

Dynagraph



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DYNAGRAPH IS ONE OF THE LEADING PIONEERS
IN THE GRAPHIC ARTS INDUSTRY

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About Us

TO BECOME THE PARTNER OF CHOICE
FOR OUR CUSTOMERS

With origins that can be traced back to 1952, Dynagraph is a leader in the graphic arts industry in the Middle East. Our solid ties with clients and in-depth knowledge of their products, needs, targets and specific market have ensured our success. Empowered with insight on local and international trends and developments, Dynagraph is a pioneer with business sense and a proper support structure. Our comprehensive and tailor-made solutions, services and products (pre-print, print, postprint and more) make Dynagraph the professional choice.

Work Philosophy

WE SELL AND PROMOTE INNOVATIVE PRODUCTS IN
THE GRAPHIC ARTS INDUSTRY

We strive to be our customers' partner because we believe that our success is measured by our client's success. In light of this, Dynagraph works with the leading manufacturers in the graphic arts industry to offer our clients the best products and services. We also closely monitor trends, anticipate change and take a pro-active approach so our clients will have the technological and competitive edge. Our client-centered attitude extends to our helping clients reduce running costs, increasing productivity and efficiency. Continually developing and improving Dynagraph is committed to quality, client satisfaction and steady growth throughout the MENA region, Persian Gulf and North and Central Africa.

Exhibit of a MAN letterpress AUTO-TERNO made in 1936
available in Dynagraph's showroom, Beirut, Lebanon

Team

OUR BUSINESS CENTERS ON
UNDERSTANDING OUR CLIENTS' BUSINESS

Dynagraph is built upon talent. Our team of skilled individuals is at the core of our reputation in offset, digital, large format, and flexo printing. With over 100 team members, Dynagraph efficiently answers its sales, marketing, accounting, administrative, sales order processing, after sales support and technical support needs. Our after sales support team includes mechanical, electronic and software engineers in addition to print instructors.

An organization with firm foundations in knowledge, Dynagraph is structured in a way that allows each department to effectively work alone or in conjunction with other departments, subsidiaries and brand offices, sharing their expertise.

Ink slides of a MAN letterpress AUTO-TERNO made in 1936 available in Dynagraph's showroom, Beirut, Lebanon



Network

OUR PEOPLE EXIST AS OUR GREATEST ASSET

Dynagraph has a reliable and large network of subsidiaries and branch offices throughout the region. We also own a regional network of local spare parts, consumables and equipment warehouses to ensure rapid reaction times and delivery. This helps us better market products and form closer, more local ties with customers. It also means better service, after sales support, and maintenance since every market has its own needs and characteristics.

Our network has two main hubs in addition to the branches and subsidiaries. One hub is in Dubai (Dynagraph for Printing Industry LLC) and serves as a back office and training center for the entire Gulf and Persian Gulf regions. The other hub is in Beirut (Dynagraph for Printing Industry SAL and Dynagraph Lebanon SAL) and serves as a back office and support center for the whole Levant region.

We also have a number of registered companies that are part of Dynagraph's knowledge-based family:

- **Dynagraph for Printing Industry SAL, Beirut, Lebanon:**
serves as our headquarters
- **Dynagraph Lebanon SAL:**
a fully owned subsidiary that oversees the Lebanese territory
- **Dynaserv SARL:**
an after sales support company in Lebanon
- **Dynagraph for Printing Industry SAL, Amman, Jordan:**
covers Jordan in conjunction with Dynagraph Limited (Jordan- Free Zone)
- **Dynagraph for Printing Industry LLC, Dubai, UAE:**
oversees the Gulf region and Iran
- **Dynagraph Syria Ltd, Beirut, Lebanon:**
heads the Syrian market
- **Dynagraph Kuwait Wll, Kuwait, State of Kuwait:**
covers the Kuwaiti market
- **Dynagraph Saudi Arabia Ltd., Ryadh, Saudi Arabia:**
heads the Saudi market



Service

SERVICE IS THE KEY TO SUCCESS

Diverse services are at the core of Dynagraph. We hire specialists and experts and ensure they stay on top of this rapidly changing industry via constant training. Knowledge and client satisfaction are our keys to success, and this mantra extends to our entire team and the know-how we share with our customers' technicians.

