



# 2020: OUR 30th ANNIVERSARY YEAR. AND ADJUSTING TO ENSURE A POSITIVE FUTURE - IN THE FACE OF THE CORONAVIRUS PANDEMIC...

**Word from the MD**  
Ian Melville, managing director  
Intec Printing Solutions.

**C**ertainly in my lifetime, I cannot recall seeing the entire global population, being faced with such a huge common issue, as we do now - with the advent of the **COVID-19 Coronavirus pandemic!** As a company, Intec took the precaution of reacting immediately to UK Government advice, regarding COVID-19 and how to protect both it's personnel and its customers. Putting appropriate measures in place, Intec is already in a very good position to move forward confidently with its day-to-day business.

Having made adjustments to cater for; staff health, reduction of possible infection transmission, practicalities of travel and put plans in place to minimise personal contact with external sources - the company is now, *very much* open for business and will endeavour to provide the highest possible continuity of service, for all concerned.



**Moving ahead. The future looks very bright, for Intec.** As Intec enters the first quarter of its new fiscal year, we reflect upon a very successful first thirty years for the company, with an array of great new products in the development process, a very successful February and March with record orders and a full order book - and we all awaited (postponed) FESPA 2020, the major international trade expo, to be held in Madrid, as a springboard for the prospects of a very busy year ahead.



*This is what Coronavirus - looks like, when seen under a microscope...*



*This is what the future for Intec looks like: Brand new cloud server infrastructure, new products in development and being launched, new global dealers coming on-board - and more...*

But then, the Coronavirus emerged and has quickly taken a grip on all walks of life, both personal and commercial - and changed our entire futures, for everyone.

It is of course, with much regret that we see immense personal and business suffering, impacting around the world - and our hearts go out to all those affected. However, the future, here at Intec, is looking positively rosy!

**Our 30th anniversary.** The year 2020 sees the beginning of our fourth decade - as we continue to grow into one of the world's leading manufacturers and suppliers of printing and finishing equipment.

Intec has invested significantly in a brand new cloud-based telephone, email and IT infrastructure - also, additional/expanded premises at its UK headquarters - and new staffing, to acquire and support the expansion of our growing global dealership network.

**New products to look forward to.** The past 18 months has seen a shift from actual printing - towards *print finishing and*

*embellishment.* We are extremely excited about how the new Intec product ranges are developing. The ColorCut range is very much a part of our key focus, with a brand new sheet label cutter about to be launched - plus a number of other new products following on - which will be revealed later.

**Thank you for your support.** In these unprecedented times of change and the need to adapt to survive, I would personally like you to know, that you all have my support and best wishes.

**Ian Melville |**  
Managing Director



# NEW STAFF APPOINTMENT. BRIEFED TO ACQUIRE AND NURTURE NEW GLOBAL DEALERS

Intec is pleased to announce the recent appointment of Ryan Faulkner, in the role of Distribution sales executive.

As part of Intec's expansion into our fourth trading decade, the company has chosen to create a department dedicated to growing and nurturing its global dealer network.

Ryan Faulkner, is our new man and comes with vast experience in this field.

## Wealth of experience

With 12 years' account management experience under his belt, Ryan brings the perfect skill-set to the role. Having worked within a wide range of industry sectors, such as; healthcare, renewable energy and home improvements - he has adapted to each, with the aim of maximising the potential for all concerned and adding extra value to each partner.

Ryan expects to achieve equally good results for Intec, in the print industry.

## Off to a flying start!

Having started in the new role in January 2020, Ryan has already sourced and signed three exceptionally well-suited new printing equipment resellers, in Romania, Poland and Belarus. Read a little about these below...

The intention of this new department, is not only to grow, but to nurture dealerships and build mutually profitable and long-term relationships. As with the initial three new acquisitions, each dealership sought, will be of a suitable and sustainable profile. The dealership's current equipment and brand portfolio will be taken into account - to ensure the Intec ranges they might take, will complement their customer offering and provide perfect growth opportunities.

*"I am really excited about the potential of this new role and relish providing a premium service to our new dealerships and their customers."* commented Ryan - who is married, with two young children and is a very keen follower of sports.



**Ryan Faulkner**  
Distributor sales executive

## RECENTLY APPOINTED NEW GLOBAL DEALERS



Following the recent, new appointment of Ryan Faulkner as Distributor sales executive, Intec welcomes three new dealers to its growing global network.

### Riset - Poland

Riset has a decade of experience with commercial, technology and IT services. The Intec ColorFlare and ColorCut ranges will join Riset's impressive portfolio of global print machinery brands.

Visit their website here:  
[www.riset.pl](http://www.riset.pl)



### Roel - Romania

Roel streamlines business processes in the fields of; financial services, retail, distribution, production, construction, agriculture and forestry medical, catering, energy, auto and public sector.

Visit their website here:  
[www.roelgroup.com](http://www.roelgroup.com)



### Office Technica - Belarus

Established in 1997, the company has specialised in supplying machinery and services for; general office, printing and packaging industries.

Visit their website here:  
[www.officetechnica.by](http://www.officetechnica.by)



Jaroslaw of Riset Group, demonstrating the Intec FB8000PRO at RemaDays exhibition, Warsaw



Roel exhibiting at a trade show in October 2019



Office Technica exhibiting at a Moscow trade show in October 2019



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Every Intec consumable sold generates a donation to one of several charitable causes around the world. Thank you for helping us make the world a better place. **Team Intec**



NEW WATER & SANITATION PROJECT