



INTELLIGENT FINISHING SYSTEMS

MIDLANDS & SOUTH WALES ISSUE 2

SHORT TURNAROUND

Tamworth Based KEP update
Saddle Stitching services

IN HOUSE LAMINATION

Derby Based Mercia Image bring
lamination service in house

GREATER CONTROL

Newport based Print Co add in
house PUR Binding

EFFECTIVE EFFICIENCY

KJB expect year on year business growth with the investment in finishing equipment from IFS, the Horizon BQ-280 will implement this growth.

“Effective efficiency with Horizon BQ-280 PUR Binder”



HELLO & WELCOME

WELCOME TO THE LATEST EDITION OF THE IFS MIDLANDS AND SOUTH WALES NEWSLETTER. ITS GREAT TO BRING THIS NEW EDITION AFTER A VERY BUSY PERIOD FOR IFS.

In 2015 the Midlands and South Wales regions were amongst the busiest areas for IFS with many installations across a variety of finishing equipment. Key products installed were: PUR Binding; The Horizon BQ-470 being a popular choice with my customers – key attractions of the BQ-470 being the performance, variable binding possibilities and above all the high quality book you are presented with at the finish.

In this latest edition I'm pleased to share stories of printers in our region and the investments they have made, why they decided to invest with IFS and what they expect to achieve. In this edition stories include: KEP Print Group investing in a 2nd Horizon Stitchliner, Mercia Image bringing a brand new service in-house with Lamination, KJB Print aiming to grow their business with PUR Binding investment and The Print Co taking control of short and medium volume PUR Binding.

I WOULD WELCOME THE CHANCE TO DISCUSS YOUR PRINTING AND FINISHING PROCESS AND LOOK AT THE SMART SYSTEMS WE OFFER TO HELP ENHANCE THE CAPABILITIES OF YOUR IN HOUSE FINISHING



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EFFECTIVE EFFICIENCY

HORIZON BQ-280



L – R, Lee Fowler of IFS with Stephen Egerton of KJB Print.

CANNOCK COMMERCIAL PRINTER KJB UK LTD HAS COMPLETED A FOUR-YEAR OPERATIONAL REVIEW WITH THE INSTALLATION OF A HORIZON BQ-280 PUR SINGLE CLAMP PERFECT BINDER. THIS YEAR KJB EXPECTS A RECORD 2016 WITH YEAR ON YEAR GROWTH OF 30%-50%.

Offering PUR binding was part of that extension of in-house specialist services. Egerton chose the single-clamp **Horizon BQ-280** after an unsuccessful trial with an alternative supplier.

“ The **Horizon BQ-280** ticked the boxes for KJB and gives us the high strength quality binding we were looking for from the investment so we can now confidently offer PUR as a service.” Features of the BQ-280 include full automation through out the system and fully variable binding on a book by book basis.

“Customers were asking for PUR and one particular job is a training manual that has lots of different versions and needs to be able to withstand extreme temperatures. It is a monthly run of several thousand and we have an 8 day window to print, laminate, bind and send it out. But we are confident in delivering that and our customers are confident in us too.”

He continues: “Its implementation was very smooth. In fact on the first day of training we produced a live job. Investing in new equipment is about effective and efficient utilisation. The BQ-280 gives us that. We had an idea of what the ROI would be but we are going to beat that with ease. The machine has been paying for itself from day one.”



SHORT TURN AROUND

HORIZON STITCHLINER 5500



Joel Mudie, Business Development Manager, KEP Print Group.

TAMWORTH GENERAL COMMERCIAL PRINTER KEP PRINT GROUP PLC HAS INVESTED IN A HORIZON STITCHLINER 5500. THE FULLY-AUTOMATED 5,500 BPH HORIZON STITCHLINER REPLACED A NINE YEAR OLD STITCHLINER THAT HAD COMPLETED MORE THAN 25MILLION BOOKLETS IN ITS PRODUCTION LIFETIME AT THE MIDLANDS OPERATION.

