MBO
KOMORI Group

Value Added Web-Based Finishing

Direct Mail | Commercial | Books | Diecutting | Miniature

Roll-Fed Finishing Solutions

Commercial Finishing for Inkjet from MBO

Its a great success story.....

In the mid-2000's, MBO's look to the future indicated that roll fed digital print would become a well established staple in the commercial print market. Responding quickly in 2008, they invested in roll-fed finishing by establishing 20" and 30" unwinders, sheeters, plows, slitters and other web handling components. The fit was perfect. The portfolio goal was to modularly connect the new sheeting systems to the current folders and finishing components, creating a roll-fed method of feeding their well established core components. Inkjet printing has taken the commercial print market by storm validating the expansion project.

MBO's style of finishing is different than other systems used in the more familiar transactional and document segments. We provide solutions for the commercial printer who is rooted in advertising, marketing, direct mail and specialty niche markets, originally dominated by offset print, and continuing to evolve. MBO roll-fed equipment is robust, flexible, and ready to take on the 24/7 demands of that segment. We work with a different business model which is not rooted in click charges and flat sheet production.

The MBO model is based on the ability for the printer to produce a product that is best for the customer's marketing needs, and not force them into a standard cookie cutter format. Its all about getting conversions.

This short history of the MBO Roll-Fed story shows why we have such a large footprint in the commercial print industry. Inkjet quality has increased exponentially since then and now presses from Canon, HP, Screen and others are producing high-quality, commercially acceptable print on a very wide range of substrates. Gone are the days of multi-step processes to produce variable data, targeted marketing pieces. MBO can finish it in one step, and still change over easily for a new product later in the day, in any volume required. **We are your growth partner!**

mwidirect

Testimonial.....

What can I say about our investment into MBO Finishing?

- *In-line finishing system that is able to consolidate up to 4 legacy offline processes*
- *Industry leading finishing speeds of 400 - 600 ft. per min*
- *Built for heavy production environment*
- *Excellent service and support network*
- *Reduced labor requirements by 50% to 60% and increased throughput speeds 3:1*

- Dean Hart, President/CEO, MWI Direct

Roll-Fed Letterfold Production

Available as an in-line or near-line solution

The Direct Mail Market

MBO's high speed letterfold system is the core configuration of MBO's Roll-Fed Web Finishing Platform. It is the most widely used roll to fold solution in the commercial print market, targeting the marketing, advertising, direct mail, self mail and specialty segments. The design concept integrates the capabilities of the of proven MBO buckle folder technology to the web finishing market. The system can adapt to most any format letter, 1-up or 3-up, 2 page to 4 page, with or without chip-out and in newsletter or loose-leaf layouts. In-line trimming, scoring, gluing and gatefolds are possible. With a maximum web speed of 824fpm, 4" to 80" cutoff capability, and low labor requirement, there is no better way to finish your mail piece directly from the roll.

MBO's finishing lines are modular to allow for future growth and changing market needs. Modules with dynamic perforating, dynamic scoring, web plowing, sheet plowing and split and merge are all available for greatly enhanced final products. MBO finishing systems give you the ability to produce mail pieces that stand out from the crowd and secure more conversions.

Up To 824 fpm!

Specifications

Web Width Max:	23" or 30"
Cutoff Length	4" to 80"
Max Web Speed	824fpm
Interface	Nearline or In-line
Configuration	Modular
Sheet Trim	Chip-Out, Side Trim
Fold Plates	6/4
Output	2 - 4 Streams
Embellishment	Dynamic Perf, AQ - UV Coating
Delivery Systems	Shingle, Stack, Bundle

Roll-Fed Self-Mailer Finishing

Recommended for near-line solutions

Self Mailers for Marketing

For direct mail its all about getting the product opened and noticed by the target audience. Self mailers do just that with messaging present on the outside and stock types that catch the consumer's eye. MBO steps up their roll finishing portfolio with modules that cut, fold, tip-on and glue, using stock up to 12pt, all in one step. For this solution, its all about one step finishing. Gone are the days of putting product through three separate steps taking many days to complete. Our solutions allow one step roll to final product finishing.....even with complicated pieces.

