



Dumor!

Value !
Quality !
Innovation !

NEWSLETTER 8

Dear Friends and colleagues

Welcome to the Dumor Autumn newsletter

WHATS NEW...

SHOWS.

Germany

Dumor own stand at Sinsheim **"21st Druck+Form - Trade fair"** (07. -10 October)

We have our usual 12m² stand at the show with all the current products on display

United Kingdom

Dumor products shown at the Print show in the NEC Birminham by our dealer DTP Xpod Bristol

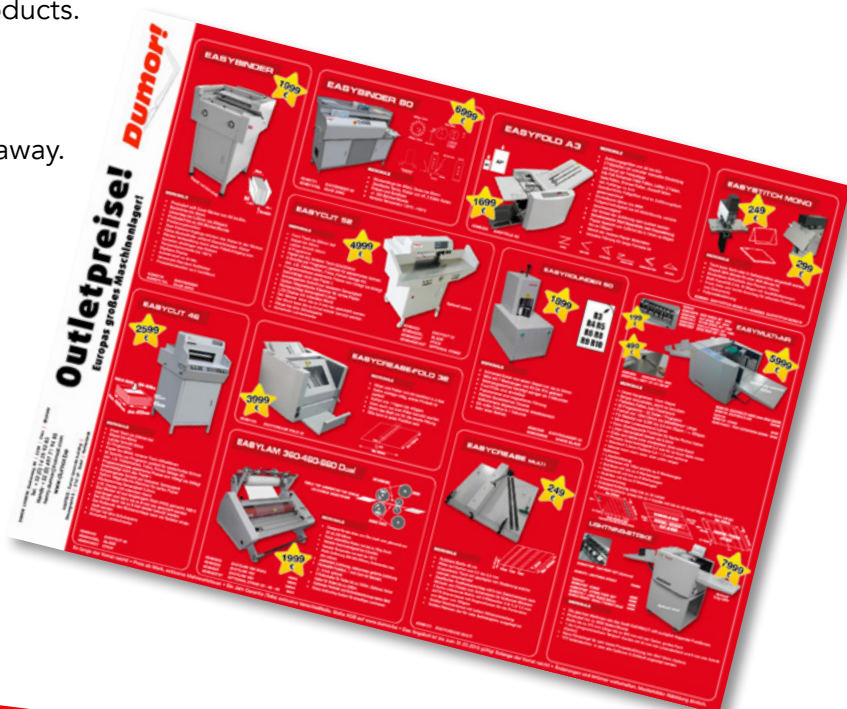
Marketing support documents

Thanks to our advanced Graphic department we are able to produce at short notice our General catalogue in 6 European languages in Dealer / End user priced or unpriced versions.

These are available for direct mail insertion and we co- sponsor the costs of distribution with dealers that sell the major part of our products.

See below an example in German

If you wish to do the same I m just a call away.



New applications of existing products

EZBinder 80

There are several new versions of Pur style glue that are able to be worked in an open pot and can be reheated indefinitely with no final curing in the pot, we use the one from Planatol Germany.

These glues run about 20 deg hotter than traditional EVA glues.

We have adapted the binder using a special chip to run 20 deg hotter than before to work with these glues, now up to 180deg C

The chip cost is minimal; and the book pull test results are spectacular, even on coated paper.

We have the glue in stock for immediate delivery, the chip is plug and play fitting.

Advantages:

Runs in the standard machine.

Pull resistance similar to PUR glue (80 + pct)

Spine flexibility similar.

Glue costs 2x less than PUR per kilo

Immediate setting, no need to wait 24 hrs for curing like on PUR.

Product can be shipped same day.

No need for mega expensive nozzle system.

No need for nozzle rinsing and separate rinsing tank and glue.

No need for nozzle cleaning/ replacement.

No need for fine adjustment of nozzle opening, and nozzle height, glue flow rate.

No compressor/ air dryer needed.

Machine is about 1/4 of the price of a traditional PUR machine.

Disadvantages:

Only, the makers of traditional PUR machines hate it ;-))

New application of ultra thin paper to Multi Air

We have, over the last 6 months developed a thin paper guide system for the multi air and its sister machines.

These will allow steady and straight feeding of NCR type paper with no skew or buckling.

Ideal for cross perfining and linear perfining applications.

Available as an option with the machine at purchase see tech bulletin # 9

New Dealers

I am pleased to announce that the very well known dealer **P Callet** located near Paris has become a **Dumor main dealer**.

They previously had worked for many years with another Dutch importer but due to really poor product support have switched all their light graphic machine purchases to Dumor, they join

Ete Marquet, S-2-G and **Beemage** as **Dumor main dealers** in France

Have a successful autumn and remember you always make more margin with Dumor products!

have fun

Dumor crew



www.dumor.be