



Helping Our Worldwide Partners Achieve Greater Success

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Product Range:

Tri-creaser (attaches to the following folding machines to completely eliminate fibre-cracking)

- Stahl/Heidelberg
- MBO
- Herzog & Heymann
- GUK
- Horizon
- Shoei
- Bremmer
- Morgana
- MB
- Eurofold
- Rollem
- Baum
- Rosback

Spine Creaser (attaches to the following Stitching machines to eliminate fibre-cracking on all your book covers)

- Muller Martini
- Heidelberg ST-100, ST-300, ST-400
- Macey
- Sheridan
- Osako

Micro-Perf (attaches to the following folding machines resulting in perfect perforations, even on paper)

- Stahl
- Heidelberg
- MBO
- MB
- GUK
- Horizon

Accessories

Please call for details

How To Order

Please phone our Order Hotline at +44 116 275 1440

Distributor Update

Creating The Win-Win Relationship...

Welcome to the very first edition of 'Distributor News.'

Our aim with this unique publication is to keep you fully informed on new product innovations and proven marketing strategies that will help you grow your business faster than you ever thought.

The Tech-ni-fold product range is expanding along with our distributor network, for this we are very grateful.

In order for this success to continue at a steady pace, we feel it is essential for you to be informed of our latest innovations and of course product news on a regular basis. It's crucial we include technical details, and the ideas behind them, so you can properly inform and educate your own customers and prospects.

Just as importantly, we will provide the tools and strategies to help you advance your sales of our products onto a level you thought was impossible.

Over the last five years we've spent tens of thousands of pounds testing many marketing strategies that have resulted in unbelievable profit in our own market.

Don't forget all our proven strategies are available to you FREE of charge! Please take advantage of these; you won't regret it, I promise.

At the same time we welcome your comments, good or bad. It is only by doing this that our business relationship will flourish in the way that is highly beneficial to us all.

We truly value our relationship with you and we'll do everything in our power to help you grow your business.

So once again welcome. If you have any questions at all please get in touch and we'll include the answers in each subsequent edition. Remember we're here to help you as best as we can. Enjoy!

Advertising Success

Worldwide – Get In On It Right Now For FREE – And By The Way We'll Fund The Cost Of Placing The Ad...

A small number of our distributors have ran our advertisement in their leading national printing magazines with amazing results. Of course they've amended it slightly to include their own contact details etc.

Birk & Blyme, our Australian distributors have sold 26 products so far from the one advert and enquiries are still coming in. Sales should reach 50+ from this one ad. Yes, despite what you've been told by the publications and ad reps you can make great money from just one ad!

Our distributors in the USA have been running the advert for the past 14 months and have achieved phenomenal sales. I would urge you to go to the effort of translating our advert into your own language; I promise the sales will flood in.

We'll give you advice on placement and hold your hand through the whole process (if you need it). I would also ask you to copy our sequence of sales letters as they are designed to convert even the most ardent of sceptics.

You have nothing to lose and nothing to pay.

We will back up our claim by providing the amount of products (FREE) that cover the cost of the advert. So if your ad costs say \$1,500 we'll give you product up to the value of \$1,500. We can't be fairer than that!

We can set you up with this option in no time at all, just send us an email with this request and we will return it with all the tools necessary.

Training Seminars At Our UK Headquarters...

We know that training plays a major part in the success of any organisation. That's why we've set up our 'Training Division' completely tailored to our distributors/partners.

Training is given over a 2 or 4 day period (to suit you), and of course is available to you for **FREE**. All we ask is you pay your air fare and we'll take care of your hotel and food expenses.

The training gives you...

- an in-depth look at all our products complete with live 'on-site' demonstrations
- troubleshooting advice
- tips for even better creasing results and much more.
- Plus the training includes a thorough overview of the marketing strategies we recommend you adopt.
- We'll explain how each strategy works, what sort of results you can expect and answer any questions at all.
- Steve Hackney, the man behind all our marketing strategies and worldwide marketing guru has even agreed to provide you with the marketing training on the course.

This is worth the air fare alone!

The training is conducted on a one-to-one basis to give you complete access and undivided of us all.

We recommend you send at least one technical person and one sales / marketing person to get maximum value from the training.

To take advantage of the training please phone us or email us and we can agree your training dates.

New Tri-creaser Update...

As you know, all of our distributors are offered only the best version of Tri-creaser we have available at the time, this gives you a major advantage over Heidelberg who order the standard type.

We have improved the Tri-creaser three times since the standard version was available four years ago, I would like to bring you up to date with the latest changes.

The gripper-crease is now offered free in most types of Tri-creaser and at no extra cost to you.

This new addition was designed and tested over a period of 14 months. Its purpose was to deal with paper stocks that proved difficult to process without partial cracking or damage to the front edge of the sheet.

In order to apply a narrow crease without making thinner and weaker rubber inserts, we used a similar mould as the one used for gripping the sheet at the ends of the Male component.

We simply added a narrow ridge to the outside middle of the rubber band and substituted the normal gripping band at one end of the component. Once in place our engineers machined a super narrow channel in the female component for the new gripper-crease to run into.

The results were excellent, even on u v coated and oven-baked Web materials.

This is definitely the "missing piece in the jig-saw" as it has enhanced the versatility of the device beyond what we thought possible.

