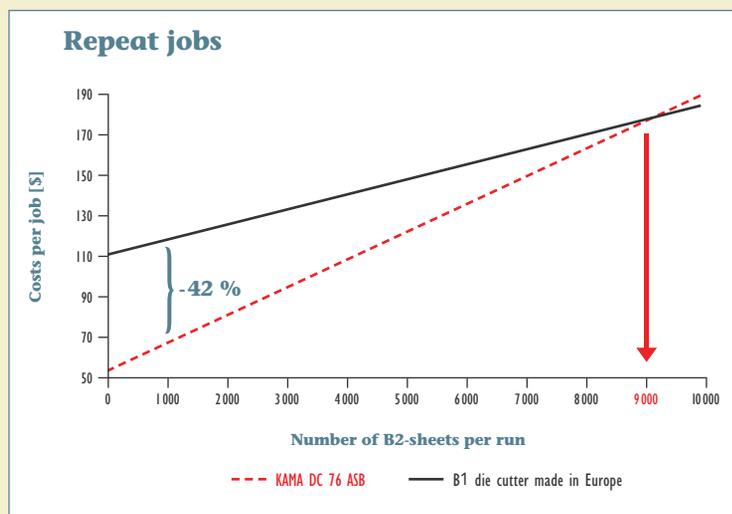


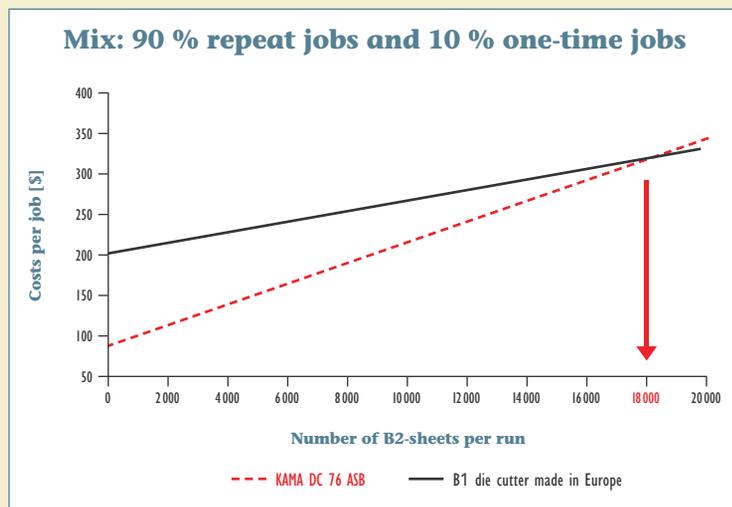
# A look at the break-even point.

## KAMA die cutting machines A cost-effective decision for short runs.

The trend in the packaging industry is towards shorter runs. In order to meet this increased demand for flexibility with minimal time losses and a high degree of efficiency, KAMA die cutting machines are fine-tuned to precisely these requirements.



Using of the KAMA DC 76 also makes good sense on repeat jobs. On an order with 2,000 sheets (up to 50,000 cartons depending on size) for example, the cost savings are over 40 %.



## The benefits to you of using a KAMA die cutting machine

- › The costs of cutting/creasing tools are on average 45 % lower for B2 sheets than for B1 sheets.
- › The KAMA machine does not require additional tools for stripping – saving several hundred Dollars per job order.
- › A B2 sheet has fewer blanks, for which reason alone it requires significantly less make-ready time.
- › In combination with the precision finished machine frame, the movable upper table further minimises make-ready work.
- › Many details: very good accessibility (e.g. foil threading), suction belt, pneumatic tool locking, compact design and construction.

## Break-even calculation

The comparison is between post-print finishing on a KAMA DC 76 ASB and on a conventional die cutting machine with stripping unit for the size of B1. The KAMA solution scores on account of not needing any stripping tools, the cutting dies being cheaper in the half-size format, the investment costs being lower and the KAMA machine being quick and easy to set up. The B1 die cutting machine offers advantages in terms of its higher basic speed and the 70 % increase in sheet size.

## The result speaks for itself

1. In the case of *one-time jobs* the significantly lower tool costs have a major impact and the break-even point is upwards of 90,000 sheets.
2. In the case of *repeat jobs* the tool costs are distributed over multiple jobs, but nonetheless the KAMA DC 76 ASB is more efficient in print runs of up to 9,000 sheets (up to 150,000 cartons). On short runs the KAMA machine offers cost savings of around 40 % (upper graph).
3. In the case of a *mix of 90 % repeat jobs and 10 % one-time jobs* the calculated break-even is at 18,000 sheets (lower graph).