Press Release

# Shawmut Communications Group Differentiates Itself With New Koenig & Bauer Allpro 110 Folder Gluer

Key investment by New England commercial printer fuels successful leap into long-run/automated carton work

* Allpro 110 folder gluer is providing additional capacity and faster turnaround service for Shawmut’s clients along with the ability to produce auto-bottom, 4 & 6-corner cartons
* One of the driving factors behind choosing the Allpro 110 was the machine’s robust quality and its array of important features
* Its strong position in the commercial market allows the firm to confidently increase market share in the folding carton arena

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Dallas, 23.10.2025  
In the 70-plus years that Shawmut Communications Group has been operating in Peabody, MA, the family-owned business has flourished in the highly-competitive commercial printing market. Today it is one of the leading best-in-class eco-friendly family-owned firms on the East Coast. But as all successful businesses do, its management team made a conscious effort to pursue opportunities in a new market---long-run/automated carton work – but understood that they would need to make a significant investment in order to make this vision a reality.

“After adding new sales representatives and analyzing our existing business, we knew we wanted a high powered and reliable folder gluer to carry us into the next phase of our company's journey,” says Justin Peluso, Shawmut’s director of packaging. “Our goal was to secure a folder gluer capable of producing the most complex range of carton styles, minimizing make-ready and maximizing capability. Koenig & Bauer was truly invested in seeing us succeed in the folding carton arena. With the guidance of our local sales manager along with its post press director Tom Fitzgerald, we came to the conclusion that the Allpro 110 folder gluer would be the best fit for our goals.”

Moving from a smaller folder gluer, the team listed some of the high priority features and capabilities for a new system. Versatility was necessary. While the majority of its current work is straight line, Shawmut recognized that it needed to service its clients with the ability to produce auto-bottom, 4 & 6-corner cartons as well. Speed and room for growth were additional top priorities for this new investment. Not only would the new folder gluer need to perform in the short term, but allow Shawmut to produce a high volume of cartons in the future as well. The ejection system was also a must-have.

After visiting a Koenig & Bauer customer in New England with a number of Allpro 110s in action, Shawmut’s management team selected the Allpro for a couple of different factors. First was the quality of the machine and the many different features it offered. The second factor was the close proximity of a Koenig & Bauer service technician to help on difficult jobs. And the final decisive factor was the folder gluer’s price point.

“Our new Koenig & Bauer Allpro 110 has absolutely allowed us to differentiate ourselves in the market,” says Peluso. “We are in a much stronger position to compete with the major players in our area and it’s given us the ability to reach out to the Midwest for new business.”

Peluso is pleased with the firm’s future plans. “Our goal in 2024 was to be 50-50 folding cartons to commercial print work within five years but it looks like we will hit that mark during 2026,” he says. “We still have a strong hold in the commercial section of our industry, but we see the upside in the folding carton arena and know that we can be a strong player here for many years to come.”

Interesting website: [www.shawmutdelivers.com](http://www.shawmutdelivers.com)

#### Photo:

The Shawmut Communications Group team is proud of its key investment: a new Koenig & Bauer Allpro 110 folder gluer. Pictured (from left to right): Ariya Bitina, bindery operator; Justin Peluso, director of packaging; Hakim Maza, director of plant management; and Ed Tringale, director of the bindery

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#### About Koenig & Bauer

Koenig & Bauer (US) is located in Dallas, Texas and a member of the Koenig & Bauer Group, which was established over 207 years ago in Würzburg, Germany. Koenig & Bauer’s claim, “we’re on it.” gets to the heart of Koenig & Bauer’s values and competencies for all target groups. The group's product range is the broadest in the industry; its portfolio includes sheetfed offset presses in all format classes, post press die cutting, folder gluers, inkjet presses and systems, flexographic presses, commercial and newspaper web presses, corrugated presses, special presses for banknotes, securities, metal-decorating, glass and plastic decorating.

Further information can be found at [www.koenig-bauer.com](http://www.koenig-bauer.com)