KEP Print Group produces litho print on a Roland R900XXL, R710P, R706, R205, and digital print on a Scitex FB7600, AGFA Jeti, 3020 Titan, HP Indigo and DGI-VE3204D. It specialises in POS and brochures with clients including Greggs, Citroen, Amtico, AGA and L'Oreal.

“ The **Horizon StitchLiner** we had was very reliable, hardworking and we never had a problem with it,” states Joel Mudie, Business Development Manager. “We did look at other solutions to see what had been brought to market in the past nine years but nothing came close. We liked its make-ready speed that enables job versatility and allows us to produce short runs quickly smoothly and cost effectively. The StitchLiner’s compact footprint and reliability were also deciding factors.

“Despite the fact we have replaced one StitchLiner with another we have seen; operational improvements as the enhanced automation make production faster and more flexible. It enables us to more easily handle the increased short turn-around work that makes up much of our day-to-day work.”

It enables us to more easily handle the increased short turnaround work

IN HOUSE LAMINATION

FOLIANT TAURUS 530SF



Matthew Hurst, Production Director with the Foliant Taurus 530SF.

THE ADDITION OF A FOLIANT TAURUS 530SF IN THE PRINT PRODUCTION PORTFOLIO OF MERCIA IMAGE PRINT SIGNALS THE END OF A 26-YEAR-LONG JOURNEY.

“ It is the final piece in a jigsaw puzzle that we started when we set up the business in 1989,” states Managing Director Amanda Strong. The latest investment concludes a £100,000 spend.

“I have wanted to add laminating for a long time but I couldn’t make the figures stack up,” states Strong. “Then we increased our digital print output with the Xerox J75 18 months ago and saw a greater shift to short run litho jobs. Although we had a small laminator to cover small and digital runs we did not have in house lamination on the larger litho runs. This meant we were sending more lamination out which took time and added cost. I ran the figures again and this time they made sense.”

“We are already able to offer lamination as an extra much more freely than we were before. This helps us create a more value added service which in turn makes our customers feel like they are getting more for their money. We can also promote the service more readily because we know we have full control of the process and timings – especially when so many jobs are now on demand. There are so many areas it impacts. It was such a good decision to buy. We are seeing a growing interest in targeted mail. Lamination is central to this and being able to keep control of all the elements in-house will greatly enhance our service. We did a lot of research. The Foliant was a solid piece of kit, had a good reputation in the industry and the sales team filled us with confidence in what it could do and how it could help our business. It is easy to use and produces high quality results. We are very happy with it.”

GREATER CONTROL

HORIZON BQ-470 & HT-30



Mark Baker, Production Manager, The Print Co, Cwmbran.

We have control of turnaround times, quality and costs

GENERAL COMMERCIAL WELSH OPERATION **THE PRINT CO** HAS ADDED IN-HOUSE PUR PERFECT BINDING TO ITS PORTFOLIO OF SERVICES FOLLOWING INVESTMENT IN A **HORIZON BQ-470 PERFECT BINDER** AND **HORIZON HT-30 AUTOMATIC BOOK TRIMMER**.

“We were looking to expand our digital operation and previously outsourced all our PUR binding,” explains Chief Operating Officer Danny Lock.

“We have a very good relationship with our suppliers but it was time to bring the shorter runs in-house. Investing in the **Horizon BQ-470** binder will mean we are able to offer a quick response to our customers’ needs and enable a greater control over costs. We can be much more certain with critical timings. No matter how good our relationship was with our suppliers there was still inevitably a time delay. It is so easy to set up and run, enabling all shifts to complete jobs as and when they are needed.”

“We considered the alternatives but there were a number of features on the Horizon we found important. One main reason was the safety factor of the glue application and setting. Because of turnaround times we are unable to wait to check the books so we needed an application process we could be sure of. We feel the Horizon gives us this. This is especially the case for short runs that need to be delivered quickly by bringing this work in house we have control of turnaround times, quality and costs.”

“With the trimmer we can automatically trim PUR bound books to streamline the production and ensure a fast turnaround service by eliminating a bottle neck of guillotine work cutting PUR books after binding.”

CONTACT LEE FOWLER



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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Horizon

Dürselen

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f) foliant

Retratto

TECNAU

SCS
AUTOMABERG