

BAYSEK AND DPI PARTNER TO BUILD DIGITAL PRINTING SYSTEMS

THE FIRST MACHINE WILL BE UNVEILED LATER THIS YEAR DURING AN OPEN HOUSE EVENT IN CHICAGO.

Baysek Machines, Inc., Nelsonville, Wis., has signed a long-term contract with DPI (Digital Print Inc.), Fort Worth, Texas, to engineer, manufacture, sell and service stand-alone digital post-printing machinery. The partnership combines the technical competencies of DPI's digital printing technology with Baysek's converting machine manufacturing. "It is a true strategic partnership that will combine the best aspects of market knowledge, engineering/



Stu Brownell, DPI Director of Corrugated Applications



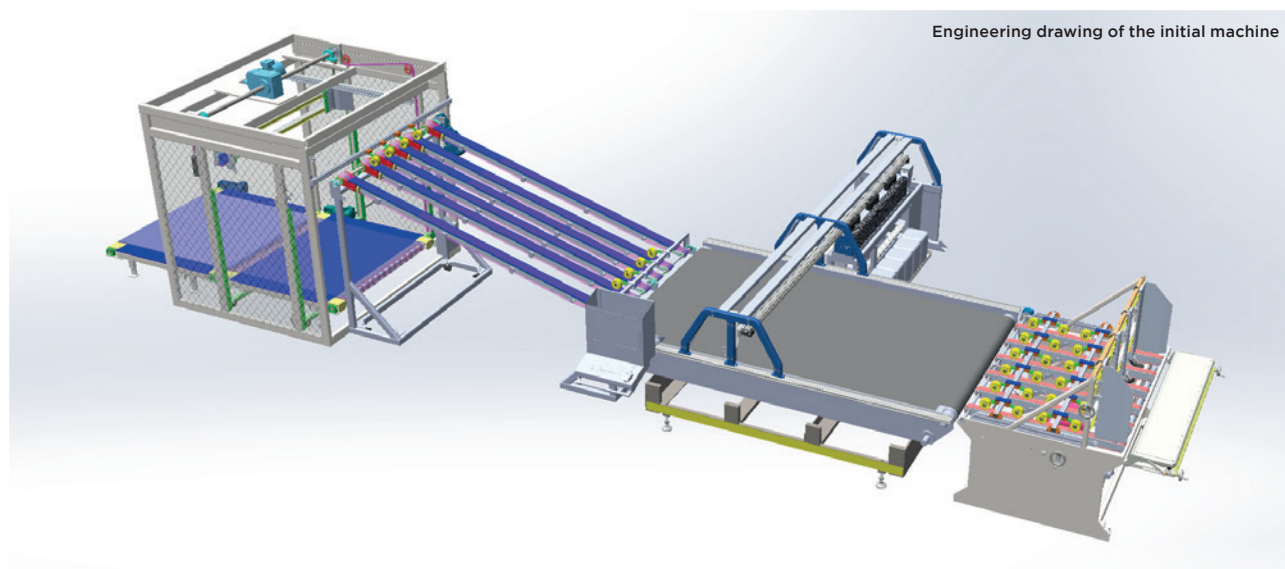
Mark Helbach, Baysek President



The stand-alone digital printers can feed into any number of converting machines, including Baysek die-cutters.

“IT IS A TRUE STRATEGIC PARTNERSHIP THAT WILL COMBINE THE BEST ASPECTS OF MARKET KNOWLEDGE, ENGINEERING/DESIGN, MANUFACTURING AND SERVICE OF BOTH BAYSEK AND DPI.”

STU BROWNELL, DPI DIRECTOR OF CORRUGATED APPLICATIONS



design, manufacturing and service of both Baysek and DPI,” says Stu Brownell, DPI Director of Corrugated Applications.

Brownell says DPI was looking to expand its corrugated sales reach and manufacturing capabilities through new OEM relationships. The company, which has been providing digital printing solutions to other printing and packaging industries for nearly 35 years, introduced digital printing machines for industrial corrugated applications in 2018.

