

# Success Stories

## What Our Customers are Saying

save money best score on the plane  
better, quicker results innovative  
GREAT TOOL, GRE  
no more fiber cracking best  
thank you for making me look like a hero  
these are killer Save Time  
dedicated to the art and science of binding and finishing  
STOP OUTSOURCING  
better, quicker results  
amazing speeds thank you save  
best tool ever purchased  
no more fiber cracking amazing

# What people are saying about Technifold USA online!



**John Andrew** ▶ **Technifold USA**

The Tri-Creaser is well worth the price of admission. It allowed us to stop outsourcing our heavy coated cover scoring work.

John  
Santa Cruz CA

Like · Comment  1

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**Danny Bodden** ▶ **Technifold USA**

The Tricreaser was the best thing for scoring and folding here at Smart Dm

Like · Comment  1

---

**Steven Terry** ▶ **Technifold USA**

Great tool, great service, and progressive thinking. Makes for a wonderful business choice

Like · Comment  1

---

**Darrin Sailors** ▶ **Technifold USA**

best score on the planet

Like · Comment  1



**Larry A Klemz** ▶ Technifold USA

My folder operator just told me again that the Technifold creaser was the best tool I have purchased.

Like · Comment



**Randy Spencer** ▶ Technifold USA

Technifold USA helped us here in Canada! Thanks neighbour for the insite and tips.

Like · Comment



**Royce Finseeker** ▶ Technifold USA

I (we) use your products almost daily. Tri-crease and Multi-tool RULE!!

Like · Comment



**Robert Bauman** ▶ Technifold USA

Tri-creaser is AWESOME! So is Micro-perf.

Like · Comment



**Bob Tuttle** ▶ Technifold USA

Nice to have a company dedicated to the art and science of binding and finishing.

Like · Comment





**Greg Jordan** ▶ Technifold USA

Any tips for folding against the grain on 100# dull cover with solid black on 1 side? We tried letterpress score as well as rollem score and the scores are beautiful until you fold it...then the black cracks like a dropped egg. The paper was pretty dry, so we put it in a room and turned humidity up to 65% for 18 hours and it helped a little. Did we do all that's possible in your opinion?

Thanks, Greg Jordan



**Mark Chanley** ▶ Technifold USA

Hey Greg Jordan - We use the Tri-Creaser in both those application with great success. Gina, help Greg out. Thanks, Mark from BD

Like · Comment



**James Hollis** ▶ Technifold USA

Hard to believe customers had to accept digital print with the horrible folding before the tri creaser, innovation rocks!



**Brett Ellis** ▶ Technifold USA

scoring at 30 M per hour ...can't talk now,...

Like · Comment



**Tim Burton** ▶ Technifold USA

Thank you - we have a tri-creaser and use it for conventional and digital jobs.



**Valerie Roesti** ▶ **Technifold USA**

My people like the technifold creaser - works well.



**Joanne Wishart** ▶ **Technifold USA**

our scoring machine has made life so much easier with our digital machine. No more cracking! Yeah!!



**Jay Hartway** ▶ **Technifold USA**

We have three of your devices and they have made things soooo much easier to get done without any trouble.



**David J. Gardner** ▶ **Technifold USA**

We use our technifold almost every day. We just had to replace one of our creasing wheels after almost 3 years. There are many digital jobs that we just wouldn't be able to do in house without your equipment.



**Jason Bakken** ▶ **Technifold USA**

Highly reccomend the Tri Creaser.

Like · Comment



**Ben Linenberger** ▶ **Technifold USA**

We have 4, amazing, I use then every day.

Like · Comment



**“Thank you for making  
me look like a hero...”**

GRAPHIC SERVICE



Technifold USA  
4 Wisteria Rd  
Lafayette NJ 07848

Dear Technifold,

I am the sales manager for a medium sized printer in North Carolina. We run a half size 5-color Komori and an HP 3000 Indigo press. Many times, we print multiple pieces and parts of projects for our clients using both presses.

Even with scoring, digitally printed pieces are subject to cracking across folds - worse than traditional offset. While shaking my head wondering how I was going to sell myself out of another complaint of dark blue cracking severely on a fold I read an advertisement for your Tri-Creaser product. At wits end, I called immediately. Gina explained how the product worked and I relayed this information to our bindery manager. Several hours later, Gina called me back and said she was so sure that your product would solve the problem she was shipping one out that day!

As promised, the unit arrived the next morning. Our bindery manager installed it on our MBO folder and ran some test sheets. We took the sheets to our disgruntled client - they were delighted. We called and ordered the second unit that day.

Thank you for making me look like a hero. Your product solved a bad problem and truly impressed our client.

Sincerely,

A handwritten signature in cursive script that reads "Betsy Noble".

Betsy Noble  
Sales Manager

**“...Your product solved a bad  
problem and truly  
impressed our client.”**

950 Brookstown Avenue  
Winston-Salem, NC 27101

336 727-0309 phone  
336 722-3506 fax  
adcolor@adcolornc.com  
www.adcolornc.com





"...unexpected conversation...changed the course of our production..."

