



We make books.

Malloy Incorporated is a family owned book printer in Ann Arbor, Michigan. Since our inception in 1960, we have specialized in printing both hard and soft cover books, with one and two color text, and multi-color covers for publishers all across the country.

Our customers like working with us because we make their jobs easier. We are proactive to avoid problems and accountable when mistakes occur. We focus on the long-term and we make decisions based on what is in our customer's best interest.

Our customer service representatives are empowered to make those decisions because they have the knowledge and experience that comes with an average of over 30 years of service at Malloy!



We take out the hassle.

Book manufacturing entails a complex set of processes and a high potential for error, delay, and unexpected surprises. Our customer service staff, with nearly 250 years of combined experience at Malloy, goes to great lengths to make sure your books are done right. Their hands-on knowledge gives them the background and foresight necessary to help you plan your project, answer your questions, anticipate and respond to your needs, and make decisions with your best interests in mind.

We strive to build lasting relationships with our customers. As our partner, you are guided through the book manufacturing process with timely and accurate information. We are proactive in avoiding problems, but if a problem should occur, our CSRs are empowered to work with you to reach a quick solution that meets your needs.

Book printing made easy.

Whether you choose to work closely with one of our knowledgeable and experienced customer service representatives or prefer to "serve yourself" through *myMalloy*, we make it easy for you to manage your work at Malloy. *myMalloy* is our on-line suite of self-service tools. Anytime, day or night, create your own quotes in real time, place an order at Malloy from within the body of a quote, or check the progress of your jobs that are in production at Malloy. These are just a few of the services that are a click away at the *myMalloy Service Center*.

Malloy has you covered.

At Malloy, we are determined to help you maximize your profit with services that will improve your cash flow and aid your inventory management. Our Title Support Services include: expedited reprints, guaranteed schedules, adhesive casebinding added to our digital short run (DSR) capabilities, no upload fees for DSR jobs previously printed via offset at Malloy, enhanced *myMalloy* tools, eBook conversion services (Fall 2010) and POD (late 2010).

We get it right.

In 1994, Malloy was one of the first book printers in North America to go computer-to-plate. Since then, CTP has evolved into a critical tool printers use to meet the growing demand for short-run printing and increased productivity, while at the same time, decreasing the amount of materials and chemicals used in the printing process.

Over the years, we designed a sophisticated and efficient digital imaging workflow that provides significant front-end capacity for processing multi-color covers files, and one and two color text files. Files are promptly preflighted and checked for possible problems. If a problem is detected we alert the customer and work with them to quickly resolve the issue in order to keep the job on schedule.

Our extensive experience working in a digital imaging environment gives us the ability to efficiently process your files and effectively troubleshoot any problems, provide timely and accurate proofs, and keep your job moving through production.

Malloy at Your Fingertips: www.malloy.com

Our website contains a comprehensive collection of forms, guidelines, technical articles, and support that is pertinent to your work and the industry in general.

Our customer newsletter, the *Malloy Quarterly*, keeps you informed of developments and new technology at Malloy, including changes in the paper market, new equipment, and general "how to" articles.

myMalloy gives you access through our website to create an estimate, find a previous quote, place an order, get a component template, go to our InSite portal, view job status, view material usage, go to Fulfillment Solutions, and manage your *myMalloy* users. If you are a customer and would like to register for this service or get more information, please contact your CSR or sales rep.

Full service book printing, storage, and fulfillment – all under one roof.

Malloy produces one and two color books, both hard and soft-cover, with multi-color covers. We can deliver as few as 24 copies utilizing our digital short run printing capacity or print thousands on our web and sheet-fed offset presses. From printing to fulfillment and from coating covers to binding in disks, we do it all in-house.

Our presses form the heart of our company. Malloy was the first printer in the United States to acquire a Timson heatset web press in 1982. Today, our pressroom is a showcase for the renowned Timson web press with eight Timsons on the floor. Add three Heidelberg sheet-fed presses to the mix, and we have plenty of printing capacity to deliver most any quantity you need:

- Four web presses produce titles with 8½ to 9¼ inch spines: 3-1/c, 1-2/c (ZMR).
- Four web presses produce titles with 10 to 11 inch spines: 3-1/c, 1-2/c (ZMR).
- One state-of-the-art Heidelberg sheet-fed press, perfecting or 2/c.
- Two sheet-fed presses for printing color covers, dust jackets, and inserts.
 - 4/c Heidelberg Anicolor Speedmaster
 - 5/c Heidelberg Speedmaster
- Cover treatments: Film lamination, UV coating, Precision Spot Gloss, stamping, and embossing.
- Toner-based digital short run print equipment, black only, producing perfect bound and adhesive casebound titles from 5-1/2 x 8-1/2 up to 8-1/2 x 11.

