

# PLOCKMATIC GROUP AT THE PRINTING EDGE







PROJECT MANAGED BY: DECLAN JONES

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PLOCKMATIC GROUP, THE MANUFACTURER OF FINISHING & FEEDING SYSTEMS, WORKS CLOSELY WITH CUSTOMERS TO PRODUCE BEST-IN-CLASS FINISHING SOLUTIONS.

**Plockmatic Group, based in Stockholm, Sweden, is a global supplier of finishing solutions to print and mailing businesses. With over 40 years of experience, the company has built a solid reputation as an efficient and flexible provider of innovative and cost-effective solutions.**

With Plockmatic's acquisition of UK-based Morgana Systems in 2013, and KGS srl of Mestrino, Italy in 2016, the Plockmatic Group was >>





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established, joining these organizations together to offer a wide range of products that include creasers, folders, cutters, and binding solutions optimised for digital workflows.

"We are a solutions provider. We are also highly customer-centric, and our engineers work closely with customers to make a product that fully meets their needs. I don't think there are many companies in our sector that are so close to their customers," says CEO Jan Marstorp, explaining that the Group has built relationships with its customers across headquarters, regional and local levels.

To offer the best possible prices, the company has developed modular designs so they can combine volumes at the component level. "We can use the same platform for electronics, eliminating the risks of always using new technologies. We maintain and develop a supply chain that is unique in the industry, cooperating with sub-contractors around the world to manufacture the best products at the best price for our customers. We also provide technical and sales support in any part of the world. In other words, we provide a good value proposition to our customers."

**STRONG BRANDS**

Plockmatic does not have in-house production but runs two assembly plants – the main one in Riga, Latvia and the other one Milton Keynes in the UK. The parts, made to Plockmatic designs, are assembled and the units tested to make sure that they perform to the required standard.

With this high level of outsourcing, top-quality procedures and systems must be in place and Marstorp affirms

that these were introduced a long time ago. "Everything is closely monitored from vendor reviews and audits through to delivery systems and final product quality checks."

The extensive range of document finishing and feeding systems is sold under the Plockmatic and Morgana brand names in over 50 countries. These products work inline or offline in concert with the world's best digital printing systems. The Morgana and Intec brand are used for sales through distributors and dealers while the Plockmatic brand is used for sales through print providers.

The company succinctly summarises its core business: "We make booklets, and also mail, fold, crease, perforate and bind documents with extraordinary precision. Quite simply, we turn stacks of printed paper into the beautifully finished documents you use every day."

**"WE MAINTAIN AND DEVELOP A SUPPLY CHAIN THAT IS UNIQUE IN THE INDUSTRY, COOPERATING WITH SUB-CONTRACTORS AROUND THE WORLD TO MANUFACTURE THE BEST PRODUCTS AT THE BEST PRICE FOR OUR CUSTOMERS."**

**EXPANDED CAPABILITY**

Jan Marstorp himself has participated in the company's development and growth for 25 years, watching the business innovate and expand.

"Next year, Plockmatic will reach a major milestone – its 50th anniversary. I came to the company in 1998 as the Production Director, becoming the CEO in 2002. We have had a good journey over the years, both in terms of investing in new technologies and acquisitions, and in expanding the portfolio."

"As our products are clearly designed to rationalise labour, our key markets are the US and Europe. However, we also have customers in Australia, China, Japan and other countries."

He reflects that the acquisitions have always expanded the company's

capability bringing in new technologies and products so that Plockmatic can offer a complete range. That is the case also of the latest acquisition of Intec Printing Solutions Ltd, headquartered in Poole, Dorset, a major global supplier of unique equipment solutions for the print and graphic arts markets.

"Packaging and labelling are a strong, fast-growing segment, and the Intec acquisition will significantly enhance our position. Most of our customers now focus on data print and they are looking for new applications. So there is a good synergy with Intec." >>

**Jan Marstorp, CEO, Plockmatic Group.** <<







He affirms that it would be difficult to highlight one particular product as the range is so wide. “We are very strong in the booklet makers category, but the portfolio is being continuously expanded. Obviously, we continue to enhance the environmental characteristics of our solutions, as required by our customers. The other driver is digitisation, which now affects all levels, and both of these trends are reflected in our innovations and new products.”

Recent launches include the DigiCoater Pro 400 flat sheet coater that can produce up to 145 feet per minute of coated

material and is available with a cold lamp UV system or with a much more power-efficient LED curing system, making the product more environmentally friendly. The company has also just launched a new line of ColourCut products which is set to define a new industry standard.

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**POSITIVE OUTLOOK**

Despite the turbulent market environment of the post-pandemic years, Plockmatic increased sales by 33% in 2022, and is expecting to achieve another impressive growth of 25% in 2023. “We have experienced some issues with the availability of electronics shipped from Asia post-pandemic, but our R&D department has done a fantastic job in getting the supply chain to re-engineer some of the solutions for us in these tough economic conditions.”

Going forward, the company is set to expand both its capacity and product range, says Jan Marstorp. “Next year, we will be moving to a new, 10-thousand-square-metre factory in Riga, and plan to introduce 25 new products. Those investments have already been made but we will also be investing in new technology to make sure that

we will grow in line with market requirements and have the right portfolio.”

“The acquisition of Intec has moved us into a new segment and we are looking forward to growing in the packaging labelling area. And of course, we will also keep our eyes open for potential new acquisitions to complement and expand our capability,” he concludes. ☺

**“THE ACQUISITION OF INTEC HAS MOVED US INTO A NEW SEGMENT AND WE ARE LOOKING FORWARD TO GROWING IN THE PACKAGING LABELLING AREA.”**





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