

# THE CUTTING EDGE

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## PERFECTA AT DRUPA 2008

The worlds largest and most important exhibition and trade show for the graphic industry DRUPA 2008 is coming soon. Exhibitors and guests from all over the world will meet again in Düsseldorf / Germany from May 29 till June 11 2008.

PERFECTA Cutting Systems will be presented at "PERFECTA AVENUE" in a 4,300 sqft booth in hall 17 / A23.

DRUPA is the place where new concepts and technological solutions are introduced and where new products are revealed. PERFECTA has always been a leader in innovation and it is no surprise that new ground breaking technologies will be on display. One of the highlights will be the new paper cutter generation PERFECTA- TS with a 19" high



Meet us at  
Hall 17 / A23

resolution touch screen display. A complete fully automatic cutting system PERFECTA 168 L-TS (66") with touch-less linear drive for the backgauge will have it's world premiere and many other surprises will be revealed.

PERFECTA USA, the importer and distributor for all PERFECTA products in North America, will be present during the whole show in the PERFECTA booth. Please feel free to contact our friendly sales team at DRUPA or schedule your visit ahead of time.

**Paul Mayer**

05/29- 06/05

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**Andreas Exner**

05/29 - 06/03

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**Brett Stow**

06/04 - 06/09

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## PEOPLE at PERFECTA USA



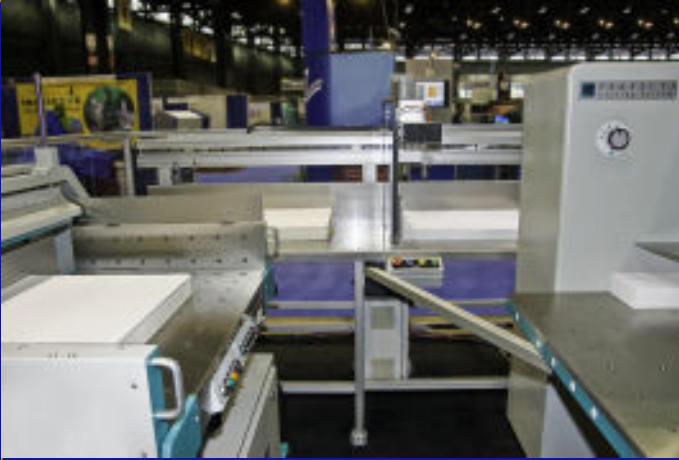
Will Ratz

If you ever call us for an additional knife, cutting sticks or any other kind of spare part, there is a good chance you could talk to Will. Will is our parts department Manager and takes care that our customers and dealers in North America get help as quickly as possible whenever they need it. He works very close with our vendors and maintains an excellent relationship with the parts and service department at PERFECTA in Bautzen, Germany.

Will has a college major in graphic arts and a minor in fine arts. He has a long experience of dealing with service and parts issues. Will worked five years in an auto parts and speed shop and later 17 years for an architectural sign company. He has a degree as an electrician for industrial maintenance. Will started his career at Absolute Printing Equipment Service ten years ago. In 2000, when Absolute became the exclusive importer and distributor for PERFECTA Cutting Systems for North America, he took the challenge of reorganizing the parts department to a higher level of operation in order to meet the new demands.

Will is married and a proud father of 3 daughters (26, 13,13) and a 10-year-old son. Will likes to do woodworking and furniture making. He also enjoys spending time outdoors camping, fishing, and hunting.

