



INTELLIGENT FINISHING SYSTEMS

SOUTH WEST ISSUE 2

A WIN WIN SITUATION

After a business win printer Crossprint has brought all its perfect binding inhouse

FOUR-FOLD INCREASE

Production in Melody Press Printers' bindery is now smoother and more streamlined

PERFECTLY BUILT

Swindon B2 commercial printer Rumbold Holland has upgraded its guillotining capabilities

OPENING CONVERSATIONS

Solent Design Studio Ltd has revamped its folding capabilities with investment in a Horizon AFC-566A folder.

"We can now think more creatively"



HELLO & WELCOME

WELCOME TO THE LATEST EDITION OF OUR REGULAR REGIONAL NEWSLETTER .

The year has had a very busy start with a great show at Packaging Innovations and our own successful Real Print & Finish event.

Proving to be a great crowd pleaser was the new, highly affordable, foiling and spot varnish Multi-functional Inprinting Unit. Retrofittable, it enables the Vega, Mercury and Taurus B3 and B2 laminators to produce red, gold, silver and green foil as well as spot gloss.

Customers, it seems to me, are looking for ways to enhance their print finishing by bringing services in-house or enhancing what they already offer.

The foiler is perfect for this but so too will be Horizon's drupa announcements. The already highly automated solutions will be further enhanced with operational developments that improve productivity and efficiency.

More news on this will be announced later in the year.

For those of you looking to make an investment, and with finance rates being as low as they are, now is as good a time as any to enjoy the latest developments in technology.

PLEASE ASK ME HOW I CAN HELP YOU ENABLE YOUR BUSINESS TO MAKE THE MOST OF WHAT WE HAVE TO OFFER.



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OPENING CONVERSATIONS

HORIZON AFC-566F



SOUTHAMPTON COMMERCIAL PRINT BUSINESS SOLENT DESIGN STUDIO LTD HAS REVAMPED ITS FOLDING CAPABILITIES WITH INVESTMENT IN A HORIZON AFC-566A FOLDER. THE FULLY-AUTOMATIC FOLDER WHICH REPLACES AN AGING SYSTEM MADE AN IMMEDIATE IMPACT EXPLAINS CRAIG REYNOLDS, PRODUCTION DIRECTOR:

“ Just the time it takes to set up a job has made a big difference. The job memory storage is a big bonus. We get a few repeat jobs and this saves a lot of time. We also have one job where the roller pressure is adjusted. Before this manually took a long time to prepare. Now it is just the touch of a button. We are also confident in offering more challenging possibilities to clients now.”

Reynolds first saw the folder a few years ago when the operation was searching a bookletmaking line. It chose a **Horizon SPF20A** from IFS: “We saw the folder and had a demo then. We bought the booklet line and that ran really well so when it came to investing in a folder we knew Horizon, we could see it was quick and easy to set up so the decision was made. We also bought a cross folder unit. This is something we were doing very slowly by hand. Now it is a much faster process. We can now think more creatively about what we can offer our clients. We have explained to our design team what the folder can do and now they are working on developing a range of different options. This is opening up conversations that we can have with clients which shows we are investing in them too. They are also interested to see what other type of work we are doing. It is now a process we don't have to worry about. It is one less headache. I wish we had more folding jobs.”

We can now think more creatively about what we can offer our clients



A WIN WIN SITUATION

HORIZON BQ470 AND HT30



ISLE OF WIGHT GENERAL COMMERCIAL PRINTER **CROSSPRINT** HAS BROUGHT ALL ITS PERFECT BINDING INHOUSE WITH INVESTMENT IN A HORIZON BQ470 FOUR CLAMP PERFECT BINDER AND A HORIZON HT30 THREE SIDE TRIMMER. **TIM SELL, MANAGING DIRECTOR, EXPLAINS THE INVESTMENT WAS MADE AFTER A SIGNIFICANT BUSINESS WIN:**

“ We took this contract on from a local company for all their books and brochures. The amount of perfect bound work we were doing jumped so it seemed the right time to make the investment.”

Crossprint also acquired local print and packaging operation Beacon Print and the expansion of the bindery was timed to support the new opportunities the enlarged business was enjoying. He continues: “We did look at a number of systems on the market but we have a **Horizon AFC566FG** folder, a **Horizon MKU54** and a **Perfecta 92TVC** guillotine from IFS. When we saw the **BQ470** we knew it would do what we needed it to.” Stuart Murray, Production Manager, adds: “The training was simple. It was relatively easy to set up and now there are four people in the bindery that can run it. We haven’t had any problems. We are very pleased with it.” As for the **HT30** he explains: “It was added to trim the books. It sits alongside the perfect binder and completes the process.”

With regard to return on investment Sell says the investment was a necessity and so there were no set expectations but adds: “We will be able to win more work and turn it around much faster. There is no need to send it off the Island from completion. That saves us at least two days. This means we can better control the costs and save on transportation. We have used it a lot since it was installed. The investment has been very good for us. People are now realising what we can do.”

FOUR-FOLD INCREASE

HORIZON SPF/FC-200A



PRODUCTION IN **MELODY PRESS PRINTERS' BINDERY** IS SMOOTHER, MORE STREAMLINED AND BOTTLENECKS HAVE BEEN ELIMINATED FOLLOWING ITS INVESTMENT IN A HORIZON SPF/FC-200A STITCH/FOLD/TRIM LINE.

“ It is making a huge difference,” states group head of operation Alan Jackson. “It is a lot more efficient. We have seen a four-fold increase in productivity. For some jobs we have gone from being able to complete 300 booklets per hour to 1800.”

“The bindery used to be a bottleneck but the Horizon has completely removed that. We will be able to take on more work confident in our ability to meet our client’s deadlines. It will pay for itself in spades.”

“Our existing Horizon stitch fold trim line was 25 years old and it was not as reliable as it once was. We looked at Duplo systems but having run a Horizon system for so long we knew any like for like replacement would be reliable. We had more confidence in its abilities. We also knew we would have a great service relationship with IFS. It was a no brainer.”

“The touch screen set up makes operation easy and will help us with shorter runs. It genuinely does what it says on the tin.”

It genuinely does what it says on the tin

PERFECTLY BUILT

PERFECTA 115 FLOWLINE



We wanted a system that offered more reliability

SWINDON B2 COMMERCIAL PRINTER **RUMBOLD HOLLAND** HAS UPGRADED ITS GUILLOTINING CAPABILITIES WITH A PERFECTA 115 FLOWLINE HIGH SPEED, HEAVY-DUTY PRECISION SYSTEM FROM INTELLIGENT FINISHING SYSTEMS THAT INCLUDES PRE- AND POST-CUT STACKING. WAYNE RUMBOLD, JOINT MANAGING DIRECTOR, EXPLAINS:

“ The investment was a like for like replacement. We wanted a system that offered more reliability and had the ability to handle a wider range of complexity.” He continues: “There is a lot more job ganging now to aid flexibility and that in turn increases production capacity and profitability. The ease of use of the **Perfecta** and its programmability makes this much easier and quicker. “We looked at other guillotines but the Perfecta’s build was good. We also like working with IFS and its support and service.”

Rumbold Holland has a wide variety of clients from the public, financial services and retail sectors. The B2 specialist works directly with clients or with them through third party companies including marketing agencies and print management facilitators.

CONTACT MALCOLM SAUNDERS



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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