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### MANUFACTURERS' CERTIFICATION

Successfully tested on a wide variety of digital printers, Convertible Solutions has been officially certified by HP-Indigo®.



### POST CERTIFICATION

Our mailing products are certified by the German post. For countries, where Convertible Solutions is officially distributed and local postal services don't issue official certifications, we offer post-compliant and tariff optimized products.

For further information and actual updates, please check our website. www.ConvertibleSolutions.com

This catalogue is printed on Mohawk Panoramic Papers.



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# **Product Overview**



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4 123 mm F

## Print today, fold today, mail today... now that's Fold 'n Go!

### **CONVERTIBLE SOLUTIONS**

< 125 min ≥

Convertible Solutions offers you the easiest and most beneficial way to produce Selfmailers on your digital press. This innovative solution, that meets the needs of digital printing, is called Fold 'n Go. Fold 'n Go is pre-converted paper that simplifies the creation of personalized, variable data print jobs that require perforations, envelopes, adhesives, die cuts or other complex conversions. The pre-converted paper of Convertible Solutions offers you a wide variety of templates — standard or individually designed — and the opportunity to produce Selfmailers without complex and time-consuming finishing!

#### WHAT IS PRE-CONVERTED PAPER?

Pre-converted paper eliminates post-converting processes such as gluing, perforating, scoring, envelope-converting and other complex finishing requirements. These features are in-position prior to printing, so after the personalized sheet comes off your digital press, the only steps required to finish the piece are trimming, folding and pressure sealing.

#### THE ADVANTAGES

After the job is printed you no longer need complex finishing equipment to complete your print jobs; the only post-press converting required is the traditional trimming, folding and pressure sealing the adhesives (in order to activate them). Convertible Solutions' revolutionary pre-converted products allow you to keep all of the post press finishing in-house, dramatically reducing waste, labor and transportation costs. The overrun to accommodate waste (especially for personalized variable data digital print jobs), consuming valuable time and profit, is now reduced to a minimum, compared to the traditional converting process.

With **Fold 'n Go** you reach a faster turn-around time, minimize variable data printing waste, eliminate post-press hassles, improve response time and add value to your variable data printing.

With our Fold 'n Go Selfmailers complex (short and long) runs are feasible, without any additional capital investment!

Convertible Solutions does not only provide solutions and ideas, but also volume to the press and profitability to printers. On the next pages you will find our European standard-products, available in sheet form (460 mm x 320 mm). In order to meet the individual needs of your customer, we also develop (together with you) unique "tailor-made" solutions and customized templates.

#### HIGH PERFORMANCE FOR YOUR MAILINGS!



#### **PERFORATION**

Facilitates detaching postcards, coupons, forms, fax reply sheets, or return envelopes.



### **SCORES**

They make folding easier and reduce the danger of cracks forming in the printed surface.



### **FOLDING**

Folding marks unmistakably indicate where the product must be folded.



#### **COHESIVE GLUE**

Mailings are closed by a cohesive glue which is an adhesive that is dry to the touch and, when lined up with the same glue, gets activated when pressure is applied.



### REMOIST GLUE

Gumming will adhere only after it has been moistened.



### **DIMENSIONS**

Overall and intermediate size specifications make it easier to configure layouts correctly and check for accuracy during printing.



### ADDITIONAL INFORMATION

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Our pre-converted sheets contain additional information such as layout marks, the name of the product, obverse and reverse indication, "do not overprint" instructions and a millimetre-scale alignment bar.

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4444 399 mm >





Format

Paper Configuration

Configuration Closure

Weight
Application option

235 x 125 mm (closed) 399 x 235 mm (open)

130 g/m<sup>2</sup>

3-directional letterfold suitable pressure sealing of flap

13 a

The Selfmailer Standard is an ideal direct marketing tool on which photos, texts, and design elements can be clearly arranged.

### Selfmailer Responsecard FG EU 3100





Format

Paper Configuration

Closure Extra

Weight Application option 235 x 125 mm (closed) 399 x 235 mm (open)

170 g/m<sup>2</sup>

3-directional letterfold suitable pressure sealing of flap detachable card (148 x 105 mm)

17 g

The Selfmailer Responsecard transports for example a perforated detachable invitation or postcard for ordering catalogues.

### Selfmailer Faxresponse FG EU 3200





Format

235 x 125 mm (closed) 399 x 235 mm (open)

(235 x 122 mm)

Paper 13

Configuration 3-directional letter

Closure Extra

Weight

Application option

130 g/m²
3-directional letterfold
suitable pressure sealing of flap
detachable large fax form

13 g

The detachable fax form offers generous space for requesting important information. May also be used for tickets.

### Selfmailer Coupon FG EU 3300





Format

Paper Configuration

Configuration Closure

Extra
Weight
Application

option

0

235 x 125 mm (closed) 399 x 235 mm (open)

170 g/m<sup>2</sup>

3-directional letterfold suitable pressure sealing of flap

10 detachable coupons

17 g

The detachable coupons may be used not only for discount campaigns but also for presenting new products in a way that is both entertaining and thrilling.





