

FinishLine.

■ **Gazette Printing**

Streamlining labor resources with new automated AFC-746F B1 Pallet-Feed Folder

■ **3A Press**

Increasing productivity with bindery powered by Standard Horizon folding and perfect binding

■ **Darwill**

Leveraging new Hunkeler Generation 8 to maximize advantages of inkjet



Hunkeler and Horizon Deliver Bindery Efficiency at BIP Printing Solutions.

See details inside...

Contents

Welcome

Customer Snapshot

- 3 Horizon AFC-746F B1 Pallet-Feed Folder replaces manual folder at Gazette Printing and significantly increases productivity

Customer Profile

- 4-5 BIP Printing Solutions utilizes Hunkeler Roll-to-Cut/Stack line and Horizon BQ-470 Perfect Binder to maximize book production

Customer Snapshot

- 6 In-line finishing with Hunkeler Generation 8 improves inkjet quality, productivity at Darwill

Innovationdays 2019

- 7 13th anniversary of event features world premiere of multi-purpose Hunkeler/Horizon finishing line

Customer Snapshot

- 8 3A Press achieves exceptional productivity with Horizon systems

On the Cover

BIP Printing Solutions
Beachwood, OH



(Left to Right)
David Keiger, Production Manager
Joe Dambrogio, General Manager
Mat Sell, Print Shop Associate

Publisher:
Standard Finishing Systems
10 Connector Road
Andover, MA 01810
Tel. 978-470-1920

Challenges Lead to Opportunities!

While the print industry continues to evolve and flourish, it's not without its challenges – or as we like to say, opportunities. Today's printers face pressing workforce issues and downward pressure on run-lengths. The pool of skilled workers to recruit from is shrinking as more experienced bindery staff age-out, and customers want shorter runs, print on-demand and fast-turnarounds. Throw in higher press speeds, demands to run heavier and lighter-weight stock, and increased variability and it's clear that today's finishing has to be faster, better, and smarter than ever before. Fortunately, we have good news to share!

Inside this issue, we highlight four customer success stories from printers who solved one or more of the challenges above with Hunkeler and Horizon solutions from Standard. In our feature article, BIP Printing Solutions increases capacity with an in-line Hunkeler system for book block production paired with near-line Horizon perfect binding and trimming. The new configuration allows BIP to bring all of its work in-house and move to a more profitable on-demand production model.

Impressed with the easy set-up and operation of their first Standard Horizon solution, 3A Press adds Horizon folding and perfect binding to the mix, saving time and increasing efficiency through automation. Meanwhile, the new Horizon B1 Pallet-Feed Folder at Gazette Printing is outperforming the company's previous folder three to one under the operation of a first-year bindery employee.

We are also excited to announce the first U.S. installation of our Hunkeler Generation 8 modules paired with the Canon ProStream 1000 Press at Darwill. The company specifically needed a finishing solution that could keep up with the rated speed of the new press as well as handle heavier stock requirements and Hunkeler delivered. Check out photos and videos of this new Gen8 technology as displayed at Hunkeler Innovationdays on page 7.

Enjoy this issue and thanks for reading!

Doug Reny (Right)
Vice President of Operations

David Reny (Left)
Executive Vice President

Steven Reny (Center)
President



"With experienced employees hard to come by, not only do we no longer need to depend on an aging workforce, but we've significantly improved productivity."

Mark Goodwin, Gazette Printing



Bindery Operator Glen Cooke (left) and Production Manager John Chereski run a signature application on the Standard Horizon AFC-746F at Gazette Printing.

Easthampton, MA printer addresses labor concerns in the bindery

Automated Folding Eliminates Bindery Worries for Gazette Printing.

AFC-746F B1 Pallet-Feed Folder outperforms manual equipment and delivers ease-of-use and productivity.



Mark Goodwin, President and Owner

The East Coast's oldest continually operating printing company – also probably the oldest in the U.S. – reflects the old saying, "A rolling stone gathers no moss, but it gains a certain polish." Gazette Printing is under family ownership, and its current owners, Mark and Paula Goodwin, have been busy making sure their business has that polish. "At the time we purchased the company in 2006," Mark Goodwin says, "we were running a lot of older equipment, so we have been updating our prepress and production operations."

One area that still needed attention was the bindery. Goodwin points out that experienced bindery employees are hard to come by, and there is a very competitive market for their services. "Good bindery people know they can jump ship and go to another company for more money," he says. "If you only have one or two bindery workers and one or both leave, it puts you in a bind,

so to speak, especially if you are a one-shift 40" operation like we are."

