

TECH-NI-FOLD SELLS £1 MILLION DEAL WITH HEIDELBERG!

Tech-ni-Fold has signed a four-year deal with manufacturing behemoth Heidelberg to provide it with its latest Tri-Creaser product.

Licestershire-based Tech-ni-Fold has been supplying the Tri-Creaser model to Heidelberg on an ad-hoc basis since 2001. The product was rebranded as the "channel score".

The two companies have now signed a deal for the Tri-Creaser Fast Fit to be sent directly to Heidelberg's finishing factory in Ludwigsburg, Germany, where it will be offered as an option on folding machines produced by Heidelberg.

According to Tech-ni-Fold Managing Director Graham Harris, the contract, which began on September 10, will be worth around One-Million Pounds to his company across the period.

Harris says: "This contract is a massive milestone in 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 to grow at a faster pace for all those associated with our company."

Tech-ni-Fold will continue to sell the product worldwide through its growing list of distributors, but the company will also now be looking to push into new territories where Heidelberg has a strong presence.

The Tri-Creaser Fast Fit produces eight crease settings for all types of work that pass through a folding machine. It uses a colour-coding system for simple use.

Tech-ni-Fold proves it has the answer!

Whether you are a digital printer that struggles to prevent toner-based stocks from cracking or a

litho printer fed up with spending thousands in outsourcing your creasing, Tech-ni-Fold has proved it has the answer! In fact, with over 30 000 Tri-Creasers successfully installed on folding machines all over the world, the UK innovators are well placed to claim its revolutionary products emulate the conventional flatbed creasing method – as was shown to the crowds at drupa!

Says MD Graham Harris: "Offering a comprehensive 100% money-back guarantee for a period of three months is our way of endorsing our creasing devices and underlies the confidence we have in them. We have even extended the unique guarantee to cover our micro-perforators and cutting devices. Now, why would you pay for outsourcing when you can attach one of our devices to your folder, stitching line or perfect binder and save a substantial amount of money!"

"We have indeed proved that we have the answer to one of the most troublesome areas of print production!"

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SET TO BECOME WORLD'S FASTEST DIGITAL CREAMING, FOLDING SOLUTION!

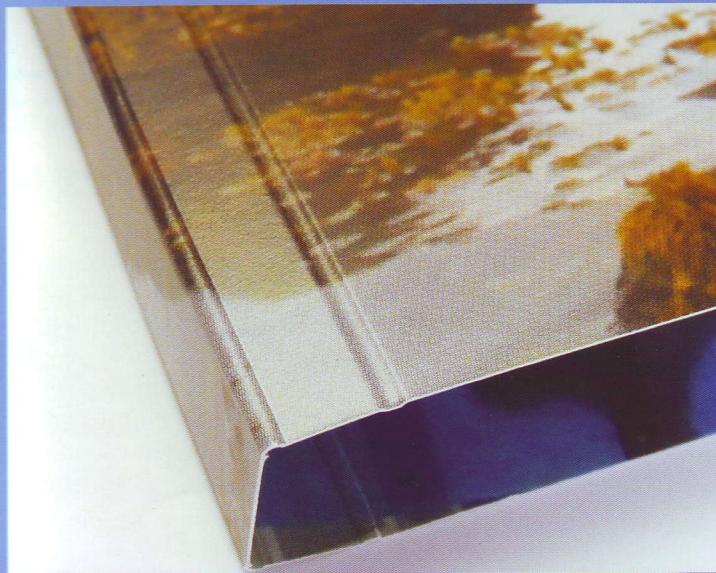
Tech-ni-Fold has co-produced what it believes could be the world's fastest digital creasing and folding machine in the world.

The Turbo-Creaser is equipped with the very latest rotary Tri-Creaser technology that solves the problem of toner cracking on digital stocks at speeds up to 18 000 copies per hour.

formats can easily reach 18 000 copies per hour – at least double the speed of the fastest competitor!

As if speed and quality of crease wasn't enough, Tech-ni-Fold innovators have also added the ground-breaking micro-perf and accessories to complement the new innovation.

