



CASE STUDY

LASERCK

Offline Blankers

› Direct Importers › Service Technicians › Parts Inventory



November 8th-10th, 2021

Hundreds of new & used listings at www.BestGraphics.net

ABOUT US

For Over 40 Years

- Established in 1977
- We buy and sell a full line of new and used Graphic Arts, Bindery, Finishing and Packaging equipment.
- 20 product lines from World Class Manufacturers
- North American importer for Laserck Offline Blankers



PACKAGING EQUIPMENT PORTFOLIO

Company Overview

- **Die Cutters**
 - Highcon Digital
 - Young Shin Autoplaten: Folding Carton/ Corrugated
 - Saroglia Autofeed Clamshell
 - Rollem Magnetic Rotary
 - Busch High Die Punch
- **Offline Blankers**
 - Laserck
- **Film Laminators**
 - Ecosystem: High Speed Film Laminators
- **Litho Label Mounters**
 - Stock Equipment Spot + Full Sheet Label
- **Folder Gluers**
 - DGM High Speed with 4+6 Corner, Folding Carton Corrugated
 - Chameleon Multi Function
- **Roll Sheeters**
 - Houseng Servo Controlled Single and Dual Knife Sheeters
- **Paper Cutters**
 - Itotec 40" - 63"
 - Longer 78" - 118"
- **Taping Systems (Semi and Fully Automatic):**
 - APR 19" - 63" Widths
- **Window Patchers/ Tray Formers**
 - Heiber + Schroeder

ABOUT LASERCK

Company Overview

- Established in 1982
- Based in Osaka, Japan
- Second generation family business
- Premier Supplier of Offline Blanking Systems with patented downstacking technology
- Nearly 200 systems installed Worldwide
- Machines are in use in Japan, Korea, Phillipines, Mexico, USA, Canada, United Kingdom, Netherlands and Germany



LASERCK

TOPPAN

DNP

Dai Nippon Printing

 旭艺
AsahiArts

LASERCK OFFLINE BLANKERS

- Offline blankers automate the waste removal process (blanking and stripping) after die cutting
- Higher quality products with minimal operator involvement
- Production runs (volumes going down as the just-in-time model becomes more popular)
- Nearly 5,000 pins allow for nearly infinite templates
- 3-5 times more productive than hand stripping
- Reduce labor staffing costs
- Eliminate tooling costs
- All models include Mark V CAD software to optimize pin placement



