

Communication in every way



Grafo Group



Communication in every way





GRUPO
GRAFO



Experience

Accuracy

Versatility

Reliability

Strength

Capacity

Durability

Team

Facilities

Implication

Trust

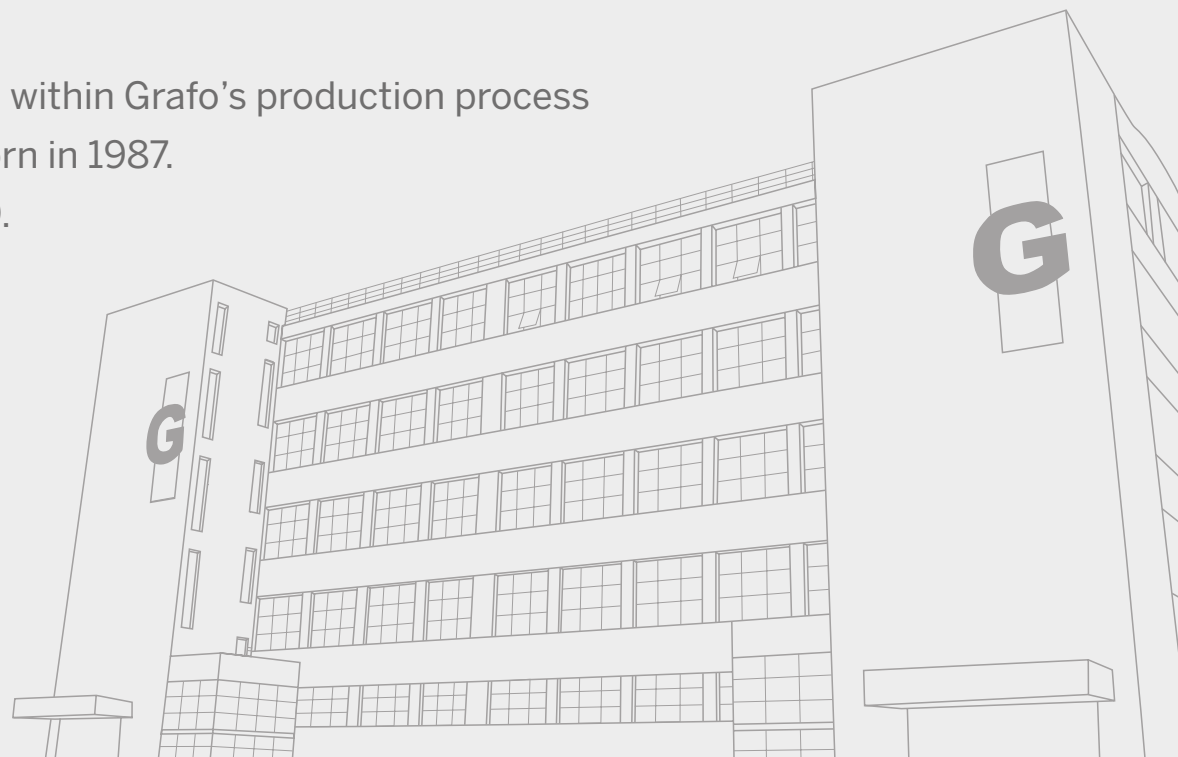
Composed by three companies:

- **GRAFO, S.A.**
- **GRAFILUR, S.A.**
- **ENCOVER, S.A.**

Grafo was founded in 1986.

Encover, which is integrated within Grafo's production process as a binding section, was born in 1987.

Grafilur was created in 1989.



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GRAFO, S.A.

GRAFO, S.A., set up in 1986, is essentially focused on the publishing market.

Our activity is to provide integral graphic services to the publishing world (public and private) covering the domains of pre-press, printing, binding, digital services and logistics in a full extent and of all type of products in the editing area.

Our customers are based all around the spanish territory and abroad, mainly in UK, France, Germany, Sweden, Portugal and Belgium.





Grafo

Industrias Gráficas



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Among our main products, we may highlight:

- School books
- Comics, graphic novels
- University books
- Children's books
- Agendas
- Technical books
- Art books, cooking books...