Dear Mark,

Recently, while touring the StoraEnso paper mill, I had one of those unexpected conversations with someone and it changed the course of our production. I'd like to tell my story.

A few years ago, we decided to bring all Bindery work in house. We were experiencing the age-old problem of the toner cracking when we scored and folded. Bindery houses just couldn't consistently give us acceptable quality. To further complicate matters, we added UV coating - compounding the cracking. We brought all bindery in-house to at least give us the option of trying other things instead of taking delivery of something we couldn't use.

Since we specialize in short run/short turn laser work resulting in 10 to 15 setups in one eight-hour shift. And, with bindery volume driven by 3 Xerox iGen3 machines, this was not a small undertaking. We tried everything imaginable to solve the cracking such as various papers, different temperature conditions, different sizes/types of scoring heads, and even different machines.

We finally settled on pre-scoring, applying the UV coating, and then folding. Often times, we had no choice but to score again because the heat from the UV further dried-out the paper. As you can imagine, we couldn't charge enough to cover the cost of multiple setups and additional handling of small jobs.

Then, while touring the StoraEnso mill, I mentioned the problem to an engineer and he suggested that I call Techni-Fold. He'd heard that you had a solution, and of course, I jumped on it! You may recall our first conversation because I know I was barely able to contain my frustration with this problem. You calmly and confidently offered to perform any testing I required. True to your word, you tested different options and returned everything to me within a few days. I really appreciated that you showed me both good and bad results, explaining the different options.

Many of our problems were with a short-run product that has a short turnaround guarantee. The tabletop unit has saved us countless reprints, rush deliveries and overtime. We were so pleased with the results that investing in the EZ Fit Tri-Creasers and adding them our Rollem machine was an easy decision. We've found them easy to use and reliable - cutting our setup times in half.

It is safe to say that I am a "true believer" when it comes to your company and your products. Simply put, the Tri-Creaser has performed as you promised it would. And, quite frankly, I tell everyone who tours our facility about my experience and I feel confident when I recommend Techni-Fold.

Thanks again Mark for all your help and advice!

Sincerely,

A handwritten signature in black ink, appearing to read "Cecilia Fisher", written over a horizontal line.

Cecilia Fisher  
Director - Production Operations

19781 Pauling  
Foothill Ranch  
California  
92610  
949.348.2292

"...the tabletop unit has saved us countless reprints, rush deliveries, and overtime..."

“...solved the problem immediately...”

Technifold USA  
4 Wisteria Rd  
Lafayette NJ 07848

Quebecor World Cincinnati  
3600 Red Bank Rd  
Cincinnati, Ohio 45227

I want to express to your company, how well your scoring device has worked for Quebecor World. We have a customer that requires a virtually Perfect, back bone on a saddle stitched book, using coated 10 pt cover. Prior to using the scoring device, we were offline scoring on a sheet fed press and still could not achieve perfection. We nearly lost this customer due to this issue. Then we tried your device and it solved the problem immediately.

Since the being, this device has worked flawlessly. It has worked so well; we have purchased additional units in some of our other divisions.

Once again, thank you for your support.

Pete Magrino  
Bindery Technical Supervisor  
Quebecor World Cincinnati  
513-527-2185  
513-615-3668





Eugene Schmitz &amp; Sons, Inc.

There is no substitute for excellence.

To: Technifold  
4 Wisteria Rd  
Lafayette NJ 07848  
Attn: Gina

Dear Gina,

We purchased a Tri-creaser from your company about 3 years ago, and were very impressed with its ability to prevent cracking on certain stocks that use to require a channel score from a letterpress. When we used it for the first time, we were shocked at its performance. We were able to fold 100# stock without a letterpress score.

We were so impressed with your product we purchased 3 more. We now have 4 Tri-creaser attachments that we use in our folding department. We have saved time and money using this product. We were so amazed with the Tri-creaser, that we purchased your spine creaser for our Muller Martini Stitcher in January of this year. Again, we love it! It's the best product ever.

Your spine creaser is probably the best product any one could have produced. I even spoke to our Muller Martini representative and told him about your product. I informed him, that since we installed the spine creaser, we have had no need to use their score attachment for covers. On most of our 80# and 100# cover stock, the spine creaser has done the trick.

I am proud to promote your product.

Sincerely,

Mary Jane Hucik  
Finishing & Shipping Supervisor

“...SO IMPRESSED.....  
WE PURCHASED 3 MORE...”



## FACSIMILE TRANSMISSION

ATTENTION: Order Desk  
FIRM NAME: Technifold  
FAX NUMBER: 973-293-8339

FROM: Russ Manney  
PAGES TO FOLLOW: 1

MESSAGE:

Send 2 More!!  
These are great!!  
Russ

This message is intended only for the use of the individual or entity to which it is addressed, and may contain information that is privileged, confidential and exempt from disclosure under applicable laws. If the reader of this message is not the intended recipient, you are hereby notified that any dissemination, distribution or copying of this communication is strictly prohibited. If you have received this communication in error, please notify us immediately by telephone and return the original message to us at the address below via the U.S. Postal Service. Thank you.

