



YEAR
ANNIVERSARY

EST. 1974

 Plockmatic Group

1974 - 2024



Plockmatic Group



Plockmatic



m
morgana



intec

The images in this book are used in the spirit or a record of our 50-year celebration and no intention of offence is intended. Some people's names have eluded us, and for that we sincerely apologise.

1974 - How we began

CEO Jan Marstorp

Our Facilities

A message from Jan

Our Owners

Organisation

Management Team

Acquisitions

Early team building

50 years of events and celebrations

All captions read left to right or top to bottom. If there are errors or omissions in this book - please accept our apologies in advance.





A 50 years celebration of successful and innovative document management

2024 marks Plockmatic's half-century of innovation and success. Since its establishment in 1974, Plockmatic has continually evolved, introducing numerous ground breaking technological advancements and solutions. With a combination of organic growth and strategic acquisitions, Plockmatic has established itself as a leader in document finishing.

Unlike many other start-ups that often begin their operations in a garage, founder Terje Söderberg started his journey in a laundry room. Terje had acquired a patent for a sorting machine and, together with two partners, began building prototypes in the laundry room.

With their strong expertise in electronics, they soon developed a finished product that they began to sell. Shortly thereafter, the company, then called Guternik, moved into a converted grocery store that was transformed into an office. As sales accelerated, the company expanded its range with new products such as staplers, folding machines, and various types of picking machines. The business then moved to even larger premises in Stockholm and changed its name to Plockmatic.

The company continued to prosper, and it then had 30 employees. However, since Sweden is a relatively small market, it was decided in 1976 to participate in the CeBIT in Hannover, a major fair focusing on technological products and services, including office equipment. This became an important milestone for Plockmatic, where they came into contact with competitors, printer suppliers, and agents and distributors. This led to Plockmatic beginning to sell its products in the other Nordic countries, England, France, and even outside the EU, increasing their international presence. Plockmatic is best known for its booklet makers. In the early 1980s, the company began developing its first booklet maker.

CEO



Jan Marstorp - CEO

In 1998, Jan Marstorp was recruited to Plockmatic International as production director, after Electrolux where he had served from 1987 as product manager and then as product line manager. At the time of Jan's arrival Plockmatic cooperated with the state own company Samhall for assembly, an investigation in to changing the strategy on assembly and logistics was looked at and the decision was taken in 2000 to open up our own assembly operation in Riga, Latvia. A strategic move that required skilled management of both production and

logistics processes. Jan took on this challenge with notable skill, leading to noticeable improvements in quality and production processes. His ability to effectively lead and develop the company made him highly respected within the company, and he soon took on expanded responsibilities as development manager.

The company, which was 30% owned by the investment company 3i, wanted to bring in more capital to develop more products together with the print companies and also to acquire other companies. It became clear that Grimaldi Industri AB would buy the company, and in connection with the acquisition, Terje chose to leave and Jan stepped in as CEO.

Growth through acquisitions and collaborations

Since Jan took over as CEO, the company has continued to expand significantly through corporate acquisitions and the development of collaborations for inline products.

Through these acquisitions and partnerships with the largest print suppliers, Plockmatic has positioned itself as a world leader in document finishing and can now offer a complete range of products and services for this sector.

USA

In 2006, Plockmatic established a sales and support office in the USA primarily to support major customer Xerox. In 2010, a new sales and support office with a demo center and its own warehouse was opened to offer better support to the print companies, but also to sell Morgana's offline offering through US resellers. In recent years, the USA has experienced significant growth and is now the largest market for Plockmatic, accounting for 50% of turnover.

2024

Plockmatic is proudly celebrating its 50th anniversary, after a successful 2023 where the company not only reached but exceeded its financial goals and achieved a turnover of 740 MSEK. The forecasts for 2024 indicate that the company will once again break records. During the year, the company will celebrate together with partners at DRUPA and Printing United and with the opening of a new factory in Riga, Latvia.

In addition to the anniversary celebrations, 2024 was an eventful year for Plockmatic. The year began with new ownership where Accent Equity became the main owner at the turn of the year. During the year, the launch of 29 new products was planned, most of which will be showcased at DRUPA and include both inline and offline solutions. In the spring, production in Riga was moved to a completely newly built production facility of 10,000 square meters.

Our facilities

 Plockmatic Group



Plockmatic Group Head Office
Stockholm, Sweden




Riga Factory,

PDF Inc, Plockmatic Document Finishing
Rochester, USA



Morgana Systems,
Milton Keynes UK

Intec Printing Solutions,
Poole, Dorset.

 Plockmatic Group



A message from Jan Marstorp

The business has evolved over 50 years starting with sales in Sweden through direct and dealers sales and moving into Europe as we started to attend Cebit. Cebit was a very large and important fair to meet and engage with existing and new partners. We all remember the finishing hall number 1 that was exclusive for our industry – and only used once per year!

Sales through dealers and distributors was the only route to market, and our product portfolio consisted initially of collators and was later enhanced with booklet makers.

By the mid to late 80's Xerox was the first print partner that we started to cooperate with. The first Xerox products was a corner staple manual product called RX920 - and only sold in Sweden.

It was during Cebit that the concept of connecting the offline booklet maker PL80 to a printer was born - of course this was possible, and the ASF92 connected to the Xerox 1020 was created. Xerox – being the Document Company with its expertise in TQM did a great job in developing Plockmatic from a very entrepreneur organisation to a TQM certified company with a strong entrepreneur mind set. The business with Xerox developed very well during the 90's – 35 years ago!

We then meet Ricoh late in the late 90's. They need a booklet maker, so we sent a team to Japan together with a booklet maker : PL75-2, needless to say our team onsite in Japan succeeded to connect the two devices by direct cables into printers PCB, and we had a simple communication, and so began a good relationship with another major print manufacturer.

However, we needed to be ready to manufacture. The Xerox TQM certification gave Ricoh Quality organization enough confidence to launch the first inline booklet maker solution within 9 months. This was a great achievement and the launch of Ricoh Aficio and SR85 went well. This has led to a successful cooperation since then, today we have a business together that includes several platforms of booklet makers and pre as well as post paper handling equipment's.

After failed launch directly with Océ in the mid 90's, we meet with Océ appointed finishing partner – SDD. They were looking for an inline booklet maker solution and Plockmatic had it - a set batched machine that was in process to be re-engineered to a sheet-by-sheet machine. Océ and SDD did a great job of promoting and selling the system – the re-engineering became stressful when we shipped out 100 of machines – our relationship with SDD became very tight and intense – and we have developed a great cooperation since then! Canon bought Océ and our relationship became wider. Today we have a business together, both via SDD as well direct with Canon – these two includes several platforms of booklet makers, post finishing – and at DRUPA we launched a feeder for long sheets.

In January 2013 we made the big move – acquiring Morgana with a very strong offline distribution channel and products – including the well established creaser and fold-er products. Many of our exiting dealers came with Morgana, and we did get a much greater reach and sales of our offline products. Morgana became the offline channel and inherited all offline products from Plockmatic!

In 2013 we established our own sales companies: PDF AB in Sweden, PDF AS Norway and PDF Baltic in Riga. Welcome Fredrik, Tommy and Toms, this provided us with an even tighter connection to the market including end customers!

Our relationship with Sharp and Konica Minolta started in 2013. Or successful 35/50 booklet maker platform including square fold technology led us to start cooperating with Sharp. Konica Minolta are selling two of our booklet platforms as well as feeders and in process of developing cooperation's on additional products.

In 2016 we acquired KGS and added new colleagues in Italy to develop a wide range of binders, and patent the technology of perfect binding using PUR glue. The Perfect Binders has been primarily sold through our dealers, and at DRUPA we launched the next generation – also for inline!

And then came the mighty PowerSquare. In 2018 we acquired the Watkiss business which gave us two very strong products, the PSQ224 capable of producing a 224 page finished book with our signature square fold finish, and the PSQ160 which offers the large format or A4 landscape format. With the PowerSquare – we added a new type of end customers, and in addition we also added new colleagues in UK. At DRUPA we introduced our next generation that is replacing both PSQ224 as well as PSQ160!

