

Winter 2001 – Vol. 6, Number 12

# Newsletter

F.L. Smithe Machine Co. Inc.

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## Well received

### *New machines displayed at fall in-house show*

*"The best machine show ever!"*

That was the comment heard most often from the people who attended the F.L. Smithe machine show last November.

Visitors were treated to running demonstrations of seven new envelope systems, all producing quality product

in a simulated production environment.

More than 150 people from 11 different countries attended the machine demonstrations held during the week of Nov. 13, 2000.

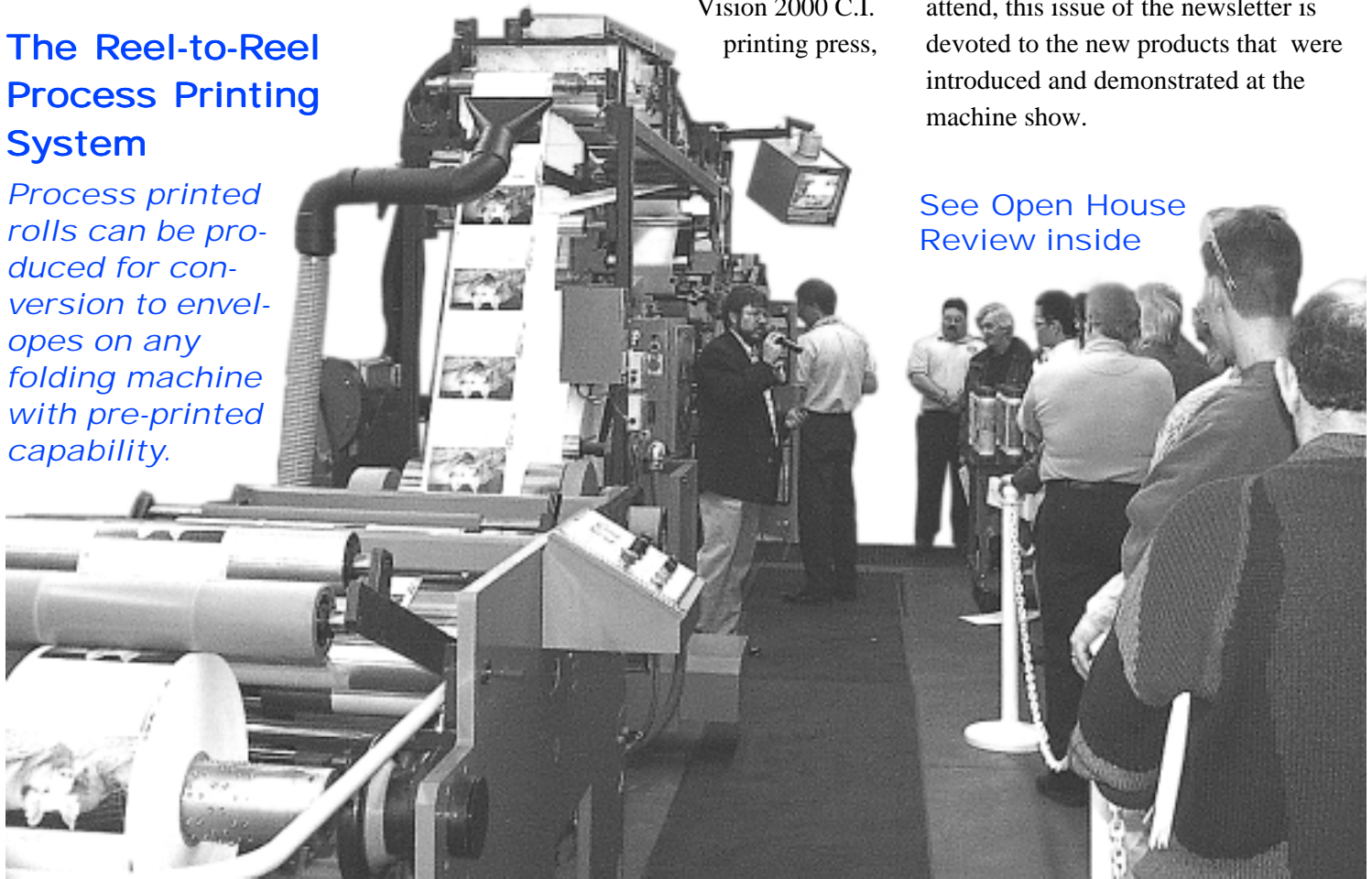
Making their debut at the show was a new reel-to-reel version of the Color Vision 2000 C.I. printing press,

two versions of the new model SR Servo Rotamatic Envelope Machine, a new large envelope machine, the Model SLE, the improved Model SW combined with the revolutionary Jomet automatic packaging machine and a PHP from our successful rebuild program.

