

# Smart solutions for your Post Press



The future in Post Press...? ...shaping solutions together!

## Overview

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- ▶ **It's about solutions**  
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- ▶ Post Press with us  
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- ▶ Actual references  
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**The future in Post Press...**

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**...shaping solutions together!**



# Who we are ?

You might not know it, but it is likely that you have already worked with our equipment – maybe it didn't have our name on it, but it could well be, that it was manufactured or developed by us.

Our journey is long in this Post Press industry. Since 1983 we are building Post Press equipment – starting with conveying and trimmers we gradually extended our product range to palletizing and now also log stacking. We have manufactured for brands like Rota-Schneider, Ferag, Gämmerler and others. In Europe we have been very successful with our own brand In-Log, running behind the fastest web presses.

Today In-Log | Gämmerler is one of the pillars at Merten Group. Parts manufacturing and machine building are the other two pillars. This set-up gives us an edge in today's challenging Post Press market.

► History – Merten Group & Post Press





## **MERTEN GROUP** - tradition becomes future

### ■ 100 years of history in manufacturing & machine building

Where it all started – "If you understand your craft, have enough courage, determination and hopefully some luck you will be able to start your own business, even in these difficult times" Gustav Merten, 1922

100 years Merten: <https://youtube.com/watch?v=NBmMITbvy2g&feature=shares>



## **MERTEN** GROUP – 3 pillars, 1 team !

### #1: **MERTEN** PRÄZISIONSTECHNIK – high precision parts

When high precision, highest quality standards and perfect documentation make the difference.

PMG is the place for parts manufacturing – from tiny & complex parts for cameras up to heavy parts for high speed trains.





## **MERTEN** GROUP - 3 pillars, 1 team !

### #2: **MERTEN** MASCHINENBAU - Engineering, machine building, software

You have an idea and need the technology-partner to check feasibility and eventually make it a product ? **Merten Maschinenbau** helps you through the different steps, including prototyping, 0-series and final production. We not only design and manufacture your hardware, we also make sure it has the cabinet, the software and the digital features it needs.



## **MERTEN GROUP** – 3 pillars, 1 team !

### #3: **IN-LOG** | **GÄMMERLER** – 40+ year of Post Press

We are committed to Post Press and we firmly believe in the need of smart, creative and efficient solutions for web printers – especially in these demanding times ! Prove of our vision and strategy is the purchase of Gammerler in 2022. We bring together two of the best players, combine them with our unique set-up and offer a portfolio of solutions able to support most requirements in Post Press.



#### Product Categories

Our product range covers all requirements for the post-press processing of printed matter. We offer a complete solution for the entire post-press process, from the reception of the printed matter to the final delivery to the customer.



#### Service & Support – geben Sie Ihren Gämmerler Maschinen ein zweites Leben!

Wir bieten Ihnen ein umfassendes Service- und Support-Angebot für Ihre Gämmerler Maschinen. Unser Team ist jederzeit bereit, Ihnen bei allen Fragen und Problemen zu helfen. Wir bieten Ihnen auch Schulungen und Schulungsmaterialien an, um Ihr Wissen über die Bedienung und Wartung Ihrer Maschinen zu erweitern.

24

Stunden

Hotline





# It's about results

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## ...shaping solutions together

Today In-Log | Gämmerler supports web printers around the world in a true partnership with creative and affordable solutions which will help them be more productive and efficient.

Web printing is challenging, and Post Press solutions are often demanding engineering projects, where new, 2<sup>nd</sup> hand and existing machines need to be combined and integrated, often as part of relocations and re-configurations, adding intelligent upgrades and overhauls to extend the lifetime of the equipment.

Our experience & knowledge, the engineering & manufacturing background and our ability to transform requirements into solutions makes us a serious partner for your future Post Press needs behind all types of web presses.

► Listen – Understand – Design – Install – Support





## **It's** about solutions

### ■ Listen to understand needs

Listen to your customer, ask the right questions and get the point. Understand their problems and their needs. Be a partner and consultant of your customer.

### ■ Working out smart & efficient solutions

It's not about new equipment, it's about which solution makes sense under the given circumstances! We try to transform your requirements into an efficient solution – feasible, affordable and taking in consideration possible restrictions.

