



FALL 2014 eNEWSLETTER

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PARTNERSHIPS

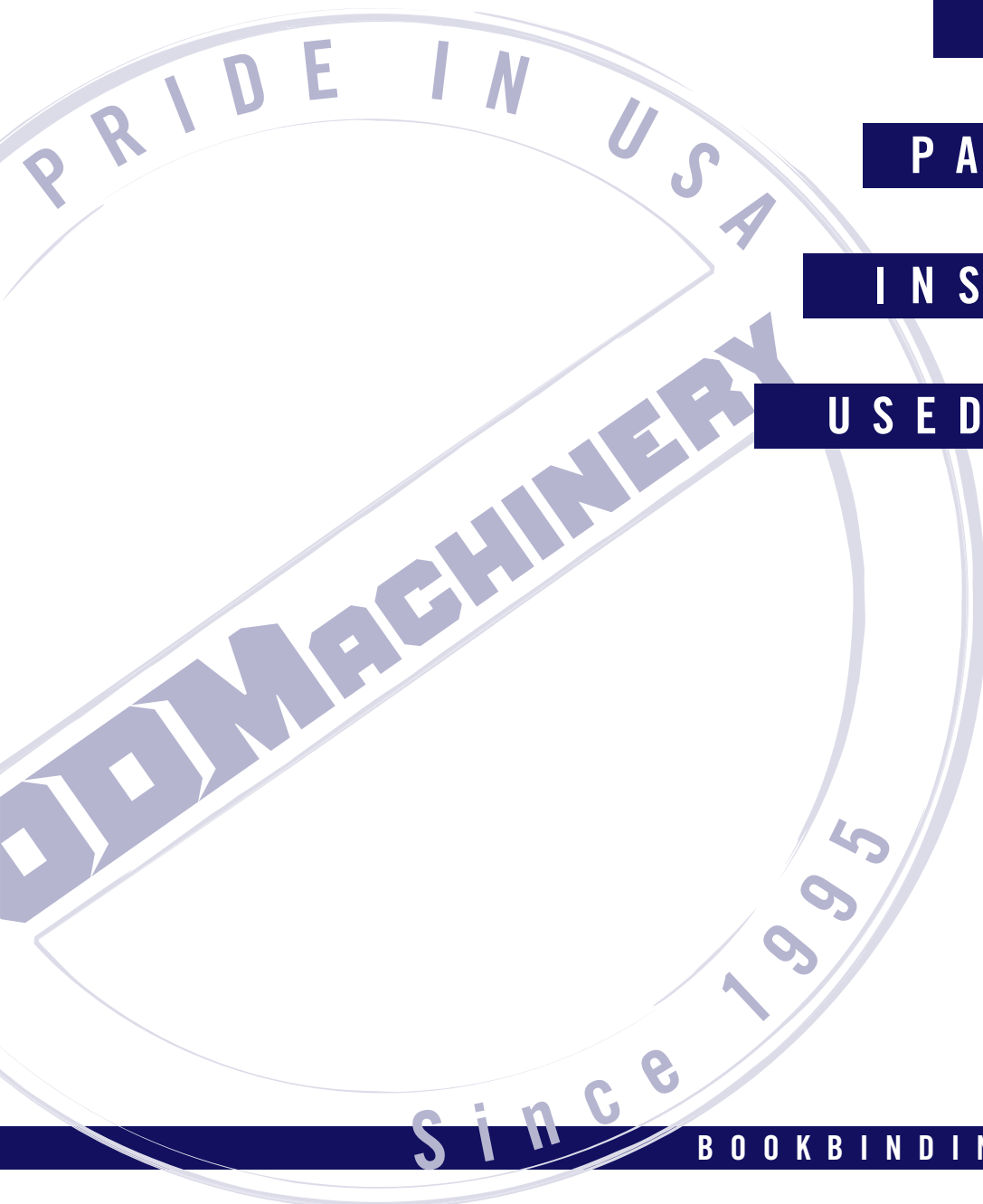
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INSTALLATIONS

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BOOKBINDING MADE SIMPLE!

Informative, easy-to-navigate site boasts *Bookbinding Made Simple!*

PDF Product Literature Downloads are available for ODM's Super Sewer™ (sewing-in), Casemaking System™, Sticker™ (casing-in machine), Smasher™ (building-in machine), XXL Series (tabloid-size, hard cover books up to 4" thick), Super Sticker™ (automated casing-in), Super Smasher™ (automated building-in), Transfer Station (auto-feed for high volume bookbinding), Book-Trac™ (barcode technology), Sidewinder™ (layflat panoramic photo books), Separator™ (die cut window), Slicer™ (corner cutting), Straightener™ (cover dewarping), Super Swatcher™ (sample making), Stenciler™ (pattern gluing), Squasher™ (air press), and Super Squasher™ (pressing super-sized media).