2000 OAK INDUSTRIAL DRIVE NE | GRAND RAPIDS, MICHIGAN 49505 | PHONE 616.459.4142 | FAX 616.459.7469

**“...printed solid on  
the front and the back...”**



Just wanted to drop you a note and let you know how much we like the tri-creaser. I had seen your ad many times and was very skeptical as to the promise your company made even though you had a money back guarantee. We had a special event print job for our hospital with a quick turnaround. The job of course was printed solid on the front and back and we knew that it would crack and sure enough it did and nothing looks worse than the spine cracked with the white paper just glaring at you. Anyway I remembered your ad and decided to try it, what could I loose right. With all that being said we love your product and we now have two tri-creasers and a microperf. I have also always received excellent customer service from your company plus quick delivery. I have recommended it to many of my peers and provide them with samples of what it will do.

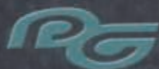
Loyal customer

A handwritten signature in dark ink, appearing to read "Ben Taylor".

Ben Taylor  
Director printing Services  
Methodist Healthcare  
Memphis, TN.38680

1265 Union Avenue • Memphis, Tennessee 38104 • 901-726-7000 • [www.methodisthealth.org](http://www.methodisthealth.org)

**“...we now have two Tri-Creasers  
and a Micro Perf...”**



**The Prolific Group**  
of Graphic Arts Companies



**Technifold USA**

4 Wisteria Rd  
Lafayette NJ 07848

Attention: Gina

We have been using the Tri-Creaser on a Baum Folder for the past 4 months. We use it on a variety of stocks, bond to cover, both coated & uncoated, from our DI press & from our 2060 laser color copier.

Since receiving the Tri-Creaser we have had no cracking of our stocks, giving our jobs a cleaner more professional look.

We were impressed with the ease of set-up, and would highly recommend this product to other print companies.

Sincerely,

Derek Costea, General Manager  
Petro-Tech Printing Ltd  
621 - 4 Ave SW  
Calgary, AB T2P 0K2  
P: 403 266-1652

621-4th Avenue S.W.

Calgary, AB

Canada T2P 0K2

phone: 403 • 266 • 1652

fax: 403 • 263 • 4252

web: [www.prolific.ca](http://www.prolific.ca)



## Gina Palko

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**From:** Paul  
**To:** gina@technifoldusa.com  
**Subject:** Technifold testimonial

Following is a testimonial from Norm Prost:

Wow! Finally a device that does what is supposed to do. Right out of the box, onto a Stahl B-20 folder. The Technifold Tri-Creaser scoring wheel does the job. The first job we ran was a heavy double bump full coverage black ink, on Cornwall coated 1 side, grain running the wrong way. We ran the job and to our amazement, NO cracking. Perfect score first time, everytime. The Technifold Tri-Creaser was definitely a very good purchase that has saved us TIME and MONEY. We have run thousands of sheets and still just love it. ThankYou.

Norm Prost  
Derksen Printers  
Steinbach, MB Canada



## TechnifoldUSA

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**From:** Gina at Technifold [gina@technifoldusa.com]  
**Sent:** Thursday, August 18  
**To:** tech; Graham Harris  
**Subject:** FW: What I think of the Tri-Creaser

-----Original Message-----


**From:** R. Kent Chandler [mailto:~~ken~~@lithoartprinters.com]  
**Sent:** Thursday, August 18  
**To:** gina@technifoldusa.com  
**Subject:** What I think of the Tri-Creaser

When I received the Technifold brochure describing how wonderful the Tri-Creaser was I had my typical reaction - SURE, where have I heard that before! As I always do, I called for references of users in my area. I only wanted names of high quality commercial printers. I got them that day, called everyone on the list, and ordered my first Tri-creaser 2 days later. I will be ordering at least 2 more and most likely the MICRO PERF.

My folder operators were very skeptical - not anymore!

R. Kent Chandler  
Litho Art Printers, Inc.

“...operators were very skeptical...  
NOT ANYMORE.”







GEORGIA PRINTING COMPANY

706 OAK STREET / P.O. BOX 2717 / GAINESVILLE, GEORGIA 30603 / (770) 536-1321 / FAX: 535-6510



Here at Georgia Printing, we have always prided ourselves on the quality of our printing and for the first time in 30 years, I can say that the quality of our finishing now matches the quality of our printing, thanks to you Tri – Creaser & Micro Perforator.

Sincerely,

Joe Biddy



## Process Reproductions, Inc.

939 West North Avenue • Pittsburgh, PA 15233

This is just a note of thanks for making the Tri-creaser. The cost of time to score our digital jobs on letterpress has been completely eliminated and the jobs on gloss cover stock have no cracking.