### ■ Have the necessary resources

As part of the Merten Group which also integrates parts manufacturing, engineering & machine building as well as software, we have direct access to all needed resources. This set-up can also help when it comes to special requests – we can make things happen, not always but often.

### ■ Deliver state of the art solutions

Whatever this includes - new, overhauled or existing equipment, machines or systems, services like upgrades, relocations and reconfiguration or programs for a rolling factory refurbishing of machines or...

### ■ Professional installation & start-up

We have the resources, the knowledge and the experience needed to start-up your solution – from a simple machine to complex system, from an overhaul to a relocation with optimized configuration.

### ■ Superior support in all project phases

While many have cut on service & support we have added resources. Parts inventory and manpower have been increased. For a simple reason – the day you have a problem we want to be ready and react quickly. Whether this is on-site or connecting via remote support, on the phone giving technical support or advising about best practice procedures or just supporting you with an express parts delivery.

# Post Press with us!

In these demanding times less and less manufacturers are committed and able to design & launch new equipment. Even the upgrade of machines has become a challenge. More and more we see equipment which is on the market since several years and would profit from a redesign. Our approach is different - we invest in R&D, we upgrade our machines, and we offer solutions which best fit your needs.

We can support this approach because of our multi-pillar set-up, where under the same roof we combine parts manufacturing, engineering & machine building and Post Press technology – we are more than just a post press manufacturer. We very well understand that besides high-quality equipment, the ability to transform your needs into feasible solutions and the commitment to support the installed base are equally important. Count on us !

► Machines – Systems – Special Solutions







### Conveying

pressroom - floor, overhead,  
high-speed, deviation -  
flexible configurations



### Trimming

pressroom - single/double  
trimmers, trimming lines -  
flexible configurations



### Stacking

pressroom - entry & high-  
end / high speed -  
flexible configurations



### Blocking

pressroom & bindery  
flexible configurations



### Log Stacking

pressroom - horizontal,  
fully automated -  
flexible configurations



### Robots & Palletizing

pressroom & bindery -  
multi-product, multi-size -  
flexible configurations



### Log Shuttle

Bindery - fully automated -  
flexible configurations



### Special Solutions

pressroom, bindery, others -  
conveying, stacking, robots



# perfect trim

clean, straight & smooth

Rotary knife trimming has been our ticket into post press, it's deep in our DNA. We started supplying parts to Rota-Schneider in the early 1980s and quickly became a partner for assembly and R&D. After 2000 we launched our own In-Log brand and today we deliver the complete range of trimming technology which have set standards in terms of trim quality, durability and lifetime cost.

- Single trimmers
- All-in-one trimming lines
- Double stream trimmers
- Center-cut trimmers



# first class stacking

easy, reliable & jamfree

Stacking was and still is at the heart of every post press operation. Exact count and good presentation are basic – whether the stack is an “off the press” retail product, a newspaper bundle going onto an inserting line or WIP for the further processing in the bindery. While several stacker suppliers closed their manufacturing plants, we have developed the CS 3160 / 4160 stacker. Our goal – supply the technology our customers need in terms of performance | quality | ease of operation | lifetime cost. We are ready to redefine stacking!



- Standard CS 1100 / 2100 / 3100 / 4100 stacker
- High end CS 3160 / 4160 / 5160 / 6160 lift stacker
- KL 5xx, parts, overhaul & upgrades, 2nd hand machines

# stable blocking

## compact, stable & straight bundles

Whether you are doing off the press retail products, sales catalogs going to an inserting facility or signatures for the bindery – bundle quality and pallet presentation make the difference, especially if you plan to deliver loose bundles. The Blocking Unit gives a final realignment to the bundles, compresses the excess air out of the bundle and optionally electrostatically charges the bundle, resulting in square and compact bundles which are easier to palletize (less collisions) and lead to a better pallet presentation).

- BU/20 blocking unit – closed coupled version
- BU/20 blocking unit – stand alone version





# log after log

compact, straight & no hangers

Sales catalogs, books, educational printing, magazines & catalogs  
– we collect signatures behind the press, bring them to the bindery and transform them into sewed encyclopedias, perfect bound books or saddle stitched magazines.

