



CUSTOM DIE BUSINESS



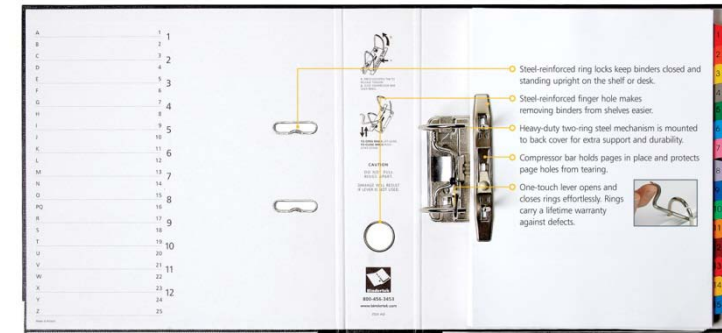
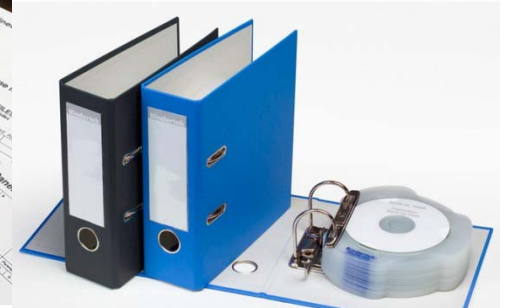
Standard Applications

- Ring Binders, Planners, Notebooks
 - 3, 5, 7-Ring
 - 2, 4, 6-Ring
 - Wire-bound notebooks
 - Combination - wire notebook with 3-ring punched tear-out sheet
 - T-Slot Patterns - adding/deleting pages



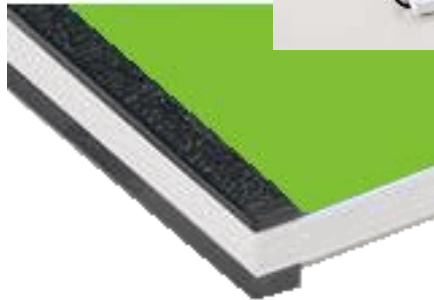
Standard Applications

- Vertical Market Applications
 - Legal documents
 - Medical documents
 - Accounting/Financial documents
- Calendars



Standard Applications

- Presentations, Manuals, Bound Proposals, and RFP's
 - Coil
 - Wire
 - Comb
 - VeloBind



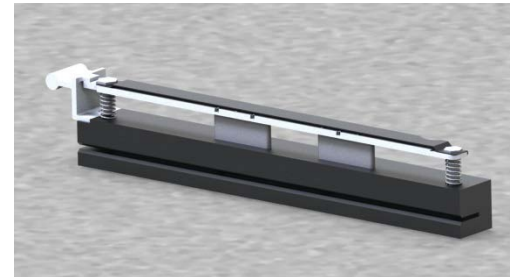
Case Study - Restaurant Industry

The Need...

Our customer needed to create editable, table-top flip menus to promote drink and food specials. Special items during peak periods (i.e. Happy Hour, Brunch etc.) generate tremendous incremental revenue opportunities for this restaurant. Specials that are successful are repeated and ones that are not are modified. Because these specials change regularly, our customer needed a way to update their table-top menus quickly, while still promoting their regular menu items.

The Solution...

Rhin-O-Tuff® was able to design a custom die set with 2 slots. One slot is used for standard menu items. The 2nd slot is used with rings that can be opened to change pages for specials.



The Result...

The customer was happy to invest the money in the custom die, allowing them to update special menu items over and over.

The Dealer was able to add value by providing a cost-effective and efficient solution.



*Item pictured is not customer's exact application.
For demonstration only.*

Case Study – Print Finishing Industry

The Need...

Our customer was a Facility Management site producing Coil bound documents for a large corporation. Their print engine has an integrated punching system that allows for 4:1 round hole coil punching with .2475" spacing in-line. Since the inline punch cannot punch some standard cover/tab stocks in-line, our customer still needed to punch these items on their Rhin-O-Tuff HD7000. Because the standard ROT coil die is .250" spacing, the punch patterns were not compatible for binding.

The Solution...

Rhin-O-Tuff® was able to design a custom coil die set with round holes and .2475" spacing for the HD7000 to match documents being printed on their in-line punch.