BEARING WITNESS TO PRODUCT, SERVICE EXCELLENCE



See the depth of crease on this book cover formed by the Spine & Hinge Creaser (four crease device).

Excellent Customer Service

Testimonial from Woods of Perth, United Kingdom

4 Mar 2008

Here at Woods of Perth we are always striving towards the latest technological advances to reduce downtime and increase productivity. Including a recent trip I made to the Horizon factory (among others) in Japan, we attend all of the major print exhibitions - IPEX, drupa, JGAS/IGAS, etc. We have looked at lots of different solutions. Since first purchasing a Tri-Creaser we have added an additional 3 units and a cover crease system because we have been so satisfied with their performance, and with the excellent and prompt service from Tech-ni-Fold including regular updates and technical advice on new products.

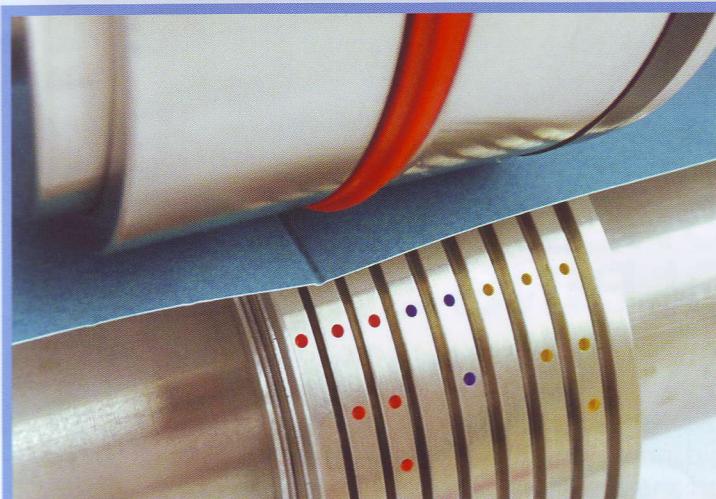
John Richards, Finishing Manager, Woods of Perth

I highly recommend them!

Testimonial from Spectrum Printers, New Zealand

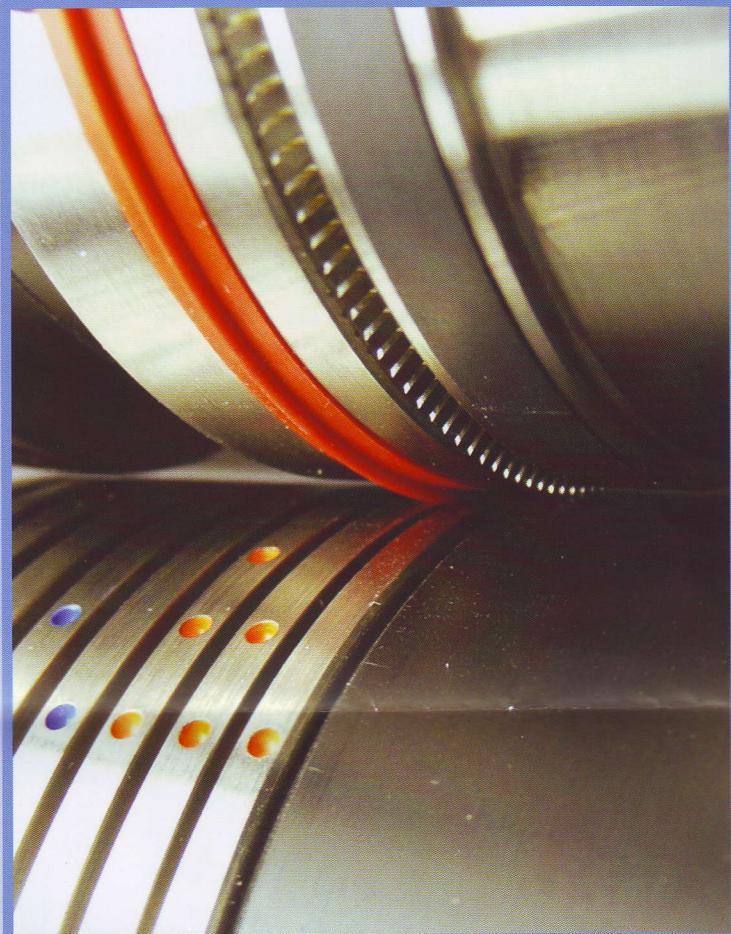
13 Mar 2008

We have used Birk & Blyme for various purchases over the years. One of the standout products has been the Tri-Creaser.



