



GOSS | INTERNATIONAL



Commitment to the Environment
 **For the Goss neighborhood**



Commitment to the Environment



For the Goss neighborhood



For the Goss customer base

Commitment to the Environment



For the Goss neighborhood



For the Goss customer base



For your neighborhood

For the Goss neighborhood



- ♻️ Replace all production area metal halide (HID) lighting with fluorescent T5: 1.1 million kWh per year
- ♻️ Consolidate New Hampshire and Chicago offices into one location: Total savings over 2.6 million kWh per year
- ♻️ Change from polane paints to powdercoating: Governor's Award 
- ♻️ Reuse and recycle (foam, wood metal, paper: over 1,000 tons/year)
- ♻️ ISO-14001 certification in effect since 2001
- ♻️ ISO-9001 certification in effect since 2002

For the Goss customer base



- ♻️ **Continually striving for short makeready, low waste**
- ♻️ **SUNDAY Technology blankets**
 - **2.5x blanket life vs. conventional**
 - **No metal content**
- ♻️ **DigiRail ink metering**
 - **Reduced waste at startup**
 - **Reduced running waste**
 - **Reduced ink and water consumption**
- ♻️ **Ecocool Dryer Technology**
 - **Less gas consumption**
 - **More efficient drying**
- ♻️ **A.C. drive technology to optimize energy consumption**

For your neighborhood: Triliner



CUTOFF 2:
compact
cutoff @
2/3 of
current
cutoff

GOSS INTERNATIONAL
Triliner. Technology
Special Edition

Goss International introduces Triliner newspaper format
Unique folding concept, combined with three-around printing, for conversion to a compact sectioned format

Triliner market survey results

Hoekstra Boom – Keeping Options Open

Industry Leader Comments

Goss Triliner concept

Inside this issue

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Special Edition A.1

CUTOFF 1:
the current
cutoff

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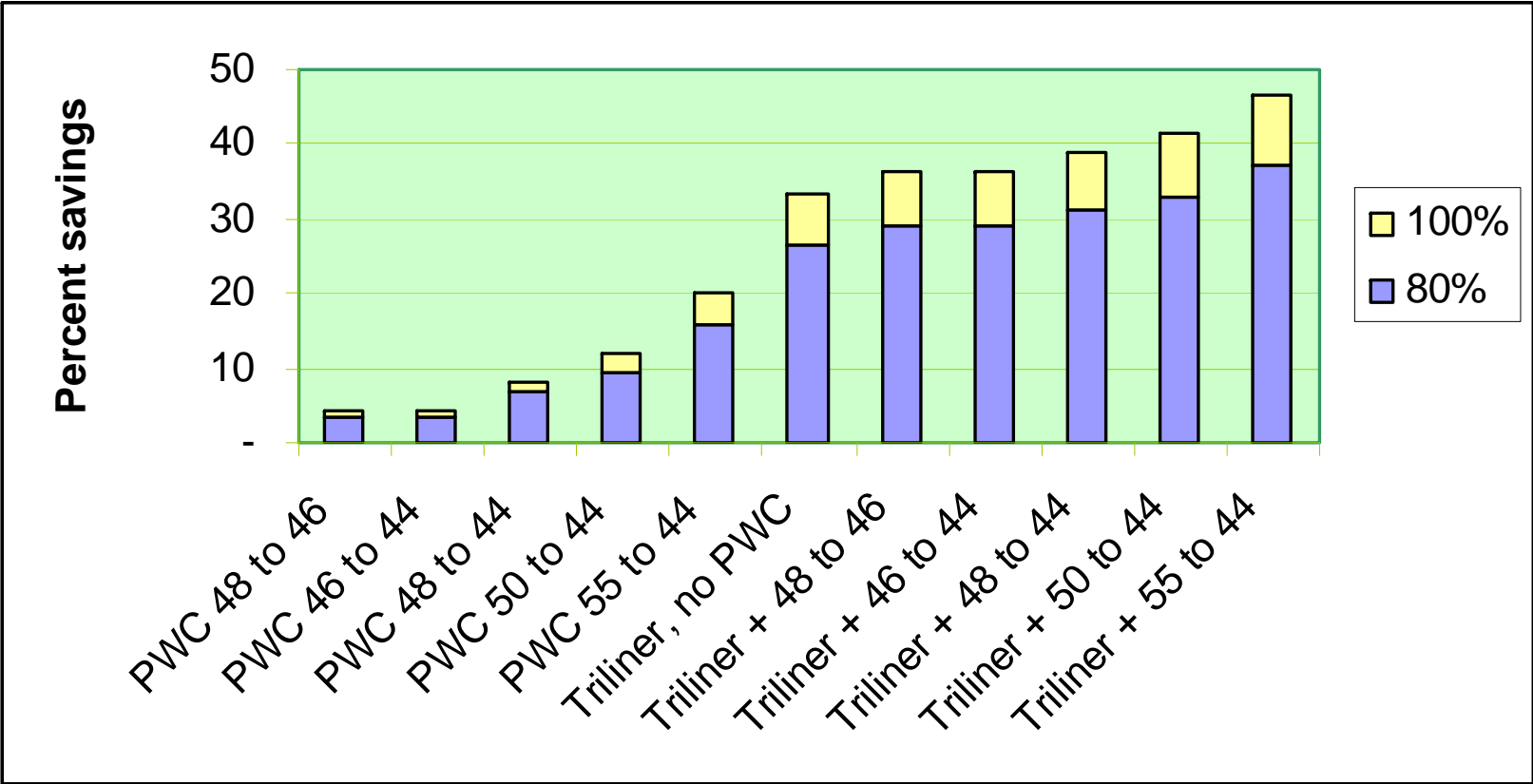
Goss Triliner concept