BLK



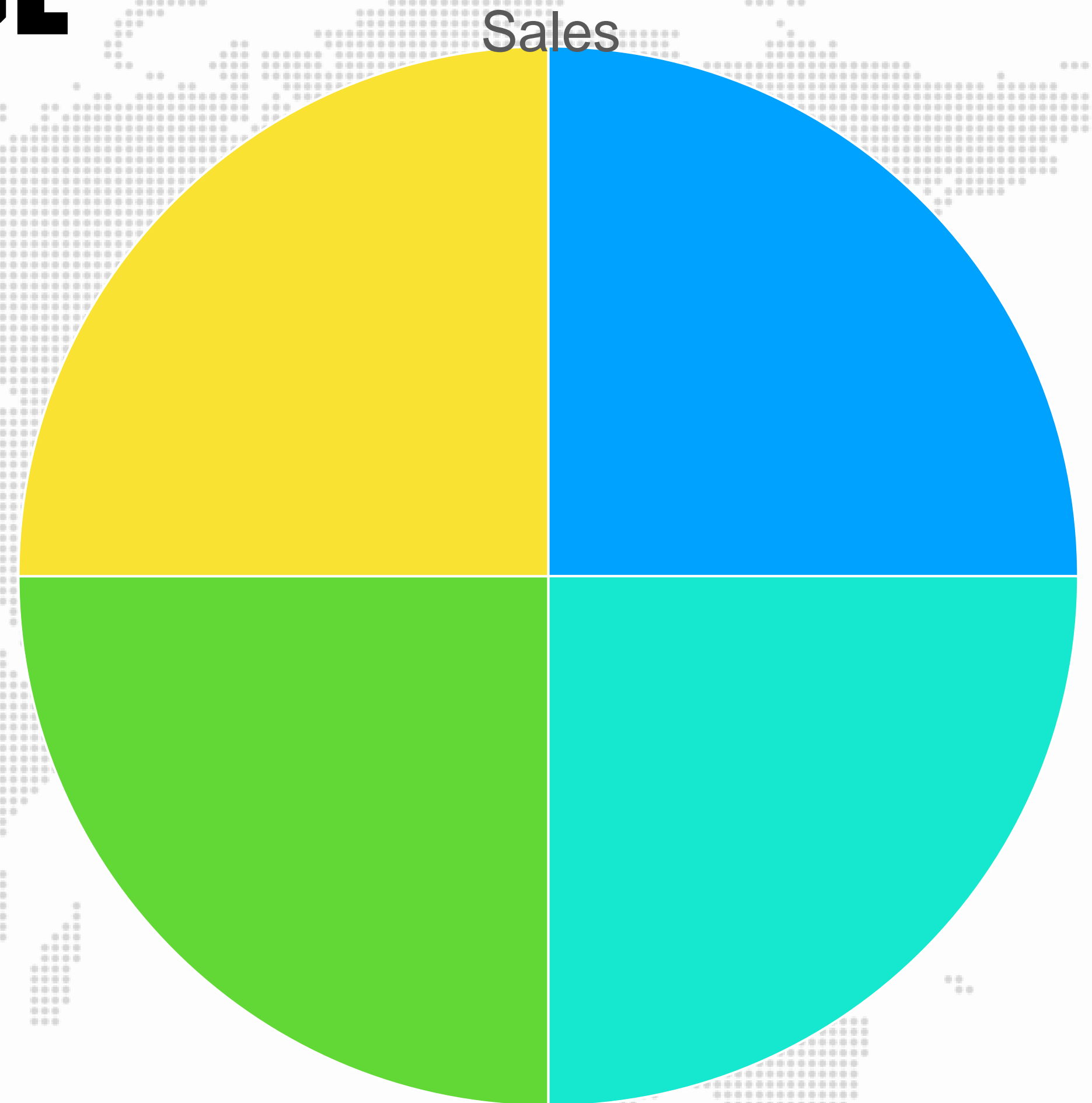
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LASERCK OFFLINE BLANKERS



