



WORLD CLASS
FOR YOU



LAMINATION



LAMINATION

It's all about growth...

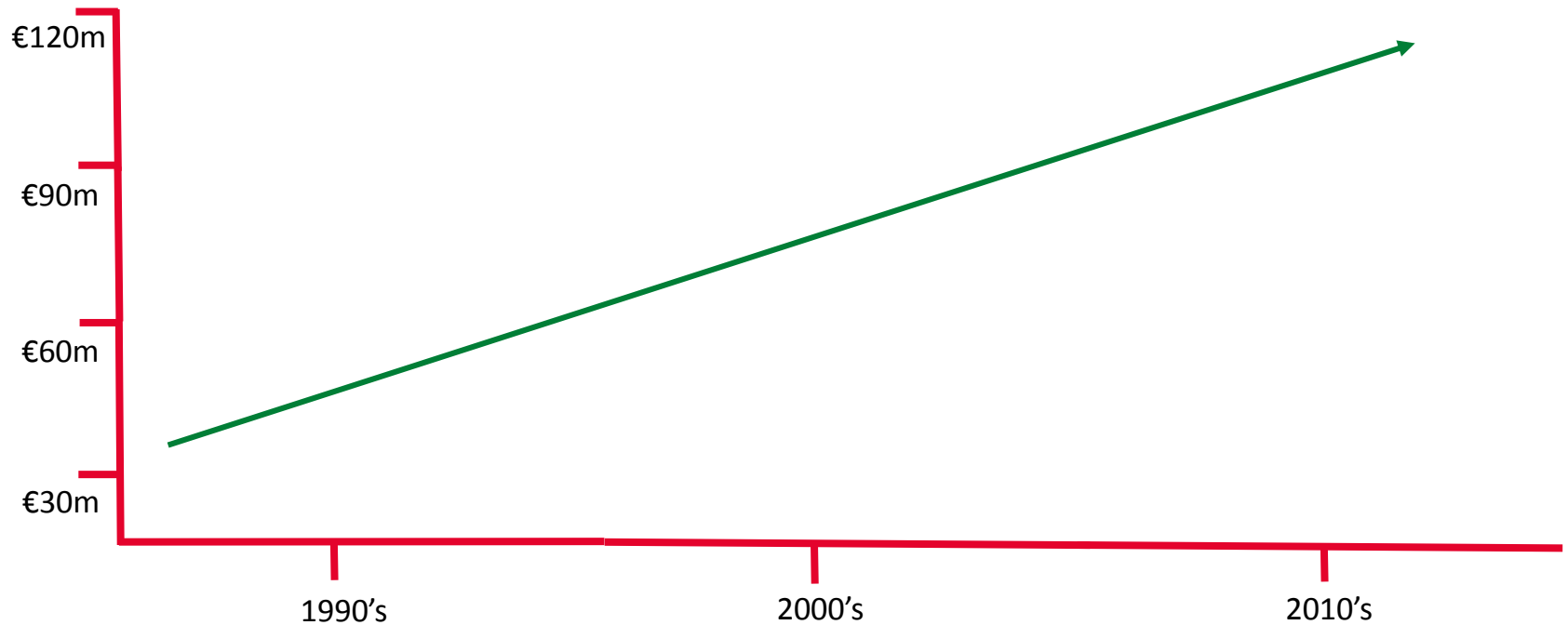
- As **digitalisation grows**, so does the **use of lamination**
- As **less printed material** is produced, what is **printed becomes more important**
- Laminates are ideal for **protecting, preserving and enhancing printed information** like **signs, posters, schedules, teaching aids, plans, sales materials** etc.
- With machine sales comes the opportunity for **on-going sales of consumables**
- The **European market** is now estimated to be **worth over €132m**



LAMINATION

It's all about growth...

The market has grown consistently over the last three decades...



Illustrative only

LAMINATION

It's all about growth...

