



# INTELLIGENT FINISHING SYSTEMS

## EASTERN COUNTIES ISSUE 2

### STAYING COMPETITIVE

Fisherprint, Peterborough, maintains competitiveness in both cost and turnaround times

### A GAP IN THE MARKET

Envoco, Milton Keynes, has diversified by creating a new bespoke stationery division

### INCREASED DEMAND

Evolve Print Solutions, Rickmansworth, invests in new laminator to meet demands

## MASSIVE DIFFERENCE IN OPERATION

Find out why Bonacia, an expert in poetry, publishing and education invested in a Horizon BQ470 four-clamp perfect binder

***"The new binder can be set up  
at the touch of a button"***



# HELLO & WELCOME

**WELCOME TO MY LATEST NEWSLETTER. IFS HAS HAD SOME FANTASTIC INSTALLATIONS IN WHAT HAS TURNED OUT TO BE A RECORD BREAKING FIRST THREE MONTHS OF 2016.**

Apart from the companies included here in the East of England we have installed a Perfecta 115 heavy duty guillotine, two more Horizon BQ-470PUR binders as well as a Horizon digital SPF-200L landscape stitching line in one of the UK's largest independent print companies.

Also installed during January, to a specialist envelope manufacturing company in East Anglia, was a Petratto Metro folder gluer. It replaced a Moll machine. This will speed up production and enable the operation to expand its product range.

We are also looking forward to another fully-automated AFC-566FG being delivered soon as well as another Horizon SPF-200 booklet maker with digital sheet feeder. I will have details on these in my next newsletter.

I hope this goes to show how hard IFS is working with you our customer to make life better, easier and more profitable for YOU.

If I can help you in anyway, whether its just a chat and a bit of advice over a coffee, or a practical demonstration on any of our solutions please just let me know.

**HOPE YOU WILL FIND TIME TO READ THE ARTICLES AND IF YOU HAVE ANY QUESTIONS PLEASE DON'T HESITATE TO ASK TO ME.**



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# MASSIVE DIFFERENCE

## HORIZON BQ470



**BONACIA, AN EXPERT IN POETRY, PUBLISHING AND EDUCATION, HAS INVESTED IN A HORIZON BQ470 FOUR-CLAMP PERFECT BINDER. THE DIGITAL PRINTER THAT PRODUCES A VARIETY OF WORK FROM FLYERS TO BOOKS ON TWO KODAK NEXPRESSES AND TWO XEROX NUVERAS, REPLACED A TEN-YEAR-OLD BQ460.**

“ There is a massive difference in operation,” states Production Manager Carl Whitelock. “The new binder can be set up at the touch of a button whereas the old system needed a skilled operator. So now we have ten people trained to run the new system compared to the one person that could run the old. This means production can be more flexible.”

“We already have a **Horizon BQ270** and did look at investing in another but that wouldn't have given us all the capacity we wanted or the flexibility to meet increasingly fast turnaround times. It was decided that four clamps was the best option. We also liked its robust build and ease of use. We can now take on more jobs and easily accommodate all run lengths. We have just finished a 5,000 run job that needed to be turnaround really quickly. Before we would have never taken it on.” Whitelock adds: “We can now offer faster turnaround times and as a result expect return on investment in a couple of years.”

*There is a massive difference in operation*

# STAYING COMPETITIVE

## HORIZON AFC566A



PETERBOROUGH COMMERCIAL AND PHARMACEUTICAL PRINTER **FISHERPRINT** HAS CHOSEN A **HORIZON AFC-566A** FOLDER AS PART OF A COMPANY-WIDE £2M INVESTMENT PROGRAMME. THE THIRD GENERATION FAMILY-RUN OPERATION THAT SPECIALISES IN PHARMACEUTICAL AND HEALTHCARE PRODUCTS, AS WELL AS COMMERCIAL AND CORPORATE PRINT, IS INSTALLING A FIVE-COLOUR PLUS COATER HEIDELBERG CX102 IN MAY. DIGITAL PRINT IS PRODUCED ON A KONICA MINOLTA BIZHUB.