Gazette had been running traditional manual buckle folders with a 20-year bindery veteran. "We had redundancy in the press room," Goodwin says, "but not in the bindery. If you can't get the work out the door because of bindery bottlenecks, you have a real problem. And

people want a three-day lead time, so there is not much room for error."

Goodwin was concerned about these issues when Standard Finishing approached him about a year and a half ago, guaranteeing they had the premier, fully automated B1 cross-folder that money could buy, outperforming others. "I was hesitant," he says. "It was a big investment and at the time, I was getting the work done. But I visited their Boston demo center and liked what I saw. They proved to me that the AFC-746F Folder would outperform manual equipment three to one. In other words, this folder can do with one operator what it would take three operators to achieve in a day shift. The level of automation exceeds anything else out there."

Not only that, but Standard also promised that anyone from anywhere in the organization could easily be trained

to operate the AFC-746F, even if they have never done a fold in their life. "Based on what I saw," Goodwin notes, "I decided to make the leap. Coincidentally, while I was in the decision process, I received a resume from a local company that produced web forms, a prepress person that was looking for a job. I told him about the potential investment, that I liked the machine but didn't have anyone to operate it. He was game, so I hired him; and that was the final piece of the decision puzzle."

The AFC-746F has fully lived up to its promises, according to Goodwin. The new staff member, who had been doing estimating at his previous company, went through Standard's training program and became the company's lead bindery operator within 90 days.

"Not only do we no longer need to depend on an aging workforce," Goodwin comments, "but we've significantly improved productivity. Instead of being a worry, bindery has become a secondary thing, dependable and not a concern anymore. We can now fold 20,000 16-page signatures in one and a half hours, and it's no big deal. We provide fewer overs and have never come up short on a job; in fact, we typically have sellable work within three or four sheets out of the machine. The AFC-746F is worth its weight in gold, and I can't say enough good things about Standard's service. If you are a 40" shop, you would be crazy not to have this folder!"

Next up: Goodwin is planning to go back to Standard to explore what they have to offer in automated perfect binders!

Finished book blocks for binding

The integrated solution at BIP begins with the Hunkeler Unwinder into the Canon ColorStream Press. Hunkeler finishing on the back end includes the CS6 High Speed Cutter, Perforation Unit, and SE6 2-up Offset Stacker — allowing BIP to go from roll to finished book blocks seamlessly in one process at full press speed.



With a new press and in-line Hunkeler finishing, BIP has significantly ramped up its production. They anticipate producing about 450,000 perfect bound books in 2019. Using three or four rolls of paper per day, an equivalent of about 300,000 sheets, the Standard Horizon BQ-470 Perfect Binder with HT-80 Trimmer (far right) can handle that volume with room to spare.



A subsidiary of Simple Solutions in Beachwood, OH

BIP Printing Solutions Achieves Bindery Efficiency with Hunkeler and Horizon Finishing.

In-house operation eliminates outsourcing while adding capacity to support a trade printing business.



(Left to right) David Keiger - Production Manager, Mat Sell - Print Shop Associate, and Joe Dambrogio - General Manager stand beside the Standard Hunkeler Roll-to-Cut/Stack line. Stacked output from the Hunkeler line is ready for binding on the Standard Horizon BQ-470.

Solutions. "We installed both color and black & white sheet-fed digital toner-based presses, and that allowed us to produce about 70% of our work in-house. But we wanted to bring everything in-house and have additional capacity to support a trade printing business as well, so we began looking at production inkjet as a solution."

As a result of its due diligence, BIP Printing Solutions chose a Canon Océ ColorStream 3900 color inkjet digital press to replace its sheet-fed toner devices. "At the time we purchased our ColorStream, we also considered what finishing we needed. The bindery has always been a bottleneck for us, and this was our opportunity to rectify that. If you have 3,000 unfinished book blocks and it takes you three weeks to get them out the door, that's pretty useless."

Dambrogio relied on the advice of his Canon sales representative to recommend a solution to create book blocks in-line with the Canon ColorStream. "Our rep told us that the Hunkeler Roll-to-Cut/Stack line was the ideal solution for our needs, and we've

been very happy with that. It delivers perfectly cut book blocks that are ready to be perfect bound. And it

includes a perfining unit as well as the slitter and stacker, ideal for our workbooks." The integrated line allows BIP Printing Solutions to go from roll to finished book blocks seamlessly in one

process at full press speed.

