







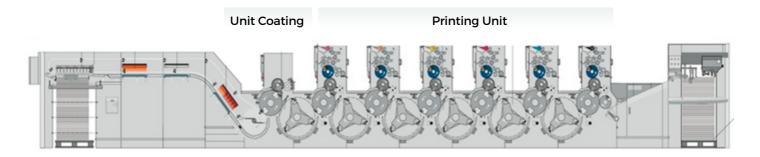
The Blanket System to enhance productivity and quality

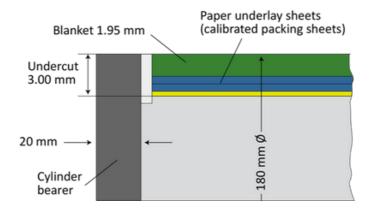
#### OFFSET PRINTING TECHNOLOGY

#### **Key applications and technologies**

- 1. Finito® no•stop is the solution for the Sheetfed technology, both commercial and packaging segments:
  - Strategic OEMs: Heidelberg, Komori, Manroland, Koenig&Bauer (KBA)
  - All OEM's have tested and confirmed the performance of NoStop
- 2. Finito® no stop provides benefits such as:
  - Improve productivity and standardization of printing processes (1 system vs. 3 to 6 layers combination during machine set-up) reduced set-up times
  - Enhanced printing quality because of higher consistency of the blanket system (significantly higher thickness tolerance vs. traditional system, around the printing cylinder)

# SHEETFED MACHINES





















#### SHEETFED MACHINES

## Thickness on printing cylinder

Comparison between traditional technique and no stop blanket systems.

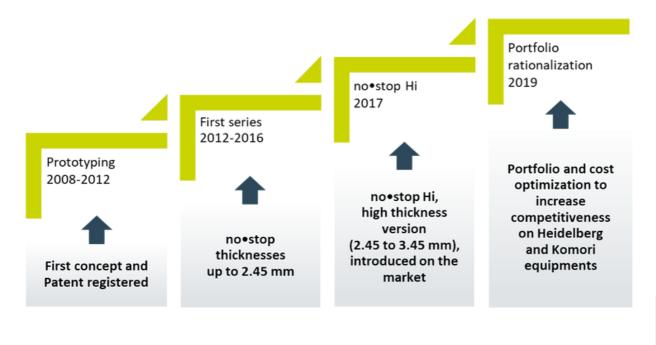
	Thickness (mm)				
Formats	Blanket	Paper		No Stop	
	mm	N	mm (tot)	N	mm
50x70	1.95	2	0.4	1	2.35
70x100	1.95	2	0.4	1	2.35
large	1.95	2	0.4	1	2.35
50x70	1.95	2	0.4	1	2.35
70x100	1.95	2	0.4-0.95	1	2.35-2.90
70x100	1.95	3	0.75-0.80	1	2.70-2.75
large	1.95	5	1.45-1.50	1	3.40-3.45
70×100	1.95	3	0.90	1	2.85
70x100	1.95	3	0.95	1	2.90
large	1.95	5	1.45-1.50	1	3.40-3.45
	50x70 70x100 large 50x70 70x100 70x100 large 70x100 70x100	Formats mm   50x70 1.95   70x100 1.95   large 1.95   50x70 1.95   70x100 1.95   large 1.95   70x100 1.95   70x100 1.95   70x100 1.95   70x100 1.95   70x100 1.95	mm N   50x70 1.95 2   70x100 1.95 2   large 1.95 2   50x70 1.95 2   70x100 1.95 2   70x100 1.95 3   large 1.95 5   70x100 1.95 3   70x100 1.95 3   70x100 1.95 3   70x100 1.95 3	mm N mm (tot)   50x70 1.95 2 0.4   70x100 1.95 2 0.4   large 1.95 2 0.4   50x70 1.95 2 0.4   70x100 1.95 2 0.4-0.95   70x100 1.95 3 0.75-0.80   large 1.95 5 1.45-1.50   70x100 1.95 3 0.90   70x100 1.95 3 0.95	mm N mm (tot) N   50x70 1.95 2 0.4 1   70x100 1.95 2 0.4 1   large 1.95 2 0.4 1   50x70 1.95 2 0.4 1   70x100 1.95 2 0.4-0.95 1   70x100 1.95 3 0.75-0.80 1   large 1.95 5 1.45-1.50 1   70x100 1.95 3 0.90 1   70x100 1.95 3 0.95 1

no stop is a system that combines in one single layer the overall packing on the printing cylinder for the whole range of equipments available.



