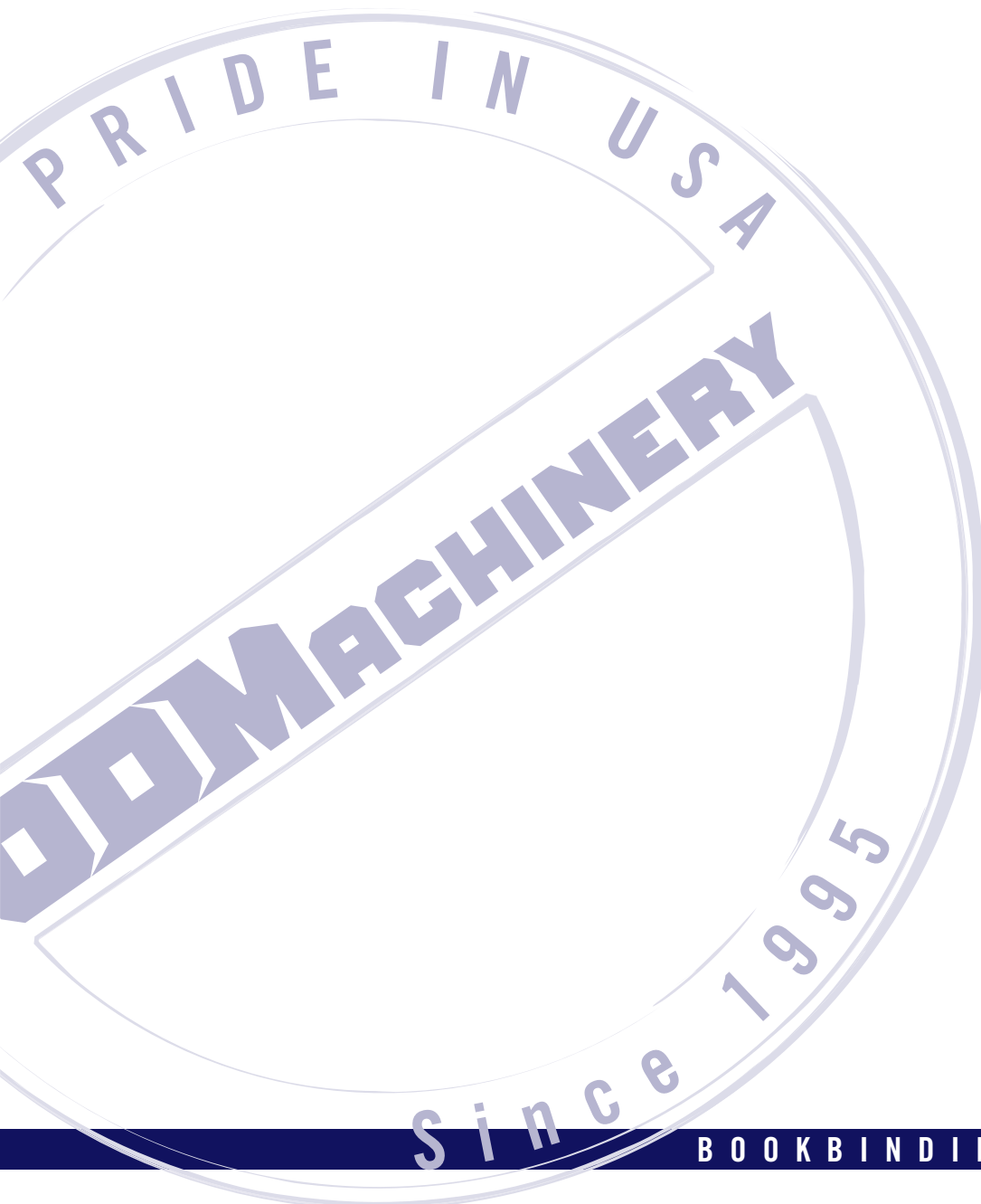




FALL 2013 eNEWSLETTER



BOOKBINDING MADE SIMPLE!

