

BUSCHtelegraph

Welcome to the latest Busch Graphic Machinery newsletter – Summer 2006, we hope you will enjoy the read and contact us with your views and comments. The early part of this year was of course taken up with IPEX at the NEC in Birmingham where we were run off our feet with customers from all over the world.

We had a very successful show with an impressive number of orders particularly from the UK. We were also delighted by the number of visitors to our stand. Health and Safety, manual handling and environmental waste solutions were high on the list of questions and there were many healthy conversations stimulated by our products. Our waste conveyors created curiosity as the examples we displayed demonstrated their bespoke capabilities.

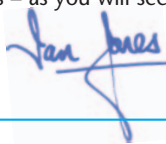
We saw substantial interest in our Pile Turner range particularly the B2 models, which are growing in popularity as they meet the industry trend in sales of B2 presses. I should mention here that Busch

can offer pile turners on any scale from the smallest press (B2) up to almost the largest (1850 x 1400 mm).

In June we saw our 100th Pile Turner installed since a direct sales channel began in the UK in 2000.

Waste conveyor sales are up, particularly to Muller Martini and Heidelberg customers to work alongside saddle stitchers. Sales have also increased of bespoke conveyors.

Finally, we continue to take a keen interest in addressing environmental issues as do our customers – as you will see from their testimonials.



“Myles Olsen, Oxford University Print, says: The Busch waste conveyor system sits neat and tidy beside the new Muller stitcher, shifting the waste automatically and saving man hours and risk of injury such as RSI.”

Turn over and read more...

Interesting new applications

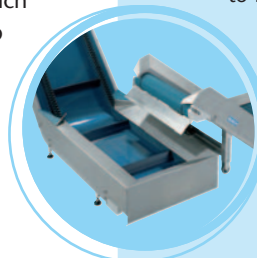
- Clinical Print Finishing in Leicester, recently took delivery of a bespoke waste conveyor system to remove waste from its Polar Autotrim guillotine.
- The SMP Group in Woolwich has ordered a Pile Turner with a platform width of 2 metres to work alongside its newly installed KBA presses.
- Read about Calverts and Oxuniprint on the other side.

Stories from the Press Room > Keeping blankets clean

More and more of Busch pile turner users are reporting that airing the stack before the first pass keeps the blankets cleaner for longer.

Airing before printing removes much of the paper dust, which builds up on the first unit blanket. After the first pass, before backing up, airing removes surplus spray powder.

Customers tell us that with a Busch Pile Turner the typical run length between blanket cleans has extended from 20,000 to 30,000 impressions if the stack is aired and jogged before printing. Whilst time may not always allow for this – down-time on the press for blanket cleaning probably takes longer than the five minutes taken on the pile turner before printing!



Flexibility is key > Waste conveyors

The beauty of the waste conveyor is its flexibility in meeting all kinds of applications, such as saddle stitchers.

Companies looking to purchase a modern saddle stitcher running at very high speeds manned by a single operator would have to look seriously at a waste conveyor designed to facilitate modern automation.

Without a waste conveyor system, the stitcher would have to be stopped for safety reasons to clean out waste, which can often cause minor problems of feeding when the stitcher is re-started. The obvious result is a slow down in overall productivity.

Demonstrations of Busch waste conveyor systems in action are available in showrooms at Brentford, Tamworth, Leeds, and Iver.

For more information call Busch on 01869 277847.

www.buschgraphic.co.uk



For more information and specifications on all Busch products visit the website or call 01869 277847.

B2 Pile Turner > Calverts

"As a cooperative we make joint decisions," explains Paul Kither. "We have a weekly meeting as well as a monthly financial meeting here at Calverts where proposals are put forward and decisions made. Dave Bedwell chose the Busch Pile Turner in March at Ipx and I have to say we are all delighted."

It has made such a difference in the press room. We work a continental shift system. I work with Andy Wooldridge. Dave Bedwell and Lee Howlett work the other shift. The Busch Pile Turner has speeded up the process and made all our lives easier and safer. We have a 5-col Heidelberg 74 running steadily from 7am until 7pm. We pride ourselves on a tidy and efficient operation. The pile turner helps us to maintain that."

Calverts is a cooperative graphic design and printing company in Bethnal Green providing both litho and digital print for a diversity of non-profit making organisations such as the Cinema and Television benevolent fund, Minority Rights Group International, Landmine Action and the National Institute for Mental Health. They also work with schools and colleges such as the British School of Osteopathy and the

Fashion Design department at the University of Westminster.

The company promotes environmental compliance and uses recycled papers and vegetable based inks. They are Signatory to the Lord Mayor of London's Green Procurement Code and members of the Forestry Stewardship Council which allows them to offer their customers papers from a sustainable source. All waste is recycled apart from ink which is regularly collected by J&G Environmental Ltd.

As Arthur Stitt explains "We see our investment in the Busch Pile Turner as part of our basic work ethic of prudence and care. The Pile Turner saves paper waste, saves time and minimises the risk of injury due to manual handling. Now we have it we don't know what we did without it."



Paul Kither at Calverts with the B2 Pile Turner.

Waste conveyor is a 'must have' > Oxuniprint



"Its all about prevention," says Myles Olsen, Operations Manager at Oxford University Print. "The Busch waste conveyor was a 'must have' when we purchased our Muller Martini Valore stitcher. With 4 x Heidelberg presses running full-time the company is printing hundreds of booklets in a week and the disposal of waste is a high priority."

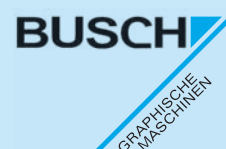
"I am not exaggerating when I say that staff here are absolutely delighted with this investment," says Olsen. "It's the best piece of kit we have had for a long time. We are producing tons of paper waste in a week. Up until we bought the Busch waste conveyor system we were piling the waste into cardboard containers under our previous stitcher and manually handling the container into a chest high skip. The Busch conveyor sits neat and tidy beside the new Muller stitcher, shifting the waste automatically and saving man hours and risk of injury such as RSI."

Oxuniprint, a commercial litho printer has Health & Safety at the top of its agenda. They have a dedicated employee, Graham Norton who monitors H&S issues and also works in the Finishing department. The company has a weekly and a monthly

meeting and has recently implemented a programme of working according to defined principles. The factory is laid out in clearly marked areas with a green line down the middle of defined walkways where staff and visitors are not allowed to stray without safety footwear. "We insist on regular risk assessments and area audits as a continuous improvement ethos at Oxuniprint," concludes Olsen. "The Busch system is part of our strategy to ensure the Health & Safety of our employees."

▶ Busch Graphic Machinery

With over 50 years experience in manufacturing and engineering, Busch supplies a full range of high quality machinery to the UK



printing industry, from pile turners and waste conveyors to punches, label lines, banders and ink mixers.