



# INTELLIGENT FINISHING SYSTEMS

## NORTHERN REGIONS ISSUE 3

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*"I am over the moon with it"*



# HELLO & WELCOME

WELCOME TO MY LATEST REGIONAL NEWSLETTER KEEPING YOU UP-TO-DATE WITH DEVELOPMENTS ON MY SALES AREA.

IT'S BEEN DIFFICULT TO SELECT JUST A FEW OF MY MANY RECENT INSTALLATIONS BUT HOPEFULLY THESE FEW WILL BE OF INTEREST.

What has been a boost these last 12 months has been the Regional Growth Fund, many of my customers took advantage of that 20% contribution and in some cases the grant is still available so feel free to make contact with me and I can see if you qualify.

As always our Horizon StitchLiner 5500 and 6000, Horizon folders and Horizon perfect binders and also our Foliant laminators and Perfecta guillotines seem to be the bulk of our business.

But there are new products coming through from Horizon including the Smart Stacker and Smart Slitter things are getting really exciting.

So `get Smart` and come on board with IFS.



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# THE RIGHT TIMING

## HORIZON STITCHLINER 5500



**PRINTPLUS GROUP IS TO TARGET MORE B2B WORK FOLLOWING ITS INVESTMENT IN AN HORIZON STITCHLINER 5500 WITH THREE VAC-600 TOWER COLLATORS. THE LANCASHIRE OPERATION WORKS WITH A WIDE RANGE OF CUSTOMERS FROM TRADE FIRMS TO BLUE CHIP OPERATIONS. IT INVESTED IN THE SYSTEM AS PART OF AN OVERALL £1M GROUP-WIDE SPEND. THIS INCLUDED THE RELOCATION FROM TWO SITES INTO ONE TO CREATE A MORE STREAMLINED WORKFLOW. EXPLAINS MANAGING DIRECTOR ADAM RAY:**

“ Previously print production and finishing were in two different locations. Now they are together. We do a lot of trade work but we want to move into more B2B. The StitchLiner will help us do that.”

After a thorough review of the market the StitchLiner was chosen for a number of reasons including speed, ease of set up and flexibility. Says Ray: “It enables us to five-knife trim which means we can complete jobs two-up. Not having to top and tail work makes completion a lot smoother and faster. It is quick to set up and easy to change over from A6 to A4 to A5 etc.

“The flexibility to handle a wide range of run lengths from 100 to 50,000 will push productivity to a higher level. The build quality is also really good – it is extremely robust. We expect that it will pay for itself between 24 and 30 months. It is going to have a lot of work going through it. We no longer have to deliver work from one site to the other costing time and money. Overall we anticipate turnover will increase by as much as 20%.” He concludes: “Everything has come together at the right time.”



# OPERATION REVIEW

## HORIZON SPF/FC-200A & BQ-270V



**ROTHERHAM QUICK PRINTER, JOHN BRAILSFORD PRINTERS HAS ADDED A HORIZON SPF-200/FC-200A WITH TWO VAC-600 AIR-SUCTION COLLATORS AND A HORIZON BQ-270V PERFECT BINDER FOLLOWING A COMPANY-WIDE OPERATIONAL REVIEW. THE LATEST HORIZON SOLUTIONS JOIN A HORIZON PF-40L B3+ PAPER FOLDER AND A HORIZON CRF-362 CREASER FOLDER.**

“The impact on productivity has been enormous,” explains owner and managing director John Brailsford. “We don’t view the return on investment we consider the return in terms of labour and time savings. We had quite a few jobs that needed collating and hand marrying. Now, with the twin towers, we can handle a range of jobs quickly and easily. We had a 2,000 run, 48 page, bi-monthly that we had to collate and hand marry. That took three to four hours and now it takes 45 mins. That alone is a saving of £600 a year. Having these solutions allows us to take a step back from the operation and re-evaluate how every job is completed. We check if there is a better way or whether we can save time, labour and add value every time. It is making such a difference.”

“We adore the SPF/FC 200a. We have installed some additional software that enables us to take pre-collated printed sheets in reverse order to create a block for the bookletmaker. That means they just need top and bottom trimming otherwise you would need to trim each set.”

The Horizon BQ270V was bought to improve the inhouse binding capabilities: “It was a ‘treat myself’ purchase,” says Brailsford. “It is like a Rolls Royce that comes out of the garage on a Sunday and that I am really proud of. Upgrading to the BQ270V meant we could provide a much better finish more effectively. “We were also persuaded by IFS that if we invested in the system we would win work. It has been in a few months now and that has certainly been the case.”

# OVER THE MOON

## HORIZON BQ-270V



**PRINT FINISHING START-UP CUMBRIAN PRINT FINISHERS HAS CHOSEN TO PROVIDE HIGH QUALITY PERFECT BINDING SERVICES WITH A HORIZON BQ-270V PERFECT BINDER SUPPLIED BY INTELLIGENT FINISHING SYSTEMS. RICHARD MEDCALF, IN CHARGE OF DAY TO DAY OPERATIONS, EXPLAINS:**

“I have been in trade finishing all my working life and decided to set up this business 15 months ago. Soon after we lost everything in flooding and so I moved premises and had to start again. I now offer lamination, wire-o binding, cutting and creasing and of course perfect binding.”

“In the past I have used Sulby binders but when it came to making the latest investment I asked around and the Horizon was recommended by a customer. I spoke to another company using one and they sung its praises. They also said the after sales with Horizon was excellent. I am on my own and what swung it for me is that it is a one-man machine. That and the quality of what comes off it. Customers have been very impressed. I haven’t had any complaints.”

“I am over the moon with it,” concludes Medcalf. “It is doing everything I thought it would. The quality that comes off it has been brilliant. Old customers that were lost after the flooding have even starting to come back. Hopefully it will soon pay for itself.”

*I am over the moon with it*

# PEACE OF MIND

## FOLIANT MERCURY 530SF



**WINNING NEW WORK PROMPTED LINCOLN PRINTER RUDDOCKS TO INVEST IN AN IFS-SUPPLIED FOLIANT MERCURY 530SF LAMINATOR. MANAGING DIRECTOR OF THE 130-YEAR-OLD B2 COMMERCIAL PRINTER PAUL BANTON EXPLAINS:**

“ We won a contract to produce between 30 and 50 short run orders every day. It can be up to as much as 1,000 sheets. It is a direct mail job and the files arrive in the morning and have to be completed by the end of the day or the next morning.

We had a mix of inhouse and external lamination capabilities. That had worked out well for quite a long time but then we got this new work that had to be completed very quickly so outsourcing was not a possibility. We weighed up the return on investment and decided we needed more automated lamination in house.

We looked at three or four laminators but liked Foliant for a number of reasons. It is quick and easy to set up, has an automatic feed, the ability to handle different weights and an excellent build quality. We also know and trust IFS so that if there was ever a need for assistance we knew they would respond very quickly.

It has created a huge reduction in man hours. We used to have someone laminating all day every day now it is just two hours in the morning. We are no longer up against it towards the end of the day. It also gives us peace of mind that we won't let customers down.”

*It has created a huge reduction in man hours*

**CONTACT GARY MONAGHAN**



**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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