Dynagraph is here to assist in: installation; maintenance; preventive maintenance (for prepress, press, afterpress, converting, corrugating and pack equipment); training; logistics; project management; repairing; overhauling; and putting equipment into operation.

We even have a manroland training center in Dubai that offers training in printing, mechanics and electronics on sheetfed offset presses.

In addition the manroland web service hub offers instant assistance in the commissioning, preventive maintenance, and support of all semi-commercial, commercial, and newspaper presses made by manroland that have been installed in the Middle East region and beyond.

To offer clients with quick, tailor-made and efficient services, Dynagraph boasts a far-reaching network of service engineers located in major cities across our region of operation and even further upon demand. We have over 50 service engineers with an average of 10 to 35 years of experience that translates into professional services with solid foundations in accumulated knowledge. All our service team's mechanical and electronic service engineers and print instructors have accreditation from the most prominent vendors in the graphic arts industry.

Thanks to this wealth of expertise, our services encompass the full scope needed for prepress, press, afterpress, and converting in the offset, flexo, digital, and large format printing industry.

Dynagraph service engineer working on the side frame of the delivery of an R505LV

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Products

WE AIM FOR A BALANCED PRODUCT MIX

Pre-print

Dynagraph is at the forefront of pre-press for standard and custom-made hardware and software solutions, from DTP to high-end systems. We deal with solution providers like Fujifilm, Dalim, Woodwing and Knowledge View to supply our customers with the best products available for: design; text and image input; color management workflow; retouching; assembly and pagination; output; color proofing; imposition; preflight checking; PDF workflow; editorial; archiving; back up; web publishing; content management; digital asset management; and more.

Management Information System Solutions

Dynagraph takes the industry to the next level by empowering customers with the latest in connectivity and integration. We actively help our clientele streamline operations with JDF enabled applications such as: cost estimation; production planning modules for the graphic arts industry; Enterprise Resource Planning solutions from Microsoft Business Solutions; and Web applications.

Internal drum of a Fujifilm Luxel V-8 B1, 8 page,
Computer to Plate system

WE AIM FOR A BALANCED PRODUCT MIX

Print

To be an effective partner for our clients, we in turn form advantageous partnerships. manroland, our partner in web and sheet fed press, has a vast array of highly developed presses and services that are ideal for commercial, packaging, magazine, newspaper and security printing.

In sheet fed manroland offers the widest spectrum of inline applications for small and medium to large format presses, from long perfectors to double coaters for added-value printing.

As the acclaimed leader in the industry, manroland's web fed offers the largest range of modular web printing systems tailored for individual needs.

We have also joined forces with Manugraph, a leading web offset manufacturer of single width and single circumference presses. For smaller circulations, that require shorter lead times and personalization, Dynagraph works with other well-known vendors such as xerox. One of the leaders in digital printing systems, xerox offers solutions for different market segments with integrated pre-press stages and inline finishing.

In the large format printing industry, Dynagraph has partnered with HP to offer distinctive solutions with vivid colors on flexible and rigid media for indoor and outdoor: banners; posters; billboards; wraps; and more.

manroland Colorman webfed newspaper large format web press 16-24 pages



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PRINT:

manroland AG | Manugraph India Ltd | xerox corporation | Mark Andy Inc. | COMCO Printing & Converting Systems AG | Adphos Eltosch | Eurografica Systemplanungs GmbH | Edelmann Graphics GmbH | Hewlett-Packard

Kolbus ZU 841 gatherer
Kolbus KM 412, 8000 cycle binder



WE AIM FOR A BALANCED PRODUCT MIX

After print

With the support of leading vendors, afterpress at Dynagraph is the comprehensive answer. A leader in the field, *Kolbus* offers the most complete range of equipment in the hard and soft cover binding industry. The equipment results in the highest quality adhesive bound products: catalogues; magazines; schoolbooks; paperbacks; and a variety of other products.

