

# MANUGRAPH THE GLOBAL STORY

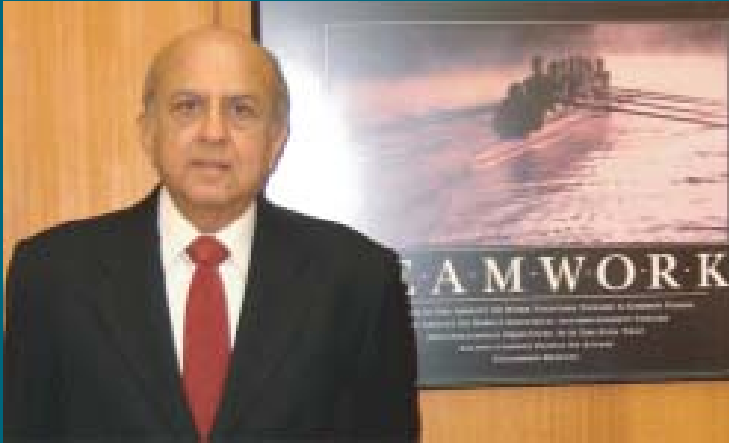
SERVICE

TECHNOLOGY

INNOVATION



# IT'S ABOUT PEOPLE FIRST...



## **Sanat Shah** Chairman

**"Manugraph started as a very small company with just 100 workers, in collaboration with East Germany. This collaboration was an advantage as it gave us expertise in quality and precision.**

**Our Customers can be assured of Manugraph's presence for many years to come, not just in providing quality machines but also top-class after-sales service.**

**We strongly believe that people - the factory workers, office staff and executives - are the backbone of a successful company. I would like to state, in no uncertain terms, that in Manugraph, the most valuable assets are our people."**

# ...AND A CUSTOMER-FOCUS



## Sanjay Shah

### Vice Chairman & Managing Director

"The newspaper industry is very niche. To remain in a leadership position in this niche market, we have to bring down costs and upscale the technology. These are our key goals for the next 3 to 4 years.

Our team consists of 1,200 people Pan India, and I feel significant pride coming to work everyday with these people.

Every client of ours enjoys personalized attention whatever size of press he orders. Most of all, every customer complaint is looked into by the Directors personally. We have a Monthly as well as an Annual Review System that ensures all complaints are addressed within 48 hours."

# ...BACKED BY A PASSION FOR TECHNOLOGY



## **Pradeep Shah** **Managing Director**

"Manugraph enjoys a 70% market share in India that we have maintained consistently over a period of 15 years. For the record, our worldwide market share is a significant 20%. Best of all, we have the most prestigious newspaper houses as customers.

We believe that technology is far more crucial for sales than merely the price. Hence, we have concentrated on developing technology both, through our own R&D efforts as well as in cooperation with some of the biggest companies in the world. This has enabled us to launch new products on a continuous basis.

A recent fact causing immense pride to us is the delivery of one of the biggest presses in the history of Manugraph to Saudi Arabia. A press that accomodates 64-page printing in one folder.

Though our production line consists of a range of models in speeds from 35,000 CPH to 60,000 CPH, we have now chartered new territory in Indian newspaper publishing with Smartline, a 70,000 CPH machine and the first double-width press designed indigenously.

Technology is deeply connected to machine design and so we make a wide variety of printing units, which comprise mainly of H and Arch designs. However, our biggest success has resulted from our ability to produce Folders that can cater to the widest possible range of customer needs. We believe it is this that has helped us hold on to our leadership position."

# CUSTOMER SPEAK



**Dmitry Remizov - Director General,  
Vneshmaltigraph, Russia.**

"Manugraph machines are used in the majority of publishing houses in Russia. Manugraph fulfills its obligations of warranty and service very efficiently. We'd like to underline the fact that Manugraph, as a company, has become a part of our family, as it consists of wonderful people who put their hearts into the business they are in."

**Devendra Darda - Executive Director, Lokmat Group  
of Newspapers, India.**

"We are pleased to be associated with Manugraph for over 3 decades. We consider them to be an important partner in the successful journey of The Lokmat Group that prints 1.8 million copies from 12 locations across the States of Maharashtra and Goa."



**Syamil Fahim B. Mohd. Fahim - Executive Director,  
Ultimate Print Sdn. Bhd, Malaysia.**

"During our visit to India, we explored doing business with a few manufacturers and the one that impressed us the most was Manugraph. They have absolute state-of-the-art facilities. They are also an ISO certified company, which means that they can actually provide us with good, highly productive and reliable machines and this, at a price that no other European manufacturer can match."





# RESEARCH & DEVELOPMENT

The prowess of our presses has evolved from our focus on small details - be it computer aided design with the latest 3D CAD software, or CAE with Finite Element Analysis software, or special software for Data Management that has been developed in-house.

