

# FinishLine.

■ **Customer Profile**

Emprint Moran delivers customer satisfaction with a range of finishing solutions

■ **Tech Talk**

Standard Rotary Die Cutters offer revolutionary features that add flexibility and lower costs

■ **News**

Innovationdays 2015 brings together experts from 50 nations



**Precision and Speed Are Key To Emprint Moran Printing.**

See details inside...

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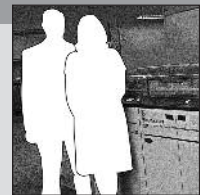
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Emprint Moran Printing, Inc.



(Left to Right)  
Keith Page, Vice President of Operations  
Rebecca Vance, President

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# Welcome

## In With The New...

Spring was especially well received this year for many of our customers who endured a long, cold, and snowy winter. Even if you were lucky enough to avoid such a winter, the season of spring still brings with it a sense of renewal, organization, and clean-up. At Standard, we're doing a little spring cleaning of our own as we make room for some exciting new additions to our demonstration floor. New to our showroom are two variable book production solutions that were featured at Hunkeler Innovationdays earlier this year. Hunkeler's Plowfold Signature Book Block Solution and Horizon's Smart Binding System truly take finishing automation to the next level going from roll-to-finished book or book block in one process with no manual touchpoints. See more about these solutions on page 7!

Speaking of automation, our cover story features Louisiana-based Emprint Moran Printing who is constantly on the lookout for technologies that provide greater efficiencies to handle both short and long-run work. They recently chose an in-line Hunkeler Roll-to-Stack solution that allows them to remove steps from the process – getting them closer to a finished book right off the press.

After a trip to Standard's demonstration center, KC Printing of Illinois (at right) decided to bring its die-cutting capabilities in-house with the new Standard Horizon RD-4055 Rotary Die Cutter. Be sure to check out the unique features of the RD-4055 in this issue's "Tech Talk" section. And, on the back cover, McCallum Printing Group in Alberta installed Standard Horizon equipment after seeing it run at drupa, and continues to be amazed by its productivity when it comes to finishing their short-run work.

As you evaluate new equipment for your bindery, consider asking us how we can help arrange a live demonstration. Whether it's at our demonstration center, a trade show, or a dealer or customer location, seeing our solutions in action remains the best way for you to make informed decisions as you expand your business.

Doug Reny  
Vice President of Operations

David Reny  
Executive Vice President

Steven Reny  
President

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The Standard Horizon CRF-362 Creaser/Folder (left) exclusively supports KC's digital print operations, while its AFC-566FG Folder (right), is leveraged for both offset and digital workflows. Phil Claps, seen here with Standard dealer Mark Susmark of Accurate Printing Repair & Sales, Inc., says its operators marvel at the AFC-566FG's speed and ease of use — managing as many as 42,000 sheets per hour.



Illinois-based, full-service marketing services company

## Finishing Capabilities Expand KC Printing's Business.

Exceptional, one-stop shop is KC Printing's mission.

As president of Barrington, IL-based KC Printing, Phil Claps has led the company through its evolution into so much more than a mere commercial print business. He's smartly positioned KC Printing as a full-service marketing services organization. In addition to printing, copying, finishing, and mailing, the company also offers print and digital marketing consultation, inventory management, and promotional items like embroidered apparel.

But print is still the bread-and-butter of the organization, and the types of print the company produces span everything from books to boxes, postcards to posters. Much of KC Printing's clientele is local, but it's not uncommon that loyal customers expand and relocate, which has broadened the company's market. Today, clients include some well-known national franchise brands.

The pressroom is equipped with nearly every printing process of which a print buyer could dream — offset, lithography, digital short-run, wide-format; two-, four-, and five-color presses.

"We seek to be a one-stop shop," Claps explains. "Our culture is full-service, and we look for technology that gives us an advantage in terms of quality control and turn time. That's one of the many reasons why we've bought Standard Horizon equipment."

Claps worked closely with Standard Finishing Systems and local dealer, Lombard, IL's Accurate Printing Repair &

Sales, Inc., to choose the highest-performing digital finishing systems on the market. That synergy between manufacturer, distributor, and dealer is vitally important to KC Printing.

"Service is just as important as the technology itself," he stressed.

Last June, the company invested in a Standard Horizon CRF-362 Creaser/Folder. At KC Printing, the technology exclusively supports the digital print operations, and has been particularly adept at handling the myriad of media on which they're printing — all sorts of grades and weights of coated and uncoated papers and cover stocks. Setup is a breeze, too, with preset jobs that automate that process, according to Claps.

