

# Tech-ni-Fold secures four-year creaser deal with Heidelberg

By Adam Hooker

Finishing kit producer Tech-ni-Fold has described a new four-year deal with print kit manufacturing giant Heidelberg as a "massive milestone for the company".

The Leicester-based company has extended its relationship with Heidelberg as supplier of its Tri-Creaser.

Since 2001, Tech-ni-Fold had been selling its original Tri-Creaser to Heidelberg on an ad-hoc basis, which the manufacturer re-branded under the Channel Score name. As a result of the new deal, Heidelberg will offer Tech-ni-Fold's latest creaser, the Easy Fit as a factory-fitted option on its entire range of Stahl folder.



Harris: "massive milestone"

According to Tech-ni-Fold managing director Graham Harris the contract, which began on 10 September, will be worth around £1m to his company over four years.

Harris said: "This contract is a massive milestone in

## TECH-NI-FOLD FACTFILE

**Location** Leicester  
**Turnover** £2m  
**Founder and managing director** Graham Harris  
**Core product** Tri-Creaser  
**Tri-Creasers sold in 2007** 5,000  
**Total product range** 250  
**Subsidiaries**  
 Tech-ni-Fold USA  
**Tri-Creaser prevents cracking** when creasing book covers

our short existence and a testament to the hard work of our staff, and in particular, Paul Barrett who co-invented the Fast Fit.

"I am delighted that our small team has made a big impression globally. This of

course helps us create awareness of our other products and points Heidelberg folding machine users in the direction of our distributorship. This is a massive opportunity for all those associated with our company to grow at a faster pace."

Tech-ni-Fold will continue to sell the product worldwide through its growing list of distributors, but following the deal, it will enter new markets where Heidelberg has a presence.

The Tri-Creaser Fast Fit produces eight crease settings for work that passes through folders or binders. The machine has a colour-coding control system for ease of use.

## Autobond's TPM to debut at TPE

Laminating kit manufacturer Autobond has announced it will unveil its latest products at this year's Total Print! Expo (TPE) event in October.

Among the products on show, the firm will be demonstrating its new Mini 76 TPM perfecting laminator.

The model is capable of laminating one or both sides of a sheet in a single pass, or laminating one side and applying a magnetic film to the other, which the company claimed was a world first.

Autobond said it expects significant growth in the market, for the production of items such as fridge magnets and magnetic business cards.

Autobond managing director John Gilmore said the Mini 76 is the first of a potential line of machines which could be manufactured in a range of shapes and sizes.

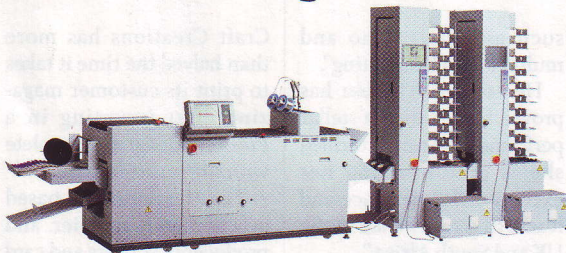
# Bookletmaker investment opens new markets for Hanley Swiffen

By Adam Hooker

Family-run printer Hanley Swiffen plans to enter new markets, following the installation of a Horizon booklet-making line.

The Rotherham-based company responded to an upturn in demand for digital short-run colour work, with the purchase of a Horizon SPF/FC-200A booklet production line from finishing equipment distributor Graphic Arts Equipment.

Managing director Steven Swiffen said: "We are getting through three to four times



Horizon SPF/FC-200A: automation shortens set-up times

more work than before with less staff. Before we would have one person dedicated to setting up our old machine, which could take up to 45 minutes. The Horizon's automation means set ups are

much shorter and we can get more jobs finished in a day."

The JDF-ready unit runs at up to 4,500bph and features a 200-programme job memory, icon-based touch-screen and external waste removal.

# Sheeter extends board options for Metalpaper

Newly launched board coating specialist Metalpaper has invested in a new sheeter that will allow it to produce longer runs with faster turnarounds.

The Reading-based trade finisher opened its doors in May this year. It provides Metpol lamination, largely to the packaging industry.

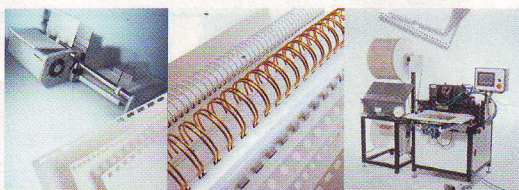
Packaging companies send uncoated board to Metalpaper, which applies the metallic laminate and then returns it for printing.

Metalpaper is now stocking reels of Bright Silver NC-

coated Metpol laminates for rapid conversion to sheets. Previously it could only handle sheetfed work.

Hazel Eastlake, Metalpaper sales and marketing executive, said: "We can now serve the larger-run packaging industry. And the sheeter will also mean we can turn jobs around in 48 hours."

She added that Metalpaper would now be looking to work with heavier board grades as well as rolling out new services, such as applying mirrorboard, as demand increased.



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