

WhatTheyTh!nk

Technology Outlook Week
LunchNLearn Webinar Series
Finishing

Trish Witkowski, FoldFactory.com

May 22, 2020

Get the most out of this webinar...

- SEND US YOUR QUESTIONS DURING THE WEBINAR
 - Q&A box is at the bottom of your screen
 - Please use Q&A box rather than raising your hand
 - There is a Q&A at the end
 - We may answer during the presentation
 - Any questions we don't get to will be answered offline and posted on the WhatTheyThink Technology Outlook page
- Downloadable archive—slides and audio—will be uploaded later today

Your Workflow's Finishing Touch



Ultimate
Bindery®

Features and



Validate Jobs for Finishing

- Validating means knowing a job will finish right for a selected combination of finishing devices before it gets printed to eliminate waste.



Eliminate Make Ready

- Reduce repetitive manual setups, reduce errors, and increase the number of jobs you get done in a day.



Link Prepress Workflow to Finishing

- Ultimate Bindery® provides a bridge between your prepress workflow and your finishing devices to achieve full end-to-end automation.

End-to-End Workflow



"With Ultimate Bindery®, we don't have to do jobs twice. We don't have people cutting things wrong. We cut it right the first time, and it's right on point."

- David Mawyer, COO at ProList

"End-to-End workflow automation is critical in our business. In the end, it's better quality, less labour, happier customers and a better bottomline."

- Dave Lokos, CEO at ProList

"Tools like Ultimate Bindery® really helped to create that environment that sets us apart so we can still push through many, many small orders on a daily basis and yet we still have the flexibility to be able to deal with those one-off specialty orders and provide excellent customer service across the range."

