



**DUMOR!**

**Value !  
Quality !  
Innovation !**

## **NEWSLETTER 10**

Dear Friends and Colleagues,

Welcome to the newsletter of September/October

### **Whats new ?**

Some very interesting new products (see the attached PDF)

- Pur Sealed Nozzle binder **from Italy** at a very interesting price. (EASYBIND PUR)
- Professional Duty card cutter with fully **variable cross cut slit width**. (EASYCARD PRO)
- Replacement of the earlier multi hand feed creaser with **lower cost version**. (EASYCREASE 331)
- Lower cost **encapsulating alternative to MULTILAM 36/66**. (MULTILAM 350 LINEAR)
- Amazingly fast short fold paper folder for **pharmaceutical inserts with vertical stacker**. (PHARMAFOLD A3)

These new products replace the end of line staplers and table top binder which are offered under special price on our **DUMOR Stock Sales list**.

### **How are we developing?**

Frankly the general print finishing business is not exactly a fast developing industry as demonstrated by several closures and recent downsizing by manufacturers and the cancellation or downsizing of most print fairs (even the big German one had a 20% decline in visitors this time).

### **Back to where we are now....**

Since moving to Belgium we have:

- Increase inventory volume on machines & spare parts
- 95% fill rate on machines
- 95% fill rate spare parts on current and legacy models
- 40% turnover increase including new dealers in EU
- Running 100% on own capital with big inventory
- Continuous expanding product range with great dealer margins
- 2 fully dynamic and attractive websites with all possible information at a glance.  
To come later an on line ordering system....



### **Future Growth opportunities**

We have now fully launched the **MAXMEC** packing line and are signing up dealers on this easy to sell and growing domain.

[www.maxmec.be](http://www.maxmec.be)



Make more margin and keep it in your pocket by selling **Dumor** and **MAXMEC** products...

**Dumor crew**



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