The Result...

The customer was able to utilize their existing desktop punch by adding a new die set.

The Dealer was able to solve the client's issue by providing a cost-effective solution.



Trends Driving Need for Custom Dies

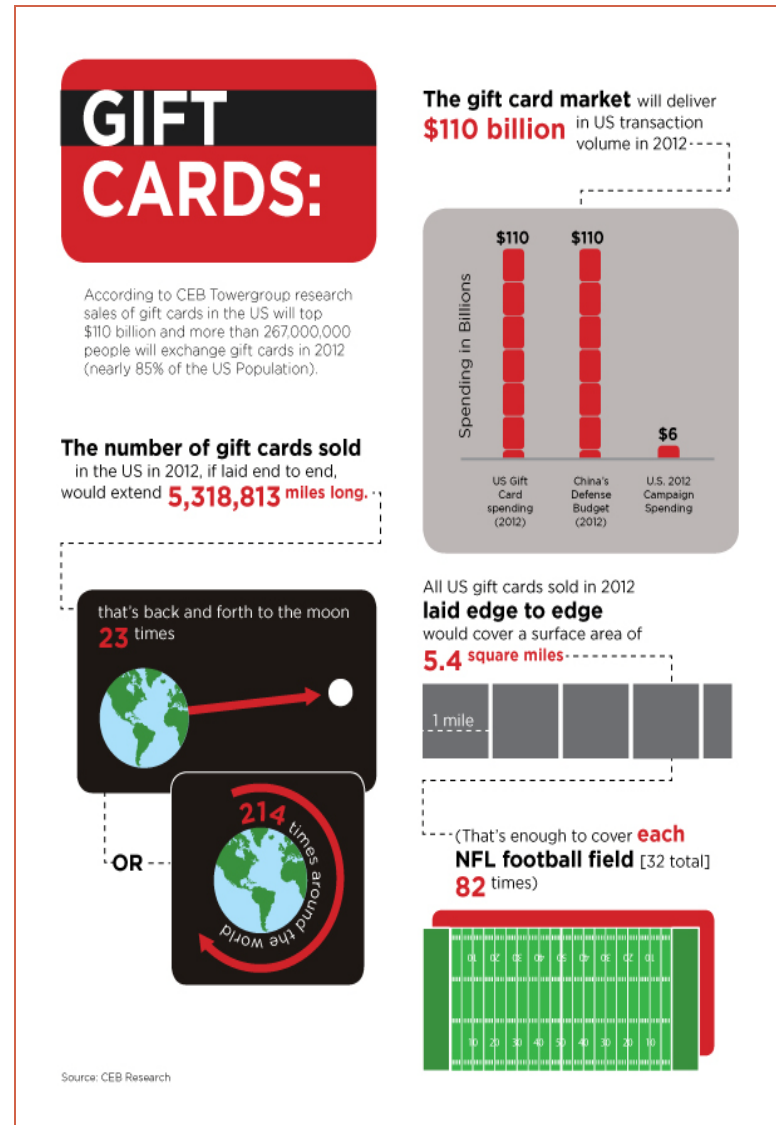
- Over the years, manufacturers have modified their punch patterns to help differentiate their product offering and address consumer needs
 - New hole shapes to aide binding process
 - Oval or Double “D” patterns for coil binding
 - Hole spacing modifications to eliminate punching ends of paper
 - GBC .2475 coil spacing vs. .250 industry standard
- International Punch Pattern Standards still vary, yet companies are global
 - Europe uses round hole for wire; US uses square hole
 - Canada uses 6mm pitch for coil; US uses 4:1 pitch

Trends Driving Need for Custom Dies

- In-line punches (with print engine) may have modified punch patterns *[hole size, back gauge]* to allow for faster/easier punching
 - Users still need to punch some covers/tabs/inserts off-line
 - Need die set for off-line punch to match in-line punch pattern
- Continued relevance of products that require Punching/Finishing
 - Presentations
 - Manuals
 - Proposals, RFP's
 - Reference Materials
 - Training/Sales Materials
 - Ring Binders and Notebooks

Trends Driving Need for Custom Dies

- Continued Growth of Retail Market Applications
 - Gift card sales to top \$130B* in US in 2015
 - By 2016, prepaid cards (credit/money) will total \$685B



