

DGM EXPANDS INTERNATIONAL MARKETS

In 2005, Dauphin Graphic Machines, Inc. enjoyed its best year in overseas sales (not including North America) with over \$30,000,000 in total sales volume. "We sold equipment into every continent except Antarctica," said Ron Ehrhardt, Vice President of International Sales for DGM.

ASIA: On the heels of a 32-unit DGM 430/DGM 1035 order from *P.T. Gramedia* in Bandung, Indonesia in 2004, DGM was awarded its largest single order to date with a sale of 40 DGM 440 units and 2 DGM 1240 folders to *China Press* in Kuala Lumpur, Malaysia in February of 2005. For the first time, DGM will be manufacturing their DGM 1240 12-web folder with four former board levels: a 3-high main stack and an additional 4th former located on the operator side adjacent to the 1st former level on the 3-high stack.

AUSTRALIA / OCEANIA: DGM sold 12 units of the DGM 430 and one DGM 1035 folder as press additions into Australia, New Zealand and New Caledonia.

MIDDLE EAST: A 30-unit DGM 440 press with one DGM 1240 and one DGM 1255 folder was sold to *Al Madina Printing Establishment* in Saudi Arabia in October of 2005. This order represents the largest combination heat-set/cold-set press DGM has sold, to date. Saudi newspapers typically use a coated/glossy stock with four-over-four color printing as the first page web of their broadsheet product.

EUROPE: DGM has received two orders in France for the popular DGM 430 equipment. *La Presse Flamande* in Hazebrouck France has ordered a 20-unit DGM 430/DGM1035 press/folder combo, replacing an existing Community™. *Publihebdo Imprim* of Rennes, France ordered an additional DGM 430 4/4 tower to their existing DGM 430 press.

CENTRAL AND SOUTH AMERICA: DGM enjoyed continued success in supplying DGM 430 and DGM 850 add-on units to DGM and Goss® presses in Brazil, Venezuela, and Mexico. In Mexico, DGM was awarded a 10 unit DGM440/DGM1035 order at *Cia. Periodistica Meridiano*.

AFRICA: The first DGM 440/DGM 1035 sold into the African market was ordered by *Academy Press* of Lagos, Nigeria in April of 2005. "Internationally, DGM sold 84 DGM 440 units in 2005. Since our first order in 2001, the DGM 440 with its three form roller high quality inker and 45,000cph speed is fast becoming our most popular model," added Ehrhardt. To date, DGM has sold 530 units of the DGM 440.