“In order to maintain our competitiveness in both cost and turnaround times it is imperative that we continue to invest in the latest technology,” says Miles Fisher, CEO. “We had a **Horizon BQ270** perfect binder and an **AF406F** folder and have already seen significant improvements in output.”

“We know from previous finishing investments that the latest automated technology has transformed make-ready times and the ROI is recovered over a relatively short timeframe. The ease in which the operators adapt to the new machines due to their user friendliness has also been an influencing factor. Our core market is medium run lengths that require very short lead-times so any improvements in setup times has a significant impact on the bottom line.”

*ROI is recovered over a relatively short timeframe*

# A GAP IN THE MARKET

## HORIZON STITCHLINER



LEADING UK GREETINGS CARDS ENVELOPE SPECIALIST **ENVECO** HAS CHOSEN A **HORIZON STITCHLINER** TO SUPPORT THE CREATION OF ITS NEW STATIONERY DIVISION. MANAGING DIRECTOR OF THE MILTON KEYNES OPERATION PIYUSH SHAH

“We wanted to diversify and saw a gap in the market for bespoke stationery for high street shops. We started that up about eight months ago and we are on course to add 50% to our turnover in the next two to three years.”

Also specified was the **HOF400** high speed offline feeder that provides flexible system configurations such as cover feeding, sheet insert on, variable page count, bleed trimming and creasing for digital printing.

“We did look at other systems on the market but crucial was the support service offered by IFS. We already have a Horizon perfect binder so understand the build quality and usability of the systems and their easy make ready. But that combined with the support and service from the IFS team was important. We run continuously and cannot afford to have any downtime.” Adds Mr Shah: “We expect ROI in under a year.”

*We expect ROI in under a year*

# INCREASED DEMAND

## FOLIANT TAURUS 530SF



*The quality of the work being produced was paramount*

LUXURY AND COMMERCIAL PRINTING COMPANY **EVOLVE PRINT SOLUTIONS** HAS CHOSEN A **FOLIANT TAURUS 530SF LAMINATOR** TO SUPPORT INCREASED DEMAND FOR SHORT RUN DIGITAL WORK. THE RICKMANSWORTH OPERATION RECENTLY INVESTED IN A LINOPRINT DIGITAL PRESS FROM HEIDELBERG WHICH PROMPTED THE NEED FOR RESPONSIVE IN-HOUSE LAMINATION.

IT PRODUCES A RANGE OF PRINT FROM BROCHURES, CATALOGUES AND LOOK BOOKS TO LEAFLETS, STATIONERY, REPORTS, POSTERS, NEWSLETTERS AND DIRECT MAIL ON A FIVE-COLOUR PLUS COATER HEIDELBERG SXL75 AND A LINOPRINT DIGITAL COLOUR PRESS. STATES MANAGING DIRECTOR RICHARD GREGORY:

“ We looked at what was on the market but felt this was the right choice for us. It is easy to run and simple to set up which is a must for short run lamination. We had a wet lamination system that we used with the Xerox but it wasn't compatible with the Linoprint.”

“We are also handling faster turnaround times. We needed to be able to complete that in house to manage the turnaround times and remain cost effective. We wanted to keep the clients happy too and the quality of the work being produced was paramount,” explains Gregory. The laminator follows the addition of a **Horizon CRF362** creaser. “We wanted a system that could handle the short runs from the Linoprint as well as some of the shorter run litho jobs. We had two folders but they would take some time to set up. The creaser makes us much faster on short runs and it has improved our throughput. They were both bought with the need to address business efficiency. Now we will be able to deliver more fast turnaround jobs while meeting the high quality expectations of our customers.”

CONTACT CLIFF LANSLEY



**IF YOU WOULD LIKE ANY INFORMATION, OR TO ORGANISE A DEMONSTRATION OF ANY OF OUR PRODUCTS PLEASE CALL OR EMAIL ME**

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