For those of you who were unable to attend, this issue of the newsletter is devoted to the new products that were introduced and demonstrated at the machine show.

### The Reel-to-Reel Process Printing System

*Process printed rolls can be produced for conversion to envelopes on any folding machine with pre-printed capability.*



See Open House Review inside

See us online at [www.flsmithe.com](http://www.flsmithe.com)



The SW Machine with Enpack attachment attracted crowds at the show in our plant in late November.

## 1. Reel-to-Reel Process Printing System

(Photo on front)

The Color Vision 2000 central impression printing press is now available in a complete reel-to-reel printing system. The total system includes unwind, printing press with between station drying, final I.R. dryer, driven chill rolls, rewind and video web monitoring system.

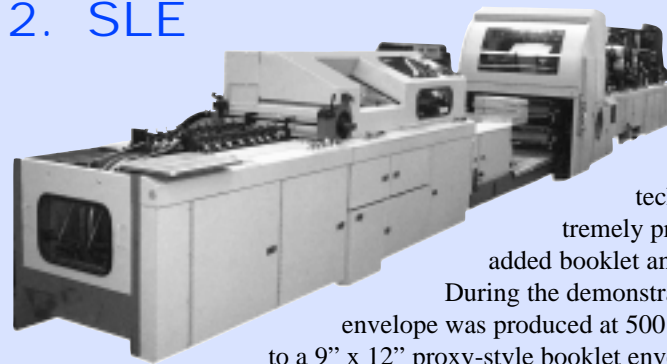
The Color Vision reel-to-reel system allows for the production of four-color process printed rolls that can be converted to envelopes on any folding machine with preprinted capability.

The reel-to-reel system provides for the production of high-quality four color process printing at line speeds up to 1500 feet per minute. Included in the Color Vision 2000 printing press are between station dryers, sleeve-style plate cylinders, temperature controlled impression cylinder and chambered reverse angle doctor blades.

By using the reel-to-reel Color Vision 2000 system, envelope plants can maximize the efficiency of the stand-alone printing system and integrate the preprinted stock across several folding machines. In many instances, the reel-to-reel system can provide preprinted stock for several folding machines.

During the machine show the rolls printed on the reel-to-reel printing system were converted on the Model SW envelope folding system, producing a 6" X 9" envelope at 1200 EPM. The envelopes were then automatically packaged into 500 count boxes by the Jomet Model Enpack 1000 packaging system.

## 2. SLE



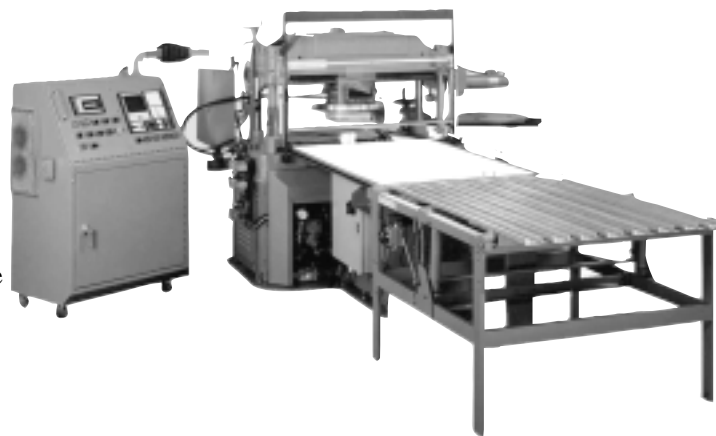
The machine show provided the showcase for the introduction of F.L. Smithe's new large envelope machine, the Model SLE. The Model SLE combines the proven paper line of the BOE with advanced servo driven technology resulting in a highly efficient and extremely productive system for the production of large value-added booklet and open-end envelopes.

