



INTELLIGENT FINISHING SYSTEMS

SOUTH EAST ISSUE 2

WIDENING CAPABILITIES

Berforts, Hastings, expects a 30% increase in perfect binding production capacity

TIMED TO PERFECTION

NXP Europe has completed the implementation of its direct-to-finish initiative

SUPPORTING GROWTH

Windsor Print has completed a two-year company-wide investment programme

STRESS FREE PRODUCTION

En Route has brought all its lamination in-house following its decision to replace its Foliant Gemini 400A with a Foliant Mercury 530 SF.
"It will deliver productivity gains that will make us more profitable"



HELLO & WELCOME

WELCOME TO THE LATEST EDITION OF MY REGULAR NEWSLETTER.

RECENTLY I HAVE NOTICED RENEWED POSITIVITY ACROSS THE INDUSTRY. WE SEEM TO BE MOVING TOWARDS A PERIOD OF GROWTH AND INVESTMENT.

A number of my customers are now seeing the value of reviewing how they can improve their operation and not just in their post press departments.

End-to-end workflow and streamlining can help with many small gains adding up to big benefits. They are also seeing the value of smaller investments to improve production or of expanding the range of services they offer their customers.

I expect this trend to continue as printers look find ways to more efficiently complete jobs and expand their capacity. I am looking forward to helping them make the most of this upbeat outlook to grow their businesses.

PLEASE GET IN TOUCH TO ASK ME WHAT IMPROVEMENTS YOU COULD CONSIDER THAT WILL SUPPORT YOUR BUSINESS GOALS.



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STRESS FREE PRODUCTION

FOLIANT MERCURY 530 SF



EN ROUTE HAS BROUGHT ALL ITS LAMINATION IN-HOUSE FOLLOWING ITS DECISION TO REPLACE ITS FOLIANT GEMINI 400A WITH A FOLIANT MERCURY 530 SF PROFESSIONAL HIGH SPEED LAMINATING SYSTEM. THE SOUTH GODSTONE, SURREY, OPERATION HAS INCREASED TURNOVER BY 50% TO £1.2M IN THE PAST FEW YEARS AS A RESULT OF REFOCUSING THE COMPANY'S BUSINESS TOWARDS MARKETING AND SUPPORT SERVICES. IT RUNS A HEIDELBERG SPEEDMASTER 52 WITH ANICOLOR INKING TECHNOLOGY AND A RICOH PRO C5100 DIGITAL PRESS. MANAGING DIRECTOR VINCE HOGG EXPLAINS:

“ The main reason for the investment was the ability to handle a bigger sheet size and substrates up to 500gsm to match the output of the press. Since we installed the Gemini we have been offering lamination more and more for a whole array of print jobs. One growth niche is 500gsm laminated business cards.

We can now be sure that we can offer same day delivery confidently and reliably. It also has reduced outsourcing costs and has taken out any production stress. That reflects our ethos across the business where any pain points are addressed to make sure workflow is as smooth as possible. Another main attraction was the labour saving as we wanted it to be a one operator machine. It is also very flexible which means we can add value to lots of jobs.

We looked at Komfi and it was comparable but the **Foliant Mercury** just had the edge. We also like working with IFS and that helped swing the deal. It will deliver productivity gains that will make us more profitable.”

It will deliver productivity gains that will make us more profitable

WIDENING CAPABILITIES

HORIZON BQ470



BERFORTS, HASTINGS, EXPECTS A 30% INCREASE IN PERFECT BINDING PRODUCTION CAPACITY FOLLOWING INVESTMENT IN A HORIZON BQ470 PERFECT BINDER. THE FLEXIBLE AND EASY-TO-USE FOUR CLAMP PERFECT BINDER REPLACES AN OLDER EXISTING BINDER AND ALSO EXTENDS THE CAPABILITIES OF THE HASTINGS OPERATION TO BE ABLE TO COMPLETE BOOKS WITH WIDER SPINES.

