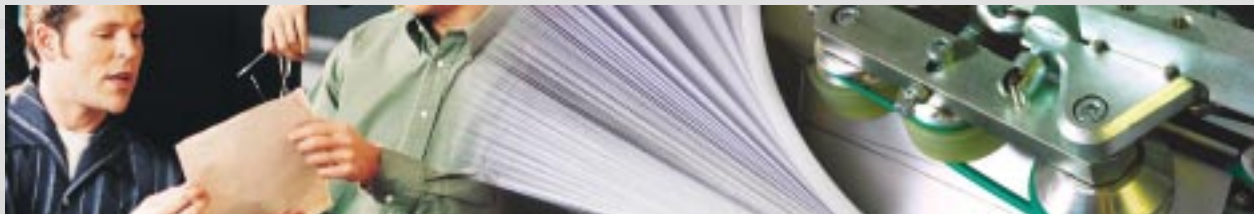


IBIS Bindery Systems

Book finishing systems for digital and offset print



Comprehensive service and support
A commitment to engineering excellence
Worldwide system installations



IBIS Bindery Systems



Who we are and what we do

IBIS was formed in May 1999 by senior managers and engineers previously with Heidelberg Finishing Systems (formerly Harris Graphics and AM Graphics).

Our team has over 150 man-years experience in book finishing equipment design and applications. We are dedicated to providing our resellers and end-user customers around the world with innovative, high performance, heavy duty and reliable book finishing systems with unique features and user advantages.

Our focus has been on finishing solutions for high-speed CF (web) digital printers, both off-line and in-line. However, our latest products feed (and collate) offset printed sheets as well as digital.

Uniquely, we offer the ability to produce both glued books and wire stitched (stapled) books from the same machine. We also have extensive experience of integrating different equipment into complete customised systems. In this way we provide a one-stop service for book finishing solutions.

All our products are backed by first-class customer training and support.

We are based approximately 30 miles (48 km) from central London and close to Heathrow international airport.

The IBIS Senior Management team

The IBIS senior Management team and founding partners include three Oxford and Cambridge Engineering Graduates:



**John Cracknell
(Managing Director)**
20 years previous experience as Engineering Director with Heidelberg, AM and Harris.



**Mark Firth
(Engineering Director)**
20 years experience of designing special purpose and book-binding machinery.



Malcolm Allitt (Chairman)
Formerly chief executive of public international engineering companies.

Our 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 high standards of engineering and providing maximum benefits to end-users.



Why buy an IBIS Smart-binder?

Because we will give you real advantage over your competitors by:

Reducing your production costs

- In-line or off-line operation.
- Up to 2440 pages/min throughput (up to 12,000 books/hr output).
- Stitched *and* glued books up to 60mm (2.36") thick from the same machine.
- Low running costs.

Enhancing your book quality





- Individual sheet folding for better lay-flat of saddle-bound books up to 200 pages.
- ISG cold gluing available for increased strength and improved lay-flat.
- Three -side trimming.
- Square-backed books (SB-4 only) with 4-scored covers and wheel side-glue.
- Bar code sheet tracking and auto-reject.

Increasing your up-time

- Very robust, high quality machine construction for 7 x 24 hr, reliable operation.
- Easy and quick to maintain.
- First-level product support available from all leading printer vendors, combined with professional training and support from the IBIS field support team.
- Focus on operator and maintenance training.



Smart-binder output

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 • Saddle-stitched books up to 10mm (0.4") thick.
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 • Saddle-glued books up to 10mm (0.4") thick – ISG Cold Glue.
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 • Square-back books made with cold & hot glue up to 60mm (2.36") thick.
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 • Square-back perfect bound books up to 60mm (2.36") thick – hot-melt glue only.



