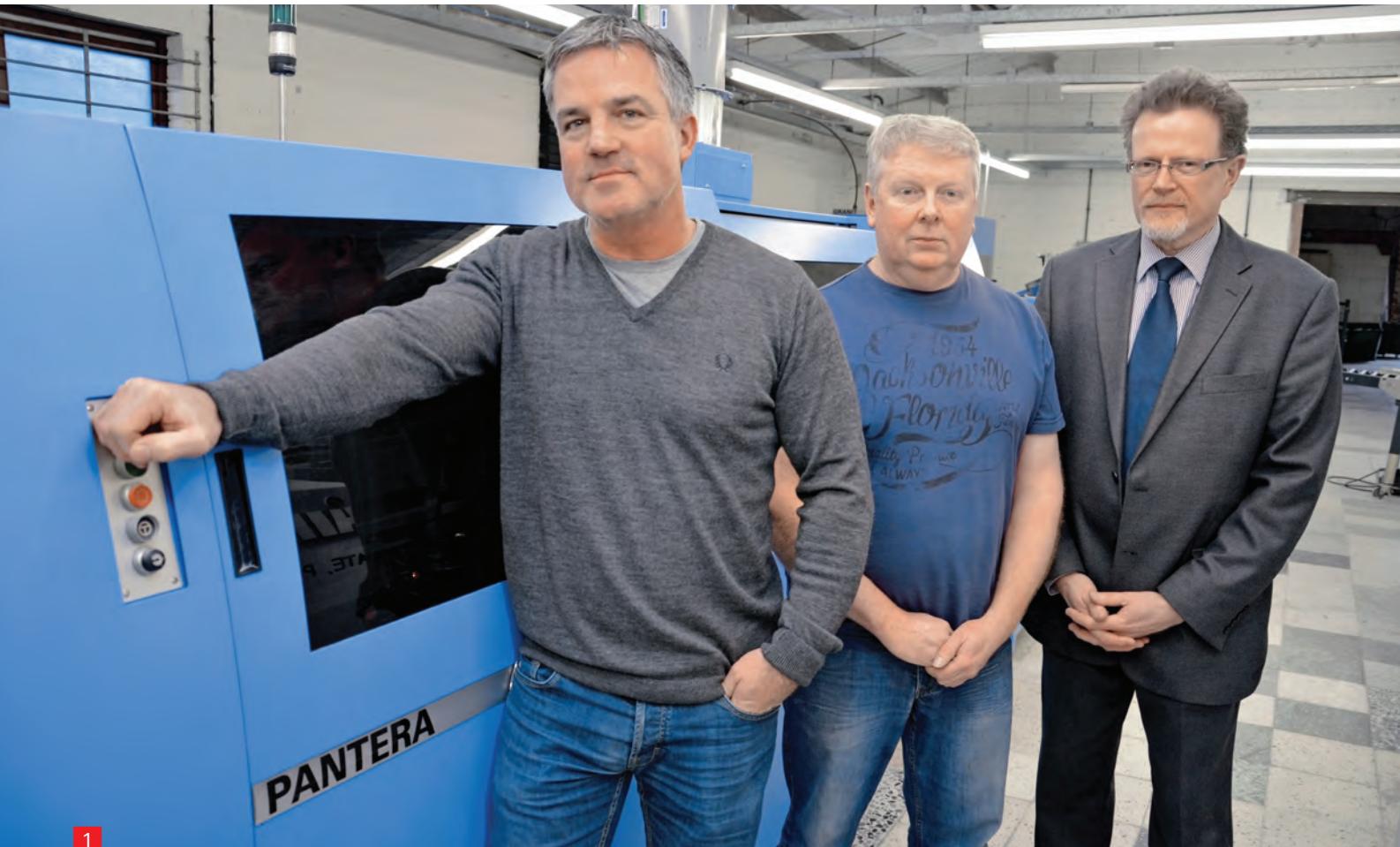


# Jobs of 20 Copies Call For Short Make-Ready Times



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Since increasing numbers of customers began asking Finishline Print Finishers Ltd. to perform softcover jobs, the family business in Hollinwood near the English city of Manchester has replaced its small manual perfect binder with a fully automated Pantera line featuring the new Granit three-knife trimmer from Muller Martini.