Watch Online Videos via YouTube ODM features a complete series of sewing-in, casemaking, casing-in and building-in demo videos.

Rebuilt and Used Equipment Listings Contact ODM for pricing and warranty information at 908-351-6906.

Leasing and Financing Made Simple! ODM has partnered with ACG Equipment Finance. Easy-to-use, online application approvals usually within 1-3 hours.

In the News... ODM equipment featured editorially in national and global print and online trade publications. Visit ODM at major trade shows and conferences.

Testimonials and Installations Blog We value our customers and their opinion. Read what they have to say about ODM machines and our service.

Like us on Facebook, follow us on Google+, Twitter and LinkedIn Keep informed on the latest bookbinding equipment and technology.

Sign up for our Quarterly eNewsletter It's easy just scroll down on our home page and subscribe.

<http://www.odmachinery.com/>



WHAT'S NEW AT ODM...

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.

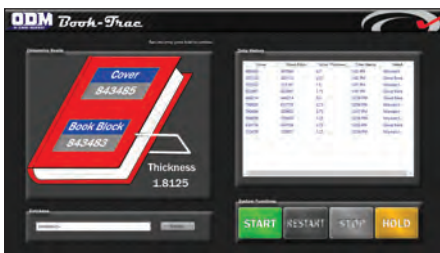
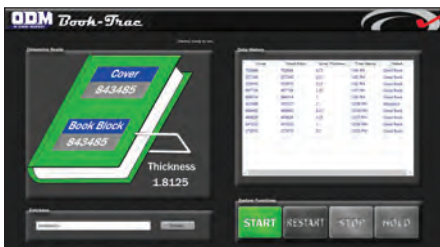
ODM Book-Trac™ ...Aimed at Improving Production Profits and Integrity!

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.

<http://www.odmachinery.com/products/book-trac/>

ODM Book Jacket Jig Aligns Book Covers with Laser Centering Line.

On Demand Machinery built the Book Jacket Jig for Lighting Source. The Book Jacket Jig allows for accurate placement of book jackets on books. It uses a laser to line up the printed jacket on the spine of the book, see photo at right.

ODM Book Jacket Jig Increases Productivity!

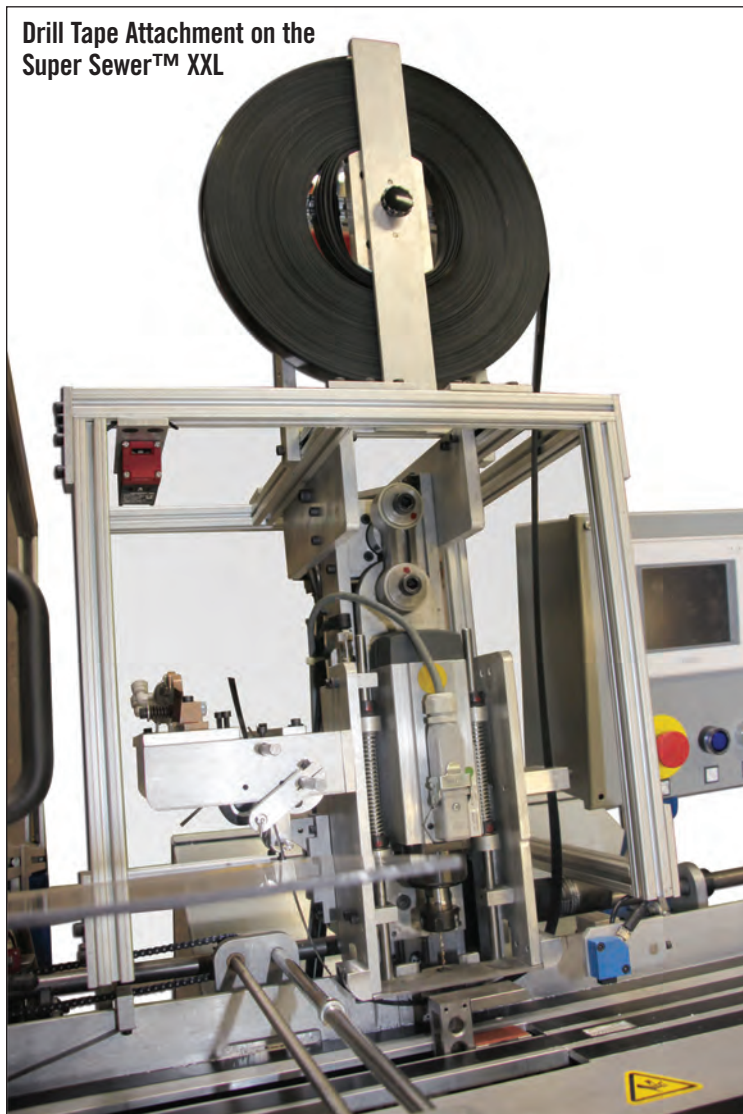
Easy to operate... View Demo Movie at:

<http://www.odmachinery.com/media/>



Laser centering line is used to line up the printed book jacket on the spine of the book.

Drill Tape Attachment on the Super Sewer™ XXL



Drill Tape Attachment for ODM's Super Sewer™ XXL Insures a Clean Entrance Sewing Hole.

With the new drill tape attachment on the Super Sewer™ XXL, all holes are drilled through a disposable tape that feeds off a reel to insure the entrance hole on the topside of the book is clean. The drill tape attachment virtually eliminates the drilling 'blow out' that is commonly found on side-sewn books that have been drilled.

<http://www.odmachinery.com/products/super-sewer-xxl/>

WHAT'S NEW AT ODM...

Produce Wallet to Tabloid Size Photo Books with ODM's Next Generation of Casemaking Machines... the *XXL Series*.

The demand to create tabloid size hard cover books is growing strong for photo book and yearbook printers. ODM's **XXL Series** is easily 'scalable' to fit your production requirements enabling you to produce hard cover books from wallet to 18"x18" tabloid size, up to 4" thick.

The **XXL Series** is the Next Generation of ODM equipment for sewing-in, casemaking, casing-in and building-in. These entry-level hard cover bookbinding machines work seamlessly together or independently to produce '**library-quality**' books that will last for generations.

Super Sewer™ XXL is an automatic, side sewing machine designed for producing side-sewn book blocks (up to 400 per hour) from 4"x4"x 1/32" to 18"x18"x1". Super Sewer™ XXL pre-drills holes prior to thread stitching enabling the book block thickness up to one inch. It's the strongest method of any commercial binding.

Casemaking System™ XXL is self-adjusting and simple to operate, making it the ideal choice for printers requiring on demand bindery and short run applications. The Casemaking System™ can produce up to 200 covers per hour from wallet (4"x4") to tabloid size (18"x18"); up to 1/2" thick.

Sticker™ XXL (casing-in machine) is simple to operate, self-adjusting and requires no make ready. Sticker™ XXL features a touch screen LCD control panel allowing the operator to select the book size from 4"x4" up to 18"x18" (up to 1/2" thick), a three-position blade height control and removable glue stations for fast and easy clean up.

Smasher™ XXL (building-in machine) is self-adjusting, simple to operate, and requires no make ready. Operator places the cased-in book into the Smasher™ XXL and depresses a foot pedal that brings the top joint iron in contact with the book. This enables the operator to accurately find the joint area of the book. Dual buttons are depressed that activate the hydraulic system that raises the bottom steel platen and clamps the book with 10 tons of pressure. The heated joint irons aid in forming the joint by reactivating the adhesive in the joint area and softening hard cover materials such as library buckram and film laminates thus producing a '**library-quality**' case bound hard cover book that will last for generations to enjoy.



ODM XXL Series is designed for producing 'library-quality' oversized hard cover books. 12" x 12" photo book shown.



View Demo Movies at:

<http://www.odmmachinery.com/products/super-sewer-xxl/>

<http://www.odmmachinery.com/products/casemaking-xxl-system/>

FREE TECH SUPPORT | 908-351-6906

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 pressing book covers, photo album pages, menu covers, file folder products with an accordion type folder and hand assembly items requiring pressing.