This market uses the value of MBO's modular designs more than any other. With simple rearrangement of existing modules or addition of a plug and play new module, new products can be made without the need for high investment. What a great way to preserve your initial investment and still grow with the needs of your customers. MBO finishing systems give you the ability to produce mail pieces that stand out from the crowd and secure more conversions.

Specifications

Web Width Max:	23" or 30"
Cutoff Length	4" to 80"
Max Web Speed	500fpm
Interface	Nearline Recommended
Configuration	Modular
Sheet Trim	Chip-Out, Side Trim
Fold Method	Plow Vacuum Table
Output	1 - 2 Streams
Embellishment	Dynamic Perf AQ - UV Coating
Delivery Systems	Shingle Recommended

Roll-Fed Book Block Production

K8RS Digital Shown
Also Available in Buckle Folder Configuration

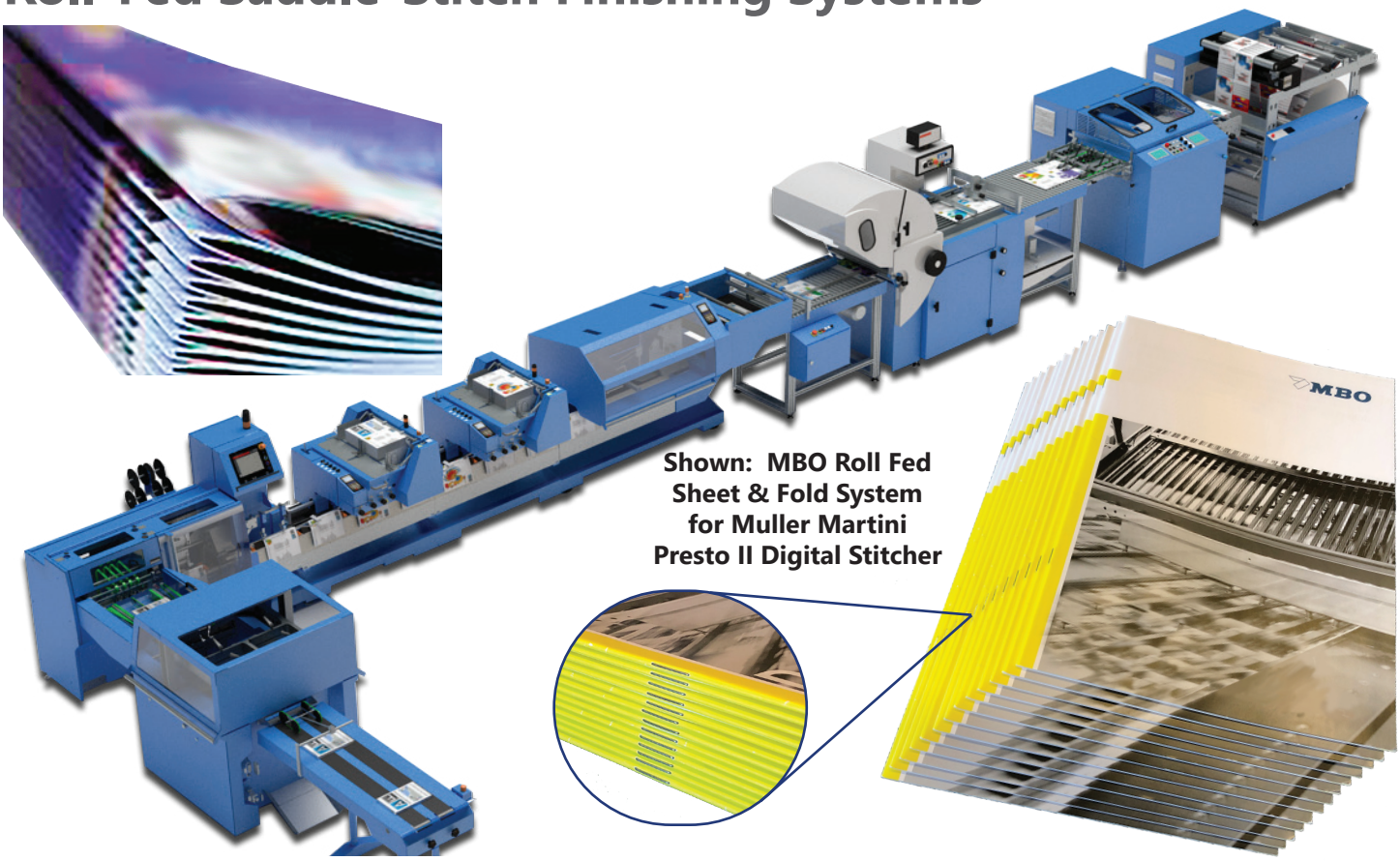
Books Made from Signatures
MBO provides its book block solution using a proven, commercially robust method; starting from folded signatures. This method results in the highest block quality, best integrity for page order, and the most final binding options possible. Book blocks are made using a wide range of form sizes, from 4-page signatures to 32-page signatures. Using MBO's highly accurate folding technology, including the necessary perfs and scores, book blocks are suitable for perfect binding, sewing, hard cover or soft cover. The stacker can form the block in glued stacks or loose stacks to match the need of the binding method.

