

**case
studies**

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us.....

listen

listen to what our customers say!

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Morgana



what our customers say!

DigiCoater has a very small carbon footprint, which helps us to achieve our own emission reduction targets



DigiCoater Adds Value for CDS

Corporate Document Services (CDS) has installed a Morgana DigiCoater to finish digitally printed output at its Aylesbury print and logistics operation.

A leading UK corporate communications company, CDS was launched in 1994 and became part of the Baird Group in 2000. Rapid expansion since then has seen the company grow from 57 to over 200 employees and it now operates from 9 locations throughout the UK.

Aylesbury is the hub of CDS's digital print services and produces work for a variety of public and private sector clients. Most of the output is from Océ print engines - with Xerox and Heidelberg also represented - and Morgana plays a major role in the finishing section with equipment including a DigiFold, a DocuFold and an EBA 721 programmatic guillotine.

The newly installed DigiCoater micro format UV coater was purchased by Aylesbury General Manager Adrian Brown, who saw in it an opportunity to reduce the supply chain and as a preferred alternative to lamination, which didn't always provide the lasting qualities required. "We use the DigiCoater for a range of work", he says "and for runs that may be anything from 50 to over 1,000. It gives us a choice of matt or gloss finishes and it was important for us that the output from the unit is both recyclable and biodegradable. We also liked the fact that compared to other systems; the DigiCoater has a very small carbon footprint, which helps us to achieve our own emission reduction targets."

what our customers say!



Morgana Saves Face On Folding

Leading London digital printer, Face Creative Services, has chosen Morgana equipment to finish output from its HP Indigo and Xeikon digital presses.

With a history going back to 1963, Face has evolved through many different types of pre-press operation before moving into digital print in 1997. Since then expansion has been rapid and the 40-strong company now operates two HP Indigo 3000 and two Xeikon A2 presses to produce a broad range of short run colour work on stocks up to 350 gsm.

“Like many companies in our situation,” explains Production Manager Colin Harding “we had problems initially with cracking and we purchased a Morgana AutoCreaser, which solved this on both ink and toner based systems. Folding, however, continued to be an issue as we found that conventional folders didn’t always give the best results and this problem wasn’t satisfactorily resolved until the installation of the DigiFold.”

Face Creative values the DigiFold not only because of its dual-functionality, with creasing and folding in a single unit, but also because its patented folding method has been designed specifically to avoid any marking or damage to digital output. The company now operates two AutoCreasers, the DigiFold and a Foldnak 8 bookletmaker that was also supplied by Morgana.

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what our customers say!

using the DigiCoater, can really enhance a client's work and make it stand out from the crowd



DigiCoater Grows Business for CCS

By installing a Morgana DigiCoater, innovative Northampton based printer CCS Digital has opened up new areas of business and furthered its ambition to achieve FSC accreditation.

Well known for its 'Create-a-Gift' personalised calendars and greeting cards, CCS Digital is a thriving print business which provides a wide range of business stationery, marketing collateral and point of sale material. The installation of the DigiCoater has allowed CCS to secure the production of a range of over 50 'Britain from the Air' and Wild and Wonderful cards for WeCommunic8, the company that produces street galleries and the stunning 'Earth from the Air' exhibitions of aerial photography that have been seen in major cities throughout the UK.

"We strive to make our client's print really work for them", says CCS Production Director, Paul Riley. "Adding extra finishing like the high gloss varnishes, using the DigiCoater, can really enhance a client's work and make it stand out from the crowd" Although CCS has only had the DigiCoater for a short time, its client base is already looking to take advantage of their latest investment into equipment.

Greetings cards are only a small part of the high quality print portfolio that is being produced by CCS on two HP Indigo 3050. More and more of the print jobs are being given either a gloss or matt finish on the DigiCoater. As well as adding value to products, the installation of the DigiCoater is also seen as an important step on the path to becoming FSC accredited as output from the unit is both biodegradable and recyclable. "These considerations are obviously important to environmentally aware clients such as WeCommunic8", says Paul Riley.

The DigiCoater is the latest in a range of Morgana digital finishing equipment to be installed at CCS who also use a DocuMaster for bookletmaking, a CardXtra for business card production and a Major folder for a variety of work.

what our customers say!



DocuMaster Finish for Fine Art Output

The Berkhamsted-based Technik Group, comprising long-established pre-press arm, Technik, and litho and digital printer Connekt Colour, has purchased a Morgana DocuMaster to finish output from its HP Indigo 5000.

In addition to high quality personalised mailings for leading corporates, a large part of Connekt Colour's output consists of fine art books produced for private galleries and usually printed in runs from 250 - 500 in a variety of formats.

"We print these on the Indigo in 16pp sections", explains managing director, Dave Davies, "and these are fed to the DocuMaster for creasing and folding prior to removal for subsequent binding. The DocuMaster is ideal for this application, but we also use it for conventional booklets and even for simple 4pp items that just need creasing and folding."

For work of this kind, print and finishing quality were of prime importance and Connekt consulted HP before seeing the DocuMaster in operation at Morgana's Milton Keynes showroom.

