



MEMBER PROFILE

My Press Needs LLC My Service Needs LLC

Turnersville, NJ, USA

We developed My Press Needs LLC and My Service Needs LLC to meet the needs of the converting and finishing industries as they exist today amidst global change. Anchored with a talented staff with well over 100 years of combined experience and a commitment to industry education, you will find solutions and profitability with My Press Needs and My Service Needs as your partners.

You can depend on My Press Needs LLC for all of your clamshell platen press needs: new press sales, used press sales, application consulting, and training. My Press Needs represents the Crest™ line of clamshell platen presses offering sizes ranging from 22" x 28" (559mm x 711mm) up to the large Crest 100. The company also represents the AutoClam,™ a fully automatic clamshell platen press, which handles a wide variety of sheet sizes, from 8-½" x 11" (216mm x 279mm) up to 21-½" x 32" (546mm x 813mm). The AutoClam has been called a utility press because of its great versatility and its ability to feed raw sheets as well as sheets that have already been die cut.

My Service Needs LLC is your source for factory certified clamshell press service, parts, safety updates, and press rebuilding. Dave Mussi, a 25-year Thomson veteran, runs the day-to-day operations of My Service Needs. My Service Needs offers service for all clamshell platen presses, including: Crest, Thomson, Standard, Cauhe, Imperia, and all others. In addition, you will discover reasonable prices on quality aftermarket parts for most clamshell presses. Additional offerings from My Service Needs LLC are semi-annual and annual preventative maintenance agreements to help prevent press downtime and to keep your machinery running efficiently.

Our expanded web presence now includes Twitter, Facebook, YouTube and www.mypressneeds.com

We developed mypressneeds.com to respond to your press, service, and application needs. We recognize that many companies exist simply to sell products, but mypressneeds.com will assist you before making your buying decision and well after you install your new press.

At mypressneeds.com, our philosophy is that a clamshell company should provide more than simply a product; the company should give you after-sales technical resources. On this site, you will find a growing list of resources to help your press purchasing decision and articles to help you die cut, kiss cut, and foil stamp.

Press Purchasing Considerations—Crest Development (The No More Make-Ready Press)

The Weidhaases manufactured their first clamshell in the United States in 1986 commonly referred to as the IT&M. In 1996, IT&M merged with Preco, and the Weidhaases engineered the Preco M3043. When Preco changed its focus, the Weidhaases designed a new, technically advanced clamshell platen press, the Crest Clamshell, which is represented exclusively by My Press Needs LLC.

The Crest Clamshell is engineered with the singular focus of eliminating your make ready and providing you with a solid return on your investment and the lowest cost of ownership.

By reducing your setup times, your company can run more jobs with less waste, which is one way that companies can cost-justify replacing an old clamshell or a low-quality new press. Over



a short period of time low-grade metals on value-oriented clamshells wear, causing operators to spend hours setting up and adjusting the make ready during job runs. This added make ready not only increases the cost of running a job, but it also results in more wasted sheets because operators need more test sheets and often destroy sheets when their make ready moves during a job run.

At this point, you may be wondering if it's even possible to set up a clamshell without make ready. Clamshell make ready is determined by three important factors (1) the quality of the press (2) the right die for the job (3) the flatness of the platen. From a clamshell engineering perspective, you want the strongest press available, not necessarily because you need the sheer tonnage to cut the material, but more importantly, because the stronger the press, the less deflection. The Crest Clamshell achieves it's "No Make Ready" label, in part, because it's designed to handle the industry's toughest substrates in addition to the high-grade raw materials used in the Crest's construction.

Press Purchasing Considerations—Finishers Utility Press—AutoClam™

In addition to the Crest Clamshell design, the Weidhaases began work in 2001 on a new product that the trade finishing sector of the industry had requested for more than 20 years, a half-sheet foil stamping and die cutting press in a compact physical size. The project is the AutoClam, their "Utility Press." The Weidhaases based the AutoClam on three different style presses with the goal of producing the most versatile clamshell press capable of die cutting, foil stamping and embossing. Today the AutoClam is available with technology-based features including the automatic sensor based impression throw-off, quad-point true infinite impres-

sion adjustment and an increased tonnage rating. The AutoClam is represented exclusively by My Press Needs LLC.

Industry Experience —Application Consulting and Training

Whether you are a screen or digital printer, a trade-finisher, specialty converter or corrugated sheet plant My Press Needs has the talent to help you solve your individual converting challenges with training, die and application matters, or new and used machinery options. We will continue to seek out the best talent available to achieve our aim, and that is to meet your needs today and into tomorrow.

Recent additions to My Press Needs LLC are:

- Greg Henning, VP Technical Sales North America, South and Latin America
- Nicholas Crabtree, VP Technical Sales North America and Europe

My Press Needs LLC has two offices: our administrative office is located at 188 Fries Mill Road, Suite B-2, Turnersville, NJ, USA and our new national sales office is located at 3001 North Rocky Point Drive East, Suite 200, Tampa, FL, USA. You can reach personnel from both offices through our corporate phone system dialing toll-free 1-866-347-1200. My Service Needs' main facility is located at 115 Dean Avenue, Franklin, MA, USA and can be reached by dialing toll-free at 1-866-234-3288 ext. 803. ■

The Cutting Edge periodically publishes member profiles. This information is obtained from the companies themselves, and The Cutting Edge does not endorse any products or statements contained herein and cannot vouch for their accuracy. All product, trademark, company or service names mentioned herein are the property of their respective owners.

If you are interested in being profiled, contact cuttingedge@iadd.org.

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