By now we have a finishing solution for many applications, and then In 2017 / 2018 we met with Tony Michiels from Argos. The Argos LED coating technology complemented our applications very well and a strong cooperation was formed. With the addition of these coaters, we have had the opportunity to meet with high end customers in the professional segments. We are learning a lot from these customers.

In 2022 we move into packaging & labelling by acquiring Intec Printing solutions. With Intec, we are entering a very new segment of the market for digital print. Intec added several new dealers worldwide, and are a great contribution to our Group. We introduced a wide range of enhanced Colorcut and ColorFlare products at DRUPA – the range is rapidly expanding to meet the demands of this growing market.

DRUPA 2024 – we are launching three new business cooperations. FujiFilm - former partner with Xerox that today is a leading provider of a large range of printers. Kyocera – expansive experience in printing and our cooperations starts around their ink jet printers. Riso – a well established print providers with unique price performance on ink jet technology.

Our Owners

*Last but not least – or owners. I have had the pleasure to work with all our owners:
Founder Terje Söderberg, he did a fantastic job, bought a patent to a collator and
turned the company into an international company within booklet makers.*



Salvatore has been a great owner; he labels himself as a crazy entrepreneur, he has really understood the value of meeting customers' expectations, supported our business in all areas, allowed us to continuously invest in our product portfolio, made acquisitions to further support our value proposition as well as developing our own organisation.

Salvatore Grimaldi

On January 22nd 2024, Salvatore sold off the majority shares of Plockmatic to Accent Equity – a Swedish investment company. "Accent Equity is one of the buy-out investment pioneers in the Nordic region. Based on teamwork and unmatched deal experience from 90+ platform investments, with a consistent investment focus since 1994, and over 200 add-on investments". The combination of Salvatore Grimaldi and Accent Equity – Plockmatic Group has two financially strong professional owners that I am looking forward to further grow our value proposition in the years to come.



Accent Equity: left to right
Jesper Björkman, Oscar Claeson,
Salvatore Grimaldi,
Daniel Winberg

Organization

The number of colleagues has grown over the years, and we have one employee that has seen this entire journey – Lennart Ericsson Number 1 employee who started in 1974.

After Lennart, we have many employees that worked for + 25 to + 40 years - thank you all for your fantastic work! Today we are approx. 315 employees.

"I started in 1998 – 26 years ago – and I am still active. At that time, we were located at the Globen office, where we would practice management by walking around.

Today, we have expanded into Sweden, Latvia, Norway, UK, Italy, US, Australia, and Japan.

The threat and challenges have always been to avoid losing the engagement and involvement from our colleagues and to become a traditional nine-to-five workplace. Together, we have successfully developed our organization and colleagues to stay alert and engaged, always striving to serve our customers the best possible way. When I started in 1998, Plockmatic already had a strong Plockmatic "anda" that provided a solid foundation.

Together we have successfully been able to further develop this spirit, and from that we have established the values that guide our group."

Owners

Terje Söderberg – the founder in 1974 and owner until 2005 – 31 years.

As mentioned earlier, with a firm dedication, Terje developed Plockmatic from a single patent, growing it into Plockmatic International.

***Salvatore Grimaldi** – 100 % owner between 2005 and 2024, and today 35 % owner Salvatore saw the potential with our technology and the opportunity to collaborate with the large printing providers, as well as overall market opportunity. Under your ownership and leadership, Plockmatic International evolved into Plockmatic Group.*

To all our employees, I would like to take the opportunity to thank you all for your great contribution, for your dedication, and your loyaltyand of course a big thank you to all the families that have been dragged into learning so much about Plockmatic – thank you very much!

At Plockmatic Group – it is all about people. Thanks to all of you, we are still in business and celebrating our 50 years anniversary.

I would like to thank you all for your dedication and loyalty, for your proactive approach and setting our customers first. Good products are of course a must, but relationship has also a strong impact on business. We have an entrepreneur's culture within the Group, with a strong proactive approach focusing on customers satisfaction.

It is much easier and more enjoyable to do business with people that you enjoy meeting and talking with, long may this continue.

Group products led by Jakob Ekeberg, along with his team, who successfully understands the market needs and defining and selling new products ideas to our customers.

Group R&D led by Tord Karlsson, supported by his dedicated team, turns these new product ideas into new products with modular design, enabling economies of scale, while delivering uniquely designed products to our customers.

Group Supply Chain led by Per Skoog, and previously by Håkan Forsberg (purchasing) and Christer Persson (production), along with the dedicated team. Excels in sourcing and building benchmark price performance in Riga under Arnis Irbens leadership and in the UK under Ray Hillhouse.

Group Marketing led by Ray Hillhouse, and previously by Scott Russell, together with a great marketing team, has contributed to establishing the strong Plockmatic Group brand and our three brand names, while promoting our products worldwide.

Group VP Offline - also led by Ray Hillhouse, his team engages with our own direct sales organisation as well as our worldwide independent network of dealers and distributors.

Group VP Inline led by Johan Mikaelsson, and previously by Scott Russel, his team engage our customers and have their sales force knocking on doors on a worldwide basis through all their sales reps.

Group Quality & sustainability led by Michael Näsström (Bengt Olenfalk) developing procedures and guidelines to meet and exceed customers expectations as well as legal requirements.

Packaging and labelling – our newest business area led by Mark Baker-Homes – Mark, together with his team located in Poole have a very strong focus on new product development to serve and develop the strong growth area within the packaging and labelling sector.

Group VP Finance & IT led by Ola Nilsson along with the finance team and IT team, develops the Group finance system with real-time access to all figures and data, while driving the digitalization and simplification of many manual handling processes.



Jakob Ekeberg
Vice President of Product



Tord Karlsson
Group R&D



Per Skoog
Vice President of Product



Ray Hillhouse
*VP Sales & Marketing, Offline
Business Unit*



Johan Mikaelsson
Group VP Inline



Michael Näsström
Group Quality & Sustainability



Mark Baker Homes
General Manager - Intec



Ola Nilsson
*Vice President, Finance and
Information Technology*

2013

Plockmatic seals the deal to acquire Morgana Systems

“

Plockmatic has bought Morgana Systems, the British manufacturer of digitally biased finishing systems. The deal ends a search for a suitable home for the business started by Paul Garratt and Andrew Webster 35 years ago and allows them to pass the business to an ideal owner.

Both companies are in the business of producing finishing technology for digital print. But while Morgana has produced standalone units starting with a creaser and working up to the DocuMaster Pro collating digital bookletmaker, the Swedish company has focused on supplying engine manufacturers with inline technology. Its folders and bookletmakers are integral to printers built by Xerox, Canon, Océ and others. Plockmatic also has a range of mailing systems which fills a gap that Morgana has had.

Morgana has always been committed to manufacturing in the UK, assembling wiring looms and writing software as well as putting together the machines together in a purpose built factory in Milton Keynes. The company had started with a range of folders designed for small format and inplant use, making the breakthrough when realising that output from digital presses needed creasing if it was to be folded without cracking.

The company made good use of the opportunities in digital printing, helping to expand the company's sales through exports to stand at £14.4 million in 2011, generating a pre-tax profit of £1.6 million.

”



Jan Marstorp & Quen Baum



Morgana DigiFold Pro

2016

Plockmatic acquires KGS

“Three years ago Swedish company Plockmatic acquired Milton Keynes based Morgana. Now it has bought the manufacturer of the perfect binders that Morgana sells. Plockmatic has pledged to expand production of PUR perfect binders following the acquisition of Italian manufacturer KGS.

It sells these as the DigiBook series as 150, 200 and 450 cycles an hour machines using PUR adhesives from a closed tank design which avoids glue wastage.

Ray Hillhouse, Morgana VP sales and marketing, says: “We have been selling the KGS manufactured products for several years now and have seen the market grow significantly over that time. “We have taken the total production from the factory for the last two years, selling PUR products throughout the world, and now need to increase production to meet the continually growing demand from new and expanding markets.”

“Owning the company will allow our expertise in supply chain and production to help KGS grow, while simultaneously reducing costs. Savings will be directly passed on to our customers and dealers.”

The entry level DigiBook 150 copes with a spine from 1mm to 50mm and spine length from 110mm to 380mm. The top of the range DigiBook 450 is still a single clamp binder, extending the spine length to a maximum of 450mm and operating at 450 cycles an hour.”