He chose the Standard Horizon CRF-362 Creaser/Folder to replace a past-its-prime creaser from another manufacturer, as well as to add new capabilities to his finishing services menu.

"We have some bindery guys here who have more than 30 years of experience, and when they saw the CRF-362 Creaser/Folder, they were floored by what it could do," Claps remarks.

Following that installation, he paid a visit to Standard Finishing Systems' Demonstration Center for an up-close-and-personal look at two technologies that had caught his eye: the Standard Horizon RD-4055 Rotary Die Cutter and a Standard Horizon AFC-566FG Folder.



According to Phil Claps, president at KC Printing, their new RD-4055 Rotary Die Cutter quickly proved its ROI, allowing them to fulfill orders for the hundreds of thousands of door hangers it produces annually.

The finishing department now leverages that fully-automated Standard Horizon AFC-566FG Folder for both offset and digital printing workflows. "At first glance, I didn't even recognize that it was a folder! It's so different, new, and innovative," he notes.

By November 2014, Claps had also purchased a Standard Horizon RD-4055 Rotary Die Cutter, recognized as a 2014 MUST SEE 'EMS Award Winner at Graph Expo last year. This is not a run-of-the-mill die cutter, according to Claps, who lauds its ability to crease, perforate, slit, kiss-cut, die-cut, and round corner offset and digital media up to 0.019-inches thick. He also appreciates its ease of use and fast setups, thanks to its uncomplicated graphic interface and touchscreen controls.

The RD-4055 Rotary Die Cutter quickly proved its return on investment, allowing KC Printing to fulfill orders for the hundreds of thousands of door hangers it produces annually. With its capabilities in-house now, Claps says, "It has helped us sell the service to other customers who needed precision die-cutting. All of these technologies have helped grow our business."

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### Standard Horizon Finishes Fast

The Standard Horizon VAC-60 collating towers help the operators accurately separate and prepare signatures for the Horizon CABS 6000 Perfect Binding System which comprises an MG-600 Gatherer, an SB-17 Seventeen-clamp Perfect Binder, and an HT-110 Three-knife Trimmer.



Over the course of recent years, the company has invested in some key finishing technologies, including the Standard Horizon BQ-470 Perfect Binder, which the executives laud for its high-quality output and notably efficient make-readies and changeovers.



Emprint Moran flourishing in Louisiana

## Short-Run, Long-Run, and Everything in Between.

Moran finishes with precision and speed while driving an ever-growing and demanding print business.

More than 130 years ago, Thomas J. Moran founded a printing company in Louisiana that has not only stood the test of time, but flourished into what is known today as Emprint Moran Printing, Inc. The company has operations throughout Louisiana comprising two production branches and a warehouse and fulfillment branch in Baton Rouge, a production branch in Monroe, and a sales office in Lafayette, as well as a facilities-management office in Savannah, Georgia.

Emprint Moran produces offset, digital and large-format print, but it's so much more than a full-service print supplier today. The bindery and finishing department exemplifies that diversity, with a stable of systems to manage even the most complex and challenging customer needs. Warehousing and fulfillment are value-adds for clients who require storage, kitting, distribution and mailing, or inventory and tracking assistance. Healthcare and finance are two key industries for the company, but its geographic and market reach extends well beyond those, too.

"We got our start in digital printing, because we'd been known for our forms-printing work. Then, we began to go into customers' sites and evaluate all the paper the organization used. We'd make recommendations on how to standardize it, consolidate it, and comply with regulations," according to President Rebecca Vance. This consultation grew into a thriving digital documents and facilities-management business.

While that side of the business is growing exponentially, Vance notes that the print business is, too — so much so that they've built a Web-to-print framework to make it as easy as possible for clients to buy print from the supplier. Many of Emprint Moran's clients require products and services that span both print and e-media.

Emprint Moran's offset engines produce everything from marketing collateral to forms and stationary, from books to intricately die-cut packaging. The company was an early adopter of digital print, too, and now runs equipment from Canon, Epson, Hewlett-Packard, Kodak, Ricoh, and Xerox.

With each digital print investment comes the question of how best to complement it with post-press technologies.

### Managing even the most complex and challenging customer needs with an array of Horizon and Hunkeler finishing solutions.

According to Vance, the executive team is deliberate and thorough in its analysis of not only equipment on the market, but the manufacturers and distributors behind the brands.