- Erwin Driever, VP Technology at Cober

By



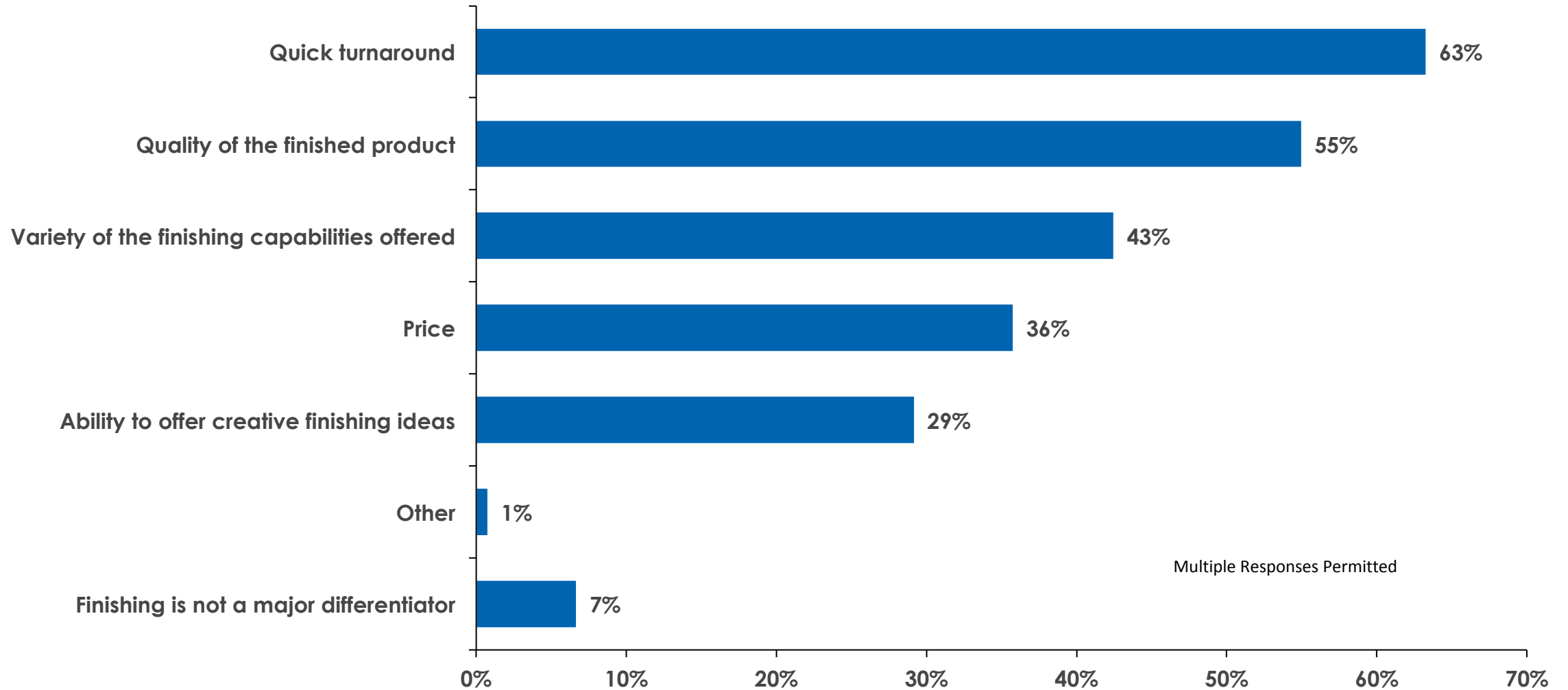
Ultimate
Technographics

More Info: imposition.com/software/bindery

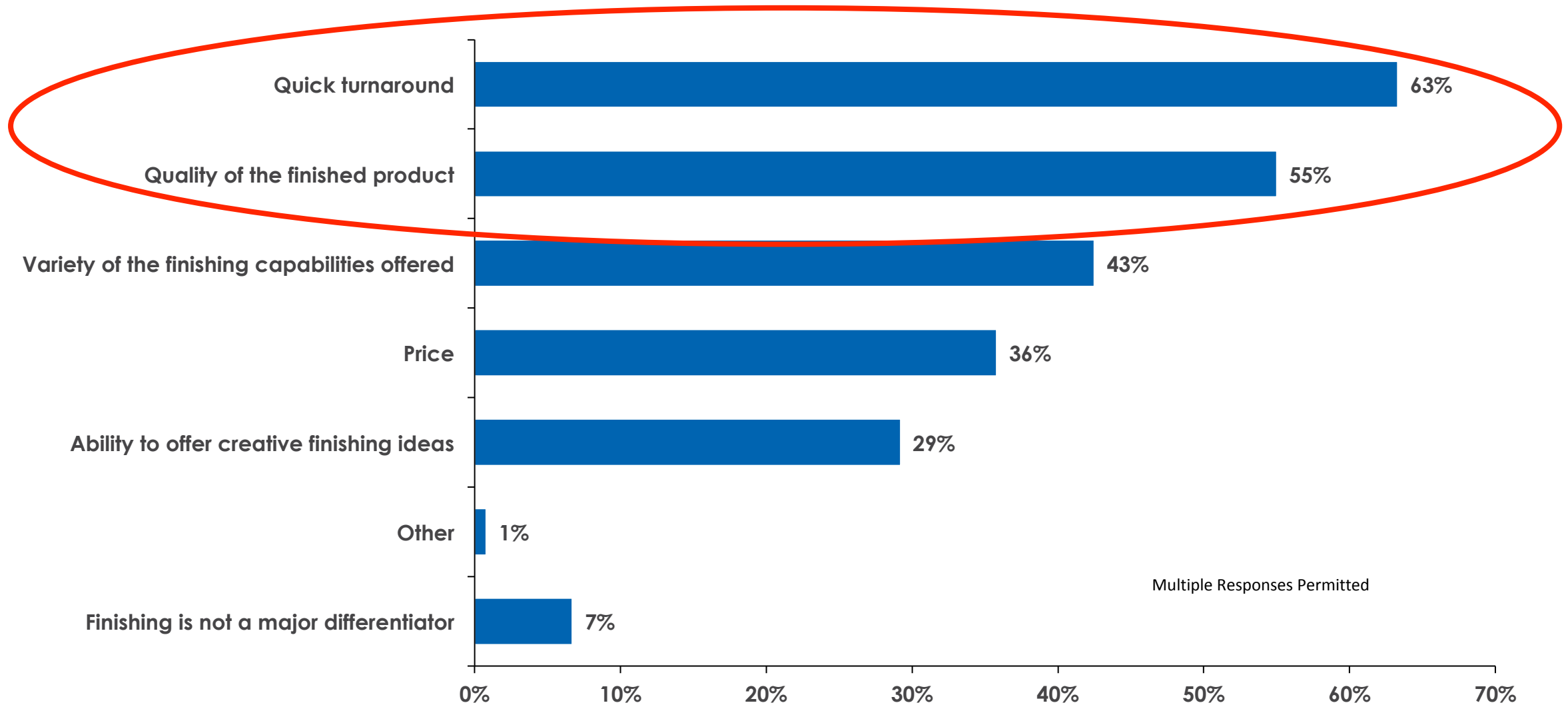
Today's Finishing Challenges:

- Talent pool of labor getting smaller
- Amazon paying workers over \$15/hr
- COVID “Social distancing”
- Limitations of the human body
- High-touch finishing tasks

Which of the following do you consider to be the biggest differentiators for finishing?