LASERCK BLANKERS IN USE

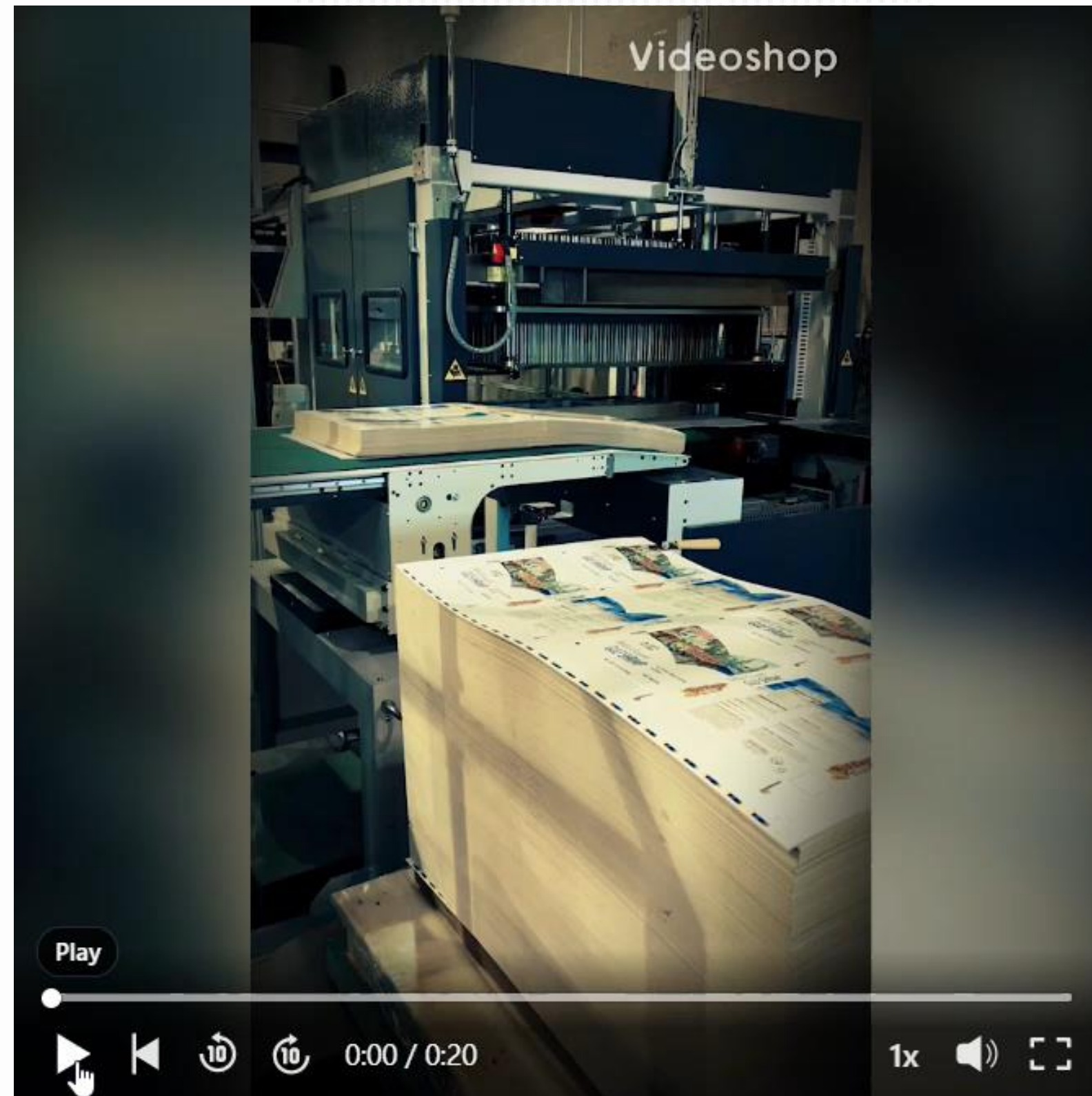
- Laserck Blankers are used around the world in different sectors of business.
- Best Graphics has sold Laserck Blankers for use in the medical/ pharmaceutical and food and beverage markets
- Offline Blankers in these fields have helped customers to increase productivity while being able to eliminate a large amount of high labor costs.



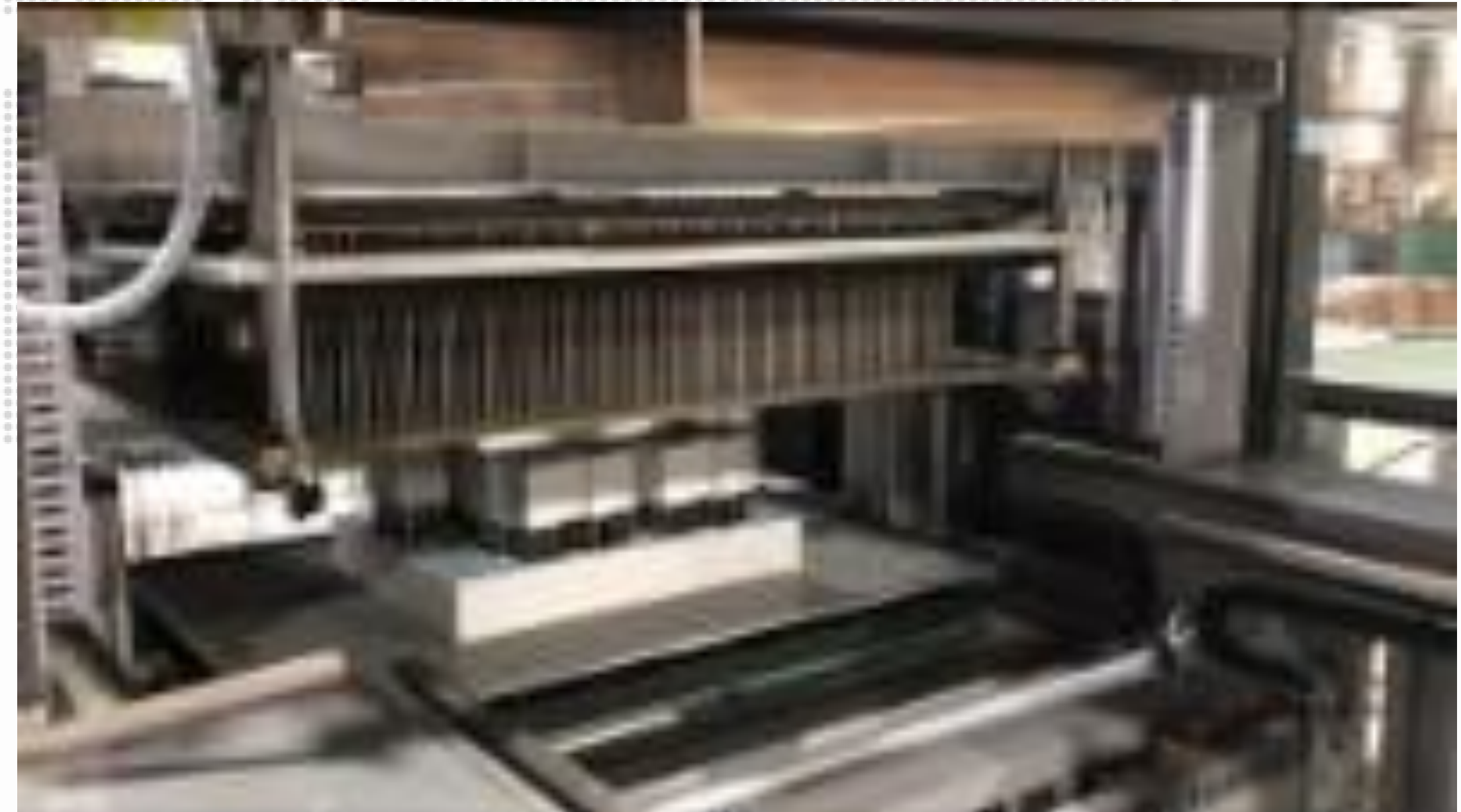
- Medical/ Pharmaceutical
- Beverage
- Food
- Commercial Print-Finishing