Located on-site in Kolhapur, our R & D team of engineers and specialists analyse future developments towards the creation of new presses.

They deploy prototype testing facilities including the latest Data Acquisition System comprising of a Vibration Analyser, Tension Torque and Strain measuring instruments, a Print Test lab and a colossal technical Library with a database of graphic products and technology.

We invest in research and development in engineering, testing, optimizing and manufacturing. We pay great heed to the voice of our customers. And, we believe it is their feedback that enables us to create great machines.

# INFRASTRUCTURE



**Manugraph is an Institution where Human resources and Technology come together to manufacture products that have gained worldwide recognition. Situated at Kolhapur, (about 400 kms from Mumbai, the commercial capital of India), Manugraph has 2 manufacturing plants comprising an asset base of nearly 1,200 dedicated employees who work towards a common goal of accomplishing success.**

**To achieve this, an ultramodern manufacturing setup, covering an area of 130,000 sq.mts., is utilised for a gamut of technological innovations - from testing labs to precision machining to accurate assembling.**

**Both the units have established and applied the requirements of ISO 9001:2008 - a Quality System, for Design, Development, Production, Installation and the Servicing of printing and allied machinery.**

**All the details are looked into carefully in order to deliver a product that spells confidence.**



# HEADLINES

## WE HAVE CREATED



**1972 - Manugraph, the first indigenous manufacturer of newspaper printing machines, was established**

**1997 - Hiline was launched**

**2000 - A leap in technology through a collaboration with Man Roland, Germany**

**2002 - Cityline Express was launched**

**2004 - Frontline was launched**

**2006 - Dauphin Graphics Machines INC, PA, USA was acquired and with it came worldwide leadership in 4-page web offset presses**

**2010 - Smartline was launched, India's first double-width 4X1 press**

**2011 - M360, designed in the USA, was launched in India**

# CORPORATE SOCIAL RESPONSIBILITY

Across the world, Manugraphers are pursuing new ideas, challenging old ways of thinking, and asking the vital question about what else they can do to improve, not just machine productivity, but the quality of life in the communities we live in. In cooperation with others like customers and suppliers, new ideas are being tested, best practices are being implemented, and ways to maximize Manugraph's positive impact in the world are being sought.



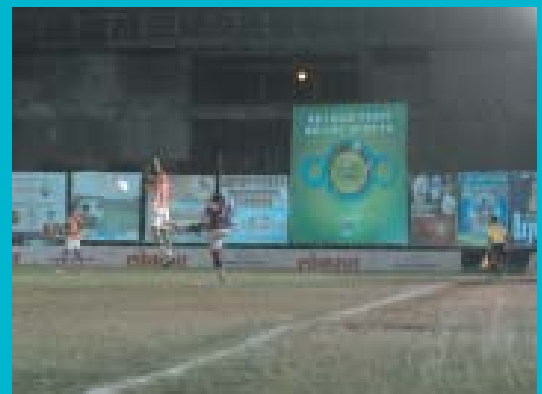
One of a series of regular Blood Donation camps that are sponsored by us



Mineral water distribution to devotees during the Navratri Festival



Career guidance program



Kolhapur Premier League an annual football tournament underway at Kolhapur, India

**MANUGRAPH INDIA LTD (MIL)**

SIDHWA HOUSE,  
2ND FLOOR,  
N.A.SAWANT MARG, COLABA,  
MUMBAI - 400 005  
TEL : +91 22 2287 4815  
FAX : +91 22 2287 0702  
E MAIL : SALES@MANUGRAPH.COM

**SUBSIDIARY OF MIL**

MANUGRAPH DGM, INC.  
P.O. BOX 573  
ELIZABETHVILLE, PA 17023  
USA  
TEL : +1717 362 3243  
WEBSITE : WWW.MANUGRAPHDGMUSA.COM

**SUBSIDIARY OF MIL**

MANUGRAPH KENYA LTD.  
4, SUN VIEW COMPLEX ENTERPRISES ROAD,  
P.O.BOX 39787,  
NAIROBI, KENYA  
TEL : +254 20 537155/555 603  
FAX : +254 20 534438  
E MAIL : MANUGRAPHK@WANANCHI.COM

**BUSINESS ASSOCIATE OF MIL**

MERCONGRAPHICS FZC  
A3/60,  
SHARJAH AIRPORT INTERNATIONAL FREE ZONE,  
P.O.BOX 8219, SHARJAH, UAE  
TEL : +9716 5570708  
FAX : +9716 5570709  
E MAIL : INFO@MANUGRAPHUAE.AE

**SUBSIDIARY OF MGFZC**

MERCON GRAPHIC LTD  
LAGOS, NIGERIA,  
TEL : +254 20537155  
E MAIL : NSC@MANUGRAPH.COM



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Technology in Print

WWW.MANUGRAPH.COM