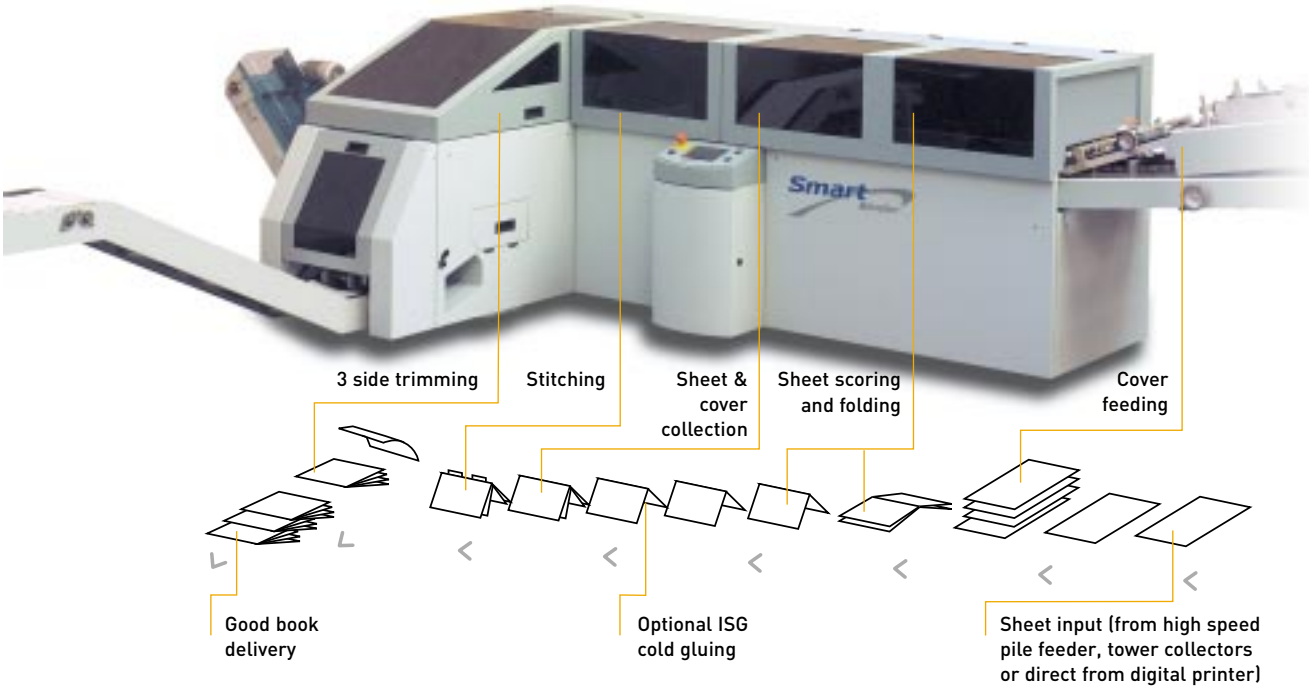
Product Range

Smart-binder	Model	Max. Input Speed (A4 pages/min)	Wire Stitching	ISG Cold gluing	ISG Cold glue & HMCU hot melt	Max book thickness
Smart-binder for digitally printed sheets	SB-1	250	✓	x	x	10mm (0.4")
	SB-1G	250	✓	✓	x	10mm (0.4")
	SB-1G4	250	✓	✓	✓	60mm (2.36")
	SB-2	1200 (or 2400 with extra folder)	✓	x	x	10mm (0.4")
	SB-3		✓	✓	x	10mm (0.4")
	SB-4		✓	✓	✓	60mm (2.36")
	SB-4P		x	x	hot melt only	60mm (2.36")
Smart-binder with tower collators for offset-printed sheets	SB-2TC	8,400	✓	x	x	10mm (0.4")
	SB-4PTC	8,400	x	x	hot melt only	60mm (2.36")

Product Features (Common to all models)

- In-line connection with highest speed digital printers, or off-line operation from a high speed sheet feeder, or tower collator(s).
- Individual sheet folding for optimum thick-book quality.
- Cover and Insert sheet feeding.
- Optional multiple-tray feeder available for content sheets, cover sheets and/or insert sheets.
- Bar code tracking of all sheets and auto-rejection of bad books, to ensure integrity.
- Three-knife trimming with optional centre-knife.
- Heavy duty construction for 24 x 7 operation.
- Easy-to-use touch-screen controls and comprehensive documentation in multi-languages.
- Complete range of book format sizes.

