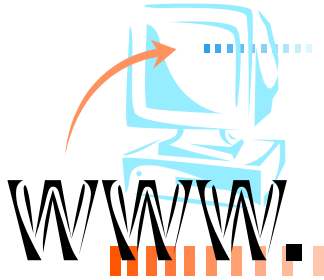


BAUM INFORMER

Volume 1, Issue 2

June 2009

BAUM INTERNET SPECIALS



Make sure you check the Baumfolder Website www.baumfolder.com on a regular basis to view our most current internet specials on Baum equipment that is offered thru our dealer network.

If you aren't familiar with our internet specials, we have been featuring special internet pricing on a number of new Baum products and now will be adding some factory Demo & Reconditioned machines to our list of specials.

CHECK OUT OUR MONTHLY PARTS SPECIAL



Baumfolder parts has a different parts special each month which offers you the opportunity to save an considerable amount of money if you take advantage of the special offer.

Some of the type items which have been featured as a special include: Rebuild kits for both table top & floor model folders, Register Tapes & Belts, Tune up kits, folder accessories, etc.

To learn about the current special go to the Baumfolder web site www.baumfolder.com or call Baumfolder parts at 800-543-6107.

TIME TO START MAKING PLANS FOR PRINT 09



When:
September 11-16, 2009

Where:
McCormick Place North and South, Chicago, IL, USA

Show Dates and Hours

Friday, Sept. 11 10 am - 5 pm
Saturday, Sept. 12 10 am - 5 pm
Sunday, Sept. 13 10 am - 5 pm
Monday, Sept. 14 10 am - 5 pm
Tuesday, Sept. 15 10 am - 5 pm
Wednesday, Sept. 16 10 am - 3 pm

It's time to start making plans to attend Print 09 in Chicago. Even though this year's business conditions have been less than ideal there are many reasons why dealers and end users should plan to attend this year's show. Some of the more important ones are as follows;

- 1) This is the Print Show that only happens every four years. This is the show where the latest products are introduced. You won't have another opportunity to attend this show until 2013.
- 2) This is your opportunity to meet face to face with the various manufacturers and distributors and discuss your present and future needs. No where in North or South America can you visit as many exhibitors or see as much equipment in one location as you can at Print.
- 3) Dealers, it is extremely important that you visit the various manufacturers and distributors that you represent. With travel cuts, etc. this may be your only opportunity to actually see all the latest products in operation and become informed of the latest changes and innovations that the various manufacturers have made during the past year.

We realize everyone is being as thrifty as possible but here is one case where spending a little money to attend Print 09 is the right thing to do.

FEATURED IMPOSITION of the MONTH

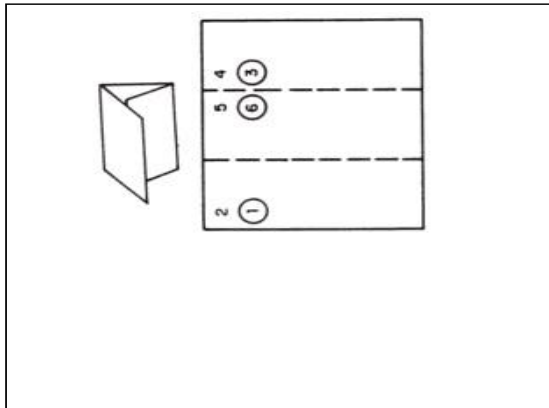
We will be featuring a different imposition that can be folded on your Baum floor model folder in each issue of the Baum Informer. This month's imposition is a very basic "6-page parallel fold" commonly referred to as a letter fold. We will continue to progress to more complex impositions in future issues.

These instructions are written for a folder with gap sets but could be modified for an older machine with manual roll settings.

This month's imposition is a basic parallel 6 page fold.

LETTER FOLD (6 page Parallel)

For this imposition you will fold up in the #1 plate and up in the #3 plate and deflect past the #2 and #4 down plates.



- 1) Set the fold stop in the #1 fold plate for $\frac{1}{3}$ of the length of the sheet, minus $\frac{1}{8}$ ".
- 2) Set the fold stop in the #3 fold plate for $\frac{1}{3}$ of the length of the sheet.
- 3) Close the deflector on the #2 and #4 plate. (if you have a #4 plate).
- 4) Insert one thickness of paper you are going to fold in the #1, #2, and #3 gap sets (both sides)
- 5) Inset two thickness of paper you are going to fold in the #4 and #5 gap sets (both sides)

Additional impositions can be found on the Baumfolder web site at www.baumfolder.com . Click on Technical Support and select something to use sheets.