Cuts are perfect on dark printed stock

For the last 3 years we have used the first generation creases with unlimited success, but found the change of the score device a little tricky. When we purchased a new TH 82 Stahl folder we needed to purchase another creasing unit to compliment our existing 3. This is when we found there was a new improved Tri-Creaser on the market. We decided to trial the new Tri-creaser with outstanding success. We have now purchased a further 3 devices and are more than satisfied we



Multiple crease, perf and cutting device

made the right choice. A very operator friendly device with outstanding results, I highly recommend them.

Ray Hylander, Spectrum Print, New Zealand

The Mircoperf System - given us the Ability to Create a Finely Toothing Perforation that is very close to a Diecut Perforation

Testimonial from Multimail Solutions, New Zealand

16 Mar 2008

"At Multimail Solutions we have been using the Mircoperf system for about 3 years. Most of our work is multi-panel mailers, so perforations are nearly always required. The Mircoperf system has given us the ability to create a finely toothed perforation that is very close to a diecut perforation and to remain very flat compared to the traditional perf blade & anvil style system."

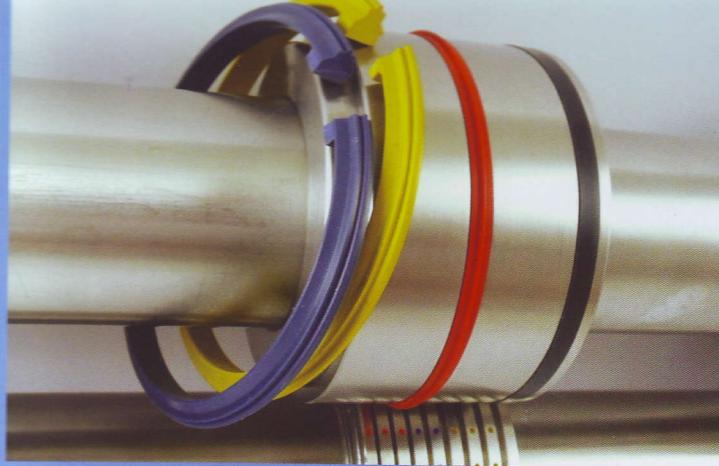
Steve Watson, Multimail Solutions, NZ

Does what you said it would!

Testimonial from Cherith Press Design & Print, United Kingdom

16 Mar 2008

"Does what you said it would! Can't ask for more than that.



New split creasing rib technology

Got us out of a problem. Existing creaser just not up to job. Your product was!"

S Armstrong, Cherith Press Design & Print, Worksop, UK

Well Worth Every Penny Spent

Testimonial from Witherby & Co. Ltd, United Kingdom

17 Mar 2008

We have used Tech-ni-Fold products for the last 3 years and have been hugely impressed with all aspects of their performance. It is very rare these days to say that a product is 'well worth every penny spent'. I am sure we have had our return on the investments many, many times over!!