Specifications	SB-1	SB-2	SB-3	SB-4	SB-4P
Maximum throughput speed (A4 pages/minute)	250	1200 A4 pages/min or 2400 with extra folder			
Off-line sheet feeding speed	62 x A3 sheets/min	300 x A3 sheets/min		300 x A3 sheets/min	
Maximum output speed (books/hour)	6,000 12,000 (with trimmer centre knife)				N/A
HMCU maximum output speed (books/hour)	Not available			600	
Maximum book thickness	10mm (0.4") approx 200 pages			60mm (2.36") or approx 1200 pages	
Minimum book thickness	8 pages (2 sheets)				2mm (.08")
Maximum book size	320 (spine) x 225 mm (12.6 x 8.9")				
Minimum book size	97 (spine) x 119 mm (with trimmer centre knife) (3.8 x 4.7")			210 (spine) x 119mm (8.3 x 4.7")	
Minimum sheet weight	50 grams /square metre (40 grams with extra folder) 13.4lbs bond (10.6" with extra folder)				
Stitching heads	Maximum 4 heads - flat stitch or loop stitch with 14mm (0.55") crown length. Round section wire 0.4 - 0.6mm (16 - 24 thou) diameter				N/A
Gluing system	Not available		ISG cold glue	ISG cold glue, + HMCU hot melt	hot melt only
Trim	Up to 20mm (0.8") - all three sides				optional
Maintenance	Minimal maintenance requirements - most parts are 'self lubricating'				
Operator interface	Graphical touch screen with multi-languages for system set-up, operation, and operator feedback.				



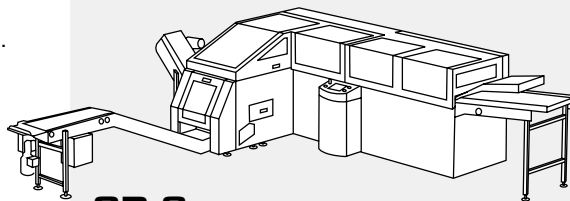
Smart-binder system

The Smart-binder system allows use of IBIS's patented 'ISG' (Individual Sheet Gluing) technology which replaces wire-staples with lines of cold-glue 'dots' between each sheet to produce more attractive, stronger, flatter and easier-to-recycle books.

The Smart-binder model SB-4 includes an additional HMCU module to combine ISG cold glued 'signatures' with hot-melt glue to produce thick high-quality, square-backed books. For the first time ever, both wire-stitched or glued books may now be produced from the same machine. The SB-4P is a lower-cost solution for hot glued books only.

Smart-binder SB-1, SB-2

- Dedicated high-quality saddle-stitching.
- 'On-the-run' re-loading of cover sheets.
- Simplified easy-to-use folder and sheet collector.
- Multiple cover or inserting feeding available.
- Upgradable 'in the field' to SB-3 or SB-4.



SB-3

- Includes 'ISG' cold gluing module to produce both saddle-glued books and saddle-stitched books.

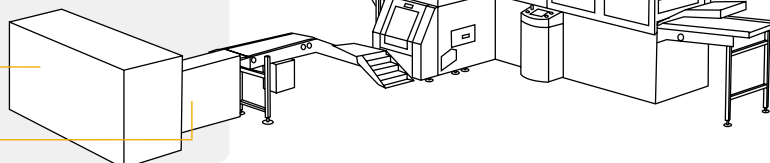
Smart-binder SB-4 One-stop-shop

The ultimate, flexible book-finishing system

- Saddle-stitched booklets.
- Saddle-bound ISG cold-glued booklets.
- Square-back books up to 60mm made from ISG-glued signatures using HMCU binder.
- In-line thick book trimming available.