# AUTOMATIC LOADING WITH PUSHER SYSTEM PS



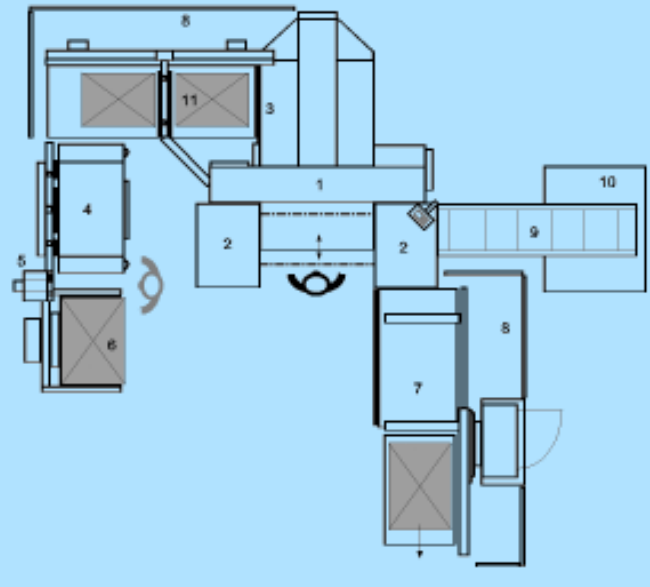
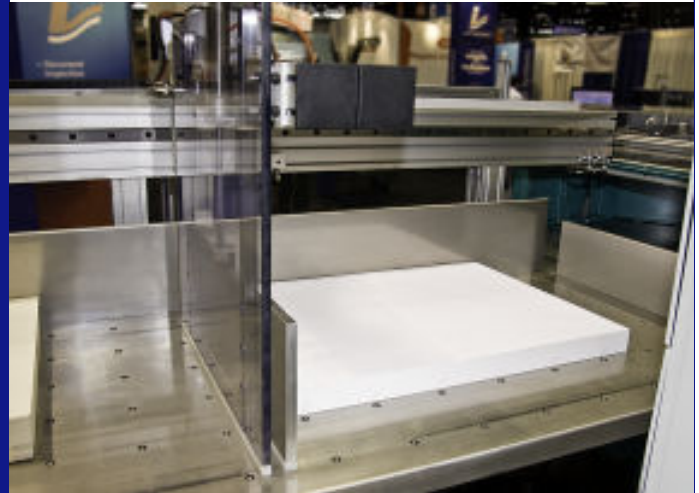
Wouldn't it be nice to have an uninterrupted workflow, where the cutter operator is spending more time cutting than having to deal with the strenuous task of loading and unloading the paper cutter? Wouldn't it also be nice to have a cutting system that can keep up with the demands of the pressroom instead of dealing with the issues of having several paper cutters to do the same amount of work? Our answer is the PERFECTA PS paddle pusher system.

Here's how it works: The jogger operator jogs and loads the lifts into the PERFECTA PS paddle pusher system that creates an automatic buffer system between the jogger and the cutter. This buffer can consist of two or more buffer spaces that will automatically push the jogged lift to the buffer station then automatically into the rear of the paper cutter. Whenever the Perfecta cutter operator makes his last cut, the high speed servo driven backgauge moves to the rear position. The retractable side guide will automatically lower and the next lift will be loaded into the Perfecta paper cutter then move to the first cutting position, while the cutter operator is sliding the finished product over to our BA Automatic Unloader. There is no waiting time for the cutter operator, when he turns back to the cutter he is ready to make his first cut.

The cutting system with the paddle pusher is available with our 45" – 88" PERFECTA paper cutters.

In comparison to other automatic loading and handling solutions, the PERFECTA PS paddle pusher system is reasonably priced and the return of investment is very easy to justify.

Please contact us or the PERFECTA dealer in your area for a floor plan and proposal that will fit your particular needs and will lead you to higher productivity and ease of work for the operators in your cutting department.



