



# INTELLIGENT FINISHING SYSTEMS

SCOTLAND ISSUE 2

## MADE FOR THE FUTURE

J Thomson Colour Printers chose a Horizon CRF-362 creaser folder to support the success of its digital print arm and help increase company-wide sales

## MATCHED FOR SPEED

Aberdeen sign and display specialist Printagraph has expanded its value added offering with a Foliant Vega 400A laminator

## PHENOMENAL FIRST IN EUROPE

Bell & Bain has continued its investment in digital book production with Europe's first Horizon Smart Binding System.

*"Simply the best binding quality that I have ever seen"*



HELLO &  
WELCOME

WELCOME TO THE LATEST EDITION OF  
OUR REGULAR SCOTTISH NEWSLETTER  
WHICH I HOPE YOU FIND AN  
INTERESTING READ.

We have been fortunate to sell a broad range of new finishing machinery to the Scottish market and the companies investing are really enjoying the benefits of having the latest and most automated finishing equipment available.

Please have a look at our newsletter which we hope is of interest to you. I would be delighted to call upon you to discuss further any of our finishing solutions and show how they may benefit your business.



**STEWART DANIELS**  
*IFS Regional Sales Manager  
Scotland*  
M: 07834 987951  
E: [stewart.daniels@ifsl.uk.com](mailto:stewart.daniels@ifsl.uk.com)

# MADE FOR THE FUTURE

## HORIZON CRF-362



**J THOMSON COLOUR PRINTERS CHOSE A HORIZON CRF-362  
CREASER FOLDER TO SUPPORT THE SUCCESS OF ITS DIGITAL  
PRINT ARM AND HELP INCREASE COMPANY-WIDE SALES TO  
£13M WITHIN THE NEXT 12 MONTHS. DIGITAL PRODUCTION  
MANAGER GORDON MACDONALD SAYS:**

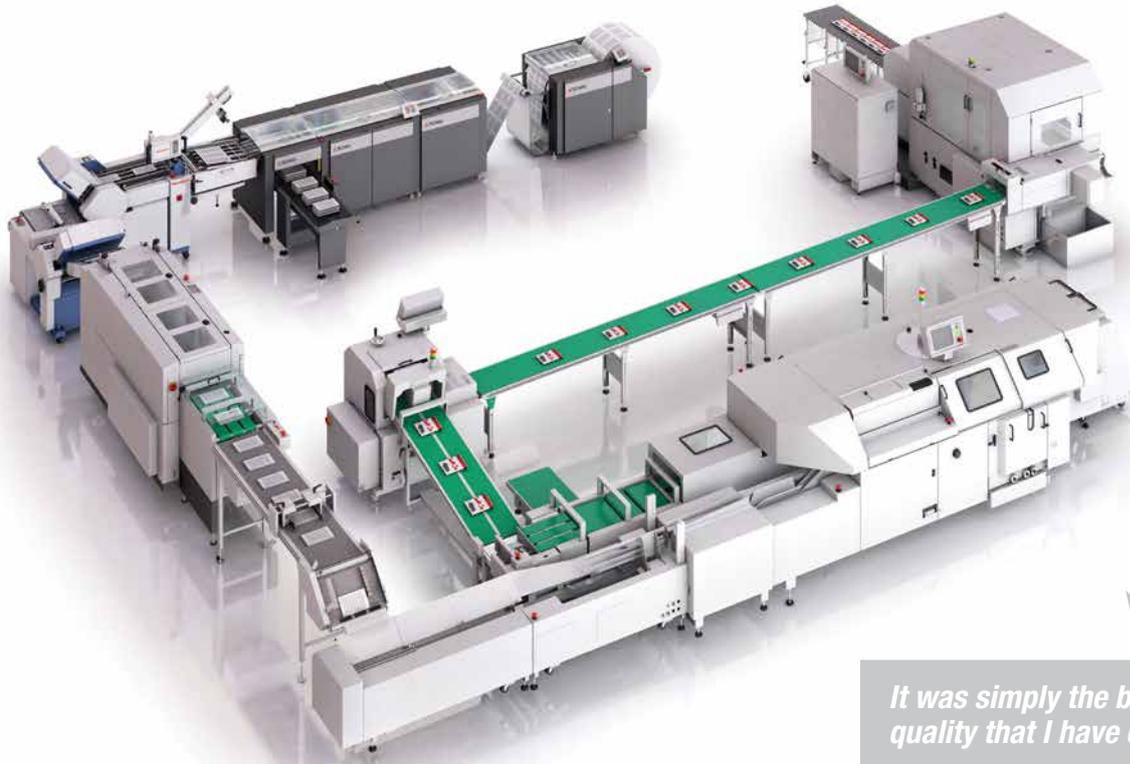
“ Our digital arm has grown steadily and we wanted to improve throughput. Being able to future-proof the business was important too. We needed to be sure it would be able to support our needs for the years ahead. The investment had to be right for now but also right for our business in the years ahead. We looked at what was available and the **Horizon CRF-362** looked best value overall. It is user friendly and fast to set up. It has made a huge difference. The guys operating it are really happy and it has hit the ground running. We used to have a lot of hand finishing. So before we would have completed a couple of hundred sheets in an afternoon, now we can handle three to four thousand. It saves a significant number of hours per week and we expect to achieve ROI in 12 months.