Good quality logs are the most efficient way to handle the WIP between press room and bindery. All products will be safely held between two end boards and strapped to a stable log. The signatures inside the log are evenly flattened, protected from dust and in perfect shape for an efficient processing in the bindery.

- SH 700 autom. horizontal log stacker – left hand
- SH 700 autom. horizontal log stacker – right hand
- [SH 080 – simple & versatile semi-automatic log stacker]



# onto the pallet

for logs & stacks - fast, reliable, flexible

Manual pile down behind stackers remain a daily challenge for all printers. We believe that automation will more and more take replace manual palletizing, making it more efficient. Today's solutions are reliable, have a superior up-time and are increasingly cost competitive. As one of the leading suppliers of robots in the printing industry we can shape the best solution for the specific need – starting with a versatile cobot and going up to complete systems with high-speed robots for stacks and logs. Additional pallet automation will be added as needed.

- Robots for stacks / Robots for logs
- Robots for stacks and logs
- Single line, double line, multi-line robots
- Individual pallet conveying system



# complete systems

the whole is more than the sum of its parts

We are only successful if our customers are successful !  
Sounds simple, but involves a lot of hard work, problem solving creativity, industry knowledge and the ability to supply the best solution at a reasonable price.

During the last ten years more and more of the top printers in Europe started to work with In-Log and became loyal users. The installations range from a simple stacker to complete systems. This could be behind the biggest and fastest retail presses but also behind short run book presses running with "bible paper".

- for high speed / high volume retail production
- for magazin & catalog production – short & long run
- for book printing – short & long run, all papers
- for the bindery – automated log loading





# special solutions

## overhauls & upgrades – relocations & reconfigurations

We are only successful if our customers are successful !  
Sounds simple, but involves a lot of hard work, problem solving creativity, industry knowledge and the ability to supply the best solution at a reasonable price.  
Post Press projects have changed – from the delivery & installation of new equipment to engineering projects which can have different goals, but often involve 2<sup>nd</sup> hand equipment, re-configuration of existing lines, optimization of workflows and the integration of affordable automation. In-Log | Gämmerler can help !

- Overhauls – from basic overhaul to factory refurbished
- Retrofits & Upgrades – more efficiency through automation
- Relocations & reconfigurations – extending machine life
- Special solutions – customized automation



# service & support

parts – technical support – remote maintenance

We are only successful if our customers are successful !  
Sounds simple, but involves a lot of hard work, problem solving creativity, industry knowledge and the ability to supply the best solution at a reasonable price.  
Productivity is a challenge every day. Besides the equipment and solution quality, support performance will be a key factor if looking at long term productivity. Parts availability, response time and the efficiency of on-site and remote service will make the difference. In-Log | Gämmerler has the set-up and the resources!

- Parts – from basic overhaul to factory refurbished
- Technical support – more efficiency through automation
- Remote maintenance – extending machine life



# Actual references

We are only successful if our customers are successful !

Sounds simple, but involves a lot of hard work, problem solving creativity, industry knowledge and the ability to supply the best solution at a reasonable price.

Every project is different – understanding the needs and designing the “best” solution is the challenge. In-Log | Gämmerler have successfully installed some of the most demanding systems – for high-speed / high-volume retail applications, for inserters as well as for short run book productions.

- Retail – trimmed & stacked off the press
- Magazin & Catalog – WIP for the bindery
- Book – short & long runs, heavy & bible paper
- Newspaper – convey & stack





Press:  
96p @ 50.000 rph

Application:  
Retail

Workflow:  
Conveying – trimming –  
stacking – robot

Location:  
Germany

Realized by:  
In-Log, Wien







▲ The „Beast” – a 96p Lithoman web press with two folders, able to deliver more than 5 million of inserts per day. Behind the folders a fully automated Post Press System transforms the shingled streams in trimmed and stacked bundles, nicely palletized.