BIP had two older perfect binders that required manual set-up. "With our existing configuration, we had two people binding our workbooks off-line for 12 hours, and we could produce about 2,000 perfect bound books per day," explains David Keiger, Production Manager. "There was no way this would keep up with the output from the ColorStream and Hunkeler line."

After considering their options, BIP decided to acquire a Standard Horizon BQ-470 Perfect Binder and an HT-80 Three-knife Trimmer. "With our new press and Hunkeler in-line finishing solution, which was installed in March of 2018, we significantly ramped up our production," Keiger says. "We will produce about 450,000 perfect bound books in 2019. We use three or four rolls of paper per day, an equivalent of about 300,000 sheets, and the Standard Horizon perfect binding configuration can handle that volume with room to spare."

Now, BIP Printing Solutions only requires one person in its bindery for an 8-hour shift and can produce upwards of 4,000 bound books during that shift. "Our previous perfect binders were dated when we got them," Keiger explains. "We had a ton of waste and downtime. By replacing those two perfect binders with our new Standard Horizon perfect binder and trimmer, not only did we significantly increase our capacity, but we cut that waste and downtime. With our

older systems, some days we couldn't bind at all because the machines were down and could take a couple of days to get back up. Now we don't have that problem at all. In fact, we hardly see our Standard Horizon service technician! We get quarterly preventative maintenance service calls, and other than that, we have no issues. It's a very efficient bindery operation now that our finishing can keep up with our ColorStream press."

Dambrogio adds that "the quality of the binds is far superior as well, and that was also a consideration in our decision. With our previous perfect binders, we had weak binds that resulted in pages falling out of the books. Plus, with toner-based printing, the fuser oil also affected the quality of the binds. We are now able to provide a much more reliable product to our customers."

According to Keiger, another productivity factor is the fast set-up on the Standard Horizon BQ-470. "Before, we had a bunch of handwritten settings that the operator had to enter manually. And it also required adjustments once we started running to get everything just right. That took 15 minutes or so. Now it's just a minute to set up the BQ-470 using templates."

The other benefit BIP Printing Solutions enjoys from bringing all of its work in-house is printing exactly the amount of workbooks needed, on demand. "Before, we were using an outside offset printer with a minimum order



quantity which required us to order more books than we needed to get to the right price break. The financial benefits of printing and finishing on demand are significant."

Now that BIP Printing Solutions has its new configuration in place, the team is looking to grow its business by sourcing perfect bound work from other printers in the area. "We have the extra capacity to do that," Dambrogio says, "and we are already starting to see more outside work come in. We're extremely pleased with our investment decisions. It's an exciting time to be at BIP Printing Solutions!"



A subsidiary of Simple Solutions, BIP Printing Solutions was established four years ago as an in-plant producer of Simple Solutions' educational curricula. Master Teacher Nancy McGraw, with more than 20 years of experience in a wide variety of subject areas, created the Simple Solutions approach to help students experience success in mathematics. With a growing number of educators wishing to take advantage of

her curricula, McGraw met that demand by outsourcing printing through her company, Bright Ideas Press.

"About four years ago, a vendor approached us about producing our Simple Solutions perfect-bound educational workbooks in-house," explains Joe Dambrogio, who became General Manager of the resulting in-house print operation, BIP Printing

One person can now produce upwards of 4,000 bound books in an 8-hour shift.

With its new configuration in place, BIP is looking to grow its business by sourcing perfect bound work from other printers in the area.





Darwill installed a Hunkeler UW6 Unwinder on the front end of its new ProStream 1000 Press. On the back end, the DP8-II Dynamic Perforator feeds into a CS8-II Rotary Cutter and LS8 Stacker to deliver cut sheets ready for further finishing.



The Hunkeler Gen8 Roll-to-Cut/Stack solution features fully automated, no-touch changeover between 1-up, 2-up, 3-up, and 4-up stacks, resulting in significant cost savings due to reduced changeover time. At the show, book blocks were being finished on the near-line Horizon BQ-480 Perfect Binder.



Cutting-edge printer adopts new technology to continue their evolution

Darwill Leverages In-Line Finishing with Hunkeler Generation 8 to Improve Inkjet Quality, Productivity.

darwill

New opportunities drive need for efficient finishing that can keep pace with high speed press.

Headquartered in Hillside, Illinois, Darwill is in its third generation of family ownership since 1951. The company has evolved from printing signs for local shoe companies to a national operation with 200 employees and offices in Illinois, Colorado, and Georgia. A premier provider of complex marketing products including direct mail, employee communications, and marketing collateral, Darwill is growing in a market that can often be challenging.