... driven by product innovation, focusing on **consumer frustrations**

1990's: Key Consumer Frustrations

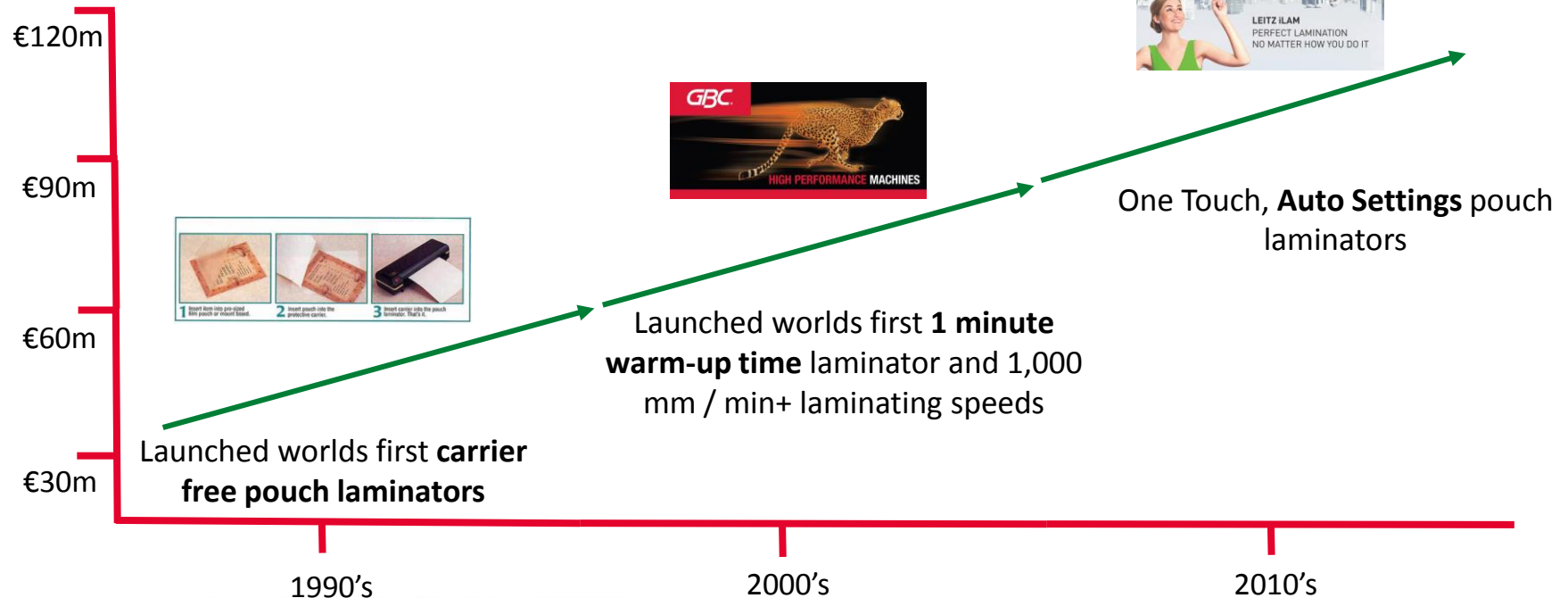
- # 1. Slow **warm-up time** (5 minutes+)
- # 2. **Time taken to laminate** a single pouch (1 minute+)
- # 3. Selecting **machine setting** for a pouch (heat adjustment)
- # 4. Using a **Pouch Carrier** (to protect the pouch in the laminator)
- # 5. **Loading documents** into pouches (difficult to line up)



LAMINATION

It's all about growth...

... driven by product innovation, led by ACCO Brands



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LAMINATION

It's all about growth...

...Where next?

- **Few traditional office product categories** offer genuine **long-term growth potential**
- **Shredding** is one, thanks in part to **GDPR**
- **Laminating** is another, driven by its **breadth of application**, including **signage**
- With the **focus on shredding** with GDPR, **recent growth in the lamination market has slowed**
- However, **ACCO has the range, expertise** to **reignite growth**
- We continue to **investment in product development** and genuine **innovation**



ACCO Brands EQUATION

- + Understand consumers needs
- + Understand consumers frustrations

=

Address these needs generating INCREMENTAL DEMAND



STIMULATING MARKET GROWTH

Addressing key consumer frustrations...

Pouch Lamination



Simple
Fast
Productive



STIMULATING MARKET GROWTH

Addressing key consumer frustrations...

Floor Cleaning

... game changing innovation



Broom

- Hard work!
- Limited results



Hoover

STIMULATING MARKET GROWTH

Addressing key consumer frustrations...

Shredding

... game changing innovation



Spend 98% less time shredding!