MBO is the leading maker of folding equipment in the graphic arts industry. *Meccanotecnica* is the world's largest manufacturer of automatic book sewing machines and systems. *Ferag* develops and manufactures components and systems for the newspaper printing industry, offering printers a modular concept. A high level of integration means it can be expanded with publishing requirements whether in: conveying; bundling; inserting; winding; stitching and/or trimming.

Converting & Corrugating

Dynagraph has exceptional solutions for converting and corrugating. By selecting the right partners and thinking of clients' best interests, we bridge quality with cost-effectiveness. *Dynagraph* is a leader in the industry, catering to specific requirements. Our partners speak for themselves. *Winkler+Dünnebier* produces envelope and handkerchief machines, transport and palletizing devices for the paper, tissue and food branch. *Mark Andy* is the world's number one manufacturer of narrow web printing equipment. *Curioni* is one of largest corrugated board converting machine manufacturers. *FOSBER* designs and produces complete state-of-the-art corrugator lines for the board packaging industry.

Pack

In pack, Dynagraph offers clients the edge by working with several vendors. *Heiber and Schröder* is the specialist in window patching, carton erecting, tray forming machines. *Lamina* is a leading supplier of laminating equipment for the corrugated and folding carton industries. *Vega* is a reference in machines for folding and gluing blanks made of solid, corrugated board and plastic materials

POSTPRINT:

KOLBUS GmbH & Co. KG | Meccanotecnica S.p.A. | PLANATOL System GmbH | Herzog and Heymann | MBO Binder GmbH & Co. KG | Theisen & Bonitz Graphische Maschinen Maschinenbau GmbH | Kallfass Verpackungsmaschinen GmbH | Ferag AG | Sigloch Maschinenbau GmbH & Co. KG | Autobond Ltd | Tolerans AB | PETRATTO S.r.l. | Tech-ni-Fold Ltd | Schneider Senator GmbH | Zechini Gra.For Srl | Officine Meccaniche Marchetti srl | Petratto

PACK:

HÖCKER POLYTECHNIK GmbH | Kallfass Verpackungsmaschinen GmbH | Iberica SA | Lasercomb GmbH | Vega s.p.a | Lamina System AB | Heiber + Schröder Maschinenbau GmbH | CORRUGATING Fosber America, Inc. | Officine Curioni S.p.A. | Winkler + Dünnebier AG



Dynagraph

WE AIM FOR A BALANCED PRODUCT MIX

Consumables

Quality is a key factor in print and every item can make a difference. This is why Dynagraph offers the best **graphic arts consumables**, thus ensuring consistent finished products. Our consumables are tested for their performance, reliability and cost. Answering comprehensive needs, Dynagraph has a wide range of consumables from renowned brands such as: Fujifilm Graphic Arts; DuPont; Planatol Adhesive; Sumitomo; Werner Lies; Autobond; Printcom; Flint; Westland; Boettcher; and more.

Dynagraph promotes and sells a variety of offset and flexo products that include: pressroom chemicals, washes, fountain solutions, powder, system cleaners, and coatings; flexo, digital and conventional plates; offset, thermal, violet photopolymer and conventional plates; prepress chemicals (e.g. developers, fixers); Laminating films thermal and cold; print rollers; blankets; lubricants; and more.

CONSUMABLES:

POLICROM SCREENS S.p.A. | Sumitomo Corporation | Werner Lies GmbH and Fujifilm Corporation | Westland Gummiwerke GmbH & Co. KG | Felix Böttcher GmbH & Co. KG | Flint Group | Cosmo Films Ltd TNF Corporation | Printcom | PRI | ContiTech Elastomer-Beschichtungen GmbH | Ernst Marks GmbH & Co. KG. | GF Smith | biesse adesivi spa | Chemie Technik GmbH | Obeikan Technical Fabrics Co.Ltd | Ritrama S.P.A.

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TO LEARN MORE ABOUT DYNAGRAPH VISIT US ON dynagraph.net

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