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what our customers say!

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Verse-atile Finishing at Forward Press

Forward Press of Peterborough, which prints more poetry than any other publishing house in the UK, has purchased a variety of equipment from Morgana to finish out from its NexPress and Oce print engines.

Forward Press was founded 17 years ago by m.d. Ian Walton - himself a poet and a former teacher of creative writing - who recognised that there were thousands of people who wrote poetry but were frustrated by the impossibility of getting their work published through conventional channels. Starting with a Multilith 1250 operated from his garage and graduating to a battery of Riso duplicators, Ian's company now boasts 3 Kodak NexPress 2100s and 2 Oce 6250s, each capable of turning out a book every 30 seconds.

Although still publishing work for individual customers, the growth of Forward Press into a company turning over £5 million plus, has been based on another idea of Ian Walton's - publishing verse written by school children and then gathered into books for different areas and age groups for which there has proved to be a huge demand from parents. Working with 23,000 primary and 8,500 secondary schools, as well as 23,000 after-school clubs, and having diversified into competitions and many other classroom activities, Forward Press now employs 90 people and turns out tens of thousands of publications each year.

"Runs lengths vary enormously" observes Ian Walton "and for all the shorter run books we rely on Morgana equipment for our finishing requirements." The Morgana kit at Forward Press includes a KB 2000 perfect binder, a DocuFold folder, a Uchida collator and a recently purchase EBA 551 guillotine and an AutoCreaser 33. "For our work, the most important criteria for finishing equipment is fast set-up and ease of use", says Ian. "We operate in a real print-on-demand situation, with work ordered, printed and delivered in a two-day cycle - we couldn't do this with machines that needed high levels of operator skill or were slow to change from one job to the next."

what our customers say!



we needed
bookletmaking
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A Flexible Finish for Henderson Global Investors

Henderson Global Investors has chosen a Morgana DocuMaster as the finishing solution that works best with its two Canon Imagepress 7000VPs and Canon Imagepress C1.

Located on the ninth floor of one of the City of London's most prestigious new buildings, Henderson's print department produces a variety of brochures, reports, newsletters, fact sheets and other data for its clients worldwide. In all, the department reckons to turn out 3 million impressions a year.

"First of all", explains Print Procurement Manager Anthony Buck, "we needed bookletmaking capability that would complement the quality of our print output, but this had to be linked to high productivity and the ability to take work from both our Imagepress 7000VPs." Designed specifically for the digital environment, the DocuMaster satisfied Henderson's need for ease of use, while the unit's 'square back' facility provided the professional, perfect bound appearance needed for brochures and longer reports.

what our customers say!

we were
also aware
of the
company's
reputation
as specialists
in finishing
digital
output



Kirklees Place £80,000 Order for Morgana Finishing Kit

£80,000 worth of Morgana digital finishing equipment has been installed by Kirklees Council in its newly established Document Solutions centre.

The Yorkshire local government authority ordered two of Morgana's Drupa-launched products - the JDF-ready DocuMaster total finishing system which now handles variable data and the DigiCoater micro format UV coater and priming system. Also included in the package was a KB2000 perfect binder.

This equipment will be used to finish output from the Xerox iGen3, Xerox 700, Nuvera 120 and 4127EPS which have been installed in a brand new facility that will produce Kirklees Council's total print requirement. The facility employs 30 people and produces a huge range of work in runs of anything from one to half a million copies.

Morgana is a preferred finishing partner of Xerox, who recommended the equipment to Digital Solution's manager Oliver Renshaw. "We have known Morgana for many years", said Oliver, "and already had some of their equipment. We were also aware of the company's reputation as specialists in finishing digital output. The DigiCoater in particular will broaden the scope of our operation and provide an enhanced finish to output from the iGen and other units."

what our customers say!



Versatile Finishing For Phoenix

Operating an HP Indigo 5500, a Xeikon 50 and a Presstek 52DI, Leicester-based Phoenix Colour has installed a DigiFold 5000P from Morgana Systems to finish output from all three.

“We were looking for versatility, speed and a high quality of finish”, said Phoenix m.d. Peter Davis, **“and we believe the DigiFold offered everything we needed.”**

A repro house until 1996, when a decision was taken to specialise in digital printing, Phoenix currently employs 15 people and uses a combination of presses geared to provide a wide gamut of colour work in relatively short runs. Morgana’s latest model DigiFold - the 5000P - is the backbone of the company’s finishing section, providing combined creasing and folding or operating as a stand-alone creaser or even as a perforator when neither creasing nor folding is required.

“The DigiFold has the speed we need to prevent any finishing bottlenecks”, explains Peter Davis, **“and we also appreciate its multi-functional capability and the quality of the crease.”**

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what our customers say!

the PUR binder adds another dimension as it enables us to perfect bind jobs which are fully printed into the spine

UV Coating and PUR Binding Makes an Award-Winning Combination

The installation of an 'Adventure' PUR perfect binder from Morgana at Purely Digital of Derby has broadened the scope of the company's operation and has proved particularly effective in binding work UV coated on a Morgana DigiCoater.