Darwill made a transformational move to production inkjet printing in 2014 with the acquisition of two Canon ColorStream presses with in-line Hunkeler finishing. Last year, Darwill added to its Canon portfolio with the acquisition of a Canon ProStream 1000 press, the first U.S. customer to install the press with Hunkeler Generation 8 in-line finishing.

"Our volumes continue to grow," says Mark DeBoer, the company's Director of Customer Experience. "We knew we needed to add capacity due to some new opportunities we have with new and existing customers who want high quality and shorter delivery times. We were attracted by the exceptional near-offset quality of the ProStream 1000. But we also wanted to make sure we had the most efficient finishing operation in place as well." The Darwill team consulted with the Standard Finishing team to learn about the latest developments from Hunkeler and Horizon to determine the best finishing configuration for this new press. "We implemented Hunkeler equipment with our first two inkjet presses," DeBoer adds. "We have developed a good working relationship with Standard and Hunkeler and received excellent support from them. Plus, we wanted to keep all of our equipment similar to reduce the amount of operator training required, so Hunkeler was an easy choice to make."

With its new ProStream 1000, Darwill installed a Hunkeler UW6 Unwinder on the front end of the press. On the back end, the DP8-II Dynamic Perforator feeds into a CS8-II Rotary Cutter and

LS8 Stacker to deliver cut sheets, offset stacked from 1-up to 4-up for near-line finishing. The system also includes chip-out, gutter cuts, and edge trimmers for full-bleed finish.



Mark DeBoer, Director of Customer Experience (left), and Tim Brennan, Digital Operator, discuss roll-to-stack job.

DeBoer points out that ink drying can be an issue with the increasingly heavy ink coverage customers are demanding as they replace offset applications with inkjet and take advantage of the fast turn and variable data capabilities digital printing offers. "When you feed that heavy ink coverage into a roll rewinder," he explains, "heat and moisture can be trapped in the roll because you don't have a lot of dwell time under the dryer. That can cause damaged output when unwinding for further finishing. By going directly to sheets, we eliminate that problem since there is more air between the sheets, and we can also fan them for better drying. We are also very pleased with the Generation 8 configurations because we can now print across three

channels, instead of the two we had before, to improve throughput."

Since Darwill produces a lot of postcards, the company also needed a print/cut solution that could handle heavier stock. "We are printing postcards and self-mailers 3-up on 9-point standard offset stock," DeBoer notes. "With this new configuration, we can take the output right to our Horizon CRF-362 Creaser/Folder for folding, then to wafer sealing and mail sorting, taking some steps out of the process for faster time to market." DeBoer also says that the company needed a finishing solution that could keep up with the rated speed of the new press, and applauded Hunkeler for ensuring its Gen8 solution handles the press speed and more.

"We especially appreciate the proactive support we get from the Standard Finishing team," DeBoer concludes. "They check in on us frequently to see what we are doing and how they can help. It makes a big difference!"

FinishLine 05.2019

13th edition premieres multi-purpose solution

Innovationdays Draws 6,500 Attendees from 100 Nations.

Showcasing the future of high performance digital printing & finishing.

In February, the 13th edition of Hunkeler Innovationdays brought together nearly 100 suppliers and 6,500 attendees from 100 nations to showcase the future of high performance digital printing and finishing. Standard hosted over 70 leading print companies from North America, and provided guests with an exclusive preview of the latest updates to Hunkeler's Generation 8 roll finishing solutions, including plowfolding and the ability to stack B2-size sheets in-line with high-speed inkjet presses. Hunkeler also unveiled advances in high-efficiency, high-speed unwinders and rewinders, digital cut-sheet finishing, integrated web monitoring, and document tracking and reporting. An additional highlight was Horizon's smart book solution with integrated Hunkeler technology, going from roll to fully trimmed perfect bound books of variable spine length and page count.

Hunkeler World Premiere: Multi-purpose Finishing

Taking center stage in the Hunkeler booth was a multi-purpose Hunkeler/ Horizon combination finishing line capable of producing folded letters, postcards, books, and B2+ size sheets in one solution. The line was shown producing a direct mailer which included coupons and reply cards that were perfed dynamically (both vertically and horizontally) from one piece to the next using the optional DP8 Dynamic Perforator. The W18 Web Inspection System was integrated in the DP8 for in-line quality monitoring. After optional plow folding on the WF8 Web Folder, the line continued into the CS8-II Double-cut Cutter, capable of chip-out for full-bleed production. Output was either stacked, or transported to the Horizon AFV buckle folder at the end of the system for additional folding. Handling the widest range of substrates and formats yet, this system provides maximum application flexibility!