The Gripper-crease can easily be replaced for the normal gripping band when the user changes over to medium or heavy stock material.

One Gripper-crease has been stuck onto the instruction leaflet as a free gift to each new user.

Micro-perforator...

Like quality creasing, micro-perforating is another area where folding machine manufacturers cannot provide a suitable solution.

In fact the standard micro-perforator offered to folder users has a blade of only 12 tpi (teeth per inch) and even more remarkably it runs against a straight edged collar to produce harsh results, resulting in damage and frequent purchases for replacement (blades).

Our solution is quite revolutionary for a folding machine, for a start it includes a 52tpi blade as well as 1 x 25tpi and 1 x 17tpi (proper micro-perf blades).

The blade is mounted on a rubber seal that cushions up and down movement during runs.

The blade is secured in the collar and is mounted on the top exit shaft directly above the nylon sleeve. Minimal penetration is achieved as almost invisible results are produced.

We are delighted at customer reaction and have since manufactured versions for other machines. Full list below

- Heidelberg - 35mm (exit shafts)
- Stahl - 35mm (exit shafts)
- Heidelberg - 25mm
- Stahl - 25mm
- GUK - 35mm
- GUK - 25mm
- GUK - 20mm
- MBO - 35mm
- MBO - 30mm
- MB - 20mm
- Horizon AFC

We will be happy to send you a quantity of literature and samples of this product, in fact, see the enclosed leaflet to see the results!

Please do not hesitate to contact us.

Counter Rotator – Why We've Added It...

The reason why we've inserted bearings into the Stahl, Heidelberg, and GUK version Tri-creaser Female component with 25mm exit shafts is as follows:

The bearings allow the outside diameter of the part to run at sheet speed, not machine speed.

This minimises the destructive tear at the front of the crease as it enters the exit shafts.

The tear appeared on lighter stocks on this type of machine mainly because the shaft drive is slightly faster than the roller drive, this of course results in the sheet being pulled through too quickly, causing the front to rip.

The added bonus is that set up time is improved 50% because the female part no longer requires a fixing screw to keep it in place; it is dragged over by the movement of the Male component when adjustment is required.

The counter rotator is self-aligning, it automatically centralises itself during production.

The counter-rotator is now standard on this model of machine and a few selected types where the problem may persist.

Final Note...

That wraps up this first edition of 'Distributor News.' I hope you've enjoyed this issue.

Don't forget if you need any advice or help we're just a phone call away. For help and enquiries you can contact us by...

- **Phoning** us on +44 116 275 1440
- **Faxing** us on +44 116 286 3353
- **Emailing** us at info@technifold.co.uk

Spine-creaser...

The Spine-creaser was originally designed to replace the existing system on Muller Martini saddle stitching machines. You may have experienced some of the difficulties of getting this to work satisfactory in the earlier days. I am delighted to say that the Spine-creaser has been upgraded and successfully sold to over 150 companies.

We have found a way to add longevity to the creasing matrix as well as improving the overall quality and set up procedure. We now have Spine-creaser's available that fit other models of cover feeders...

Macey, Sheridan, Osako, Heidelberg ST-100, ST-300, ST-400, Pro-setter and Muller Martini.

Solution Found For Perfect Bound Book Covers...

We recently produced ten first batch multiple devices to fit onto Muller Martini Perfect Binding cover feeders.

The new device produces 2 x spine and 2 x hinge scores and has already proved successful as sales dictate. Early feedback is very encouraging, as users have reported that the system has outshone existing methods and kept the covers away from the flatbed cylinder.

The only drawback is that the shafts that are used to mount the system on are difficult to remove; it can take over an hour to carry out this procedure.

Please contact us if you require more information.

Web-creaser...

We have teamed up with Scheffer Inc, based in the USA to promote a new creasing device following the successful testing of the complete system at a company in Dallas.

The first two proto-types were snapped up and more sets are on order as the word is spreading. Remarkable results have led to the quality that has long been lacking in the finishing process.

Scheffer will promote the new system

as we simply supply the creasing heads under a licensing agreement.

It is not clear as to how Tech-ni-fold distributors can help on this project as Scheffer have stated that they can handle their own leads.

If you have any suggestions please call us immediately.

Take Advantage Of Our New Product Launch...

At last, after many years of thinking about it, we finally did it.

We have produced possibly the world's fastest Digital creasing machine.

The double cylindrical creasing shafts allow the first crease to be hit for a second time during fast production speeds; this of course is ideal for the Digital sector where output is more prone to cracking.

Multigraf based in Switzerland supplied the Pile feeding system and the creation was successfully launched at Drupa in May.

There are so many options available such as providing a revolutionary and unusually fast knife unit to carry out the fold. Even Stahl, Heidelberg or MBO folding stations could be linked in the near future.

Close proximity crease and perforation applications as well as slitting options will be available.

Suction and hand fed feeders can be retrofitted to the modular creasing unit for the more price conscious of customers.

Early models will be on show at Graph Expo in Chicago 10th - 13th October and at The Digital Print World 26th - 28th October in London Olympia.

Multigraf will be manufacturing the machine and we will help them promote and market it.

Multigraf have asked us to use our existing distributors in a bid to maximise success.

This breakthrough will give those distributors chosen a chance to earn massive profit margins, as pricing will be implemented to favour them.

If you are interested in this innovation or would like more information please do not hesitate to contact me.