

# An adhesive binder for top-class customers

## BUCHConcept GmbH: Adhesive binder KB 4310 installed by Sigloch

Since the summer of 2007, BUCHConcept GmbH, a subsidiary of Grafisches Centrum Cuno GmbH und Co. KG in Calbe has been working with a Sigloch adhesive binder. "We decided on the KB 4310 for several reasons", Managing Director Fred Ihling comments. The main reason is the whole company strategy. Grafische Centrum Cuno is an all-round media service provider. In the areas of concept, layout, print and finish, high-quality products are developed and produced to suit the customer. State-of-the-art technical know-how, a completely digitised workflow and absolute expertise of staff guarantee reliability and a high standard of products to be manufactured.

Products cause a stir if they are out of the ordinary, are well designed or have a particularly good finish – this is the company's approach. Individual brochures, books, flyers or catalogues or original and well thought-out packaging are eye-catching and attract a lot of attention. Attention is also paid to appearance to ensure the customer's products stand out from others in a positive way. Though independent and technically high-class finishing – stitching, binding, gluing, cutting, pressing, embossing, slotting in, assembling – BUCHConcept gives the products individuality and character.

It all started at a small printers in Calbe and today the Grafische Centrum Cuno is one of the most modern print shops in Germany and employs more than 70 specialists.

Manfred Cuno, Managing Director and shareholder explains: "In our company, specialists from the areas of concept, layout, print and finish work together under one roof. We have structured our production process in these four logical phases from start to finish to ensure that customer's projects run smoothly and we have a well thought-out and highly effective workflow."

### Second adhesive binding for security and flexibility

Part of high performance production flow has to be production security and flexibility in book binding. We started with adhesive binding back in 1996 with a Wohlenberg system which has, so far, been able to meet all requirements in this area. This is why, for Manfred Cuno, investment in a second system was the basis for further enhancement of the company in the magazine sector, to provide 100% reliability and to meet deadlines. "We wanted to install a second system for our top-class customers, for whom quality and deadlines are sacred", Ihling comments.

After sounding out the various manufacturers, a decision was finally made to go for the KB 4310 made by Sigloch. Since taking a Kolbus book production line with a gluing machine made by Sigloch into operation two years ago, a cordial relationship exists between the two companies. Furthermore, from a strategic point of view, the second adhesive binder can be used not only for producing brochures, but also for hardcovers, it was considered to be a good idea to use an adhesive binder from a manufacturer of hard cover machines as well.

The mechanical operational performance of up to 4300 cycles/h fully met the requirements of BUCHConcept. After investigations on which performance was attained with various products on average, this value was well within the range of our requirements. In addition to that, having PUR and Hotmelt application systems and a jacketing machine fitted was purposely selected because the Wohlenberg adhesive binder is used for special products such as fold-out brochures, Otabind or Swiss brochures.

Since taking the KB 4310 into operation last August, an average net output of 25 000 copies per shift has been attained. 2.2 million have been produced in total. "I consider it to be particularly good that the adhesive binder runs extremely quietly and evenly at 4300 cycles. And the quality attained is also highly satisfactory", Ihling points out. "On the one hand, it is because of the machine, on the other hand of course it is due to the qualification of the operating personnel."

As Manfred Cuno explains, the aim is through good training, including that conducted jointly with Sigloch, to develop teams which are capable of moving quickly from one machine to the next and mastering the next one just as well. The company internal training and further education is the focus, not forgetting to include those changing careers, because there is a shortage of trained specialist staff in the region. Such measures are undoubtedly underpinned by events such as the planned opening in May of a showroom at Sigloch in Blaufelden, where the machines will be on display and therefore also enabling qualifications. "It is not enough just to sell a machine, the necessary amount of training also has to be given", explained Cuno.



Sigloch perfect binding line with gathering machine ZTM 4310 and perfect binder KB 4310.

Quality plays an important role in the company, amongst other things, numerous awards for "Most beautiful books" confirm this. Processing the backs with the Sigloch adhesive binder using microscopic notches to optimally prepare the back of the block – an important prerequisite when using PUR – is what clinches it for Fred Ihling. Continuous controls with the pull tester confirm the high quality attained. Even if a few settings have to be made when processing a large order, repositioning time is not the primary criterion for Ihling, high quality and a smooth production run are more important. Both have been positively confirmed within the six months of use. The retrospectively fitted sheet identification system from WST also contributes towards secure production. Installing the adhesive binder and also investments in the other areas of production have shown that the space currently available is inadequate. Manfred Cuno informs us about innovative changes in the last couple of years and on future plans - whether talking about the new XL printing machines or the pending new building for the book binders. "There is not enough space and personnel capacity to be able to produce everything in our current facilities. So we are building and expanding", Cuno affirms.



Inclining infeed channel and lifting table ensure smoothing transition of the book blocks into the clamps.



Very pleased with the new production line: J. Graf (Area Sales Manager Sigloch), Fred Ihling (Managing Director BUCHConcept) and operator M. Hocke (right to left).

### Sigloch adhesive binding system at BUCHConcept

The system installed at BUCHConcept is made up of a gathering machine ZTM 4310 with 20 stations, manual feed station and Opticontrol system, the adhesive binder KB 4310, a conveyor belt TBS-PUR (38 m long), the KOLBUS automatic three-knife trimmer HD 150.B and the package compensating stacker Sigloch-Desta PK 25 KB. The machines are extremely robust and strong and ensure a high net production rate. The fully automated adjustment axes of the adhesive binder allow further optimization of the setup time when changing the format. In connection with the gathering machine, the system can be switched to the new production data within a very short period of time. A touchscreen operating panel is used to enter the new job data and the relevant stations are automatically adjusted to the new data. W1

\* [www.cunodruck.de](http://www.cunodruck.de)  
[www.sigloch.de](http://www.sigloch.de)

#### Advantages of the ZTM 4310:

- Signatures/sheets are transported almost vertically (on spine, therefore no striation)
- Process capable paper weight: 60–150 g/m<sup>2</sup>
- Single sheets/pages can be processed
- Reject sheet and double sheet check
- Formats from 70 x 105 mm to 320 x 370 mm
- Separation/sheet transport: Gripper drum

#### Advantages of the adhesive bonding agent KB 4310:

- Mechanical system: based on performance class of 6000 adhesive binders, therefore reduced vibration and smooth running
- Machine frame, gear unit, motors, bearings, drives are correspondingly sturdy
- Control cabinet integrated into the machine to save space
- Automatic adjustment for format change (total of 12 axes, including channel width in ZTM, height of intake table, milling station, levelling station and lateral gluing mechanism depending on block thickness, jaws of pressure station, width of delivery channel)
- ZTM 4310 and KB 4310 can be operated independently ("Solo" coupling and CrissCross delivery necessary)



Since installation and start-up more than 2 million softcovers had been produced on the Sigloch perfect binding line.

#### Equipment ZTM 4310 and KB 4310:

- ZTM up to 24 stations (extension modules each with 4 stations)
- KB 4310: 17 clamps
- Block thickness: 2–60 mm
- Levelling station or micro-notching
- Hot melt or PUR gluing
- Rotating cover feeder with creasing tools (2, 4 or 6-fold creasing)
- Cover pressing station (jaw press) and lateral pressing belts in the delivery channel