Which of the following do you consider to be the biggest differentiators for finishing?



Technology Outlook:

Robotic Assistance

Heidelberg Stahlfolder TH/KH 82-P



Push to Stop

16,000 Sheets per hour = 4–5 stacks per minute



Physical workload of the operator is the issue

Performance: 16,000 s/h → 4 – 5 Stacks/minute



The operator moves one large adult elephant per shift.
The operator is physically and psychologically not able to work in such short cycles.
Either the speed is reduced, or an assistant is needed.



Heidelberg Stahlfolder P-Stacker



MBO – CoboStack Palletizer





Horizon Think Smart Factory 2019, Kyoto Japan

Photo: Hunkeler

Robotic “COBOT” arm loading books into a Horizon BQ-270V Perfect Binder



COBOT = small collaborative robot designed to work safely with humans

“The event was the perfect opportunity for those in the industry to see first-hand how technology innovation and **end-to-end automation can transform** a factory in real-time.”

Don Dubuque, Director of Marketing
Standard

Technology Outlook:

Book Manufacturing

Vareo Digital Perfect Binder



InfiniTrim 3-Knife Trimmer

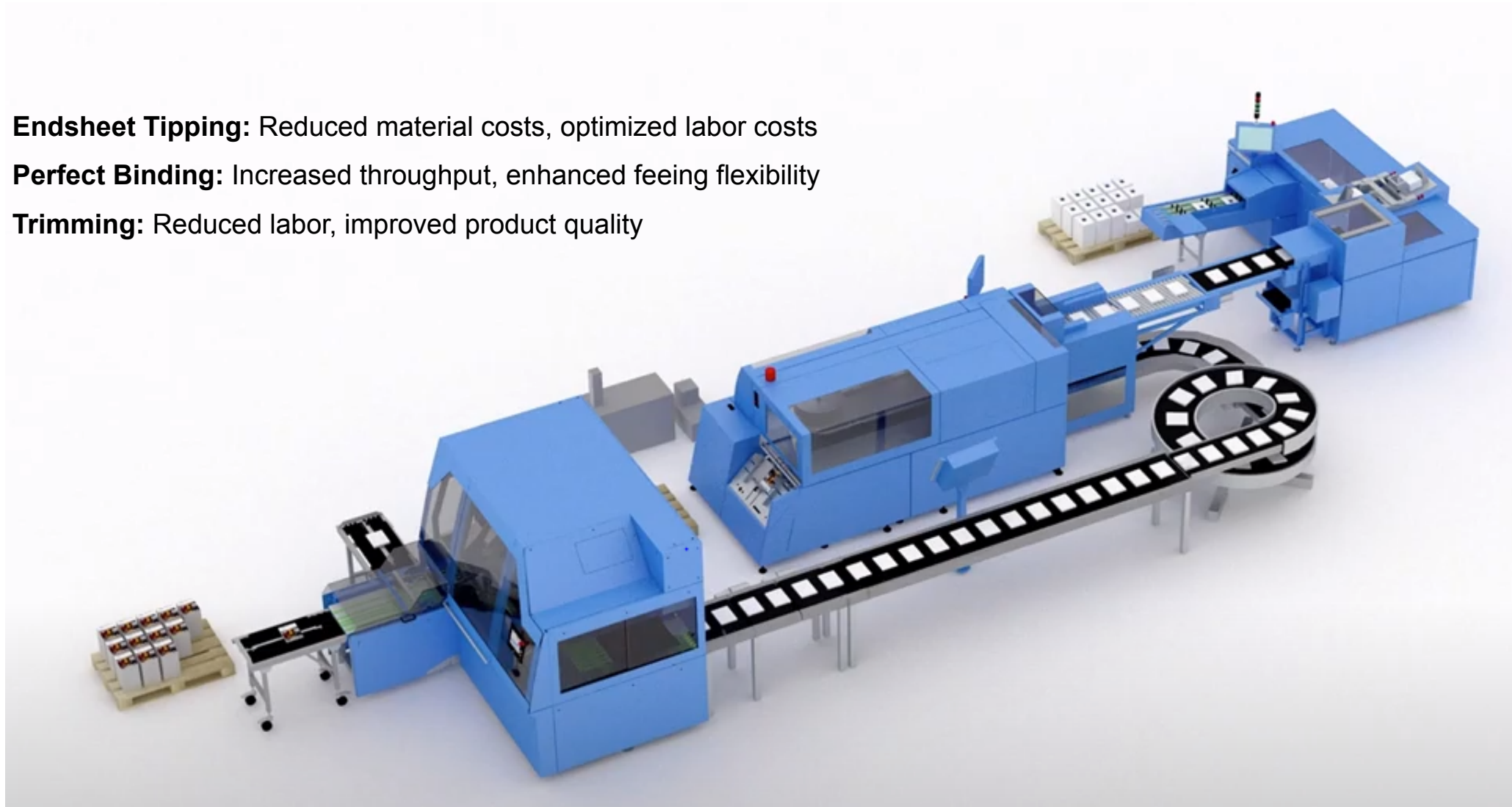


Vareo – InfiniTrim Hardcover Cell Configuration

Endsheet Tipping: Reduced material costs, optimized labor costs

Perfect Binding: Increased throughput, enhanced feeding flexibility

Trimming: Reduced labor, improved product quality



“Smart production is critical in today’s digital finishing environment, as shorter runs down to book-of-one become more commonplace and workflows become more complex. As a result, we find many customers asking for our **end-to-end, “file-to-finished product”** workflow solutions that intelligently manage production throughout the entire manufacturing process.”

Andy Fetherman, VP Sales and Technology
Müller Martini Corp.

Standard/Horizon HT-300 Three-Side Trimmer with iCE LiNK Technology



Perfect Binder + Trimmer Cell



“The faster the machine and the more productivity, the more that old, manual deliveries become the choke point. We see customers considering a **“cell style manufacturing”** environment where automated machines are arranged in a way so that a small number of operators can operate multiple machines.”

Lance Martin, VP, National Accounts and Marketing
MBO

Technology Outlook:

Cutting and Stacking

Tecnau Stack 1212 System for B2 Sheets



“We’re looking to eliminate guillotine labor and associated handling. **It could take 20 or more separate cuts on a guillotine to accomplish what this machine does in a single pass.** Reduced errors is part of the argument, along with improved job integrity, as the job is kept together in correct order right through the final stacks of output.”