Why are signature built blocks higher quality than loose-leaf built blocks?..... Whether gluing or not, a signature needs only 2 glue dots to hold it to the next signature, processing many pages per sig. Loose-leaf requires many times more glue dots, and many times more moving sheets to get the same result. The fanned out 12 page sig group above requires 17 sigs to create the 204 book. Loose-leaf construction requires 102 separate sheets.

Specifications

Web Width Max:	23" or 30"
Cutoff Length	4" to 80"
Max Web Speed	824fpm
Interface	Nearline or In-line
Configuration	Modular
Sheet Trim	Chip-Out, Side Trim
Fold Method	Combi or Buckle
Output	Single Stream
Embellishment	Dynamic Perf AQ - UV Coating
Delivery Systems	Shingle, Loose Sigs, Glued Block

Roll-Fed Saddle-Stitch Finishing Systems



Shown: MBO Roll Fed Sheet & Fold System for Muller Martini Presto II Digital Stitcher

Saddle-Stitch for Digital Print

MBO has teamed up with Muller Martini to offer the most robust saddle stitching solution in the commercial print market. The Presto II Digital and Primera Digital stitchers can be paired with MBO roll fed systems to produce a variety of stitched booklets. Because the stitcher has a digital print, plow infeed and traditional pocket feeders, three products can be made to fit the work at hand. Print can be fed from: Rolls for all digital booklets, Signature pockets to produce all traditional booklets, and by using a combination of both, hybrid booklets can combine the best of both technologies. Cover feed options allow self cover from the roll source or different covers from multiple cover feeders. With speed ratings up to 14,000 books per hour, selective folding to reduce blank pages, and dynamic perfing for page embellishment, there is no better or more productive solution available. As digital printing continues to penetrate deeper into the commercial print market, MBO/ Muller-Martini integrated systems will be more valuable than ever.

Specifications

Web Width Max:	23" or 30"
Cutoff Length	4" to 80"
Booklet Formats	A4, A5, Tabloid
Max Web Speed	610fpm
Interface	Nearline
Configuration	Modular
Fold Plates	6
Booklet Build	Signature Based
Page Jumps	Selectable, 4 Pages
Output	Single or Multiple
Embellishment	Dynamic Perf
Delivery Systems	Shingle, Stack, Bundle

Roll-Fed Diecutting Systems

Rotary Diecutter In-line with Folder Gluer Shown

Advances in Diecutting from MBO

Bograma builds a market leading cutsheet Rotary Diecutter (BSR 550) and partnering together with MBO produces an additional Roll-Fed Diecutting Solution. Packaging markets have both long and short runs, making solutions for both cutsheet and web very important. The MBO system sheets the web to the proper length so it can be processed at full speed by the BSR Diecutter. The large B2 diecutting area of the BSR allows for high productivity, and the modular design allows folders and other finishing components to be placed in-line for one step processing. Folding Carton, Packaging Inserts, Labels, Presentation Folders, Self-Mailers and Contour Flyers are just a few of the products possible. With its fast make-ready, integral stripping, and accurate dies, the BSR is the best diecutting choice for new generation commercial printers.

