

Tech-Ni-Tips

World Class Print Finishing Advice & Product Updates



On The Move

We are due to move into our new premises in the next few weeks. We are excited about this relocation into a two storey office and training centre that is **ten times larger** than our existing outlet.

We are still waiting for phone lines to become active and we will update you all very soon with all the necessary details.

IPEX Tickets Up For Grabs!

We have received over 1000 free IPEX tickets for next April's extravaganza. If you would like to receive a couple of these free day passes please call Lesley Woods during Monday to Friday after 1.00pm and she will forward them on to you.

Our stand number is G-55 in Hall 1. We are nicely located next to Friedheim International, the UK agents for one of the world's leading folding machine manufacturers, MBO.

We will keep you posted on our activities at the show, in the meantime please keep a note of our stand number.

For FREE TICKETS call Lesley on 0116 2751 440

Hi, and welcome to this month's edition of our newsletter.

I would particularly like to welcome two more key members to the Tech-ni-fold team.

Lesley Woods has been appointed as my PA and will assist me in all areas, including strengthening our distributorship and growing our International presence. Lesley is currently doing a great job in planning our IPEX campaign for next April as well as organising our relocation to new premises in Lutterworth.

Tristan Owen takes on the managing role of our Export Department and has already impressed us with his quick learning of our extensive product range. Tristan is also enthusiastically soaking up all other business and technical knowledge.

Graham Harris

Managing Director

info@technifold.co.uk

Speed-Creaser available in December

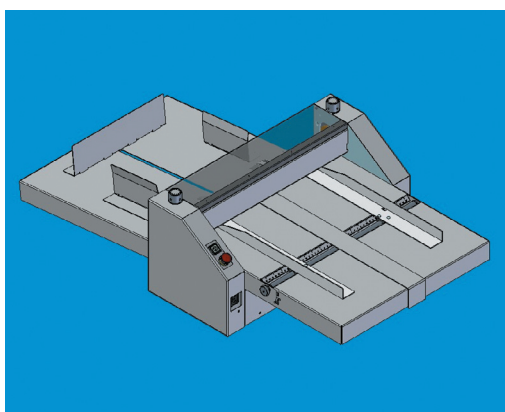
Following on from the success enjoyed in India regarding the Table Top hand-fed creasing machine a more sophisticated version is about to be launched for our own market.

We have already appointed **Multigraf** to manufacture the 48cm wide creasing machine and the first batch will be delivered in December. Multigraf, the well known Swiss based print finishing equipment supplier, have already worked with us on the big sister fully automatic version (sold by Duplo International).

Realising that we cannot be all things to all people, we have appointed **Printaply** as the exclusive distributor of this exciting new innovation, code named the Speed-Creaser. Printaply, based in Sheffield, have the right credentials to market and sell the Speed-Creaser into their customer base of small Digital and medium sized printing outlets.

The sales staff at Printaply would like to hear from some of the Tech-ni-fold customer base as they feel strongly that this clever and low cost machine is by no means limited to the smaller companies - see below and discover why.

The contact at Printaply is **Jonathan Smith** and his telephone number is **0114 269 3322**



Benefits of the Speed-Creaser are obvious to all sectors of the printing spectrum

- Digital printers can hand feed 5000 copies faster than an automatically fed flying blade and matrix style creasing machine.
- The new Tri-Creaser Easy-fit ensures that cracking problems are avoided.
- The Speed-Creaser is robust and built by proven Swiss machine manufacturers that have a massive worldwide presence in the market.
- Large Sheet fed printers can produce short run creasing jobs such as covers for the Stitching line, in the time it takes to set the folder.
- Machine assistants can be utilised to run the Speed-Creaser between jobs
- Production staff can produce dummies for job approval
- Hand finishing department workers can produce capacity wallets quickly and efficiently
- The Speed-creaser has the ability to accurately slit and micro-perforate in one pass
- Specialised applications such as kiss-cutting or close-proximity creasing and perforating can be added.
- Perfect bound covers that require spine and hinge creasing can be produced to a standard only witnessed on Letterpress Cylinders
- The Speed-creaser is simple to operate
- The price is amazingly low and affordable to all



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GUK Adopt Our Technology

GUK, the German folding machine specialists have built an all purpose creasing unit around the Tech-ni-fold set of creasing, micro-perforating and cutting tools, thanks to Uwe Reimold our representative in this thriving market.

The machine is virtually of the same appearance as a folding unit but without the fold rollers, instead it boasts two sets of creasing shafts.

The beta version was unveiled for the first time at a local German printing exhibition last month and helped make the booth one of the most visited areas of the show.

Even the paper manufacturer that provided the nasty blue piece of material for the show was amazed that it didn't crack when it came through the fold rollers of the second station.

Paul Barrett our National Sales Technician helped promote the machine and reported a very positive response from GUK who are now looking at a global launch.

If you are interested to find out more, please call **Graham Harris** on **0116 2751 440**

The Last Word...

and a Nice Discount Offer from Paul

I have been working for Tech-ni-fold for three years and it has been a great experience that has given me an immense amount of pleasure.

Meeting new people and revisiting some friends in the industry has given me the chance to learn more about what you all want. From your feedback we have developed lots of new products that we would not have done without your help. We would never have improved our products or diversified into different markets to such an extent without constant feedback.

If I had to choose my favourite Tech-ni-fold product it would have to be the Spine-Creaser, in fact it is a Tech-ni-fold favourite across the board. We have many versions available now that fit the Muller Martini, Heidelberg, Macey and Osako cover feeders of these Stitching machines.

The Spine-Creaser has delighted so many customers during my many installations and sometimes I wonder why some of you are still not committed!

After a discussion with Graham we decided to offer a **20% discount on the Spine-Creaser that brings the price down from £1,247.00 to £997.60.**

A SAVING OF £249.40!

Of course, we will honour a 100% refund within the first three months of purchase if you decide that the Spine-Creaser is not for you. I will happily install the device and also spend time training your staff.

In fact, if you would like me to call in and show you our new product range and discuss possible part-exchange on your old Tri-creaser, I would also be delighted to do so. We will give you £200 for any old version of Tri-creaser regardless of its condition, providing you purchase an upgrade.

Please consider my offer and, in the meantime, I thank you for your continued support.

Call Paul on 0116 2751 440



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