Scott Peterson, Product Marketing Manager
Tecna

Duplo DPC-400 Dieless Digital Die-Cutter



Duplo

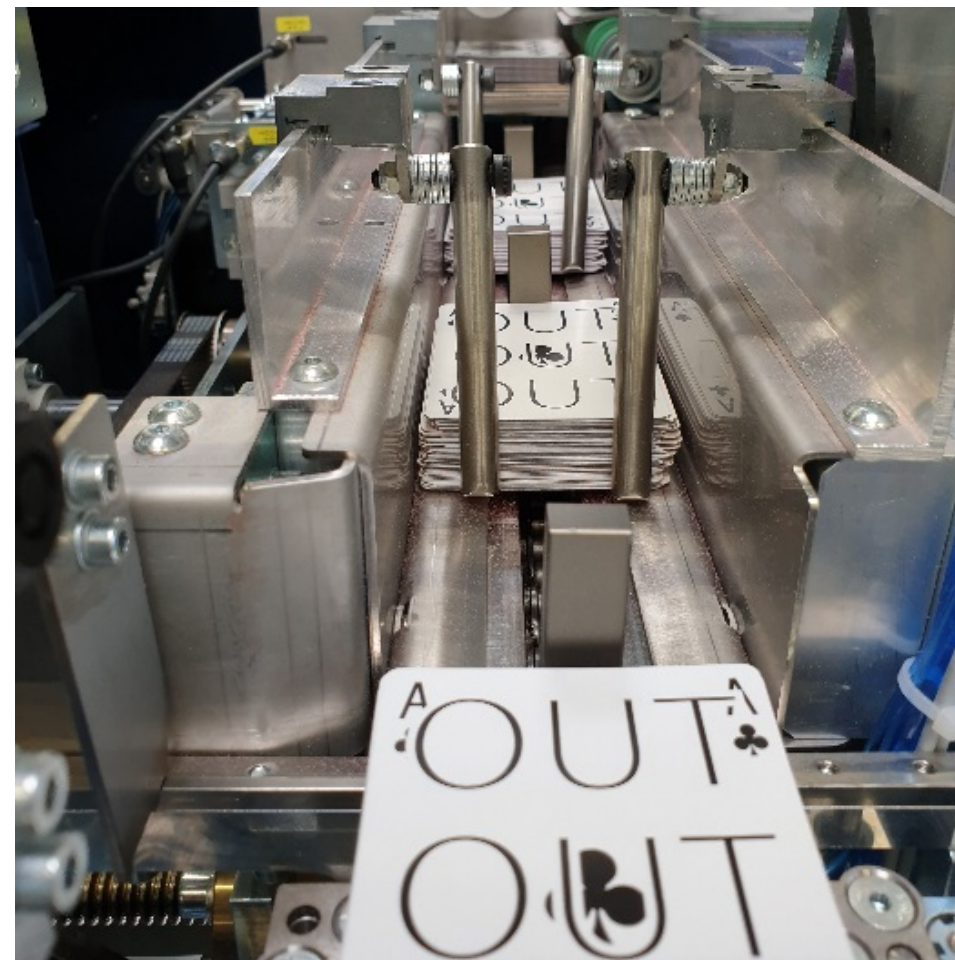
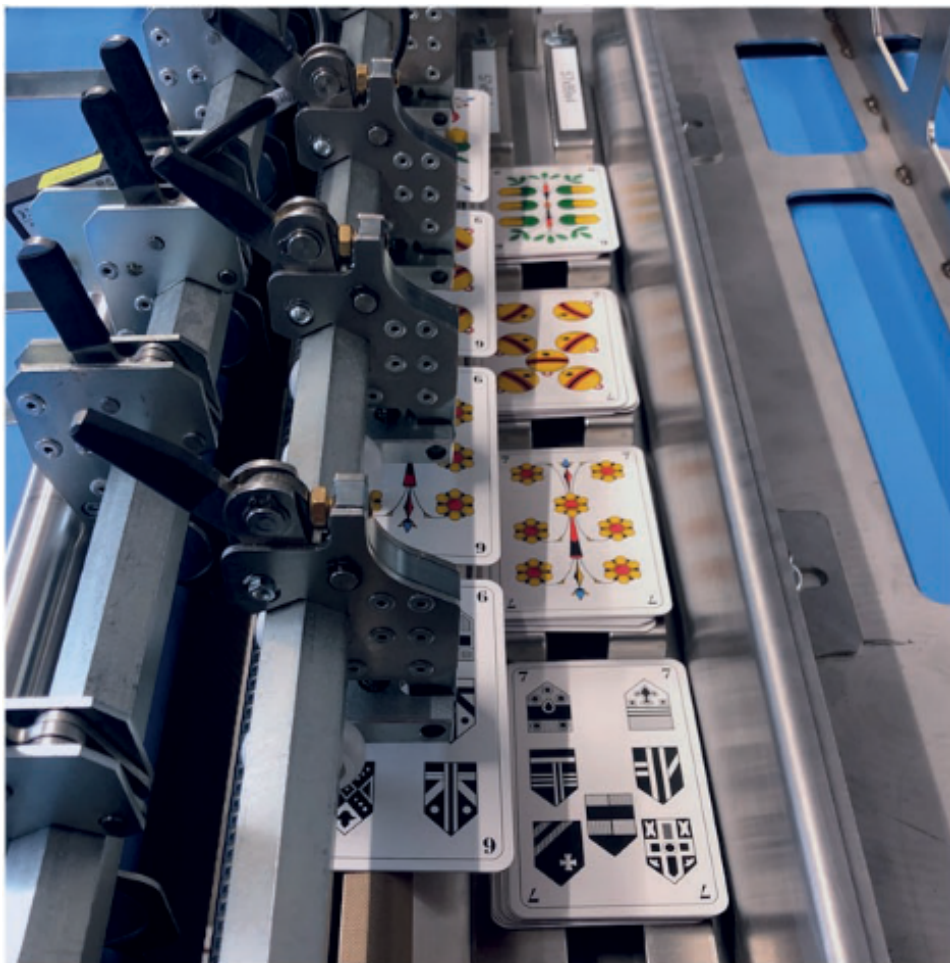
“We have been **back-ordered on this product** every month since Printing United in 2019. So far, the customers we have sold to use it to cut labels, decorative stickers and small craft gift boxes. Most of these users are NOT printers. They are small corporate companies manufacturing their product line that have a digital print workshop in-house.”