Malloy's in-house bindery assembles all the pieces of a job to create the finished product. Our state-of-the-art book finishing services include:

- *Soft-cover Binding.*
 - Two saddle-stitch machines
 - Three adhesive binding lines for perfect, notch adhesive, and RepKover™ (Lay-flat).
- *Adhesive Casebinding.* Casemaking, foil stamping, casing-in, and jacketing.
- *Bind-in Disk.* We can bind a disk into your book in-line. We offer single-source packaging and disk replication.
- *Packaging and Assembly.* Three-hole drilling, shrinkwrapping, and kitting.
- *Storage and Fulfillment.* We offer a vast range of *Fulfillment Solutions*. Put Malloy's Fulfillment Solutions to work for you and gain time, money, and piece of mind. The combination of Malloy's unparalleled customer service and state-of-the-art fulfillment software provides a seamless connection from our bindery to your customer.

Taken together, we have the printing horsepower and capacity to handle a wide range of book sizes and print-runs, and to cost-effectively deliver quantities of two dozen to tens of thousands.

We give you time.

Malloy's ability to manufacture your books under one roof gives you more options and better control over your schedule. When you use our digital short run services, five day schedules are the norm. For both DSR and traditional offset manufacturing, take advantage of our *Expedited Reprint Service* when "normal" isn't fast enough.

We make books, but our business is service. We believe the best way to serve you is to be a company that encourages everyone in our extended process to work cooperatively as if Malloy were an extension of your business.

Malloy at a Glance

Run Lengths

- 1-color to 50,000
- 2-color to 50,000

Standard Trim Sizes

- 5½ x 8½
- 6 x 9
- 7⅝ x 9¼
- 8½ x 11

Covers, Jackets & Inserts

- Up to 5 colors
- Stamping & embossing
- Film lamination, Precision Spot Gloss, & U.V. coating

Stock

- Extensive offering of text and cover stock

Prepress

- Computer-to-plate

Binding and Finishing

- Perfect
- Notch adhesive
- RepKover™
- Saddle stitching
- Adhesive casebinding

Digital printing

- 24 copy minimum (soft)
- 100 copy minimum (hard)
- Standard trim sizes
- Perfect binding
- Adhesive casebinding

Packaging and Assembly

Storage and Fulfillment

We aim to please.

Malloy exists to serve publishers better than anyone else: to provide service and quality they can always rely on, and to know our customers and their individual needs so well that we can uniquely help them improve the way they produce their products and deliver them to their customers. Providing this level of service to our customers is our best guarantee for long-term success.

Our Customers. We believe that providing service that our customers will boast about is the key to staying in business. We endeavor to exceed their needs, not just meet them. We strive to develop relationships with each of our customers that will last for years, not just from job to job.

Our Employees. The people who work at Malloy are the company. Everyone who works at Malloy will find dignity, respect, recognition, proper training, and fair compensation.

Our Suppliers. We believe our suppliers are an extension of Malloy. We must work with them as partners in our efforts to exceed the current and future needs of our customers. We strive to establish long-term, trusting, and where appropriate, single-source relationships with our suppliers.

Our Community. We are a committed member of the communities in which we operate. We will conduct ourselves in a manner which is fair, ethical, and professional, so that these communities are proud to have us as their citizens.

Our Owners. We believe we can best serve our owners by staying in business and providing long-term growth in the value of their stock. Our overriding concern is to exceed the current and future needs of our customers and, in so doing, generate profitable growth, reinvest in the company, and share profits with our employees.



Serving Publishers with Integrity and Innovation

Malloy Incorporated

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SALES OFFICES IN ANN ARBOR, NEW YORK, CHICAGO, AND SAN FRANCISCO



MALLOY IS DUAL FSC AND SFI CERTIFIED