Thanks again,

Rodger Jackson,  
President



Jerry Long (center)  
of PBM Graphics, Durham, NC  
with operators Bud Parker and Kirby Bollinger

Says Jerry, “ On the first job we ran with the Tri-Creasers, we got better results than we did scoring with our Bobst die cutters! A tremendous, very industry friendly product.”

These are killer!

Chuck Blowers  
Emerald City Bindery  
Seattle WA

# One operators true story...

*"It really began a year ago when we fitted a Tech-ni-fold Tri-Creaser to one of our Stahl folders," says Simon Young, who has more than 20 years experience in trade finishing. **"The results were so dramatic that within a few weeks we had purchased two more Tri-Creasers."** Simon is an operator for leading UK sheet-fed printer Linney Print.*

*"The Tech-ni-fold units are very quick to fit, allowing us to easily have them all on one folder or on three separate machines. **Creasing used to be a separate process on the press** but this is now carried out as the job goes through the folder. This has eliminated an operation, while the greater accuracy offered by the Tri- Creaser enables a more accurate fold."*

The relationship between the two companies continued with the installation of a Tech-ni-fold micro perforating unit. *"We don't use this as regularly but when we need it the micro-perforating unit is extremely effective," says Mr Young. "Again, we previously had to handle this process on the press and the **results were not as good as those that we now achieve using the Tech-ni-fold unit** fitted to a folder. It also means the printed sheets delivered to the finishing section are flat on the pallet, aiding increased accuracy during the guillotine process."*

Linney Print's finishing department is equipped to handle a hugely diverse range of printed work, which is produced on the company's multi-unit sheet-fed presses. *"Jobs change on an hourly basis in terms of run lengths, stock, pagination and size, while the work itself can be anything from a perfect bound book to a mailer. The department needs to be flexible and incorporating the Tech-ni-fold units has improved the efficiency of some quite sophisticated finishing equipment."*

Linney Print has now fitted a Spine Creaser to the cover feeder on its two Muller Martini saddle stitching line, removing the need to crease covers separately on a press or platen, and has just purchased a Tech-ni-fold Multi Tool unit, which allows double micro perforation, kiss-cut, double-cut and edge trimming to be carried out on a folder.

*"The Tech-ni-fold units are constantly in use," says Simon Young. "We recently produced a leaflet, printed two-up on 170 gsm stock. The job didn't look as if it would need creasing prior to folding, but there was a fair amount of black ink and the first few copies cracked badly. We simply put the Tri-Creaser and Multi Tool units on the Stahl machine, then creased, slit and folded in one pass. The result was perfect."*

*"The other benefit we've found with Tech-ni-fold is that we get excellent technical support and advice when we need it. Our operators have come to trust what the Tech-ni-fold engineers tell them. **At the end of the day we have reduced costs in the department, while producing better finished products and giving our customers a higher level of service."***



Michael Moran of Market Connections  
Toronto ON  
[www.marketconnections.com](http://www.marketconnections.com)

This happy man to your left came up to us at OnDemand 06 with this to say: *"I print more sheets per month on our NexPress than any other printer in the world. We were truly in tears trying to get rid of the cracking problem we faced on these jobs. We decided to try 2 of your Tri-Creasers on our Baumfolder... now I'm absolutely ecstatic! Problem solved. With your tools I don't have to worry about the 1.5 million digital sheets our NexPress produces every month."* Turns out the fellow is Michael Moran. Not only is he a very happy Technifold customer but he was a keynote speaker at OnDemand 2006 regarding digital printing concerns. Finishing digital jobs? No longer a concern for Michael.

*"With your Spine Creaser we've eliminated so much time spent scoring on our Bobst. Now we can totally dedicate the die cutter to running our packaging work and there's no more waiting for covers on the stitcher."*

Phil Fox  
Berman Printing  
Cincinnati OH

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*"In my nearly 30 years working in sheetfed printing, I've not seen a product live up to the advertised claims like this one; the Tri-Creaser works. Not only are the scores crack-free on virtually every stock, the learning curve is practically zero—if you can get paper through the folder, you can score it.*

*I have one less problem to worry about...thank you!"*

Ed Goswick  
Greater Georgia Printers  
Crawford GA

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*"We have 3 Tri-Creasers and are most assuredly your greatest fans (at least on the West Coast!) We **have** seen the light."*

JR Gaddis  
University of Oregon Printing & Mailing Svc  
Eugene OR

Hi Gina,

I said I would let you know how the tri-creaser worked on the uncoated stock and I can say we just finished the job and it was perfect. No cracking on a blue solid, against the grain on uncoated text weight stock...

Thanks!

Dave  
Ace Graphics  
Naperville IL

I own a small printing company (16 employees) in the Greater Metropolitan Washington DC area and have recently purchased two tri-creasers for my 23" MBO folder B123.

I heard about your product from an advertisement that my production manager clipped from the back of Quick Printing magazine and went on the website to view your materials. I decided to try your product with some amount of trepidation, but was swayed by your money back guarantee.