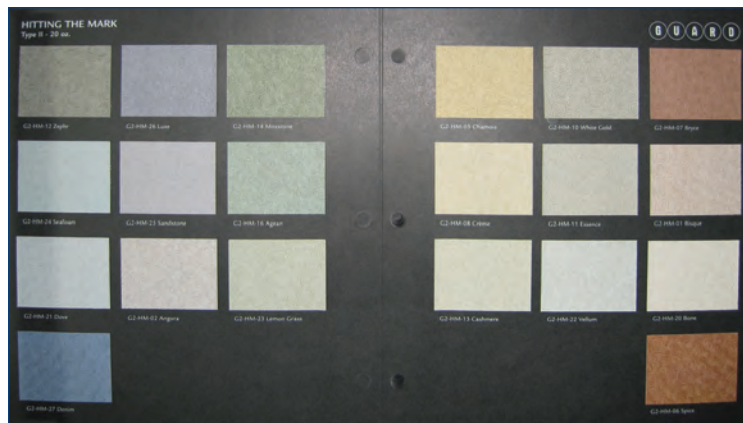
WHAT'S NEW AT ODM...

Sample Swatch Bookmaking Made Simple with the ODM Super Swatcher™

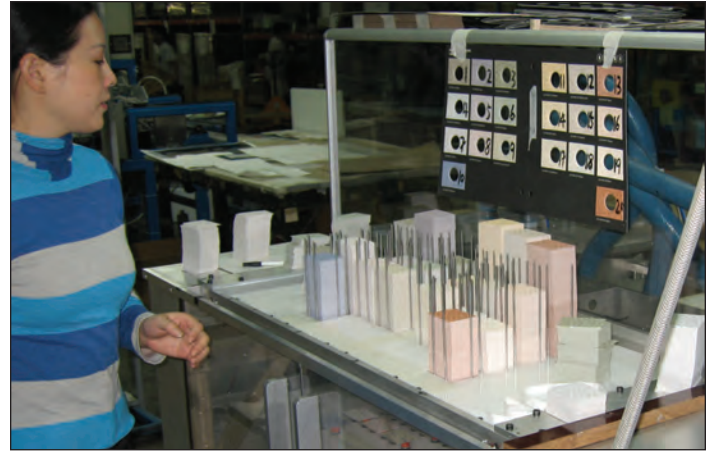
The Super Swatcher™ is an automatic swatch machine designed for mounting sample swatches to color cards (sample cards) for the textile industry. It's a process that has been done almost exclusively by hand and can now be accomplished by the ODM Super Swatcher™, a fast machine with perfect alignment and amazing accuracy. The top load till allows for continuous operation. Finished cards are neatly stacked on a portable work station.

Super Swatcher™ can mount up to 125 swatches on a one, two or three-panel swatch card at a rate of 500 cards per hour. Super Swatcher™ streamlines the production workflow process, eliminates the pre-collation of swatches that's required in a hand-mounting operation and greatly simplifies the swatch cutting operation.

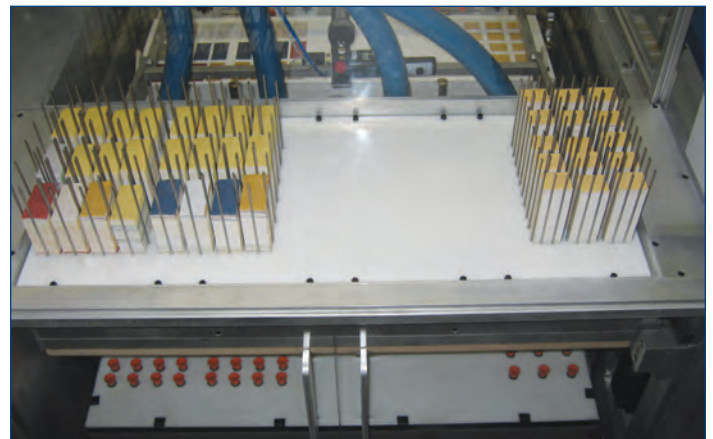
Glue roller slides out for fast, easy clean up. Touch screen LCD control panel allows operator to easily access machine settings. Make-ready costs are relatively low. Swatches can be mounted on any card size up to 14" x 36". Minimum swatch size is one-inch square.