- 1 PERFECTA 132HTVC-AWR with automatic waste removal system AWR
- 2 Air table LT-AWR 01
- 3 Retractable side guide ASW132, left
- 4 PERFECTA Automatic jogger SA110A-P
- 5 Display and sample scale for count by weight system
- 6 PERFECTA Mobile stack lift SL10P
- 7 PERFECTA Automatic unloader BA3
- 8 Safety fence
- 9 Waste removal conveyor
- 10 Waste container
- 11 PERFECTA Paddle pusher system PS3-2



**The set-up for a new job needs to be quick and easy. PERFECTA's HTVC control has more to offer than just new programming features.**

**It defines new standards for the cutting process.**

# PERFECTA HTVC

## COMES STANDARD CIP3 / CIP4 ENABLED

Introduced to the world at IPEX 2006 in Birmingham UK, the new PERFECTA **HTVC** computer became available in the United States and Canada in the same year. Since then the **HTVC** has been a great success story. The PERFECTA **HTVC** is the first and only paper cutter that comes standard CIP3 / CIP4 enabled in the world. That means the HTVC computer already includes hardware and software capable to convert a CIP file from prepress directly into a cutting program that is ready to run. This can be either a PPF file (CIP3) or a JDF file (CIP4). The whole process of conversion takes only about 2 seconds. No time is wasted at the paper cutter writing cutting programs and no mistakes are made by entering in an incorrect dimension.

The **HTVC** computer can be linked to a company's computer network by an Ethernet cable or a wireless network. A USB port at the control panel of the cutter is also available for data transfer via USB memory stick.

We can see a growing trend in the whole finishing process: collating, binding, folding, paper cutting, you name it, the data for machine setup and job parameters are now more often created outside of the machine, while the previous job is still running on the equipment. The machines are ready for the new job in almost no time and operator mistakes are reduced to a minimum.

You may say, "We are on our way to keep our

equipment state of the art, but we still need some time to link prepress to our finishing equipment and we need a new paper cutter right now." The good news is, the PERFECTA **HTVC** has everything built in and is ready for your next step whenever you are ready. As a bonus PERFECTA USA will provide the latest software free of charge and will update your machine when a new version is available.

What are the other features of the **HTVC**? The new 15" luminous touch screen has excellent legibility and icons that are simple to recognize make it really easy to operate. PERFECTA was the first company that used touch screen technology on their paper cutters. The first generation was introduced to the market in 1994. It took other major cutter manufacturers 10 more years to step into the world of a touch screen color graphic computer.

Up to 30,000 programs can be stored in the machines memory and backups are simple to obtain by using the USB memory stick that comes with the cutter.

You can still create a cutting program at the paper cutter, programming has never been so simple. A special format window provides a graphic dialog and a sheet layout shows every single step made during programming. By entering known data, like raw size of the sheet, finished size of the product or gutter width, the actual program is written automatically. The operator can set his personal preferences because there are always several ways to get a

cutting job done. While running a particular cutting job, corrections can be made easily, like i.e. aligning the first cut to the cut marks.



**Steve Grant at Premier Press, Portland OR picks up a new cutting job directly from prepress and is ready to run it within seconds on his PERFECTA cutting system.**

Automatic waste removal systems, automatic loading, unloading or turning devices, the **HTVC** computer interacts with any peripheral equipment that is added to the paper cutter. Their corresponding keys on the 15" touch screen can be hidden if the cutter is not equipped with a particular peripheral device and so the screen is never overcrowded with icons that are not used.

There are many nice features that have been added or improved in comparison to the former TVC model. We invite you to see a complete demo in our showroom or at our dealers.

The **HTVC** control is available for the full range of PERFECTA paper cutters.

PERFECTA 76 HTVC	30"
PERFECTA 92 HTVC	36"
PERFECTA 115 HTVC	45"
PERFECTA 132 HTVC	52"
PERFECTA 168 HTVC	66"
PERFECTA 225 HTVC	88"

## RECENT INSTALLATIONS

**Right: REFLECTIONS PRESS** in Salt Lake City, UT have bought a PERFECTA 115 HTVC with Mobile Stack Lift SL6.5P, and Automatic Jogger SA110A. Co- owner Randy Sparrow: "This was an excellent choice. The PERFECTA HTVC cutter comes standard with a built in CIP3 / CIP4 converter. We will link the system to our computer network so we can send ppf- files directly from prepress to the cutting system. This will save us the time for programming at the cutting system"



Claire Sparrow (l.) and Russ Thompson in front of their new 45" PERFECTA HTVC cutting system.



