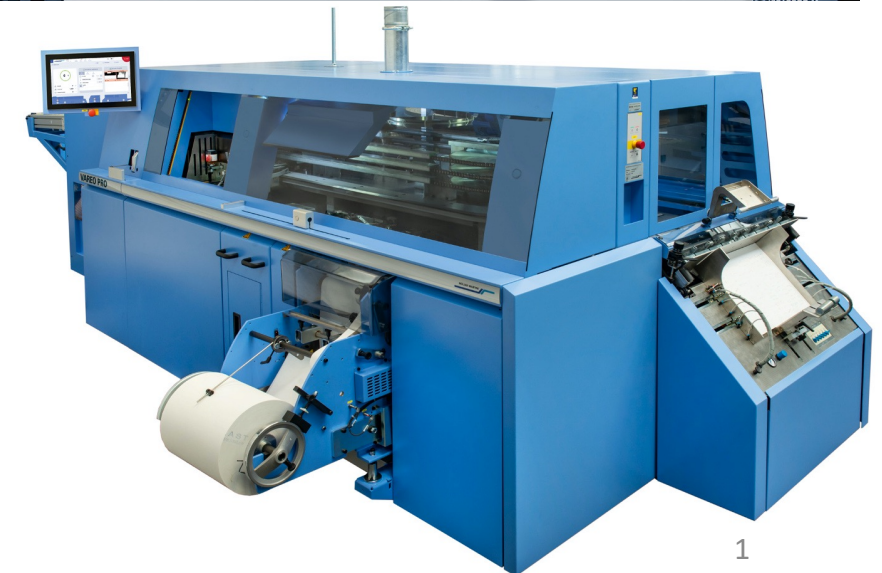
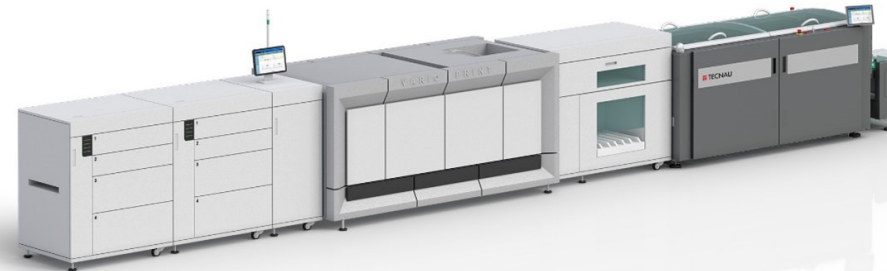


# What They Think!

## Technology Outlook Lunch N Learn Webinar Series Finishing

Trish Witkowski, Fold Factory

May 17, 2022



# Get the most out of this webinar...

- SEND US YOUR QUESTIONS DURING THE WEBINAR
  - There will be a Q&A at the end
  - Q&A box is at the bottom of your screen
    - Please use Q&A box rather than Chat box
- Downloadable archive—slides and audio—will be uploaded later today



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**Horizon**



*AFV-566FKT Folder*



*Roll-to-Cut/Stack Solution*

**hunkeler**  
dip



## Flashback: **2021 Finishing Challenges:**

- **Workers not returning to work**
- **Amazon paying workers \$17/hr + Bonus**
- Limitations of the human body
- High-touch/high risk finishing tasks
- Talent pool of labor getting smaller
- Shorter runs = more makereadies

## 2022 Finishing Challenges:

- **Supply chain issues**
- **Generate more productivity with fewer workers**
- **Maximum efficiency, minimal waste**
- Limitations of the human body
- High-touch/high risk finishing tasks
- Talent pool of labor getting smaller
- Shorter runs = more makereadies

# **2022: Finishing Automation Hits Its Stride**

Technology Outlook:  
**Fold and Stack**

# MBO – Autonomous Production System





Heidelberg Stahlfolder KH 82 with Pallet Feeder



# Heidelberg Stahlfolder P-Stacker



Technology Outlook:

# Die-Cut

Horizon RD-N4055



 **STANDARD**  
**Horizon**

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# Koenig & Bauer CutPro Q 106



