

June 2005

# Tech-Ni-Tips

## World Class Print Finishing Advice & Product Updates



### Good Start In China

Paul and I were in Beijing this month to exhibit a limited array of our products at the China Print Show 2005.

It soon became apparent that similar to the Indian market the Chinese were very keen on the table top creasing idea. We could have sold dozens of them if only we had one to show.

Our demo unit was enough to attract the imagination of many visitors but more importantly major potential distributors.

We are now in talks with four companies that have a strong presence throughout the major regions in China.

### Slitting Problems?

Wouldn't it be great to slit and edge trim on your folding machine without all the quality issues involved such as worn out blades causing furry edges?

At Tech-ni-fold we are constantly being asked to provide solutions in all areas of finishing such as the one mentioned above, if this or any other matter concerns you please drop us a line –

*You may be surprised what we have in store for the future!*

Hi, and welcome to this eagerly awaited edition of our *new look* newsletter.

Times are really exciting for us at the moment; there is so much happening that it is impossible to fit everything in this month. I will endeavour to continue with more news next time.

We have been so heavily involved in development of new products as well as partnerships throughout the far corners of the world that I have hardly had a chance to tell you about it, until now.

### How About An Open House Event?

I am aware that we have been in business for six years and developed over 130 products, don't you think it may be time for us to stage an open house event? After all it would be impossible to tell you about everything we are doing through newsletters and mailers.

My idea would be to invite you, our valued customers over to share a buffet lunch followed by a unique presentation of our latest innovations. We could incorporate free tips and techniques for all existing as well as new products.

You may send more than one representative of your company; all of you are more than welcome.

We are soon to launch a very special and unique device that can perform over six different types of applications. If you register your vote in favour by way of a phone call I would have great pleasure in personally presenting this product to you and offering a 20% discount at the open house (for existing customers only). It would also be a great opportunity for us all to get together and share ideas.

I will have products and ideas available that I personally guarantee will amaze you.

Please support this proposed event by calling Graham on 0116 275 1440.

As soon as we access the feedback we will call you with possible dates.



### Tech-ni-fold "crack" Indian market

Tech-ni-fold have teamed up with Autoprint in India to launch a customised table top hand fed creasing machine especially for the Indian market.

The first batch of 25 machines has already been snapped up by companies following its launch at a major exhibition in New Delhi.

Autoprint have an impressive record of selling two offset printing machines a day for the last year. Tech-ni-fold is excited by the potential not only in India but Worldwide; in fact the machine is already promised to over twenty USA companies eagerly awaiting its arrival. It is great to here from Autoprint that our machine will revolutionise the Indian market which still use the old 'bone folder' technique.

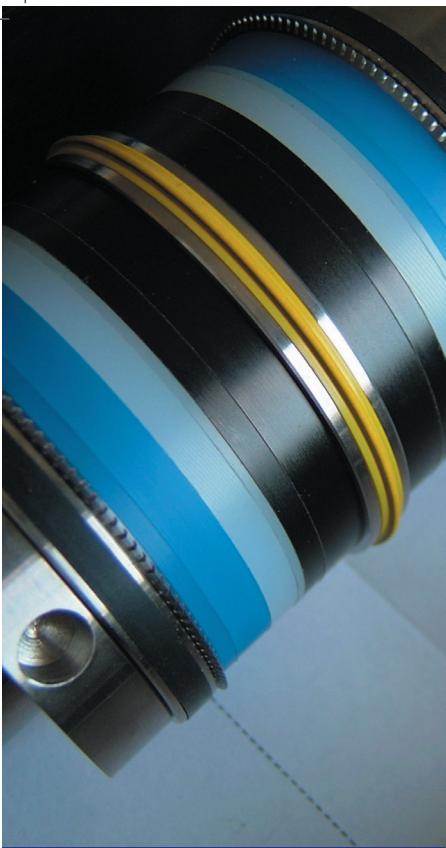
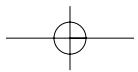
Plans are already underway to introduce a friction feeder to speed things up slightly.

Because manufacturing costs are low, the machine could soon be on its way to Britain at a very affordable price.

If you think the machine could be of use to you for the small runs please call me to register your interest, I can even email over the pictures and information for you to check it out yourself.

Call Graham on 0116 275 1440.