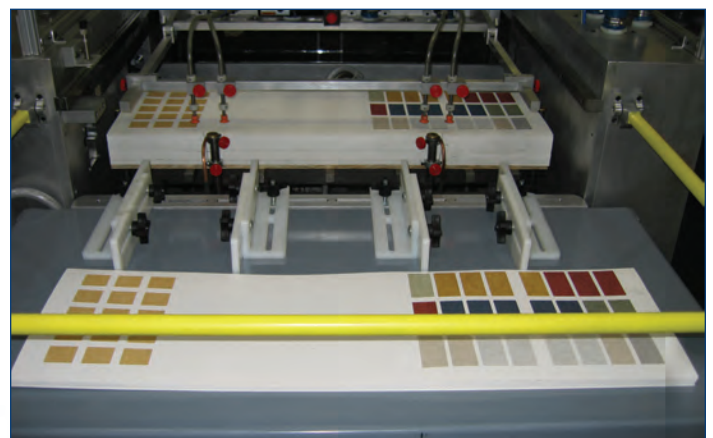
Super Swatcher™ mounts up to 125 sample swatches on a one, two or three-panel swatch card at 500 cards per hour!



Super Swatcher™ eliminates the pre-collation of swatches that's required in a hand-mounting operation.



Top load till allows for continuous operation.



Finished cards are neatly stacked on portable work station.



The Super Swatcher™ is the only machine of its kind to be manufactured in the USA.

View Demo Movie at:
<http://www.ODMachinery.com/SuperSwatcher.htm>

Side-sewn Book Blocks are Built to Last for Generations

If your objective is to produce a strong, durable book binding look no further than the side-sewn book block. It's a fact, religious prayer and school text books are the toughest, most durable in the world and that's because those book blocks are side-sewn. Therefore, if you want your photo books and yearbooks to be bound to the highest quality and last for generations to enjoy you seriously need to consider a side-sewn book block.

The ODM Super Sewer™ XXL is an automatic side sewing machine designed for producing 'on-demand' photo books from wallet to tabloid size and up to one-inch thick. The Super Sewer™ XXL features the same **Back Tack Technology™** as in the original Super Sewer™. Simply put, the machine does a reverse lock-stitch on the head and foot of the book block ensuring a very strong side sew which will not come apart like standard side-sewn or PUR bound books normally do. The Super Sewer™ XXL pre-drills holes prior to thread stitching enabling the book block thickness up to one inch. The Super Sewer™ XXL can sew up to 400 books per hour and is easy to operate with a touch screen LCD color control panel, high speed drill station and vacuum drill waste removal system.

Benefits using side-sewn book blocks produced with ODM's Next Generation Super Sewer™ XXL

- Strongest method of any commercial binding.
- Book blocks do not come apart.
- Ideal for yearbooks, children's and photo books from wallet to tabloid size.
- Imposition layouts are not critical.
- No bind-fold is required.
- Side-sewing lock-stitch machine can handle any type of a stack of paper up to one-inch thick.
- Fast and efficient productivity as the entire book block is sewn through the side.
- Side-sewn books lay flatter than you think.

Book size:

Minimum: 4" x 4" (100 mm x 100 mm)

Maximum: 18" x 18" (450 mm x 450 mm);
up to 1" (25 mm) thick

Production: up to 400 book blocks per hour

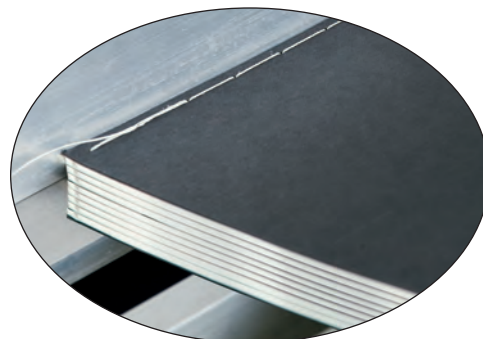
CE approved



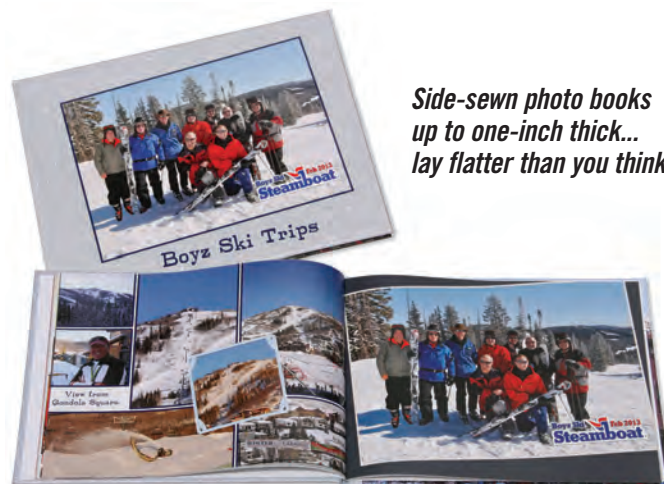
ODM Super Sewer™ XXL is ideal for side sewing tabloid size book blocks up to one-inch thick.