James Greene, Witherby & Co Ltd, London

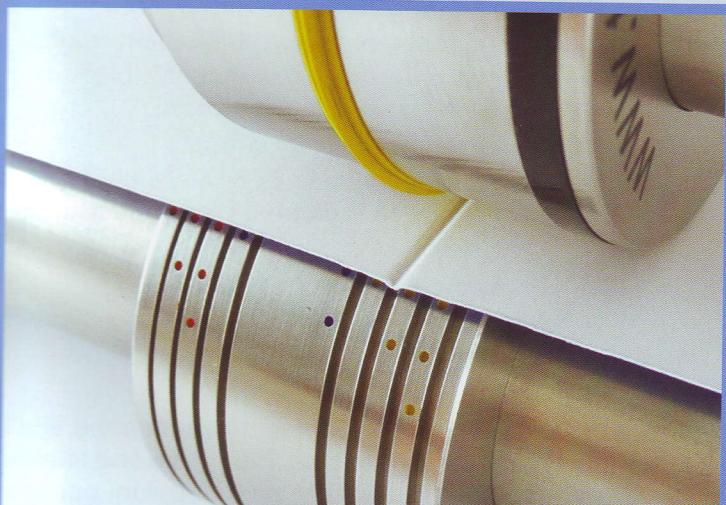
Tri-Creaser - Folding is so quick!

Testimonial from Brown Printing, USA

18 Mar 2008

Just letting you know that my Tri-Creaser is everything you said it would be. I am very pleased with your product and will recommend it to anyone else I may come into contact with who could benefit from it. The day after receiving my Tri-Creaser, I ran two jobs of mailers printed on 80# cover that scored and folded in half. Normally these would have scored on a Kluge letterpress before folding, which would have taken at least an entire day for a total of about 10,000 pieces. Instead, I cut both jobs and sent them straight to the folder. Using the Tri-Creaser, and running at a moderately slow speed I scored, folded and boxed both jobs in under 2 hours. I am now a strong believer in your product and my experience with your company was very pleasant. I watched your video and didn't realize that I could have gone a lot faster. I can't wait for the next job.

Thank you again and I look forward to doing business with



Tri-Creaser Fast Fit in action

Perforates at the Same Speed as the Folder Runs

Testimonial from Blackshaw Sykes & Morris Ltd, United Kingdom

21 Mar 2008

Easy to set up and perforates at the same speed as the folder runs at; also saves having to put on the cylinder.

Paul Close, Blackshaw Sykes & Morris Ltd, Bolton

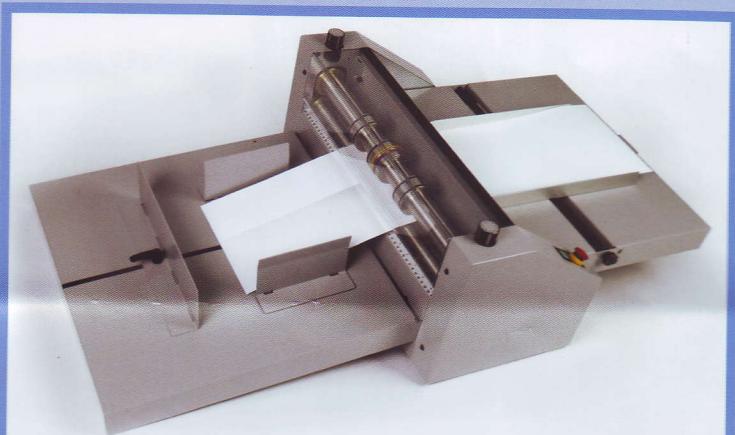
The Quality of the Product is Second to None

Testimonial from Webstar Printing, Australia

26 Mar 2008

Webstar is very passionate about print and quality will not be compromised, our clients' needs are at the forefront of our business. After looking at various creasing and scoring methods, we found the Tri-Creaser for our Stahl folder. The quality of the product is second to none and it would be fair to say we could not manage without these Tech-ni-Fold creasing devices. The end product looks outstanding!

Terry Swithenbank, Webstar Printing, Sydney



Digital creasing solution, The Speedcreasa

The Tabletop Creasing Unit was my first great decision!

SpeedCreasa Testimonial, USA

26 Mar 2008

Last year, while touring the StoraEnso paper mill, I had one of those unexpected conversations with someone that changed the course of our production and I'd like to tell my story.