Jan Marstorp & Marco Tumaini



DigiBook 300 XL PRO

2016

Plockmatic Group acquire Watkiss Automation

“

The Stockholm, Sweden-headquartered group completed the acquisition of Sandy, Bedfordshire-based Watkiss on Monday (10 September).

The move follows Plockmatic's 2013 acquisition of Milton Keynes-based Morgana, which took the company into the offline bookletmaking market, and its 2016 purchase of Italian bindery kit manufacturer KGS Bindery.

Plockmatic said its acquisition of Watkiss, which develops and manufactures high-end bookletmaking systems, extends the group's range into that market segment. According to its most recent accounts, the business had sales of £6.9m.

Watkiss machines are sold by OEM partners worldwide under the PowerSquare brand. The business also sells offline bookletmaking systems through a worldwide network of dealers, as well as a range of finishing products through its direct sales team in the UK.

The firm's recent launches include the PowerSquare PSQ160, which operates both offline and inline and supports the landscape booklet format, and the PowerSquare 160-WH, which is targeted at the A4 landscape market.

Watkiss, which was previously owned by the Watkiss family, will now become a wholly owned subsidiary of Plockmatic International and will be part of the Plockmatic Group.

”



Paul Attew & Jan Marstorp



PowerSquare 224

2022

Plockmatic acquires Intec Printing Solutions

“

Ray Hillhouse, VP sales & marketing for Plockmatic's Offline Business Unit, confirms the deal fast-tracks the group's ambitions into offering digital flatbed cutting tables.

"To actually go out and source one and find the right software to drive it and get all that running in a short space of time would have been a struggle, so we started looking at potential acquisitions and Intec came on our radar," he said.

As a result of the deal, which completed on 8 July, Intec joins a Swedish group that also includes fellow UK post-press manufacturers Morgana and Watkiss.

Intec's portfolio also includes the ColorFlare range of embellishment laminator/foilers. As well as consumables, the range consists of Desktop ColorFlare CF350 and standalone ColorFlare CF1200 professional.

"Intec are well known in the industry for providing quality products at competitive prices," said Plockmatic CEO Jan Marstorp.

"These systems are ideal for small to medium sized print-based operations that need to provide professionally cut and finished promotional display boards, boxes, labels and more. This is a sector of the market that has grown rapidly in recent years, and one that Plockmatic is keen to further explore and expand."

Intec has 17-staff at its UK headquarters in Poole, and a two-person US dealer-support operation based in Florida.

”



Jan Marstorp, Ian Melville, Ray Hillhouse & Salvatore Grimaldi



Intec SC6500

An early Plockmatic booth.



Sales Competition 1996

Peter Lindberg first left and Terje Söderberg second from right.



Christmas 2007



Christmas table.



Colleagues celebrate at the Christmas table. Identified: Lucas Barthelson, Ulf Forsberg, Anders Lindberg, Andreas Edmark.

Jan Marstorp.



Max Gråhed.



Christmas 2007

 Plockmatic Group



Joel Olesch, Ulrik Töreman,
Tommy Lindström.



Håkan Valentin, Aivar Heamägi, Christer
Romlin, Bengt Olenfalk, Peter Lindberg,
Karl-Johan Palmquist, Per-Ove Forsgren.

 Plockmatic Group



Right hand picture:
Christer Bengtson, Ljiljana Svetosarevic



Patrik Dahlqvist, Tommy Lindström,
unkown



Identified: Peter Olofsson, Andreas
Edmark.





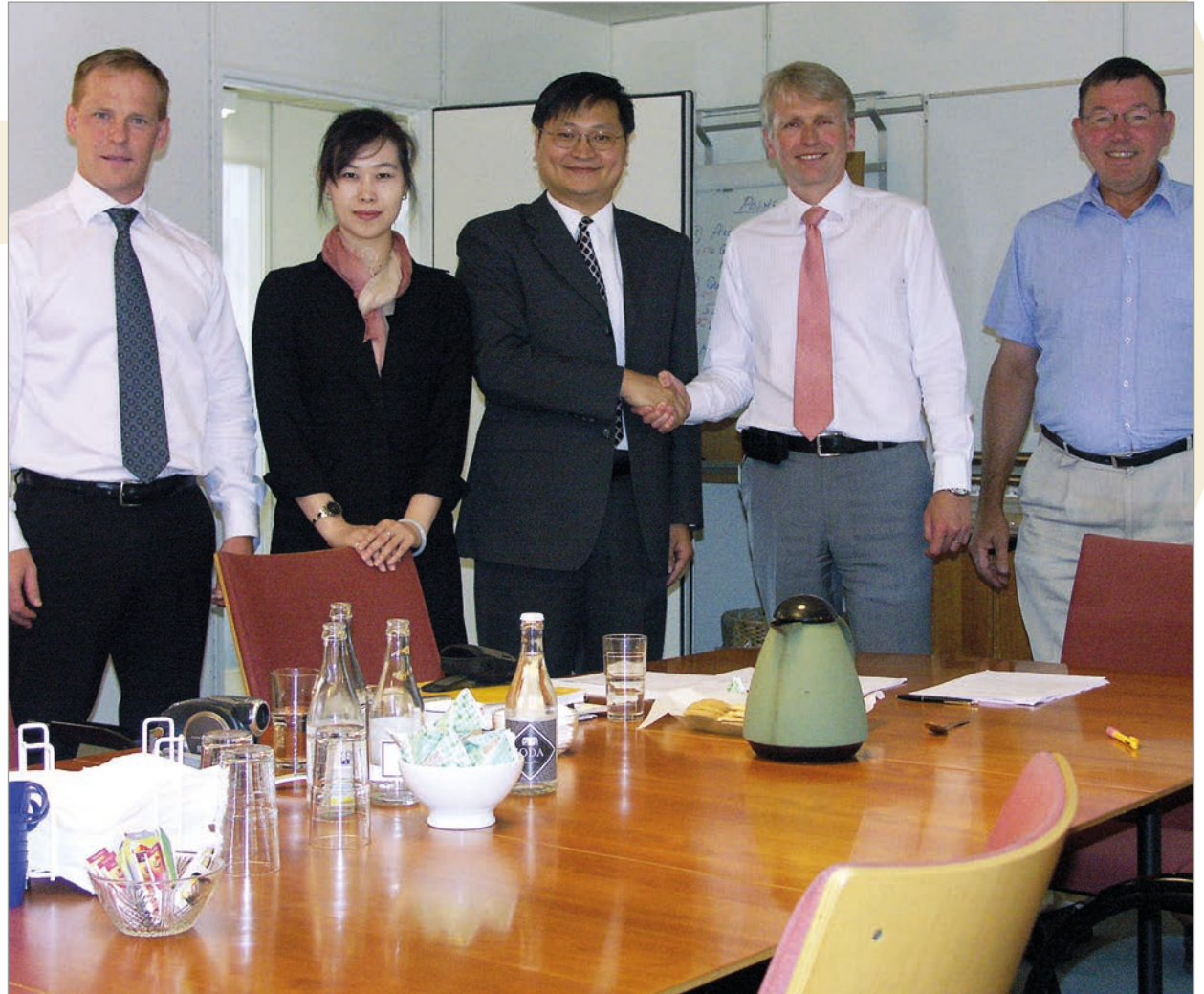
Ulf Forsberg, Dag Nedeby,
Ljiljana Svetosarevic, Peter Olofsson.



Identified: Dag Nedeby and
Esko Lethevä

CEC on a visit to Tjurhornsgränd

Glenn Nygren Cycle Europe, Erin Chang CEC, Steven Kuo CEC, Jan Marstorp and Håkan Forsberg.



2010 Leif Östling visiting Tjurhornsgränd

 Plockmatic Group



Lennart Eriksson, Bengt Olenfalk, Patrik Dahlqvist, Peter Lindberg, (unkown), Leif Östling. Former Vice President of Scania and Volkswagen. Ulrik Töremán, Andreas Tillman, Salvatore Grimaldi. Jan Marstorp, Håkan Forsberg, Joel Olesch, Chris Toll, Eva Kindbladh, Erik Nåsell.



Peter Samuelsson, Salvatore Grimaldi, Erik Nåsell, Jan Marstorp.

