



**Dumor!**

**Value !  
Quality !  
Innovation !**

## **NEWSLETTER 9**

New product pricelists for 2016

Dear Dumor dealer

Here is the updated list of products and prices for 2015, valid until further notice.

Please note that these prices are for A B C level dealer.

The structure is as follows.

### **Definition of dealer level**

#### **A level**

Offers the full Dumor program and has the brand name on their website and shows the products at trade fairs.

Stocks a representative range of product in their showroom min 5 main items (not including small products).

These dealers will have the Standard dealer price less 10% discount.

#### **B level**

Offers part of the Dumor program but does not have the brand name on their website.

Buys a minimum of 10 main item machines per year.

Occasional dealer price is applied

#### **C level**

Offers the Dumor product only sporadically and has no showroom stock.

Dealer price + 15% is applied

### **New product Guildfast**

This product has arrived and is no trial as several dealers.

If you want to try it let me know !

### **Product improvement binder**

The 80 ap binder has the option of a hot chip and use of Pureva glue at up to 180 deg.

This Pureva glue comes from Planatol and is a re-heatable glue with pur quality of binding without the disadvantages of storage and blockage that plague all nozzle pur machines.

### **Product improvement MULTI AIR**

There is now a narrow step crease bar available for the machine.

This narrow step allows for very close spaced creases with out the earlier crease line being squashed by the bar on the subsequent crease cycle.

Suitable for applications of making close spaced creases for example for register folders, document wallets etc

### **Drupa**

Please note that we will have a factory stand at the Drupa, most likely in hall 13, the space will be ca 60 m2 with all the range shown.

### **Transfer of activity**

As per several earlier notices the transfer of activity of Dumor into Ntil will formalize the arrangement existing already to nearly 2 years since the company left Holland.

The products and management are unchanged.

Greetings

*Dumor crew*



**[www.dumor.be](http://www.dumor.be)**