



INTELLIGENT FINISHING SYSTEMS

FINISHING STARTS HERE | AUTUMN 2016

£1 MILLION COMPANY REVIEW

London trade book binder and print finisher Cliftons invests in a second Perfecta 115 Premium Line guillotine

£230,000 INVESTMENT

Cramlington based printing company, Potts Print UK, has added a Horizon SPF/FC-200L bookletmaking system

NEW PRODUCTION LANDSCAPE

Healeys Printers to invest in a Horizon SPF/FC-200L landscape bookletmaking system

MAKING IT DIGITAL

Award winning Park Communications has chosen a four-clamp Horizon BQ-470 PUR & EVA perfect binder to enhance and develop its Digital Department.

"The reliability and build quality has been a stand-out feature"



HELLO & WELCOME

THE PAST SIX MONTHS OR SO HAS BEEN A ROLLERCOASTER TIME FOR THE INDUSTRY.

FIRST WE HAD THE INCREDIBLE HIGH OF DRUPA. THERE WAS HUGE VISITOR INTEREST IN THE TECHNOLOGICAL LEAPS AND BOUNDS BEING MADE BY EXHIBITORS AND WHAT THIS COULD MEAN FOR PRODUCTIVITY AND PROFITABILITY.

For Horizon new launches included the **Horizon BQ-480** variable four-clamp binder, the **Horizon AFV-566T6F** fully automated buckle folder and then there is the new intelligent bookletmaking system.

This was swiftly followed by Brexit that initially left many operations uncertain of the impact on their business and of course their future.

However, the day to day business has continued as it always did and the perennial challenges the industry faces remain. Our customers are still looking to find ways to deliver short runs, quickly, cost effectively and profitability.

We continue to expand our portfolio with systems that address these recurrent themes. Highly automated and easy to set up systems not only allow faster productivity, simple changeovers and smoother delivery. They also assure quality and allow operator flexibility.

Some of these, such as **Horizon Smartsliter**, **Horizon BQ-270V** single clamp perfect binder and **Foliant Mercury 530SF** laminator, attracted much attention at drupa. They will be on display at The Print Show, Birmingham NEC, October 11 to 13. So drop by the stand and see how we can help you make the right choice when it comes to improving your seamless operation.

But before you do take a look at how some of our customers have made a very real difference to their operations by choosing the right solutions to support their end-user needs.



Bryan Godwyn
IFS Managing Director

CLIFTONS CONTINUES £1M COMPANY REVIEW PERFECTA PREMIUM LINE 115



L-R Jason Seaber, Technical Sales Director, Intelligent Finishing Systems, Tim Clifton and Steve Meeks from Cliftons, Ronny Neugartner, Sales Manager for Perfecta Schneidemaschinenwerk GmbH in front of the new Perfecta PREMIUM Line 115.

LONDON TRADE PRINT FINISHER AND BOOK BINDER CLIFTONS HAS INVESTED IN A SECOND PERFECTA PREMIUM LINE 115 GUILLOTINE AS PART OF ITS ONGOING COMPANY-WIDE £1M INVESTMENT PROGRAMME.

It follows the installation of the **Perfecta 115 SE** guillotine in the autumn, along with a **B2 Horizon AFC-564A** cross-folder, and replaces an old Polar 92 guillotine. The newest fully-automatic guillotine will aid workflow flexibility and eliminate production bottlenecks. Explains Tim Clifton managing director of the operation that specialises in short to medium run PUR, casebound and flat books:

“We bought the first to replace a 137 Polar for speed reliability and footprint. We soon realised that changes in work load and variety required a second larger sized system than the Polar 92 to help with job planning for shorter runs of all different sizes.”

“We chose the Perfecta for a couple of reasons. We know and like the quality it produces and we have a good relationship with IFS.”

He adds there was a real business to be addressed: “We have invested a lot in the company recently with new binding and folding systems and guillotining was the last bottleneck. We can’t afford to have work hanging around. We need it prepped and ready quickly for us to fold gather and bind.”

As for the impact the guillotine has had Clifton adds: “The impact it has had since it went in has been massive. Guillotining is such an essential part of the production chain and it is really important to get that right. Now we have two larger format systems we can be much more flexible.”

