

# Press Release

## **AIIM (Avant Imaging & Information Management Inc.) Hits the Bull's-eye Again With a Canadian First**

Inks deal with MAN Roland Inc., the global leader in web press and newspaper publishing, for new ROLAND 700 ten colour perfecting press with roll –to-sheet feeder

**Aurora, October 17, 2003:** Mario Giorgio, Chairman & Chief Executive Officer of The AIIM Group, today announced the acquisition of a new ROLAND 700 ten-colour 5/5 perfecting press, the first to be configured with a roll-to-sheet feeder in Canada. “As a key element of our Digital Smart Factory program, we have been looking for a Computer Integrated Manufacturing solution that best exploits the efficiencies of our PDF Workflow System,” reported Giorgio. “We found the perfect answer with our selection of the ROLAND 700.”

### **Roll-to-sheet feeder technology promises lower costs**

The acquisition reaffirms The AIIM Group's position as GTA North market leader by offering existing and new clients unequalled quality and dramatically reduced make-ready times – all at substantively reduced costs. The key lies in the digitally controlled roll-to-sheet feeder. “The sheeter allows us lower costs in purchasing rolls of paper instead of sheets and a better yield out of the paper for each job by sheeting at the most economical size,” notes Giorgio, “it will definitely make us more competitive than we already are in the marketplace”.

The press's perfecting capabilities render it a true powerhouse by providing for 4/4 and 5/5 printing in a single pass - especially critical on longer runs. When used in

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conjunction with the roll-to-sheet feeder, this will allow AIIM's clients to profit by using less-expensive roll stock – the cost of a half web with the quality and flexibility of best-in-class sheet-fed lithography.

“True to the vision of the Digital Smart Factory, that is of enabling the manufacture and distribution of highly challenging and sophisticated print communications programs, the ROLAND 700's PECOM operating and automation system is fully integrated with AIIM's PrintCafe management information system, providing real-time management of the Computer Integrated Manufacturing process” says Frank Giorgio, co-founder and President of the AIIM Group. “This means the efficiencies of PDF Workflow will finally be fully realized with the extension of that process right into the pressroom. With PECOM and our PrintCafe system, the press operator just has to key in the docket number for the job and the automation handles all the settings. After the job is completed, the machine will tell us the time it took to complete each aspect of the job and lets us know if, when and where there's a problem that needs to be handled.” Indeed, it is this level of operator ease that will result in make-ready times of less than 20 minutes, versus the conventional two hours.

As always though, it's about the customer. As Giorgio notes, “This unique manufacturing edge is going to empower our customers to produce campaigns of greater impact, faster and at lower cost than the market currently provides. Now that's competitive advantage defined. ***For our customers - and for AIIM!***”

For more information regarding The AIIM Group, please contact Mario Giorgio, Chairman & CEO (Ext. 223), or Frank Giorgio, President (Ext. 222), both at (416)-798-7110, or via email: [mgiorgio@aiim.com](mailto:mgiorgio@aiim.com) or [fgiorgio@aiim.com](mailto:fgiorgio@aiim.com).

*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 digital print company, currently operating as 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, Royal Bank, TD Waterhouse and Xerox, the Company, winner of the Business of the Year award in Aurora is presently certified as ISO 9002 compliant and soon to be ISO9001-2000 certified.

A strategic initiative of the The AIIM Group is Self Serve Imaging (SSI), a web-based self service toolset that empowers its clients to build template-based print communications projects and programs that include variable and lithographic imaging. Results from our beta customers are excellent, with full deployment of this ROI enhancing service scheduled for Q1 2004.