A few years ago we decided to bring our entire bindery in house. We were experiencing the age-old problem of the toner cracking when we scored and folded the bindery houses just couldn't consistently give us acceptable quality. To complicate matters, we added UV coating - compounding the cracking problem. We brought all bindery in-house to at least give us the option of trying other things instead of taking delivery of something we couldn't use. Since we specialize in short run/short turn laser work resulting in 15 to 20 setups in one eight-hour shift and a bindery volume driven by 3 Xerox iGen3 machines, this was not a small undertaking. We tried everything imaginable to solve the cracking! We tried different paper, different temperature conditions, different sizes/types of scoring heads, and even different machines. We finally settled on pre-scoring, applying the UV coating, and then folding. Often, we had no choice but to score again because the heat from the UV further dried-out the paper. As you can imagine, we couldn't charge enough to cover the

StoraEnso mill, I mentioned the problem to an engineer and he suggested that I call Tech-ni-Fold. He'd heard that you had a solution and of course I jumped on it! You may recall our first conversation because I know I was barely able to contain my frustration with this problem. You calmly and confidently offered to perform any testing I required. True to your word, you tested different options and returned everything to me within a few days. The tabletop creasing unit was my first great decision! Many of our problems we had were with a short-run product that has a short turnaround guarantee. The unit has saved us countless reprints, rush deliveries and overtime. We were so pleased with the results. It is safe to say that I am a "true believer" when it comes to your company and your products. Simply put, the Speedcreaser has done everything you promised it would do. And, quite frankly, I tell everyone who tours our facility about my experience and I always feel confident when I recommend Tech-ni-Fold. Thanks again Mark for all your help and advice!

Yours Sincerely,
Cecilia Fisher, Director – Production Operations



Close proximity double perf & single crease application

I honestly cannot recommend these products highly enough

Testimonial from Witherby & Co. Ltd, United Kingdom

27 Mar 2008

Witherby's have purchased a full range of Tech-ni-Fold products over the last few years and I can honestly say they have paid for themselves many times over. The quality of the product and the results we have achieved on Folders and Muller lines have been superb. I honestly cannot recommend these products highly enough.

James Green, Witherby & Co Ltd, London

Amazing that something that simple and user friendly wasn't brought to the market years ago!

Testimonial from Datagraf, Denmark

The Tri-Creaser!!! Amazing that something that simple and user friendly wasn't brought to the market years ago! We have already earned the investment (two months after the purchase) by now. We have an easier and faster workflow in our house, the transportation time and costs for creasing by other companies are reduced significant, and we have a constant contact with the job here in our house. A perfect solution.

Christian Nielsen, Team Leader, Datagraf, Auning, Denmark

They Sell Other Great Products Too!

6 May 2008

My name is Paul Pinette from Penmor Lithographers in Lewiston, Maine USA. I have been involved in the finishing end of the printing industry for thirty years. Being a folder operator for years, I know the frustration of trying to eliminate cracking during a folding operation. Today the clay content of paper is much greater than paper made years ago, amplifying the issues of cracking. We tried numerous measures, like wet score, roto crease, and so on. All of the methods were successful some of the time, but none were successful all of the time. Then one day we purchased another Heidelberg folder that came with your first generation of creasing devices. Impressed with how well your devices performed, I contacted Technifold and spoke with Gina, and discovered that you have more products that sparked my interest. Since that phone call we have purchased more scoring devices for all five folders. We also purchased a couple of your Multi-Tool devices. I thought it interesting when we had operators arguing who would get to use the Tri-Creasers, versus the old score devices. As time goes on we plan on supplying each folder with enough score devices to keep everyone happy. Thanks to Tech-ni-Fold a lot of my problems have been resolved.

Paul R. Pinette, Bindery Manager, Penmor Lithographers

Great Improvement with Tech-ni-Fold Slitters & Creasers

19 May 2008

Since the purchase of our new Tech-ni-Fold slitters and creasers our production speed and finishing quality has greatly improved.

We are delighted with our purchase.

Roger Ellis, Director, Eclipse Printing Ltd

British Precision Engineering at its Best

Tech-ni-Fold Micro-Perf & Cut Multi-Tool

12 Jun 2008

Here at DPS we were struggling to produce a quality micro perforation so that we could procure an important direct mail contract. We only had the perforator supplied by the folder manufacturer. This either cut the sheet in half or did not penetrate enough. I was asked by the management to source something better and found Tech-ni-Fold on the Internet.