Specifications

Web Width Max:	21.5”
Die Max Size	20” x 29.5”
Tension Method	Tight Web, Core Driven
Max Web Speed	500 fpm
Max Sheet Speed, B2	800 sph
Interface	Nearline
Configuration	Modular
Stock Range	60gsm to 250gsm
Matrix & Scrap	Automatically Stripped
Make-ready Features	Integral Register Pins
Register Control	Automatic Print to Cut

Roll-Fed Miniature Folding

Shown with KL112.1 Mini Folder and PP300 Pressing Unit

Miniature Folding from MBO

MBO has developed a rollfed miniature product finishing solution to respond to the increasing demand for roll fed inkjet print in this sector. This is a niche industry serving medical, pharmaceuticals, cosmetics, electronics and other specialty packaging, also known as product information inserts or PI's. The segment uses a wide range of stocks from 40gsm pharma paper to glossy commercial grades. MBO is fortunate to have H+H, the leader in machinery for miniature folding and specialty finishing, as part of their company. The roll fed sheeting system is again used as a feeding unit, able to send trimmed, perfed, scored, and cut sheets to the H+H miniature folding and finishing modules. Along with folders that can have up to 24 buckle plates and fold lengths as low as 3/4", special modules that press, glue, label, vertically stack and automatically tray the product are integrated into these lines. Once again, the goal is to fully finish the product in one step to reduce turn time and keep labor requirements as low as possible.

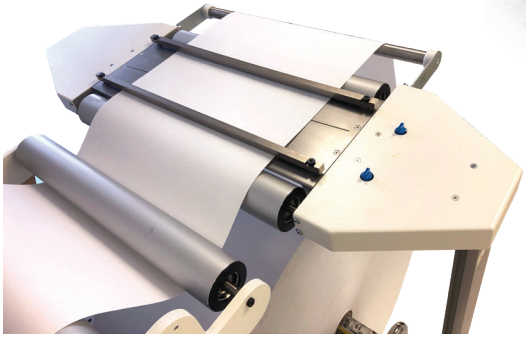
Specifications

Web Width Max:	20" to 28"
Tension Method	Tight Web
Max Web Speed	500 fpm
Interface	Nearline or In-line
Configuration	Modular
Stock Range	40gsm to Cover wts.
Fold Lengths	3/4" and up
Buckle fold plates	6 to 24
Layout	1 up to 4 up

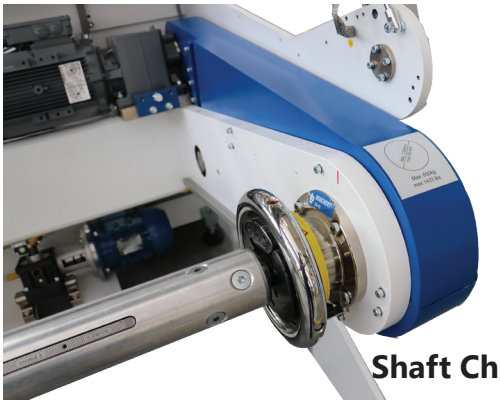
MBO Unwinders and Rewinders

Web Guide

UW 23 Shown



Splice Table



Shaft Chuck

Roll Processing from MBO
MBO concentrates on the 23" inkjet market with its UW 23 and RW 23. Printing and finishing is all about tension: "Control the tension well and the final result will show well." Press and finishing uptime is directly related quality control of unwound and rewound rolls. MBO unwinders and rewinders are designed with an isolated festoon integral to the unit, large diameter rollers to reduce curl and easy operation and web up.