 Plockmatic Group



2010 Michael Treschow on a visit to Tjurhornsgränd

Left to right: Michael Treschow, Chairman of the board of Unilever and board member of ABB. Former CEO of Atlas Copco and Electrolux. Salvatore Grimaldi, Mats Larsson, Tord Karlsson, Peter Lindberg.



Left to right: Peter Lindberg, (with back to camera) Patrik Dahlqvist. Mats Larson, Michael Treschow, Tord Karlsson, Salvatore Grimaldi, Christer Persson, Jan Marstorp, Andreas Tillman.





Jan Marstorp, Eva Kindbladh and Peter Lindberg provide some hospitality for Michael Treschow.



Christer Persson, Fredrik Irlen, Tord Karlsson, Michael Treschow, Peter Lindberg, Peter Samuelsson, Joakim Söderberg, Håkan Forsberg, Ulrik Töremán, Sten-Ove Roden, Salvatore Grimaldi.

Identified: Peter Lindberg,
Ulf Forsberg.



2010 Turkish dealer visiting at Tjurhorngränd, Plockmatic's previous headquarters

 Plockmatic Group



Identified: Jakob Ekeberg, Mats Larsson,
Jan Marstorp, Ulf Forsberg.

 Plockmatic Group



2011 Garden party at Salvatore's

Staff gather to celebrate at Salvatore's home in Stockholm.

Identified: Peter Lindberg, Lennart Eriksson, Christian Westermark, Peter Samuelsson, Patrik Dahlqvist, Tommy Lindström.

Patrik Dahlqvist, Tommy Lindström, Peter Samuelsson, Andreas Edmark.

Eric Göransson, Tommy Lindström, Patrik Dahlqvist, Peter Lindberg, Lennart Eriksson.

Ulf Forsberg, Bengt Olenfalk, Per-Ove Forsgren, Peter Samuelsson, Joakim Söderberg, Christian Westermark.

Jan Marstorp, Chris Toll, Mikael Bryske, Eva Kindbladh, Per-Ove Forsgren, Lennart Eriksson.









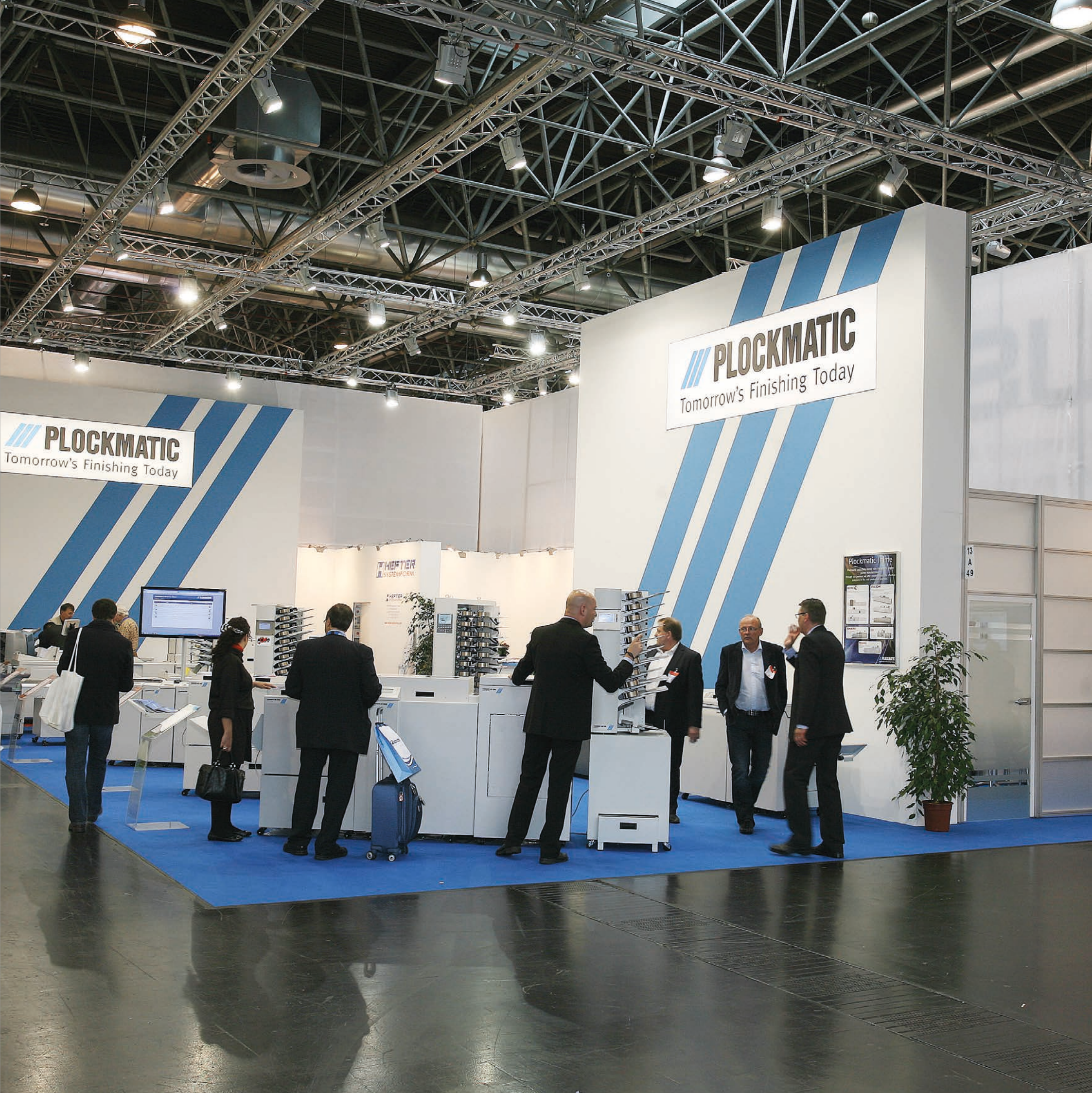
Joint booth with Hefter

BM350 system



Mailing system PL4000





PLOCKMATIC
Tomorrow's Finishing Today

PLOCKMATIC
Tomorrow's Finishing Today

CHETTER
SYSTEMFORM

Plockmatic Prime
The new generation of finishing machines. Plockmatic Prime is the most powerful and efficient finishing machine in the world. It is the only machine that can finish all types of metal parts, from small to large, with the highest quality and speed. Plockmatic Prime is the future of finishing.

13
A
49

Some familiar faces in this group...
Identified: Ulf Forsberg, Eddie Oliva,
Tord Karlsson, Peter, Lindberg, Mikael
Bryske





Salvatore Grimaldi and Jan Marstorp at the entrance at Telefonvägen 30.



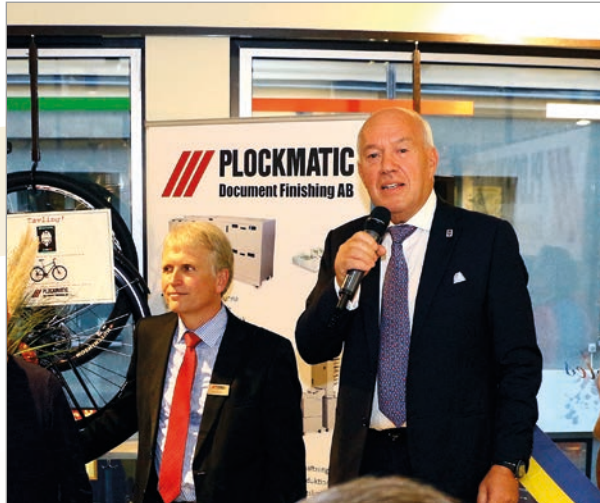
Morgan Persson, former engineer at R&D and then supplier of rubber rollers, Andreas Tillman with 2 visitors.

2013 Inauguration of Plockmatic Document Finishing AB at the Bianchi Café & Cycles

Jan Marstorp, Salvatore Grimaldi

Our direct selling organisation in Sweden. At the start it was Anders Gravell, Mikael Eriksson, Bo Larson Pelle Johansson and Peter Jacobsson.

In the picture is Anders Gravell, Jan Marstorp, Salvatore Grimaldi and Quen Baum.



Eddie Oliva and Salvatore Grimaldi

Anders Gravell, a representative from the AGI Media AB, Mikael Eriksson, Peter Ollen and Salvatore Grimaldi.