View Demo Movie at:

<http://www.odmmachinery.com/supersewerxxl.htm>



Back Tack Technology™ ensures a strong, side sew with a reverse back stitch on the head and foot of the book block.



ODM Super Squasher™ Air Press Machine for Super-Sized Media

The ODM Super Squasher™ Air Press machine is designed for pressing, compacting and squashing super-sized media up to 19" x 24" with a 17" opening. Ideal for photo album pages, menus, file folder products featuring an accordion type folder and hand assembly items requiring hand pressing.

Super Squasher™, with a 16" stroke, provides up to 3000 pounds of pressure. The unit is mounted on a heavy-duty steel tabletop. Safety system promotes safe operation with one-touch control and is designed for single operator use.

Power Required: 115 Volt, 60 cycle, 1 Amp, Air line



Super Squasher™ for pressing media up to 19"x24" with a 17" opening.



*Control panel promotes safe operation.
Designed for single operator only.*



ODM Book-Trac™ Barcode Technology Matches Book Blocks with Covers

On Demand Machinery has partnered with Productive Solutions (Data Integrity Control Systems) and combined their expertise to expand the **Book-Trac™** family of products. Thus creating the ability for customizable automation controls and production reporting capabilities to all of our book-manufacturing clients.

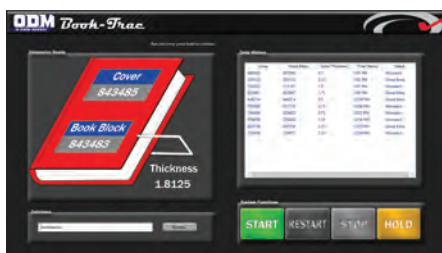
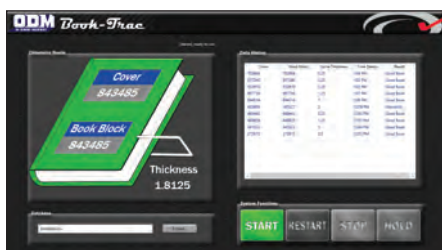
ODM Book-Trac™ ...Aimed at Improving Production Profits and Integrity!

The addition of the **ODM Book-Trac™** on the Super Sticker™ is the first in a series of future options aimed at improving production profits and integrity.

We accomplish this in two ways. First we automate the cover spine adjustment with the ODM Super Sticker™ Auto-Sizing Option. This in-line reading system allows you to group similar book layout sizes (all 8x8's or 6x9's for example) into one production session. By reading the Book ID Barcode, we are able to instruct the Super Sticker™ to automatically adjust for the next book's spine thickness. This all occurs before the book block carriage has been repositioned, thereby increasing throughput.

Secondly, we match the cover to the manually loaded book block. If they match, we let the process continue. If they do not match, we inhibit the Super Sticker™ from being able to proceed, and visually warn the operator of the mismatch.

GREEN GOOD COVER or RED BAD COVER



The marriage of capabilities delivers near real-time reporting directly from your shop floor. Each book (**Green Good Cover or Red Bad Cover**) is recorded, and time stamped in an SQL type format table. Since we stop the process before the book is bound, this virtually eliminates scrap and rework, thereby increasing production throughput as well.

Production reporting can be recorded on the supplied host PC, or "pushed/pulled" to your local SQL Server. It's fully compatible with Productive Solutions' STRATUS Job Tracking & Reporting System.

ODM Book-Trac™ is now available for the Super Sticker™. It can be ordered with a new Super Sticker™ or retrofitted in the field to your existing ODM automated casing-in system.



Operator just places the book block on the book carriage while the Super Sticker™ is in the home position. The ODM Book-Trac™ scanner reads the ID Barcode.



Book covers are stacked on the left conveyor belt and the ODM Book-Trac™ scanner prior to casing-in process reads ID Barcode.

ODM Partners with Mohawk Fine Papers in Manufacturing the Sidewinder™, an automated bindery system for producing Panoramic TRU-Flat® photo books.

