

Press Release

Successful cooperation between S.E.M. and Koenig & Bauer

Expectations placed on cooperation more than fulfilled

- Cooperation on equal terms
- Growth market for service business
- Successful cooperation

Würzburg, 08.10.2019

Successful cooperation between S.E.M. and Koenig & Bauer. Assessments of the first year of joint activities by the two companies are very positive. "The objective of our partnership was clearly defined: We planned to develop the market proactively. From repairs via maintenance to technical cleaning services. And looking back, we can now report that we have indeed achieved our goal!" says Achim Trenkner, managing director of S.E.M. Servicegesellschaft. Comprehensive roller servicing was performed at Westfalen-Druck GmbH, for example, the ink ducts have been overhauled at Medienhaus C. Beckers, and electrical safety checks to ensure compliance with DGUV Regulation 3 are scheduled at the newspaper Straubinger Tagblatt for the coming year. These mandatory checks have now been integrated into the existing Koenig & Bauer service concept. Thomas Potzkai, head of service at Koenig & Bauer: "The feedback from customers has been exclusively positive. They appreciate having a single contact person, who can coordinate all necessary measures quickly and professionally. This long-term cooperation is a win-win situation for S.E.M and Koenig & Bauer – and above all also for the customers."

Cooperation between Koenig & Bauer and S.E.M. Servicegesellschaft

In response to expanding service business and strong customer demand, Koenig & Bauer decided to expand its product portfolio in 2018. In cooperation with S.E.M. Servicegesellschaft, it can now offer practically all services relating to printing presses. The responsibilities of the two companies are clearly separated, but at the same time fully complementary.

Photo 1:

Successful cooperation between S.E.M. and Koenig & Bauer

KOENIG & BAUER

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About Koenig & Bauer

Koenig & Bauer is the oldest printing press manufacturer in the world with the broadest product range in the industry. For more than 200 years, the company has been supporting printers with innovative technology, tailor-made processes and a wide array of services. The portfolio ranges from banknotes, via board, film, metal and glass packaging, through to book, display, coding, magazine, advertising and newspaper printing. Sheetfed and webfed offset and flexo printing, waterless offset, intaglio, simultaneous perfecting and screen printing or digital inkjet – Koenig & Bauer is at home in virtually all printing processes and is the market leader in many of them. In the financial year 2018, the approximately 5,700 highly qualified employees worldwide generated annual sales of more than EUR 1.2 billion.

Further information can be found at www.koenig-bauer.com