Inside this issue

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- Newsprint savings
- Energy savings
- Potential for revenue increases

Newsprint savings

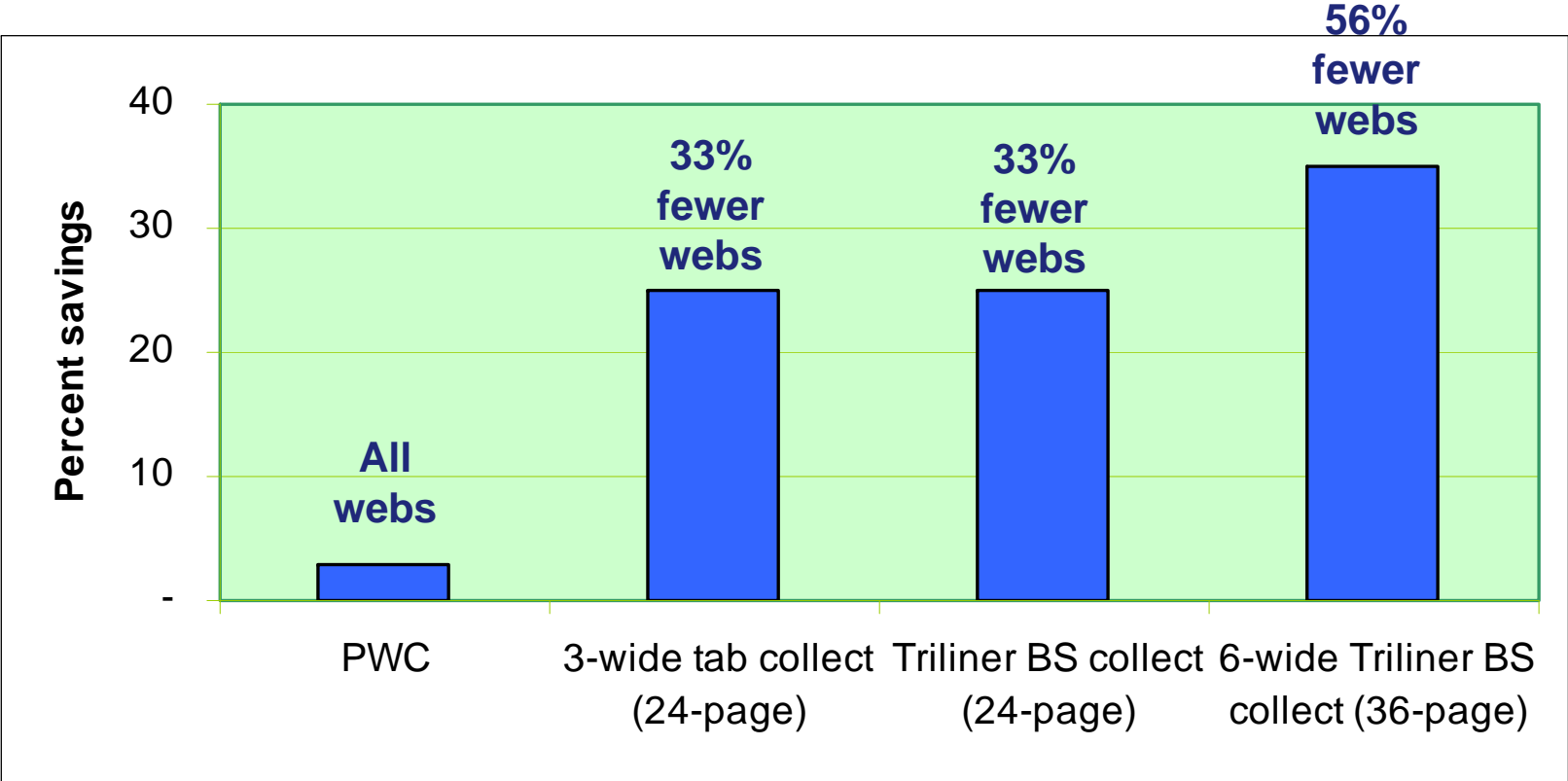


Impacts of newsprint savings

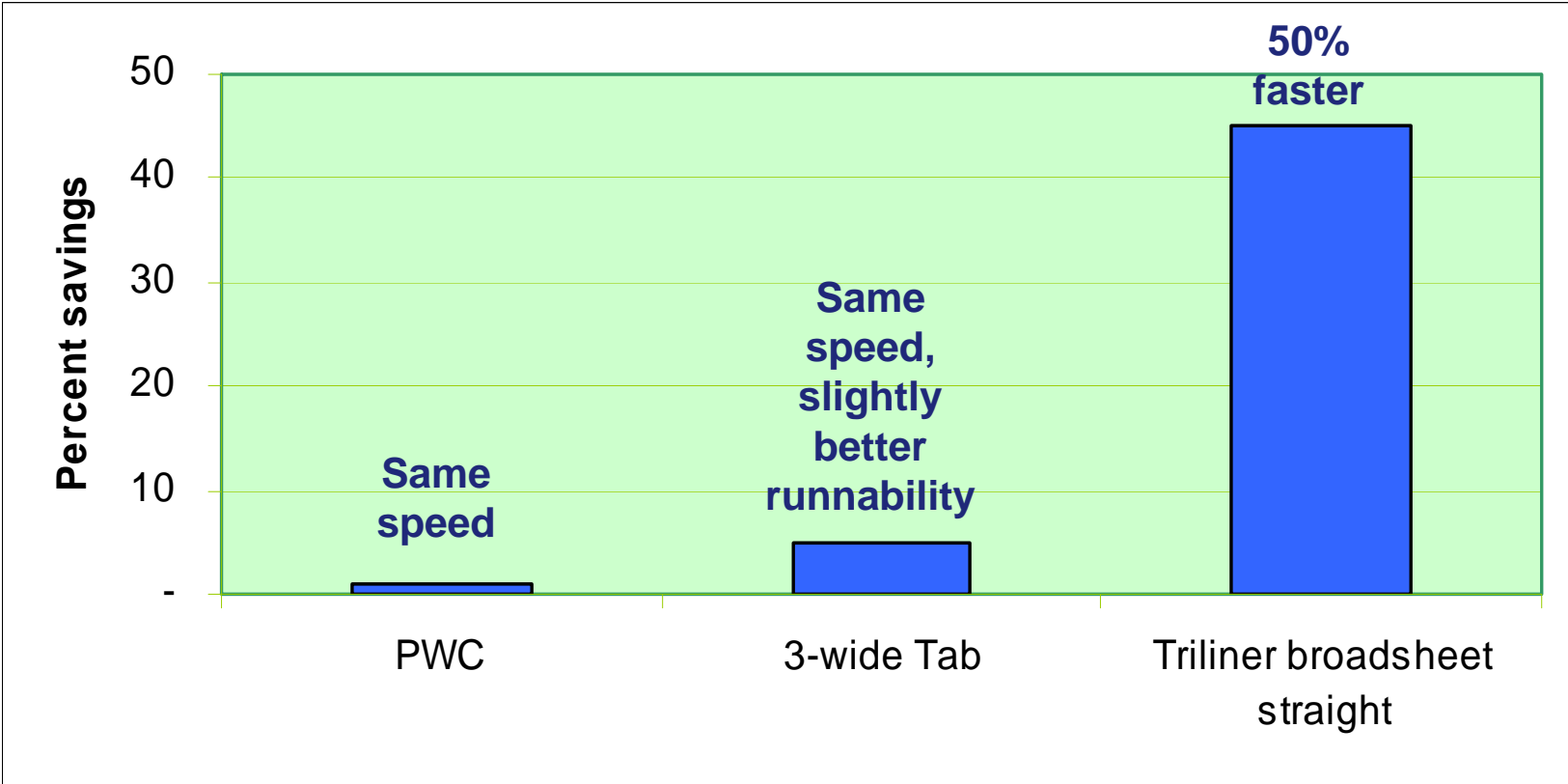


- ♻️ **The newsprint itself**
- ♻️ **Shipping**
 - Newsprint rolls in
 - Waste copies out
 - Good copies distribution
 - Used copies transport
 - Disposal of unrecycled used copies
- ♻️ **Storage**
- ♻️ **Material handling**
 - Newsprint rolls incoming
 - Newsprint prep and staging

