

## Announcing Quad's New Commercial and Specialty Print Division

In November, we announced our purchase of HGI Company and our intent to take commercial and specialty work to a whole new level through technology, innovation and an integrated service offering on a global scale. Today, I am pleased to announce that we are moving forward on that goal!

First, we are combining HGI Company's operations in Wisconsin with our commercial and book operations in Enfield, Connecticut, and Leominster, Massachusetts to create the new Quad/Graphics Commercial and Specialty print division. Through this action, we will have a strong, visible and united presence on both the East Coast and Midwest. The Enfield and Leominster plants already have a strong tradition of servicing commercial, direct mail and book clients in the Northeast, and are adept at meeting the quick-turn and specialty print needs of clients.

Second, to demonstrate our commitment to the commercial and specialty market space, we are making a \$13 million investment in related new equipment and facility expansions. This investment includes a number of new state-of-the-art digital and conventional presses with capabilities that will differentiate us in this market space.

As previously announced, Craig Faust will serve as president the Commercial and Specialty print division. Craig is a seasoned printer and entrepreneur, and has a clear vision for the future of commercial work, which includes products such as marketing collateral, print-on-demand publications and short-run catalogs, manuals and books. He will also be overseeing the growth of specialty products such as in-store promotions through the Tempt brand. We will be preserving the Tempt product brand for specialized retail signage and displays.

We are issuing a **press release today** about the creation of our new Commercial and Specialty print division and the \$13 million investment we'll be making in it in the coming year. You can read more about our Commercial and Specialty print services on [QG.com](http://QG.com), too. Our message to the marketplace is clear: Quad/Graphics is firmly committed to commercial and specialty printing, and we have a solid strategy for expanding our presence, products and services, and overall value to clients.

There are opportunities in print and, especially, in commercial and specialty print, and we are capitalizing on them to strengthen our company and improve our long-term success.

*Joel*

**Joel Quadracci**

*Chairman, President & CEO*