*Source: CEB Towergroup Research, December 2012

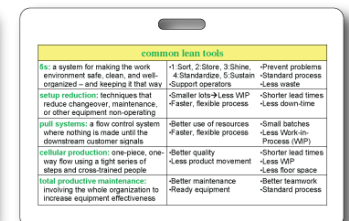
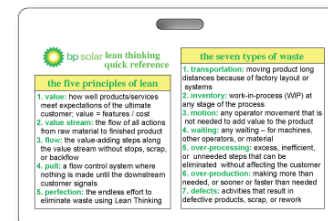
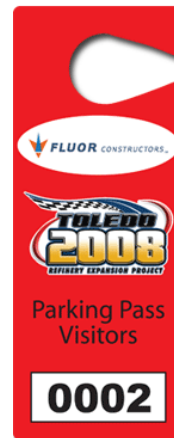
Specialty Applications

- Retail/Point of Purchase
 - Gift Cards
 - Prepaid Money/Credit Cards
 - Point-of-Purchase Displays
 - Specialty Packaging
 - Other Merchandising applications (i.e Menus)



Specialty Applications

- Printed Plastic Products
 - ID's and Badges
 - Event Badges and Passes
 - Key Tags, Loyalty and Rewards Cards
 - Hang Tags
 - Reference/Training Charts and Information



Why PDI for Custom Dies?

- *PDI is the only US manufacturer who can deliver a custom die set for your customer compatible with any Rhin-O-Tuff® Punch!*
- PDI has invested in a new, high performance Swiss lathe, allowing in-house machining of die set pins
- All custom dies include proprietary, *Quietized* die technology
- The most competitive pricing for custom dies vs. other manufacturers
- Shorter lead times: 2-6 weeks*



**Dependent upon custom die pattern required. Final lead time provided at time of quotation.*

Tornos Swiss ST 26

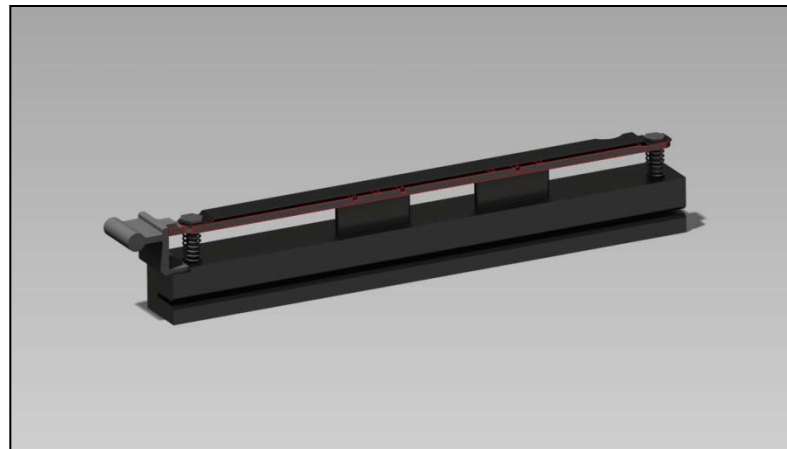
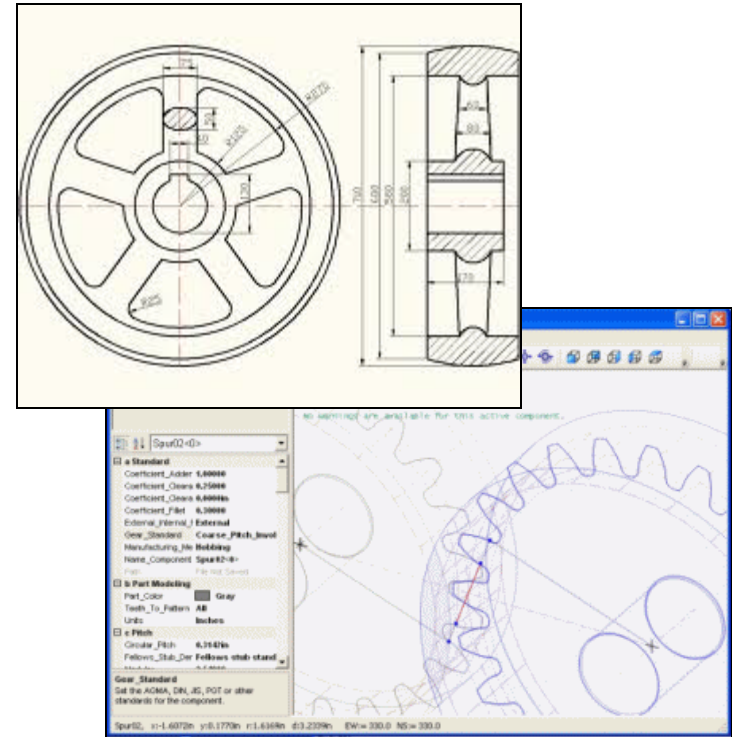
Machining a Comb Die Set Pin



