

# Finito® no-stop



The Blanket System to enhance productivity and quality

## OFFSET PRINTING TECHNOLOGY

### Key applications and technologies

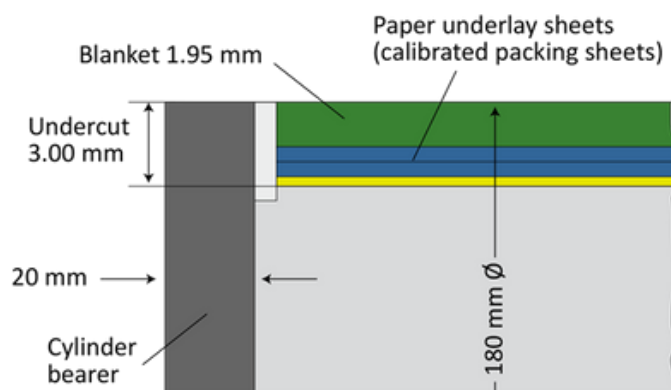
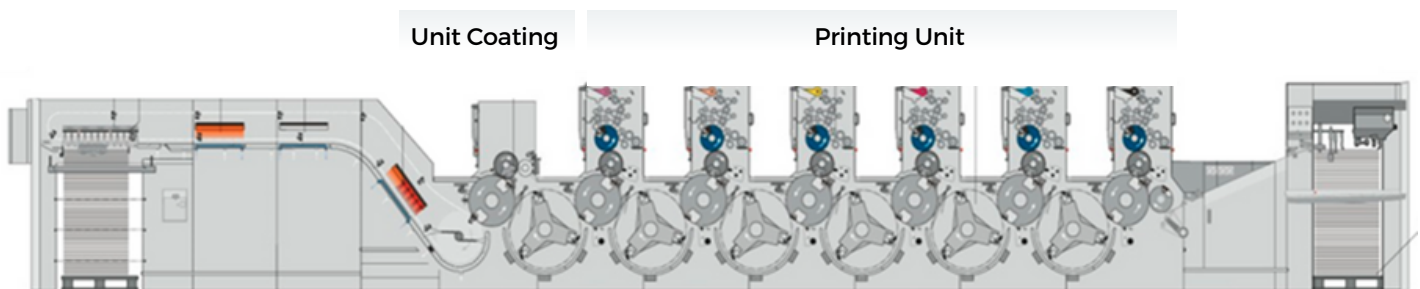
1. Finito® no•stop is the solution for the Sheetfed technology, both commercial and packaging segments:

- 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



# Finito® no-stop



## SHEETFED MACHINES

### Thickness on printing cylinder

Comparison between traditional technique and no•stop blanket systems.

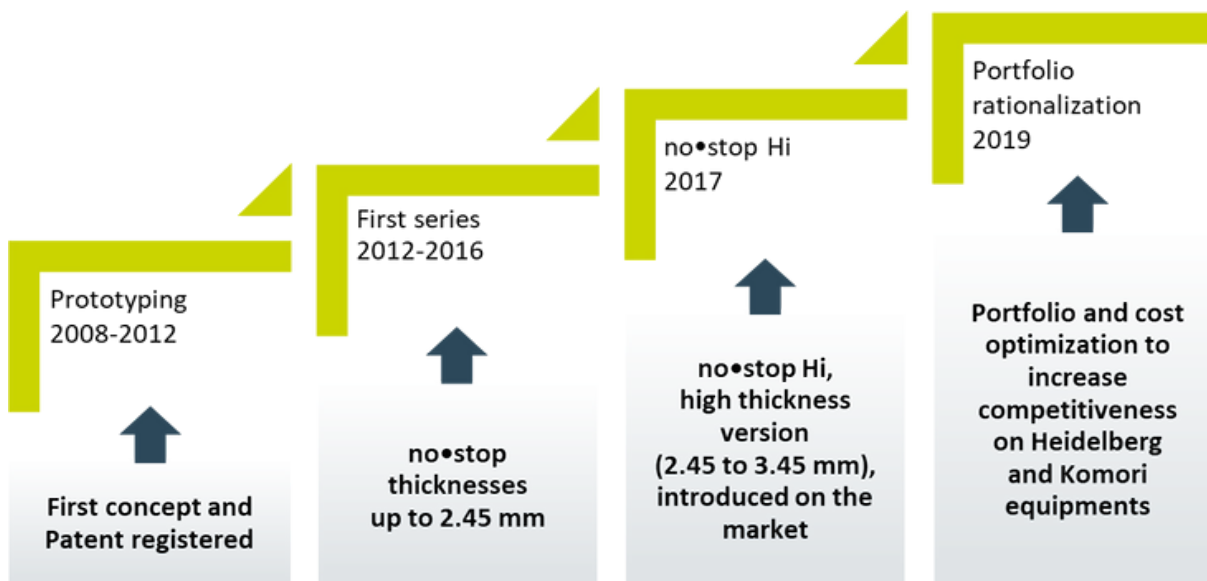
OEM's	Formats	Thickness (mm)					
		Blanket		Paper		No Stop	
		mm	N	mm (tot)	N	mm	
	50x70	1.95	2	0.4	1	2.35	
	70x100	1.95	2	0.4	1	2.35	
	large	1.95	2	0.4	1	2.35	
	50x70	1.95	2	0.4	1	2.35	
	70x100	1.95	2	0.4-0.95	1	2.35-2.90	
	70x100	1.95	3	0.75-0.80	1	2.70-2.75	
	large	1.95	5	1.45-1.50	1	3.40-3.45	
KOENIG & BAUER	70x100	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	

