



Press Release

April 2010

See Marlowe Graphic Services at IPEX, Hall 9 Stand D341

Marlowe to Distribute FFEI Platesetters

Marlowe Graphic Services Ltd announces the signing of an agreement with FFEI Ltd to distribute the company's range of computer-to-plate solutions in the UK. The agreement will give UK commercial printers access to tailor-made and flexible CtP solutions by combining FFEI platesetters with a wide range of prepress offerings from Marlowe Graphic Services. These solutions will include the full range of Alinte B2 and B1 Violet platesetters - manual, semi-automatic, and fully automatic versions - for the commercial print market.

Based in the UK, FFEI is a leading CtP and workflow developer and manufacturer with around 300 machines sold each year worldwide. The company is dedicated to developing technologies that make a difference in daily lives by reducing cycle times, improving quality and adding value. In addition to CtP, its products cover a wide spectrum from inkjet for labelling and decorative work to software for pre-press workflows, 3D print simulation and sophisticated scanners used to accelerate the diagnosis of certain cancers.

Commenting on the agreement with FFEI, Darren Eliot, Managing Director of Marlowe Graphic Services, said: "We are delighted to be working closely with a company with such far-ranging imaging expertise and the UK's leading manufacturer of CtP devices. We believe FFEI platesetters offer excellent value for money for print businesses requiring either B2 or B1 plate production. In the current market, it is hard to find a violet CtP platesetter that ticks all of the boxes. FFEI has the products to meet these demands".

"Violet laser expose technology offers many advantages to the user. With just a single low-cost laser the products offer high quality and productivity but with the added benefit of a low cost of ownership and on-going maintenance."

The company anticipates the use of Fujifilm Pro V or the Agfa Azura V low-chemistry plates on the FFEI systems. "The combination of FFEI hardware with our StudioRIP software RIP and

workflow product, and either of these low-chemistry plate solutions, will provide the ideal prepress solution for any commercial offset printer,” confirms Darren.

Marlowe Graphic Services anticipate interest in the FFEI products from UK dealer channels as well as end users. “Whilst we expect to manage a number of early installations directly, we do also see opportunities for the FFEI products with consumables dealers seeking an effective and reliable CtP hardware solution,” said Andy Hemmings, Sales Director for Marlowe. “Marlowe would be ideally placed to provide the installation and technical support services that these dealers might require,” he added.

“We look forward to working with Marlowe Graphics,” confirms Andy Cook, Managing Director of FFEI. “Their philosophy of integrating solutions which exactly match the needs of customers is synonymous with our own. As a supplier of OEM products and technologies for many world-class partners in the printing industry, we understand the time and margin pressures that are faced by commercial printers. The need to invest wisely in technology from a reliable and responsive supplier is key. Marlowe Graphics has a great reputation for delivering value in the UK and we are sure the addition of FFEI products will help its customers more easily achieve reliable, quality output.”

Marlowe Graphic Services will show the FFEI Alinte 4 manual version on its stand at the forthcoming IPEX show in Birmingham (Hall 9 Stand D341). FFEI will also exhibit at the show in Hall 10 stand D290.

Marlowe Graphic Services is the UK's premier independent prepress specialist, providing service, parts and support for a wide range of graphic arts equipment including CtP, imagesetters, scanners, workflows and RIP's. The company's service package is unique in that not only does it supply, integrate and service third-party equipment but it also has its own team of in-house software and hardware engineers, so if a solution doesn't exist it can be created!

For further information on Marlowe Graphic Services visit the www.marlowe.co.uk web site, or call 0870 777 0920.

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Press Information

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