#### PRODUCT LIFECYCLE

Comparison between traditional technique and no stop blanket systems















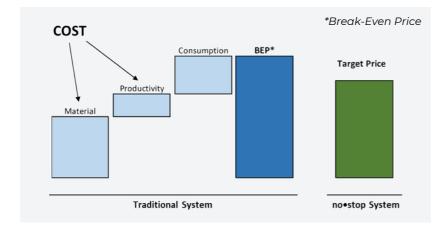


# **BENEFITS**

## Value-Based Pricing

- Break-even price for machine type and product type
  - Printers benefits using no stop® against traditionalmethod
  - Currentmaterial cost + productivity + consumption vs New System
  - Not included other benefits, especially printing quality
- Productivityincrease thrulower equipmentsdowntimes
- · Higherprinting quality

Target Prices vs. Break-Even Price



#### Finito® no•stop benefits not included in BEP:

- Higher printing quality
- · Enhanced standardization and simplification
- · Availability of additional printing capacity

#### **PATH-TO-MARKET**

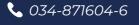
# no•stop distribution model vs. traditional system

Distribution channels alternatives

#### Traditional Printing Blankets business model

Distributor Blanket manufacturer Rolls production Converting of rolls in sizes Assembly of blankets with calibrated per printing machines and paper for the right thickness before applying metal bars mounting on cylinder

















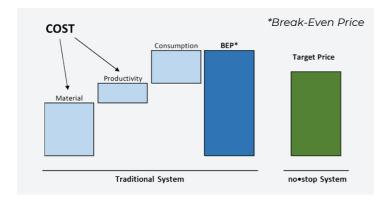


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Distributor Blanket manufacturer **Printer** Converting of rolls in sizes Assembly of blankets with calibrated Rolls production per printing machines and paper for the right thickness before applying metal bars mounting on cylinder

no•stop® Blanket System business model

Blanket manufacturer Rolls production

Printgraph no•stop production and convertina

Delivery to end user Direct sales or thru

no•stop is mounted on exclusive distributor

**Printer** 

the printing machine

















#### PRODUCT PORTFOLIO

# Finito® no·stop

#### MAIN APPLICATION

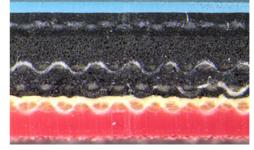
#### Sheetfed/Packaging

Finito® no•stop is a special Blanket system, aiming to reduce the typical down time for Blanket change. Finito® no•stop is suitable for all presses with a low undercut and it guarantees stability at high printing speed, mechanical resistance and ink transfer.



#### **KEY PERFORMANCE**

- Very quick to install
- Extremely stable on press at high speed
- Limited gauge loss
- Easy cleaning
- Long run



# Finito® no·stop Hi

#### MAIN APPLICATION

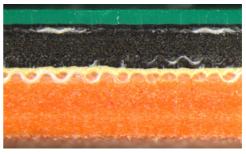
#### Sheetfed/Packaging

Finito® no•stop Hi is a special Blanket system, aiming to reduce the typical down time for Blanket change. Finito® no•stop Hi is suitable for all presses with an high undercut and it guarantees stability at high printing speed, mechanical resistance and ink transfer.



#### **KEY PERFORMANCE**

- Very quick to install
- Extremely stable on press at high speed
- Limited gauge loss
- Easy cleaning
- Long run

















# Finito® no-stop



#### PRODUCT PORTFOLIO

# Finito® no·stop UV

# MAIN APPLICATION Sheetfed/Packaging

Finito® no•stop UV is a special Blanket system, aiming to reduce the typical down time for Blanket change. Finito® no•stop UV is suitable for all presses with a low undercut and it guarantees stability at high printing speed, mechanical resistance and ink transfer.



#### **KEY PERFORMANCE**

- Very quick to install
- Extremely stable on press at high speed
- Limited gauge loss
- Easy cleaning
- Long run