<https://dl.dropboxusercontent.com/u/3341660/Tornos%20ST26%20comb%20pin.MOV>

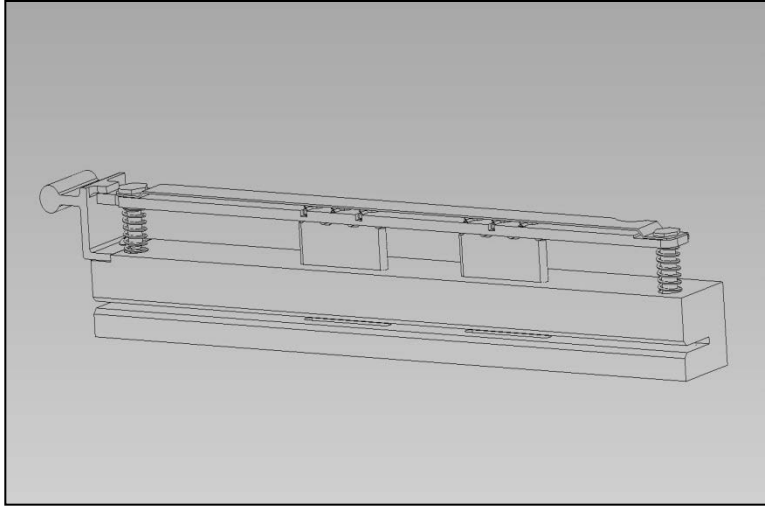
Engineering Support

- PDI's engineering staff will support your needs throughout the quotation and manufacturing process.
- CAD design stations equipped with:
 - Autodesk Inventor Solid Modeling
 - Autocad 2D software
 - GibbsCam CAD/CAM Software



Custom Die with 2 Retail Hanger Slots

Die Set Manufacturing Gallery



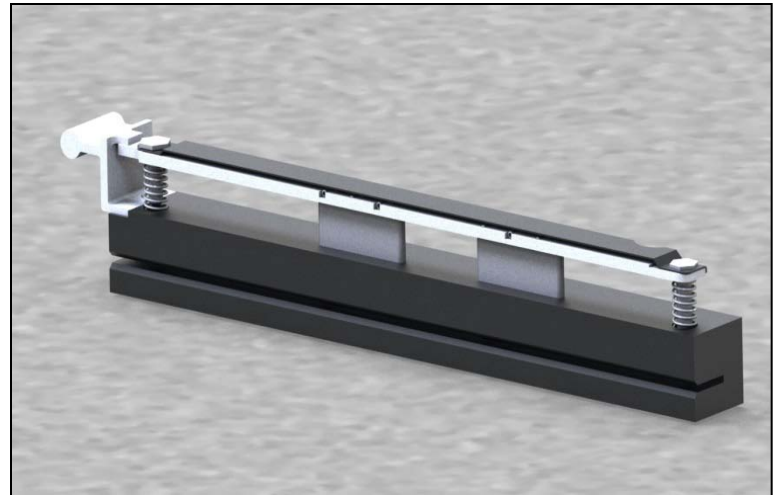
Die Set Tool CAD Drawing



Die Set Tool made from Steel Block



Die Set Pins Machining



Final Assembly of Die Set

Quality Assurance

- PDI has built its reputation since 1994 of delivering quality punch and bind solutions through rigorous quality procedures
- Quality assurance measures include:
 - **Proven LEAN manufacturing systems**
 - **State-of-the-Art Die Set Pin machining on Swiss type screw machine**



Specialty Applications and Punch Patterns

- Be on the Look-out for Specialty punch patterns and applications.....



