



SUMMER 2016 eNEWSLETTER

WHAT'S NEW

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INSTALLATIONS

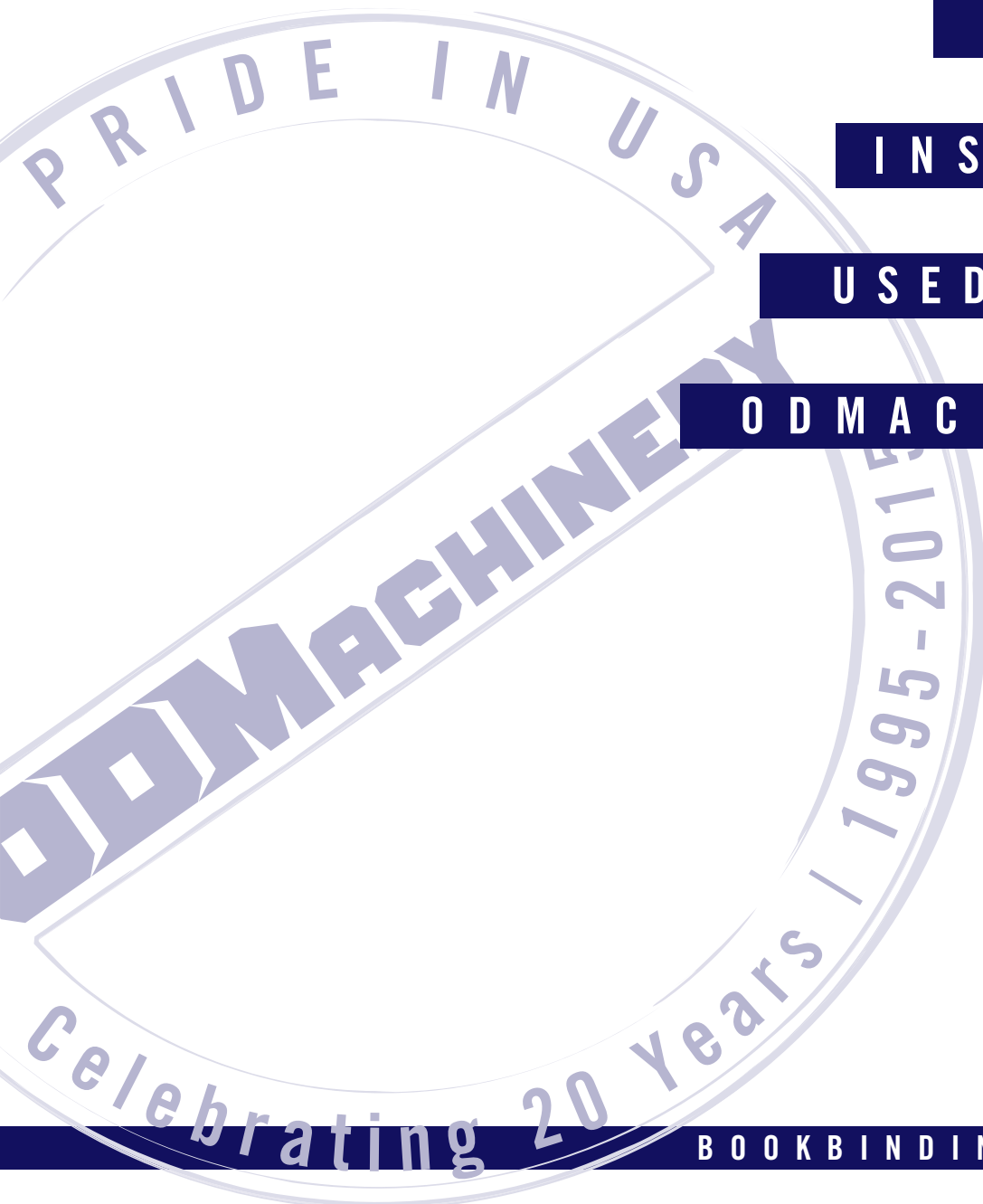
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USED EQUIPMENT

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ODMACHINERY.COM

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BOOKBINDING MADE SIMPLE!

WHAT'S NEW IN HARD-BOUND...

How Digital Hardcover Bookbinding Can Lead to New Business

by Denis Wilson, Editor of Book Business

Featured online in Book Business Insight October 2015



In this White Paper you'll learn first hand from Denis Wilson how bindery departments can add value to your finished product. It may require a bit of a mind-shift, given that bindery departments have typically been looked upon as cost centers, but digital hardcover binding can in fact become a profit center for commercial printers. An in-house digital hardcover bindery is an opportunity for printers to create value for their clients by helping them cut costs, meet consumer demands quicker, and produce higher-profit products, all of which can lead to new clients and more business with existing customers.

Weblink to download Book Business White Paper.

<http://www.odmachinery.com/in-the-news/>

Hard-bound Memories... Lure of printed yearbooks remains for today's digital teens.

by Chicago Tribune's Karen Ann Cullotta, editor

Printed in the Star Ledger, June 15, 2015



"Our yearbook sales are as strong as they've ever been. Students tweet, text, and Snapchat, but see that as a very temporary thing. When it comes to reading, many kids I talk to overwhelmingly prefer a real book in paper, which is so different from all their media experiences."

Kevin Bond, New Trier High School yearbook adviser

Weblink to view full article; download Hard-bound Memories PDF.