LASERCK BLANKERS IN USE

Captiva Group
Albuquerque, New Mexico



Wright Business Graphics
Gresham, Oregon



BEST GRAPHICS 2021 SALES/INSTALLATIONS



WHY LASERCK OFFLINE BLANKERS?

- Reduce manufacturing lead times
- Eliminate high labor costs
- Eliminate labor inconsistencies (Laborers are hard to find)
- Laserck has patented technology which ensures industry leading efficiency
- Laserck Offline Blankers help to replace older machines for customers and are able to utilize Laserck patented technology which helps to dramatically increase efficiency and production.
- Japanese technology (electronics) and precision manufacturing results in an asset that can be depreciated and relied upon for 15-20 years or more.

ROI OF LASERCK OFFLINE BLANKERS

- Laserck Blankers offer an extremely fast return on investment
- When compared to manual stripping, Laserck Blankers offer lower costs and higher production due to decreased labor needs and more machine efficiency
- Laserck Blankers allow for increased production throughout their lifespan, along with lower costs
- Laserck Blankers higher initial cost is quickly offset by the decreased amount of labor costs required when compared to manual stripping processes
- On average, shops go from 3-5 manual strippers to one machine operator and a machine "gopher", who is an employee who can go to multiple machines moving pallets and finished products

PACKAGING MARKET OVERVIEW

Continued Growth Opportunities | Short to Medium Run Packaging

Demands:

- Shorter runs
- Tighter quality control
- Quicker turnarounds
- Same low price!

Challenges - Production Mode | Dedicated Blanking

- High cost of die cutting/blanking equipment
- High cost and low availability of skilled labor
- Primarily a longer run production environment
- Inability to schedule or break into long run work

PACKAGING MARKET OVERVIEW

Continued Growth Opportunities | Short to Medium Run Packaging

Demands:

- Shorter runs
- Tighter quality control
- Quicker turnarounds
- Same low price!