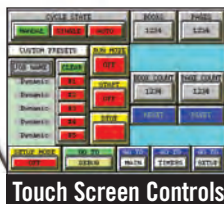
The ODM Sidewinder™ is an automated, on-demand bindery system that's specifically designed for the Mohawk Panoramic line of i-Tone photo papers. Mohawk paired its exclusive i-Tone digital surface treatment with Tru-Flat® technology from Convertible Solutions to papers that are easy to bind with the new Sidewinder™ bindery system.

The Sidewinder™ eliminates the labor intense process of using hand-operated equipment to produce book blocks for lay-flat photo books. ODM engineers developed an automated, self-contained bindery system that scores, folds, and presses book blocks up to one-inch thick.

The Sidewinder™ can produce up to 100 Panoramic photo book blocks per hour and is easy to operate with no make ready.



Mohawk has paired its exclusive i-Tone digital surface treatment with TRU-Flat® binding technology from Convertible Solutions to create this groundbreaking format.



Touch Screen Controls

Panoramic TRU-Flat® Photo Books

ODM Sidewinder™ bindery system scores, folds, and presses Mohawk Panoramic papers allowing beautifully printed images to flow seamlessly across the fold, giving digital printers of all sizes the ability to produce high-value, high-impact books and bound products without a gutter.

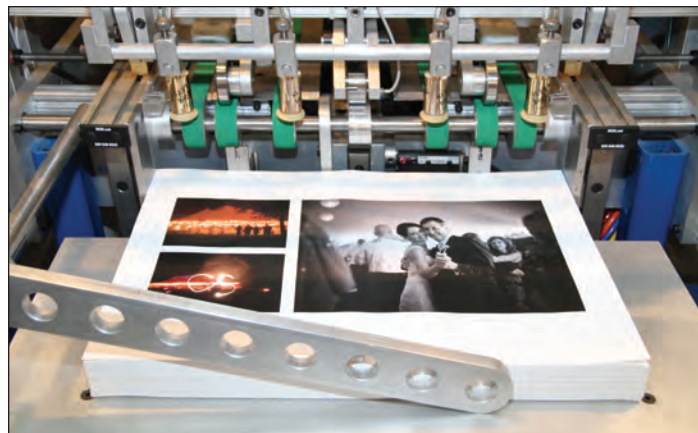
Maximum Book Size:

Open: 27" x 14";

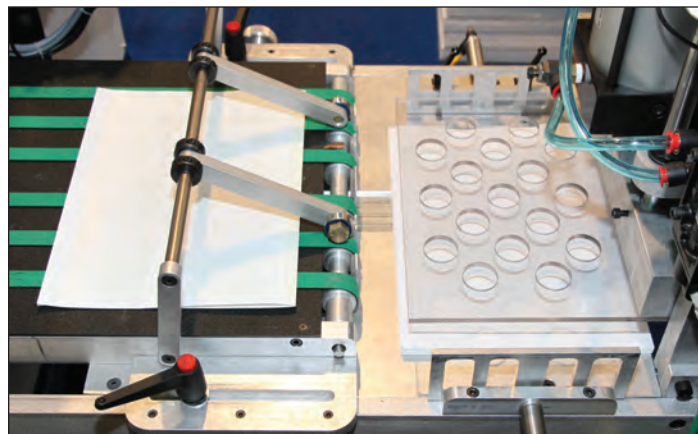
Closed: 13.5" x 14" up to 1" thick

View Demo Movie at:

<http://www.odmmachinery.com/sidewinder.htm>



Grippers align and feed paper into Sidewinder™ bindery system to be scored, folded and pressed.



Finished book blocks come off conveyor belt and are stacked and ready for the casing-in process.

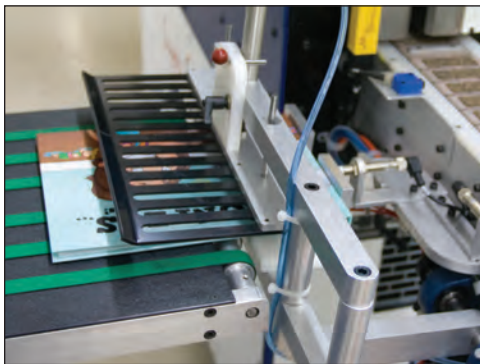
ODM INSTALLATIONS...

