

Muller Martini Training



MM Services

Busy times in the Blue Salon

Three complete softcover and hardcover lines as well as a backgluing line and a thread sewing machine – the Muller Martini Blue Salon showroom for Kolbus brand machines, located in the northern German city of Rahden, is the ideal demonstration and training center for customers and technicians.

Your strong partner.

MÜLLER MARTINI



Most days there is a hub of activity in the Blue Salon. There is a historical basis as to why it is called the Blue Salon. Customer demonstrations used to take place in the Kolbus assembly hall. After the machines were cleaned to a shine, they were covered with a blue cloth. Kolbus, located in Rahden, has had its own training and demonstration center for quarter of a century – complete with a blue floor, of course.

“We offer demonstrations, training and tests in the Blue Salon,” says Frank Uhlemeyer, Head of Sales at Muller Martini Bookbinding Systems GmbH in Rahden.

- ▶ The demonstrations are based completely on customer needs. Demonstrations are held for them involving the machines they are interested in – some with materials that they bring themselves. The focus here is on individual machines as well as optimized production processes, such as quick changeovers between two different orders.
- ▶ The training is geared toward customers’ machine operators and technicians and – increasingly over the past few months – also for Muller Martini’s (service) technicians and sales staff who want to familiarize themselves with the Kolbus systems.
- ▶ With the tests, customers send their materials to Rahden and then receive a video in addition to the often specialized and complex end products. In exceptional cases, the customers watch the test live on-site.



Customers from around the world watch demonstrations of the latest machines in the Blue Salon.

The Blue Salon contains 30 Kolbus machines – spread across seven different systems: three softcover lines (KM 610A/8,000 cycles/hour, KM 412E/18,000 cycles/hour, KM 200/digital print finishing, three hardcover lines (BF 513/30 cycles/minute, BF 530/70 cycles/minutes, EMP 513/30 cycles/minute) and one backgluing line (RF 700). “This allows us to cover 75% of the Kolbus brand equipment range,” says Manuel Seewald, Head of the Blue Salon.

The Kolbus machines were recently supplemented with a Muller Martini Ventura MC 160, which means thread sewing demonstrations are now also possible in the Blue Salon. “Our customers appreciate not only the enormous diversity of machines and cross-type full softcover and hardcover lines but also the fact that they can have a look at the foundry and production plant for themselves,” says Lukas Budde, Sales Assistant at Muller Martini Bookbinding Systems GmbH in Rahden.

In addition to customers, the four longtime instructors also welcomed a number of employees from Muller Martini to the Blue Salon during what has been a busy year. There have been no fewer than 27 courses for technicians in recent months. “The Blue Salon has made a substantial contribution toward helping them increase and deepen their knowledge of Kolbus machine,” says Frank Uhlemeyer. “This know-how is crucial so we can continue to provide Kolbus customers with optimal support in the future.”

Demonstrations and Training at

4

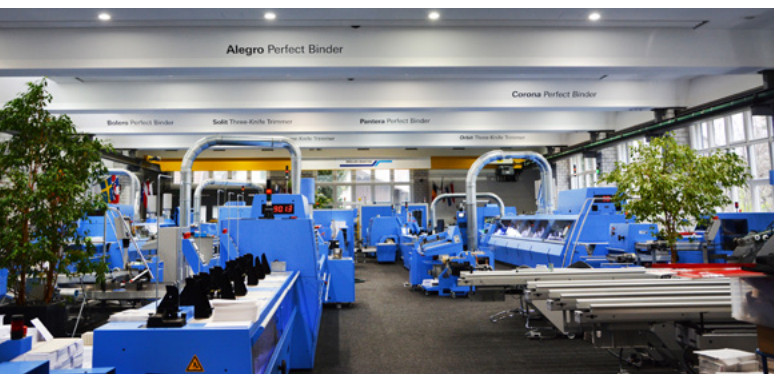
Locations

In addition to the Blue Salon in Rahden, Muller Martini currently has three other training centers, with the following machines at present:



Print Finishing Center, Zofingen (CH)

- ▶ Primera MC saddle stitcher with Robusto compensating stacker
- ▶ Primera MC saddle stitcher standard
- ▶ Presto II digital saddle stitcher
- ▶ Presto II saddle stitcher
- ▶ FlexLiner inserting system
- ▶ FlexPack bundle processing system
- ▶ SigmaLine
- ▶ Connex Workflow System



Bookbinding Academy, Felben (CH)

- ▶ Vareo perfect binder
- ▶ InfiniTrim three-knife trimmer
- ▶ Pantera perfect binder with ZTM 3692 and Granit three-knife trimmer
- ▶ Alegro Digital perfect binder with VPN6-PUR nozzle, MOD35, BSZ, ZTM 3694, Solit three-knife trimmer and CB18 book stacker
- ▶ Bolero perfect binder with VPN8-PUR nozzle, MOD40, ZTM 3696, VBA A461



Hardcover Forum, Bad Mergentheim (G)

- ▶ VenturaConnect (ZTM 3694, Connect 3241, Ventura MC 200)
- ▶ Ventura MC 160 book sewing machine
- ▶ Ventura MC digital thread sewing machine
- ▶ Hardcover inline line: Autoload & Fastbook, RPM/GPM, VBA, Collibri 2 shot, RPM, belt control, Solit, Diamant MC 60 bookline, EP MC 680, BLSD 650
- ▶ Diamant MC Digital Book of One bookline