I have now been using your product for one month and I am a true convert. Your tri-creaser has performed beautifully on three to four occasions and in only one month has saved me approximately \$500 in outside costs. ***Imagine the savings that I will see over the life of the product.***

Sometimes giving a new product a trial is well worth the effort and your product has not only impressed me, but my folder operator has thanked me for making his job easier...Once again thank you for making my job much easier and for having such a great product.

Sincerely,

Jeffrey Kriss

Vice President  
Homart Press & Envelope Company, Inc.  
Hyattsville MD



*No more furry edges, in fact the quality of cut is as good as a guillotine and has stayed sharp throughout the many jobs we have run so far. Our operators have also been impressed by the assortment of options at hand, especially the micro-perforating. The Multi-Tool appears to be another truly revolutionary innovation and we would have no hesitation in endorsing its quality and durability to any potential buyer.* Tony Morgan , Bindery Manager Bezier Corporate Print, Dorset, UK  
*A fantastic innovation, the Tri-creaser paid for itself in week one. In my 30 years experience*

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*the results are better than a cylinder score.*

Kevin Pye

Fast finishers

London

*We've been able to win jobs that we weren't able to before using the multi tool product. It's*

---

*changed our manufacturing completely by shifting the scoring and perfing operations to the bindery, opening up press time for other live jobs. Plus, we are now folding and slitting jobs off the folder effectively cutting the run time in half. No bindery is complete without this tool.*

Dane Baclaski Vice

President Hitchcock

Printing New Britain,

CT 06050

*An excellent device. Creasing ourselves has allowed us to reduce production times and saved 1000's.*

---

John Thomson

Newman Thomson Ltd

West Sussex

*We were amazed at the quality of crease on our book covers; in fact it produced better results than our flatbed Cylinder. The installation took just 15 minutes and the effect was instant as*

---

*we ran off three jobs without any drawbacks. The Spine-Creaser has literally paid for itself already.* Paul Clifton

Spectrum Printers

Leicester, UK

*There was no other system on the market that could produce two micro-perforations so close together with the added benefit of being able to fold down the middle as well. Now we can run 2- up book cover coupons for our saddle stitcher and leave the platen to do other work.*

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*The CP-Applicator has been brilliant for us.* Joe Doran Typecraft Ltd

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Dublin, Ireland

**“...better results than our  
flatbed cylinder...”**

“The Tri-Creaser looks and works like it was invented by a bindery guy... Best product ever invented.”

Lee Harrison RB  
Trade Printing  
Mississauga ON

“Since purchasing Tri-Creaser three months ago, we have found it to be a very useful accessory, cutting out one whole process. We are now able to score and fold on one machine, saving time and money. **In this short space of time it has paid for it's self at least twice over.** Certainly an excellent buy.” Lisa Anthoney RCS PLC

Nottingham UK

“The Spine & Hinge Creaser does exactly what it says on the box,

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with no fuss or mess. It is quick and user friendly and gives us and our customers reassurance that all books processed using this tool are far superior to what we were getting before. It is a pleasure doing business with Tech-ni-fold yet again” Stuart Gilgryst St Ives (Roche) Ltd

“Why would I want my competition to know that on one job that had a 12pt cover with a 4” flap...which in the past had to be scored

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on our die cutter...that we eliminated running those 203,000 23x35 sheets on the die cutter and that we did the scoring on the folder as we folded them???”

Anonymous for obvious reasons--but a great story anyway!

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“It's the best money I've ever spent.”

Mike Spallucci  
Paravista  
Piscataway, NJ

# Tech-ni-Fold Spine-Creaser



Ray Randall found the solution to his creasing problems in the Tech-ni-Fold Spine-Creaser, writes **Gordon Carson**

The Tech-ni-Fold Spine-Creaser is "simplicity itself", says Ray Randall, a director at Southampton's Portswood Colour Press. He needed a way of solving the problem of creasing on book spines that occurred when using its Muller Martini cover-feeder and he believes the firm has found the ideal, cost-effective solution.

Portswood Colour Press is a general printer that started business in 1985. It now employs 45 staff and generates a turnover of around £5m, mainly from its two five-colour Heidelberg CD 102s with coaters. It also has in-house CTP and an extensive finishing department, which houses a Fleximailer, two Stahl folders, two Polar guillotines, three Heidelberg cylinders for cutting and creasing and the Muller Martini cover-feeder. A two-colour GTO completes its press line-up.

The firm first contacted Tech-ni-Fold when inventor Graham Harris was testing his first device, the Tri-Creaser. Indeed, Portswood was so impressed with the Tri-Creaser, which fits onto folding machines and is designed to eliminate fibre cracking, that it now has seven. When it was

looking to get rid of cracking on covers, Tech-ni-Fold was its first port of call, helped by the fact that Randall has never come across similar devices in the market.