**Tech Ni Fold**  
[www.technifold.co.uk](http://www.technifold.co.uk)



## Crease & Perf Applicator Proves To Be A Hit

The CP- Applicator has proved to be a big hit with customers requiring close proximity creasing and perforating.

The system lends itself perfectly to companies that need to produce two straight perforation lines with a quality crease in the centre to aid fold registration.

End users are adopting this application for all types of work such as producing book covers with tear out order forms on the front and back. Pre folded sections can be perforated and folded to ultimately produce a multiple rip out ticket coupon straight from the stitching machine. The finished result is even more special because the micro perforation is almost invisible unlike conventional systems sold by other manufacturers.

This is also the world's first close-proximity three-pronged crease and micro-perforating device.

To find out more call Paul on 0116 275 1440.

# Easy-Fit – A Massive Hit

## Special Discount of £200 offered for the month of June only

Early feed back for the Easy-Fit Tri-creaser (previously launched as Super De-lux) has been extremely positive.

All initial batch sales of our first version for Stahl and MBO folders with 35 mm slitter shafts have boded well with customers.

All users agreed that the 100% colour coded gripper creasers and corresponding dot-coded channels on the female part combined to erase any kind of confusion during setting procedures.

Early users had also commented that the Easy-fit had pushed the boundaries of quality results even further, this was a bonus.

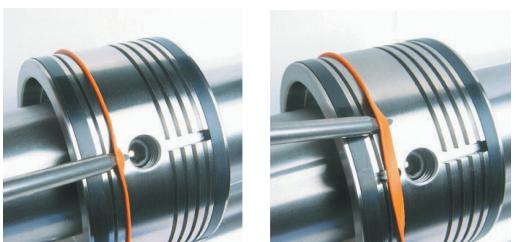
Due to the success of this product we are presently producing three more adaptations to allow more customers to benefit, they are as follows:

Stahl – 25 mm shaft

MBO – 30 mm shaft

MB – 20 mm shaft

If you are interested in receiving a special **£200 discount** for the 35 mm Easy-Fit OR would like to be the first to try out one of the new versions call Paul on 0116 275 1440.



## Colour-Coded Inserts?

It may have taken us over five years to develop but at last we have been able to produce 100% colour coded creasing inserts. We have not finished our trials yet but feedback is very positive.

If you would like to test our remaining samples for free please call Paul ASAP

If the tests prove to be successful it will result in us changing over from the water based painted colour spot technique.

**The good news is there would be no increase in price.**

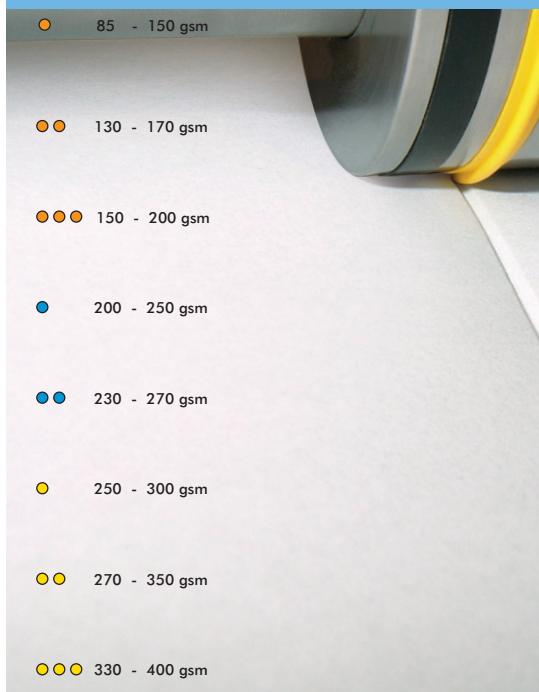


### Package Contents

- (A) Male component
- (B) Female component
- (C) 2 x Orange creasing ribs
- (D) 2 x Blue creasing ribs
- (E) 2 x Yellow creasing ribs

### Crease setting guide

Crease code	Material weight	Creasing rib colour
1 - ●	85 - 150 gsm	Orange C
2 - ○●	130 - 170 gsm	
3 - ○○●	150 - 200 gsm	
4 - ●○	200 - 250 gsm	Blue D
5 - ○●○	230 - 270 gsm	
6 - ○○	250 - 300 gsm	
7 - ○○○	270 - 350 gsm	Yellow E
8 - ○○○○	330 - 400 gsm	



This is all we have space for this month, please watch out for a very special product launch in July and other items that you may find helpful.