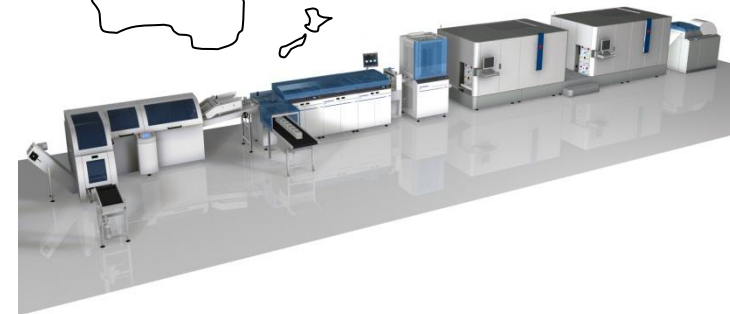


Sprint-binder (perfect-binders)

Smart-binder (saddle-stitchers)



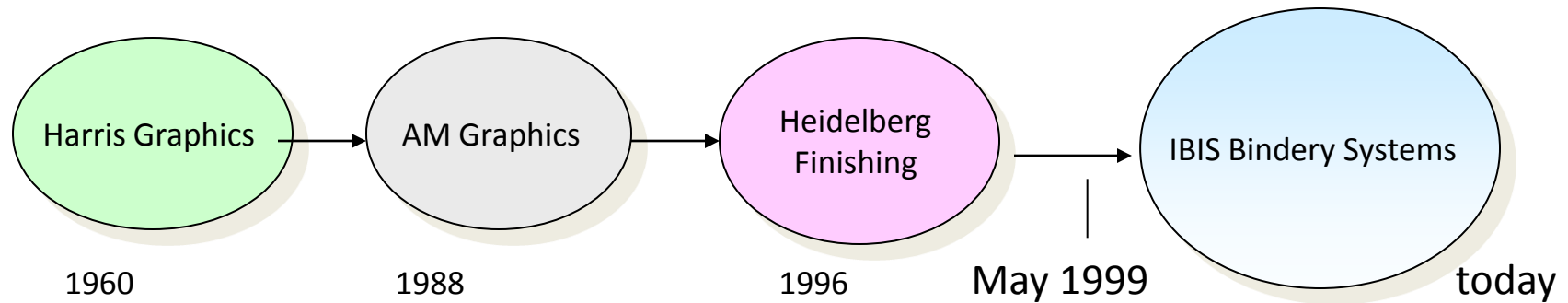
**IBIS Bindery Systems**  
**Company and Product Overview**



## **Part 1: IBIS Company overview**

*(slides 2- 10)*

## IBIS background



- IBIS 'Integrated Bindery Systems' was formed in **May 1999** by engineers and managers previously with Harris, AM and Heidelberg - IBIS is a privately-owned, independent UK-based business.
- We have over **200 man-years** collective experience in book finishing equipment design and manufacture.
- We have sales partnerships with all major **digital printer vendors** worldwide.
- The Smart-binder system is first choice **in-line** saddle-finishing solution for CF digital print: Produces wire- stitched and glued books **from the same machine**.
- IBIS has **100% focus** on document finishing of **digitally printed sheets** (in-line and off-line) - we are **dedicated experts** in this field and have a proven track record in providing **customized solutions** where needed.

## IBIS Management Board

*IBIS's senior management team and founding partners comprise two Oxford and Cambridge Engineering Graduates:*

**John Cracknell (Managing Director):** 32 years experience.....

In Print Finishing, including 20 yrs as Engineering Director with Heidelberg, AM and Harris with Heidelberg, AM and Harris.



**Martin Reed (Director of Customer Support)**.....

27 years experience of book binding machinery manufacture and supply



**Mark Firth (Engineering Director) :**

25 years experience in Print Finishing System controls.



## **IBIS history**

**1999:** Company start-up

**2000-2004:** Digi-stitcher sales . Océ exclusive sales/support partner for 3 years

**2004:** Smart-binder system launched at Drupa 04 to replace the Digi-stitcher. Provides optimised sheet handling and new ISG cold glue system option. Includes optional in-line single clamp perfect binder (model SB-4)

**2009:** IBIS celebrates 10<sup>th</sup> birthday

**2011- 12** Designed new model Smart-binder 'PLUS'

### **2012 -13**

- Launched new Smart-binder high performance 'PLUS' model at Drupa
- Added 4-clamp perfect binder to IBIS product range
- Set up USA distribution and support with Bell and Howell
- Expanded IBIS offerings to include 'customized solutions'
- Installed combined saddle/perfect binding system at IPZS, Rome
- ISG cold-glue patent awarded
- IBIS celebrates 100<sup>th</sup> Smart-binder installation (delivered to ILO, Geneva)

## IBIS Purpose and values

### **Our Purpose:**

To bring new opportunities and commercial advantage to our customers

### **Our Values :**

#### **Commitment**

*We are committed to bringing success to our customers.*

#### **Openness:**

*We communicate honestly and frankly*

#### **Integrity:**

*We conduct ourselves correctly and deliver what we promise at all times.*

#### **Technical excellence:**

*We take pride in supplying solutions with high standards of engineering and which provide maximum benefits to end-users.*

.