"We were talking with Graham and he came up with the design," says Randall. "We had used our own design that used a creasing channel from our cylinders – it worked, but with the Spine-Creaser having two wheels you get a double score."

Tech-ni-Fold national sales technician Paul Barrett says the firm has sold more than 150 Spine-Creasers since it developed the device last year. The two-wheel system it uses is key to the good results. It creases a cover once and then immediately redoes it, so any imperfections from the first cycle are tackled by the second.

The Spine-Creaser, with the same technology as the Tri-Creaser, is easy to install. It takes a set of allen wrenches to remove the existing manufacturer's scoring device from the Muller cover feeder and the Spine-Creaser slots in. Tech-ni-Fold claims its three channel width settings can accommodate "any weight of cover stock", and says the Spine-Creaser's matrix is designed to "stretch and snap" into the grooves on feeder drums.

The Spine-Creaser has passed Randall's "ultimate test" – silver and gloss UV covers that are "even hard to score on a cylinder". Portswood Colour Press doesn't need to put covers for Yamaha brochures through its cylinders, saving time and man-hours, he explains. "A cylinder runs at 2,500 copies an hour but the Muller does 4,000 an hour. A 100,000 cylinder-run takes a long time and needs another operator, while you can put it through the cover-feeder and that man can do other things. It's saving time and another person and pays for itself within a couple of jobs." Using the Spine-Creaser also frees up the cylinders to produce other work.

At £1,247 the Spine-Creaser is one of the least expensive investments a modern printer could make, but that doesn't mean it suffers from any reliability or durability problems, says Randall. "Even the rubber lasts for 500,000 copies, which is more than we anticipated," he says.

Randall also praises Tech-ni-Fold for its service and back-up. "They came and fitted it and showed us the best way to put it on," says Randall. This was necessary

## Factfile

### Strengths

- Simplicity
- Reliability
- Durability
- Easy installation
- Frees up other finishing equipment

### Weaknesses

- None identified

### Supplier's Response

Tech-ni-Fold offers a 30 Day free trial then a three-month money-back guarantee if a customer isn't happy with the Spine-Creaser's performance. The product can also be shipped worldwide with ease as it fits snugly into small boxes.

### Contact

Tech-ni-Fold USA  
973-383-7920  
[www.Tech-ni-foldUSA.com](http://www.Tech-ni-foldUSA.com)

because there are times when Portswood doesn't need to use the Spine-Creaser on the cover-feeder, although it can simply pull the device to one side without actually disconnecting it from the Muller.

The Spine-Creaser also tackles another big issue that affects most creasing kit, where the leading edge of a cover typically receives "a bit of a nick" when entering a machine. This isn't so with the Spine-Creaser, says Randall. "As it's on bearings it slides – there's no initial impact," he says. "It loads at a correct speed so you don't get bumping and nicking."

Randall is full of praise for Harris' invention and his dedication in bringing it to market. "I think he's done very well, firstly with the Tri-Creaser and now with the Spine-Creaser," he says. "He has put a lot of time, thought and money into it and deserves all the success he gets. It's something that most finishing houses and printers with finishing should have. I've never seen any others like it." ■

"...the Spine Creaser has passed the ultimate test... silver and gloss UV covers..."

"...surpassed our expectations..."



Gina  
Technifold USA

Dear Gina,

I just wanted to take this opportunity to let you know how pleased we are at Allied regarding the performance of the Tri-Creaser. We have been using the product for over a year now and it has surpassed our expectations. The initial start up for use of The Tri-Creaser couldn't have been simpler. We have been able to practically eliminate the need for outside die-scoring which has significantly improved our profitability and productivity. Your customer service has been outstanding as well, addressing our concerns in a professional and timely manner. We look forward to continued success with the use of your product.

Regards,

Tony Pelc  
Director of Operations  
Allied

*“Just wanted to say how much I love your product. I feel so ahead of the game, having the Tri-creasers on my folder....this was a job I would normally be sending out, and hoping for the best. By just having the score units, **it has paid for itself in less than a week.***

*Again thank you very much for getting them to me quickly, and it's been the biggest pleasure doing business with You. Looking forward to more products from you guys, even if it's a tooth brush!”* Vic Apcarian Primo Graphics Glendale CA

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*“After constantly struggling with cracking on stock that we ran on our digital equipment, we found the TRI-CREASER. Now we can print, and fold any job with ease. Without the worry of cracking!”*

*After putting the Tri-CREASER on our Rollem, and seeing the benefits of using it, we just had to get a second one. **The money spent on buying them is nothing compared to the savings of using an outside bindery or throwing away the cracked stock.***

*We could instantly see the benefits of using the TRI-CREASER...”*

Eli Shapiro  
Sir Speedy  
Holmes PA

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*“The savings we made by not having to send out for scoring paid for our Tri-Creaser on the first job!”*

Bob Humphrys  
Wessex Binding Services  
Wimbourne UK

*“The Tri-Creaser has truly been one of our greatest finds in the last 25 years here at alexander Clark Printing. I must be honest, we were very skeptical*