HMCU hot-melt binder

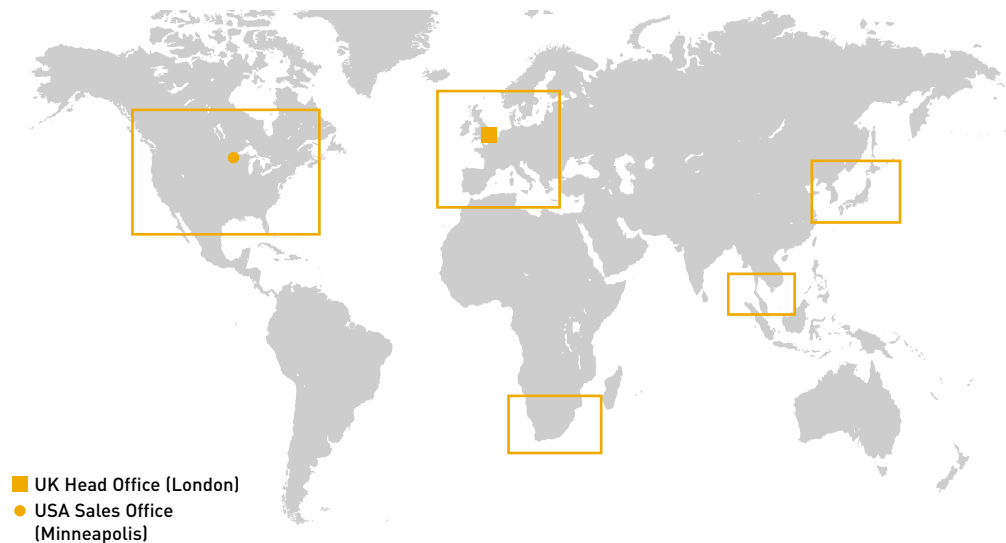
SCF integrated module (optional)



Service and Support



IBIS installed products (2006)



Our 'Gold Service' package

- Machine packing and transportation to the end-customer.
- System Installation at the end-customer.
- Training of end-customer's machine operators.
- 5-day intensive maintenance training course for the Reseller's engineers.
- Extended 12 month parts warranty.
- Successful completion of the pre-agreed production tests.
- Post-installation support to ensure continued performance.

Providing first-class support

- Highly skilled field engineers.
- Support contracts with Digital printer OEM suppliers so that you can receive first-level support as part of a complete system (including printers).
- Application and product support by phone and E Mail with 24-hour hot-line.
- Continued development of features and benefits to help you stay ahead of your competitors.



Customer testimonials

Mr Haas, Print Manager
R & V Insurance, Germany

R & V produce large numbers of individually personalised insurance documents, each up to 128 pages thick. These are made using the Smart-binder SB-3's unique ISG cold gluing system (which offers many advantages over wire stitching for this application) and multiple-bin selective feeding of a cover sheet with cut-out



window. According to print manager, Mr Haas, the system performs 'trouble-free'.

Mr Zercher, Digital Print Supervisor
RR Donnelley, USA

“ We've been using our Digi-stitcher heavily for the past four years. We are coming off one of our peaks where we produced over 500,000 books with pages ranging between 16 and 128. Each of these books are variable in nature in that every page is different and every book has a different page count. We are now in the process of looking to purchase a second IBIS line. ”

Mr Esser, Esserdruck
Stuttgart, Germany

“ Digital media has given both our business and living environment new impetus which will continue in future. We are continually searching for new possibilities which our customers can profit from. An example of this is the manufacturers of hand-books, brochures and product operation manuals with variable "On-Demand" contents. The addition of the IBIS saddle-stitcher system (connected in-line to the CF digital printer) enables us to fulfil this requirement in the optimum way. ”

Our reseller partners for digital print finishing





Commitment statement

To provide solutions that will give you advantage over your competitors, I commit to you that we will:

- Act with openness and integrity in all our dealings with you, respond within one working day and respect the confidentiality of information you give us.
- Only sell to you if we are confident that we can satisfy your requirements.
- Review how our equipment may be customised to suit your specific needs.
- Test and demonstrate your finishing job prior to sale, if needed.
- Continue to work with you after installation until we achieve pre-agreed system performance.
- Give you continued technical support in the future.

I look forward personally to helping you put into operation a complete and highly-effective book-finishing system which will increase your competitiveness and grow your business.

For further information, don't hesitate to call me.

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John Cracknell
Managing Director, IBIS Bindery Systems



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A commitment to engineering excellence
Worldwide system installations

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