Grant (l.) and Lorne Cundy of **Leatherback Printing Inc.**, Kirkland WA at the new PERFECTA 132HTVC-AWR

**Left:** A new 52" PERFECTA 132 HTVC with Automatic Waste Removal System and an Automatic Jogger SA110A with counting scale for exact sheet counting have been installed at **Leatherback Printing Inc.** in Kirkland WA. Vice President and General Manager Grant Cundy says: "This paper cutter is really operator friendly" and his brother Lorne Cundy adds: "We like how simple, safe and fast the knife change at the PERFECTA cutter is."



**Left:** Tom Patton, Co-owner and Production Manager at **SCOTT'S PRINTING & DESIGN** in Montrose CO is excited about their brand new PERFECTA 92 HTVC. When the picture was taken the machine was already two weeks in operation. Tom: "We love this cutter!" It is so much faster and the graphic operating surface makes programming very simple. Western Paper, Salt Lake City and PERFECTA USA have done a great job of support and training and so we were able to use the full potential of this machine from the first moment."



**Graphic House Printing and Imaging**, Muskegon MI. Matt Mc Kinnon with his new PERFECTA 115HTVC



Two older paper cutters have been replaced by a new cutting system PERFECTA 132 HTVC-AWR at **Premier Press**, Portland OR. The system includes a Mobile Stack Lift, Automatic Jogger SA110A-P with count by weight system, waste removal system AWR, and an Automatic Unloader BA3-1400. The paper cutter receives jdf-files (CIP4) via the company's computer network and converts them into the actual cutting program.



This 66" PERFECTA HTVC cutting system at **ALL OUT Inc.**, Woodridge IL handles easily all the work coming from a KBA 56" press. The system includes a 4,400 lbs Mobile Stack Lift with photo cell for automatic lifting, an Automatic Jogger SA145A with air removal, the PERFECTA 168 HTVC Paper cutter, and a BA6-1400 Automatic Unloader. In addition also a Pile Turner BSW6-1500 with automatic turning, jogging, and aeration has been installed next to the KBA Planeta press.

**Below:** **Marathon Press** in Norfolk, NE have linked their new PERFECTA 92 HTVC via Ethernet with prepress. Operator Matt Mapes (I.) and Operations Manager Corey Windedahl with the new PERFECTA 92 HTVC cutting system.



# WE HELP YOU MAKE A BETTER CUT

Since we had such a great appreciation to our first CUTTING ACADEMY we will continue providing information and tips about cutting and how to handle material that is difficult to cut.

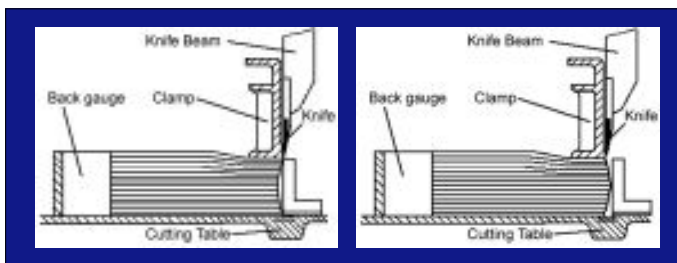
Even using the best paper cutter in the world requires a certain knowledge about what actually happens during the cutting process in order to ensure the highest quality for all kinds of material.

## TODAY'S TIP: What should I do if....?

### ... I get a concave or convex cutting surface?

A convex cutting surface may be obtained when strong material, i.e. cardboard or boxboard, is split by a knife angle too small for the material. At the beginning of the cutting process the cutting edge is forced backwards into the pile and at the end of the cut it comes forward. The sheets in the middle of the pile become shorter.

