

Presseinformation / Press Release



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Transfer of web sales and service to Williston, Vermont

KBA to optimize North American operations of web and sheetfed division

KBA North America Inc.'s supervisory board has decided in order to better serve our customers to transfer web press sales, service and parts activities from York, PA, to KBA NA's sheetfed division which has been based since the early 1990s in the Burlington suburb of Williston, Vermont.

The new combined sheetfed and web company will continue as a wholly owned American subsidiary of Koenig & Bauer AG, Wuerzburg, Germany, under the company name KBA North America Inc.

KBA sheetfed division currently offers the industry's broadest range of printing presses and this is supported by factory trained service and support personnel throughout North America. All web and sheetfed customers will greatly benefit from the ultimate availability of additional qualified service personnel throughout North America.

North America represents a major KBA market, accounting for 15 to 20 per cent of turnover and annual sales worth several hundred million dollars. Merging the two North American operations reaffirms a commitment by KBA's German and North American management to provide a long-term solid solution for professional and cost-effective customer service. More details will be released in the weeks ahead.

“Our ultimate goal is to offer all North American customers the most technologically advanced printing presses in web and sheetfed supported by the industry's best direct parts and service teams. By combining the synergies of both organizations under one roof we can optimize customer service and overall satisfaction, thus ensuring all printers have one contact point for all their needs. Since KBA is the only press manufacturer to offer sheetfed presses from 20 to 81 inches, along with commercial, newspaper and rotogravure web products, we can analyze a printing company's overall strategy and then offer them a customized solution – this is only available from KBA,” says Ralf Sammeck, KBA North America's president and CEO.

For More Information Regarding This Release or Any Other KBA News, contact Gary Owen, Director, Marketing and Newspaper Sales, 717.891.9064 or email gowen@kbapa.com. Information can also be obtained at the company's website www.kba-print.de/en.

Photo:

KBA North America, Williston, Vermont.