Whether unwinding rolls for tight web, high speed finishing, or unwinding and rewinding on an inkjet press, MBO's UW 23 and RW 23 close the loop on the process.

Specifications

Web Width Max:	23"
Tenison Method	Tight Web, Core Driven
Max Web Speed	824fpm
Interface	Nearline or In-line
Configuration	Modular
Stock Range	40gsm to 300gsm
Roll Diameter Max	52"
Output	2 - 4 Streams
Make-ready Features	Splice Table, QR Roll Chuck
Sidelay	Automatic Web Guide

Flood Coating for Roll Fed Web Systems

FC 23 Flood Coater
Shown Inline with Inkjet Press

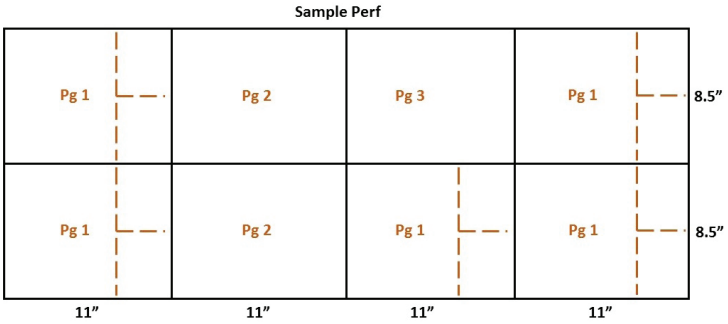
Coating the Web

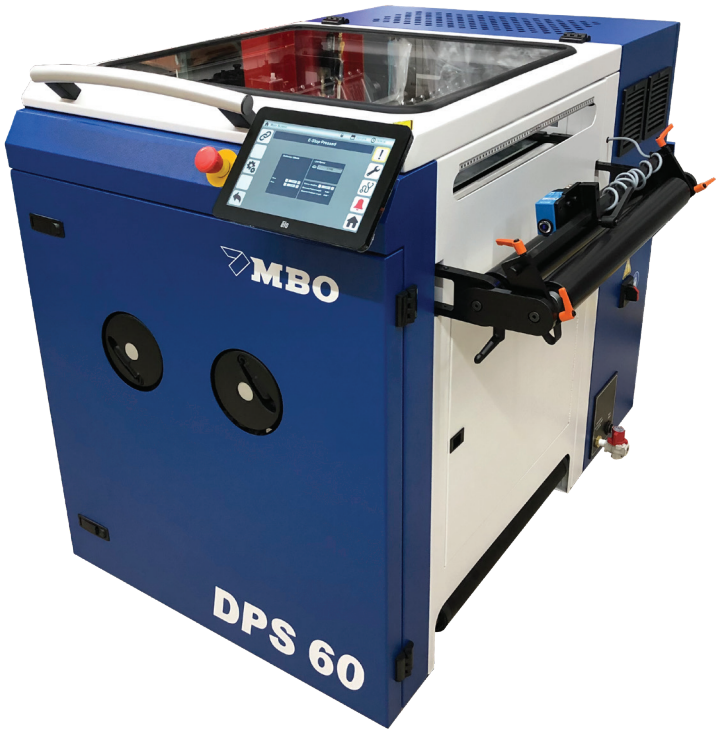
Coatings add value to the finished product and make them stand out from the rest. There is a long list of motivations for applying a coating including durability, visual effects, sheen, touch and security. The FC 23 Coater can apply both aqueous based and UV based coatings using an easy to make-ready system that is completely self contained. MBO America's long history in the commercial print space taught us that the majority of traditional finishing lines for the direct mail and advertising markets included a coater to add value to the web. Inkjet webs are following the same path with even more capability for personalization and marketing value. Look to MBO for coating application to your roll-fed inkjet web press.