►  
Press:

32p A4 @ 40.000 cph  
With auto-transfer

Application:

Short run book printing

Workflow:

Conveying – trimming –  
stacking – palletizing

Location:

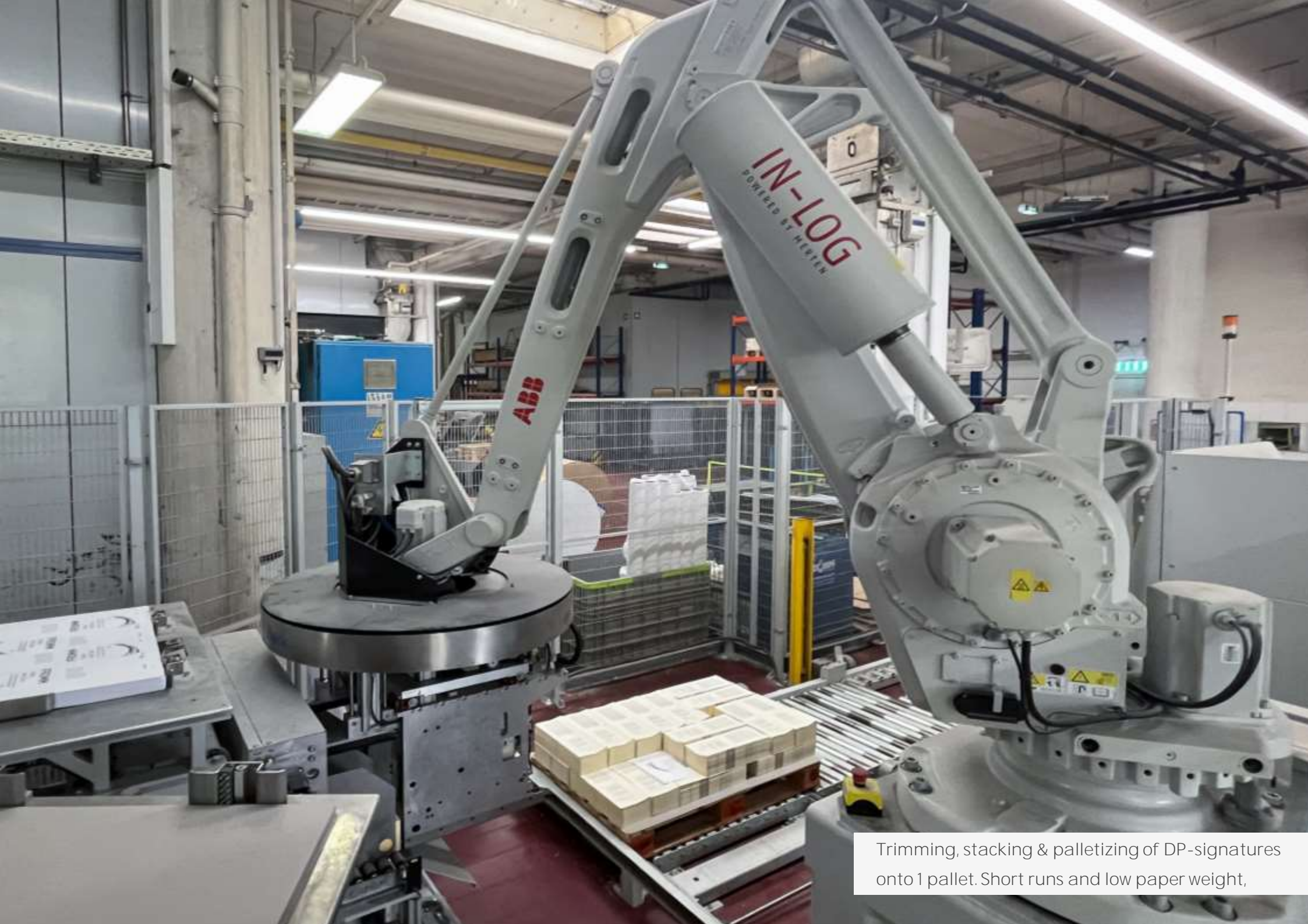
Germany

Realized by:

In-Log, Wien







Trimming, stacking & palletizing of DP-signatures onto 1 pallet. Short runs and low paper weight,