This combination was used to produce a promotional booklet for Purely Digital which won the Danwood-sponsored Marketing Collateral Award in the recently announced Digital Printer Awards for 2009.

Purely Digital prints on an HP 5500 and uses a variety of specialist papers, including textured, ingrained and metallic stocks. It takes advantage of the DigiCoater's ability to prime substrates as

well as providing a matt or gloss finish. 'The PUR binder adds another dimension', says Andrew, 'as it enables us to perfect bind jobs which are fully printed into the spine. This technique was used to good effect not only in our own brochure but also in a series of A4 60pp+ documents that were produced for use as part of a presentation for one of the cities competing to be part of England's 2018 World Cup bid.'

In addition to the DigiCoater and PUR binder, other Morgana finishing equipment at Purely Digital includes a DigiFold creaser/folder, a Foldnak bookletmaker and trimmer and an EBA 551LT programmatic guillotine.



what our customers say!



DocuMaster Opens New Markets for KnowledgePoint

KnowledgePoint, the top provider of training materials for the IT industry, has augmented its finishing capability by installing a Morgana DocuMaster at its Reading headquarters. As the company looks to grow by 20% following a recent re-branding, the DocuMaster will play its part by helping KnowledgePoint to increase production of marketing and sales material.

Founded in 1997, KnowledgePoint's core business lies in the design and production of training materials for training companies and corporates in the IT market. Output - short run and usually wire bound - is produced on a battery of Xerox/Oce mono and Xerox colour print engines. Volumes are impressive, with over 100,000 manuals produced on demand each month from courses provided by a broad-based clientele.

KnowledgePoint's rapid growth has boosted turnover to £7 million and co-founders and directors Andre Philpot and Paul Gibbons have identified the production of marketing collateral as an important growth area for the future. "The emphasis here", comments Philpot, "is very much on colour combined with a highly professional finish." The DocuMaster is an integral part of this, operating near-line to produce high quality saddle-stitched booklets with a 'square back' finish and providing a flexible and easy to use finishing system that can take work from more than one print engine at a time.

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what our customers say!

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Morgana Battery Provides Finishing Power For Mod

The Design and Print Department of the MOD's training establishment at Worthy Down, Hants. has installed a complete digital finishing section based on Morgana equipment supplied through Infotec.

Head of Department, Steve Allcock, chose the Morgana kit as part of a complete overhaul of his printing section, which also included the purchase of new colour and black and white Infotec print engines. "I wanted the flexibility of near-line finishing", he explained, "with equipment that would give us ease of use over the broadest possible spectrum of functions."

Following a visit by Steve and other members of his 7-strong team to Morgana's Milton Keynes HQ, the equipment chosen includes a DocuMaster complete finishing system, a DigiCoater micro-format UV coater, a KB 2000 perfect binder and an EBA 551 programmatic guillotine.

The DocuMaster exemplifies the multi-functional capability Worthy Down needed, as it offers complete bookletmaking capability at 1440/hr. with the option of stand-alone creasing and perforating and, with its square back facility, providing finished training manuals that could be packed in half the number of boxes previously required. The KB 2000 is particularly suited to perfect binding of digital output and could take work from more than one machine, while the EBA 551 with its programmatic capability was a replacement for an earlier and less sophisticated guillotine.

Steve Allcock sees the DigiCoater u.v. coater -supplied with a Morgana 8000 feeder- as a piece of equipment that will broaden the scope of the department's operation as well as improving the quality and durability of a wide range of work. He is looking to use u.v. coatings on 80% of work that is currently laminated and expects to make huge time savings on jobs such as security passes, which are simple to print but need time to laminate and considerably longer to trim. "On jobs like this", Steve reckons, "what used to take hours - and even days - can be reduced to minutes."

what our customers say!



Morgana Finish for Xeikon 5000 at The Digital Press

The Digital Press of Bournemouth has installed a DigiFold 5000P and a DocuMaster from Morgana to finish output from its reel-fed Xeikon 5000.

Founded as a repro house in 1991, The Digital Press has evolved into digital print, using first a Xeikon 50D and then upgrading to the 5000 model with WFM coater last year, which is the only unit of its kind in the country.

“We do a wide range of work, much of it beyond the scope of B3 presses such as 6pp A4s and A2 posters”, explains m.d. Peter Randall, “and when we bought the new press we soon realised that we needed finishing equipment that would complement it, both in terms of keeping pace with increased volumes and providing greater accuracy.”

The Digital Press upgraded its original DigiFold combined creaser/folder to the 5000P model which offers much higher output and invested in the DocuMaster for its versatility and the quality of the finished booklets that it produces. “We opted for the version that is fitted with ‘Squareback’ system”, said Peter Randall, “and we have found that our clients greatly appreciate the enhanced appearance it provides.”

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The guiding principle for everyone at Morgana is the pursuit of excellence.

This is at the core of everything we do.

It is crucial to the way we build relationships with customers and to the way

we seek to innovate, improve and to offer the very best products at the best prices.

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