Vance and Vice President of Operations Keith Page work closely with Standard Finishing Systems and their dealer, PDS Equipment in Tennessee, to identify



opportunities for greater efficiencies and select technologies to achieve them. "Standard has always been an excellent resource for us," Vance notes. She also credits the dealer's comprehensive maintenance plan for enabling them to confidently make these investments.

Over the course of recent years, the company has invested in some key finishing technologies, including a Standard Horizon BQ-470 Perfect Binder, which the executives laud for its high-quality output and notably efficient make-readies and changeovers.

A Standard Horizon HT-30 Three-side Trimmer has proven invaluable for short-run, print-on-demand books, and Standard Horizon VAC-60 collating towers help the operators accurately separate and prepare signatures for perfect binding or saddlestitching.

"We're always looking for partners that allow us to finish quantities of one or many," according to Page. "In 2010, we brought in the BQ-470 and the collating system. They fit our needs very well, and we're still very competitive using that equipment."

Most recently, they hand-picked two additional finishing technologies that have proven instrumental in adding new capabilities and tackling the growing workload. A Standard Horizon CABS 6000 Perfect Binding System was brought in for their growing volumes of book and commercial work.

Operationally speaking, Vance says that system offers a lot of "head room" to develop that market even more, and adds that it's such a workhorse, it can be staffed 'round-the-clock at peak times.

It comprises an MG-600 Gatherer, the SB-17 Seventeen-clamp Perfect Binder, and an HT-110 Three-knife Trimmer. The high-speed, automated setup and quick changeovers allow Emprint Moran's operators to move a variety of short-run and longer-run jobs through the system — at speeds of up to 6,000 books per hour.

When Emprint Moran purchased a new Ricoh InfoPrint 5000 roll-fed inkjet press last October, it was configured in-line

with a Standard Hunkeler Roll-to-Stack system that features a CS6-II Cutter for double-cutting full-bleed book blocks. The combined solution offered such a compelling ROI within the first six months that the company purchased a second line to add to its production capabilities.

"We did a lot of research and spoke with a lot of people who had the printer, and what it came down to for us was that we didn't feel our workflow benefitted by stacking rolls up as they came off the press, only to be fed through a finisher still. Having it in-line allows us to take that step out of the process and come off of the press with as close to finished books as possible," Page explains. "We looked for a finishing partner like Standard Hunkeler that could keep up with the speed of the print engine. And it does!"

According to Vance, the process of selecting the equipment, installing it, and having it operational was done "in record time." Emprint Moran's executive

team visited Standard Finishing Systems' Demonstration Center in August 2014. Both systems were installed and benefitting the company by October.

Vance and Page concurred that there's no substitute for getting in front of equipment for a live demonstration, so the company's executive team also traveled to Lucerne, Switzerland in February 2015 to attend the Hunkeler Innovationdays event. "The show was very informative, and because of its intimate and personal nature, we were able to discuss our specific production requirements and closely evaluate the newest digital technologies."

Emprint Moran's executives are confident that their Standard solutions will serve them well into the future. "We've had 100-percent support, both from Standard and our dealer, PDS Equipment," Page says. "They gave us everything we needed to get us up and operational as quickly as could be, and will continue to be valuable partners in our long-term success."



Rebecca Vance, President and Keith Page, Vice President of Operations at Emprint Moran Printing, Inc. stand beside their Standard Hunkeler Roll-to-Stack System that features a CS6-II Cutter with chip-out for full-bleed book blocks.

A new white paper, written by industry analyst Richard Romano and sponsored by Ultimate TechnoGraphics, is now available from PrintPlanet. This paper explores the advantages of bindery automation and discusses how new technologies are enabling this last piece of the production puzzle to be included in an overall workflow automation system – allowing complete, end-to-end “touch-free” print production.

To download the full whitepaper...  
Visit [www.sdmc.com/whitepaper](http://www.sdmc.com/whitepaper)

## Look But Don't Touch!

Automating the Print Production Workflow from Prepress to Finishing



## DP8 Takes Center Stage

Hunkeler premiered its DP8 Dynamic Perforating module from the new POPP8 generation, which offers improved productivity with even greater functionality and speed.



The DP8 offers improved productivity for dynamic perforation and punching.



A touchscreen editing tool on the DP8 allows fast and easy set-ups.

Revolutionary features add flexibility and lower costs

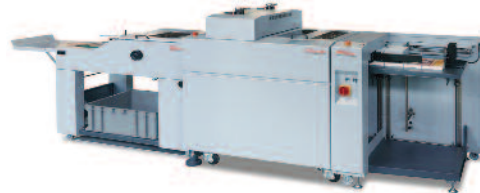
## Standard Horizon Rotary Die Cutters.

