



INTELLIGENT FINISHING SYSTEMS

NORTH EAST ISSUE 3

LONGEVITY & RELIABILITY

Potts Print UK, invests £230,000 with a Horizon SPF-FC/200L and a Perfecta 132 TS Flowline

EXPANDING CAPACITY

Whites Print choses a Horizon BQ-270V perfect binder to create a cost effective binding service

PROACTIVE SOLUTIONS

Firpress expands its services to offer landscape booklets with a Horizon SPF-FC/200L

GREATER CONTROL

Adverset Media Solutions choseses a Horizon AFC-566A folder to bring complex folding in-house and expand its print finishing production capabilities

"We wanted to retain greater control over the production"



HELLO & WELCOME

IN THE THIRD EDITION OF THE IFS NORTH EAST NEWSLETTER YOU WILL SEE THAT INVESTMENT IN OUR AREA CONTINUES AT A HEALTHY RATE AND INCLUDES A SELECTION OF MACHINES FROM HORIZON BOOKLETMAKERS, FOLDERS AND PERFECT BINDERS TO PERFECTA GUILLOTINES.

There are many different reasons why people invest in new equipment but in these articles our customers have highlighted the quick make-ready times, ease of set-up and operation leading to being able to produce more work on the floor, more efficiently, every day.

It is interesting that the two Horizon bookletmakers featured both have the capability to produce landscape A4 books. Traditionally the province of saddle-stitch lines Horizon can now successfully offer the facility to produce A4 landscape books without the need for huge investment. Three knife trimming and pressing units can also be included at this point to produce one-stop books.

In this digital world, Horizon continues to rise to the challenge and we have recently announced the addition of the Horizon SmartSlitter. It offers dynamic cutting, creasing and perforating without manual set-up.

Just a closing thought: some customers are taking advantage of the Regional Grant Funds. The 20% subsidy, if you qualify, is a golden opportunity to upgrade.

As ever I would welcome the chance to discuss how to help your company.



JOE BEATTIE
*IFS Regional Sales Manager
North East*
M: 07768 993558
E: joe.beattie@ifsl.uk.com

LONGEVITY & RELIABILITY

HORIZON SPF-FC/200L AND PERFECTA 132 TS FLOWLINE



CRAMLINGTON PRINTING COMPANY, POTTS PRINT UK, HAS ADDED A HORIZON SPF-FC/200L LANDSCAPE FEED BOOKLETMAKER 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.”

“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.”

“It has been excellent - running really well. It has never stopped. We will get return on investment in no time as it’s already running 24 hours a day.”

It replaced a single tower SPF-20 which was nearly 15 years old: “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 SPF20, 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.”

“We did look at other guillotines as well but collectively the Perfecta offered more and we got a great package deal,” he says. “We are looking for growth. These systems will help us win more work and we know we can count on their longevity and reliability.”



GREATER CONTROL

HORIZON AFC-566F



SCARBOROUGH PRINT AND DISPLAY COMPANY ADVERSET MEDIA SOLUTIONS CHOSE A HORIZON AFC-566A FOLDER TO BRING COMPLEX FOLDING IN-HOUSE AND EXPAND ITS PRINT FINISHING PRODUCTION CAPABILITIES.

“We needed a folder that could handle more complex work whilst offering faster set up times,” states Adverset Media Solutions Business Development Manager John White.

“We wanted to be able to produce maps as well as more intricate folded sheets and brochures in a faster more cost effective way. We wanted to retain greater control over the production by reducing change-over times between jobs.”

Founded in 1989, the operation, whose customer base includes the travel industry, theatres and local authorities, carefully reviewed the solutions on the market before deciding on the Horizon.

“I have worked with IFS for many years and always found the equipment supplied, principally Horizon, to be reliable. The systems are also easy to use and quick to set up and any issues that may have arisen were quickly resolved.”

“It will be quick. We chose it to help us with work we can't always complete in-house. Being able to do that will give us much greater control and reduce scheduling issues.”

We wanted to retain greater control over the production

EXPANDING CAPACITY

HORIZON BQ-270V



WHITES PRINT HAS CHOSEN A HORIZON BQ-270V PERFECT BINDER TO CREATE A MORE COST EFFECTIVE BINDING SERVICE. THE LUDWORTH THIRD GENERATION FAMILY RUN BUSINESS MADE THE INVESTMENT TO HANDLE A BROADER VARIETY OF RUNS. EXPLAINS DIRECTOR OF PRINT PRODUCTION IAIN GLENDENNING:

“We have been asked to complete a few dissertations by students at the nearby university up to 60mm thick. Previously completing these runs of one took a while. With the **BQ-270** it is much faster. Before we would have to separately crease work. A job that would take four hours now has been halved. Now we can take on extra work and get more work out of the door.

“We just got to the tipping point where automating the process and adding inline creasing required investment in a new perfect binder. We can now take jobs that used to be wire-bound and put them on the perfect binder.”

“The BQ-270 ticked all the boxes. It is quick and easy to set up and reduces the amount of time it takes to complete work. Overs and make-ready is reduced and there is less waste. It has all come together at the right time.”

“The investment made sense and it is already paying for itself. It means we can complete work a lot faster and that expands our capacity.”

“It has performed exactly as we expected. We can produce twice as many books now.”

We can produce twice as many books now

PROACTIVE SOLUTIONS

HORIZON SPF-FC/200L



WORKINGTON GENERAL COMMERCIAL PRINTER **FIRPRESS** CHOSE TO EXPAND ITS PORTFOLIO OF SERVICES TO OFFER LANDSCAPE BOOKLETS WITH ITS PURCHASE OF A HORIZON SPF/FC-200L BOOKLETMAKER WITH TWO VAC-1000 COLLATORS. THE SPEND WAS PART OF A £200,000 COMPANY-WIDE INVESTMENT PROGRAMME THAT INCLUDED THE CREATION OF A DEDICATED DIGITAL DEPARTMENT. SALES DIRECTOR PAUL WILLIAMSON EXPLAINS:

“ We needed a system that could handle short run digital print, long run litho and thousands of NCR sets. Investing in the bookletmaker with two towers meant we could collate NCRs while completing the long and short runs.”

“We also liked its ability to run landscape booklets. Now we sell that service much more proactively and it adds another string to our bow. We wanted to be able to offer a range of finishing solutions at our fingertips. That way customers have no need to go anywhere else.”

“We use a couple of really good finishing houses, but they are not on our doorstep, so we like to keep as much as we can in house. As a result we have invested in a lot of finishing systems in the past couple of years including folders, collators, stitchers and tab cutters.”

He concludes: “We are doing more landscape work that we previously did and are looking to add more.”

It adds another string to our bow

CONTACT JOE BEATTIE



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

Joe Beattie
IFS Regional Sales Manager
North East
M: 07768 993558
E: joe.beattie@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



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