*IBIS head office, High Wycombe, nr London UK*



*US Sales office, Minneapolis*

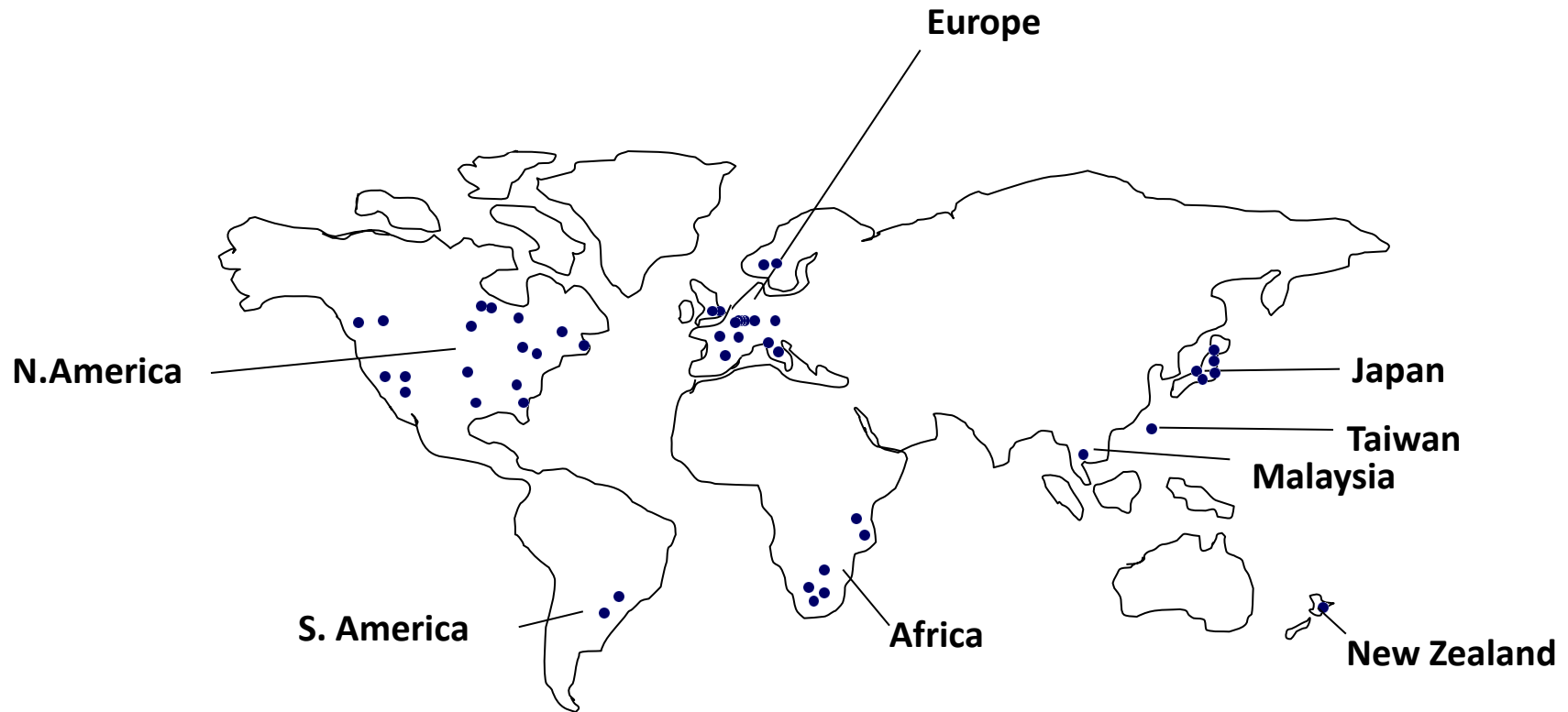


## IBIS finishing systems for the world market

- Digital printing continues to grow at the expense of traditional offset printing.
- High speed ink-jet is the main growth area in web printing. High-end ink-jet web printing often requires perfect binding.
- In-line finishing is first choice for high security printing , when book format size remains constant and for time -critical production. Off-line finishing (from sheet stack) used for flexibility etc. Near-line finishing from a roll maximises printer running efficiency but introduces finishing time delay.
- IBIS established the in-line fold/stitch/trim process in the year 2000 (first machine launched at Drupa 2000 in-line with Océ) and has had monopoly since then on in-line saddle-stitching with web printers. Approx 140 in-line stitchers sold worldwide.
- We have recently introduced a range of in-line Perfect binders in addition to Saddle – stitchers



## IBIS Customer base



## **IBIS Business Strategy**

### **Products and Solutions:**

- Further enhance Smart-binder performance to keep ahead of the competition.
- Launch new Smart-binder optional modules and features to meet customer needs
- Provide 'customised' solutions based on both IBIS products and also products from other vendors .
- Look to exploit innovative product development opportunities in future.

### **Sales :**

- Provide 'expert' sales support based on IBIS's decades of experience.
- Offer 'customized' solutions
- Provide customers with options for local sales support.
- Exhibit at all international print exhibitions

### **Support:**

- Appoint new distributors to provide closer end-user support and faster response time
- Continue to offer customer and distributor training for 'self maintenance'.
- Further strengthen IBIS spare parts supply capability.

## **Part 2: IBIS Product overview**

*(slides 12 – 37)*

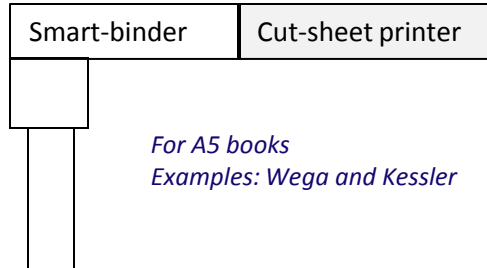
## IBIS product range: Saddle-binding (and combined saddle/perfect-binding)

Model	Binding method	Application	Speed	Features
<b>Smart-binder SB-1 'Plus'</b>	Wire stitching with optional ISG cold gluing and perfect binding	<b>Slow speed:</b> In-line with cut-sheet printers (eg: VP6320)	200 sheets/min input	Sheet direction changer or rotator available
<b>Smart-binder SB-2 'Plus'</b>	Wire stitching only	<b>High speed:</b> In-line with web printers (VS, CS, JS etc)	150 – 190 m/min web speed 7,000 books/hr output	Can be easily upgraded to SB-3, 4 or 5
<b>Smart-binder SB-3 'Plus'</b>	Wire stitching or ISG cold gluing	<b>High speed:</b> In-line with web printers (VS, CS, JS etc)	150 – 190 m/min web speed 7,000 books/hr output	Includes ISG cold glue for enhanced binding
<b>Smart-binder SB-4 'Plus'</b>	Wire stitching or ISG cold gluing or perfect binding in-line with saddle-stitcher	<b>High speed:</b> In-line with web printers (VS, CS, JS etc)	150 – 190 m/min web speed 7,000 books/hr output	Includes single clamp or 4-clamp perfect binder
<b>Smart-binder SB-5 'Plus'</b>	Wire stitching or ISG cold gluing. In line perfect binder configured separately from the saddle-stitcher	<b>High speed:</b> In-line with web printers (VS, CS, JS etc)	150 – 190 m/min web speed 7,000 books/hr output	Includes single clamp or 4-clamp perfect binder