KOENIG & BAUER

WhatTheyThink



# Bograma STA 550 R Stacking Delivery



# B&R Moll FlexCut 760 Digital Rotary Die Cutter



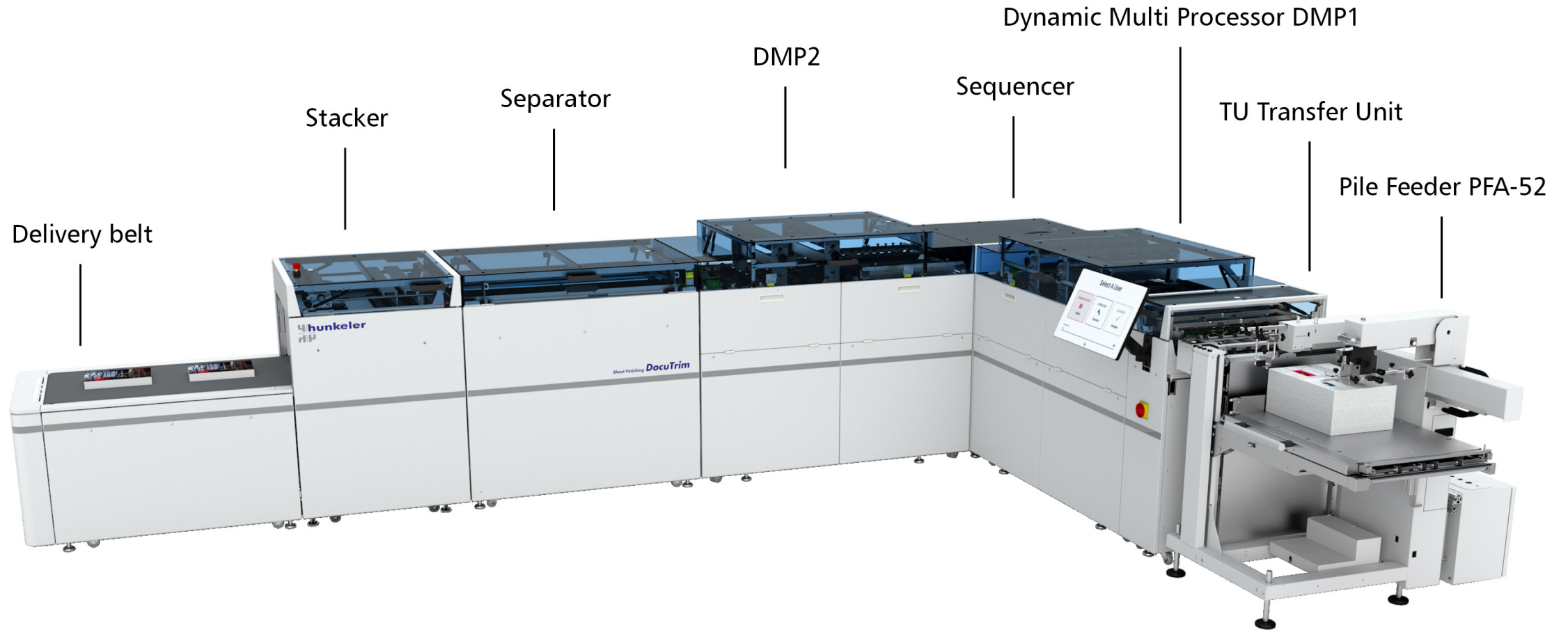
# Rollem Insignia 6 Die-Cutter



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Technology Outlook:  
**Trim and Splice**

