

# “The set up time for most jobs is reduced by 50% but on some jobs it can be up to 70%.”

## CUSTOMER SPOTLIGHT

**CUSTOMER:**  
TRI-PRINT LIMITED

**LOCATION:**  
BRADFORD,  
UNITED KINGDOM

**PRODUCT:**  
KEYSETTER  
CONNECT

**Over the years,** Tri-Print Limited in Bradford, UK has expanded to fit their customer's requirements and with an ever changing customer base have found they were becoming extremely diverse. As a result of the diversity of jobs, Tri-Print found many areas in their operation required ongoing investment.

Tri-Print sought to improve their set up costs and speed up production in the press room. They initially considered purchasing a new press. However, after searching the internet Paul Rankin, Art/Design Manager told Phil Suddards, Production Director of Tri-Print, that Xitron's KeySetter Connect would do virtually everything required without the capital expenditure that would be needed for a new press.

Tri-Print was put in touch with Tim Clough, Managing Director of L&M Imaging Systems Ltd of Hebden Bridge, UK, the VGI Europe/Xitron dealer. Working with Suddards, Clough determined

that Xitron's KeySetter Connect ink key presetting solution was the perfect fit to reduce setup cost and speed up production with their existing Heidelberg SM74.

Tri-Print placed an order in July for KeySetter Connect and the system was installed in September 2011. L&M worked with the UK based VGI Europe support team to complete the installation at Tri-Print.

“Initially it was a learning curve but the benefits we have had in return have not only given us a

competitive edge but also the quality of our prints has improved,” stated Suddards. “Basically we have many of the benefits of a new press without the capital investment.”

The set up time for most jobs is reduced by 50% but on some jobs it can be up to 70%,” continued Suddards. “Most importantly Tri-Print experienced a dramatic reduction in waste, which in the case of linen and acetate substrates, translates into a substantial saving.”



Phil Suddard, Production Director of Tri-Print Limited



Tri-Print also upgraded their older Harlequin RIP for the latest Navigator RIP workflow from Xitron to drive their Screen Platerite 2055vi and Screen FT-R 3050.

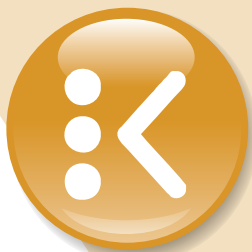
L&M Imaging provides ongoing support to Tri-Print via online web support as well as local visits. "Customer support is a key focus for L&M," stated Clough. "We take our role in making our customers more successful very serious and know that by providing quality service and support we are able to develop a partnership with our customers rather than just being a basic supplier."

KeySetter Connect provides the ultimate automation for ink key presetting by calculating the initial ink key setting required for individual jobs and directly connecting to the press console making the transfer of the data quick and simple.

With three simple steps, KeySetter can make preparing for printing as easy as ready, set, print.

While automation and productivity improvements are important to every busy printer, the cost of such improvements must also be justifiable. KeySetter Connect typically pays for itself through cost savings in less than one year and in many cases, in as little as six to seven months.

Users have reported a reduction in make-ready time and material waste between 20%-50% when using KeySetter Connect versus a make-ready with no automatic ink key presetting. Running previous jobs may result in make-ready time and materials waste savings of as much as 90%.



**KEYSETTER**



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