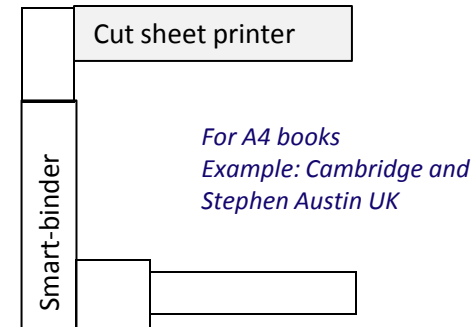
## Smart-binder SB-3 system (



## Smart-binder SB-1 for cut-sheet printers

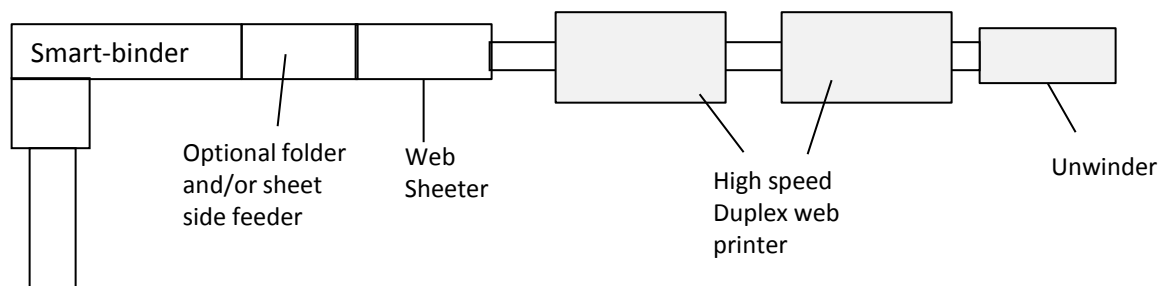


*For A5 books  
Examples: Wega and Kessler*



*For A4 books  
Example: Cambridge and  
Stephen Austin UK*

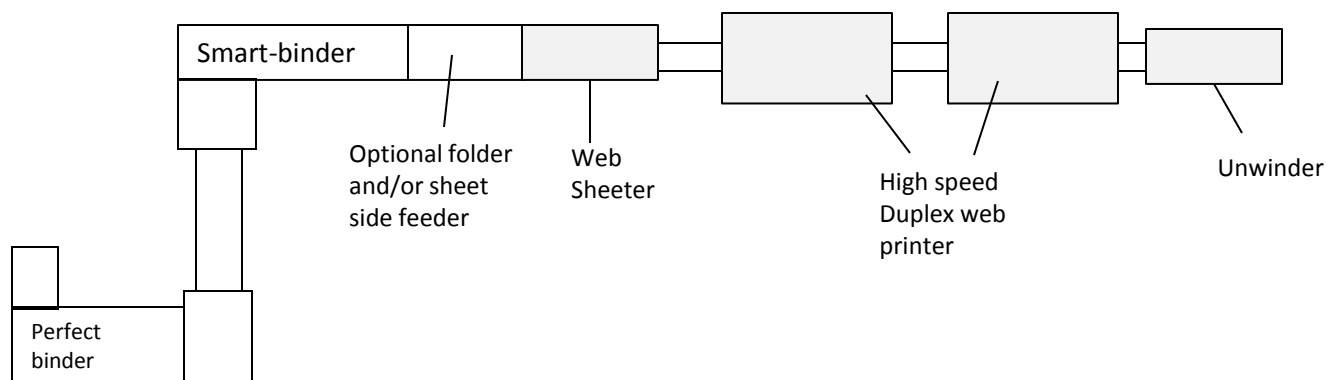
## SB-2 /3 for high speed web printers



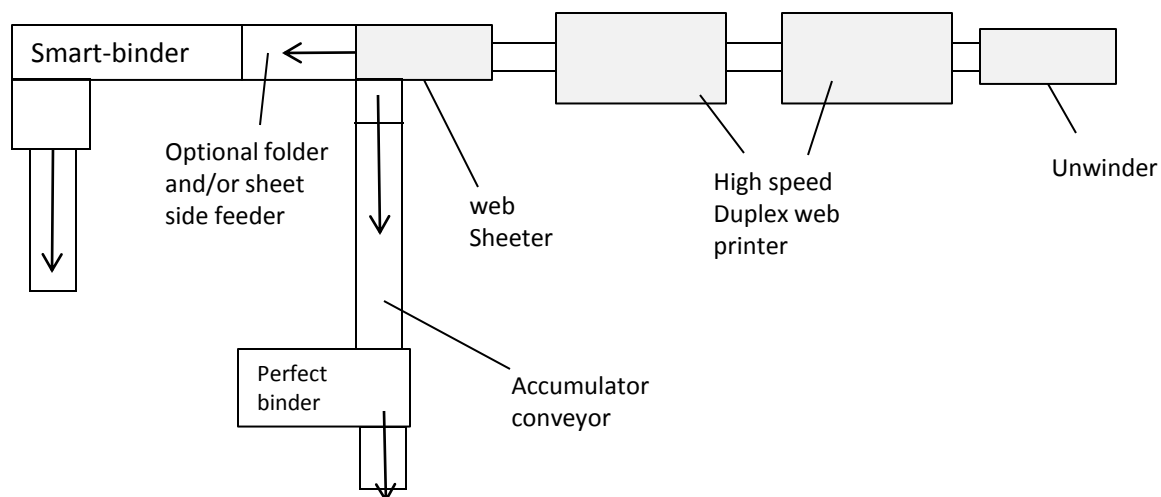
*Examples : Approx 50  
installations around the world*