We had a visit from the Tech-ni-Fold representative and as a result bought our first Micro-Perf unit. The results were excellent and the service from Tech-ni-Fold faultless. Since then we have bought another perforator unit and their excellent Micro-Perf & Cut Multi-Tool so that we could also do creasing. This creasing tool also produces excellent results.

The quality of the engineering of the tools is a pleasure to behold. British precision engineering at its best.

Oh and yes, we did get the mailing contract.

Mallory Allfree, Senior Engineer, DPS Direct Mail Limited
A member of the Strålfors group

Spine-Creaser is a Hit!

Testimonial from Concord Litho, USA

12 Jun 2008

We got the Spine-Creaser attachment this morning and it went right in without any problems. The before and after on the cover spines is so dramatic that everyone from our sales department is floored.

No More 'Fingers Crossed' On Our Stahl Folder!

Tri-Creasers on the Stahl Folder

17 Jul 2008

Having 2 Tri-Creasers on the Stahl Folder has certainly increased flexibility and production speed for BDP. It's nice not having the 'fingers crossed' scenario all the time. We also have an early version of the Tri-Creaser on our MB - it all helps!

Craig Williams, BDP UK Ltd, London, UK



Spine & Hinge Creaser in action

Tri-Creaser - AND IT WORKS!!

Tri-Creaser & Micro-Perforator are a Hit in Denmark

13 Aug 2008

It is with very great pleasure I can confirm that our purchase of the Tri-Creaser is perfect. We were a bit sceptical when we purchased this equipment for our folding machines as for many years we used our old cylinder for creasing covers and 4 page brochures. Our older employees were a bit hard to convince that there was a product that would ease their daily and often hectic work.

After very few test runs all scepticism was gone. We have a faster production and can skip one process.

It is a truly impressive result in the finished products and our products look better compared with the old cylinder method.

After the success with the Tri-Creaser we have also invested in a Micro-Perf that has already paid for itself in the first production because we were able to perforate and fold in the same job run. I can only recommend investing in these products, the sooner the better.

Jan Pedersen, Production Manager, Jönsson Grafisk A/S, Denmark.



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WHO SHOULD BE USING OUR PRODUCTS?

Eliminating fibre cracking throughout all sectors of the printing industry is our main focus

Tech-ni-Fold's patented products are designed specifically for any company that has finishing equipment such as folding and scoring machines, saddle stitchers and Perfect Binders. We also cater for those that do not possess this type of machinery starting with our simple low entry Table-Top Creasing machines through to high end automatic versions.

We have designed over 250 rotary creasing, micro-perforating and cutting solutions for use on the world's most popular machinery.

Copy Shops & Digital Printers

If you use digital print equipment then you will have experience of toner cracking when creasing stock. The products available from Tech-ni-Fold totally eliminate this, what's more they are amongst the most cost effective and easy to use currently available.

Small to Medium Offset Litho Printers

Do you want more profit and less hassle? Our range of products will enable you to take on more finishing work in-house. The tools are very simple to use and give world class results.

Large Printers

Do you want more control in-house? Our tools will transform your current folding equipment into cylinder quality creasing and perfing machines. The running speed is only limited by your existing equipment. The tools are very simple to use and give world class results.

Print Finishers & Binders

Print finishing today more than ever before is about speed and cost. Having the capability to turn a job around within the time given is dependant on equipment and operators. The Tech-ni-Fold solution can transform your existing folding machines into cylinder quality creasing machines and the Tri-Creaser is so easy to use you don't need your most experienced operators running the job. The speed is only limited by the running speed of your equipment and if you don't make at least FIVE TIMES the return on investment within 12 months of purchase we'll give you a 100% refund.

Web Offset Printers

Web Offset Print is about speed and volume and we have developed finishing tools to transform your current folding equipment into cylinder quality creasing and perfing machines. The running speed is only limited by your existing equipment. The tools are very simple to use and give world class results.