



INTELLIGENT FINISHING SYSTEMS

EASTERN COUNTIES & NORTH LONDON | ISSUE 1

CAST IRON IN THE MARKET

Digital print specialist Concept Communications efficiently meet demands all year round

BINDERY WORKHORSE

RNIB replace its aging guillotine with a fast and easy setup low pressure solution

COST EFFECTIVE BOOKLETS

Urban Design and Print discover folding solution to increase automation and production speed

PAYING FOR ITSELF FROM DAY ONE

Find out how Essex printer and publisher Maypole Press's Horizon StitchLiner has been improving the bottomline since it was installed
"We had an older Duplo system and it was time to upgrade"



HELLO & WELCOME

WELCOME TO THE FIRST EDITION OF OUR REGULAR REGIONAL NEWSLETTER BRINGING YOU INFORMATION ON THE VERY LATEST FINISHING TECHNOLOGY FROM INTELLIGENT FINISHING SYSTEMS.

WE ARE ALL COMMITTED TO ACHIEVING THAT PERFECT FINISH EITHER STITCH, BIND OR FOLD. WHEN CREATING GREAT LOOKING PRINTS, GETTING THE FINISH PERFECT IS ONE OF THE MOST IMPORTANT ASPECTS TO ACHIEVING A BRILLIANT PRODUCT.

Our portfolio covers all aspects of bindery equipment including innovative products for cutting, folding, stitching, digital sheet feeders, PUR binding, folder gluers, high speed die cutting.

OUR AIM IS TO MAKE YOUR BINDERY MORE EFFICIENT

With IFS's experience together with state of art technology we can ensure smart, effective and well finished results. Here are some examples of how our machinery solutions have helped other business grow and prosper by being more efficient and using technology to their advantage. As regional manager I pride myself on working closely with my clients to ensure they get the right equipment for their projects and requirements and the equipment supplied exceeds their expectations. I'm always here to help so please either call me or contact via email.

LET'S TALK AND SEE HOW WE CAN HELP YOU



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PAYING FOR ITSELF

HORIZON STITCHLINER



ESSEX PRINTER AND PUBLISHER **MAYPOLE PRESS'S** HORIZON STITCHLINER HAS BEEN IMPROVING THE BOTTOM LINE SINCE IT WAS INSTALLED. IT HAS ALSO STREAMLINED WORKFLOW AND INCREASED PRODUCTION SPEEDS EXPLAINS DEAN ROBINSON, PRINT MANAGER OF MAYPOLE PRESS:

“ It has been paying for itself since day one, there are a couple of jobs alone that will cover the cost of the investment over the year. We had an older Duplo system and it was time to upgrade. We saw the **Horizon StitchLiner** in operation at Print Efficiently and then we went to see it at an IFS customer. We liked the robust build and the fact you can adjust the thickness of the book to give a nice tight fold.

The good quality collators aid production and workflow, the trimmer gives a neater edge and the whole system is easy to set up and run. I even set it up the other day following prompts on the touch screen. There is no downtime and we no longer have any bottlenecks.

It is a necessity, we couldn't do without it. We have one weekly job that is about 8,000 A4 magazine averaging 32pp and we completed it in half the time. Many of our jobs are short runs. We can interrupt longer runs on the StitchLiner but because it finishes the work so quickly we don't need to do that very often.

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It has been paying for itself since day one

CAST IRON IN THE MARKET

HORIZON BQ270V



DIGITAL PRINT SPECIALIST **CONCEPT COMMUNICATIONS**, PART OF PRINT AND INTEGRATED COMMUNICATIONS PROVIDER GROUP **PROCO**, HAS CHOSEN TO INCREASE PRODUCTION CAPACITY AND FLEXIBILITY WITH A **HORIZON BQ270V PERFECTA** BINDER FEATURING VARIABLE SOFTWARE.

“ We bought it to help with an annual spike in demand,” explains Alex Saunders, Production Director of the operation that runs Indigo presses and works with national and regional accounts including WHSmith, NFU and MTV. “We needed it to help produce 25,000 annual reports and accounts in five weeks. But it will also enable us to more efficiently meet demand all year round and ultimately that will give us extra capacity. We had a Morgana but that required offline creasing and set up time was a lot longer. The Horizon’s efficiency will allow us time to complete more work per shift.

We looked at Duplo and Morgana but there were a number of reasons we chose the **Horizon BQ270V**. We like its efficiency, easy set up using the touchscreen, make-ready times, reliability and service programme. It is cast iron in the market place. We are very happy with it. It is running great. Installation was easy. It has only been in a couple of months but it has been a fantastic addition. I can’t fault it at all. ”

It is cast iron in the market place

BINDERY WORKHORSE

PERFECTA 76 HTVC



WHEN THE **RNIB** BEGAN THE SEARCH TO REPLACE ITS AGING GUILLOTINE IT HAD A PARTICULAR KEY CRITERIA IN MIND. THE SYSTEM HAD TO HAVE A SOFT TOUCH - IT HAD TO DELIVER A HIGH QUALITY CUT WITHOUT IMPAIRING THE BRAILLE DOTS ON THE SHEET. AFTER WEIGHING UP THE MARKET AVAILABLE OPTIONS **STUART HALE**, PRODUCTION TEAM LEADER, CHOSE THE **PERFECTA 76 HTVC**.

“ We needed a guillotine that could cut at low pressures to stop the Braille from squashing. Now we can even cut labels and braille cards. We had a 20 year old ITO guillotine and had been looking for a replacement for a while. We liked the **Perfecta 76 HTVC** guillotine because we can pre-programme jobs easily on the touch screen and store jobs for a quick set up. The knife change is also much faster and this saves us up to 50 minutes at a time.

The system is a lot faster in setting up and running jobs. We are being asked to complete a lot more smaller jobs per shift so being able to set the guillotine up quickly means we can be more efficient. It is already paying for itself. We can do a lot more bespoke products because the system is easier to set up. It has been a workhorse in the bindery from day one. ”

We needed a guillotine that could cut at low pressures to stop the Braille from squashing

COST EFFECTIVE BOOKLETS

HORIZON SPF/FC-200



It is quick, easy to use and does everything we wanted it to do

SOUTHEND-ON-SEA GENERAL COMMERCIAL PRINTER URBAN DESIGN AND PRINT HAS CHOSEN TO SUPPORT DEMAND FOR ITS DIGITAL PRINT WITH INVESTMENT IN A HORIZON SPF/FC-200 BOOKLETMAKER WITH A HOF 400 AND A B3 FOLIANT VEGA 400 LAMINATOR.

“ We have had a Kodak NexPress for three years and interest in digital short-run work is increasing,” explains Jeff Chaplin, Managing Director. “We have a Muller Martini saddlestitcher but also needed something to handle the faster turnaround shorter run digital jobs more efficiently and cost effectively. We had been looking around for a while at what was on the market but liked the **Horizon SPF/FC-200** for a number of reasons. One of the main ones being that it takes a flat sheet and turns it into a booklet. There is no separate folding. Manually this would have taken us time before, now the jobs can be completed so much faster. This saves us time and frees up staff to work on other jobs. It is quick, easy to use and does everything we wanted it to do.”

The **B3 Foliant Vega 400** laminator was added to replace a hand-fed laminator: “This was a much faster decision,” says Mr Chaplin. “It was a no brainer. We saw it in operation at Print Efficiently – it is quick and cost effective. Now a job that was taking half a day takes just an hour or so. Both investments were about increasing automation to improve throughput and production speed. This makes the whole operation much smoother and enables us to profitably take on more short-run work.”

CONTACT CLIFF LANSLEY



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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