We provide these products both in paper and digital support.



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GRAFILUR

arte gráfico



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GRAFILUR, S.A.

Created in 1989, it is mainly focused on the marketing sector.

It leads its activities mainly to local and national markets devoted to providing graphic, digital and communication services for the marketing and media area.

It complements Grafo's activities with its own binding section: cut, folding and saddle-stitching.

It has also its own design department and a high quality digital printing system.





GRAFILUR

arte gráfico



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Among our main products, we may highlight:

- Art books
- Museum catalogues and brochures
- Digital print for short runs with variable data printing.
- Corporate stationery
- Brochures and catalogues
- Magazines
- Business memoirs
- Offset and digital posters
- Calendars
- Door posters, banners...

**We provide these products both
in paper and digital support.**



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COMPANY'S CULTURE

Our objective is clear and shared by all of us:

*“Our aim is to satisfy
our client’s expectations”*

The Group has the quality certification ISO 9001 :2008 and the environmental certifications ISO 14001 :2004, FSC and PEFC.

Since 2005, the Group implements the EFQM model to achieve excellence in management.





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HEADQUARTERS AND PRODUCTION FACILITIES

Our facilities, with more than 10.000 m², are based in Basauri, 10 km from Bilbao, situated at an important strategic communication point, only 15 minutes from the International Airport of Bilbao.

The investment plan to update our machinery park, carried out over the last years, that continues nowadays, has provided our group a large production capability, which allows us to offer high level solutions to our clients' needs.





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LOCATION AND LOGISTICS

Our privileged geographic location makes easy to communicate by land, sea or air.

We deliver our merchandise in Spain, Portugal and the South-West of France in 24 hours.

Our location, in the north of Spain, is a key feature in order to be competitive in Europe.

The port of Bilbao is one of the most important of the Peninsula, and improves, across the Atlantic route, our excellent access to Europe and, at the same time, draws near other destinations like America.

Our wide experience in freights management make us an important logistics asset to our clients, who trust us for the distribution of their products all over the world.





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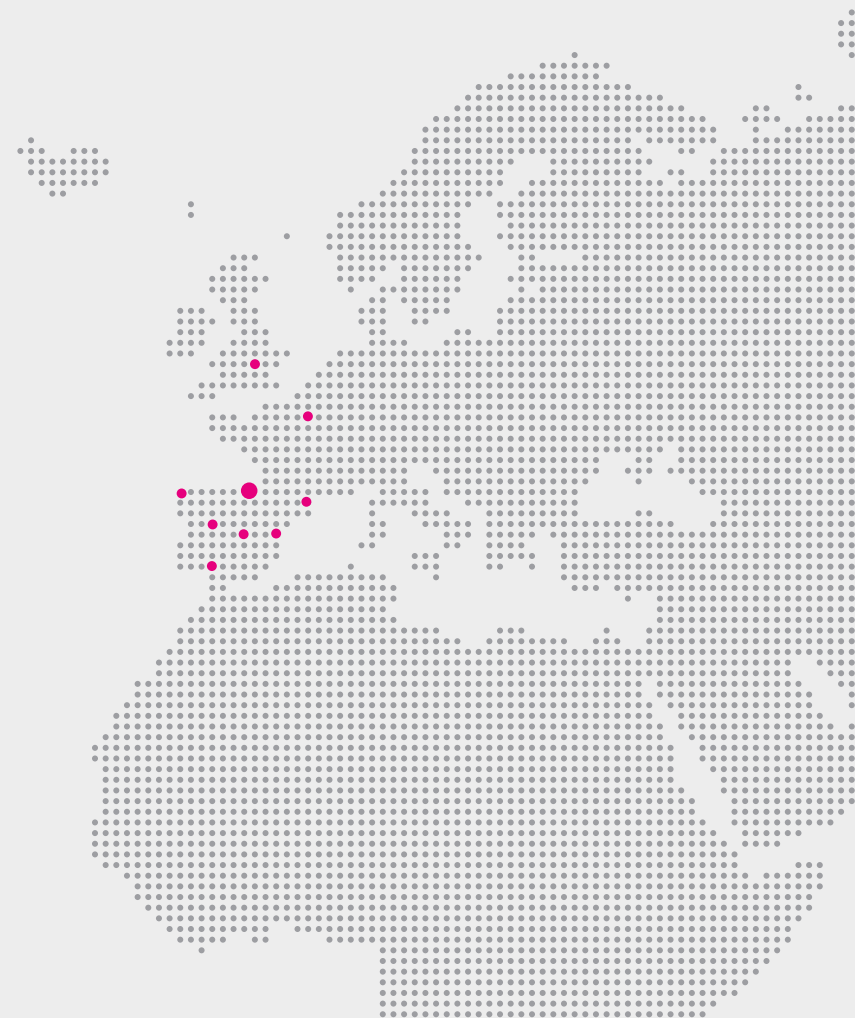
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COMMERCIAL OFFICES