“It is going to be more reliable and quicker and that will enable us to get more jobs finished per shift,” explains Richard Woolmer, Production Director. “The fact that it can bind a thicker spine than the old system means we can take better care of our present customers. It helps us to look after our existing customers better and will allow us to win new work too. We expect it to increase production capacity by as much as 30%. We chose the **Horizon BQ470** because we knew and trusted the Horizon name. We have operated Horizon systems and know the value of their build and their ability to produce high quality results. As our employees understood how to operate the binder it was a nice easy install, just newer. They can confidently move around the bindery processes which eliminates bottlenecks. It has added value from day one.”

It has added value from day one

TIMED TO PERFECTION

HORIZON BQ270V/CRF-362



NXP EUROPE HAS COMPLETED THE IMPLEMENTATION OF ITS DIRECT-TO-FINISH INITIATIVE WITH THE ADDITION OF A HORIZON BQ270V PERFECT BINDER AND A HORIZON CRF-362 CREASER FOLDER. THE £3M TURNOVER TUNBRIDGE WELLS DIGITAL PRINT SPECIALIST IS AN HP BETA TESTING SITE. EXPLAINS MANAGING DIRECTOR PETE DOYLE:

“We have been working with HP on their direct-to-finish approach. We have three Indigos and we were at the point where our digital production was faster than our finishing. Logic said we either increased the head count or improved the equipment. We had a desktop perfect binder that was doing an OK job but needed something faster. We were having to meet fast turnaround times but were struggling to get work out. “We are also very big on automation and HP said their systems are compatible with Horizon and we wanted to be able to take something and bolt it straight on. We did look at other options but the Horizon was simple to operate and robust. It is a little like using a sledgehammer to crack a nut but often we are waiting for clients to approve artwork and then only have hours to complete the job. We had a job the other day that was 2,000 books. Before we would have sent that out but for the first time we were confident that we could complete it and finish it on time. We have another regular job where we print up to 40 different volumes. The spines on the books vary in thickness. With the variable set up of the binder this is much simpler. This has resulted in a massive improvement and we are 100% on time now.”

The **Horizon CRF-362** supports the direct to finish approach as well: “We had existing Duplo machines that served us well but wanted something a bit faster. It has improved the speed of throughput. Both systems have enabled us to introduce the direct-to-finish concept throughout the business helping us to become more efficient and productive.”

SUPPORTING GROWTH

HORIZON SPF/FC-200L AND FOLIANT VEGA 530 SF

We have greater control



TONBRIDGE GENERAL COMMERCIAL PRINTER **WINDSOR PRINT** HAS COMPLETED A TWO-YEAR COMPANYWIDE INVESTMENT PROGRAMME WITH A HORIZON SPF/FC-200L BOOKLETMAKER CAPABLE OF LANDSCAPE FEEDING AND A FOLIANT VEGA 530 SF LAMINATOR. THE BINDERY EQUIPMENT FOLLOWS THE ADDITION OF A XEROX IGEN IN 2014, A NEW WEBSITE AND A COMPANY REBRAND. THE IGEN PRODUCES WORK ALONGSIDE TWO 5-COLOUR HEIDELBERG SPEEDMASTERS AND A JETRIX WIDE FORMAT SOLUTION. STUART MAYBURY, PRODUCTION DIRECTOR OF THE OPERATION THAT SPECIALISES IN FINE ART WORK AND CATALOGUES, EXPLAINS:

“ The iGen replaced a Xerox 1000 that had some inline finishing. It also has the capability of landscape feeding. So, with the need to complete booklets plus the landscape ability, we decided it was time to invest in a new system. We looked at other options such as Morgana but liked the quality of the Horizon and its ease of use. One of the biggest attractions is the fact that Horizon offers a clear upgrade path. We know that as we grow there are systems that will support that.”

The reason for the investment in lamination was similar and Maybury expands: “We had a small desktop system that was a manual process and labour intensive. This meant we were outsourcing a lot of the work. The investment has given us more control. Outsourcing meant waiting times and additional cost for sending the work out. Our van drivers were spending a lot of their time collecting the work. Now one driver spends some time working in the bindery. We are saving money and have greater control over the work we can complete. We have greater control. It has been a good move.”

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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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Horizon

Dürselen

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Cutting Systems

f foliant

Retratto

TECNAU

SCS
AUTOMABERG