

# AEROCUT X FEATURING INTELICUT™ by LYTROD™ SOFTWARE

## Customer Testimonial: AeroCut

I first started researching all in one finishing products a few years ago. From my research I found some that were low priced but didn't offer a range of finishing to those that were well out of my budget and exceeded my production needs. I started to get more serious in 2019 at the Minuteman Press expo. The AeroCut was on display and it's demonstration showed it was capable of achieving my goals and more. In one of the seminars Mike Jutt urged owners to add a finishing machine to each stores arsenal to increase productivity. In 2021 I had a lease expiring on one of my production printers and was in the process of planning to add another one for backup and to increase productivity, my main concern was producing too much and not being able to finish the work in a timely manner. I knew to grow my shop I had to add finisher or employee to keep up.

The decision was made to add another production printer and the AeroCut. Some of the reasons I chose the AeroCut over an employee were lack of people searching for bindery jobs, the increased cost of an employee over the AeroCut in the short and long term and the reliability and no need to train a finisher over a person. Since adding the AeroCut I have realized that was one of the best decisions on purchasing equipment I have made and one I wish I had made a long time ago. We are able to produce rush jobs that we would have had to previously turn down. I can have my bindery personal focus on other time consuming and detail oriented jobs over cutting business cards in the guillotine. The AeroCut has also taken time consuming jobs, like perforated tickets, that would previously take 3-4 hours to produce which now take about 45 minutes. Overall productivity, output and quality have greatly increased. This is something I hear from bindery and my customers.

The Intellicut software has made imposition a breeze and has reduced graphics time greatly when doing data merges compared to our previous methods. The software and hardware were easy to learn and the few times I had questions Lytrod and MBM were quick to respond with friendly and easy to understand solutions. Aside from my printers the AeroCut is the most valuable piece of machinery in my shop and one I wish I purchased years ago.

Thank you,

Brad Smith  
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