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< 125 min ≥





Format

Paper

Configuration Closure detachable return envelope with Extra

Weight

Application option

235 x 125 mm (closed) 399 x 235 mm (open)

 $130 \text{ g/m}^2$ 

3-directional letterfold suitable pressure sealing of flap

remoist glue

13 g

This Returnmailer is suitable for different applications, for example customer surveys, direct debit authorizations, conclusion of contracts or sweepstakes. It combines response and envelope in an effective way.

### Selfmailer Secure Standard FG EU 4000





Format

Paper

option

235 x 125 mm (closed) 399 x 235 mm (open)

170 g/m<sup>2</sup>

Configuration 3-directional letterfold Closure suitable pressure sealing of flap lateral adhesive strip, detachable Extra

Weight 17 g Application

A mailer for confidential matters. Ideal for transaction printouts.

### Double Thick Postcard FG EU 6000





Format

Paper

Closure

Extra

104 x 105 mm (4 cards, folded) 203 x 146 mm (2 cards, folded) Any other finished size is possible.

236 g/m<sup>2</sup>

Each sheet has cohesive on the back and a perf down the center. When folded, the sheet is pressure sealed

together to an impressive 472 g/m² card. Possibility of lamination or UV-Coating

3

depending of the format Weight

Application Twice the thickness of a typical "thick" card, catches the eye and fingers of your option prospects and dramatically increases

response rates.

### Double Thick Reveal Card FG EU 6100





Format Paper

Extra

212 x 125 mm (2 cards, folded)

270 g/m<sup>2</sup>

Closure Each sheet has cohesive on the back and a perf down the center. When

folded, the sheet is pressure sealed together to an impressive 540 g/m<sup>2</sup> card.

The card is die cut with a secure window. Possibility of UV-Coating to

add gloss and protection.

Weight 15 g

Application option

The removable front panel is a fun and interactive way to engage your customer and reveal announcements, pictures, photos, vouchers, invitations...





A printing and binding solution for creating publications which lay perfectly flat. Printed images can flow seamlessly over spreads to create stunning visuals and ensure perfect colour matching every time.

### CREATIVE END-USE APPLICATIONS

Photo-books, real estate/professional product catalogues, promotional/corporate brochures, calendars, music sheets, book/designer dummies, cook/child books, calendars, architectural drawings, conference notes/handouts/ packs and all communication tools where words and pictures combine...

### PRINTING & BINDING

Panoramic Papers are treated with Mohawk's exclusive i-Tone digital surface treatment - creating exceptional Electrolnk adhesion and reliable print performance.

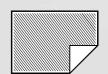
Mohawk Panoramic Papers feature, on the back of the sheets, TRU-Flat® binding technology from Convertible Solutions. This technology, based on pressure sensitive adhesives, is also applied on the Fold 'n Go Product portfolio. The cooperation and combination between Mohawk's i-Tone paper and Convertible Solutions' coadhesive glue technology results in the unique layflat solution "Mohawk Panoramic Paper".

Books and brochures made from Panoramic Papers can be produced on a wide range of binding equipment. All you need is a (rule/matrix) scoring device, a folder, a book jig (tool for collating and lightly tamping sheets into a book block), a book press (generating 20 ton of pressure) and a guillotine or 3-knife trimmer. The bindery workflow can be automated for higher volume production.

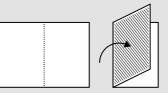
After printing, the pages are scored, folded, stacked and pressed together to form a series of two-page spreads without a gutter or seam to interrupt the images. An additional printed Panoramic sheet can be wrapped around the book block to form a simple soft cover or the finished book block can be case bound.

TRU-Flat® is a registered trademark of Convertible Solutions, Inc. See www.convertiblesolutions.com for more information.

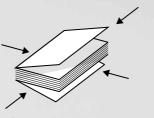
### **A Streamlined Process**



1. Print sheets on a digital printer



2 Score and fold



3. Collate sheets into a book block and apply optional end-leaf papers

### Convertible Solutions offers for Panoramic Papers a portfolio of premium paper in two ranges: Book block and End-leaf paper.

#### Mohawk Panoramic Papers: for book block pages

Mohawk Panoramic Papers feature superior surface characteristics for the reproduction of photography. They all feature extremely bright white shades, excellent image quality and strong environmental attributes including 100% PCW recycled fiber content. The paper is available in a variety of popular Mohawk i-Tone grades with TRU-Flat® cohesive applied to one side.