During the demonstration of the new Model SLE, a 9" x 12" open-end envelope was produced at 500 EPM. Then the system was size and style changed to a 9" x 12" proxy-style booklet envelope which contained two-color outside printing, a window with patch, plus an inside pouch in 45-minutes and then demonstrated at 500 EPM. The application of multiple servo drives throughout the machine provides maximum consistency throughout the converting process and makes size changes quick and easy.

## 3. PHP Rebuilding Program

The highly successful PHP rebuild program is now in its sixth year. Over sixty old-style PHP's have been rebuilt into the Model PHP-R which was shown at the machine show. The rebuild process completely replaces all electrical components with new, checks all mechanical parts for operational tolerances and replaces any that do not meet specifications, install all new hydraulic lines, test the unit exactly the same as a new PHP and install the system with a one-year warranty.

F.L. Smithe is proud to announce that starting in 2001, we will expand the PHP rebuild program to offer to rebuild old PHP's to Series III operating specifications. This will include the replacement of the ballscrew drive and related components, which will produce a rebuilt unit with exactly the same operating specifications of a new PHP Series III. Contact your F.L. Smithe salesman for details of this new rebuild program.



## 4. SW (Photo at left)

The newest version of the Model SW was demonstrated at the machine show in conjunction with the Enpack 1000 automatic packaging machine.

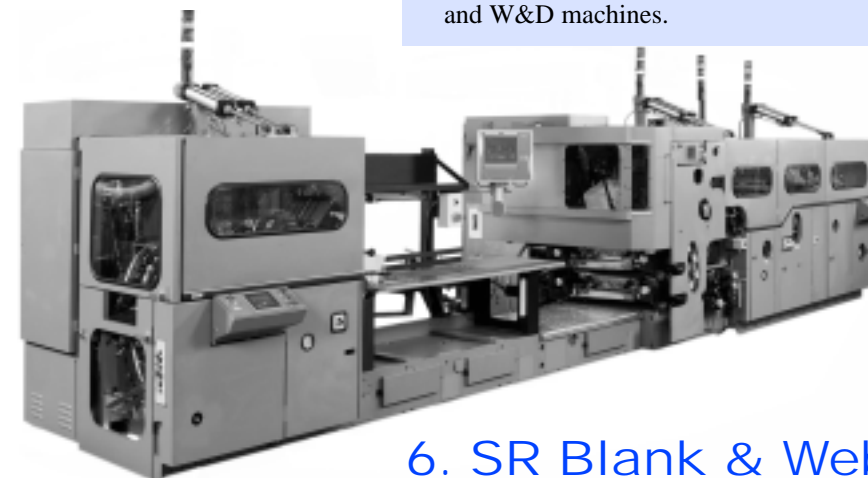
The SW was first introduced in 1995 and has become the most efficient web envelope machine in the industry. The SW can be equipped with multiple panel cutters, patchers, peel and stick attachment, D.O.S.S. attachment and a multitude of printing options ranging from the standard 2/1 stack-style printing press to a sophisticated printing system consisting of Color Vision 2000 C.I. printing press along with one or more WP web printers. For value-added booklet envelopes there is no better production system than the Model SW. Improvements in the drive technology of the SW system and state-of-the-art vacuum cylinders have increased the operating speed of the Model SW to 1500 EPM.

## 5. Enpack

The 2000 machine show provided the showcase for F.L. Smithe to introduce the Enpack line of automatic packaging machines from Jomet. Jomet has been manufacturing envelope packaging machines for the last ten years and has over 100 installations operating throughout the world.

The Enpack 1000 was combined with the Model SW envelope folding machine to demonstrate a totally automated envelope production system. The combined system used 4-color process preprinted rolls of C1S litho stock converted into 5-1/2" x 9" booklet envelopes automatically boxed into 500 count boxes at a production rate of 1200 EPM. The entire system ran without a packer throughout the machine show.

The Jomet line of enpack automatic envelope packaging systems can be installed on any high speed envelope folding machines commonly in use today. F.L. Smithe provides for sales and service for the Jomet machines and has an Enpack model available for your Smithe and W&D machines.