The impact has been massive

PERFECTA 115 PREMIUM LINE

- **Cutting table** width 1150mm
- **Cutting table** height 870mm
- **Smallest cut** 20mm
- **Doubly enclosed**, cast-iron machine frame
- **Knife changing device** with two-point suspension and the cutting stick ejector
- **Three computer** operating modes
- **Closed** slotless table



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For more information or to book a demonstration call 020 8991 6624

PARK COMMUNICATIONS MAKES DIGITAL DEPARTMENT HORIZON BQ-470 PUR & EVA PERFECT BINDER



IFS's Jason Seaber with Deputy Managing Director at Park Communications Paul Walker.

Park was binding digital print production on a single-clamp **Horizon BQ-270 EVA** perfect binder and Deputy Managing Director Paul Walker explains:

“ We had been running the single-clamp Horizon perfect binder for eight years. It was initially bought for finishing financial reports. Our work was already migrating away from these standard reports to more creative products. In 2015 we invested in an HP Indigo 7800, and the department needed to respond to the increased demand. Sales tripled within the first 12 months. Therefore faster automated make-readies utilising PUR or EVA adhesives were essential. The four clamp configuration does this.” As the small-footprinted 1,350 books per hour **BQ-470** has four-clamps, it is ideally suited to mid-range soft back book production with higher production speeds, with instant make-readies for runs of one. It can bind up to 65 mm (2.55”) thickness and offers fully automated set-up through an intuitive icon based colour LCD touchscreen. Walker adds: “We looked at alternative suppliers from our litho production business, but they cannot offer a cost effective solution with the same level of automation.”

AWARD WINNING PARK COMMUNICATIONS HAS CHOSEN A FOUR-CLAMP HORIZON BQ-470 PUR & EVA PERFECT BINDER TO ENHANCE AND DEVELOP ITS DIGITAL DEPARTMENT. PARK COMMUNICATIONS' END-TO-END SOLUTION PROVIDES PAGE CREATION, DIGITAL AND B1 LITHO PRINTING, FINISHING, MAILING AND DISTRIBUTION SERVICES. MARKETS INCLUDING REPORT AND ACCOUNTS, FINE ART, MARKETING MATERIALS INCLUDING HIGH-END PROPERTY AND FASHION, INDEPENDENT MAGAZINES AND GOVERNMENT REPORTS.

Horizon also has a proven track record within Park. The reliability and build quality has been a stand-out feature. Our operators are familiar with the touch screen operator interface from our previous **BQ-270**, making easier the transition across to the new machine. The choice of PUR was important, too, because it allows Park to address a greater mix of stocks within its creative markets.”

As for the anticipated business impact he says: “It gives us a more effective and efficient book production process. Previously when we had short-run PUR products to produce, we would interrupt our Acoro Muller Martini Line. But with increased volumes, this process was becoming problematic. This work will now move across to the **BQ-470**, freeing up much needed capacity on the Muller Martini for our litho production. This investment significantly strengthens our 24 hour digital production department, allowing Park to offer an even faster and enhanced service to our customers.” And the expected return on investment is positive too: “This purchase is part of a wider capital investment plan. We are enhancing and widening our services to customers, leveraging off our reputation for quality and customer service, whilst giving a positive financial return.”

HORIZON BQ-470

- **Runs at 1,350 cycles per hour**
- **Fully automated set-up** through an intuitive icon based touchscreen
- **Customer replaceable glue tank** units for both EVA hotmelt and PUR adhesives to meet varying applications and customer requirements
- **User-friendly**, easy operation via intuitive 10.4 inch colour LCD touchscreen
- **Book-binding** from 1 to 65mm in thickness



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watch our binder
in action ▶



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POTTS PRINT UK MAKES £230,000 INVESTMENT

HORIZON SPF/FC-200L LANDSCAPE STITCH/FOLD/TRIM



CRAMLINGTON BASED PRINTING COMPANY, **POTTS PRINT UK**, HAS ADDED A **HORIZON SPF/FC-200L LANDSCAPE BOOKLETMAKING SYSTEM** WITH TWO **VAC 1000 COLLATORS** AND A **PERFECTA 132 TS FLOWLINE GUILLOTINE** IN A £230,000 SPEND.

“We invested in the **Horizon SPF/FC-200L** to target small run landscape work,” explains Brian Watson, Production Director. “We were completing these jobs on our current booklet finishing lines, but found we could do shorter runs more effectively on the Horizon. It also gives us a lot more flexibility, it is easier to set up and we don’t have to fold the sections.” The operation runs two B1 Man Roland 700s, two B2 Heidelberg XLs, a Heidelberg SX and a SpeedMaster 52, as well as nine Xerox digital presses, including two iGen 150s.

