**CUSTOMER TESTIMONIAL**

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**"A Game-Changing Experience" – Qualvis doubles down on success with twin BOBST NOVACUT 106 E machines**

When it comes to introducing new machinery into a business, simplicity and support are key. This is what Qualvis found when it decided to partner with the leading Swiss packaging technology company BOBST on upgrading its die-cutting equipment.

After a two-decade-long relationship with its previous equipment supplier, Qualvis felt the need to explore innovative solutions in the market. Intrigued by BOBST's industry reputation as a reliable converting equipment provider, Qualvis promptly agreed to visit BOBST's state-of-the-art demo centre.

The hands-on experience at BOBST's demo site was nothing short of transformative for Qualvis. So impressed was the team with the BOBST NOVACUT 106 E - a die-cutting machine known for its versatility and efficiency - that it opted to acquire not one, but two of these machines simultaneously. Additionally, Qualvis invested in BOBST's platen condition kit, empowering its operators to maintain peak performance levels.

Marcus Short, Joint Managing Director of Qualvis, praised BOBST's transparent and thorough approach. "BOBST's demo centre allowed us to rigorously test the machines, and having tested two challenging jobs, they passed with flying colours. The entire process reaffirmed that we were making the right choice."

The NOVACUT 106 E offers converters a world-leading system capable of delivering both productivity and versatility without compromise. The operator-friendly machine ensures great product quality while helping converters save time and money, with a high level of automation increasing uptime and precision. Combined with access to BOBST tooling solutions, and the service and spare parts networks, the NOVACUT 106 E offers a truly agile solution.

Qualvis has also benefited from training provided by BOBST. Having never taken part in official training before, Qualvis operators were each doing everything slightly differently. BOBST also provided invaluable training to Qualvis operators, standardising procedures and introducing new areas of expertise like zonal patching and regular maintenance. As a result, Qualvis has already begun to experience remarkable efficiency gains.

“At the demo centre we saw that even our difficult jobs could run at top speeds on the BOBST machines – we’re really hitting those top speeds in the manufacturing environment,” said Short. “We can’t fault the quality of the machines. They look absolutely fantastic in our company.

“The due diligence of BOBST is encouraging so we know we’ll be choosing the right machine for our company. We know that they’re trustworthy and we won’t be over-sold. We feel like it’s a much better customer-supplier relationship than we’ve ever experienced before.”

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**About BOBST**

We are one of the world’s leading suppliers of substrate processing, printing and converting equipment and services for the label, flexible packaging, folding carton and corrugated board industries.   
Founded in 1890 by Joseph Bobst in Lausanne, Switzerland, BOBST has a presence in more than 50 countries, runs 19 production facilities in 11 countries and employs more than 6 100 people around the world. The firm recorded a consolidated turnover of CHF 1.841 billion for the year ended December 31, 2022.

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