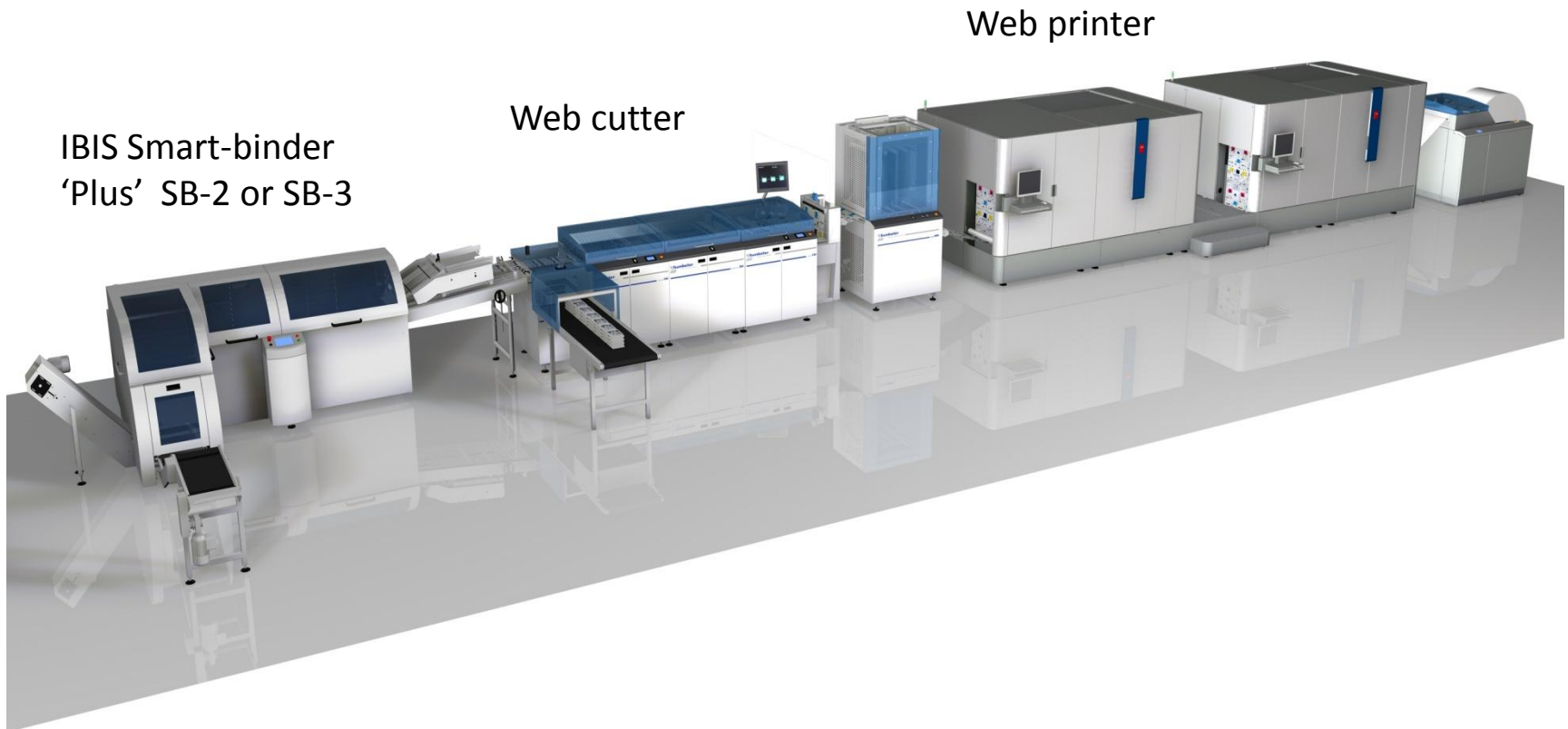
## Smart-binder SB-4 with in-line perfect binder



## Smart-binder SB-5 with in-line perfect binder



New model Smart-binder 'Plus', in-line with web printer and web cutter/stacker



New model Smart-binder 'Plus', fed from roll unwinder/web cutter

IBIS Smart-binder 'Plus'  
SB-2 or SB-3

Web cutter

Roll unwinder



**Off-line Smart-binder with high-speed sheet pile feeder**



## *Smart-binder 'PLUS' Features and benefits*

### 1) A True 24/7 Production System

With **100 systems installed world-wide**, the Smart-binder has repeatedly proven itself to be a true 24/7 reliable, heavy-duty production system and is the most commonly used finishing system for high-speed digital web printers. Many SB systems run continuously in 3-shift operation over many years and produce millions of booklets every month. No other digital saddle-stitcher has a comparable record of accomplishment.

### 2) Integrated Sheet and Book Tracking

The Smart-binder was designed from the start to incorporate sophisticated **data tracking** for personalized booklets. The Smart-binder's integrated system of sensors and software permits 100% accurate tracking of each sheet and booklet (competitive systems use 3rd-party tracking systems). Incomplete booklets are automatically rejected. Separately fed covers may be checked to ensure matching with inside sheets. A detailed log file is created as the machine runs from which individual booklet data can be extracted. This is critical in production environments where each document must be tracked and accounted for.

### 3) Book Quality

The Smart-binder processes and **folds each sheet individually** (instead of in batches as with competitive systems, such as Horizon) which ensures optimum possible book fold quality and lay-flat even when making books up to 8-10mm thick. The Smart-binder trimmer cuts all three edges for an optimum finish and a unique, patented device minimizes book corner tearing when trimming maximum thickness.

### 4) 'Bind-on-demand' for personalization or short job runs

Because the Smart-binder was designed to finishing digitally printed sheets, it incorporates the unique ability to **vary book thickness on-the -run** without any adjustment needed. The trimmer uses gravity-registration to allow is to process books with a constantly changing thickness. In combination with integrated sheet and book tracking this makes the Smart-binder a true bind-on-demand system.



## ***New Smart-binder 'PLUS' Features and benefits (Continued)***

### **5) Different Configurations and Finishing Methods:**

The Smart-binder offers the greatest variety of possible **system configurations**. The SB-2 is for wire saddle stitching only. The SB-3 provides also ISG cold gluing. The SB-4 and SB-5 systems offer both saddle-stitching and fully automated In-line perfect binding. Every Smart-binder system may be configured to operate either in-line with the printer, near line from a roll unwinder/sheeter or off-line from a sheet pile feeder. It is also possible to configure an SB system to operate both in-line and off-line.

