



PRESS RELEASE

FOR IMMEDIATE RELEASE

EDWARDS BROTHERS MALLOY INSTALLS DIGITAL PRINT CENTER IN IPG DISTRIBUTION CENTER

Center to Produce Soft Bound Books for IPG Clients

Ann Arbor, MI (April 26, 2016)— Edwards Brothers Malloy announced that it has partnered with Independent Publishers Group (IPG) to provide digital printing services for IPG clients out of IPG's Chicago, Illinois distribution center. IPG is the original and second largest independent book distributor in the United States. The partnership offers IPG clients print-on-demand and digital short run services from the same facility where their books are stored, speeding time to market and eliminating freight charges.

"We can offer IPG clients a greater variety of stocks and trim sizes than they can get elsewhere plus the savings and efficiency of printing where orders are fulfilled," said John Edwards, President and CEO of Edwards Brothers Malloy. "It's an ideal solution for helping IPG clients lower their inventory costs and improve cash flow without sacrificing availability."

Staffed and managed by Edwards Brothers Malloy employees, the digital print center will produce a variety of finished goods including perfect bound books, saddle stitched booklets, laminated covers, and more.

"An on-site print center eliminates transportation costs and greatly increases speed," said IPG's CEO Joe Matthews. "It allows us to fill orders as they come in with no need to backorder."

Edwards Brothers Malloy opened its first digital print center in 1997 and its first print center in a customer location in 1999, using the same quality materials used in its offset operations to create books to the same exacting standards. The company now owns or manages eight digital print centers in the United States and the United Kingdom and offers global distributed print services through its partners in the United Kingdom, Singapore, and Australia. The new IPG center is part of Edwards Brothers Malloy's continuing investment in its digital print services and automated work flow solutions to help customers take time and costs out of book manufacturing and distribution.

Contact:

Donna Coleman, Edwards Brothers Malloy
donna.coleman@edwardsbrothersmalloy.com
734.887.4320 ext 1179

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About Edwards Brothers Malloy, Inc.: Established in 1893, Edwards Brothers Malloy is the 5th largest book and journal manufacturer in the United States with nearly \$100 million in annual sales. Its multiple offset and digital manufacturing locations, distribution partners, global distributed print network, and fulfillment capabilities combine to form a single print supply chain solution to help publishers print and deliver books and journals across the country, around the world, or right next door, with minimum cost and effort. For more information, visit www.edwardsbrothersmalloy.com.

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