Bianchi Cafe & Cycles, Stockholm,
Located on Norrlandsgatan in central
Stockholm. At this location you could
enjoy good food and hospitality with
state of the art race cycles.



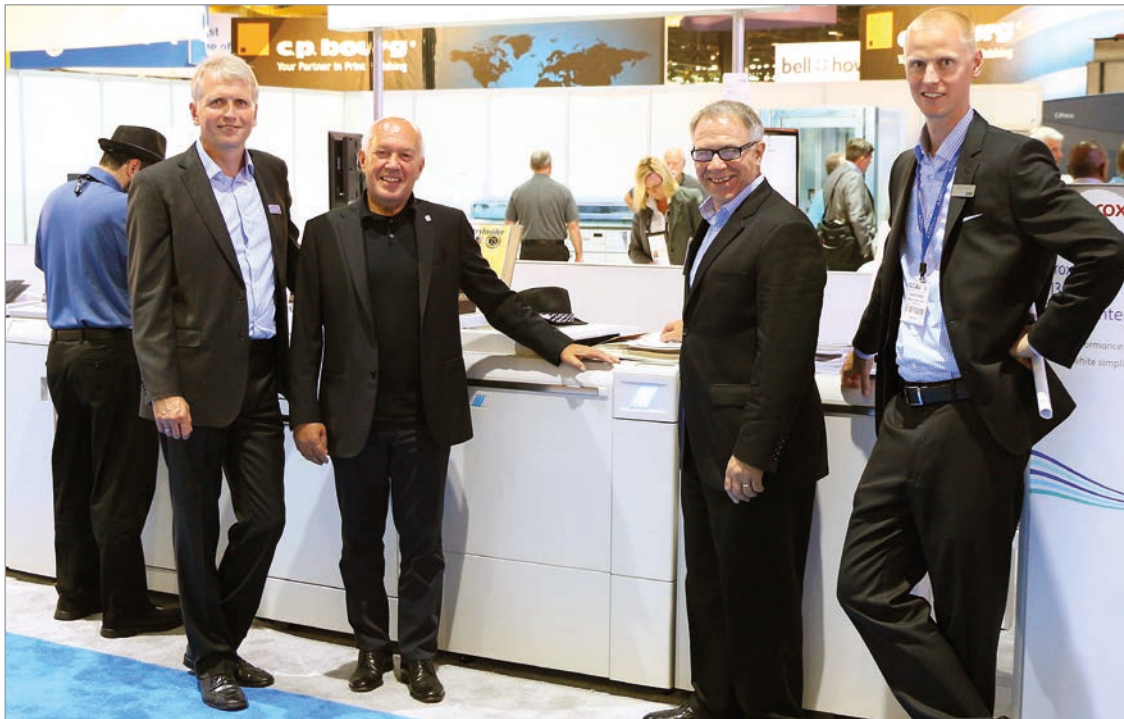
Salvatore Grimaldi arrives for the opening of PRINT 13 in Chicago.



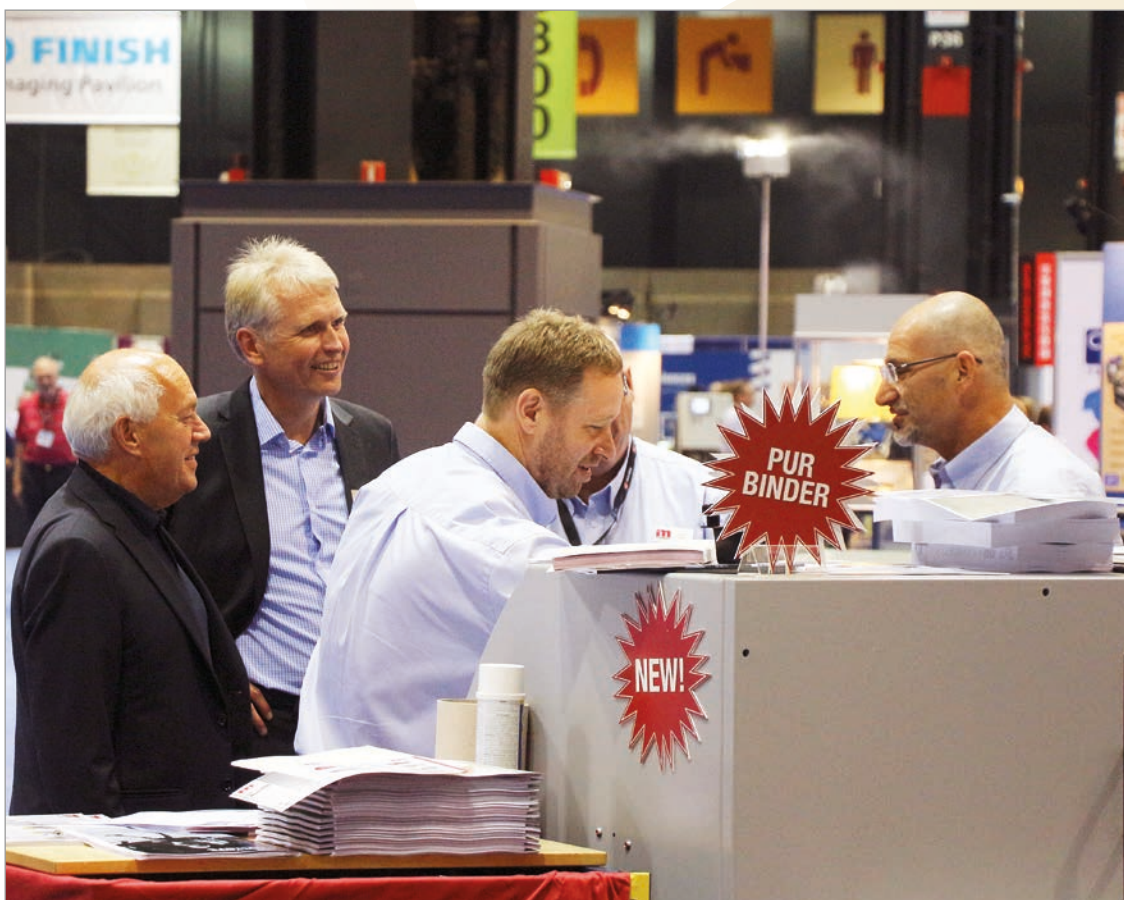
'PRINT 13' in Chicago was our first exhibition where we presented together as Morgana and Plockmatic.

The Plockmatic Group branding hadn't been developed and we appeared as Morgana and Plockmatic at that time.





Jan Marstorp, Salvatore Grimaldi, Jerry Cavaliere, Jakob Ekeberg showing the Xerox Pro50/35 booklet maker inline. This was to start our 50 sheet inline booklet maker platform.



Salvatore, Jan, Matt Swan and Luca Baratin demonstrate the DigiBook 350 PUR Binder.

2014 Study visit to Switzerland and Germany

Christian Westermark, Joel Olesch,
Andreas Edmark, Jakob Ekeberg, Michel
Duras.

Jakob Ekeberg, Andreas Tillman,
Christian Westermark, Joel Olesch.



Right hand page:

Joel Olesch, Michel Duras, Andreas
Tillman, Christian Westermark, Jakob
Ekeberg, Andreas Edmark.





2015 department kickoff market Skeppsholmen

From left to right, facing the camera:
Chris Toll, Jerry Cavaliere, Anton Delin,
Bill Gross, Jakob Ekeberg.

From left to right with their backs to the
camera: Erik Nåsell, Per-Ove Forsgren,
Lucas Barthelson.





Bill Gross, Rickard Waldenström,
Jakob Ekeberg.

Identified: Ola Nilsson, Ulrik Töreman, Ray Hillhouse, Anders Gravell, Scott Russell, Bill Gross, Fredrik Irlén, Peter Samuelsson.