### **6) Higher Production Speeds:**

The new Smart-binder 'Plus' can process booklets at speeds up to **7,000 booklets per hour** (14,000 in 2-up mode), making it the fastest such machine on the market. It can handle printer and unwinder web speeds up to 600 feet-per-minute.

### **7) Unique ISG cold-glue binding:**

Smart-binder models SB-3, SB-4 and SB-5 include IBIS unique and patented **ISG cold glue binding option** (which applies a line of cold glue dots to the fold on each sheet). Cold-glued books are stronger and lay flatter compared with wire-stapled books. Quick changeover is available between stapling and gluing.

### **8) Customization:**

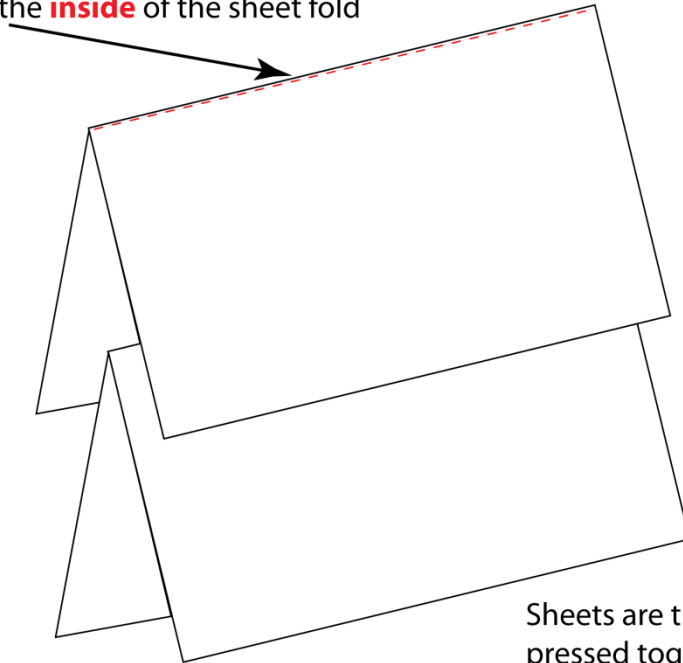
The SB can be customized for a large **variety of applications**. We have connected with envelope inserters, stackers, folders, in-line booklet drills, knife folders, amongst many other options. Additional modules can be added directly to the Smart-binder, including sheet pile feeders, cover and insert feeders, in-line cover gate-folding, pile loading trolleys, trimmer center-knife, card and reply envelope tipping, dynamic sheet perforation (see below), hole punching and much more.

We specialize in creating **customized systems** to meet each individual customer's needs.



## Smart-binder ISG cold gluing (IBIS - Patented)

Micro-dot pattern of ISG cold glue is applied on the **inside** of the sheet fold



Sheets are then collected and pressed together to create a signature, OR "stitchless" booklet

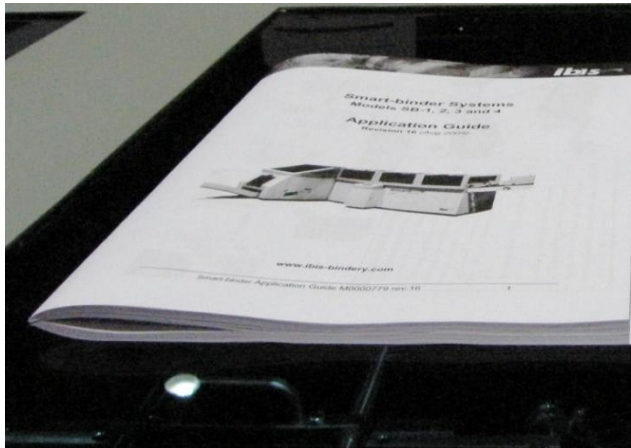


Glue applicator nozzle

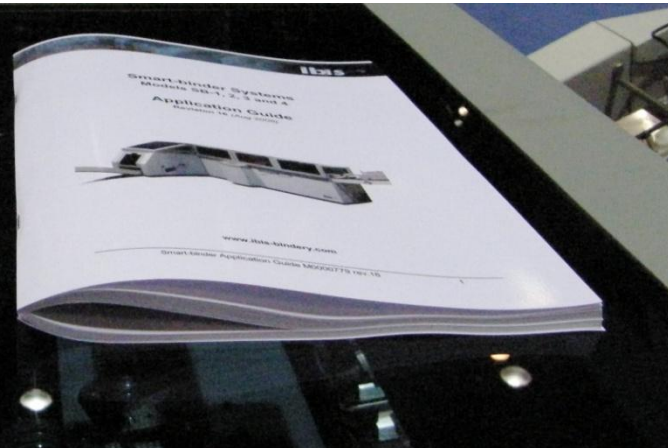
## **ISG Cold Glue Advantages**

***ISG Produces a stronger, more secure booklet with better “lay flat” characteristics – (assists mailing operations)***

**ISG cold glued book**



**Wire stitched book**



## **Typical Smart-binder Applications**

### **Exam papers**

High security. Sheet and booklet tracking is essential .

### **Government Printing**

Time critical: in-line finishing needed. High security.

### **Financial documents**

Company reports etc .

### **Insurance and Healthcare**

Individually personalised . Sheet and booklet tracking is essential . Matching covers /inserts

### **Product Manuals**

Digital printing avoids printing all language variants in one booklet.

### **Sheet music**

### **Books**

Dedicated perfect binding. Short job runs or 'Books -of -one.'