*when first reading about it in one of the trade magazines.*

*After learning about your money back guarantee we made our first purchase. It lived up to all the hype and we have since purchased two more.”* Marv Braun

Alexander Clark Printing  
Boise ID

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*“The Tri-Creaser has performed above our expectations. The hours of time we saved after ordering one prompted us to order three more. All our folders are equipped now and the ease of use began our ROI immediately.*

***The improvement in quality and drop in spoilage alone has more than paid for your product.***

*If you don't have these on your folders, you're probably leaking profit you could be capturing.”* Jess MacCallum  
Professional Printers  
Inc West Columbia SC

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*“The product performed as stated and solved the cracking problem that plagued us for years. Our clients we served were delighted we were able to deliver a great looking folding product without cracking the coating on the sheet.”*

Larry Smith  
Economy Printing Company Inc  
Easton, Maryland

*“This is the first thing I've EVER found that lives up to its billing 100%. I recently bought one Tri-Creaser to try...now I have nine!”*

Doug Rosen  
Pearl Pressman Liberty, Philadelphia PA





Marty McKewan, Hemlock Printers, Burnaby BC discussing new bindery tools and strategies with Andre Palko at Graphics Canada. *"Buying the Spine Creaser for my Muller was a no-brainer. It saved me from scoring more than 100,000 sheets on my Johannisberg die cutter... and that was in the first month alone!"*

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*Easy setup, anyone can score with this device. Even the non experienced operator. From all the available devices in the world, this is the best one. It's a big hit in Holland."*

Bert Verhuever - Wifac  
bv Mijdrecht, Holland  
Leading Dutch MBO Folding Machine Agents

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"...I recommend your scoring and trimming devices. They are the best on the market and when I personally saw this device work on reflex blue WITH NO CRACKING I was seriously impressed.

I highly recommend your product to all binderies I come into contact with now, and if I can be of any assistance please let me know."

Bob Smith  
RGS Bindery Solutions  
Deposit NY



Hi GINA

BILL MY CREDIT CARD  
YOU WILL NOT BE  
GETTING THIS MACHINE  
BACK. ITS AN  
AWESOME ADDITION TO  
MY SHOP.

THANK YOU

Jim

"..awesome addition to my shop..."

I recently sold your impressive CreaseStream Mini to my first customer. To tell the truth he was much more than just happy about this little fellow. He claimed that he has been waiting years for a solution like this.

During the initial demonstration, we even made some pretty sensitive tests using digital fulltone black, which were all just perfect. My customer wouldn't let me bring back the machine which means that I don't have another to show other potential customers... isn't life just unreasonable!"

Frank Mailind  
Sales/Marketing  
CreaseStream distributor - Denmark

We produce a good number of Orders for a local funeral director and due to the nature of the beast these are usually low in number and are required quickly.

We find CreaseStream Mini to be ideal for the job. Although we don't use the Mini every single day, it is very handy when we need it.

The accuracy is perfect, once it is set up and the creasing is of the highest caliber. We also find the CreaseStream Mini really useful for creasing one-off visuals for presentation to clients. We received a number of comments as to how good the finish of the visuals are, which we feel could help us winning new business.

Tom Bird  
Connect Design & Print  
Nottingham UK

"The accuracy is...



Ian Collins of Colcards, a fine art greeting card printer, had this to say about his new CreaseStream Mini:

"We were searching for a manual creaser that could cope with our low volume greetings cards. We produce runs of 100 cards on a regular basis in 3-4 different sizes and needed something that was quick and easy to use that wasn't expensive.

The CreaseStream Mini has more than met our needs, the quality of build and the creasing results are excellent. In fact we over work the unit to gain maximum benefit...it really is a very good solution.

We recently purchased the micro-perforating tool option and are looking forward to seeing how this works for us; all in all we are extremely happy with our CreaseStream Mini!"

The CreaseStream Mini has completely transformed how I crease my orders of services and wedding cards. It was a tedious task trying to align 280gsm card in position to apply 2 creases, now I can produce both accurately and simultaneously, with much better speed. The quality of crease is the same as before, hence no cracking, but output is much, much faster.

Although my new CreaseStream Mini has a rotary handle to drive the sheets through, it is more efficient and versatile than anything I have seen in this price range and the back problems I used to suffer operating my previous model have disappeared. I am delighted to recommend the CreaseStream Mini to any person or company needing to successfully crease low volume cards, menus and brochures etc.

“THE CREASESTREAM  
MINI HAS COMPLETELY  
TRANSFORMED HOW I  
CREASE MY ORDERS...”

*David Denton*

“We received a flyer through the post, offering a free demonstration for a creasing attachment that was guaranteed to solve cracking problems on our folding machine, all a bit unbelievable we thought. However, we decided to book in the demo, simply because we had nothing to lose, the hand operated creaser and platen we often used, were very slow and couldn't keep up with production levels.

