



**March, 2009**

## **Tensor Group Overview**

### **Company Description**

Tensor Group, Inc. is a privately held U.S. manufacturer of web offset press equipment specializing in high quality single-width presses for commercial, insert and newspaper markets worldwide.

Tensor's products are manufactured exclusively in the U.S. in a 40,000 sq. ft. facility in Woodridge, IL. Our design engineers and quality control personnel are located on-site at the plant. The Woodridge facility employs 65 office and plant personnel.

### **The Tensor Difference**

Tensor's excellent customer base, which has grown substantially over the last ten years, includes many "repeat" customers. We are different from larger competitors because our customers are not treated as "small fish" in large seas. Customers can easily communicate with staff without traveling through endlessly long channels to obtain answers to questions or to address concerns.

### **A Lot of "Firsts"**

Tensor has achieved a number of "firsts" in our segment of the industry. Some of these include:

- The first shaftless press line in Denmark
- First huge press installation in Sweden (Adargo)
- First major press installation in Turkey (Aksam)
- Installed "the largest single-width press line in the world" in Adana for Hurriyet in Turkey. This press line covers approximately 59 meters (194 linear feet), and contains thirteen (13) 4-high towers, six (6) 2-highs, and three (3) Tensor H-50 folders. Twenty-five (25) zero-speed splicers are installed below press level.

## **Product Overview**

Printing units are stackable to four-high, operate at speeds to 50,000 iph and offer broad 40" web widths. Tensor's unit arch design is integrally unique from any other manufacturer in the industry. A bearing-in-a-bearing eccentric design allows optimum dynamic support of the blanket cylinders and superior durability in the critical frame bore area, resulting in less print disturbance and a long service life. Rapid make-ready and quick "no tool" plate change features encourage a versatility of product mix.

## **Recent New Product Introductions**

Tensor Group's unwavering focus on client expectations drives Tensor's strong emphasis on continuous improvements in quality, project management and development of next-generation products.

Tensor was pleased to introduce the **T-460** model press in 2008. The T-460 is specifically engineered with a true third ink form roller design and incorporates high capacity ink fountains for impressive color coverage. Speed is rated up to 46,000 iph. The robust, high strength cast iron frames provide unparalleled stability and endurance (a 4-high tower weighs approximately 35,000 lbs, or 15,876 kilos). The T-460 is driven by a footprint shaftless drive system with integrated logistics for all auxiliary equipment.

In 2006, Tensor introduced its exciting and truly innovative press offering, the Tensor **T-500**. The T-500 was specifically designed for the short-run commercial and single-width hybrid newspaper markets which are integrating commercial work into their business plans. This press incorporates a full-bearer design for outstanding dot reproduction and the ability to print fine-screen work at a 50,000 iph speed. Main design features also include three ink form rollers with three ink vibrators, ultra high capacity ink fountains, state-of-the-art independent couple shaftless drives, and swingout capability for easy plate-up access on both sides of the press simultaneously. Independent 10 and 13 side circumferential register plate cocking with full form roller following is an option for the T-500.

Tensor's innovative 40,000 speed press, the **T-400BE**, is an outstanding press unit with standard features such as a 100% helical drive design, motorized registration, bearers on *both* plate and blanket cylinders, reel rod-type blanket lock-ups, and state-of-the-art drives and controls. Tensor

introduced the T-400BE in 2001, and this model has become a tried and true favorite for both semi-commercial and newspaper production.

Tensor press units can be adapted to run with any existing press line. Tensor folders and units have been successfully added to Goss, Solna, Harris and DGM presses.

Jaw folders are designed for high page count newspaper applications or precision commercial folding applications at speeds up to 50,000 iph. The heavy duty H-50 1:2:2 jaw folder is considered the industry standard due to its high speed, multiple web capacity, product options and easy changeover capability. It can be utilized with both 1-around and 2-around printing units. Two quarter fold upgrade options are available, offering the superior quality fold performance demanded by commercial heatset printers running short-run book, heatset insert, and catalog applications. The H-50 folder easily handles a wide variety of paper stocks and is available in multiple cutoffs.

Tensor is committed to long-term customer relationships and backs each equipment sale with project management expertise and a total solution approach.

### **Ownership and Management**

Martin and Anna Hozjan incorporated Tensor Group, Inc. in 1993. It was a natural progression for Martin and Anna to become owners of a printing machinery company, since they had gained years of experience managing MAH Machine, a parts manufacturing firm they founded in 1976. MAH Machine Co. has been producing quality parts and equipment for Tensor Group since 1993 and for the graphic arts industry since 1979.

Martin and Anna Hozjan are an extremely integral part of the Tensor organization. Martin is the Chairman of the Board of Directors and works closely with day-to-day sales operations. His background includes years of machining experience, along with manufacturing management. Anna is the Chief Financial Officer and oversees the daily financial operations of the company.

## **Product Development**

Product development is accomplished by an in-house staff of experienced printing equipment engineers and consultants that are committed to product excellence and enhancement. Our engineering staff has a combined total of over 140 years of experience in the design of printing equipment.

## **Sales**

Tensor products are sold worldwide through a growing network of experienced graphic arts equipment sales representatives and dealers. Tensor is represented in more than 60 countries and has installed approximately 2400 units and folders in 36 countries worldwide.