# Hunkeler DocuTrim

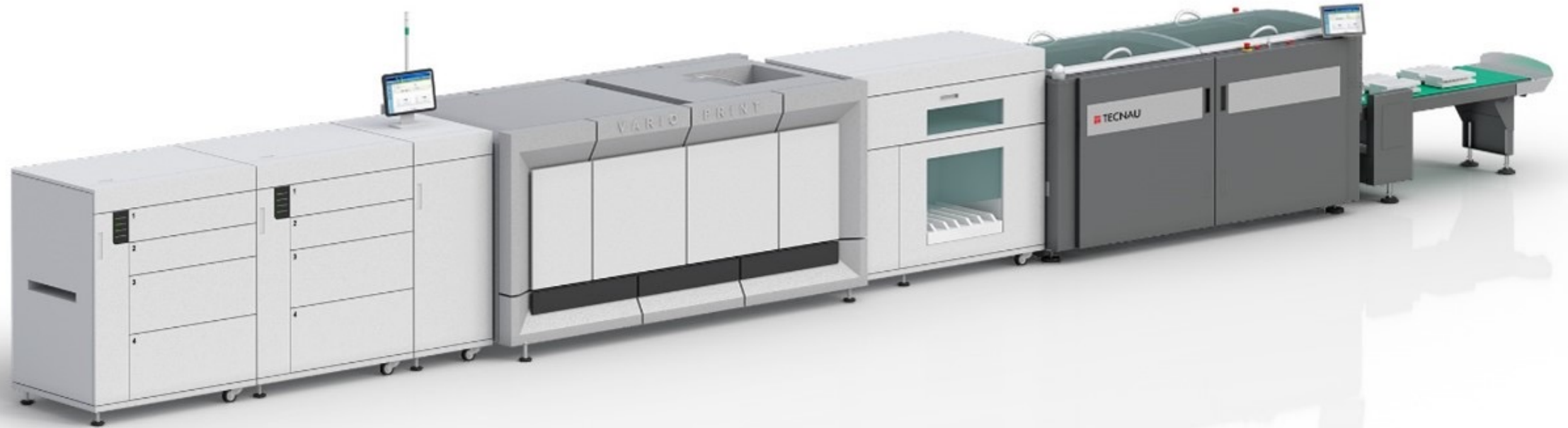




# Hunkeler RX8 Roll Changer and Splicer



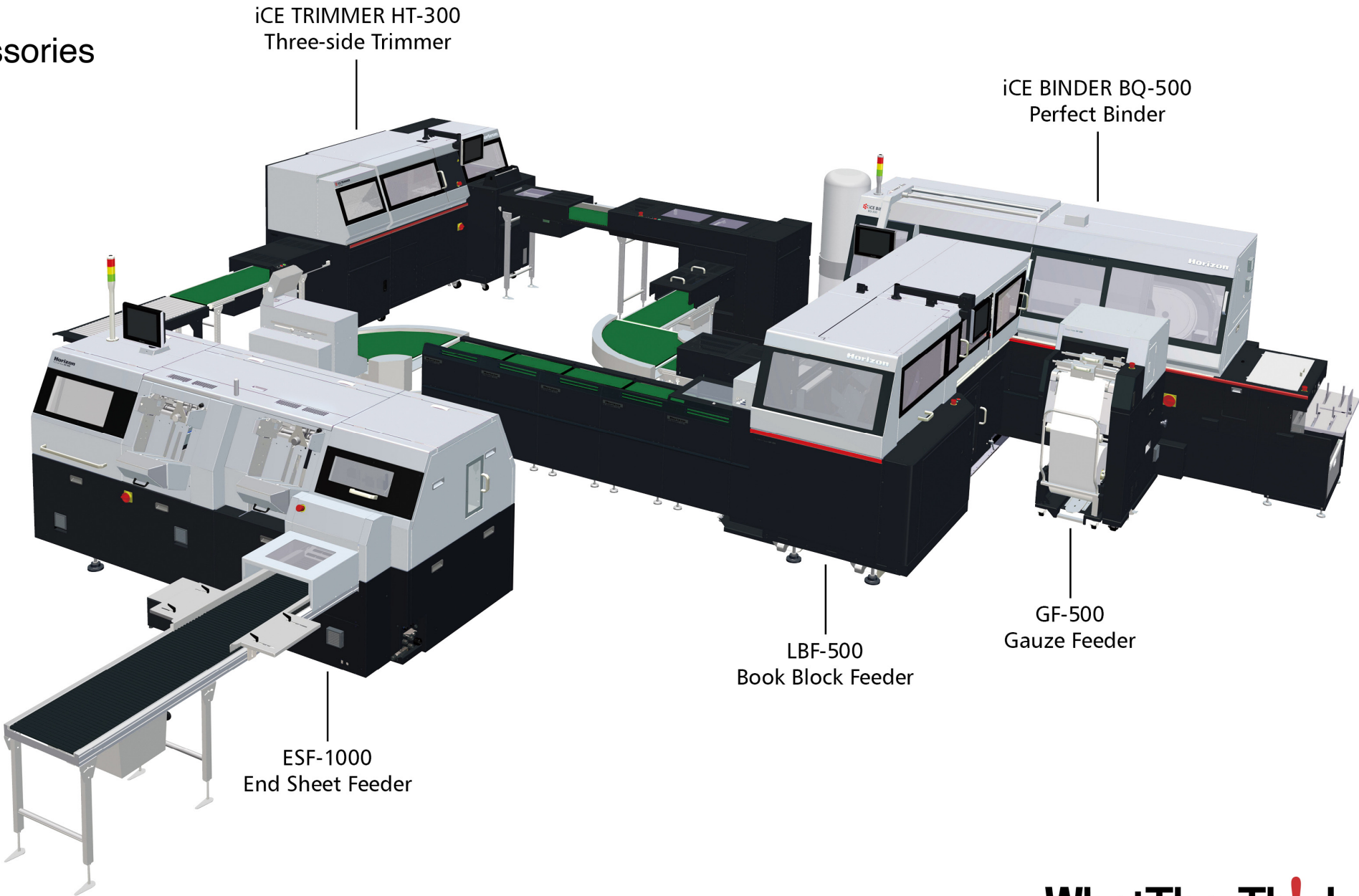
# Tecnau BookReady



Technology Outlook:

# **Book Manufacturing**

# Horizon BQ-500 Perfect Binder Accessories





Muller Martini Prinova  
Saddle Stitcher



Muller Martini Primera Pro  
Automated Saddle Stitcher





# Muller Martini Vareo PRO Perfect Binder



**MÜLLER MARTINI**

**WhatTheyTh!nk**

# Muller Martini Publica PRO Perfect Binder



Technology Outlook:

# Software



Highcon

+

tilia phoenix



Polar Compucut



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Technology Outlook:

