

# Nitecrest and Kern 91



## Customer Success Story

**Leading plastic card manufacturer Nitecrest has invested in a new state-of-the-art plastic card affixing machine to increase productivity and capacity.**



The Kern 91 machine acquired from Kern, has provided Nitecrest with a solution which allows for accurate attachment of a card to a carrier.

The machine, the first of its kind to be installed in the UK comprises a full-colour CMYK printer for white paper cut sheet processing, high-speed integrated sheet feeding and folding technology, devices to read all necessary code types on the carriers, four high-capacity insert feed stations, document grouping capability, envelope inserting and sealing mechanism, and PCL production control reporting software for time and date-stamped audit trail.

This fully integrated affixing system has a high-speed inline sheet feeder that can read and decode various code types using a magnetic stripe reader or a CCD camera for OCR, 2D, and 1D card reading. The single-run processing solution will facilitate Nitecrest's need to process both short run complex daily production and large batch work efficiently. It was particularly suited to their requirements because of its ability to

provide a camera audit from start to end which ensures Nitecrest and its customers receive a secure and reliable service.

Processing over one billion cards a year, Nitecrest is focussing on ensuring accuracy; with the Kern 91, it will enable them to track the entire affixing process from start to finish. Sensors are positioned at each stage of the channels to detect and track each card, carrier sheet and ultimately, the completed pack. A variety of insert types can be processed from the four servo controlled high capacity feeders where inserts are added to the card-affixed pack on either a selective or fixed count basis. This enables Nitecrest's customers to amalgamate a range of business collateral with plastic cards including terms and conditions, promotional leaflets and communications.

The affixed pack is enclosed using the same technology that Kern delivers to their high volume transactional sector customers. This unique to Kern envelope pocket inserting technology

ensures the card affixed pack is fully protected throughout and more particularly at the point of insertion with a patented to Kern packing pocket design which reduces the potential for spoils and remakes. For card production and processing, this is an essential benefit to ensure all contractual service levels and internal key performance indicators will be fulfilled at all times, and the cost per piece is kept to a minimum.

Kern, a company with a time-honoured reputation for innovation in mailing and packaging systems, worked with Nitecrest to provide a solution that would eradicate the need for the pre-printing of letterheads or the manual loading of cards and carriers onto a conveyor.

Kern's CEO, Peter Jolley: "Every element of Nitecrest's current and known future requirements around this project were identified and worked through in granular detail. We developed a clear understanding of the business drivers behind this investment which in turn allowed us to build a fit for purpose solution that catered for the exacting needs of Nitecrest's complex production. Our combined objective



### Kern AG

3510 Konolfingen  
Switzerland

Phone +41 31 790 35 35  
info@kernworld.com  
www.kern.ch

Your technology partner | **kern**

# Nitecrest and Kern 91



## Customer Success Story

was to provide Nitecrest with a unique and valuable offering in card production and processing within the financial market sector, and I truly believe we have achieved this. We recognised the necessity for a machine that provides more than simple card affixed output, and the Kern 91 solution was chosen as the perfect offering to meet Nitecrest's current and future requirements. The machine features state-of-the-art servo and device control technology and a card pick-and-place robot system from Epson that delivers unseen before accurate and flexible card placement and positioning. Kern is looking forward to being part of Nitecrest's future successes in what is already a successful and meaningful partnership between the two organisations. It has been a genuine pleasure to work with the Nitecrest team who have proven to be extremely knowledgeable and professional throughout. We look forward to working with them in the future to provide additional solutions and services."

A key draw of the machine for Nitecrest was its seamless ability to eliminate errors at the attachment stage; it reads the code on the card, matches it to the corresponding carrier and inserts it into an envelope. A tele-camera will monitor the process and confirm the correct number of cards are attached, and the comprehensive audit trail ensures data accuracy and security.

Sales Director, John Hart, commented: "It is a priority for Nitecrest to ensure our customers receive an integral system that is not subject to human error. This has become of increasing importance to the business following our

expansion into the financial market whereby we provide institutions with prepaid, secure-pack, MasterCard and Visa cards. The Kern 91 machine is an exciting addition to our current manufacturing infrastructure and will certainly enhance our ability to fulfil both large and small scale production requirements thanks to the 4000 pieces per hour output. We have a longstanding awareness of the impressive reputation of Kern and its machinery, and as soon as we were in a position to invest, they were our first port of call. We believe our investment in this technology will enable us to achieve higher accuracy and productivity as well as an increase in capacity. All of this will contribute to Nitecrest remaining a cost-competitive and fully capable plastic card solution provider to new and existing customers."

Kern was also able to offer a fundamental benefit to Nitecrest in the form of scalability. The machine's modular design can accommodate growth as it allows for further functions to be added to it when necessary. With the plastic card industry constantly being redefined by technological and digital advancements, it is fundamental that Nitecrest is flexible and responsive to remain key players. Kern was also able to offer a fundamental benefit to Nitecrest in the form of scalability. The machine's modular design can accommodate growth as it allows for further functions to be added to it when necessary. With the plastic card industry constantly being redefined by technological and digital advancements, it is fundamental that Nitecrest is flexible and responsive to remain key players.

## About Nitecrest

Nitecrest Limited is one of the leading specialist printers of Gift, Payment, Loyalty and Phone Cards in the world today, supplying paper, board and plastic cards. The Factory - over 140,000 square foot with a current group staff of over 300 - handles all production under one roof in a fully secure environment.

Nitecrest was established by Chairman R. A. Hart along with Managing Director R. M. Hart and Sales Director J. M. Hart. All three directors have been involved in running companies in the plastic card industry since its launch in 1985. This vast knowledge of the card business & mail fulfilment industry along with their dedication and expertise has created a company that is now the world's independent leader.

Continued investment in the latest technology ensures customer satisfaction in producing a quality and competitive product, delivered within the required timescales agreed.

Dedicated account handlers are supported by an experienced production team working to the highest standards. Total commitment to their clients is the core of Nitecrest's business and success within this growth market.

[www.nitecrest.com](http://www.nitecrest.com)

**nitecrest**  
The World's Leading Card Manufacturer

## Kern AG

3510 Konolfingen  
Switzerland

Phone +41 31 790 35 35  
[info@kernworld.com](mailto:info@kernworld.com)  
[www.kern.ch](http://www.kern.ch)