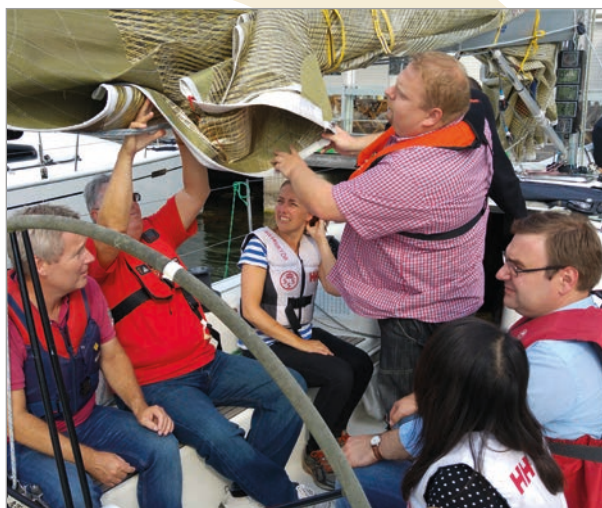
Pelle Johansson, Bill Gross, Helen Kämpe, Pierre Pilstål, Lina Lu.

Bill Gross, Helen Kämpe, Tommy Jönsson, Mikael Bryske, Lina Lu.

Tommy Jönsson, Pelle Johansson, Robin Forsbeck.

Right hand page:

Anton Delin, Håkan Forsberg, Lucas Barthelson, Rafik "Raffe" Baghdassarian, Mikael Eriksson, Bengt Olenfalk.





Ulf Forsberg, Tommy Larsson,
Bo Larsson talking to customers.





Pelle Johansson talking to a customer



Tommy Jönsson explains the benefits of the machine to customers



PL4000 Mailing system.



2019 Christmas dinner at restaurant Tyrol at the amusement park Gröna Lund

 Plockmatic Group





1974 -1984	1985 -1994	1995 - 2004	2005 - 2014	2015- 2024
<p>1974,</p> <p>Guternic started to do business.</p> <p>1977</p> <p>Guternic change name to Plockmatic.</p> <p>1976</p> <p>We participate in the CeBIT in Hannover, Bill Sullivan started to consider how we could connect our PL80 booklet maker to a printer.</p> <p>1st Xerox products was a corner staple manual product called RX920 – sold in Sweden.</p> <p>Ricoh – enter the mid production market late 80ies.</p>	<p>Late 80's,</p> <p>Plockmatic & Xerox launched first inline booklet maker.</p> <p>Plockmatic moved to Globen area with 10.000 m2.</p> <p>1998</p> <p>We meet Ricoh in winter 98/99 ish in Stockholm. The launch of Ricoh Aficio and SR85 went well, and it has been a great successful cooperation since then.</p>	<p>1998</p> <p>We meet Ricoh in winter 98/99 ish in Stockholm. The launch of Ricoh Aficio and SR85 went well, and it has been a great successful cooperation since then.</p> <p>1999</p> <p>SBM2 was launched in 1999 together with Xerox.</p> <p>PL45 – Plockmatic entered mailing industry.</p> <p>1999, We start the cooperation with Ricoh and Pitney Bowes.</p> <p>2001</p> <p>2001, Plockmatic started its assembly operation in Riga, Latvia</p> <p>2002</p> <p>2002, we start the cooperation with SDD.</p> <p>2003</p> <p>2003, we launch Square fold technology.</p>	<p>2005</p> <p>2005, Grimaldi Industry acquires 100 % of the company.</p> <p>2006</p> <p>2006, Plockmatic 1st employee in US.</p> <p>2007</p> <p>2007, Plockmatic Riga moves into a new facility of 4500 m2.</p> <p>2010</p> <p>2010, Plockmatic moves into its first office building in Pittsford, Rochester.</p> <p>2013</p> <p>In January 2013 we acquire Morgana with a very strong offline distribution channel and products with the well established creaser and folder products.</p>	<p>2016</p> <p>We acquire KGS to offer a wide range of PUR binders</p> <p>2017</p> <p>We meet with Argos and introduce the DigiCoater</p> <p>2018</p> <p>Watkiss is acquired.</p> <p>2022</p> <p>We acquired Intec Printing Solutions Ltd, a major global supplier of unique cutting and creasing solutions for the print and graphic arts markets.</p> <p>2024</p> <p>Plockmatic Riga moves into a new facility of 10.000 m2.</p> <p>Accent Equity has become the new majority owner of Plockmatic Group (“Plockmatic”), while Grimaldi Industri will remain as a significant co-investor.</p> <p>50 years anniversary</p>

Early team building...



1



2



3



4



5



6



7



8



9

1: Second right - Terje Söderberg.

2: Roger Mahne, Tommy Christiansen, Anders Lind, Fredrik Irlén.

3: Anna Klettner, Göran Larsson, Yvonne Nilsson, Håkan Valentin, Sten-Ove Rodén, Dag Nedeby, Birgitta Löf, Göran Sandén.

4: Mattias Larsson, Peter Möllby, Anna Klettner, Göran Larsson, Yvonne Nilsson, Håkan Valentin, Marie Hurtig, Dag Nedeby, Birgitta Löf, Per-Ove Forsgren, Max Gråhed.

5: Roger Mahne. Mikael Hallin.

6: Catarina Levin, Anders Lind, Lucas Barthelson.

7: Victoria Carmanius, Catarina Levin, Per-Ove Forsgren, Lucas Barthelson, Yvonne Nilsson

8: Catarina Levin, Mikael Hallin, Yvonne Nilsson, Victoria Carmanius, Lucas Barthelson

9: Anna Klettner, Anders Lind, Catarina Levin, Mikael Hallin, Lennart Eriksson, Lucas Barthelson, Lennart Junior.



This poster was presented to Terje at Plockmatic International 20 years celebration at restaurant Hasselbacken on Djurgården (name of the area). Terje with his 1st product PL12 sorter (left) and the successor PL90 - later named PL310.

The first Printing United show that we attended was in Dallas, at this event we launch the BM5000 booklet maker.

Wendy Baker, Vernon Nelson,
Tommy Jönsson, Edgars Zauls,
Fran Brett, Alan Oppenheim,
Ray Hillhouse, James Walsh, Chris Page,
Washington Cardoso, Matt Fell.



2022 Printing United Las Vegas

 Plockmatic Group



2022 - the first show post Covid, sees us in Las Vegas for our second Printing United exhibition. It is the first time that we exhibit the Intec machines on our own booth.

Michael Duffett, Anton Delin, Mark Baker Homes, Washington Cardosa, Bill Gross, Jim Mulvehill, Carl Jones, Ray Hillhouse, Jan Marstorp, Connie DeMelo, Johan Mikaelsson, Håkan Mörmann, Chris Page, Matt Swan, Wendy Baker, Mike Snaidero



2022 Team building in Stockholm

The Plockmatic Group kick-off in 2022 was followed by a team building event at Aveqia. After 2 hours of preparation and working together we were able to enjoy the fruits of our labours.



Chris Page and James Walsh prepare pasta.

Ray Hillhouse and Mark Baker Homes preparing vegetables for the main course.





Jan shows off his culinary skills by preparing a pastry case for a lemon tart.

PDF Inc.

The team at Plockmatic Document Finishing



Michael Duffett, Ray Hillouse, Larry Barker, Carl Jones, Jim Mulvehill, Rey Madera, Richard Breunig, Kathleen Kelley, Ola Nilsson, Milagros Rodrigues, Matt England, George Johnston, Daniel Grier, Bill Gross, Jason Mills, Fuller Weatherly, Johan Mikaelsson, Mark Baker Homes, Mike Snaidero.

 Plockmatic Group



2023 - PDF Inc. Printing United Atlanta



Printing United in Atlanta. With our booklet makers now being shown on our partner booths, the team has increased to support the needs of our print partners.

Fran Brett, Michael Duffett, Matt Swan, Carl Jones, Mike Snaidero, Ron von Lindeberg, Tony Michels, Michael von Lindeberg, Chris Page, Josh Taylor, Jim Mulvehill, Connie DeMelo, James Walsh, Jakob Ekeberg, Bill Gross, Jan Marsorp, John Elliot, Wendy Baker, Mike Sparbeck, Larry Barker, Matt Roth, Johan Mikaelsson.





2024 - PDF Inc. Printing United Las Vegas

Printing United 2023 sees us back in Las Vegas with our largest American booth to date, and with more products than before. We took this opportunity to launch the DigiFold Ultra to the USA market and show the full range of Intec Digital cutters, along with the booklet makers, now with Fuji, Kyocera, Konica Minolta and Ricoh at this event.

