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Successful Muller Martini participation at the IGAS in Tokyo

**Muller Martini's stand at the IGAS in Tokyo, Japan's biggest graphic arts trade fair, inspired numerous Japanese and many other visitors from the Asia-Pacific region.**

“Welcoming more than 500 visitors at our compact stand over the six-day trade fair exceeded our expectations,” says Takashi Gotanda, taking very positive stock of the IGAS fair. The Managing Director of Muller Martini Japan was particularly pleased that “on the one hand, many decision makers from the graphic arts industry came to Tokyo to get an idea of the future of printing and finishing and, on the other hand, many visitors from the surrounding countries in the Asia-Pacific region also found their way to our stand.” The 20-minute tours offered by Muller Martini Japan three times a day under the motto of “Finishing 4.0 – Arrival of the Future” attracted particularly strong interest among fair visitors.

*Image captions*

*The Primera MC saddle stitcher presented at the IGAS was sold to Print & Binding Books in Okayama.*

*The presentation of the* Connex data and process management system attracted particularly strong interest among fair visitors.

Muller Martini presented three machines live in operation at the IGAS - the Primera MC saddle stitcher, the Vareo perfect binder and the InfiniTrim three-knife trimmer, which automatically trims short and ultra-short runs down to runs of one for all book sizes and thicknesses. The Vareo/InfiniTrim duo, which was used for the variable production of soft cover books in different formats, really pulled in the crowds. Takashi Gotanda says, “the visitors to our stand were particularly surprised and inspired by the InfiniTrim's high degree of automation and outstanding trim quality.”

The live saddle stitching demos also attracted great interest. The Primera MC presented at the IGAS went straight to Print & Binding Books after the end of the fair. For the long-standing Muller Martini customer in Okayama, this is already the second investment in a Primera MC saddle stitcher within just six months. According to the Managing Director of Muller Martini Japan, the Primera MC is attracting great interest in general: “We had three projects before the fair, now it's eleven.”

Apart from the three machines, Muller Martini also presented its Connex data and process management system and the broad range of MMServices at its IGAS stand. ThePrimera MC and the Vareo were connected to Connex, making all job data available in real time. At the service level, Muller Martini presented its glue pot changeover program with the EVA gluing unit of a modular binder and the associated value retention of older perfect binder models.

*Find here more Impressions from IGAS*