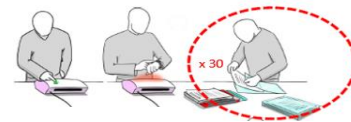
LAMINATION

Key Consumer Frustrations...

1. **Loading** a document into a pouch is **difficult, time consuming**, and can be **very frustrating**...



- First you have to **find a pack of pouches**
- Getting a single pouch out of the pack can be fiddly
- Then **loading and aligning a document into the pouch** is not easy. Sometimes multiple attempts are needed to get it right and if you don't get it right you can ruin the finished laminate.



LAMINATION

Key Consumer Frustrations...

2. The **time it takes to feed the loaded pouches through the laminator**, which is particularly frustration when you have multiple documents to laminate...



- You have **stand or sit by the laminator**, feeding the loaded pouches in one by one
- You need to **wait for one pouch to be laminated** before feeding in the next



STIMULATING MARKET GROWTH

Addressing consumer frustrations...

Lamination

... game changing innovation



Pouch Laminator



Automatic Laminator



Save 98% of your time laminating!



GBC FOTON 30 AUTOMATIC LAMINATOR



FOTON

It is the basic unit that makes up all light.
It travels at a speed of 300.000Km/s



HOW IT WORKS: FILM CARTRIDGE SYSTEM

- **Patented cartridge system** with auto threading ensures film is installed quickly and easily
- **System detects film type** and **automatically adjust settings** for optimal performance



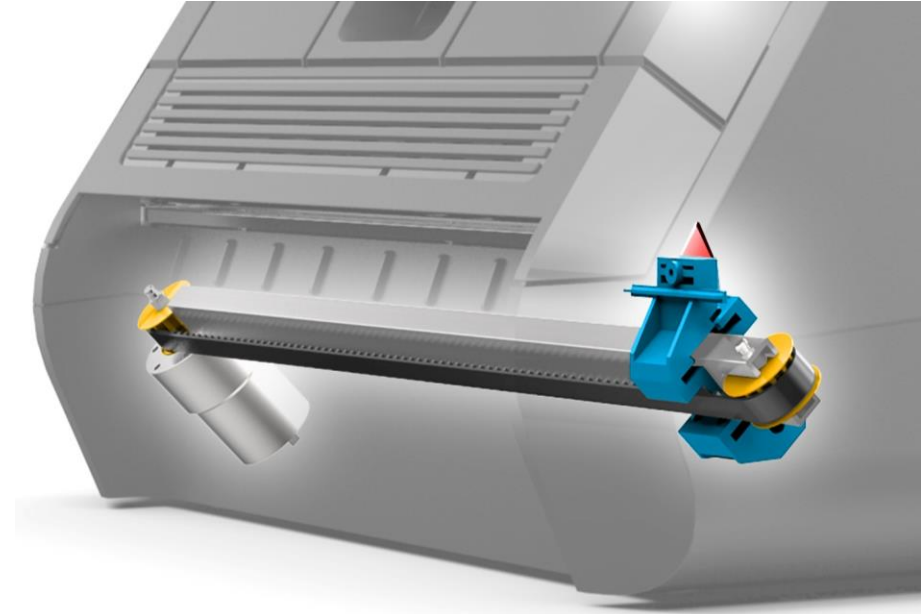
HOW IT WORKS: AUTOMATIC FEEDING



- Auto feed up to **30 documents** (60-120gsm)
- **Integrated Deskew** insures document **alignment**
- **Feeder starts automatically** following warm-up

HOW IT WORKS: AUTOMATIC FINISHING

- **Optical sensors** provide precise document tracking
- **Single-cut operation** optimizes the film usage
- **Precision borders**, accurate within 2mm



HOW IT WORKS: SIMPLE USER INTERFACE

- Simply **press Power**, then Run, and **you're done!**
- **Manual feed mode** for heavyweight paper stocks (120gsm to 250gsm)
- **Manual feed** and **manual cut mode** for non-standard, odd shaped documents
- Indicator **lights show when film is low** and the cartridge needs changing



WHAT IT DELIVERS: HIGHEST QUALITY OUTPUT

- Internally **heated four roller system** delivers quality flat output



WHAT IT DELIVERS: 98% TIME SAVING

Simply Load, Press and you're Done.

- **Feeds, laminates and trims** at touch of a button
- **Easy to change** Cartridge
- A great **user experience!**



SAVE 98% OF YOUR TIME LAMINATING

Simply Load, Press and you're Done.