On Demand Machinery installs an automated Super Sticker™ and Super Smasher™ with transfer station at Morris Publishing.

On Demand Machinery has installed their latest, automated casing-in and building-in machines at Morris Publishing located in Kearney, Nebraska. ODM auto-feed transfer station allows for a seamless assembly line for hard cover book production from the casing-in to the building-in process. Cased-in hard cover books come off the Super Sticker™ conveyor belt and are automatically transferred into the Super Smasher™ for building-in. Ideal for producing high volume 'library-quality' hard cover books on demand.

Morris Publishing specializes in short-run book printing and bindery services for self-published authors. Morris Publishing has printed millions of books for individuals, businesses, and small book publishers, including poetry, fiction, religious, how-to, and local histories, as well as books and manuals for companies and organizations. They even have a separate division that specializes in cookbook publishing.

View demo movie on ODM's automated casing-in and building-in machines with transfer station at:
http://www.odmmachinery.com/movies/SuperSticker_SCI.mov



Cased-in book comes off Super Sticker™ conveyor belt.



Hard cover book is lifted 90° into an upright position and loaded into Super Smasher™ via conveyor belt.



Electronic eyes align book, insuring a smooth transfer into Super Smasher™ for building-in process.

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CUSTOMER TESTIMONIALS...

On Demand Machinery installed a complete case binding system at GOphtobooks.com ...an 'on-demand' photo printing facility in Fremont, California.

On Demand Machinery installed the ODM Super Sewer™ (in-line sewing), Casemaking System™, Sticker™ (casing-in), Smasher™ (building-in), and Separator™ (die cutting) machines for GOphtobooks.com, an online 'on-demand' photo-finishing specialist located in Fremont, California.

GOphtobooks.com is dedicated to helping customers tell their story. They work hard to make it easy for people to transform their personal photos and disks full of digital memories into tangible objects that can be shared with friends and family. GOphtobooks.com love this work, because by combining the best of modern printing methods and easy to use internet technologies with traditional design aesthetics and hand-crafted quality, they empower their customers to create something amazing: an actual hard cover photo book about the things they care about the most.

GOphtobooks.com had in mind that they could leave the world a little bit better than they found it. They have set out to give back to their communities. They're reaching to groups who are doing what needs to be done; much needed research to cure diseases, supporting those who are in need, lending a hand to the less fortunate, promoting equality and funding vital school and sports programs. The list is endless and so is their outreach. They believe this to be their mission and they will accomplish it one book at a time.

They have invested years developing the most advanced, yet easy to use software on the market, they want your experience in building a book, calendar, or any other one of their products to be the best you have ever had. They stand behind their products and they believe you will too.

Rich Weaver and Allen Blazick, print industry professionals, who have the knowledge of the past, but look to the future for new technology and innovation, founded GOphtobooks.com. This is the first of many state-of-the-art manufacturing facilities and it's located in Fremont, California in the heart of Silicon Valley. Each book is personally inspected for quality and craftsmanship before they send it home for their customers to treasure or give as a gift. While many companies are outsourcing to foreign countries, GOphtobooks.com is proud to produce their products in the USA.

GOphtobooks.com has partnered with ODM and Xerox; to create the finest photo books in the industry while using all FSC certified papers in their process.

When we founded GOphtobooks we wanted the best of the best and after reviewing many systems none could compare with ODM and the service provided by John Jacobson, Jr. and his team. We know by sewing every book and using his solution we are delivering the best in the industry. 🙌🙌

Rich Weaver, CEO and Founder



We value our customers and their opinion, visit:
<http://www.odmachinery.com/testimonials.htm>

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CUSTOMER TESTIMONIALS...

Side-sewn book blocks are strong and ideal for yearbook publishers. Ruth Kelly Studio is a full-service photographic and yearbook printing facility in Muskogee, Oklahoma.



Robert Kelly, Jr. with the new ODM Super Sewer™ that was recently installed at Ruth Kelly Studio for yearbook production.

“**WOW! On Demand Machinery just drove 22 hours with an ODM Super Sewer™ machine in the back of their truck without even a deposit from us.**”

*Robert Kelly, President
Ruth Kelly Studio*

Ruth Kelly Studio (RKS) needed the Super Sewer™ ASAP to finish a job that was too big for their existing machines. ODM delivered, installed, and trained the bindery department how to operate the Super Sewer™ within 48 hours of placing the order on Friday, May 17, 2013. By Sunday RKS was up and running and sewing books. The job was delivered on time the following day on Monday, May 20, 2013.