We have commercial offices in Madrid, Barcelona, Valencia, Andalucía, Galicia and Salamanca.

We also have representatives in different European countries.



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HUMAN RESOURCES & TURNOVER

OFFICE STAFF: 34 employees

EXPORT STAFF: 5 employees

PRODUCTION STAFF: 96 employees

A solid technical preparation, a wide experience and a continuous training in new technologies, processes and products are our successful keys.

Turnover in 2015: 15 million euros (40% export)





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MAIN CLIENTS - DOMESTIC MARKET

PRIVATE SECTOR

- Grupo Anaya
- Grupo SM
- Editorial Santillana
- Oxford University Press España
- Grupo Planeta
- Pearson Educación
- Mc Graw Hill Interamericana
- Astiberri Ediciones
- Elsevier España, S.A.
- Club Internacional del libro
- Editorial Bainet
- Ediciones Mensajero
- Editorial Tirant Lo Blanch
- Grupo Océano
- Editorial Renacimiento
- Edicions Bromera
- Onada Edicions
- Editorial Juventud
- Editorial Casals
- Parramón Paidotribo
- PEFC España
- Editorial Sal Terrae
- Museo Guggenheim
- Museo Bellas Artes Bilbao
- Kutxabank
- Marcombo Ediciones



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PUBLIC SECTOR

- Gobierno Vasco
- Junta de Andalucía
- M° de Fomento
- M° de Agricultura, Alimentación y Medio Ambiente
- M° de Educación, Cultura y Deportes
- M° de Empleo
- Instituto de la Mujer
- Imserso
- M° de Sanidad, Servicios Sociales e Igualdad
- Instituto de la Juventud
- Diputaciones y Ayuntamientos varios
- Parques Nacionales

UNIVERSITIES

- Universidad de Educación a Distancia (UNED)
- Universidad de Deusto
- Universidad Complutense de Madrid
- Universidad del País Vasco (UPV)
- Universidad de Cádiz
- Universidad de Sevilla
- Universidad de Valencia



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MAIN CLIENTS - EXPORT DEPARTMENT

- Chartered Accountans Ireland
- Cork University Press
- CPE Conseil
- Edições Devir
- Éditions BPI
- Éditions Dargaud
- Éditions Les Rêveurs
- Éditions Pix'n Love
- Four Courts Press
- Fusion Retro Books
- Geeks Line
- Gill
- Groupe Media Participation
- Grupo Plátano Editora (Plátano, Didáctica, Paralelo)
- Groupe Preventique
- Groupe Pyramid International
- Hachette Children Books
- Héliopoles Éditions
- IB Tauris
- Impala Editora
- Izneo
- La Martinière Groupe
- Lidel Edições Técnicas
- McGraw-Hill Education
- Nobrow Press
- Nosy Crow
- Ouest-France
- Ponent Mon
- Scala Publishing
- Steinkis
- Titan Books
- UNESCO
- Usborne Publishing
- Wayland