►  
**Press:**

32p A4 @ 40.000 cph  
With auto-transfer

**Application:**

Short run book printing

**Workflow:**

Conveying – trimming –  
stacking – palletizing

**Location:**

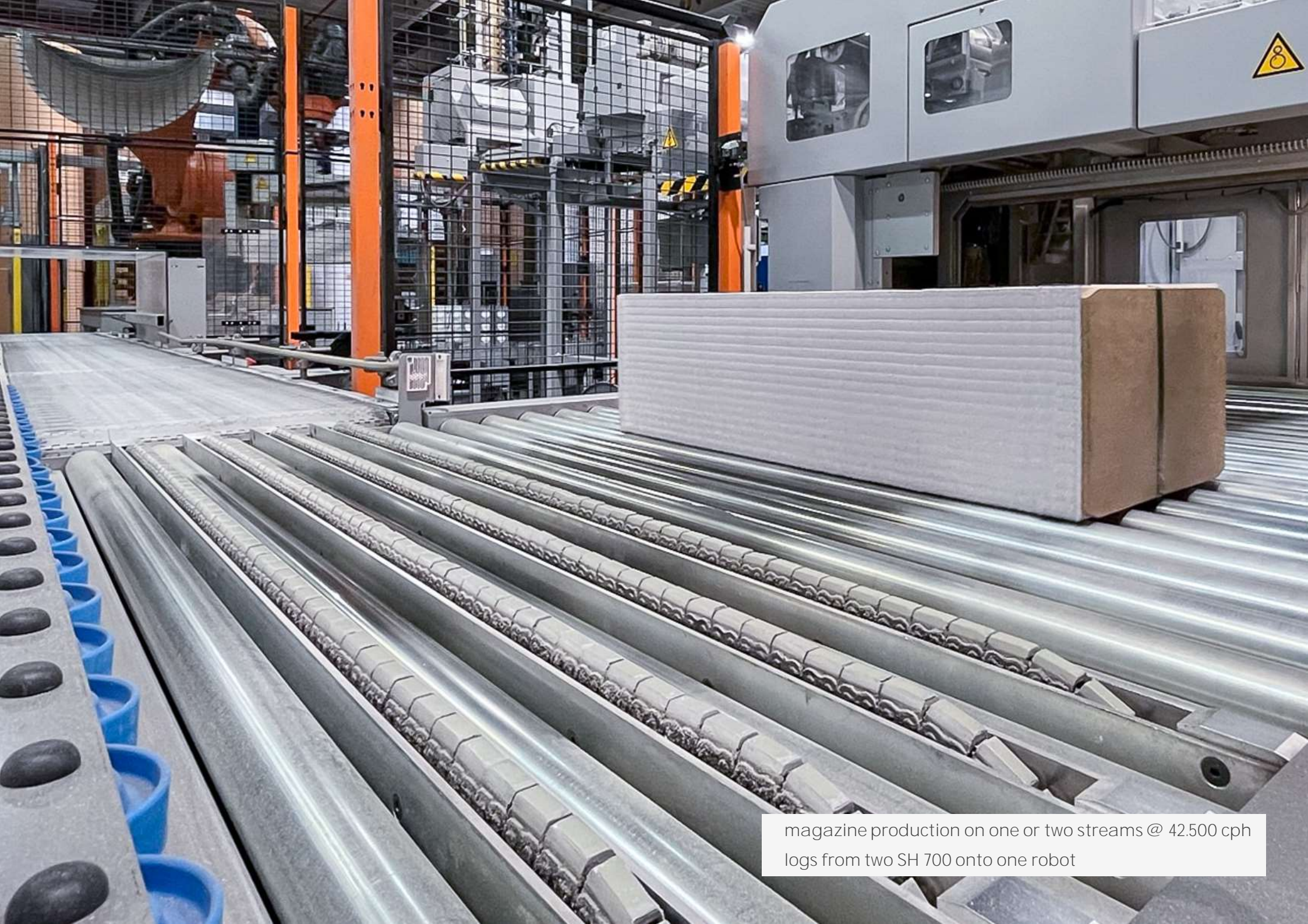
Germany

**Realized by:**

In-Log, Wien







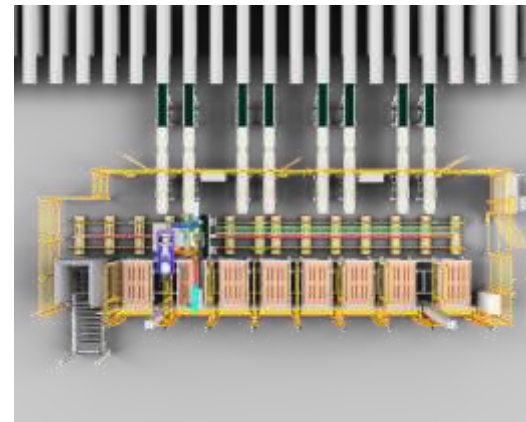
magazine production on one or two streams @ 42.500 cph  
logs from two SH 700 onto one robot