Retail Hanger



I.D. Slot



Euro Hole Punch



Multi-Slot Punch

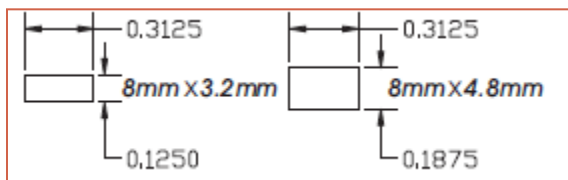


4/5 Up Built-in Paper Stops

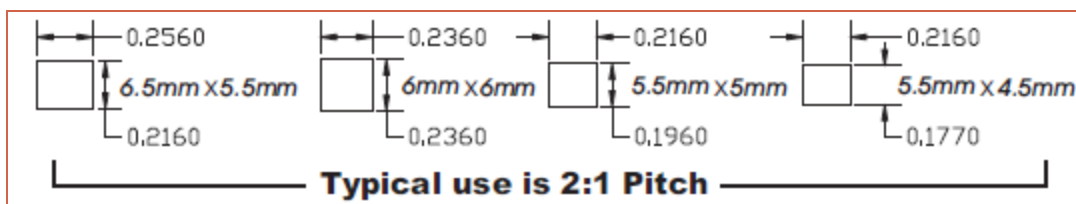
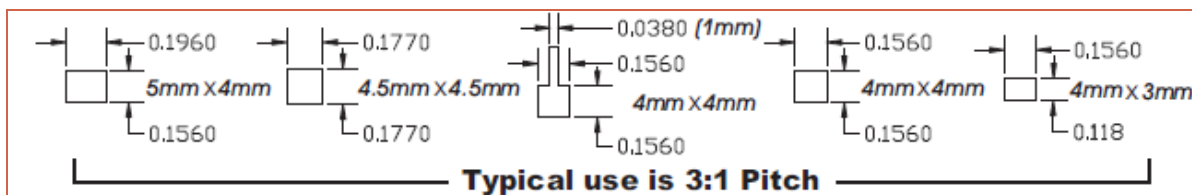


Common Punch Hole Size Variations

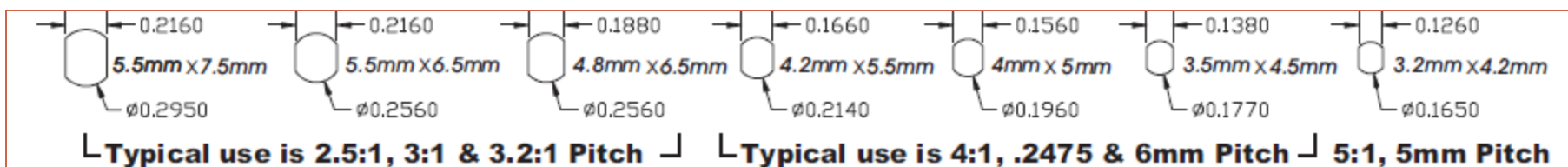
Comb Binding (Cerlox)



Wire Binding (Twin/Double Loop)




Coil Binding (Color Coil) – Oval or Double D



Quote Form

- Non-standard and special die sets require a quote form
- Complete the form and email to sales@pdibind.com
- A customer service representative will contact you regarding your quote.
- Supporting documentation/files should be included with the quote form. (i.e. die set drawings; measurements; images)

	
CUSTOM DIE QUOTATION FORM	
REQUEST A QUOTE:	
Using the form below, please tell us about your upcoming needs and specifications for your Custom Rhin-O-Tuff Die Set quotation.	
A Customer Service representative will contact you regarding your quotation. *Required Fields.	
* First Name:	
* Last Name:	
* Company Name:	
Title:	
* Address:	
* City:	
* State:	
* Zip Code:	
* Phone:	
* Email:	
Rhin-O-Tuff Punch Model #:	
Punch Die Specifications:	
Punch Pattern:	
Pitch (# holes/inch):	
Number of Holes:	
Hole Shape:	
Hole Size (W x L or Diameter):	
Center-to-Center Hole Spacing:	
Back Gauge Spacing:	
Other Specifications:	
Please include any supporting files/documentation when you submit this form via email at sales@pdibind.com .	

What's In It for YOU?