As the creaser/folder is highly automated we have trained all our operators to use it. Anyone can jump on and off. This means jobs can be completed in a much more timely way which is vital in digital print when short run work has to be in and out very quickly. The operators are also freed up to do other things. ”

*We expect to achieve ROI in 12 months*

# PHENOMENAL FIRST IN EUROPE

## HORIZON SMART BINDING SYSTEM



*It was simply the best binding quality that I have ever seen*

LEADING UK BOOK PRINTER, **BELL & BAIN**, HAS CONTINUED ITS INVESTMENT IN DIGITAL BOOK PRODUCTION WITH EUROPE'S FIRST HORIZON SMART BINDING SYSTEM.

THE MOVE FOLLOWS THE RECENT SUCCESSFUL ADDITION OF A FUJIFILM JETPRESS 540W COLOUR INKJET WEB PRESS WHICH HAS HELPED THE COMPANY SECURE SUBSTANTIAL GROWTH IN BOTH DIGITAL AND TRADITIONAL OFFSET PRINTED BOOKS. AFTER VERY CAREFUL EVALUATION OF ALL THE LEADING MANUFACTURERS, BELL & BAIN REPLACED AN EXISTING MULLER MARTINI SIGMA BINDING LINE WITH THE HORIZON SMART BINDING SYSTEM. MANAGING DIRECTOR STEPHEN DOCHERTY EXPLAINS:

“After first seeing the **Horizon Smart Binding System** at an exhibition earlier this year, I was completely blown away by the very high quality book binding being produced. It was simply the best binding quality that I have ever seen and the performance of the inline variable three-knife trimmer producing different format size books was truly phenomenal.”

The Horizon Smart Binding System is modular in design and has been configured with a Tecna 530 buffer, C20 cutter, S20 stacker and 568 feeder for configuration inline to their Fujifilm JetPress 540W. Technical Sales Director for IFS Jason Seaber says:

“This white paper solution will enable Bell & Bain to go from paper rolls to finished perfect bound books of very high quality with variable format size and variable book thickness. This high speed system sets a new standard in short to medium run digital mono and colour book production. Optional Horizon Signature Gatherers can also be added to this system to also process offset

printed signatures at binding speeds up to 4,000 books per hour.”

The Horizon Smart Binding System consists of four key elements; signature folding, stacking with pre-gluing of each book block, variable perfect binding with automatic cover and book block matching and variable three-knife trimming by dynamically reading a barcode on every book cover. For even more production flexibility, cut-sheet stacked output is enabled by the Tecna c20 cutter, s20 stacker for other products and digital sheet input to the Smart Binding System is also possible by using the feed table and automatic feeder on the signature folder. The signature folder can be quickly changed from inline to near-line.

Docherty concludes: “It has secured our future. We have the equipment to produce the best and give our customers what they want.”

# MATCHED FOR SPEED

## FOLIANT VEGA 400A

*It gives us more flexibility*



ABERDEEN SIGN AND DISPLAY SPECIALIST **PRINTAGRAPH** HAS EXPANDED ITS VALUE ADDED OFFERING WITH A FOLIANT VEGA 400A LAMINATOR. ANDREW HALL, MANAGING DIRECTOR OF THE PRINT AND MARKETING SERVICES PROVIDER THAT RUNS TWO XEROX IGENS AS WELL AS DIGITAL WIDE FORMAT, EXPLAINS:

“ We had an existing machine that was slow but demand for lamination had increased so we needed something faster. We also wanted to improve the quality of the lamination. We looked at a couple of different options but we liked the small footprint of the Vega and the fact it was fully automatic.

We have a long-standing relationship with IFS and we wanted to work with someone we know, trust and that has good customer service. We also wanted someone

that understood what we needed and who would provide us with the solution that was the best fit.

It will pay for itself in six to 12 months. We have just taken on a new client that provides an online cloud-based solution for greetings cards that require a significant amount of lamination. It gives us more flexibility. Someone said that producing digital print is one thing but the finishing has to match the speed. Any weakness will slow down the process. ”

### CONTACT STEWART DANIELS



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

**Stewart Daniels**  
IFS Regional Sales Manager  
Scotland  
M: 07834 987951  
E: [stewart.daniels@ifsl.uk.com](mailto:stewart.daniels@ifsl.uk.com)



**INTELLIGENT FINISHING SYSTEMS**

Intelligent Finishing Systems, Unit C, ATA House, Boundary Way, Hemel Hempstead, Herts HP2 7SS  
T: 020 8991 6624 [www.ifsl.uk.com](http://www.ifsl.uk.com)



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