► Finishline has offered its customers, most of whom are printing plants from England's North West, the Midlands or the county of Yorkshire, perfect binding services for two years now. As it only performed a modest volume of such jobs, however, the family business established in 1998 by Will Kilpatrick simply used a small manual perfect binder until last summer. "That was okay for short runs, but it wasn't well suited to jobs with a large number of copies," says the company owner and Managing Director.

Its production focus at that time remained squarely on saddle stitching, for which Finishline has used a 321 saddle stitcher since the end of the 1990s (described by Kilpatrick as "a fantastic ma-

chine that still runs impeccably thanks to the use of original spare parts") and a Bravo S from Muller Martini since 2005.

## A Natural Choice for a Former Apprentice with Experience of Muller Martini Systems

However, having experienced growing customer demand for softcover products, the Managing Director invested last year in a fully automated Pantera perfect binding line featuring a 12-station 3692 gathering machine, a Granit three-knife trimmer (see box) and a Uno book stacker.

In addition to his positive experiences since establishing the company ("as it happens I also worked earlier with Muller Martini machines as an apprentice"), there

**1** Will Kilpatrick (left), founder and Managing Director of Finishline: "The good price-performance relationship, the large size range, the high production speed, the PUR binding and the short make-ready times spoke in favor of

the Pantera." Center: Nick Keppie, Works Manager. Right: Martin Harrison, Project Manager at Muller Martini Great Britain.

**2/3** Like for perfect binding, Finishline uses systems from Muller Martini for saddle stitching, namely a 321 saddle stitcher (left) and a Bravo S.

were five key reasons why Kilpatrick opted for the solution from Muller Martini: "the good price-performance relationship of the Pantera, its large size range, its high production speed, PUR binding and, of course, its short make-ready times."

#### More and More Short-Run Jobs

Although Finishline, which employs 37 people in two shifts, now produces soft-cover jobs of up to a million copies (books as well as catalogs and magazines) thanks to its new perfect binding line, its number of short-run jobs is also on the rise. "That's, of course, due to the ever increasing importance of digital printing," says Kilpatrick. "And naturally we process signatures from both printing modes with the Pantera (as we also do with the Bravo S)."

More and more customers order 20 x 5,000 copies instead of 100,000 copies in order to cut storage costs, or a customer may simply require 20 softcover brochures. The Pantera, which was commissioned in August 2014, comes into its own in such cases thanks to its short job changeover times.



#### Investment in People and Machines

Finishline's success ("I'm confident that we'll continue to grow in the future") is not only down to the technical features of the machines used, says Kilpatrick. In addition to quick connection to the Muller Martini factory with MMRemote in the event of problems, the company's high productivity is also in large part down to its excellently qualified and highly motivated staff. The Managing Director explains that he pays them a significantly higher salary than the industry average in the UK.

"To get good print products, you need to invest not only in machines, but also in people." According to Kilpatrick, who

thinks nothing of stepping in himself if there is a lack of machine operators, a further reason was that "our machine operators can work both at the Pantera and at the Bravo S thanks to the similar operating concept".

[www.finishlineprintfinishers.co.uk](http://www.finishlineprintfinishers.co.uk)

## Granit Three-Knife Trimmer SmartPress Technology Ensures High Trim Quality

Finishline became the first English bookbindery to invest in the Granit from Muller Martini. The new three-knife trimmer, which is fully automated and has versatile uses in softcover and hardcover lines, impresses with consistent, first-class trim quality thanks to SmartPress technology.

The Granit uses Muller Martini's patented SmartPress technology, which has proven its worth in the upper performance range, to provide optimal, consistently high trim quality. It ensures a gentle and controlled pressing procedure in which all air between the sheets of paper completely escapes, even if the product is bulky.

The new three-knife trimmer can take full advantage of seamless automation in a

networked perfect binding line. The operator can perform the necessary fine-tuning directly on the central screen of the perfect binder during production. In addition, the trimming cassette and pressing pad can be exchanged in just a few steps, which contributes significantly to the short job changeover times of just three minutes.

The Granit also provides top-class trim quality in hardcover lines. The SmartPress technology meets all the requirements in this area too. In order to achieve short set-up times, the three-knife trimmer is easily connected to the commander of the casting-in machine, which enables size data to be transferred quickly.



The new Granit three-knife trimmer, which Uno uses upstream of a Uno book stacker (left) impresses with consistent, first-class trim quality thanks to innovative SmartPress technology.