<http://www.odmachinery.com/in-the-news/>

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 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

View new online video at:

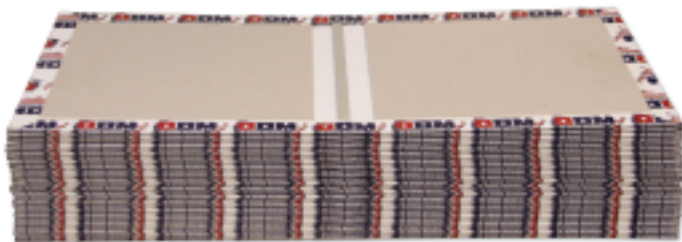
<http://www.odmachinery.com/products/super-squasher/>



NEW!



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



Pressing media up to 19" x 24" with a 17" opening.

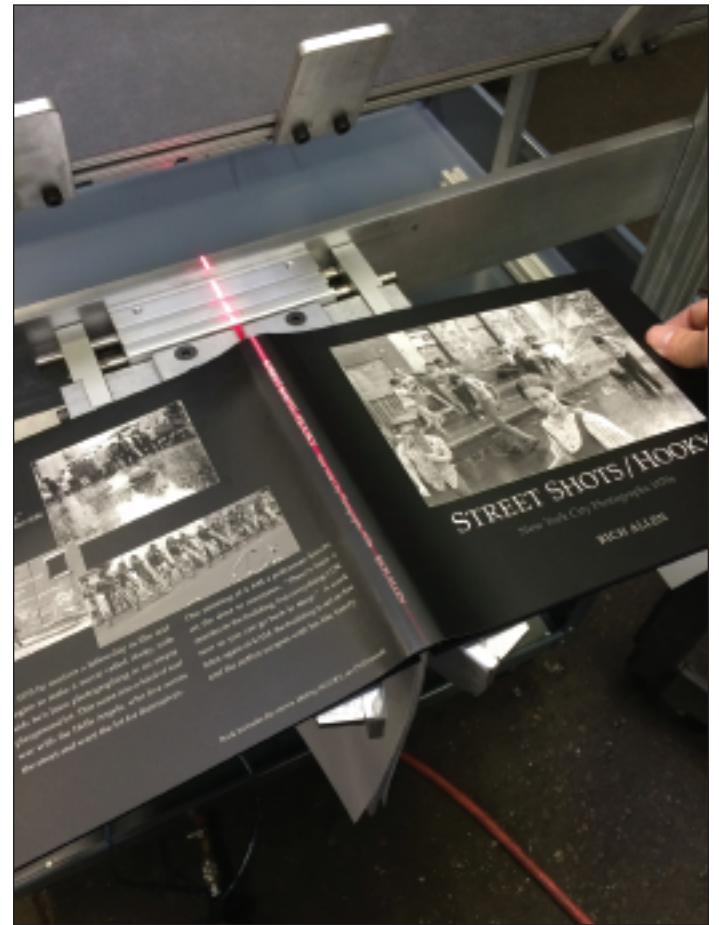
ODM Book Jacket Jig Aligns Book Covers with Laser Centering Line.

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 red laser to line up the printed jacket on the spine of the book.

ODM Book Jacket Jig Increases Productivity!

Easy to operate... View Demo Movie at:

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



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

CUSTOMER TESTIMONIALS...

The ODM brand of bookbinding machinery enabled Wrap-Ups to enter into the 'short run' case binding market.

“Wrap-Ups takes great pride in being the provider of necessary print finishing services to the trade since 1980. We possess a vast amount of knowledge in soft cover adhesive binding, including but not limited to PUR and/or Lay-Flat binding. With the continued evolution of digital printing, it seemed a natural fit for us to enter into the 'short run' case binding market. We feel there is a market to serve, and the ODM brand of machinery gives us the equipment to fit the need.

The training and customer service support we have received from ODM has been excellent. Thank you!

Jonathan Niezing, President
Wrap-Ups, Inc.
Fenton, Missouri

ODM bookbinding equipment installed at Wrap-Ups (left to right): Casemaking System™, Sticker™ XXL and Smasher™ XXL



"Ask me about our short run adhesive case binding capabilities!"



Wrap-Ups is more than just another bookbinding company, they are a professional, dedicated and close-knit team of people who enjoy what they do. Their dedication and commitment to excellence shows in everything they do.

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

FREE TECH SUPPORT | 908-351-6906

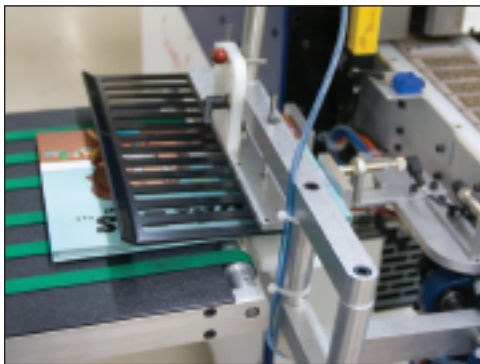
ODM INSTALLATIONS...

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 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 TECH SUPPORT | 908-351-6906

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.odmmachinery.com/contact/>



ODM PRE-OWNED MACHINES...

USED AND REBUILT ODM EQUIPMENT FOR SALE.

With 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.odmmachinery.com/financing/>



ODM MODEL

PRICE

Casemaking System™ Standard Size Casemaking Line	Call for pricing
Sticker™ Casing-in	Call for pricing
Smasher™ Building-in	Call for pricing
Super Sewer™ Sewing-in	Call for pricing



Casemaking System™



Sticker™



Smasher™



Super Sewer™

FREE TECH SUPPORT | 908-351-6906

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/>



FREE TECH SUPPORT | 908-351-6906

150 Broadway, Elizabeth, NJ 07206 | Tel: 908-351-6906 | Fax: 908-351-7156 | www.ODMachinery.com

Specifications subject to change without notice.