- Mohawk Panoramic Uncoated i-Tone 100% PC White, Smooth,  $148 \text{ g/m}^2$
- Mohawk Panoramic Uncoated i-Tone Crystal White, Smooth, 148 g/m<sup>2</sup>
- Mohawk Panoramic proPhoto Lustre White, 190 g/m²
- Mohawk Panoramic proPhoto Lustre White, 260 g/m<sup>2</sup>

### Mohawk Panoramic End-leaf Papers: for covers

Mohawk Panoramic End-leaf is a line of papers with high folding strength that will ensure a long-life for the finished book. They are available in two forms: ½ cohesive - ½ untreated or ½ cohesive - ½ pressure sensitive adhesive. The Graphic White shade is also treated for excellent imaging performance for printed designs and is suitable for printing on digital presses.

- Mohawk Panoramic End-leaf Graphic White, Vellum,
- Mohawk Panoramic End-leaf Graphic White, Vellum SG1-PS, 118 g/m<sup>2</sup>

### Mohawk Panoramic Book Block and End-leaf Papers may be used to produce Panoramic books in a range of trim sizes:



All sizes in millimeters. Options: 210 x 150 - 210 x 149, 210 x 148, 2 up 150 x 300 - 150 x 297

150 x 210 – 2 up 150 x 100 - 148 x 100, 149 x 100, 3 up

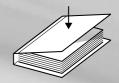


4. Bind sheets together under pressure



5 Trim book block

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6. Book assembly

√ 125 min +

MultiLoft® is the latest trademark of Convertible Solutions. This addition is the ideal blend of innovation and technology resulting in unique high-end printed products. MultiLoft® brings a new level of product diversity and enables to digitally print on up to 1300 g/m².

### MULTILOFT® OFFERS THE DIGITAL PRINT COMMUNITY NEW DIMENSIONS.

MultiLoft® is made using Convertible Solutions cohesive glue technology and leading premium paper for digital printing. This unique solution is ideal for social stationery, wedding announcements, greeting cards, business cards, event invitations or any digital print project where luxury and ultra-thick results are a must.

### PRINTING AND FINISHING

The MultiLoft® Sheets function similarly to the Double Thick Postcard. Each sheet is 325 g/m², or 270 g/m², with print surface on the top side and cohesive glue on the back side. After printing, in a standard digital press, the front and back sheets are assembled back to back. The pressure (no less than 3 ton) from the trimming clamp seals the sheets together to an impressive 650 g/m² card.

The MultiLoft® Inserts (325 g/m²) and the colored MultiLoft® Accents Inserts (270 g/m²) have cohesive glue on both sides. These inserts are designed to work in concert with the MultiLoft® Sheets. With MultiLoft® Inserts and MultiLoft® Accent Inserts, thickness layers are added by placing inserts between the MultiLoft® Sheets in order to create triple thick (up to 975 g/m²) or quadruple thick (up to 1300 g/m²) cards.

After assembly, the sheets can be trimmed in various sizes or die cut into specialty shaped cards.

 $325 \text{ g/m}^2$   $+ 325 \text{ g/m}^2 = 650 \text{ g/m}^2$   $+ 325 \text{ g/m}^2 = 975 \text{ g/m}^2$   $+ 325 \text{ g/m}^2 = 1300 \text{ g/m}^2$ 

print surface cohesive glue MultiLoft® Sheet 325 g/m² (UltraWhite, White oder 270 g/m² Lite Accent Opaque)

MultiLoft® Insert 325 g/m² (UltraWhite, White oder Accent Opaque)

MultiLoft® Accent Insert 270 g/m² (Black, Red, Orange, Yellow, Pink, Pastel Pink, Purple,

Blue, Turquoise, Green, Pastel Green)

# Convertible Solutions offers for MultiLoft® a portfolio of two paper ranges: Sheets and (Accent) Inserts.

#### MultiLoft® Sheets

MultiLoft™ Sheets are ideal for digital printing thanks to their consistency, uniformity and perfect print quality. MultiLoft® Sheets, with pressure sensitive cohesive on the back, are available in White, UltraWhite and Accent Opaque.

- FG EU 7100 MultiLoft® Sheet – UltraWhite, 325 g/m²
- FG EU 7110 MultiLoft® Sheet – White, 325 g/m²
- FG EU 7115 MultiLoft® Sheet Lite – Accent Opaque, 270 g/m²

### MultiLoft® Inserts und Accent Inserts

MultiLoft® Inserts (white) and Accent Inserts (colored) have pressure sensitive cohesive on both sides. Thickness layers are added by placing the MultiLoft® (Accent) Inserts between the MultiLoft® Sheets in order to create the sandwich effect: triple thick or impressive quadruple thick (1300 g/m²) cards.

- FG EU 7200
   MultiLoft® Insert UltraWhite, 325 g/m²
- FG EU 7210 MultiLoft® Insert – White, 325 g/m²
- FG EU 7215 MultiLoft Insert – Accent Opaque, 325g/m²
- FG EU 7220 FG EU 7291

Black, Red, Orange, Yellow, Pink, Pastel Pink, Purple, Blue, Turquoise, Green, Pastel Green, 270 g/m²

3