Si Nguyen, VP of Sales
Duplo

MBO – SmartPack100



MBO – Bograma ACC Deck-making Unit and STA550 Card Pile Stacker



“Cutting small products from large sheets at high rates of speed creates a **need for stacking and sorting** which can be a significant challenge. Without it, the only solution is more people to stack the product on the back end.”

Lance Martin, VP National Accounts and Marketing
MBO

Technology Outlook:

Software and IoT

“Where pXnet is primarily focused on JDF equipment set-up, **iCE-LiNK takes advantage of the IoT** and is more focused on monitoring the efficiencies of equipment and operation to improve overall efficiencies and stay ahead of potential issues that may cause unnecessary downtime.”

Don Dubuque, Director of Marketing
Standard

Heidelberg: Postpress Data Ready

Horizon: iCE LiNK

MBO: Datamanager 4.0

Muller Martini: Connex Workflow System

Ultimate TechnoGraphics: Ultimate Imposstrip Automation

And on and on . . .

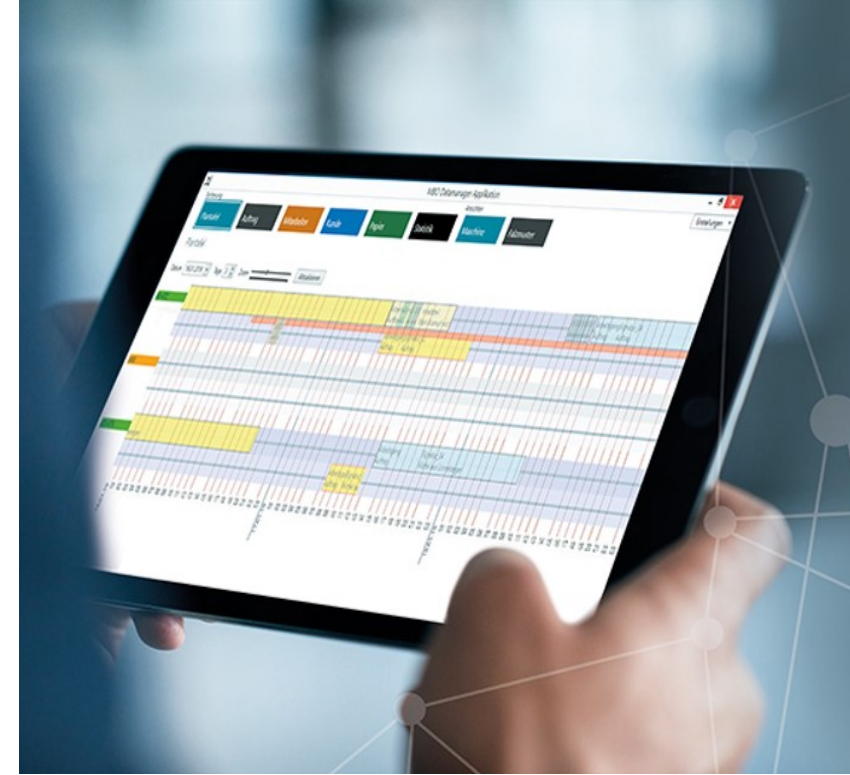


Image: MBO

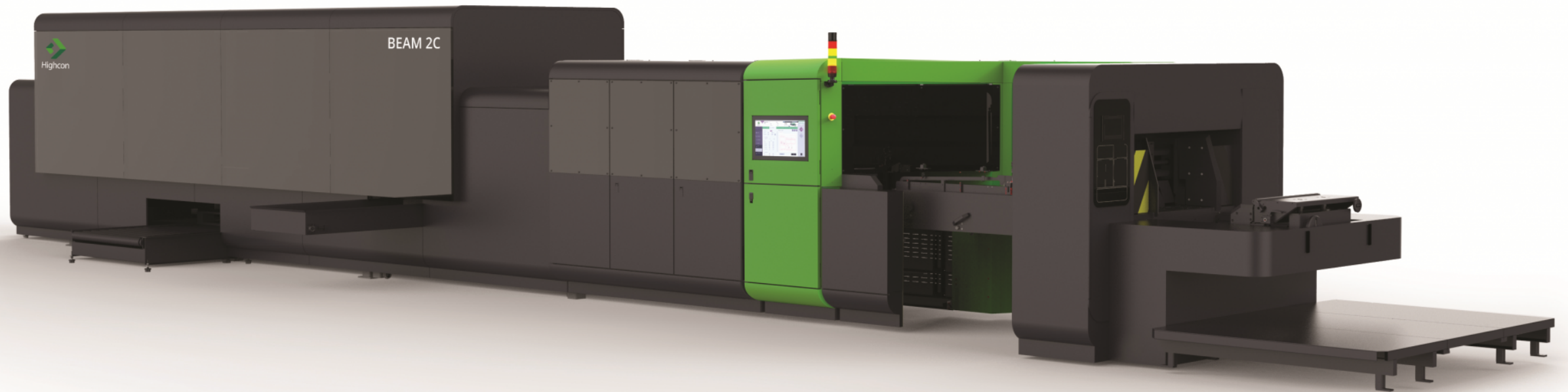
“Print manufacturing is under massive pressure due to faster turn around on short runs, and is increasingly susceptible to a shortage of trained staff. Our customers say that **once you move towards finishing automation you never want to go back.** The enhanced productivity and increased throughput is a game changer.”

