

Knight Labels

'Although business was steady, we found that we were having to sub-contract more & more jobs to other label printers in order to achieve the higher print quality being demanded from our customers. We were also finding that because many print runs were getting shorter, quite often it was taking longer to set a job up than it was to print the labels.

It was becoming increasingly obvious that we needed a more efficient printing press, capable of faster set-ups and higher print quality.

This was all very well, but we were still a relatively small, family business and any new press we purchased would have to meet a budget that we were comfortable with. We thought about looking at the used machinery market, but felt that this was too much of a risk and that finance on used equipment would be difficult. So we started to look for a brand new press. We were aware of Focus Label Machinery and felt that we would very much like to buy from a UK manufacturer if at all possible. We visited their factory and showroom near Nottingham and were very pleased to see that they design & manufacture almost everything in-house, meaning that spare parts and additional extras would be readily available, should we need them.

Focus demonstrated the Proflex press in detail and also took us to visit some of their local customers to see the equipment in a production environment. We were very impressed with the quality of the machinery and also with Focus as a company. Shortly afterwards, we confirmed our order for a six colour Proflex 250 press and began to re-organise our factory in anticipation of the new installation.

The installation went smoothly and training by the Focus technician was very professional and thorough. Immediately, we noticed a big increase in productivity. Jobs which had previously taken hours to make ready, then taken all day to complete, could now be produced in just a couple of hours, meaning that we could schedule several jobs for completion within a single shift. We gradually started bringing our outsourced work back in-house, saving us money and improving our service.

We could see that our business was being transformed. The investment in a new press had definitely been worthwhile and we began planning for future growth, knowing that the Focus press would easily be for earlier than we had anticipated.

The Focus team have been very supportive, offering technical advice & help whenever we have needed it. We will certainly be talking to them about more equipment in the very near future. We can't recommend them highly enough.'

Paul Lever, Knight Labels