people in the areas affected by the disaster are overwhelming. Publishers, printers, and others in our industry have come to the aid of publishers and printers in the region as well as contributing to the overall relief efforts. There is still much to be done and many ways to contribute.

One way that Malloy has contributed is through The Future Search Network. They are launching a national, community-based program to change the way the United States addresses poverty. Their efforts are not as well known to the general population as the American Red Cross and other main line organizations. At Malloy, we think their vision is innovative and we want to share it with our industry peers.

Malloy is associated with the Future Search Network because we held a Future Search event in 2000. Many of our customers contributed to our Future Search, and our collective findings continue to shape our direction as a company.

The FSN frames their program as follows: "The United States has no overarching strategy for addressing poverty. This fact was made painfully clear by recent responses to Hurricane Katrina. We intend to create unprecedented cooperation among agencies, programs, funders, and citizens with the greatest stakes. In so doing we expect to see existing resources used more effectively, attracting funds both public

and private that did not exist before, to help people develop sustainable lives. *Prosperous Communities, Prosperous Nation* envisions addressing poverty as a way to increase national prosperity and in so doing, enhance national security."

There are significant benefits related with the success of this program. Some of the benefits include:

- Build a critical mass of individuals and organizations collaborating on new approaches for addressing poverty and creating prosperity in every region of the country.
- Help diverse communities create common ground, develop new anti-poverty strategies, and build true commitment for implementing the strategies they develop.
- Educate local leaders to effective ways of working with large diverse groups.
- Create a mentoring support system for community leaders to help

them carry out successful implementation plans.

The FSN is working to secure a grant enabling them to launch this undertaking. Considering the stakes and potential impact, the sums required to produce consequential new social action are small. Their grant would accelerate perhaps by years efforts to leverage significant resources that already exist. If you are interested in more information regarding the *Prosperous Communities, Prosperous Nation* program, contact Nancy Polend, Program Director, at (540)937-4897 ([nancy@futuresearch.net](mailto:nancy@futuresearch.net)) or Sandra Janoff, Program Co-director at (610) 896-7034 ([sjanoff@futuresearch.net](mailto:sjanoff@futuresearch.net)). ■

### Fact Sheets

The Precision Spot Gloss Fact Sheet on page 3 is the twelfth in our series of Fact Sheets to be reprinted in the *Malloy Quarterly*. Malloy Fact Sheets contain information about a specific capability or issue of interest in the industry. They are available anytime online at [www.malloy.com](http://www.malloy.com). We hope you find them to be informative and a helpful resource. ■

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