Julie Watson, CEO
Ultimate Technographics

Technology Outlook:

Packaging and Shipping

Highcon Beam 2C



Highcon

“Reduced dependence on outsourcing is key. Some Highcon customers have seen an uptick in the volume of work they have received due to their ability to produce packaging in-house without the dependence on outsourced die-making and other services.”

Shelagh Hammer, Dir. Marketing and PR
Highcon Systems

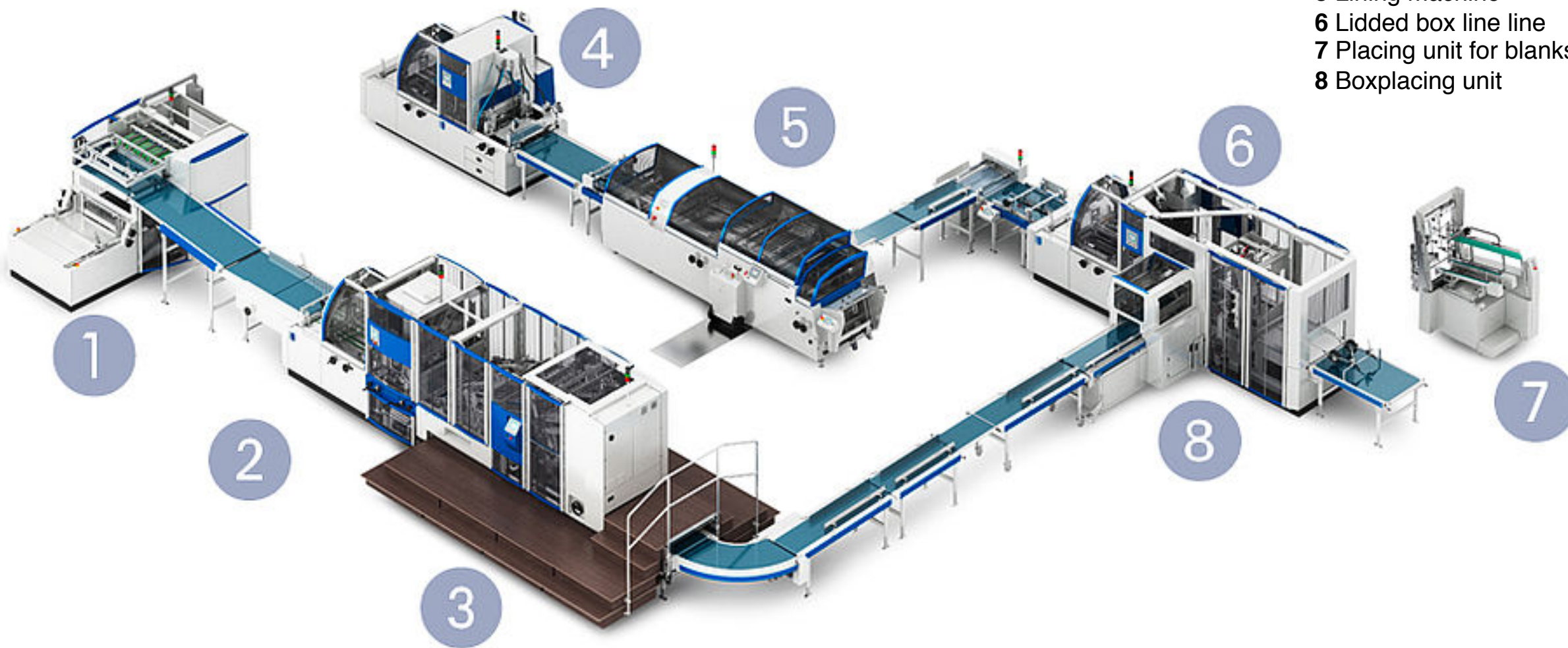
Kolbus AutoBox



KOLBUS.

