

# Spiel Associates, Inc.

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## Spiel Associates Showcases Short Run Bindery Equipment

Spiel Associates has spent the lion's share of its forty-five year history supplying bindery equipment to binderies and large commercial printers.

"We always had our share of short run customers but their piece of the pie is getting larger and larger," says Michael Spiel.

Five years ago, Spiel Associates introduced the Sterling Digibinder® and it was a watershed for the company. "We sold more of these machines in the first year than all the punches we had sold in the past decade," declares Saul Spiel.

Three years ago, the company introduced the Sterling Coilmaster® JR., the first automatic table top plastic coil inserter. "Sales have been getting very brisk on this machine. We are often backordered on it for months," states David Spiel.

Their newest offering, the Sterling® Digipunch®, is an economical high speed punch designed for printers and short run binderies. The machine punches up to 60,000 sheets per hour! That's a half million sheets per shift and as fast as all but the highest end punches on the market.

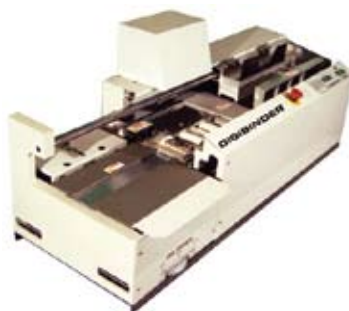
"It's not the speed that will sell this machine though," says Michael Spiel. "It's the touch screen auto set up. That's what everyone is looking for these days."

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## YOUR CUSTOMERS DEMAND



## THE DIGIBINDER DELIVERS



Your customers are more demanding than ever concerning cost and turnaround time. They demand and you have to deliver.

Perfect bind your books more quickly and inexpensively with the **Sterling Digibinder®**. Rated at **360 books per hour**, the machine is completely self adjusting and offers full roughing and notching.

Deliver the goods with...  
**The Sterling® Digibinder.**

Booth #1163  
GRAPH EXPO - Chicago  
10/26-29/08

- Bind up to 360 BPH
- Bind books up to 2" thick
- Full roughing and notching
- Twin glue rollers
- Self adjusting



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