# Innovation power

Beyond Post Press - Our focus are press delivery systems, designed with standard machines in individual configurations and combined in a unique layout. But sometimes we need to go the extra mile - special needs call for special solutions. Together with the customer we discuss the needs and evaluate the options, technically and commercially. If a special solution makes sense, we define scope of supply, features, performance, etc. and eventually deliver an individual solution for a specific problem – like the examples below:

- Innovation power – the log shuttle
- Innovation power – palletizing of pellets
- Innovation power – palletizing of cement panels
- Innovation power – superposed stream separation



**Problem:**

Manual loading of logs onto stream feeders, especially on high speed perfect binders and saddle stitchers

**Area:**

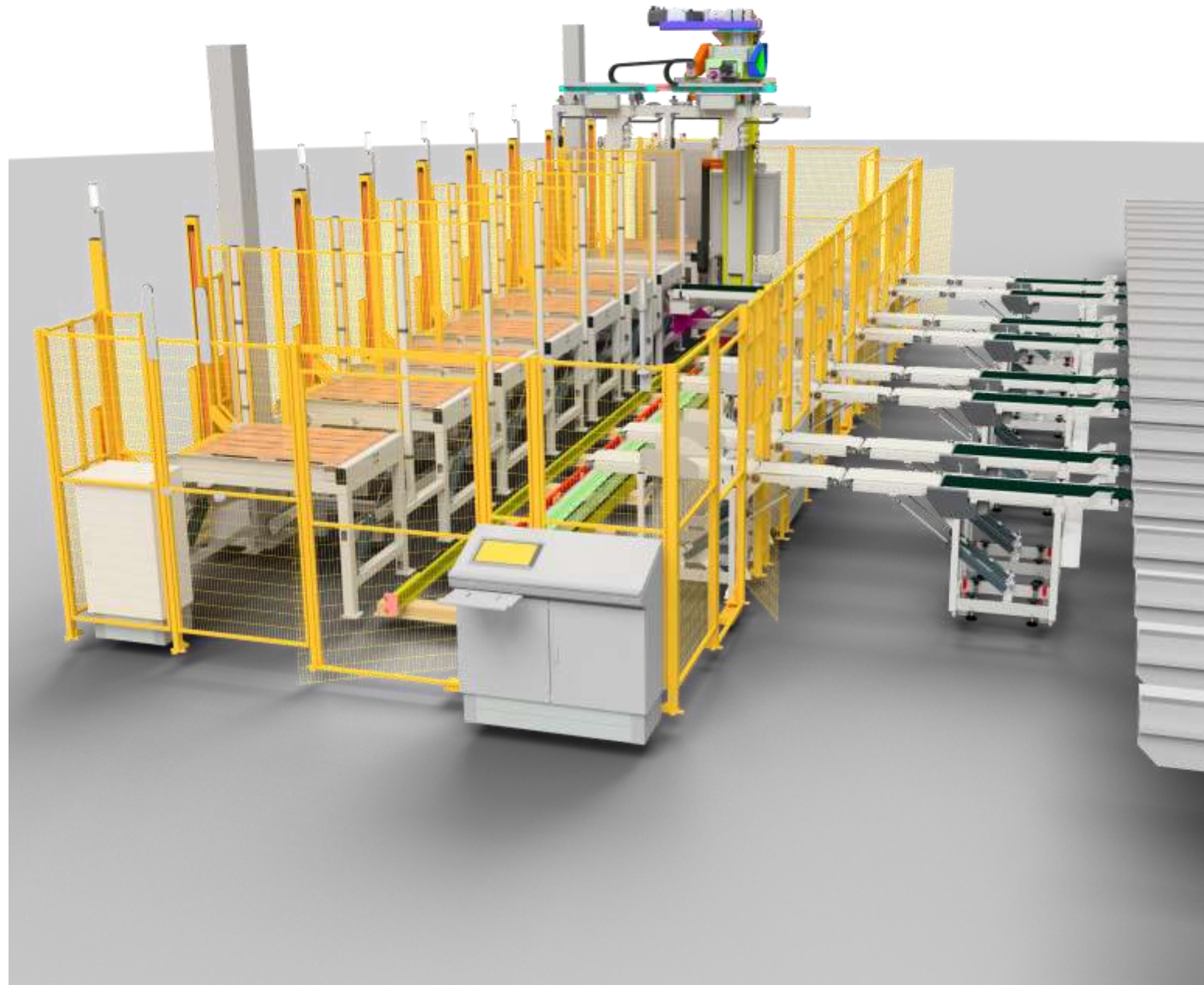
High speed bindery lines running logs with high paginations where the log loading cycle is short