# Packaging

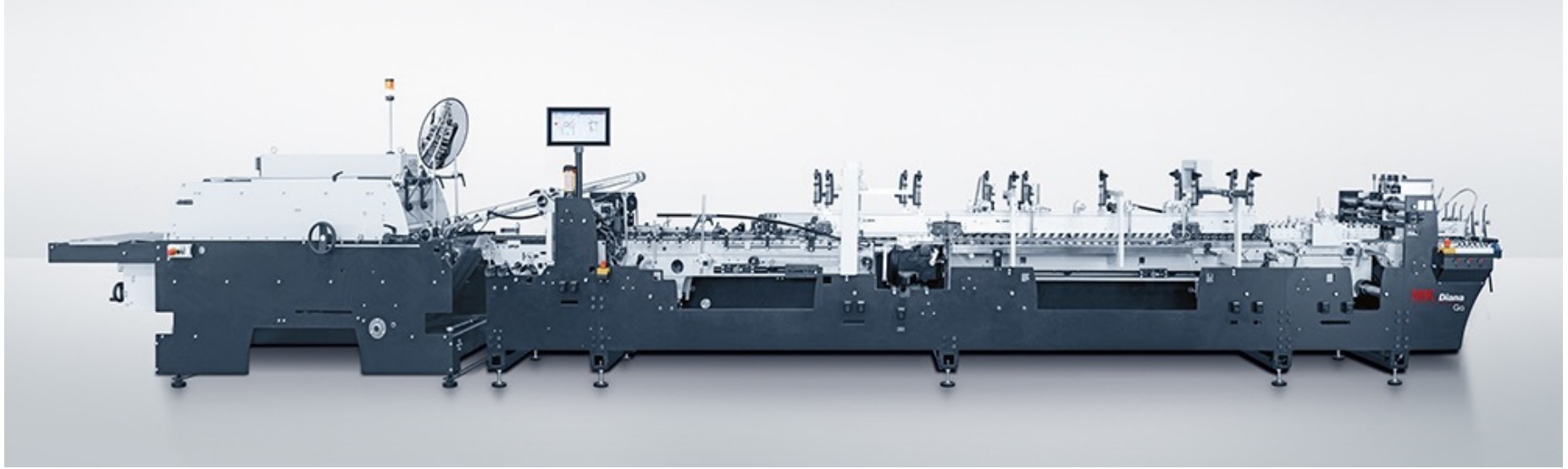
Easymatrix 106 C/CS



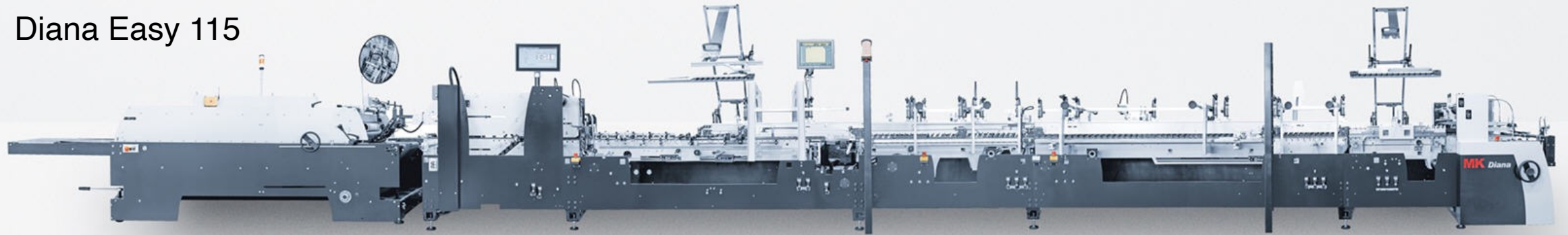
**MK** Masterwork  
**HEIDELBERG**

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Diana GO 85



Diana Easy 115





**Ultimate**  
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# The Ultimate Partner in Imposition and Finishing Automation

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## Ultimate Classroom Webinar

Bindery Automation – Necessity or Nice to Have?

Andrew Bailes-Collins, Head of Product Management  
Live webinar on Thursday, May 26<sup>th</sup> @10AM EST

Save you spot at [www.imposition.com](http://www.imposition.com)

Technology Outlook:  
**Embellishments**





## **The Print Finishing & Embellishment Event**

Minneapolis / June 14 –16

# Thoughts on Finishing

Thoughts on:

# Supply Chain

“We find ourselves complimenting the market more and more, especially with changes in the material supply chain, and with PET and plastics becoming more and more difficult to obtain. We are seeing a **massive push into cutting 24 point paper** with coatings for CR80 loyalty / gift cards.”

*Carl D’Aguiar, Technical Sales, B&R Moll*



WhatTheyTh!nk

“Supply chain has had a large effect on all aspects of our business. **It has made inventory control very important . . .** You do not want to waste a main board or motor on a machine that will sit in a warehouse for 6–8 months, when it could have been used in a much more popular device. . . . Products that have aged/sales have slowed may see a more rapid end-of-life to save parts resources for newer models.”

*Rick Salinas, VP Marketing, Duplo USA*

**Duplo**

**WhatTheyTh!nk**



Thoughts on:

# Trends

“Over the past few years, there’s been an awakening to sustainability being pushed down from brands and specifiers . . . More and more consumers demand that transparency and **want the comfort of knowing their products were created with greener processes.** Scodix focuses on productivity, reduced waste, and sustainability, and is the perfect answer to the sustainable messaging brands are asking for from their printers.”

*April Lytle, Regional Marketing Manager US, Scodix*