- **Independently validated by Buyers Lab (BLI)**, the global document imaging industry's resource for unbiased, reliable product test data.
- On average, test users took **98.8% less time** to laminate **30 documents***¹ when using **the new GBC Foton 30** compared to a conventional high speed pouch laminator*².



*¹ in 75 micron film

*² GBC Fusion Plus 7000L Pouch Laminator

TARGET CONSUMERS



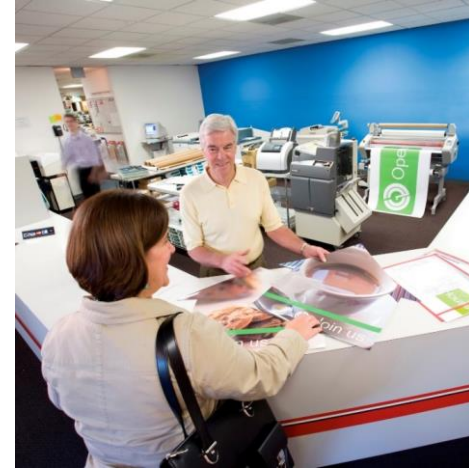
Corporate

- Departmental
- Print rooms
- Facilities Management



Education

- Saves time for scarce resources, Teachers, Office Admin etc.
- In schools, colleges and universities



Print Shops

- Walk-up copy Shops
- Retail print providers

CONSUMER VALIDATION

Field Test Feedback

Overwhelming positive results:

Users gave best possible rating and expressed definite intention to purchase when available



Print shop

"Better quality than a pouch laminator and saves me time. It's a machine you don't need to babysit." Bob Deal, Assistant General Manager

Retail Flooring Company

"I'm in love with it. It saves time, isn't bulky, and is easy to use." Tina Randle, Pricing Manager

Print and Mailroom Operation

"I despise lamination. It used to be a chore, this changes that." Jack Christmann, Site Manager



GBC FOTON 30 AUTOMATIC LAMINATOR

Save 98% of your time laminating



Item No
4410011

Description
Foton 30 Automatic Laminator EU / UK



Item No
4410012
4410018
4410013

Description
Foton Cartridge 75mic A4 (250)
Foton Cartuccia 100mic A4 (190fg)
Foton Cartridge 125mic A4 (150)

Width
306mm
306mm
306mm

Length
56,4m
42,4m
33,8m



GBC FOTON 30 AUTOMATIC LAMINATOR

Communication Support

- Consumer Ads
- Catalogue DPS
- Trade adverts
- Web Banners
- Product copy
- Product images
- Sell in Video
- Consumer Video



CONSUMER ADVERTS

AUTOMATIC LAMINATION
SAVE 98% OF YOUR TIME

LOAD PRESS DONE

GBC Foton 30. The World's first fully automatic office laminator.

For perfect laminated documents time after time, in no time. It's like having an extra pair of hands in the office. Save 98% of your time laminating - Simply Load, Press and you're Done. It laminates, you get on with your life.

www.gbc.com

Work.Finished.

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- It laminates, you get on with your life.



CATALOGUE DPS

AUTOMATIC LAMINATION

SAVE 98% OF YOUR TIME

Auto Feed Laminator

GBC Foton 30

The World's first fully automatic office laminator

For perfect laminated documents time after time, in no time. It's like having an extra pair of hands in the office. Save 98% of your time laminating – it laminates, you get on with your life.

LOAD

PRESS

DONE

Automatically feeds, laminates and trims 30 A4 documents at a time at the touch of a single button. No more time wasted loading pouches and feeding them one by one into the laminator

• **GBC Foton 30 Automatic Laminator**

- Automatically laminates 30 A4 documents at a time
- Automatic auto feed paper alignment for perfect laminated documents every time
- Manual lamination mode for heavy weight paper or non standard shaped documents, up to 250gsm
- Intuitive control panel allows easy switching between automatic and manual mode settings
- Low film indicator light to let you know when cartridge needs replacing

Code	Description
441001CH	Foton 30 Automatic Laminator

• **GBC Foton 30 Film Cartridge**

- Easy load 75 micron gloss film cartridge will laminate up to 250 A4 documents
- Easy load 125 micron gloss film cartridge will laminate up to 150 A4 documents

