

Muller Martini Relocations



Successful moves

- ▶ Wailandt'sche Druckerei Aschaffenburg GmbH & Co. KG
- ▶ Latimer Trend & Company Ltd., Plymouth
- ▶ Schär Druckverarbeitung AG, Wikon

Your strong partner.

MÜLLER MARTINI



From right to left: Emre Budak (1st printer), Viktor Grande (shift supervisor), Jürgen Zapf (Managing Director) and Volker Röhr (Sales Manager at Muller Martini Printing Presses GmbH Germany).

A More Compact Solution for Greater Efficiency

The Wailandt'sche printing plant has moved to a production hall that is less than half the size of its previous one. With the help of ^{MM}Services.Print, two Muller Martini A52 printing presses and almost all the other machines that were in operation at the earlier site were relocated within just four weeks.

“ For the competent problem solutions
and the uncomplicated service,
you like to pay a price. „

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he fact that we managed to complete such a project within four weeks was undoubtedly thanks to thorough project planning, excellent cooperation and the in-depth expertise of the Muller Martini technicians in Maulburg.”

Jürgen Zapf and Markus Sigusch, Managing Directors of the Wailandt'sche printing plant in Aschaffenburg (wda), are happy with their new production site, which is just a few streets away from the previous site. “Each of the two printing presses was only offline for two weeks due to the relocation and reconditioning, so we were able to keep on producing using the press that wasn't being relocated and reconditioned at any given time.”

The company, which was established in 1965, specializes in the production of mailshots, advertising materials, large laser rolls, carbon-copy sets and commercial documents, as well as printing on special textile products. Particular products that are produced using the two A52 printing presses include calendars and special passes, such as football passes, on a waterproof synthetic fiber substrate called pretext.

wda combined the relocation with the reconditioning of both printing presses. A completely new control system was installed in the older A52. In addition, Muller Martini updated the software of both machines. The reconditioning will ensure consistent printing quality over the long term and re-

duce downtime caused by worn wear parts. Thanks to the reconditioning, a double-figure increase in the machine uptime of wda can be expected in the next two years. “What particularly impressed us about the cooperation with Muller Martini was the fact that over two-thirds of all problems and queries could be resolved by talking to the technicians over the phone,” says Jürgen Zapf. “We were happy to pay for that straightforward service.”

Relocation was necessary because the previous hall was old, resulting in excessively high costs. Wailandt'sche, which, with its 19 employees, already has a streamlined personnel structure, is now producing in a 2,400 m² hall – considerably smaller than its previous 5,500 m² hall. Jürgen Zapf explains that the new, compact arrangement of all the machines, which was well planned in advance, has greatly optimized all processes and streamlined the production sequence.

Cost-Effectiveness Meets Environmental Protection

According to Managing Director Jürgen Zapf, the more compact hall not only has financial benefits, but also a range of environmental advantages. “Through the use of LED lights and the efficient use of heat from the exhaust air of the machines, our energy costs are much lower. Since many jobs are now produced on demand, products don't need to be stored for ever, which saves on costs and space. Everything is now much more compact, making us even more efficient.”



Glasgow to Plymouth in 19 Days

In just 19 days, Muller Martini shipped a complete Bolero perfect binding line from Glasgow to Plymouth, while also managing to dismantle and completely reassemble the machine in such a short time frame. Journal and book printer, Latimer Trend & Company Ltd. is now able to offer highly competitive binding with an exceptional quality product with a wide range of binding products.

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he short time frame of just over two weeks must surely be a record: Latimer Trend ordered a used Bolero from Muller Martini England, on January 9 of this year, and had it shipped from Glasgow to replace its Monostar perfect binder that had been in operation since 1999. On January 23, the experts at Muller Martini disassembled the Bolero and, within 19 days, transported it 780 kilometers across Great Britain from Scotland to the southern English coast, completely overhauled and cleaned it whilst simultaneously disassembling Latimer Trends Monostar binding line – and on February 10th, they pressed the start button.

MM England offered the Bolero line, originally installed by them in 2006, as one of the most highly specified binding lines in the United Kingdom with very low operating hours. In addition to this one of the deciding factors for investing in the Bolero line, according to Finance Director Ian Crocker, was the fact that Muller Martini England as a general contractor was able to complete the entire relocation project including the overhaul the machine (adding new pressing stations, examining the glue pots, the VPN/PUR nozzles, and the Zenith S three-knife trimmer and introducing new soft-

780

kilometers transported, completely overhauled and cleaned.



The Universo packer box delivery as the link between the gathering machine and perfect binder allows Latimer Trend to have an optimal delivery of folded signatures gathered for both automatic and manual finishing.

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For its saddle stitching projects, Latimer Trend has relied on a Minuteman from Muller Martini.

ware) in such a short time frame. "Without this professional support, we would have never considered purchasing a second-hand perfect binder," he said.

Optimal Customer Support

For Bruno Müller, CEO of Muller Martini, Latimer Trend is a typical example of the increasing importance the service business is gaining in the graphic design industry: "With our ^{MM}Startup module, we have been contracted by customers to relocate several hundred machines within plants and to refurbish them according to the specific customer needs. We also support customers who have opted for used Muller Martini machines both in the purchasing process and during the subsequent installation, reconditioning and commissioning of the equipment. We will continue to increase our activities in this important field, with the declared aim of providing the best support to our many customers worldwide in optimizing their production equipment."

