



GEARED TOWARDS 'PRECISION PRIOR TO PRINTING'

St. Paul, February 11, 2002. Last summer, NELA Ternes Register Group celebrated its first anniversary. The combined structure of the German and American based company reached its goal to be the clear world leader in the development of register control products for sheefted, commercial web and newspaper printing. According to Frank Neumeister, President of NELA Ternes in St. Paul, MN, the group achieved net sales in excess of 35 million US dollars with 80 employees in the US and 200 employees in Europe.

The plants are equipped with state of the art manufacturing equipment on 150,000 sq.ft. Our motto is: "Precision prior to printing". Hence, it had been our strategy from the beginning to service the US market with an organization providing all engineering manufacturing and service functions in this market. This is a strength, that many suppliers in this market do neglect. Investing in core technologies brings rewards and the facts speak for themselves:

- NELA is the European market leader for in-line punching and bending systems for newspapers, whereas NELA Ternes is the American market leader for register systems for commercial printers. These market segments are now developed concurrently blending the strength of both companies. The fruits of merging the NELA's in - line' (conveyor integrated) and vision control (optical registration) knowledge together with the Ternes heatset web expertise was presented for the first time on the Print 01 show in Chicago, where the company displayed new product solutions for commercial web printers.
- The emerging trend in the US newspaper industry to migrate towards the CTP technology is the engine for further growth. Within the first 18month of NELA Ternes entering this market segment, more than 20 in - line register systems behind CTP exposure units were sold. This includes highly visible accounts like Gannet, the Dallas Morning News and the New York Times.
- The German American company maintains extensive business contacts with direct end users, printing press manufacturers, plate manufacturers and other pre-press suppliers. The expansion of sales channels in South East Asia and South America is the final step towards globalization.

Though its international touch and considerable size, NELA Ternes will continue to understand itself as ,low-key' and' hands on' family company. In the end its quality

products from quality people, that the NELA Ternes team is living up to: This mission can be experienced on numerous trade shows like Graph Expo, NEXPO, America East, GOTA and the Gutenberg Show, or whenever customers visit the plants in the Twin Cities or the Black Forest Region where the German headquarter is located.

Pictures of the American & German facilities are available under: www.nelaternes.com and www.nela.de or upon request.

For additional information, please contact:

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