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TECHNICAL RESOURCES - PRE-PRESS AND DIGITAL EDITION

- Workflow PRINERGY KODAK
- Workflow PRINECT PRINTREADY HEIDELBERG
- CTP: KODAK MAGNUS VLF QUANTUM 6383 V (160 x 211 cm)
- CTP: KODAK MAGNUS 800 QUANTUM (95 x 116 cm)
- Film processor PRIMESETTER 102. Format (77x107)
- Scanner HEIDELBERG TANGO
- Image control (Colour Quality Control)
- Calibration colour X-Rite
- Colour proofing SYSTEM KODAK MATCH PRINT
- Colour proofing MANAGEMENT HEIDELBERG System
- PRINTLINK System, CIP 3 data





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EDITING SOFTWARE

- Adobe Photoshop
- Adobe InDesign
- Adobe Illustrator
- Adobe Acrobat
- Pitstop for PDF's edition
- Corel Draw
- QuarkXPress
- FreeHand
- Remote Scan Fiery
- Preps
- Pagemaker
- Barcode Producer
- Flight Check Professional
- Sigil for e-pub edition
- Calibre for e-pub edition
- Wondershare PDF Converter Pro to e-pub





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PRINTING

- HEIDELBERG GTO (36 x 52 cm) 1 colour
- HEIDELBERG SPEEDMASTER SM 52 (37 x 52 cm) 4 colours
- HEIDELBERG SPEEDMASTER 102 ZP - SM 102-2-P (72 x 102 cm) 2 colours 1/1
- HEIDELBERG SPEEDMASTER 102 CD (72 x 102 cm) 5 colours
- HEIDELBERG SPEEDMASTER 102 CD, CD102-5+L (72 x 102 cm) 5 colours + varnish group
- MITSUBISHI 5F (94 x 130 cm) 4 colours
- KBA 162 RAPIDA format VII B (120 x 162 cm) 4 colours 2/2
- KBA 162 RAPIDA format VII B (120 x 162 cm) 4 colours
- Rotative POLYGRAPH (development 44, large 64 cm) 2/2 colours





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DIGITAL PRINTING

- RICOH Pro C7110X: 5 colour (CMYK+ 5th station: white / gloss varnish / fluorescent)
 - HP INDIGO PRESS 3050: 4 colour (digital offset)
 - XEROX COLOUR 550: 4 colour
 - CANON VARIOPRINT 6250: b&w
-
- EPSON STYLUS PRO 4800
 - EPSON STYLUS PRO 7800
 - HP DESIGNJET Z6200

BINDING: limp binding line C.P. BOURG BB3102 / PUR-C with automatic book blocks loader BOURG (BBL) and three-knife trimmer CHALLENGE CMT-130

DIGITAL FINISHING: Lamination machine TAULER PRINTLAM-B2



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BINDING - CUT

- POLAR trimming, 3 units (67 x 67 cm; 78 x 78 cm; 115 x 115 cm)
- POLAR cut line automatic, 2 units (115 x 115 cm; 176 x 200 cm)

BINDING - FOLD

- 9 Folders of different formats, from 35 x 51 cm to 142 x 165 cm

BINDING - AUXILIAR MACHINES

- Die-cutting machine HEIDELBERG

BINDING - FOLD - ASSEMBLY - SEWING

- KOLBUS KB 400 (endpapers gluing machine)
- MÜLLER-MARTINI 3210 (sewing)
- MULTIPLEX (assembly line of 18 booklets with 2 sewing machines)
- ASTER 220 (sewing)

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BINDING - PAPERBACK

- Limp binding line MÜLLER-MARTINI composed by gather machine of 21 sections with RALISSA automatic stacking unit, STARBINDER with 21 clamps and three-knife trimmer ZENITH
- Limp binding line KOLBUS KM472 with gather machine of 18 sections and automatic stacking unit, RATIOBINDER with 27 clamps and KOLBUS HD-151 three-knife trimmer, CERMI XCR-650 front cutting system for folded flaps, NORDSON PUR system and LOGICOM gluing control

BINDING - HARDBACK

- Casing machine SMITH
- Casing machine HORAUF BDF 20
- Case line STAHL VBF 2000/2 with cover introductory and automatic stacker

BINDING - SADDLE-STITCHING

- Saddle stitching train MÜLLER-MARTINI BRAVO S

BINDING - WIRE-O & SPIRAL

DRY EMBOSSING & FOIL BLOCKING

- Blocking press KOLBUS PE-70



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