Training Included

The extensive service package for Latimer Trend also included training for two machine operators for the comprehensive Bolero line – consisting of a 21-station gathering machine, a Universo stacker, book block feeder, a book data center (BDC) and a Zenith S three knife trimmer. One of the operators took part in a one-week training at Muller Martini's book academy in Felben, Switzerland, which was followed up with training for both operators over a three-week period on-site working directly on the Bolero line. "As we made a great technological leap from the Monostar to the Bolero, it was particularly important for us to receive targeted training for our personnel," says Production Director Andy Ogden.

A Fast Make Ready and PUR

There were two critical factors that Latimer Trend was looking to address with this investment. The first of these was

" Latimer Trend has relied on Muller Martini for nearly a quarter of a century. „

the declared goal of significantly reducing changeover times for short print runs which the Bolero offers, as well as a significant increase in running speeds. The second, as just as important factor, was the need to be able to offer its customers a full range of binding products which includes PUR binding, a growing requirement within the industry. These were the main reasons why the company, founded in 1880 and taken over by Paul Opie, Ian Crocker and Andy Ogden in early 2012, and which has 60 employees, decided in favor of the Bolero. "In addition, the Bolero offers a great advantage with the VPN nozzle, as it enables a simple and fast changeover between the PUR and hotmelt methods," says Production Director Andy Ogden.

Latimer Trend had made the switch to new machines in all of their book production processes, except for perfect binding. "With the Bolero, we have closed that gap," emphasizes Finance Director Ian Crocker. "Not only have we succeeded in increasing our efficiency with significantly improved make ready times and production speeds, but we can, more importantly, now offer our customers a wider range of high quality bound product including perfect bound and PUR bound books."

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Machine Relocation Completed **Ahead of Schedule**

By moving to a new building, including the relocation of almost the entire machine line-up from the old site, Schär Druckverarbeitung AG has not only enhanced its production workflow. It has also secured the future of the family business.

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he business was previously located at an old, labyrinthine production site over an area of 3,000 square meters in Rothrist in the Swiss canton of Aargau. It had three stories, with a pillar in the way every four meters. Logistics was hindered by the constant shifting of pallets and there was barely room for the peripheral equipment of the saddle stitchers. "It was very work-intensive," says owner and Managing Director Paul Bucher.

The company has now moved to a state-of-the-art, spacious new build in Wikon, which is approximately ten kilometers away. The 4,000-square-meter building has two stories, with the saddle stitchers on the ground floor to provide trucks with optimal access for high-volume jobs. "Our machines are now logically positioned and the production sequence is better organized. We can produce far more cost-effectively than before and respond even more flexibly to customer requirements," says Paul Bucher.

The move to new company headquarters also required the relocation of almost the entire machine line-up, including three Muller Martini saddle stitchers – a Prima S Amrys, a 235 and a 221. "We wanted to continue to devote our attention to our customers during those months and not get bogged down in relocation issues," notes Paul Bucher, who once did an apprenticeship at Muller Martini in Zofingen. Schär Druckverarbeitung AG therefore decided to have specialists take care of relocating the three saddle stitchers. That proved highly successful. Within four weeks, the three stitching machines had been decommissioned in Rothrist and reinstalled in Wikon. "The project was completed ahead of schedule," says Paul Bucher. The relocation was performed in stages so that Schär Druckverarbeitung AG could keep production downtime to a minimum.

Before the three saddle stitchers were recommissioned, they were not only thoroughly cleaned, but also reconditioned by Muller Martini experts in line with the findings of an extensive, computer-assisted inspection. They checked all the feeders and three-knife trimmers and replaced belts and other wear parts. The results have been impressive, says Paul Bucher. "In particular, we can now set the machines up much faster." This was not the first time that Schär Druckverarbeitung AG has trusted in Muller Martini's ^{MM}Services expertise.

For instance, Muller Martini technicians installed the Prima S Amrys, which was acquired in 2008 on the secondhand market, and extended it to include a base-unit station, a Robusto compensating stacker, two feeders, a merchandise tipper, a belt conveyor and the Asir 3 automatic signature image recognition system.

The Next Generation Is Ready

Schär Druckverarbeitung AG's move to the new building is also linked to the company's succession planning and continuation of the family business. In the foreseeable future, Marina and Yannick Bucher will take over from their parents Vreni and Paul Bucher, who have owned the company since 2006. That is a clear indication of the Bucher family's belief in the future of the graphic arts industry.

Schär Druckverarbeitung AG, which has 35 full-time employees, produces 95% of its output for printing plants, whether that is because they do not have print finishing facilities in-house, their machine line-up has no free capacity, or they do not have the necessary expertise for special products. The company specializes in:

- ▶ ultra-small or large products with contour die cutting, in addition to conventional brochures and schedules with run sizes of 500 to several million copies, in the saddle stitching segment,
- ▶ all possible forms of folding (including mini folds) thanks to a wide range of machines,
- ▶ inline rotary die cutting in one pass, including labeling,
- ▶ pocket folders and diaries in all possible forms,
- ▶ personalized one-page or two-page self-mailers with glued-in inserts.



Owner and Managing Director Paul Bucher (right): "We didn't want to get bogged down in relocation issues." **Richard Hofer (left),** Sales Manager at Muller Martini Switzerland.