Challenges - Production Mode | Hand Strip/Blank

- Higher costs of internal labor (straight or overtime)
- Higher costs of temp labor
- Availability of temp labor
- Q.C. issues/consistency of temp labor
- Training/retraining
- Waste/spoilage
- Inconsistency in production disrupts workflow, affecting overall costs and turnaround time

CUSTOMER EXPERIENCE

Carton Service | Shelby, Ohio

- **Application**
 - Long run jobs
 - COVID related pharma jobs
 - Couldn't keep up with folder gluers
- **Prior Operation**
 - Die cut
 - Hand strip
 - 15 people/3 shifts
- **Current Operation**
 - Die Cut
 - Offline Blank
 - Total of 3 people
- **Bottom Line**
 - Paid for itself (\$400,000) in 6 months of labor savings!



Carton Service

Quality. Packaging. Solutions.

CUSTOMER EXPERIENCE

Carton Service | Shelby, Ohio

- **Quotes/ Comments**

- "Does what it said it would do"

- "Easy to learn"

- "Very fast makeready"

- "Much better ergonomics"

- "No tooling cost"

- "No tooling storage"

- "Ran 24/7 in early stages of COVID"



Carton Service

Quality. Packaging. Solutions.

CUSTOMER EXPERIENCE

Captiva Group | Albuquerque, New Mexico

- **Application**

- Short to medium run full sheet Blanking
- Goals: Quicker turns, improve workflow, enhanced Q.C., higher overall productivity, minimize labor (internal and temp), reduce tooling cost

- **Prior Operation**

- Die cut (3x)
- Hand strip
- Dedicated blankers (2x)

- **Current Operation**

- Die Cut
- Offline Blank
- All jobs that don't repeat



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GROUP

Print • Packaging • Distribution

CUSTOMER EXPERIENCE

Captiva Group | Albuquerque, New Mexico

- ***Quotes/ Comments***

- "The Laserck is everything and more than anticipated!"
- "Reduction of blanking tooling cost (Estimate roughly \$2,500 per job)
- Added Benefit, "Simplified tooling on die cutter/strippers yield at least 1,000 more sheets per hour/ per die cutter (Or 3,000 more sheets per hour)"
- "Only uses dedicated blankers on long run repeat jobs"
- "Goals met - faster, consistent throughput, greater flexibility, lower overall cost"
- "We run 12 hours a day"



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CUSTOMER EXPERIENCE

Ennis- Wright Business Graphics | Portland, Oregon

- ***Application***

- Short to medium run blanking (1-2 pallets per job)
- Goal: reduction of labor, offset retiring employees, minimize temp help headaches

- ***Prior Operation***

- Die cut:
- Hand Strip, 2-3 people/2 shifts

- ***Current Operation***

- Die Cut:
- Offline Blanking

- ***Bottom Line***

- Savings of \$150,000/year on labor alone



CUSTOMER EXPERIENCE

Ennis- Wright Business Graphics | Portland, Oregon

- **Quotes/ Comments:**

- "Better than anticipated!"
- "ROI in less than 2 years"
- "No more than 5% of job mix couldn't be run on offline blanker"
- "Modified stripping tooling further reduced tooling complexity and cost"



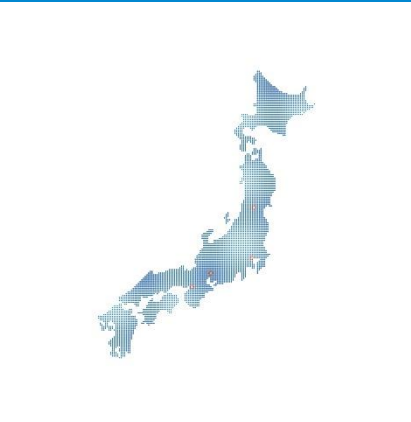
SUMMARY

Company Overview

- The Laserck is the only automated Offline Blanking System available with expanded operational capabilities, computer assisted makeready and inline product palletization.
- The Laserck BLK + CBL models are much more than twice as productive as conventional hand stripping.
- In most cases the Laserck operational costs per hour are significantly less than conventional dedicated blanking at up to 100,000 run lengths.
- In today's world of short run packaging, whether your need is to streamline production through automation, enhance your current packaging capabilities or minimize the cost associated with a dedicated blanker purchase - consider Laserck for short to medium blanking runs. Then Laserck is the best, economical blanker alternative for your short to medium run packaging needs.



LASERCK





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Hundreds of listings at www.BestGraphics.net

Product design and technical specifications subject to change without notice.