KOLBUS – BOXline

- 1 Grooving machine
- 2 Corner puncher
- 3 Box making machine
- 4 Magnet inserter
- 5 Lining machine
- 6 Lidded box line line
- 7 Placing unit for blanks
- 8 Boxplacing unit



KOLBUS.

Technology Outlook:

Direct Mail

MBO – DPS 60




B&R Moll Flexcut 760 System



“We are seeing many printers **jumping on an opportunity** to help small, medium, and large businesses market and advertise during these times of COVID. The Laminated Card market has always been seen as a great way of offering “deals” to customers.

Kevin Moll, VP of Sales
B&R Moll Inc.

Perfect Binding	Saddle Stitching	Hardcover	High-Speed Inkjet Finishing
 <p>Vareo</p>  <p>SigmaTrimmer</p>  <p>Infinitrim</p>  <p>HDHD 143</p>  <p>Alegro Digital</p>  <p>KM 200</p>	 <p>Presto II Digital</p>  <p>Primera MC Digital</p>	<p>Diamant MC Digital (Casing-In)</p>   <p>Endsheet Tipper</p>  <p>Ventura MC Digital (Sewing)</p>	<p>SigmaLine (Signature Folding & Collating)</p> 

Technology Outlook:

COVID Ideas and Strategies

“With people at home feeling isolated and wanting to stay in touch through birthdays, holidays and other occasions, we’ve seen **the rise in the W2P segment** from potential customers and, of course, for our customers that are already in this segment.

Lynn Kolevsohn, Dir. of Marketing
Scodix

Scodix – W2P kit for printers



“We turn our Rotary Die Cutter System into a Roll Fed System that can take the PET materials and diecut the Face Shields via a magnetic cylinder and flexible die plate or an engraved die roll. After the masks are die cut and stripped out of the matrix, the waste is rewound, and is able to then be recycled.

Kevin Moll, VP of Sales
B&R Moll Inc.

MGI JETvarnish – embellished face shield concept



“Right now, we’re pitching **new creative and relevant applications** that can help printers make money and differentiate themselves to the market.”

Kevin Abergel, SVP Sales and Marketing
MGI

Technology Outlook:

Final Thoughts

Today's Key Take-Aways:

- Automation is an industry-wide commitment
- Robots and COBOTS have arrived!
- Automation is about more than just automating tasks
- There is way too much finishing innovation to talk about (and that's a good thing!)



Q&A

Send us your
questions!

Coming Up!

- Printing News 100 Top Shops—June 24, 1 pm ET
 - Special guests TBA



Printing Outlook 2020 Special Report

Featuring:

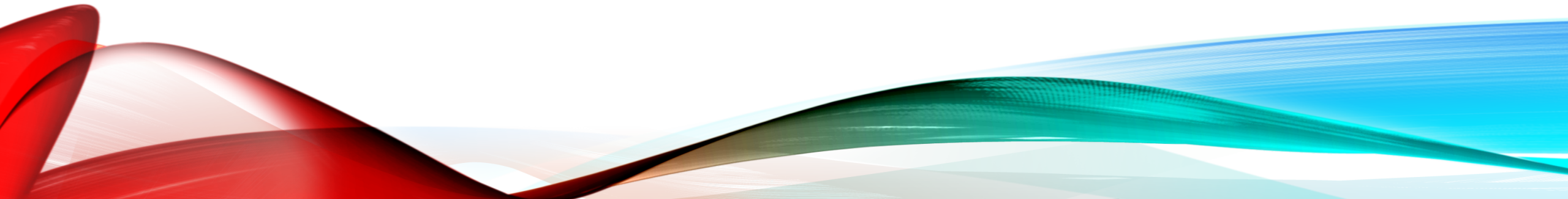
- The results of our Fall 2019 Business Outlook Survey
- Industry and macroeconomics data
- Industry trends and forecast

Includes COVID-19 Update

WhatTheyTh!nk

 @whattheythink

Thanks for joining us!



Thank You!