The need for landscape feed reflects a change in market demand, says Watson: “We have seen a shift towards landscape books, now that we have the Xerox iGens which can produce the XXL sheet. The SPF/FC-200L enables us to add value and gives us a lot more firepower and flexibility.”

Capable of 4,500bph, the **Horizon SPF/FC-200L** combines all the highly automated features of the successful **SPF/FC-200A** bookletmaking system but with the ability to feed A4 landscape sheets up to 610mm in length. JDF ready, the system offers instant setups via a large icon-based colour touchscreen for user-friendly operation. The screen can be used for on-the-run fine tune adjustments, as well as storing and recalling up to 200 jobs. He adds: “It has been excellent - running really well. It has never stopped. We will get a return on investment in no time as it’s already running 24 hours a day.”

It replaced a single tower **Horizon SPF-20** bookletmaking system which was nearly 15 years old. Watson says: “We did look at other suppliers before choosing the Horizon, but we know IFS and we know how good the Horizon systems are. We also have another **Horizon SPF-20**, as we like to run two systems - this gives us and our clients extra peace of mind.”

As for the Perfecta Flowline, Watson states: “We wanted a more effective and automated system. The **Perfecta 132** autotrim, has a faster cutting speed, a quicker make-ready and running it requires a lot less handling. Its automation allows us to complete much more quick-turnaround and complex work.”

As well as the slotless bed and unique five-minute fail safe knife-change system, the Perfecta Flowline’s on-board computer can store up to 400 programs with up to 8,000 cut marks and recorded comments via a high profile 19” interactive HD colour screen display. A doubly-enclosed cast iron frame ensures long life and lifelong stability, while intuitive computer controls assist fast and easy operation.

“We did look at other guillotines as well but collectively the Perfecta offered more and we got a great package deal,” he says. The latest additions join a recently added **Horizon AFC-566F** automated cross-folder. “We are looking for growth,” concludes Watson. “These systems will help us win more work and we know we can count on their longevity and reliability.”



HORIZON SPF/FC-200L

- **Capable of** 4,000bph (portrait) 3,500bph (landscape)
- **All settings** for a wide variety of booklet formats, ranging from CD to A4 Landscape, can be performed automatically through the user-friendly touch screen display
- **A reject function** allows non-stop operation
- **Pre-cut 4 page sheets** are processed to eliminate the folding stage
- **Can be further enhanced** with Horizon’s pXnet bindery control system



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PRECISION PRINTING CHOOSES HORIZON STITCHLINER 5500

HORIZON STITCHLINER 5500 SADDLE-STITCHER



Andy Skarpellis, Group Chief Operating Officer, with the Horizon StitchLiner 5500.

“It was a direct replacement for the old Horizon system,” says Andy Skarpellis, Group Chief Operating Officer of the Barking operation that handles an average of 90 jobs in any 24-hour period. “We bought our previous StitchLiner 11 years ago and it has probably been the most stable machine that we have ever owned. So why change something brilliant?”

Skarpellis did look at the other solutions on the market before choosing the Horizon. He explains: “Other systems manufacturers are catching up but they are not like the Horizon StitchLiner. For short run automation it is phenomenal. It is a stable system and a solid piece of kit that we can’t live without.”

The fully-automated 11,000bph **Horizon StitchLiner 5500** includes a high definition icon-based colour touchscreen for set-ups in less than two minutes. The key to the StitchLiner’s enduring popularity is its ability to work from flat four-page sections, eliminating the need for separate bindery stages to be undertaken such as signature folding and guillotining. Its integral ACF-30 Accumulator with scoring, plow-folding and heavy-duty HTS-30S Three-Knife Trimmer means there is no need to pre-fold into signatures or pre-cut sections top and tail – resulting in significant time, waste and energy savings.

IN A STRAIGHT LIKE-FOR-LIKE REPLACEMENT **PRECISION PRINTING** HAS INVESTED IN A HORIZON STITCHLINER 5500 WITH TWO VAC-600H 12 STATION HIGH-PILE TOWER COLLATORS. THE SYSTEM ALSO INCLUDES A HOF-400 HIGH-SPEED SHEET FEEDER AND CF-400 SUCTION COVER FEEDER.