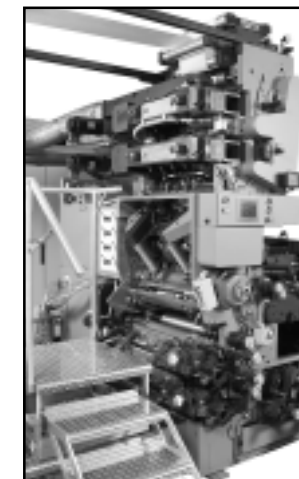
## 6. SR Blank & Web

The Model SR Servo-Rotomatic envelope machine is F.L. Smithe's latest and most innovative envelope folding machine. The SR is available in several configurations and two different SR systems were demonstrated at the machine show.

First, a blank-fed version of the SR was demonstrated running a 6" x 9" booklet envelope with three outside colors and one inside color and a customized window in the shape of the state of Pennsylvania. The machine was then changed in less than 30 minutes to run a #10 envelope with one outside color and a standard window. Both envelopes were converted at 900 EPM.

The second SR shown was similar to the first, but had a web attachment and converted from the web a #10 envelope at 1000 EPM. The web attachment is completely servo driven and features rotary profile cutters and independently driven cutoff knife. The web attachment can be factory installed on any new SR machine, or can be field retrofitted to any blank-fed SR at a later date.

All Model SR systems feature the capability of 4-color outside printing on a single central impression cylinder, plus one inside color. The standard SR comes equipped with 2/1 printing, with the 3rd and 4th outside printers optional. The entire SR system is totally servo driven and comes equipped with the latest in servo-drive technology.



Web Attachment

# International Sales Office in England

F.L. Smithe sales and service organization for Europe is based in Ashford, England. This location, in the southeast corner of England, gives easy access to Paris, Brussels and other major European cities.

Under the direction of Chris Weeks, General Manager, the sales and service for all of Europe are handled from this location. Jerry Porter is responsible for the technical sales in Continental Europe and Les Parker is responsible for the UK and Ireland.

Both Porter and Parker are well equipped to deal with technical problems, if the need arises, as they combine over 40 years of envelope-making experience on Smithe machinery. Together with Frank Verkuynen's expertise in our machinery, our customers are guaranteed excellent service.



**The staff at the Ashford office: Seated Chris Weeks. Standing from left, Rachel Waters, Frederic Lartigue, Les Parker, Jerry Porter, Frank Verkuynen, and Aleca Lucy.**

The Ashford office has as its main activity the provision of spare parts and service to all customers. The Ashford location has an extensive inventory of spare parts. The staff includes Aleca Lucy, Office Manager; Frederic Lartigue, Spare Parts Manager; and Rachel Waters, Administrative Assistant.

English, French, German and Spanish are languages spoken by members of the Ashford team.

## PERSONNEL CHANGES

### ***Herb Helm, VP of Engineering, retires after 43 years***



Herb Helm, Vice President of Engineering, retired in late November after 43 years with the company.

Herb led the development of one of our most popular and widely sold machines, the RA. During his lengthy tenure, Herb oversaw the transition from mechanically driven machines to servo motors and computer controls.

### ***Dick Nelson, Customer Service Supervisor, retires after 34 years***



Dick Nelson, customer service supervisor, retired in late November after 34 years with our company. Many customers will remember Dick as the pleasant voice on the phone who dispatched technicians to visit their plants and adjust their machines.

### ***John Gardiner named Director of Engineering***

John Gardiner, Engineering Department Manager, has been promoted to Director of Engineering.

The Houston, TX, native has worked for our company for eight years. Prior to coming to F.L. Smithe, he was Director of Engineering, KBA-Motter in York, PA.

John has been instrumental in the development of the Servo Rotamatic Model SR envelope machine.



### ***Gerd Becker, Sales Director Europe, Retires***



Gerd Becker, Sales Director Europe, retired in late December after 21 years with F.L. Smithe Machine Company.

Gerd was responsible for European sales of Smithe equipment and managed the International Sales Office until its relocation to the UK in 1996. Prior to joining F.L. Smithe, Gerd was employed by W+D, Germany as Sales Manager.

### ***Zanfino to head Customer Service***

Tony Zanfino has been promoted to the position of Customer Service Supervisor. Tony started with the company in 1977, as an electrical technician and most recently as a Customer Service Engineer.