Die cutting has a long and rich history which dates back to the 1800s when it was originally used to cut and shape leather for the shoe making industry. Since then, the many varied applications for this process have ensured its continued advancement throughout the years and even today, the print market still profits from innovative features that did not exist just a couple years ago. Standard Horizon's new line of rotary die cutters are setting the bar for the next generation in die cutting, with capabilities that simplify short-run die cutting while saving time and money. When evaluating your die cutting requirements, it's important to consider the following technologies that can bring added value to your bindery.

### ❖ Repeat Register

The unique and patented repeat register function on the Horizon RD Series of rotary die cutters significantly reduces the die cost for many applications and provides additional flexibility. For example, if a job has been printed three times down the sheet in the direction of the feed, a die can be produced with a single pattern on it that will strike the sheet three times in just one pass – reducing die cost by as much as one third. Likewise, a die that is produced for a 1-up job can be used to die-cut 1-up on a 9" x 12" substrate, or 2-up or 3-up on a 12" x 18" sheet – for greater latitude during the design and print phases. If the gap or

gutter between images on a multiple-up job varies, the repeat pattern can be adjusted for each image to ensure accurate die cutting on all pieces.



### ❖ Two Gap Settings

Patented technology on the Standard Horizon RD-4055 Rotary Die Cutter allows you to

choose between two cylinder gap settings – either 0.8 mm or 1.0 mm – in a bearer to bearer system, which protects the die from damage and also adds greater precision. This unique feature provides two important advantages. First, it allows a counter die to be mounted to the lower anvil cylinder for creasing, embossing and debossing, which can be performed simultaneously with the die cut. Second, it offers the ability to choose between a 0.8 mm or less-expensive 0.6 mm flexible die depending upon the job requirement.

### ❖ Print Mark Register

Horizon die cutters can also be configured with Print Mark Registration. This option allows registration to a print mark as opposed to the leading edge of the sheet, and will automatically adjust for digital print image shift from sheet-to-sheet to ensure an accurate cut on every piece.

Annual conference in Washington, DC

## Dscoop 2015

Grows from 200 to over 2,000 attendees in ten year history.

Nearly 2,400 industry professionals gathered to see the latest digital print technologies amongst lively idea exchange and networking at the recent Dscoop event in March, which marked the tenth meeting of HP Indigo Users. In the HP booth, the Standard Horizon SmartStacker was shown in-line with the HP Indigo 10000 Digital Press. B2 size (20"x29") output from the HP press was automatically fed to the SmartStacker and converted into as many as 28 full-bleed cut



The Standard Horizon SmartStacker shown in-line with the HP Indigo 10000 Digital Press.

sheets with intelligent accumulation and stacking, in one single process. Book blocks were finished near-line on the Standard Horizon BQ-280PUR Perfect Binder featuring book-of-one production capability. The binder was enabled with HP Direct2Finish software which allows fully automated finishing set-ups and quick, error-free job changeovers by scanning a job ticket. Standard also demonstrated solutions for die cutting, creasing, folding, and three-knife trimming.

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Worldwide experts recently convened in Lucerne

## Hunkeler Reports Successful Innovationdays 2015.

Event serves as launching pad for several world premieres in Inkjet Printing and Pre/Post Finishing.

Lucerne was once again the global center for "high performance digital printing" as worldwide experts recently convened for the eleventh Hunkeler Innovationdays. This year's event was the largest and most diverse, with almost 6,000 visitors traveling from over 50 nations, yet still true to its unique and intimate character.

Standard was pleased to welcome an impressive number of North American customers to Switzerland earlier this year including Quad/Graphics, RR Donnelley, Shutterfly, Amazon, Bank of America, and many more. Visitors saw many exciting premieres demonstrating greater automation and substrate flexibility, including Hunkeler's new generation of unwinding and rewinding modules featuring faster roll changes, 30" web widths, and production speeds up to 1000 feet/minute. The event also showcased book production solutions in a variety of workflows, efficient

The Hunkeler Plowfold Signature Book Block production line delivers up to 4,140 96-page books/hour in 6 x 9 format with multiple-up book blocks on top of each other.

production of digitally printed brochures with dynamic content and variable page count, advanced laser finishing for ultimate flexibility in dynamic perforating and punching, and Hunkeler's new control platform enabling end-to-end control of print jobs.