Left to right: Wendy Baker, Claudio Cianiotta, Jakob Ekeberg, Carl Jones, Michael Nässtöm, Connie DeMelo, Mike Sparbeck, Fuller Wetherley, Håkan Mörmann, Mark Baker Homes, Matt Fell, Josh Taylor, Ola Nilsson, Tony Michels, Mike Snaidero, Michal Duffett, Larry Barker, Jan Marstorp, Matt Swan, Jeremy Smith, James Walsh, Ray Hillhouse.



2024 - DRUPA



21 May 2024 - this is some to the demonstration stock prepared for DRUPA - 10 days worth of exhibition calls for a lot of paper.



2 lorries loaded and leaving for Düsseldorf in Germany on Wednesday 22nd May, it will take 2 days to transport the machines and stock, the set up crew will start working on Friday 24th May to get everything in place and the machines running.



2024 - DRUPA



Day 1. Kimchi noodles - the 'go to lunch' snack! Chris Page, James Walsh, Martin Baggott, Matt Swan, Matt Fell.

Day 2. Beer at the end of the day. James Walsh, Steve Hrymajlo, Matt Fell, Ray Hillhouse.

Day 3 & 4 The booth during set-up

Day 5. The show opens. Waiting for the bus. The DRUPA team - offline and inline products.



The show is open. Toms Kohs prepares for visitors.

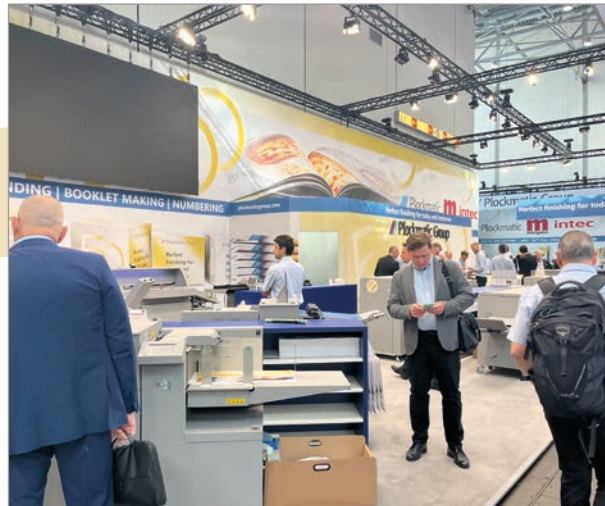
On June 6th, we celebrated the Swedish National day with traditional refreshments that we enjoyed with our friends, customers and colleagues.

Chris Toll & James Walsh.

Wendy Baker, Natalie Mitchener, Terri Winstanley and Emma Carlzon attend a 'Women in Print' event hosted by Canon.

Right hand page:

Plockmatic Staff: Josh Taylor, Natalie Mitchener, Janis Kristapsons, Lucas Barthelson, Toms Kohs, Kerry Button.




tomorrow
Group

Plockmatic Perfect finishing for today and tomorrow

EST. 1974
Plockmatic **m**organa **intec** YEAR ANNIVERSARY
TAL DIE CUTTING | LABEL CUTTING | FOILING | LAMINATING



 Plockmatic Group

50
YEAR ANNIVERSARY
EST. 1974

Swedish National day celebrations.
On June 6th, we celebrated the Swedish
National day with traditional
refreshments that we enjoyed with our
friends, customers and colleagues.





YEAR
ANNIVERSARY

EST. 1974

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Perfect finishing for today and tomorrow

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YEAR
ANNIVERSARY

DIGITAL CUTTING | LABEL CUTTING | FOILING | LAMINATING

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2024 - BOAT PARTY AT DRUPA



On Wednesday 29th May 2024, we held a party on a boat to celebrate with our customers and partners while we were at DRUPA.

At this event we welcomed approx 160 visitors, including Salvatore Grimaldi and our colleagues from Accent Equity.

Jan is pictured here on the left making his welcome speech.

Matt Swan and James Walsh talk to our dealers.

Chris Page, Matt Fell, Gavin Blakemore and Tord Karlsson enjoying a beer with our colleagues from Sydney Stone, Michael Stone and Dylan Westgate.



James Walsh and Luca Baratin from SkyGraph.





Michael Näsström and Oscar Claeson.



Salvatore talks to Manuela and Georges
our dealer in Spain - Siesa.

Left hand page:

Staff, partners, customers and our dealers enjoy the hospitality on the boat.

Anton Delin, Salvatore Grimaldi, Canon representative, Ola Nilsson.

Claudia Fresquet, Manuela Serra.

Friends and colleague

Japanese visitors with Arnoud Kerkhof.

Right hand page:

Arnoud Kerkhof and one of our colleagues from Canon.

Ray Hillhouse talking to Cathy Haywood from PICON and Mark Stephenson from FujiFilm.

Ola Nillson.





Staff, partners, customers and our dealers enjoy the hospitality on the boat.

Michael Steel, Dylan Westgate and Tord Karlsson.

Jeff Lee, Anton Delin.

Kazushige Masunari, Fredrik Sandberg
- Xerox, 2 unknown, Mark Stephenson -
FujiFilm.





Customers and staff listening to Jan.



Alison Davies, CEU and Cord Hashemi-an, CDE with Arnoud Kerkhof from SDD.

...it's time for supper!.

Plockmatic Group

Group including Gavin Blakemore, Bettine Pellant, Mark Stephenson and Cathy Haywood.



Henriette Larsson, Jan Marstorp and Elizabeth Graupman.





Gavin Blakemore, Chris Page,
Martin Baggott, Matt Swan, Josh Taylor.



Jeff Lee and Johan Mikaelsson with
Karl-Friedrich Edenhuisen and Ines
Wennemann from Konica Minolta
Europe.





Left Page
Salvatore Grimaldi.

Jan Marstorp, Oscar Claeson and
Salvatore Grimaldi.

Claudio Cianiotta and Joris Baijens
from Canon Production Printing in
Venlo.



Jan Marstorp, Oscar Claeson and
Salvatore Grimaldi.

Kerry Button, Bill Brown, Josh Taylor,
Lewis Price.

2024 50 YEAR
CELEBRATION IN STOCKHOLM





Salvatore Grimaldi speaking at the 50 Year Celebration in Stockholm. Held at the Swedish History Museum in Stockholm.

Jan Marstorp speaking and getting questions from the "entertainment/performance-host" for the night.

Top left: Joakim Söderberg.

Top right: The host speaking to different long-term employees asking them questions.

Bottom left: Per-Ove Forsgren.

Bottom right: Per Skoog.





Left: Arnis Irbens, right Lennart Eriksson.



Bottom picture: various, in the foreground Jaroslaw Bator, Jon Boman, Magnus Fredrixon, Kristian Olenfalk. The evening was filled with entertainment.

Salvatore Grimaldi.



Fredrik Thorsen, Anton Delin.





Daniel Winberg, Accent Equity.



Ray Hillhouse, Ritva Grimaldi and Jakob Ekeberg.

Jan Marstorp and Tord Karlsson
applauding during entertainment
at dinner.



Ola Nilsson.





Top picture: from left, Eva Kindbladh and Erik Näsell.



Bottom picture: in middle in focus, Joakim Söderberg.





Terje Söderberg, telling the story about Plockmatic history.

Peter Jacobsson and his friend, both Ford Mustang enthusiasts

Plockmatic Group

In the spring of 2024 Plockmatic Riga moved out of the present premises located in Šampētera street.

The new facility spans 10,000 m² and is strategically located next to Riga Airport in Mārupe. Fully tailored to our operational needs, the site includes showrooms, Class A offices, production areas, and warehouses, all within the proximity of Riga airport for enhanced logistics.

Designed specifically for Plockmatic, the layout prioritizes efficiency and collaboration. The tech-support office is positioned between R&D and production engineering, ensuring seamless information flow and communication across teams. This thoughtful design enhances coordination and supports innovation.

Bringing all operations under one roof boosts efficiency, while the new shelving units and higher ceilings optimize the space, making our production process more streamlined and efficient.

