



Case Study

DEANPRINT BOOKS THE CHANGES

Bufalo Rondofix Transforms Short Run Book Production

A three-fold increase in perfect bound book production and the ability to offer more competitive prices are being enjoyed by Stockport family-run Deanprint following the addition of a Bufalo Rondofix perfect binder from Perfect Bindery Solutions.

Deanprint Managing Director Mike Broome says early indications show dramatic improvements: "We are already producing work three times faster which has enabled us to offer better prices making us more competitive. The quality of work we are producing has been enhanced and we are now actively marketing the machine, especially locally."



The Client

In operation since the late 19th Century, family-run Deanprint has a long-standing reputation to maintain. Ensuring that its final product is not only of the highest quality but also matches the ever-changing needs of the market is an essential but difficult component of any print operation to get right. That is why Deanprint managing director Mike Broome has been only too pleased to rely on expert advice from Perfect Bindery Solutions managing director Steve Giddins.

Mr Broome explains: "We began operation as a travel agent that wanted to produce its own posters. Our service offering has expanded over the years and now we are very versatile producing anything from short-run books to manila folders."

The Relationship

"We have been working with Steve for more than 20 years," states Mr Broome. "When we are looking for something new for the bindery we always talk to him first. We always go to him and say what we need. If he doesn't have a machine that fits the bill he will look for one, or if we find one we like, he'll tell you the downfalls and benefits. If he can match it he will but if not he says go ahead and buy it."



"It is like getting a second opinion before spending a substantial amount on a car. We can also set a budget and we know PBS will stick to it. And if Steve doesn't have a system that fits our needs he will search for one that does. Steve is very honest and I hold his views in high esteem. He is totally reliable."

The Investment Need

The Stockport operation runs both Heidelberg litho presses and a Konica Minolta CSS Digital engine which has built up a successful niche in short-run book printing. When its single-clamp perfect binder began to feel the pressure of the increased demand Mr Broome decided the time was right to invest in a multi-clamp version.

"I looked at what machines were available but there wasn't really much on the market for small to medium runs that wasn't too slow or too fast."



The Solution

We wanted something in between and Steve suggested the Bufalo Rondofix six-clamp binder. He was also able to modify the machine so it suited our set-up better and completed the work exactly the way we wanted.

Features include flexibility, fast set-ups, small footprint, large and small format, and quality engineering. But it was the ability to offer inline backlining that sold the system to Mr Broome. He says: "A lot of our work is backlining sewn blocks and the attachment enables us to complete just this aspect of our work. It suits our operation very well."

continued



Perfect Bindery Solutions



The Rondofix can also use Hotmelt, PVA and PUR adhesives and operates on auto, through a sensor fitted into the feed plate. This allows a delay of up to 10 seconds for product handling by the operator. The clamp can be jogged forwards and backwards by a hand control and there is a device for small books available (70 x 80) and a vibrating table option for jogging loose paper/sections.

“Because this machine has six clamps and is circular which means there is always one clamp empty in front of the operator,” states Mr Broome. “This makes production much faster and us more productive. We are running three times faster now. The quality of work we are producing has been enhanced. We are now marketing the machine, especially locally.”



This machine is designed for hand-feeding loose paper, book sections and sewn blocks into the transport clamp. The control of the clamp can be automatic via sensor and timer or manual. The book is transported through the milling unit equipped with fully adjustable sanding disc and notches to prepare spine for adhesive. The book also passes through routing station, which mills slots across the spine for additional page strength. The hot melt unit applies adhesive on the spine with two rollers and a heated scraper regulates final layer on book between 0.5 - 1mm. Side gluing wheels apply hot side adhesive, which is separately controlled to allow different grade of adhesive to be used. The transport clamp arrives at the nipping station, which applies pressure to the spine and the sides of the book whilst simultaneously applying the cover or backlining tape. The unit is hydraulically powered giving high quality finish and absolute square spine profile. Covers up to 400gsm can be applied without pre-scoring. The book is then transported to the stacker delivery or chute option depending upon requirements. The stacker delivery is fitted with heater that is used to dry books with PVA adhesive.



The Future

Making the right investment is vital to an operation's long-term future and in the current conditions Mr Broome is only too well aware of the pressures his company faces. “Times are tough these days. Every day is a new challenge,” he says. “We have been around long enough to know we have been through it and survived, more recently in the 1980s and the 1990s. The Rondofix will help us to offer better prices now and be more competitive.”

PBS Comment

“Deanprint illustrates how in practice a traditional print operation can merge different generations of equipment and technology to deliver superior quality and value to its customers,” says Steve Giddins. “Over twenty years we have supplied Kolbus casemakers, a Smyth book pressing machine, a rebuilt Wohlenberg line, Sheridans, Hunkelers and two Buffalo binders and more. The Rondofix in particular is a great machine because it can apply cold as well as hot-melt glue and end paper, too.”



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