**Solution:**

The Log Shuttle for the automatic loading of logs from 4-8 pallets onto stream feeders reduces manual labor by 50+% and minimizes the risk of injuries.

**Realized by:**

In-Log, Wien





**Problem:**

Automate the manual palletizing of film wrapped wooden pellets, up to 1800 mm high

**Area:**

Recycling area of a

**Solution:**

Palletizing robot with customized vacuum gripper able to palletize up to 1800 mm high

**Realized by:**

In-Log, Wien





**Problem:**

Selective loading of fibre cement panels (Eternit). Depending on the darkness of the panel it is placed on pallet #1, pallet #2 or pallet #3.

**Area:**

Packaging of

**Solution:**

Palletizing robot with customized vacuum gripper able to handle panels of ~2500 x 1500 mm.

**Realized by:**

In-Log, Wien



**Problem:**

Get two streams of different 8-pagers after trimming of the head of a 2+8p product stream. The resulting (superposed) streams of 8-pagers need to be separated into two streams.

**Area:**

Post Press behind web presses

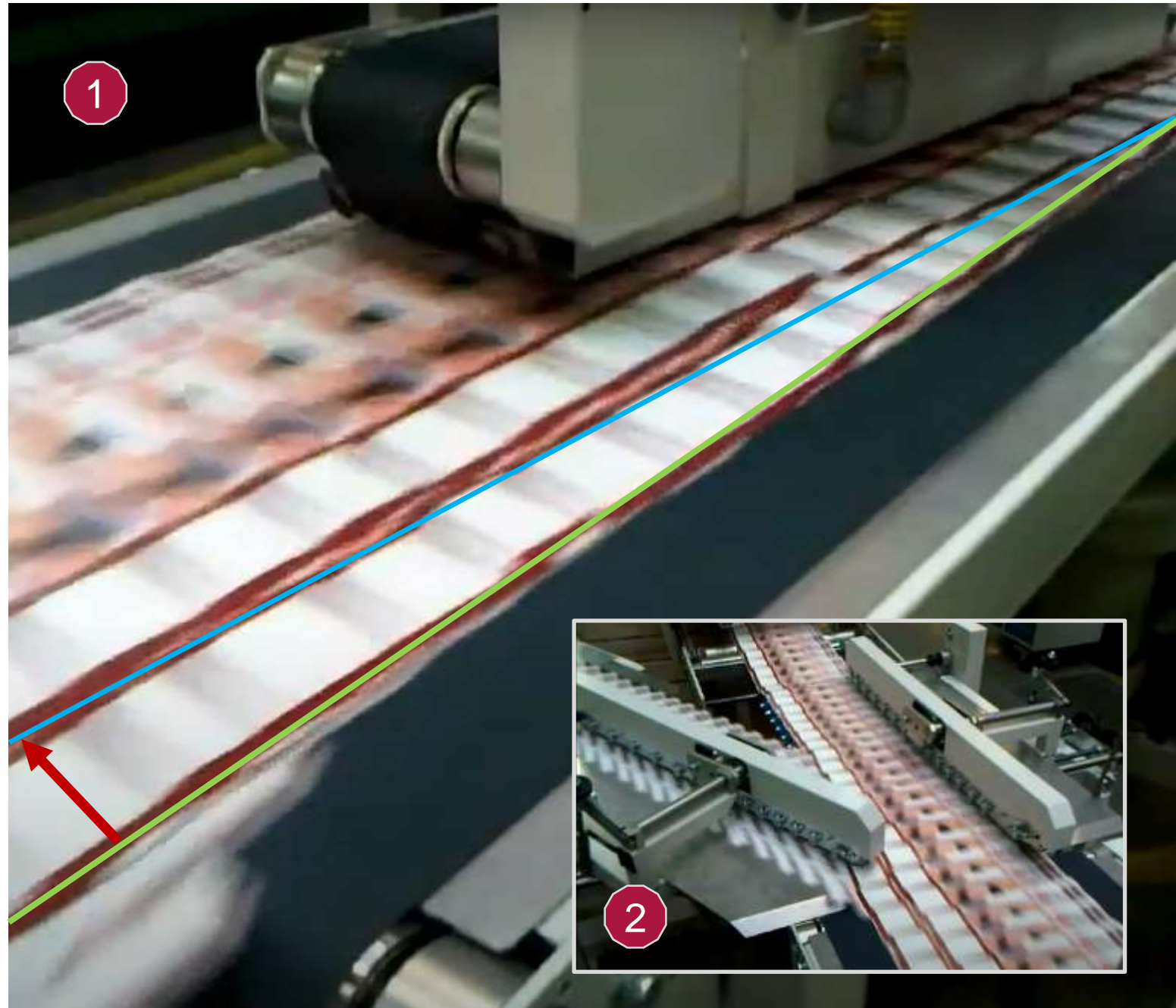
**Solution:**

After trimming the upper stream needs to be lifted with a gentle vacuum and slightly displaced to the side (1).

After a displacement of ~35 mm a stream separator can split into two streams (2).

**Realized by:**

In-Log, Wien





# The future? Together!

## **Let's talk about your visions, the challenges and how we can help.**

Today In-Log | Gämmerler supports web printers globally, from a single machine to complete & fully automated systems, handling relocations and re-configurations, extending lifetime with overhauls and factory refurbished equipment, by adding intelligent automation where and when it makes sense. In addition, we develop innovative and highly efficient solutions, often together with our customers. Examples are the Log Shuttle and the CS 3160 lift stacker.

As part of the Merten-Group with a strong manufacturing & engineering background we profit from a vertical integration without equals in the Post Press industry. We have a unique experience, deep market knowledge, a creative team full of energy and a healthy structure with a clear vision of the future. Count on us for your next Post Press project.

► Our approach – build smart solutions together