Baysek, which manufacture flat cutting die systems, was also looking to expand. Mark Helbach, President, Baysek Machines, says customers were asking for low-cost printing solutions to complement Baysek’s die-cutting technology, however he did not think the existing flexo or digital technology was a good fit.

With the DPI partnership, Baysek will focus on customised stand-alone printers that print sheets to be fed into any number of converting machines, including Baysek die-cutters. “If set up correctly, one high-speed

digital printer could feed multiple converting machines very efficiently,” Helbach says. The companies also have conceptual drawings for a direct integration of a Baysek C170 die-cutter, but to date, have not installed one.

Customer Specific

“One of the keys to the Baysek/DPI partnership is the willingness to custom-build machines to fit customer’s specific applications,” Brownell says. “We realise that digital printing is new to industrial box makers and is evolving as customers begin to understand its potential. DPI and Baysek want customers to ‘think outside of the box’, and do not want to limit that thinking by only making specific machines.”

The companies will design and build printing systems of any width with spot colour configurations that can print at speeds up to 650fpm and four-colour process configurations in speeds up to 330fpm. “Our focus is boxes printed on uncoated substrates printed with low cost water-based inks, which allow the box maker to have a cost structure similar to flexo,

but with all of the advantages of digital printing,” Brownell says. Those advantages include no setups or wash ups, no printing plates or flute crush and higher quality printing.

“The proliferation of SKUs has created more shorter runs, which means more box setups, with the same or greater overall box volume. Digital printing allows box makers to eliminate all of those print setups and wash-ups to make more boxes in less time, with less downtime on their converting equipment,” he says.

Another advantage of digital printing is the ability to print variable data (bar codes, sequential numbering, etc). “Corrugated is the last packaging market to adopt digital printing for variable printing. Today most customers are using labels to apply variable information to the box, which is expensive and inefficient,” he says. “Once customers realise that they can have variable information printed directly onto their shipping boxes, they will move to that quickly, as they have in other packaging markets. This technology will be useful to any box

THE MANUFACTURE OF THE MACHINES WILL BE A COMBINED EFFORT WITH DPI FOCUSING ON THE PRINT HARDWARE, SOFTWARE AND INK, AND BAYSEK FOCUSING ON THE MATERIAL HANDLING AND SHEET TRANSPORT.

maker, whether they are a sheet plant or a fully integrated corrugator.”

The DPI print systems use piezo electric, drop on demand head technology that incorporates variable drop sizes to provide high quality printing without the need for primers or dryers. DPI has created a ‘building block’ engineering approach, supplying print heads in almost any width. The controllers include a touch screen operator interface, as well as DPI RIP software and file management to allow the operator easy manipulation of simple pdf art.

The initial Baysek /DPI machine will be completed later this summer. It is a one-colour machine that can handle sheet sizes up to 70- x 60-inch. The original plan was to unveil it at SuperCorrExpo, however, because the show was postponed until 2021, the companies are planning an open house in the Chicago area later this year so that customers can see the technology live.

The manufacture of the machines will be a combined effort with DPI focusing on the print hardware, software and ink, and Baysek focusing on the material handling and sheet transport. The DPI and Baysek engineers collaborate closely, Helbach says. “We don’t envision every machine being a complete snow flake, but one of our key value propositions is our willingness and ability to design and build machines that are customised to a board converter’s needs,” Brownell adds. This includes width, speed, number of colours, material handling, etc. “You would probably be amazed at all of the different design configurations that we have looked at so far.”

A typical machine will take approximately six months to build. Installations and service will be handled

by both companies with the eventual goal to have Baysek handle those services. All customer communication, including sales, will be through Baysek.

Initially, the focus will be on the North American market with plans to make the technology available worldwide, according to Helbach. ■

Visit Us at Your Convenience

**** Livestream ****

C-170 Demonstrations

The Next Best Thing to Being Here!

One Operator Nick-Free Die Cutting

Baysek
m a c h i n e s
I N C O R P O R A T E D

P.O. Box 282, Amherst, WI 54406 U.S.A.
Phone 715.824.5300 E-Mail sales@baysek.com
Website www.baysek.com