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The AIIM Group

Press Release

York Region Printer Prints Gold

GTA North industry leader hits the mother lode as the International Association Of Printing House Craftsmen cites The AIIM Group for 'superb' printing – 32 times.

Aurora, November 7, 2002: The prestigious IAPHC has announced its annual roster of elite printers, and once again, The AIIM Group has shown that from the GTA North to the printing capitals of the world, it stands as one of the very best, scooping 32 awards in the 2002 Gallery of Superb Printing competition. Over 3,000 print samples from around the world were reviewed by industry experts at the IAPHC, with The AIIM Group recognized by its peers with:

3 Gold Certificates	(1 International/2 GTA)
8 Silver Certificates	(2 International/6 GTA)
6 Bronze Certificates	(4 International/2 GTA)
15 Honourable Mentions	(5 International/10 GTA)

Establishes DemandPrint service line as the Gold Standard

Being recognized by its industry peers is nothing new for The AIIM Group, with over 200 such awards having been earned over the past five years. Still, the lustre to winning is never dulled insists Mario Giorgio, Chairman and CEO of The AIIM Group. "Competing with, and being recognized by, strong competitors from our local market and around the world is immensely satisfying to be sure. Truthfully though, to hear it from our customers is our real reward". The who's who of clients with winning entries include Alpha Laval, Magna International, William M. Mercer, The Royal Bank – even a credit card application for Tiger Woods.

The awards cap a year of success positioning the Company's DemandPrint service line as the standard for commercial printing in the GTA North. A certified ISO 9002 manufacturer, The AIIM Group has invested heavily in its OneStop production service bureau and the proprietary work process management platform SSI (Self Service Imaging) that will link it with customers throughout North America. "We are after all, a solution based printing company, it follows that we must provide our customers solution based thinking," notes Emilio Ciampini, Senior Vice-President Marketing & Sales, "it's a very, very competitive market out there. There are far larger competitors chasing our customers. We continue to grow not because of our size, but our track record of innovation, and our commitment to value, responsiveness and yes, quality".

As is always the case however, it is the customer who has the last word. Jane Smith, Print Procurement Manager for Acme Inc., of Markham, who's entry is among the winners puts it simply, "in the end, quality is about a better return on investment. Quality printing is simply more effective at winning market share. And that's what it's all about these days."

For more information regarding DemandPrint, or any other product or service of The AIIM Group, please contact Mario Giorgio, Chairman & CEO (ext. 223), or Emilio Ciampini, Vice-President Marketing and Sales (ext. 342), both at (905) 841-6444.

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Company Profile

The AIIM Group was founded in 1990 by Mario and Frank Giorgio. Leaders in the evolution of lithographic to digital imaging, the brothers have also been responsible for the creation of JIT Demand Print, one of Canada's leading instant print franchises, and RDM (Ricoh Document Management), a provider of high volume electronic publishing services. Located in the heart of GTA North, The AIIM Group is today comprised of over 100 lithographic and digital imaging/finishing specialists, serving Fortune 500 clients throughout North America. With reference clients such as American Express, Canadian Tire, CIBC, Daimler Chrysler, IBM, TD Waterhouse and Xerox, the Company is certified as ISO 9002 compliant.

Overview

Wedding the artisanship of the lithographer, with the infrastructure of it's OneStop Service Bureau, The AIIM Group offers a spectrum of service lines that provide marketers the 'right solution for the right application'. All are enabled by SSI (Self Service Imaging), a powerful suite of proprietary and open market work process management applications, that provide digital marketers the ability to respond to real time opportunities and challenges with virtually instant integrated lithographic and digital imaging programs.

The commitment to service excellence is a given, the commitment to shared-risk partnership and marketing innovation is unique.

Service Lines

Recognizing that distinct client needs demand distinct solutions, The AIIM Group offers not only customized technology solutions but unique business models as well – from the printing of a single black & white order to the turn-key insourcing of a Fortune 500 company's print needs.

- DemandPrint* - lithographic and digital imaging, finishing and fulfillment – *value, quality, speed*
eProcurement - real time matrix estimating and production management on the client's desktop
InPrint - turn-key on-site management of client print production – a strategic partnership
PrintingPlant - for expert clients/resellers, providing direct access to OneStop Service Bureau

Capabilities

- PDF Workflow
- Scanning – Copydot, Reflectives, Transparencies, Negatives
- Multimedia Creation
- Imagesetting – Film Output
- CTP – Computer to Plate
- CD ROM & Diskette Duplication
- 1 – 7 Colour Offset Printing
- Digital Colour Printing
- Digital Black & White Printing
- Document Management System
- Data Asset Management System
- Finishing / Fulfillment / Distribution
- EDI / On-line reporting

Applications

- Annual Reports
- Catalogues
- Corporate Identity
- Financial Printing
- Direct mail
- Directories – Litho/Digital
- Marketing Brochure
- POP
- Packaging
- Posters