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





# Finito® no-stop

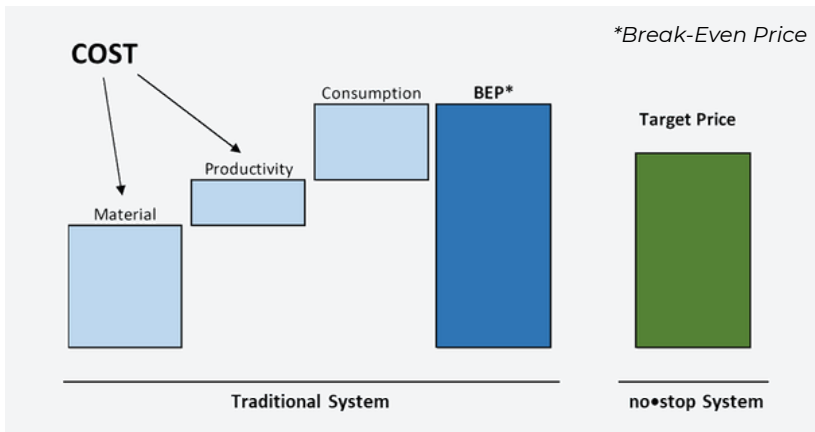


## BENEFITS

### Value-Based Pricing

- Break-even price for machine type and product type
  - Printers benefits using no•stop® against traditional method
  - Current material cost + productivity + consumption vs New System
  - Not included other benefits, especially printing quality
- Productivity increase thru lower equipments downtimes
- Higher printing quality

### Target Prices vs. Break-Even Price



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

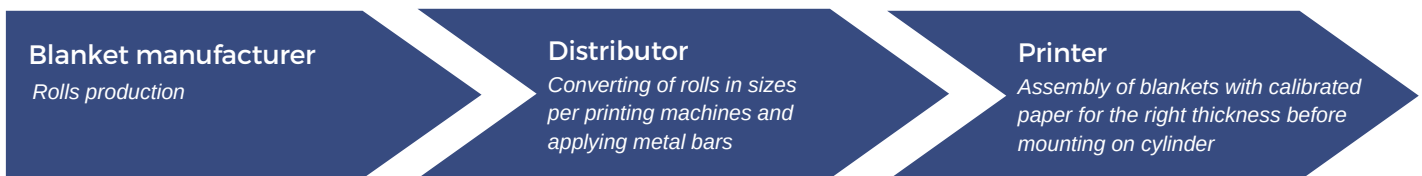
- Higher printing quality
- Enhanced standardization and simplification
- Availability of additional printing capacity

## PATH-TO-MARKET

### no•stop distribution model vs. traditional system

Distribution channels alternatives

### Traditional Printing Blankets business model



# Finito® no-stop

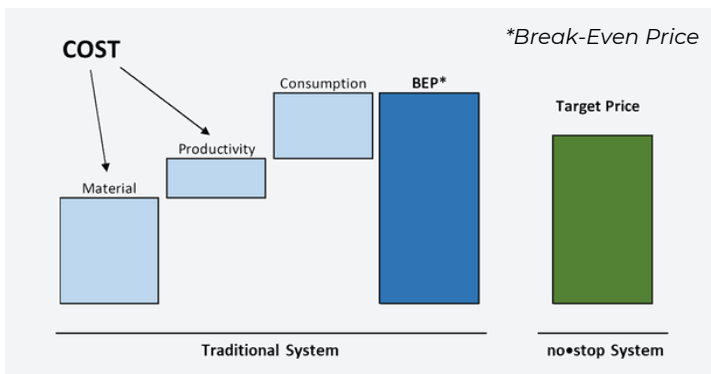


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### Target Prices vs. Break-Even Price



**Finito® no-stop benefits not included in BEP:**

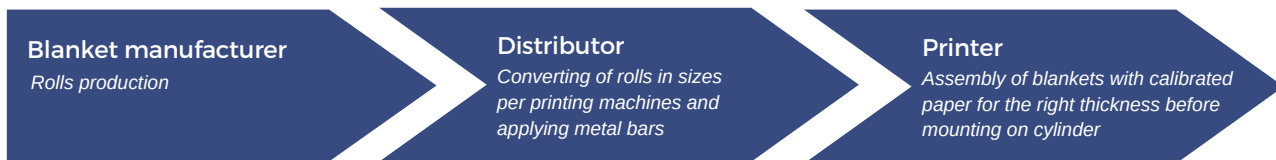
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## PATH-TO-MARKET

### no-stop distribution model vs. traditional system

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#### Traditional Printing Blankets business model



#### no-stop® Blanket System business model





# Finito® no-stop



## PRODUCT PORTFOLIO

### Finito® no-stop

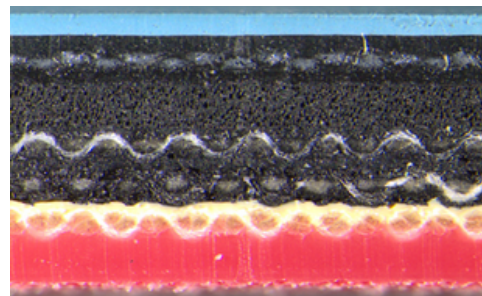
#### MAIN APPLICATION

##### 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

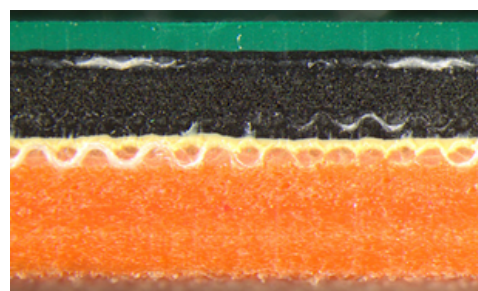
#### MAIN APPLICATION

##### 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





KPN GRAPHIC

Finito®



# 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