“The **trend toward B2 paper sizes** is continuing to grow as printers strive to be more efficient and reduce costs. Equipment suppliers must meet this need with appropriate devices. Duplo will release no less than three devices in 2022 to meet this trend—one of which is a B2 spot UV coater with inline foiling.”

*Rick Salinas, VP Marketing, Duplo USA*

**Duplo**

**WhatTheyTh!nk**

Thoughts on:

# **Pandemic-Driven Changes**

“Last year, we predicted that our successful pivot to a live virtual demonstration model would be used long after the pandemic. Our customers have been able to see specific applications run . . . and get their questions answered without having to travel to our national demo facility. This has proven true, as **we continue to do many demonstrations virtually**. However, customers have started visiting our demonstration center in-person as well, which is great to see.”

*Don Dubuque, Director of Marketing, Standard Finishing Systems*





Thoughts on:

# Labor Challenges

“In all mature markets, the difficulty to find qualified personnel is a major challenge, and we see growth opportunities in products which are supported by digital transformation and in **solutions which significantly reduce the need for personnel.** In that respect there will be product launches in digital book production and hardcover production as well as a new solution for digital saddle stitching in the months to come.”

*Andy Fetherman, President and CEO, Muller Martini*



“With upheavals such as Covid-19, supply chain disruptions, and the demand for shorter lead times, it's no longer just survival of the fittest, it's **survival of the quickest**. Business that can adopt first to changing demands, will come out on top, and this means investing in solutions that help produce more jobs per shift with maximum efficiency and reduced waste.”

*From Galit Beck, Senior Marketing Manager, Highcon Systems, LTD.*



“The lack of labor, especially in production plants, put pressure on the production volumes and forced companies to look at higher output machinery and increased automation to find ways to produce the same or more with fewer people. **This brought the need to automate processes to companies that would never have considered it previously.**”

*Chris Raney, VP of Postpress, Heidelberg*

The logo for Heidelberg, featuring the word "HEIDELBERG" in a bold, blue, sans-serif font. A vertical bar on the left side of the "H" is split into green and yellow segments.