Fully Automatic Job Changeover on Generation 8

Hunkeler also demonstrated next-level automation with a technology presentation of the Hunkeler Gen8 Roll-to-Cut/Stack solution. The system features fully automated, no-touch changeover between 1-up, 2-up, 3-up, and 4-up stacks, resulting in significant cost savings due to reduced changeover time. At the show, this solution



Premiering in the Hunkeler booth was a multi-purpose Hunkeler/ Horizon combination finishing line producing either stacked or folded output from a paper roll. Web Inspection (above) ensures accuracy.

processed book applications with automated change between 2-up and 3-up jobs without any operator intervention. Book blocks were finished on the near-line Horizon BQ-480 Perfect Binder.

Check out a video of Hunkeler's automated cut/stack line technology in action by scanning this code:



For more photos and videos, visit the Hunkeler Innovationdays website at: www.innovationdays.com/en/gallery-2019

Held every two years, the next Innovationdays is set for February 22-25, 2021, again in beautiful Lucerne, Switzerland.

FinishLine 05.2019



The Standard Horizon AFC-566FG (right), includes set-up automation through a user-friendly, 10.4" color touchscreen control panel that allows operators to achieve ultra-fast changeovers. According to 3A Press, they have done more than 20 million folds between the AFC-566FG and AF-406F folders with no problems.



Third-generation family owned business based in Puerto Rico

3A Press Achieves Exceptional Productivity with Bindery Powered by Standard Horizon.

Horizon finishing solutions offer short learning curves and feature easy and efficient set-ups.



Packaging for the life science industry is the bread and butter of Puerto Rico-based 3A Press.

This third-generation family owned business began by producing manuals and inserts, and expanded into production of folding cartons, laminated corrugated boxes, as well as training and assembly kits. Over time, one of the company's goals was to be a local alternative to customers who were outsourcing their packaging demands off of the island.

Looking back into the company's history, Axel Rosado

Rosado, 3A Press Operations Manager, recalls his first experience with a Standard Horizon machine. "We acquired our first piece of Standard Horizon finishing equipment from a competitor who was shutting down his operations on the island, a stitcher. We saw then how easy and efficient it was to set up and operate with a very short learning curve. That's when we decided to acquire the Standard Horizon AFC-566FG Automated Folder and, following that, the Standard Horizon AF-406F Small-Format Folder through the local dealer, Industrial Consulting Group."

The Standard Horizon AF-406F is a small-format, fully automated 6-buckle folder that can produce small folds down to 0.79". This provides application flexibility, especially for pharmaceutical insert specifications. Up to 200 custom jobs can be stored in memory for easy recall in seconds, one of the many features that create an advantage for 3A Press. The Standard Horizon AFC-566FG also includes set-up automation through a user-friendly, 10.4" color touchscreen control panel that allows 3A Press to achieve ultra-fast changeovers.

Rosado notes that set-ups on 3A's previous folding solution were highly manual and it could take as many as three days to set up



Operations Manager Axel Rosado (left) and Vice President Alex Rosado (right), stand beside the Standard Horizon AF-406F Automated Folder. A commemorative plaque recognizes Alexis Rosado, founder of 3A Press.



and stabilize. "We have some really complex folds," he says. "Sometimes we have to fold 25x38" sheets down to 2x3" for pharmaceutical inserts, and our lead times were highly inefficient. Now we can get these complex folds set up in a matter of a few hours for the first time, and in seconds from saved jobs. Plus, we aren't

continuously stopping to readjust. Thus creating value to 3A Press and our customers."

Rosado reports that 3A Press has been delighted with the performance and reliability of the folding equipment

from Standard. "We've done more than 20 million folds on these machines with no problems. We also acquired a Standard Horizon BQ-270V Perfect Binder to round out our bindery department and to make it easier to efficiently manage shorter book runs as low as 10 to 20 units."

The popular Standard Horizon BQ-270V single-clamp binder offers high-quality production perfect binding with fully automated operation, push-button simplicity, and on-demand production of variable thickness books. A single operator can produce up to 500 books per hour.

Having the Standard Horizon equipment up and running was a blessing for 3A Press following Hurricane Maria. "We were lucky," Rosado says. "On our side of the island, the damage was minimal, but even so, we were on generator for 25 days without telephone or internet, and some of our customers were not back up and running till December. Because we had such an efficient binding operation in place, we were able to handle the spike in production when they came back to work. We are very grateful for all the help we have received from Standard Horizon."