Specifications for the FC 23/30

Web Width Max:	23" or 30"
Coating Type	Aqueous and UV
Application method	Anilox Flood Coat
Max Web Speed	824fpm
Drying Type	IR and UV
Configuration	Vertical Stand Alone
Interface	Type 1 Self Contained
Location	In-line with Press or In-line with Finishing
Changeover	Cassette & Sleeve
Laydown	Single Side or Double Side

Dynamic Perforation and Scoring



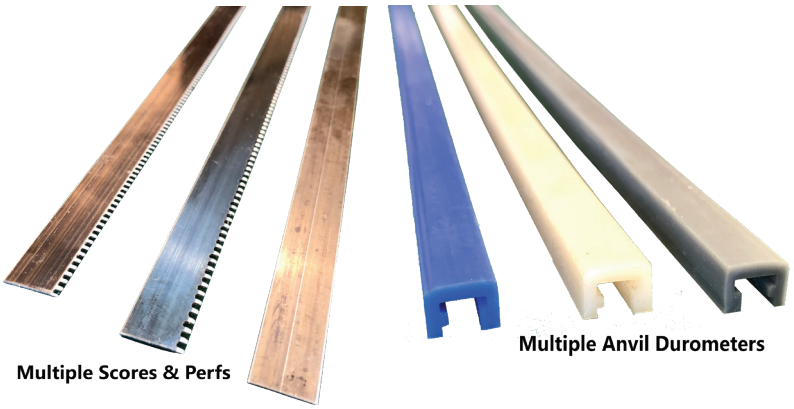


Adding Value to Finishing

The experience of the recipient is enhanced when perf and score lines can be added to match the print. Add these features to any press system or finishing system with the smallest footprint in the industry. Dynamic or static perf and score patterns, both in-line and across a web, enhance marketing products. Engaging and interacting layouts with buck slips, business return slips, coupons, bang tails and T-perfs increase conversion rates.

Further value is generated by reduction in fold cracking, especially on digitally printed webs. Using the soft anvil score capability prepares the fold lines at full speeds and enhances the final result.

The DPS 60 is capable of in-line operation with an Inkjet press or as a module in a roll fed finishing line.