The Baum Informer is an on-line publication of the Baum Sales Department designed to provide our customers and our dealers with timely information about: new products, improvements to existing products, Industry news that can be of interest to you, parts specials, and much more

BAUM REALIGNS SALES TERRITORIES

Baum recently realigned its Sales Territories in the United States. Find listed below are our Regional Sales Representatives and which states they are responsible for.

If you are a Baum Dealer located in one of the following states your Regional Sales Representative is **Jack Mathews**:

Alabama, Arkansas, Connecticut, Delaware, District of Columbia, Florida, Georgia, Louisiana, Maine, Maryland, Massachusetts, Mississippi, New Hampshire, New Jersey, New York, North Carolina, Pennsylvania, Rhode Island, South Carolina, Tennessee, Vermont, Virginia, West Virginia

The contact information for Jack is:

Office Phone: 1-866-214-6516

Direct Line: 1-603-965-1075

Cell Phone: 603-234-8428

Fax: 1-603-965-1075

Email: john.mathews@baumfolder.com



If you are a Baum Dealer located in one of the following states your Regional Sales Representative is **Shack Fisher**:

Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, Oklahoma, Oregon, Texas, Utah, Washington

The contact information for Shack is as:

Office Phone: 1-760-630-0445

Cell Phone: +760-533-6122

Fax: 1-760-943-1129

Email: shackfish@aol.com



If you are a Baum Dealer located in one of the following states your Regional Sales Representative is **Jim Brandewie**:

Illinois, Indiana, Iowa, Kansas, Kentucky, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, Wisconsin,

The contact information for Jim is:

Office Phone: 1-800-543-6107 Ext 331

Direct Line: 1-937-494-1331

Cell Phone: +937-638-9700

Fax: 1-937-497-0108

Email: james.brandewie@baumfolder.com



Ask Jim



About this column. Jim Brandewie has many years experience operating, building, rebuilding, repairing and most recently in selling Baum folders. In this column Jim will select a commonly asked question concerning the operation of one of our Baum folders that was received from our customers and reply to it. If you would like to submit a question to Jim you can e-mail him at james.brandewie@baumfolder.com

Unfortunately due to the volume of questions Jim cannot reply individually to every question submitted to him.

Dear Jim,

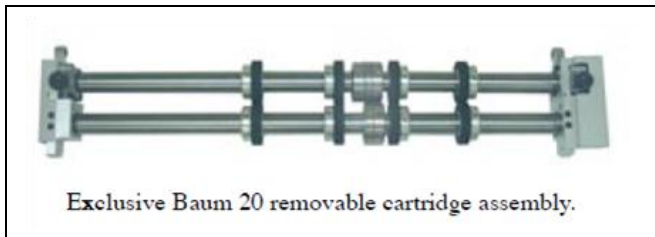
We recently purchased a new Baum 20 Floor Model Folder with an 8-page right angle. We love the machine and it does everything we bought it for. I do have one question that maybe you can help me with:

We get a repeat job that requires a number of scores which take time in getting everything lined up each time we have to set this job up. We get this job on a regular basis and wonder if there is anything we can do to reduce the set up time.

SC from Ohio

Dear SC from Ohio

Here is what I would suggest you consider. The new Baum 20 has an exclusive removable cartridge slitter shaft assembly. I recommend you purchase a second slitter shaft cartridge assembly. You can set up this job on one set of shafts and simply remove the slitter shaft cartridge assembly complete with the scores and set it aside for use on this repeat job. You could use the second set to run your other jobs. I know of customers that have bought more than one extra set of slitter shafts if they have one than one repeat job.



For more information about the purchase of an additional set of slitter shafts for your Baum 20 contact your local Baum Floor Model Dealer or call Baum Sales at (800) 543/6107.

I would also mention to our 714 table top customers you also have removable slitter shafts. You too could purchase a second set of shafts. This would be a big help if you are doing any second pass our right angle

Convert your Hang-On Stacker to a Mobile Stacker



If you own a Baum 2020 or Baum 20 Floor model folder you can inexpensively convert the hang on stacker into a free standing roll around stacker which makes it easier for your operator to gain access to the slitter shaft area when setting up a new job or clearing a paper jam.

The mobile stacker kit utilizes a gas spring to compensate for the weight of the stacker which allows you to easily adjust the height of the stacker to match the height of which ever fold section it is being used with.

The product number for the kit is **FK2000973/50** .

For more information about this product contact your local authorized Baum dealer or call Baum sales at 1-800-543/6107.

NEED TO CHECK OUR WEBSITE FREQUENTLY

There is a wealth of information posted on the Baumfolder Web site. We are adding new information approximately every three days so to keep informed of the latest news from Baumfolder you need to visit our web site at least twice a week.

The Baumfolder web site address is: www.baumfolder.com