**WhatTheyTh!nk**

“The labor and turn time expectations have continued to push the market to find ways to be more productive with less cost and labor. We might augment that traditional statement by saying that we are providing solutions where the print service providers are now able to **produce much more with the same labor force**. Nobody is cutting talented finishing people these days—it’s a goal to find ways to make them more productive.”

*Lance Martin, Vice President of Marketing, MBO America & Komori America*



Technology Outlook:

# Key Take-aways



## Today's Key Take-Aways:

- Print finishing automation has hit its stride
- Goal: Make the workers you have more productive
- Artificial Intelligence is the next wave in the bindery
- This is only the beginning

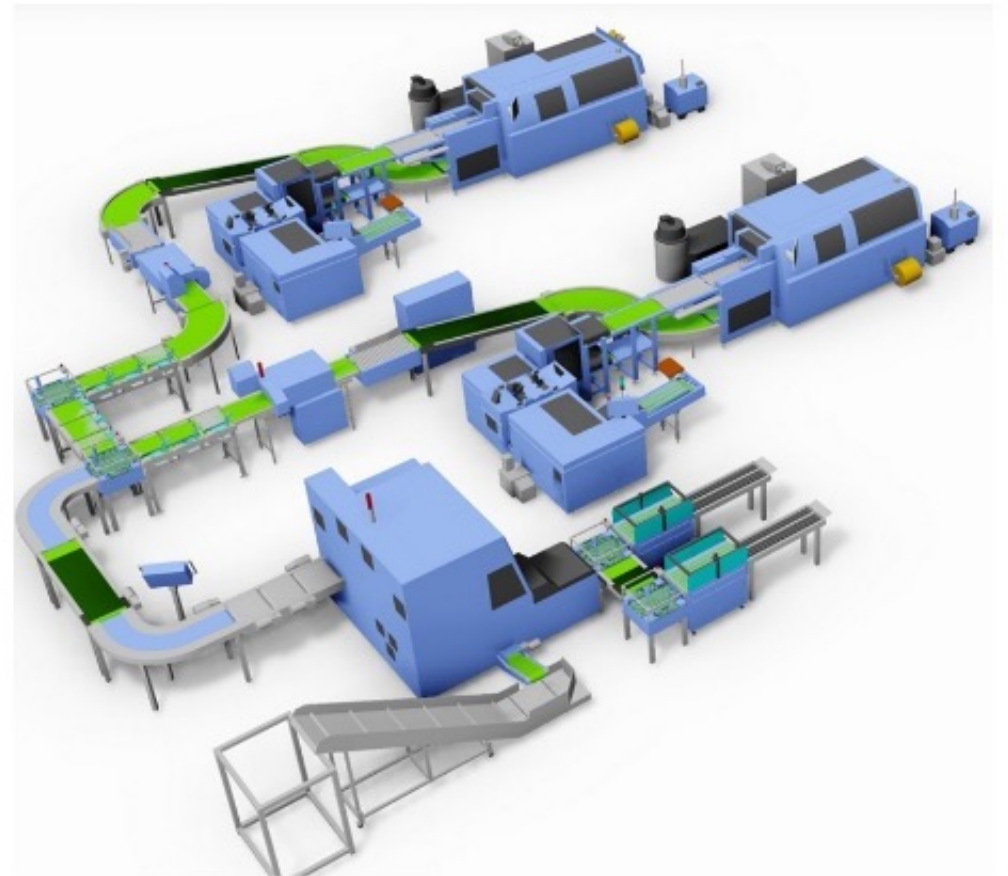
# MÜLLER MARTINI

Müller Martini is the world's largest producer of print finishing solutions for commercial and book printers, trade binderies, newspapers, and digital book manufacturers. Müller's innovative workflow solutions optimize processing efficiencies, while helping to build new revenue streams.

With U.S. headquarters in Hauppauge, New York, Müller's sales and support team provides training and responsive service to printers and binderies nationwide.



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# Q&A

Send us your  
questions!

# Upcoming Webinars

- eProductivity Software Solutions
  - Tuesday, June 21
- Top 100 Small Printers
  - Wednesday, June 22 w/Richard Romano and this year's winner (TBD)

*All times at 1 pm ET*

- For more information and to register visit [whattheythink.com/webinars](http://whattheythink.com/webinars)

**Thank You!**