**REMEDY:** Use a knife with a larger cutting angle. Increase clamp pressure if necessary.



Convex cutting surface      Concave cutting surface

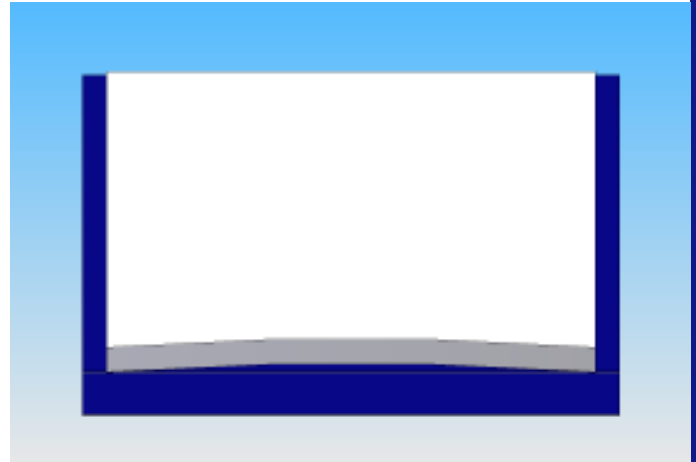
A concave cutting surface is mostly caused by a knife angle too small for the particular material in combination with clamp pressure chosen too high. At first the high clamp pressure forces the knife forward. Because of the small knife angle the edge eventually draws backwards.

**REMEDY:** Use a knife with a larger cutting angle. Decrease clamp pressure if necessary.

### ... I get a concave or convex cutting edge?

Concave or convex cutting is mostly caused by uneven pile thickness, either higher or lower at both ends. This is resulting that the clamp pressure is not uniformly distributed over the full cutting width.

For example, if the pile is higher in the middle and the clamp pressure is only applied at those points, the cut becomes concave because the less clamped ends are pulled out by the knife during the cutting process. This can be seen mostly on harder material.



Cutting edge with convex shape

**REMEDY:** Produce uniform clamp pressure over the full cutting width by using a **Flexible False Clamp**. The flexible false clamp eliminates the differences in pile height and distributes the clamp force even to the lower points. PERFECTA offers for all their models from 30" to 88" this useful option.

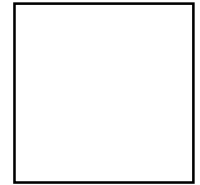


Cutting edge with concave shape

If you have other questions about cutting, we will be glad to help you. Please feel free to call us.  
Brett (317) 862 9096 or Andreas (515) 720 0343



**PERFECTA**  
*World Class Cutting Solutions*



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# PERFECTA PILE TURNERS MORE THAN JUST TURNING

For more than ten years PERFECTA has offered a wide variety of Pile Turners. The largest one, with a platform size of 59" x 78 3/4", is the BSW10. There are also 6 other sizes available that cover the full range down to 21 5/8" x 29 1/2". PERFECTA Pile Turners have not just the ability to turn and rotate the pile, they can also align the material with jogging and aeration. Aeration prior to printing avoids problems at the printing press, like feeding double sheets. A system of air nozzles and oversize air pumps help to separate the sheets and speed up the drying process after printing.

Pile Turners allow you to easily change from the original pallets to in-house pallets or help you to align paper that has shifted during transportation. Automatic re-stacking with a PERFECTA Pile Turner decreases the load on the operators and meets the requirements for safety and health.



**One of the most popular models is the PT10PAJ for a maximum sheet size of 31 1/2" x 47 1/4". It comes fully equipped with aeration and jogging device and can be moved easily to a different location by a pallet jack.**

The large range of PERFECTA Pile Turners from a simple machine with manual turning up to programmable full-automatic turning, aligning and aeration allows to choose the machine that is just right for your demands. Please call or email for detailed technical information or a quote. 317- 862 9096 sales@perfectausa.com