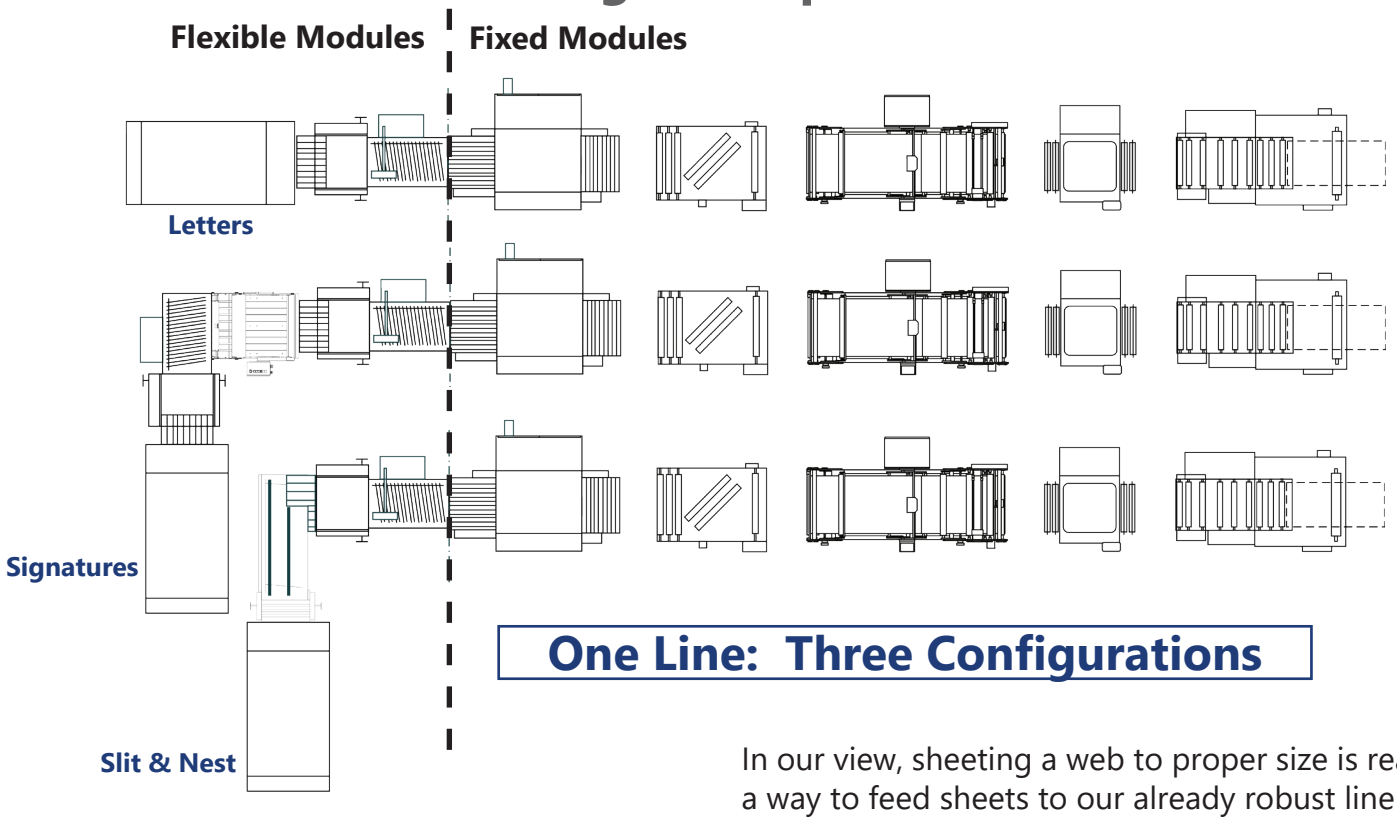
Multiple Scores & Perfs

Multiple Anvil Durometers

Specifications for the DPS 60

Web Width Max:	23” or 30”
Blade Placement	1” to 80”
Anvil Material	Soft
Max Web Speed	600fpm
Interface	Nearline or In-line
Configuration	Modular, Scalable
Stock Range	40gsm to 250gsm
Pattern Capability	Static or Dynamic
Registration	Closed Loop/Mark
Tooling	Perf and Score
Pattern Direction	Cross and In-line
Programming	Local, Remote

MBO's Modular Finishing Concept



One Line: Three Configurations

MBO's finishing systems are true modular production lines, where each component adds value to the product as it moves through the line. We design lines to be flexible down to the point of make-ready which gives printers several unique advantages. Other competitive business models offer modularity but they usually require a factory design change or permanent reconfiguration and are not really flexible job by job. It is unique to MBO and is part of the training process, making scalability limited only by the imagination.

Dave Fenske of Fenske media said it best: "We have MBO finishing because we make the finishing match the needs of the customer, not the other way around...Our goal is to touch it once to print it and touch it once to finish it. This is how we meet the delivery time requirements for our customers". ***Its automation at the process level. Ganging together many steps to remove human touches is automation.***

In our view, sheeting a web to proper size is really a way to feed sheets to our already robust line of folders and finishing systems. The MBO Group, including finishing specialists H+H and partner suppliers, had already developed great solutions for sheetfed finishing in the commercial print segment. ***The addition of a sheeting system was a logical step in evolution of a world class finishing system supplier!***

Benefits of the Modular Approach

- Tremendous flexibility to meet customer needs, without cookie-cutter requirements
- One-step finishing reduces job turn-around
- Mix-and-Match modules to create new products
- Many available modules including: Pile, Pallet, & Continuous Feeders, Cutting Units, Folding Machines, Registration Tables, Plow-folding & Knife Folding Units, Glue Application Systems (Hot or Cold), Wide Range of Deliveries
- Modules are widely accepted and highly serviceable and supported for the future

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