



“Company Wedding” in the Pre-Press industry

On Monday, May 22nd, 2000, during the DRUPA trade show, the managing directors of NELA Brüder Neumeister GmbH in Lahr, Germany and Ternes Register System in St. Paul, Minnesota, have signed a letter of intent. According to this letter of intent, TERNES will merge with NELA. The new company will be known as NELA Ternes Register Group and be based in St. Paul, Minnesota.

Signing of this document constitutes an important step for both companies. The combined structure of NELA and TERNES establishes the new company as the clear world leader in the development of register control products for sheetfed, commercial web and newspaper printing. In the coming year, the group aims to have combined net sales in excess of 30 million dollars, with 270 employees located worldwide. According to Manfred Neumeister and Jim Ternes, the combination of the two companies creates synergies with a high potential for future growth.



- NELA is the European market leader for in-line punching and bending systems for newspapers, whereas Ternes is the North American market leader for Register Groups for commercial printers. These market segments can now be developed concurrently further blending the strengths of both companies.
- Both companies maintain 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 in establishing global market leadership.

With this strategic move, NELA has made a considerable step forward in terms of global leadership, taking advantage of unique market opportunities and the strength Ternes provides. The emerging trend in the US newspaper industry to migrate towards CTP technology is considered the engine for further growth. Manufacturing in the US is the next step to bring NELA closer to the market, especially with its very successful in-line systems using video registration techniques. In this context high quality, innovative goods and efficient customer service are the first and foremost goals of NELA Ternes.

On July 1st 2000, Frank Neumeister will assume responsibility as General Manager for the NELA Ternes Register Group, building on the more than 60 years of family tradition NELA has as a partner in the graphic arts industry. Manfred Neumeister will continue to lead from the European headquarters in Germany. Jim Ternes will continue to provide a valuable role in the new company and leverage 40 years of Ternes involvement in the register control market.

NELA Ternes Register Group.
4851 White Bear Parkway
White Bear Township,
MN 55110-3325
Phone: (651) 407-4800
Fax: (651) 407-4801
<http://www.nelaternes.com>