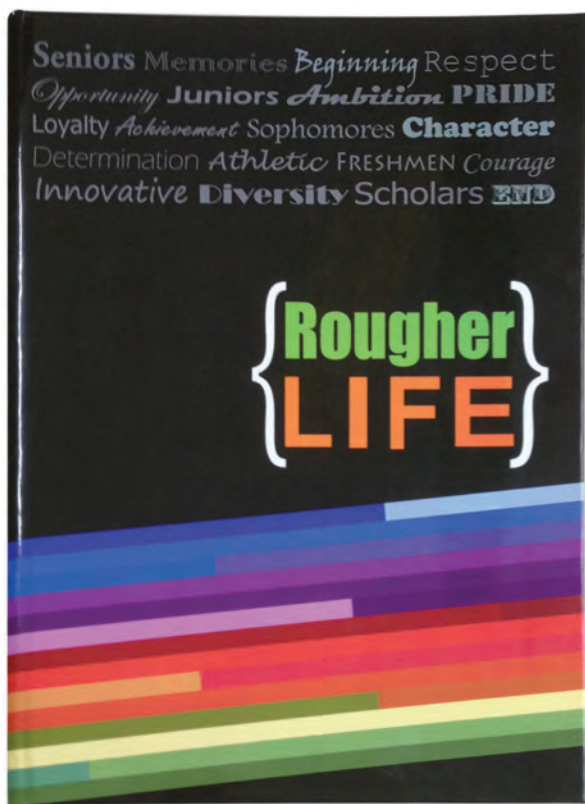
With the ODM Super Sewer™ Ruth Kelly Studio no longer has to worry about gluing books the ‘old-fashioned way’.

“**ODM has been crucial in helping us build more consistent and more durable books thanks to the Super Sewer™.**”

*Kevin Cheyne, Production Manager
Ruth Kelly Studio*

Ruth Kelly Studio (RKS) is a full-service, family-owned and operated photography studio/lab and yearbook printer located in Muskogee, Oklahoma. RKS currently services the photographic and printing needs of over 100 different school districts and continues to grow. RKS has expanded their services for elementary and middle school yearbooks. RKS has become recognized in Oklahoma for quality photographic and yearbook services, while providing outstanding quality to schools.

The ODM Super Sewer™ is an automatic side sewing machine designed for producing ‘on-demand’ photo books from wallet to tabloid and up to half inch thick. The Super Sewer™ features **Back Tack Technology™**. Simply put, the machine does a reverse lock-stitch on the head and foot of the book block ensuring a very strong side sew which will not come apart like standard side-sewn or PUR bound books normally do. The Super Sewer™ can sew up to 600 books per hour and is easy to operate with a touch screen LCD color control panel. CE approved.



Finished cased-in, ‘library-quality’ hard cover yearbook.

We value our customers and their opinion, visit:
<http://www.odmmachinery.com/testimonials.htm>

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CUSTOMER TESTIMONIALS...

ODM installs the Casemaking System™ XXL at AGI, a large commercial printing facility in the Midwest.

“ Recently, we purchased the ODM Casemaking XXL System™ from Kevin Jacobson at On Demand Machinery. When told delivery of our new equipment could be expected in about four weeks, our hearts sank. The XXL System was to be part of a larger package of equipment and electronics and needed to be installed during a small gap in our production schedule – if we missed this window of opportunity, we would not have another chance until next year. Not only did Kevin authorize production to begin immediately, he did so over a weekend and prior to ODM receiving the required paperwork and monetary deposits. In other words, my word was good enough for him.

I have purchased a lot of equipment from many different sources through the years; however, the service we experienced with Kevin really stands out. Our new equipment arrived within two weeks, we plugged the Casemaking System™ XXL up to power and we were in production. We couldn't be happier. Oh, and Kevin called to make sure everything worked out for us. That's customer service!

I happily recommend working with Kevin at On Demand Machinery. If you should ever need help discussing or purchasing ODM equipment. ”

Peg Schmitz, General Manager



We value our customers and their opinion, visit:
<http://www.odmachinery.com/testimonials.htm>



Casemaking System™ XXL produces wallet to tabloid size covers.