Adds Skarpellis: “One thing we have added is the HOF-400 High-speed Sheet Feeder to take pre-collated sets/ books. For runs above 48 pages it can feed with or without the barcode reader or optical mark reader for variable page booklets. It will help us step things up. We can automatically feed pre-collated stacks of printed sheets rather than manually filling each collating bin hopper.”

The software developments on the latest StitchLiner will also support Precision’s production vision: “We are going to be looking at automating data through OneFlow Systems because we have seen an increase in trade booked via the website www.wherethe tradebuys.co.uk which we support for short run, digital, and medium run, Litho, work with same day SLA’s.”

Precision also invested in a Horizon APC-610 Hydraulic Paper Cutter. It features a maximum cutting width of 61cm and a maximum lift height of 10cm. The APC-610 includes advanced set-up automation through a user-friendly 10-inch icon-based colour touch-screen that displays all settings necessary for automated setup. ”

STITCHLINER 5500

- **Capable of 5,500bph**, or 11,000 two up
- **Barcode Verification Systems** provides 100% integrity checking for every booklet
- **User-friendly setup** through a large colour touchscreen panel
- **Convenient U-shaped footprint** allows the operator to monitor work in progress
- **Job memory storage** allows repeat jobs to be recalled easily



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HEALEYS CREATES NEW PRODUCTION LANDSCAPE

HORIZON SPF/FC-200L & FOLIANT TAURUS 530SF



Bindery team leader Sharon Allum on the Horizon SPF/FC-200L.

INCREASED DEMAND FOR LANDSCAPE A4 PROPERTY BROCHURES PROMPTED HEALEYS PRINTERS TO INVEST IN A HORIZON SPF/FC-200L LANDSCAPE BOOKLETMAKING SYSTEM.

THE IPSWICH B2 LITHO AND DIGITAL PRINTER THAT WORKS WITH CREATIVE AGENCIES, PROPERTY AND FINE ART MARKETS ALSO ADDED A FOLIANT TAURUS TO MEET A GROWING NEED FOR SAME DAY LAMINATION.

The latest investment has been made on the back positive growth says Healeys Managing Director, Philip Dodd: "We have seen business grow 10% year on year. It has been incredible. We have just had the best month for digital with it accounting for 35% of sales. It is usually around 27%.

This follows enhancements to its digital printing:

“ We have just added the longsheet feeder on the Kodak NexPress, which a great way of handling the A4 landscape work, and needed something to finish it. We started looking at bookletmakers last Autumn and chose the Horizon because it is cost effective, efficient and delivers a high quality A4 landscape result. We already have a Horizon StitchLiner 5500 but the new addition allows us to be more creative with the mix of work we are running.

“For example if we need to quickly complete a 12-page A4 250–300 run we can do it faster and make money on it.”

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successful **SPF/FC-200A** bookletmaking system with the ability to feed A4 landscape sheets up to 610mm in length. JDF-ready, the system offers instant set-ups via a large icon-based colour touchscreen for user-friendly operation. The screen can be used for on-the-run fine tune adjustments as well as the store and recall of up to 200 jobs.

As for the **Foliant Taurus 530SF** Dodd says: “We invested in a hand fed laminator five months ago. Since then the next day lamination demand has had a massive response. We expect that side of business to grow even more in September to at least 50 individual orders. For that we needed a highly automated solution.”

The small footprint 35m/min B2+ Foliant Taurus 530SF features a rising pile back separation stream feeder and a suction paper feed head. The compact design incorporates feeder, laminator, and a sheet separator in a single construction.

He adds: “We liked the Foliant for a number of reasons. Ease of set up was essential and it is very flexible. It is also a highly effective process and very quick.”

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LESS TIME. MORE BOOKS.

Horizon **VARIABLE** PERFECT BINDER & THREE-KNIFE TRIMMER

BQ-470V + HT-1000V



SMART BINDING
SOLUTIONS



- Variable Perfect Binding - 1, 4 & 9-clamp models with inline capability to three-knife trimmer.
- Variable Three-Knife Trimming with fully automatic and dynamic format size change using 1D/2D barcodes - for short-run and book-of-one production.
- Suitable for Continuous and Cut Sheet Digital - for truly flexible production.
- Optional Barcode Verification System matching covers to book blocks - providing 100% book integrity.
- Horizon pXnet / JDF Ready - for full workflow integration and simple control.

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