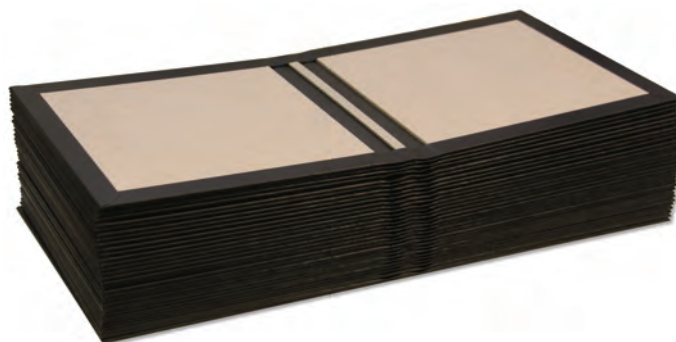
Super Squasher™, with a 16" stroke, provides up to 3000 pounds of pressure. The unit is mounted on a heavy-duty steel tabletop. Safety system promotes safe operation with one-touch control and is designed for single operator use.

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

<http://www.odmmachinery.com/products/super-squasher/>



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



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

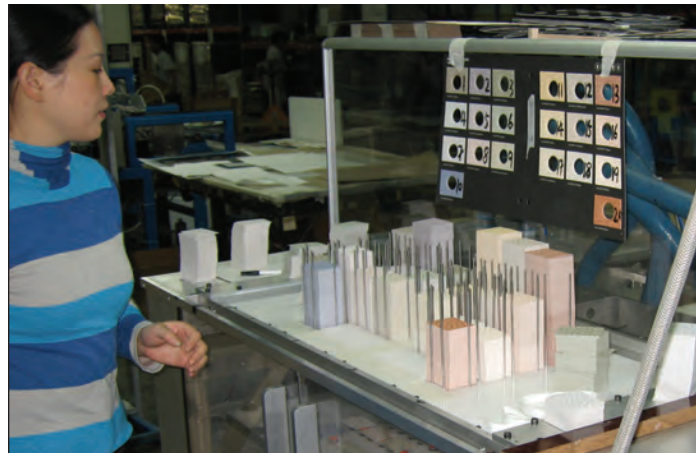
WHAT'S NEW AT ODM...

Sample Swatch Bookmaking Made Simple with the ODM Super Swatcher™

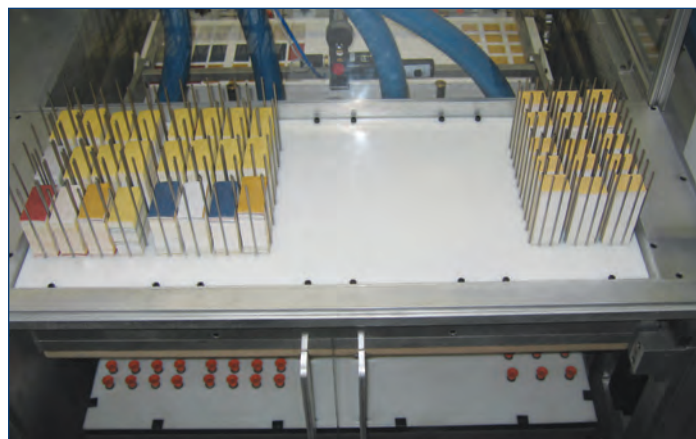
The Super Swatcher™ is an automatic swatch machine designed for mounting sample swatches to color cards (sample cards) for the textile industry. It's a process that has been done almost exclusively by hand and can now be accomplished by the ODM Super Swatcher™, a fast machine with perfect alignment and 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 simplifies the swatch cutting operation.

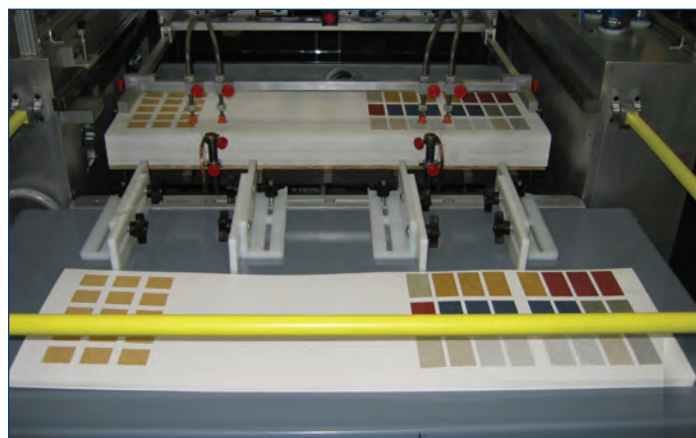
Glue roller slides out for fast, easy clean up. Touch screen LCD control panel allows operator to easily access machine settings. Make-ready costs are relatively low. Swatches can be mounted on any card size up to 14" x 36". Minimum swatch size is one-inch square.



