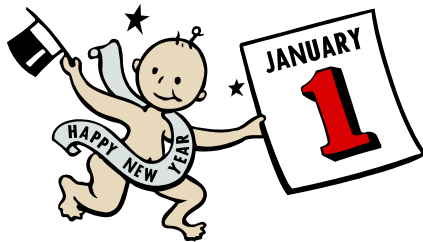


BAUM INFORMER

Volume 1, Issue 8

December 2009



BAUM THANKS YOU FOR 2009

Baum Sales and Baumfolder Corporation wants to thank our Dealers and End Users for their support and business during 2009. All of us here at Baumfolder take the Satisfaction of our Customers very seriously.

We want to wish each of you and your families a Happy New Year and we look forward to being of service again to you in 2010.

If there is anything we can do to help you please let us know.

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.

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

THE YEAR AHEAD

As the year 2009 comes to an end its time to turn our thoughts to the future and get ready to welcome the New Year 2010.

One of our worse habits is we tend to dwell too much on the past and not enough on the future. We must start now making plans on how we can capitalize on the upswing in the economy during 2010.

You may have held off on making major purchases during 2009 but now it's time to start replacing those worn out and obsolete folders, cutters, drills, and presses so you can be ready to lead the way in 2010.

Hanging on to older worn out equipment means you are less productive and you will have a harder time being competitive with the shops that have newer and more modern equipment. Older equipment also means higher maintenance costs and more down time.

Now is the time to check out what kind of deal you can get on trading in that older piece of equipment while inventories on new machines are still higher than desired. Once these inventories are reduced, prices will start going back up to where they were before the recent down turn in the economy. Time is running out and if you want to take advantage of the lower prices and discounts you need to act quickly.

Why not call your local Baum Dealer and let them at least have the opportunity to analyze your shop and make some suggestions on how they can help you prepare yourself to ready for the New Year. If you do not know the name of your local Baum Dealer call Baum Sales at 800--543-6107

Ask Jim



About this column. Jim Brandewie has many years experience operating, building, rebuilding 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

Dear Jim,

We are going to be doing a lot of personalized direct mailing and need a folder to go in-line with our forms cutter. Do you know of a folder specifically made to do this type work?

Bob from Tampa

Dear Bob,

Yes, the Baum 20 In-Line Folder was specifically designed to do this type work. This folder is a unique design that eliminates the labor of loading traditional cut sheets. The Baum 20 In-line Folder is designed to be an integral part of a complete high-speed electronic printing continuous forms system.



Baum 20 In-Line Folder with Bowie

The Baum 20 In-line Folder provides continuous, non-stop folding for documents printed on blank or pre-printed continuous rolls of paper, as well as for blank or preprinted fan-folded continuous documents. This folder can be used in-line with a forms cutter or burster.

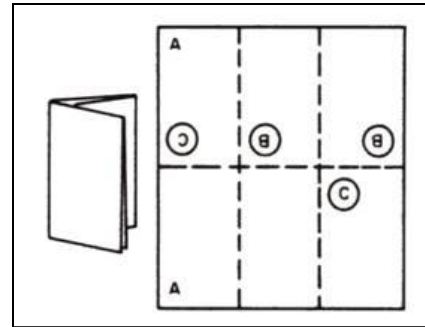
A copy of the brochure can be found at www.baumfolder.com

For more information contact your local Baum Dealer.

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 "12-page letter fold-heads out".

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



12-page letter fold-heads out

- 1) Set the fold stop in the #1 fold plate of the parallel section for 1/2 of the length of the sheet being folded.
- 2) Close the deflector on the #2, #3 and #4 plates of the parallel section.
- 3) You will need to make two scores as it leaves the parallel section. The first score will be 1/3 the width of the sheet minus 1/8" from the right side. (side away from the side guide)
The second score will be 2/3 the width of the paper as it leaves the parallel section and drops on to the cross carrier.
- 4) Set the fold stop on the #1 plate of the 8-page 2/3 the width of the sheet plus 1/8".
- 5) Set the fold stop on the #2 plate of the 8-page 1/3 the width of the sheet.
- 6) Close the deflector on the #3 and #4 plates of the 8-page section
- 7) Inset one thickness of the paper being folded in the #1 gap sets of the parallel section. (both sides)
- 8) Inset two thickness of the paper being folded in the #2, #3, #4 and #5 gap sets of the parallel section. (both sides)
- 9) Inset two thickness of the paper being folded in the #1 and #2 gap sets of the 8-page section. (both sides)
- 10)) Inset six thickness of the paper being folded in the #3, #4 and #5 gap sets of the 8-page section. (both sides)