During the final step of casemaking, the finished cover is fed through the rotary squeeze press where the cover is pressed to insure the cover material and boards are laminated.

CUSTOMER TESTIMONIALS...

Maple Press, one of the largest book manufacturing plants in the northeast, goes digital and installs the ODM Casemaking System™, Sticker™ and Smasher™ to produce on-demand 'library-quality' hard cover books.

Since 1901, Maple Press has proudly crafted books that have entertained and educated readers. Over 13 million hard cover and paper cover books are produced annually in a variety of trim sizes and bind styles. Their combination of web, sheet-fed, and digital presses gives Maple Press the flexibility to handle a wide range of quantities using the most cost-effective platform. They have the ability to manufacture hard cover and paper cover books in trim sizes ranging from 4¹/₄" x 6¹/₄" to 9¹/₂" x 12" at their 200,000 square foot facility in York, Pennsylvania.

☞☞ *Maple Press has been working with ODM – On Demand Machinery for the last six months. My direct contact has been with John Jacobson, Jr., President. John has guided us through the selection and ordering of equipment as well as the installation and training process.*

During my visit to ODM's plant facility in New Jersey, I learned that all of the design and manufacturing of the equipment was done in their New Jersey plant. It was refreshing to find excellent equipment designed and manufactured in the United States.

We purchased the Casemaking System™, Sticker™ casing-in and Smasher™ building-in machines and have been very satisfied with the equipment and the service that we have received from ODM. ☛☛

*G. Scott Simons, Vice President of Operations at Maple Press
York, Pennsylvania*

We value our customers and their opinion, visit:
<http://www.odmmachinery.com/testimonials.htm>



Casemaking System™ consists of four steps:
1. Spreader™ 3. Stomper™
2. Slider™ 4. Squeezer™

All four sides of the cover are placed in the Stomper™ (turned-in) by the operator, thus insuring a tight corner wrap. The finished hard cover goes through the Squeezer™ (rotary press).



Sticker™ – Casing-in machine

The casing-in begins with the operator placing the book block on the wing then depressing a foot switch that drops the wing below the glue rollers. A motor brings in two glue stations in contact with the book. The wing begins to move upward and a uniform coating of adhesive is applied to the end-sheets. The cover is placed in position with the cover guide.



Smasher™ – Building-in machine

The operator places the cased-in book into the Smasher™ and steps on a foot pedal to find the joint area of the book. Next, the hydraulic clamping pressure is then applied. The book is clamped between two steel platens and the joint area is pressed with heated irons that help form the joint, thus producing a 'library-quality' hard cover book.

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Bookbinding Made Simple with the ODM Casemaking System™

On Demand Machinery manufactures a complete line of bookbinding equipment that enables you to produce on-demand, case-bound, hard cover books in-house. There's no need to purchase expensive pre-made covers. It's fast and easy to produce your own 'library-quality' hard cover books. The ODM bookbinding system is easily 'scalable' to fit your production requirements. The ODM Casemaking System™, Super Sewer™, Sticker™ and Smasher™ enable you to produce 'library-quality' children's, yearbooks and photo books.

XXL Series will enable you to produce hard cover books from wallet to 18x18" tabloid size, up to 4" thick.

High volume users: ODM manufactures the Super Sticker™, an automated casing-in machine with Book-Trac™ and the Super Smasher™, an automated building-in machine with auto-feed transfer station for book production.

Hard cover books produced on ODM equipment are bound to last for future generations to enjoy.

ODM Equipment on Display at PRINT 13

- Casemaking System™
- NEW Sidewinder™
- NEW Super Squasher™
- Super Sticker™ with NEW Book-Trac™
- NEW Transfer Station: Super Sticker™/Super Smasher™
- Super Sewer™ XXL
- Sticker™ XXL
- Smasher™ XXL



Super Sewer™ XXL
designed for side sewn
book blocks, from wallet to
tabloid size, up to one-inch thick.



Casemaking System™
XXL model available for tabloid size covers.



Sticker™ XXL and Smasher™ XXL
Next Generation of
casing-in and
building-in machines.



Super Sticker™ – an automated casing-in machine with
Book-Trac™ for high volume bookbinding with transfer station.

Super Smasher™ – an automated building-in machine
for high volume bookbinding.

FREE TECH SUPPORT | 908-351-6906

FREE SAMPLE BOOK | BOOTH 3558