Energy savings



Production time savings



Impacts of faster production times



Earlier finish

- Less rushed delivery
- Absorb production delays
- Wider mailroom window

AND / OR

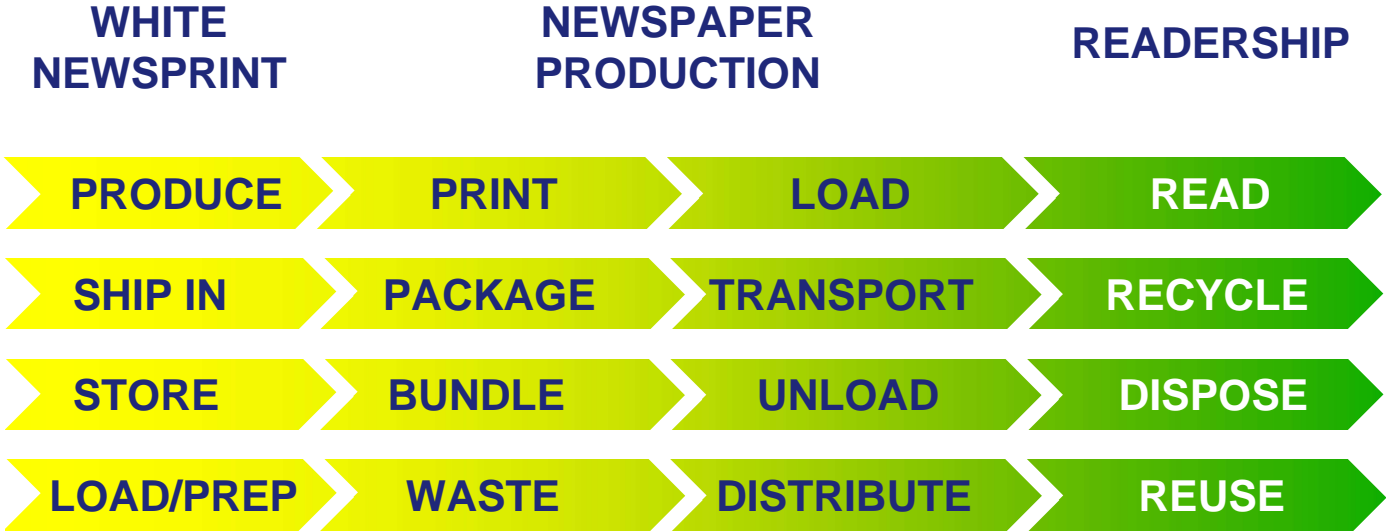
Later close

- News relevance
- Ad revenues

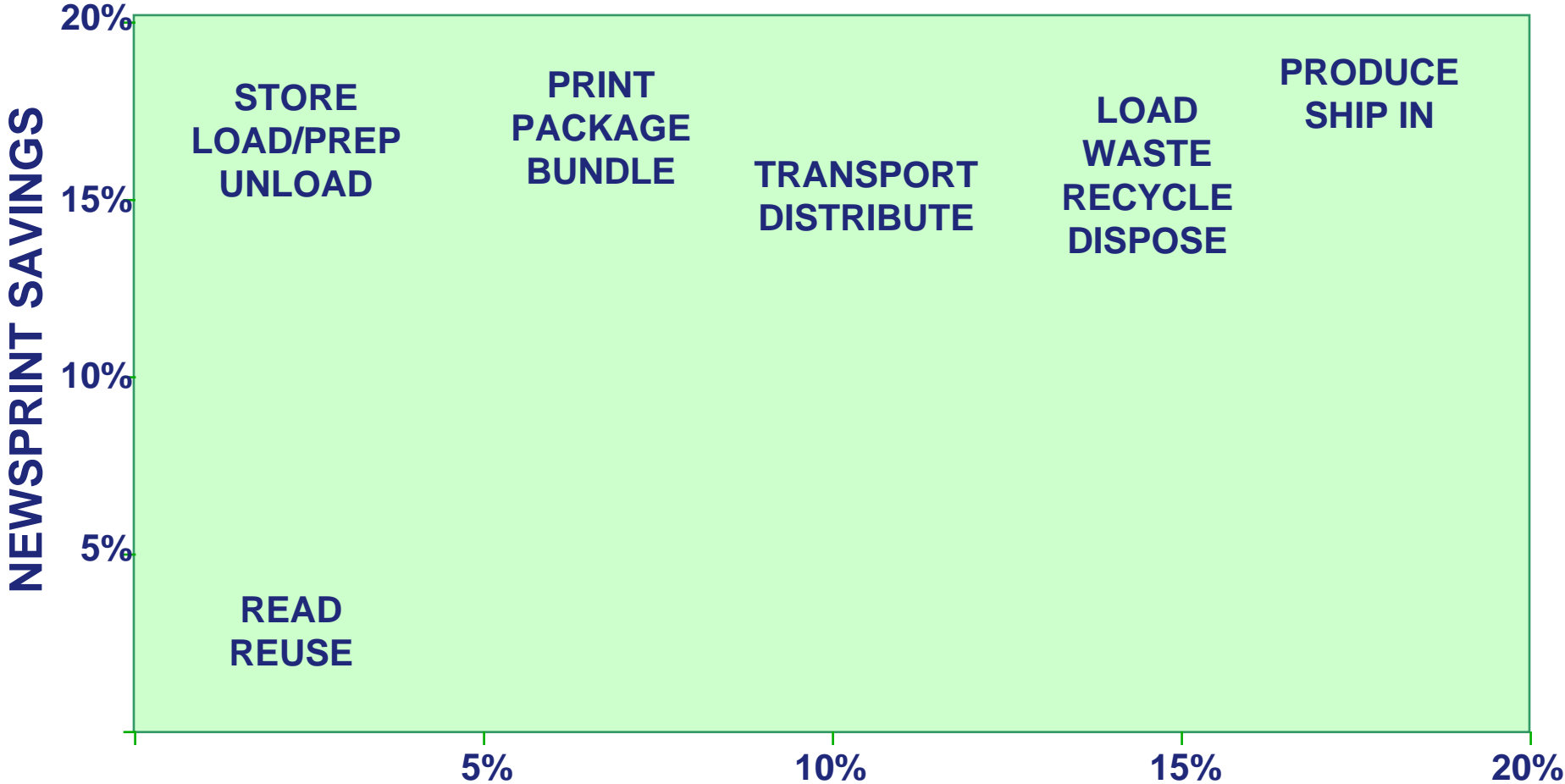
More time for contract jobs

- Production for remote contracts before print window
- Low-circulation or late-daily production after print window
- Compressed advance forms open up dayside contract opportunities

Life cycle process







Triliner life cycle impacts







ENERGY SAVINGS

Triliner Technology: Commitment to the environment

-  **Newsprint savings**
-  **Energy savings**
-  **Time savings**
-  **Waste savings**

. . . and good for business

-  **Quicker production**
-  **Contract print windows**
-  **News relevance**
-  **Advertiser advantages**



Thank you