True to their promise, Tech-ni-Fold sent over a technician to fit a Tri-Creaser Fast Fit to our Morgana UFO, and it wasn't long before we witnessed the fantastic results, we were truly amazed and rather surprised that this simple retro-fit creasing attachment replicated the result we were used to seeing come from our platen, the difference being is that now we can run at 10,000 sheets per hour instead of 2,500.

I have to admit, none of us here expected the crease to be so good, the device has not let us down since we purchased it two months ago, and we have put a lot of different types of work through our folder in that time, we certainly couldn't imagine being without it.”

Mark Hinton  
Managing Director

Prestige Printing  
Irchester

We are really happy with the Creasestream Mini. It really made our work easier in a lot less time than how we did them before.

We will not hesitate to recommend the machine to our colleagues here in Canada.

Again, thank you and regards.

J.B. (Joey) Lapuz  
Arc Digital Solutions Ltd.  
Calgary, AB

# How the CreaseStream plus won over a “traditionalist impact creasing operative.”

Peter Vernazza, the Finishing Manager for Adco Products Limited, in Glossop, Derbyshire was faced with a potential dilemma in choosing the right type of creasing equipment for his company, here he explains the situation in his own words;

“We are a printing company that produces Paper & Plastic Desk Top Accessories

Our business had grown quite considerably on our cover work, and our existing creasing machine was too slow and antiquated to cope with our demands.

We set about reviewing what machinery was out in the market and identified the Crease Stream Rotary Creasing & Perforating Machine as something that stood out.

Our initial thoughts were to look for an impact creasing machine because we had previously experienced that rotary creasing had a tendency to crack the spine of folded items, in fact we have always had problems in this area on varying substrates and printing methods.

We tend to crease on art paper between 200gms to 350gms printing process Litho, Screen Print & Digital, but we needed to shift much higher volumes of work than before. After seeing the CreaseStream plus in action and putting it through rigorous trials we were convinced and decided to purchase the machine.



Setting up of the crease & perforating wheels is quick and simple, the rubber creasing bands are easily exchangeable and cost effective not like the old steel systems that virtually destroyed the surface of the stock and were expensive to replace.

We have been delighted with the speed at which you can change the machine to different size Media & Stock, and the quality of crease and perforation is very good.

We found the team at CreaseStream very proactive in dealing with our individual request and specification, understanding what we required of the machine and re adapting to suit our needs.

I would not hesitate to recommend any potential buyer to purchase a machine as it has won over a traditionalist impact creasing operative.”

## **"End result: Better score...no cracking...better face trim..."**

Two weeks ago, we all agreed that we have been scoring (on average) 20% of our Perfect Bind covers off-line. Additionally (due to the age of our Binder scoring assembly, use of modern day coatings, and the recycled fiber content of modern day substrates), we believed this percentage would continue to rise.

Soon after this discussion, I decided we would proceed with a plan to eliminate Bobst and Kluge scoring to the 100% level (with regard to Perfect Binding operations). And at that point, I purchased a score assembly (retrofit kit) for our Perfect Binder.

The kit was purchased from Technifold USA (whose owners and staff are Tier 1 - and whose Company makes high quality products). Tom Bench and Fred Wheeler also played a role by providing specification metrics - with Tom also providing installation expertise.

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The spine and hinge scoring mechanism mimics the accuracy and dependability of the system I purchased for our folding operation a year ago.

Today, we installed the new system (retrofit kit) and tested it on our "Protea Bioscience job". In fact, we simultaneously sent covers to the Kluge to be scored for comparison purposes. END RESULT: The new system (with it's ability to flex score the spine and hinge ... one up, one down, etc) provided the best quality .... i.e. better score depth and fiber manipulation, no cracking (even when working against the grain), and enabled a better face trim (less cupping of text) due to the consistency of the scores.

As I see it, we should refrain from buying perfect bound cover dies for the foreseeable future.

# Unique Five Tier Risk-Free Guarantee

## **GUARANTEE #1**

If our products aren't as easy to use as we say they are—even the first time you use them—and you don't save hours of time, send them back for a full and courteous refund.

## **GUARANTEE #2**

If your Tri-Creaser doesn't eliminate fiber cracking on materials ranging from 100# text through 15pt, send it back for a full and courteous refund.

## **GUARANTEE #3**

If after three whole months you are not satisfied with our products for any reason, or no reason at all, send them back to us for a full and prompt refund.

## **GUARANTEE #4**

If after 12 months our products haven't saved you more than 5 times your investment, return them to us for a full and courteous refund. Just take a photo of the product on your machine to demonstrate that you at least tried it out.

## **GUARANTEE #5**

Your investment in the Tri-Creaser includes a full 3 year workmanship and defect guarantee. If for any reason our products malfunction in any way in the first three years, we'll replace them immediately—at no cost to you!

**Not only do you get unique solutions,  
you get our unique Guarantee!  
We stand behind your investment 100%.**



[www.TechnifoldUSA.com](http://www.TechnifoldUSA.com)