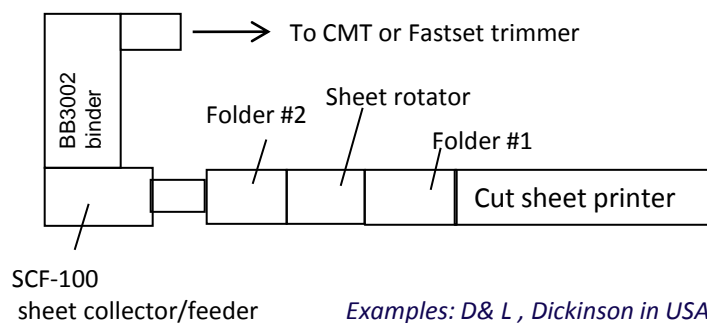


## *IBIS in-line 'Perfect binding'*

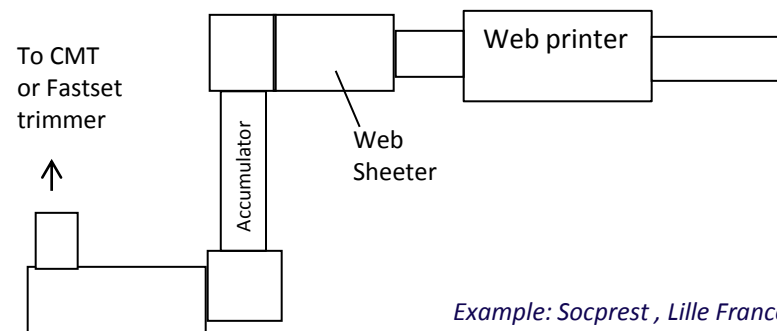
Model	Binding method	Application	Speed	Features
<b>Sprint-binder PB-600C</b> <b>One clamp binder</b>	Perfect binding only EVA or PUR	In-line with <b>cut-sheet printers</b> . Suitable for books of one	240 sheets/min input <b>400 books/hr output</b>	<ul style="list-style-type: none"> <li>•Single clamp binder</li> <li>•In-line with printer</li> <li>•Books of one</li> <li>•Includes sheet stacker</li> </ul>
<b>Sprint-binder PB-600S</b> <b>One clamp binder</b>	Perfect binding only EVA or PUR	In-line with low-medium speed <b>web printers</b>	50 – 100 m/min web speed. <b>400 books/hr output</b>	<ul style="list-style-type: none"> <li>•Single clamp binder</li> <li>•In-line with printer</li> <li>•Books of one</li> <li>•Links to web cutter/stacker output</li> </ul>
<b>Sprint-binder PB-2000J</b> <b>4-clamp binder</b>	Perfect binding only EVA or PUR	In-line with high speed <b>web printers</b>	100 – 200 m/min web speed <b>1500-books/hr output</b>	<ul style="list-style-type: none"> <li>•4-clamp binder</li> <li>•In-line with printer</li> <li>•3secs book thickness change</li> <li>•Low cost .. Built in Asia</li> </ul>

