



DDJ Graphic Machinery Limited

KOMORI SPECIALISTS

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Service – a word never clearly defined (not even in the Oxford dictionary)

As the pressure on time and profit margins increases relentlessly the one thing that suffers in the pressroom is the equipment that is the basis of the business itself.

The company Ford Mondeo is serviced religiously, in accordance with the manufacturers recommendations, but the press that pays for the car and everything else in the business is lucky if it see a cleaning rag occasionally let alone a grease gun and oilcan.

Routine service is an expense, but controlled and managed the overall annual maintenance bill for a press can be reduced, simply by the fact that the number of high cost “emergency” call outs for press breakdown can be reduced.

A breakdown or press problem, by nature of our industry, always occurs in the middle of a very important job, for either a new or your best client that simply must be delivered.

The result is high cost repairs, overtime, loss of control, frustrations, angry customers and (most importantly) a greater negative effect on profitability than routine service would have had.

In addition routine maintenance and cleaning enhances the appearance of the machine and the press run and in the long term increases the residual value of the machine – a positive effect on the balance sheet for a change.

At DDJ graphics we firmly believe in routine and preventative maintenance – hence the reason for this letter. With effect for 1st September we are now offering Komori engineering service as an addition to our portfolio.

We are not just offering the usual “service call out” facility, but also health checks, machine reports, compilation of service schedules, maintenance agreements and machine monitoring.



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We intend to be competitive and our standard rates are as follows: -

Standard time (08.00 to 18.00 Monday to Friday)	£ 28.00
Overtime (18.01 to 07.59 Monday to Friday)	£ 42.00
Weekend Working (Saturday, Sunday & Bank Holiday)	£ 60.00
Travelling time (at any time)	£ 20.00
Mileage (per mile)	£ 0.38
Overnight allowance	£ 20.00
Accommodation	at cost

The rates for health checks, machine reports, compilation of service schedules, maintenance agreements and machine monitoring will depend upon locations, press sheet size, number of units and level of automations. All can be quoted at fixed prices after discussions.

We hope that you find the above thought provoking and would very much like to have the opportunity of discussing your service requirements in the future.