



Company name : Imprimerie Bietlot

“the look of a master printer” One of Belgium’s leading printing companies takes a leap forward by installing an LED-UV press

Established in 1951 by Jean & Jacques Bietlot, Imprimerie Bietlot is one of Belgium’s leading printing companies. In 1993 the company purchased its first 8-color perfecting press. After a management buyout in 2000, Bietlot took a technological leap by investing in several new machines for the prepress, press and postpress processes, experiencing tremendous growth as a result. In July 2016, Bietlot purchased an RMGT 920PF-8 LED-UV perfecting press and is attracting new business based on environment-friendly printing, cost performance, and quick service.



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Eric Guillaume, CEO of Bietlot Printing

Establishing a strong customer base in Europe through high printing quality and reliable service

Located in Charleroi, Belgium, Imprimerie Bietlot offers a variety of products and services. The company prints brochures, catalogs, leaflets and books for professionals and public organizations, ensuring full customer satisfaction through advanced technology, efficiency, and overall quality. Bietlot has established long-term relationships with its clients by meeting a diverse range of needs. Customers include European institutions, multinationals, publishers, and domestic and European companies with low to medium run lengths. Such customers demand the highest quality and on-time delivery. Serving the Belgian and European markets for decades, Bietlot is today able to handle all the steps in the printing process, from prepress to finishing, folding and binding. Each stage in the high quality production process involves systematic quality control.

Promoting eco-friendly printing using the latest LED-UV technology

Production is divided into several teams to allow non-stop 24/7 production and the 50-person staff achieves an annual turnover of over €10 million. Rigorously committed to environmental protection, Bietlot uses FSC and PEFC certified paper from sustainable forests, consumes 100% green electricity, and is reducing energy consumption by thoroughly insulating its buildings and installing low energy lighting. All presses run alcohol free, and all wastewater and chemicals are recycled by a registered recycling company. Bietlot

continuously invests in the latest technologies to offer the highest quality services and product range to its customers. Reflecting the company’s ongoing commitment, Bietlot invested in RMGT’s revolutionary LED technology. The RMGT 920 purchased by Bietlot has two LED-UV curing units, one over the perfecting device and another over the delivery section, enabling one-pass instant-curing perfecting.

Choosing the RMGT 920 brought cost savings of 40,000 euros a year

Bietlot CEO Eric Guillaume cited a number of reasons for purchasing the RMGT 920. “In our search for a new press there was no B1-size press that would guarantee us higher margins. In a market where run lengths are decreasing, especially in a



920PF-8 + LED-UV



small country like Belgium, everybody was mainly focused on speed. Offering a strong argument to the contrary, the RMGT 920’s smaller plate size, low power consumption, high printing quality, and a high level of automation combined with revolutionary LED technology offered the key to success.

We save about €40,000 a year in plate

materials and the cost was less than 40% of a comparable B1-size press. After several tests conducted by our technical staff, everyone was convinced that the RMGT 920 was a better solution than investing in a B1-size press.”

The RMGT 920’s benefits amply compensate for the higher ink cost

Mr. Guillaume says that LED-UV has solved many of the printing problems they had with oil-based ink. “The LED process opened up a lot of new opportunities and solved many printing problems. LED-UV curing technology offers significant benefits and the higher printing quality, color range, low power consumption and immediate finishing were points that fit perfectly with our corporate philosophy.

As a pioneer in LED-UV technology, RMGT was also the most experienced manufacturer. Installation went smoothly, and the quality and productivity easily compete with the 10-color B1-size press the 920 replaced. LED-UV allowed us to invest in an 8-color press instead of a conventional 10-color press. LED-UV curing also eliminates marking prob-

lems, spray powder and expensive overprint varnish, with much lower machine cleaning costs.

Future plans call for printing on other materials such as plastic, opening the door to promising new possibilities that will enable Bietlot to stay ahead of their competitors.