## IBIS Sprint-binder configurations (Dedicated Perfect -binders)

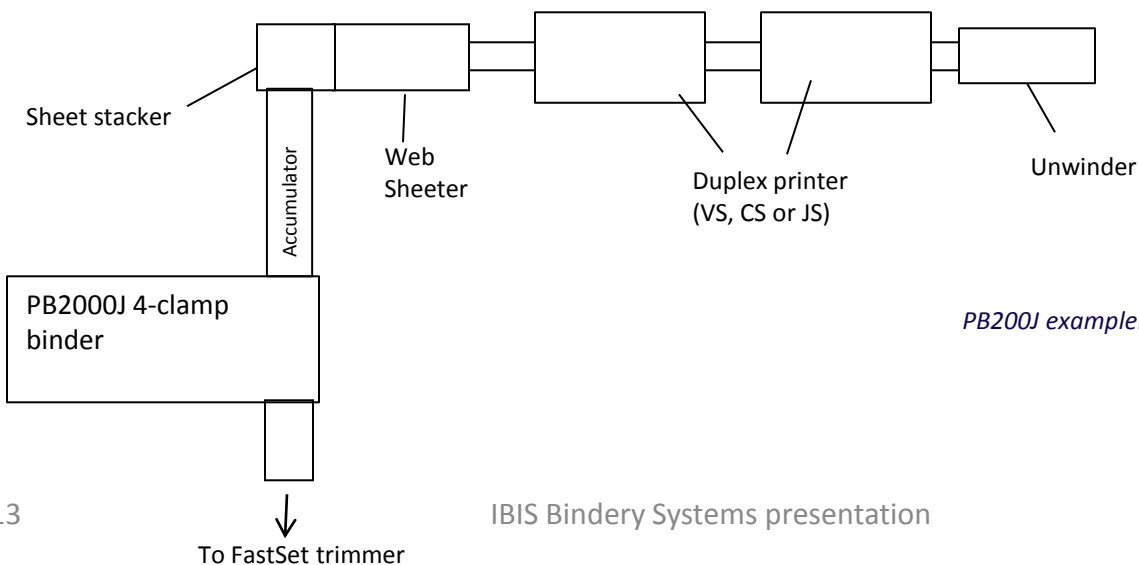
### PB-600C configuration



### PB-600S Configuration



### PB-2000J configuration





**IBIS Sprint-binder PB-600C (perfect binder)**





**Challenge CMT-330 in-line 3-Knife Trimmer**



**IBIS Sprint-binder PB-2000J 4-clamp in-line Perfect-binder**

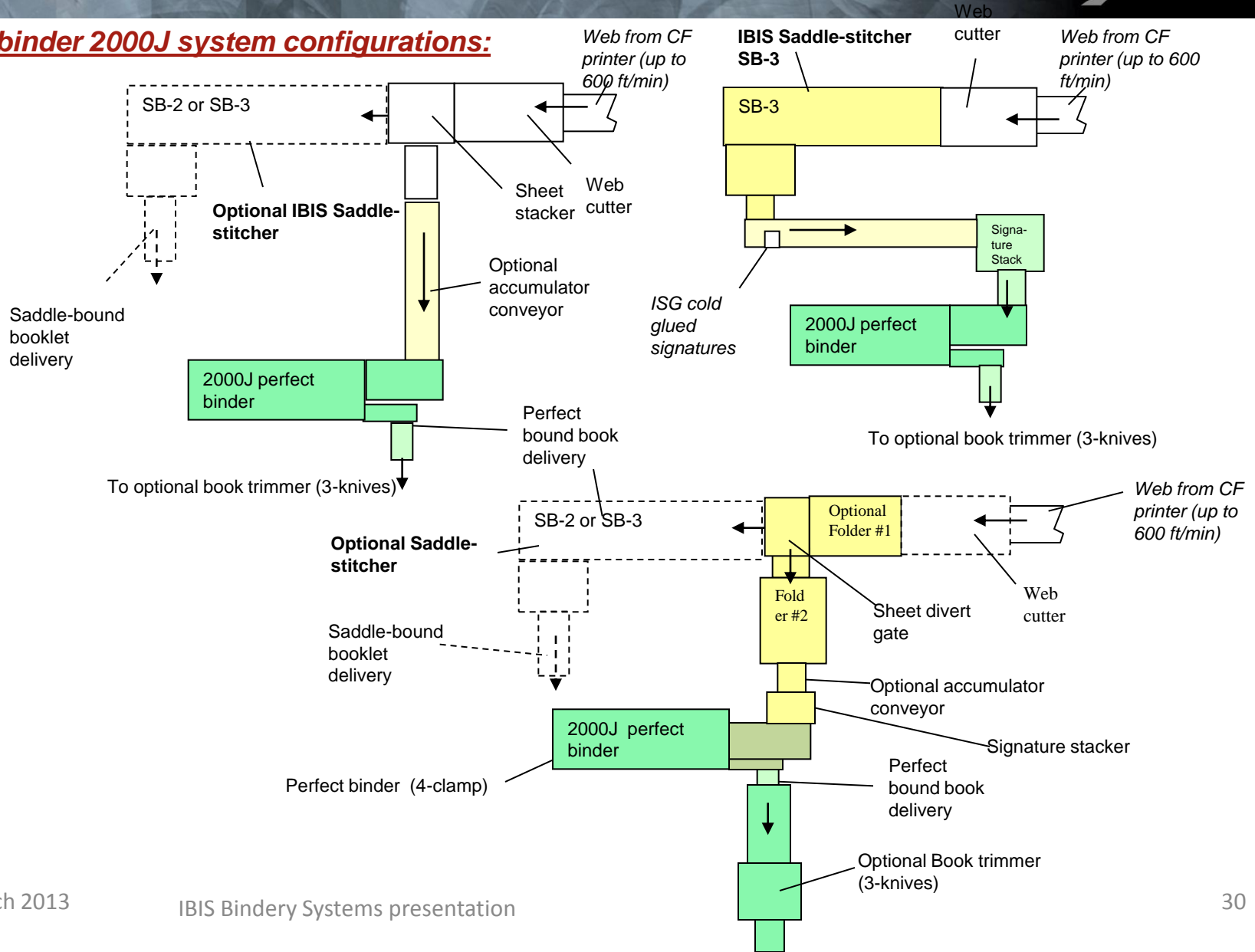


**1,500 books/hour**

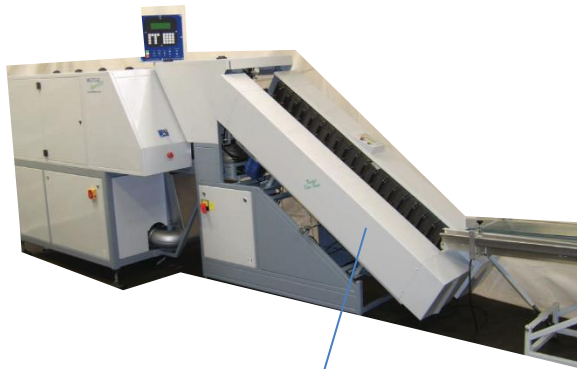
## **IBIS Sprint-binder PB-2000J (perfect binder): Features and Benefits**

- **In-line operation:** Fed directly from a digital-printer. Avoids manually placing books in the binder clamp
- **Speed:** 4 clamps for 1,500 perfect bound books/hour
- **Fully automated size change-overs:** both thickness and format size changes are automatic. Suitable for short job runs or books of one.
- **Option for saddle-stitched booklets:** May be combined with the IBIS 'Smart-binder' saddle-stitcher.
- **Book quality:** books may be made with ISG cold glued signatures to replicate thread sewn book quality. Binder includes side gluing and multiple cover scoring for optimum finished book quality. Books are lowered from the binder clamp in a controlled manner to avoid damage. Optional in-line 3-knife trimmer available.
- **PUR or EVA:** Options available for either hot melt (EVA) glue or PUR glue.

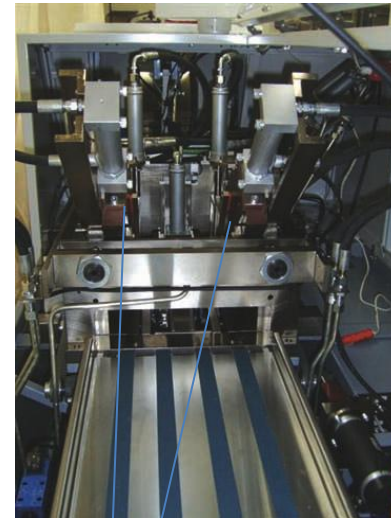
## Sprint-binder 2000J system configurations:



**Fast-Set FST-100 in-line book trimmer for use in-line with Sprint-binder perfect binders (variable thickness books)**



Indexing '20-pocket' conveyor allows book cooling before trimming



Trimmer knives (hydraulically driven)



## **IBIS Smart-binder Installed Base (118 machines)**

Country	Number of IBIS products installed	Notes
UK	12	6 SB-2s at Cambridge with Oce (exam papers)
France	2	Old DSTs
Belgium	3	SB-3 s in Brussels (Xeikon and Oce)
Luxembourg	3	European Union work (in-line with Nipson)
Germany	4	With Oce cut-sheet and web
Sweden	4	With Oce web
Italy	8	3 in Rome with Oce (inc IPZS)
Spain	2	In-line With Oce
Portugal	1	In-line With Oce
Switzerland	1	SB-3 at ILO Geneva in-line with Oce
Austria	3	SB-3s in Vienna
Greece	1	SB-4 off-line in Athens

Country	Number of IBIS products installed	Notes
USA	45	Multiple different apps (in-line near line and off-line)
Taiwan	1	Near line from roll
Africa	8	Exam papers . Many with Oce
Maylasia	1	Government
Tokyo	10	Off-line : exam papers
New Zealand	1	Off-line
Canada	4	In-line With Oce, and off-line
Brazil	3	Off-line
Russia	1	Near line .