In photo from the left: Arnis Irbens, Plant manager and Jan Marstorp, CEO



2024 - RIGA FACTORY OPENING



Jan Marstorp, CEO:

"The opening of our new premises marks an important milestone in our commitment to local growth and development. Our new strategic location, right next to the airport, increases our accessibility to our customers, employees, and suppliers. The new premises also provides us with the enhanced capacity as we introduce new product lines, and new booklet making and feeding solutions to a wider range of digital print engine manufacturers."

In photo from the left: Ola Nilsson, VP Finance and IT, Oscar Claeson, Chairman

The significant milestone of relocating Plockmatic Riga factory was celebrated on 17th October 2024, together with 50 years anniversary of Plockmatic Group.

The event was attended by employees of Plockmatic Riga and its cooperation partners, such as suppliers and providers of services who have helped the company to grow throughout the years.

Top left. Two acquaintances and former colleagues who used to work together for Plockmatic Riga SIA - Valentīna Bazanova and Jānis Sams, CEO of AS Hansamatrix.

Top right. Machined component manufacturers SIA Baltma. From the left: Konstantīns Sokolovs, Ance Liepiņa, Alvis Sokolovs, Jānis Agrums.

Bottom picture. A team from an electronics manufacturing service provider AS Hansamatrix. From the left: Ainārs Melnis, Līga Batņa, Jānis Sams, Diāna Urtāne, Krišjānis Noviks.







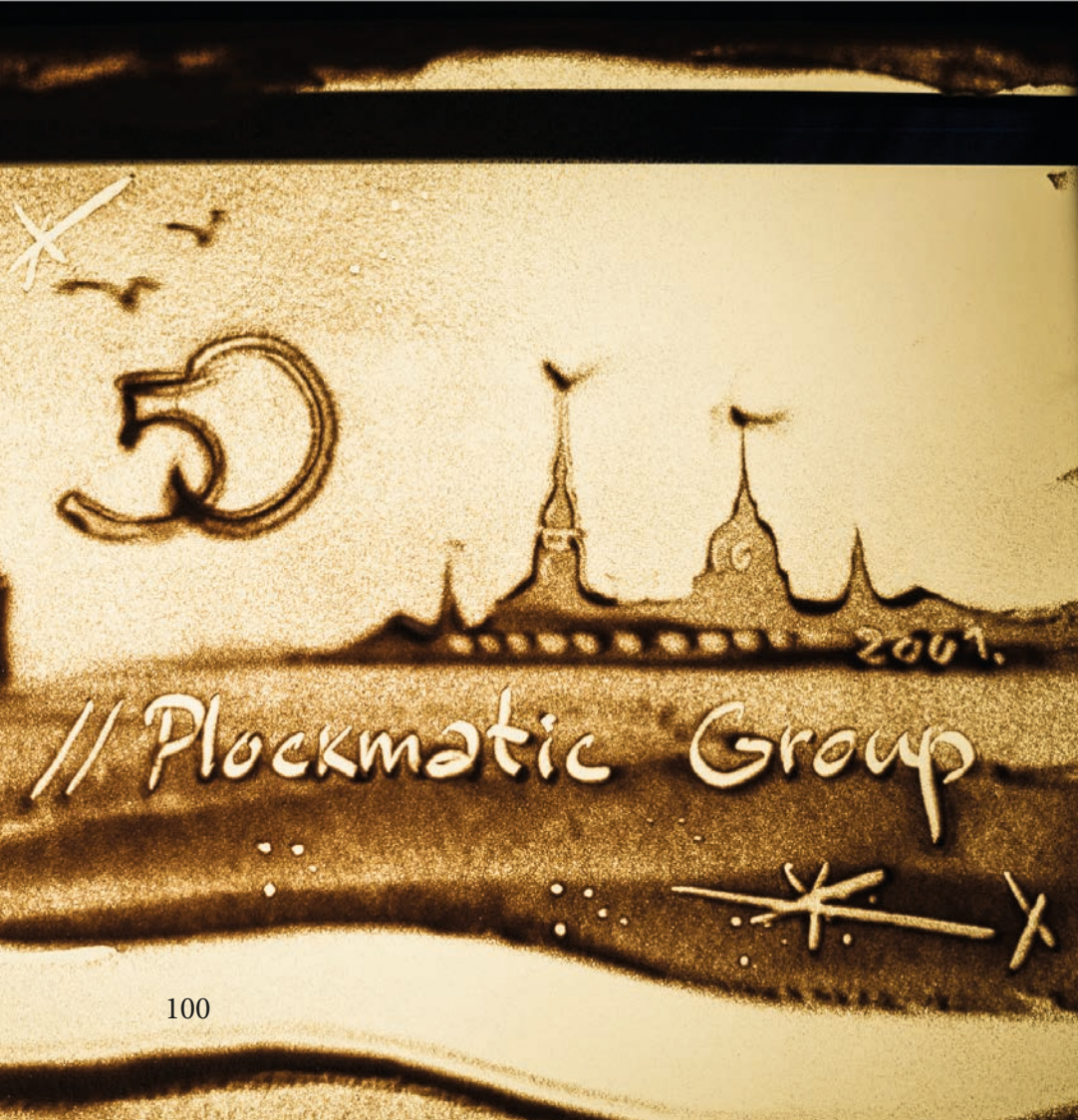


Left hand page. Ola Nilsson talking to auditors from Merhels Revidenti Konsultanti SIA.

Arnis Irbens receives a gift from Mārupe County Municipality council - a landscape from Mārupe area which will soon decorate the newly built office. From the left: Ivars Eniņš from MASOC; Aigars Bičeks from SIA BiSeif and Didzis Avišāns and Anita Avišāne from Riga Technical University.



Right hand page. While employees of Plockmatic Riga were enjoying the festive atmosphere by competing in a quiz, the guests had a chance to take guided tours around the new premises to learn more about the daily operations of the company. Component suppliers had a chance to see where products delivered by them end up in machines assembled in the factory.





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All visitors had an opportunity to learn about history of Plockmatic group through an exceptional sand animation. It was followed by a speech from CEO Jan Marstorp, Plant manager Arnis Irbens and First Secretary, Swedish Embassy in Riga Ylva Hammarsten.

Ceremonious ribbon cutting took place.



Plockmatic Group

A thrilling quiz took place. In the photo: Viktors Jurkevics, Agita Feldmane, Agija Jurkevica and Toms Grunckis are trying to be ahead of the other teams in answering the challenging questions. In first row from the left: Juris Hazovs, Sergejs Kaļiņikovs, Dāvis Derkačs. In the second row from the left: Kārlis Runcis, Mārtiņš Ozols, Arturs Stonis, Kaspars Megnis, Andrejs Udrens, Arnis Levics, Kristaps Ozols, Matīss Lapsiņš, Edgars Breijers.





Incoming Quality Control department confirmed that the event corresponded to the highest standards. From the left: Uldis Augulis, Gunita Jēkabsone, Edgars Sprukts and Jānis Pāvuls.

From the left: Bela Komisare, Dmitrijs Jalinskis, Jeļena Kruglova, Andrejs Udrens, Oksana Seļuņina, Jurijs Gorbačenko and Vitālijs Vasiļevskis.





Plockmatic Group

#Plockmatic Group
Arnis Irbens

#Plockmatic Group
Oscar Claeson



Jan Marsorp, Arnis Irbens and Oscar Claeson cut the celebration cake.

An impressive view of the assembly area in the new factory.

Plockmatic Group

Left hand page. Supply Chain Department representatives. From the left: Linda Pavāre, Per Skoog and Inga Geida.

Peter Rydell and Johan Stjernberg from Stegia AB, suppliers of electrical motors and systems.

Mārtiņš Picka and Peter Samuelsson, two colleagues who make sure that customers always receive the required spare parts on time.

Gita Elberte from Purchasing department with guests from Alise Technic OÜ: Tormi Jõgi, Danel Tammeleht and Heiki Allik.

Right hand page. Production Engineers enjoying cakes that they have just made themselves: Kristaps Ozols and Dāvis Derkačs.

Two gentlemen who have helped Plockmatic Riga right from the start in 2001: Indulis Ludiņš and Ansis Mūrnieks.

Chris Noah, a popular Latvian artist taking care of the festive atmosphere with an acoustic performance.



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YEAR
ANNIVERSARY

EST. 1974

 Plockmatic Group

1974 - 2024