Code	Description
4410012	GBC Foton 30 Film Cartridge 75 micron Gloss
4410013	GBC Foton 30 Film Cartridge 125 micron Gloss



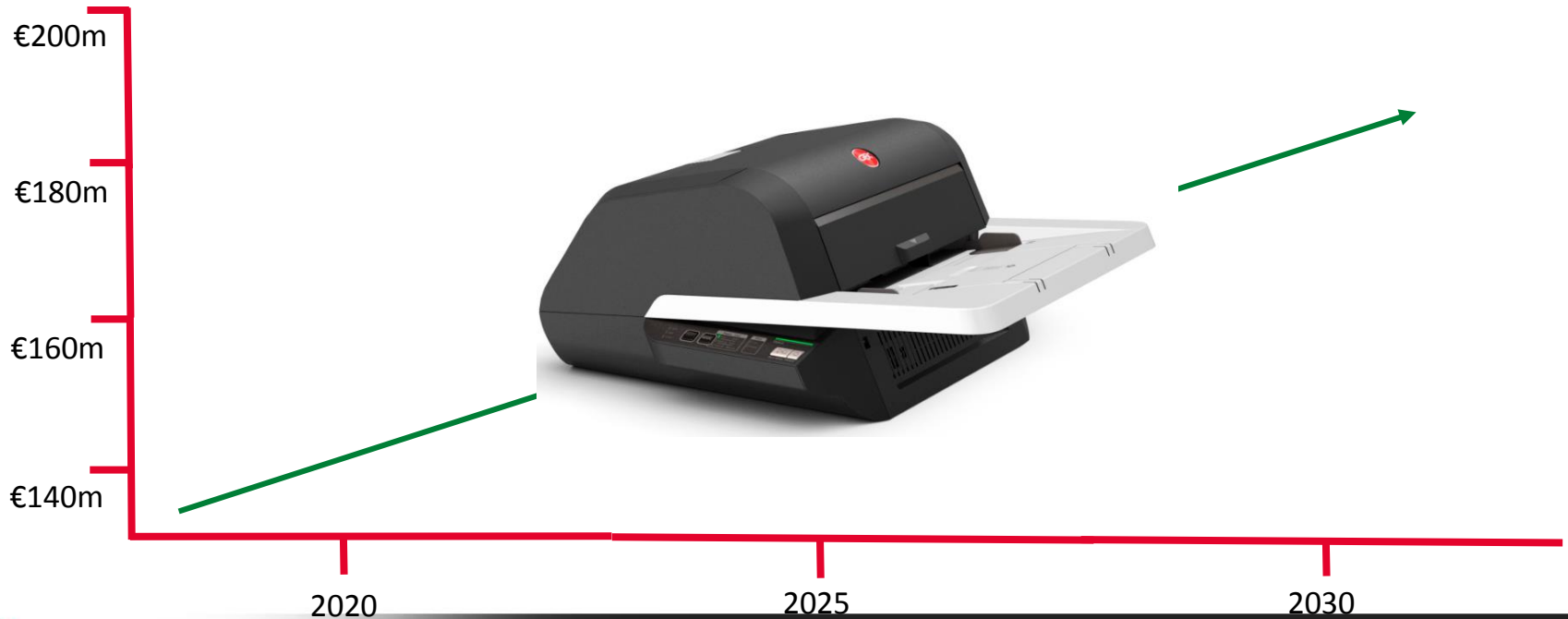
PRODUCT IMAGES



LAMINATION

It's all about growth...

Automatic lamination will stimulate significant category growth



Illustrative only

THE WORLDS BEST LAMINATION RANGE

Automatic Laminator



Cartridge



Pouch Laminators

Pouches

LARGE OFFICE

OFFICE

SOHO



New 2018



Refreshed 2017



Refreshed 2016



EZ-In

Matt

High Speed



New 2018



New 2017



New 2016



UDT

Signage

Punched



PARTNER WITH THE EXPERTS - ACCO BRANDS

- The **world's best lamination range**
- Covering **all market sectors**
- Meeting all **your requirements**
- Exceeding all **your consumers expectations**
- With **game changing innovation** we're committed to growth
- Choose to partner with ACCO as your Category Captain, and together we will grow your business



ARE YOU READY TO GROW TOGETHER WITH US?





WORLD CLASS
FOR YOU