## Benefits of new-model Smart-binder PLUS (launched Drupa 2012)



- **Higher web speeds:** Web speeds up to **130 metres/min** with no extra folder and **200 metres/min** with extra F101 folder New 'selective' folder F-200. available for 4-page increments.
- **Higher book production rates:** New trimmer transport increases speed to **7000 books/hour** and assists very light (4 or 8-page) document production.
- **Enhanced cover feeder:** Cover feeder capacity greatly increased by the addition of an '**auto-loader**'. This also assists feed reliability by reducing weight on the bottom cover in the pile.
- **Auto stop -stitch:** An automatic **stop-stitch** system allows books to run out of the machine at the end of a job and facilitates quick changeover between stitching and gluing.
- **New style guards:** The upper guards have been redesigned to incorporate a more modern curved shape which also makes them lighter, and improves visibility.

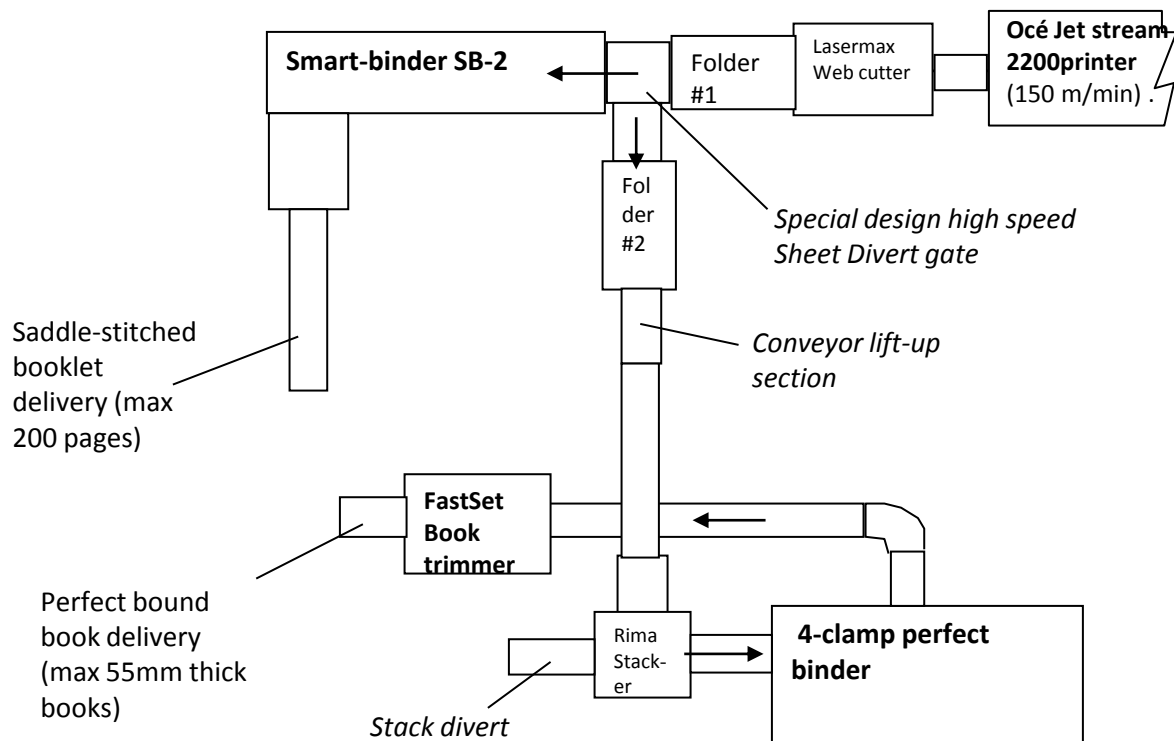
## **IBIS Customized solutions**

*We specialise in providing a tailored and customised solution for unique customer applications*

### ***Case study #1: Rome, Italy (Government printer)***

**Key system features:**

- 150metres /min **Océ Jetstream 2200 printer**. High security printing . On-the-run automated switching between saddle-stitched booklets and perfect bound books.
- Saddle-stitched booklets containing 12 - 200 pages (variable on the run).
- Perfect-bound books from 10 - 55mm (variable on the run). Lightweight 60 gsm paper



## ***Case study #2 : Pearson Assessments , Minneapolis***

### **Key system features:**

- Exam paper production.
- 2 Smart-binder SB-3s in-line with ink-jet printers and Lasermix sheeters .
- Special design trimmer with on the run switching between front trim/ no front trim.
- Special design 45 degree corner trim.

## ***Case study #3 : Cambridge , UK***

### **Key system features:**

- Exam paper production.
- 3 Smart-binder SB-2s in-line with Océ VS printers
- 3 Smart-binders in-line with Océ VP 6250 printers.
- Special extra bar code reading of underside of sheet.
- 1 million documents /month from each web-fed Smart-binder .

Testimonial: “ *Hi John, We produce around 36-40 million exam books per year (on the IBIS Smart-binders). Around 1m per machine per month.* **Martyn Charity, Océ-UK**

### ***Case study #4 : Toppan Forms , Tokyo***

#### **Key system features:**

- Examination test paper production. 100% ISG cold glue.
- 10 off-line Smart-binder SB-3s with pile loading trolleys ,
- Special extra cameras for extra integrity control ,
- Extra detection systems for book quality and special delivery system with camera controlled book dimension auto-reject system.

### ***Case study #5: Excellus, Rochester ,NY***

#### **Key system features:**

- BCBS Healthcare documents. Smart-binder SB-4 in-line with Océ CF printer.
- Includes in-line BB3002 single clamp perfect binder. Produces both saddle-stitched booklets and perfect bound books.

### ***Case study #6 : R & V, Germany***

#### **Key system features:**

- Insurance policies. One Smart-binder SB-3 fed from Kern roll unwinder/cutter.
- Special multi-bin cover feeder. All booklets are ISG cold glue bound (no wire stitching)
- Book thicknesses continually changing from min to max on the run. In-line Duerselen drill.
- R & V have just ordered new Smart-binder 'Plus' system.

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