## More than machines – smart solutions

### ■ Let's work together and build the best Post Press solution

We all – our customers in web printing and we as Post Press solution provider – are in a very demanding market with several challenges. There are no signs that this situation will be changing in near future.

Those who accept these challenges, identify opportunities and seek smart solutions together with their partners will become stronger. Overcoming traditional "buyer – supplier structures" and engage in true "win-win" partnerships will be the success-formula in this tough times.

### The future in Post Press...?

#### ...shaping solutions together !

This is our vision of modern Post Press. It reflects how we act and approach every project. If 10 years ago a Post Press project was triggered by the sale of a new web press today things are completely different. Consolidation of plants, focus on "cash cow" productions, lifetime extension of machines, affordable automation, optimization of workflows,... - the reasons for a Post Press project can be very different. In this complex environment solutions too, are more complex - the supply of new equipment is just one answer. More important is to have a clear understanding of the requirements and goals, be aware of possible restrictions, accept limited budgets and be willing to partner with your customer to shape a solution together.

#### What makes In-Log | Gämmerler **unique...**

- Post Press is in our DNA ! Since 40+ years we manufacture & install Post Press equipment. Our experience and knowledge of market and Post Press technology is without equals.
- We are part of the Merten Group with parts manufacturing, engineering & machine building and Post Press. We have multiple resources, all under one roof.
- We are committed to Post Press – the integration of Gämmerler in 2022 is a strong statement. The biggest installed base is responsibility & motivation at the same time.
- We are a reliable and stable company, family-owned since 100+ years and based on different pillars. With three generations working in the company, we set the course for the future.

**...and the place to go for smart solutions.**

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Post Press Solutions | [in-log.com](http://in-log.com)



Service & Support | [gammerler.com](http://gammerler.com)



THE WHOLE IS MORE  
THAN THE SUM OF THE PARTS