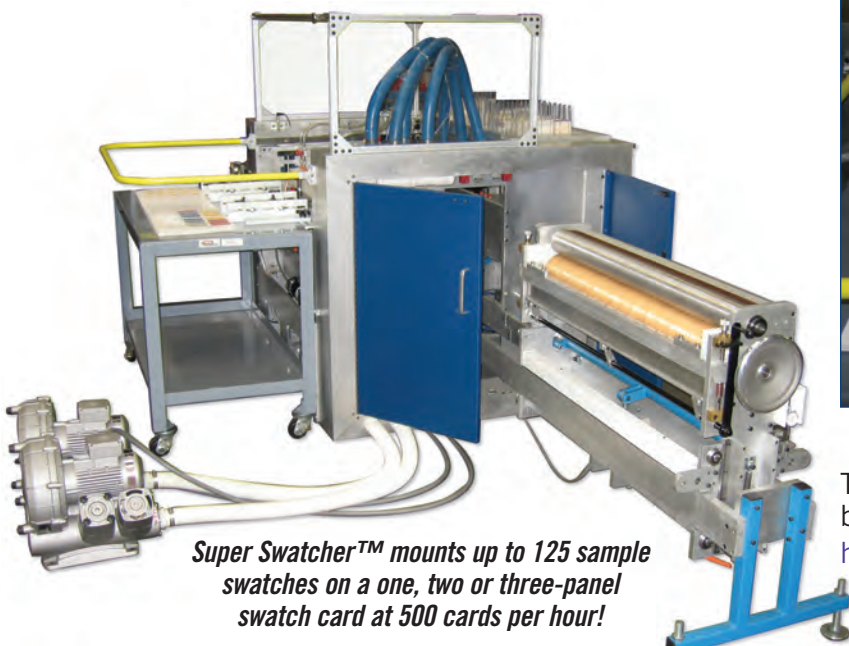
Super Swatcher™ eliminates the pre-collation of swatches that's required in a hand-mounting operation.



Top load till allows for continuous operation.



Finished cards are neatly stacked on portable work station.



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

FREE TECH SUPPORT | 908-351-6906

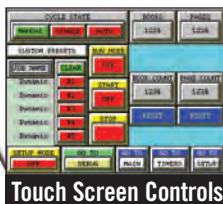
The Super Swatcher™ is the only machine of its kind to be manufactured in the USA. View Demo Movie at:
<http://www.odmmachinery.com/products/super-swatcher/>

ODM PARTNERSHIPS...

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

Convertible Solution's TRU-Flat® binding technology allows photo book printers to print and easily bind beautiful lay-flat photo books with the ODM Sidewinder™.

ODM's Sidewinder™ is an automated, on-demand bindery system that's specifically designed for panoramic photo paper with TRU-Flat® binding technology. 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 touch screen LCD control panel. No make ready is required.



Touch Screen Controls

Panoramic TRU-Flat® Photo Books

ODM Sidewinder™ bindery system scores, folds, and presses panoramic photo 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";

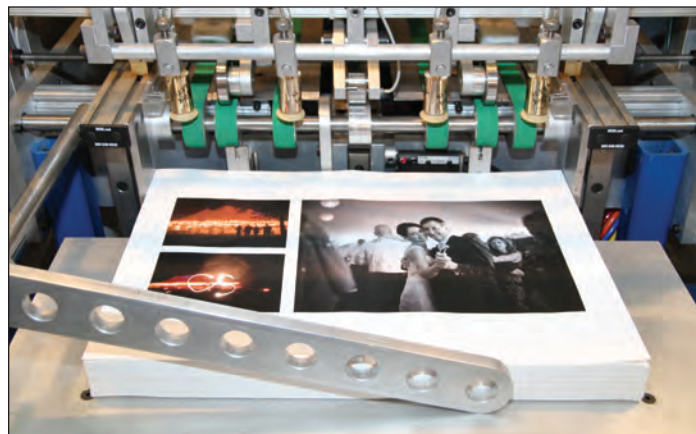
Closed: 13.5" x 14" up to 1" thick

View Demo Movie at:

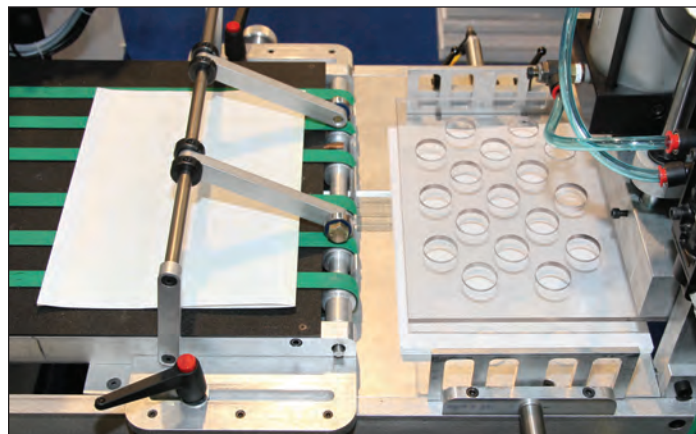
<http://www.odmmachinery.com/products/sidewinder/>



Convertible Solutions' TRU-Flat® binding technology produces 27" x 14" (open) lay-flat photo books up to 1" thick.



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.

FREE TECH SUPPORT | 908-351-6906

CUSTOMER TESTIMONIALS...

On Demand Machinery installed the Casemaking System™, Sticker™ and Smasher™ at FotoKnudsen... Norway's largest photo company in Bergen.

On Demand Machinery is proud to announce another global installation. FotoKnudsen AS of Norway installed ODM's Casemaking System™, Sticker™ (casing-in) and Smasher™ (building-in) for producing photo books on demand.

FotoKnudsen AS is the largest photo company in Norway with an annual revenue of about \$50 million and 230 employees. They are operating in three channels, mail order, retail stores and web. Their website (www.fotoknudsen.no) is one of the largest in Norway, and they currently archive over 200 million images for their customers. They have a main central photo lab in Bergen, the second largest city in Norway, and over 30 retail stores in prime locations mostly in the largest cities. They've had great success in marketing and sales with new photo products like photo books, canvas, poster and photo gifts.

“We chose ODM as our supplier for cover making and binding of our growing volume of photo books because of the great flexibility, efficiency and quality of their equipment. ODM has been a valuable resource and partner for us in building and establishing a highly successful top quality production line for on demand photo books. I highly recommend ODM's casemaking equipment to anyone looking for an efficient solution for producing high quality photo books.”

Ronny Kvalvaagnes, FotoKnudsen's CTO



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



During casemaking, the hard cover is produced and that becomes the outer shell of the book. Operator spots and aligns hard cover boards in position with the sliding table case gauge.



The Stomper™, an air operated turning-in machine is activated by depressing a foot switch. The climbing action of the turning-in bar insures a tight corner wrap. Materials from leather to library buckram can easily be turned-in with the Stomper™.



Finished hard cover 'library-quality' photo books will last for many future generations to enjoy and cherish.

FREE TECH SUPPORT | 908-351-6906

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/installations/>



Casemaking System™ XXL produces wallet to tabloid size covers.



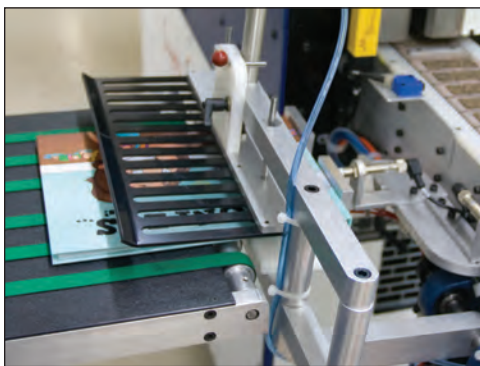
During the final step of casemaking, the finished cover is fed through the rotary squeeze press where the cover is pressed to insure the cover material and boards are laminated.

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 on automated casing-in, building-in with transfer station: <http://www.odmachinery.com/products/transfer-station/>



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.

FREE SAMPLE BOOK ON REQUEST

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. ODM's 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 4" x 4" wallet to 18" x 18" tabloid size, and up to 4" thick.

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

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

Just contact ODM via our web site and we'll be happy to send you a free hard cover book.

<http://www.odmachinery.com/contact/>



ODM PRE-OWNED MACHINES...

USED AND REBUILT ODM EQUIPMENT FOR SALE.

With over 20 years of on-demand bindery experience, ODM can help determine which casemaking system best fits your production requirements, call 908-351-6909 for pricing and availability.

Leasing and financing made simple with ACG Equipment Finance.

<http://www.odmachinery.com/financing/>

ODM MODEL

PRICE

Casemaking System™ Spreader™/Slider™/Stomper™/Squeezer™	Call for pricing
Sticker™ Casing-in	Call for pricing
Smasher™ Building-in	Call for pricing



FREE TECH SUPPORT | 908-351-6906