Among the highlights, Hunkeler premiered its DP8 Dynamic Perforating module from the new POPP8 generation, which offers improved productivity with even greater functionality and speed for dynamic perforation and punching of payment forms, tear-off coupons, mailings and security applications. Hunkeler also demonstrated its newly enhanced Plowfold Signature Book Block production line with variable format sizes featuring fully automatic longitudinal format changeover, high flexibility, and excellent book block quality.

Standard partner Horizon International showcased a range of integrated finishing solutions including the Smart Binding System for perfect bound books. This system produces short-run, variable books of different sizes and thicknesses from a 20"-wide roll with no manual touchpoints.



Scan this code for a 360° view of the Smart Binding System at Innovationdays 2015!



## Inspection, Tracking and Reporting for Improved Workflow

Of special note, the Hunkeler W16 Web Inspection system was shown as part of the finishing lines in the Canon, HP, Hunkeler and Xerox booths. The W16 captured high resolution color images of the full web for in-line verification, quality inspection and integrity analysis of the printed roll. This system can perform a number of quality checks including color tolerance, pattern matching, white space verification, ink or toner spills, voids, jet-outs, etc. and errored sheets can be automatically diverted.

In addition, Hunkeler presented a new sheet level tracking system for roll-to-stack solutions. Sheets and sets can be tracked throughout the entire line, thanks to a combination of Datamatrix readers, sensors and the internal registration and drive control logic. Capabilities include front to back matching, page sequence control, and document and job completeness. When combined with the Hunkeler Site Manager, this solution will also detect duplicates and missing documents, track and report production, and even generate reprints. Hunkeler's sheet level tracking solution improves production workflow and efficiency at an affordable price.

For more detailed product information, photos, and video interviews, visit the Innovationdays website at <http://innovationdays.hunkeler.ch>



Ahmed Ahmed (left) takes advantage of fully-automated set-up on the AFC-566FG Folder for short-run brochure work, while Alisha Cook (right) uses the StitchLiner 5500 with VAC-60 Collator to produce saddlestitched booklets and other padded applications.



Short-run capability improves long-run productivity

## McCallum Printing Group Streamlines Production Process with Horizon Binding Solutions!



Reg Stanton, Vice President of Operations

McCallum Printing Group is an employee-owned company whose employees clearly understand that building customer relationships and looking after customers is a long-term project, and the company makes investments designed to further that goal.

The Canadian company, headquartered in Edmonton, Alberta, serves customers in

both Alberta and British Columbia, including operation of an on-site print production facility at the University of Alberta.

"We are primarily a Heidelberg and Xerox shop," explains Reg Stanton, Vice President of Operations. "We were happy with the capabilities of our bindery, but realized we had a gap in our operations that we needed to address — the growing number of short-run projects that require stitching or binding."

Stanton explains that because these short-run jobs typically also have fast turn times, long-run jobs on its Heidelberg ST350 saddlestitcher were constantly being interrupted in order to get these smaller jobs out the door on time. "That simply was not an efficient way to operate," he says, "and we were looking for a way to address that issue. It is costly and inconvenient to break down the stitcher for short-run work."

### drupa to the Rescue

As Stanton and his team were looking for ways to solve this challenge, they were also about ready to head to Dusseldorf, Germany, for drupa 2012. "drupa provided us with a great way to check out all of our options in one place," he says. "We ultimately decided that the Horizon solutions would best meet our needs."

Upon returning from drupa, Stanton sat down with his local dealer Cortech to make some final decisions. "What made the most sense for us," he says, "was to add two pieces of equipment from Horizon." The company acquired the StitchLiner 5500 saddlestitching solution with VAC-60 collating towers and the AFC-566FG automated folder.

### Some Nice Surprises

Stanton typically produces three types of jobs using Horizon finishing equipment:

- **Saddlestitched booklets**, with 4-page signatures that are folded, collated, stitched and three-knife trimmed on the StitchLiner 5500, delivering a finished product.
- **Coil or wire-o bound booklets**, using the AFC folder to fold the signatures and then place in the collating towers to create a book block in the stacker, then trim, punch and bind on the appropriate coil or wire-o binding equipment.
- **Padded applications that require an exact count**, such as a book of 50 tickets. Sheets are placed in the collating towers with instructions to place a padding board between every 50 sheets.

"One of the nice surprises with the StitchLiner was its ability to collate signatures," Stanton says. "I wondered, 'Will it really do this?' It absolutely does, performing well collating 16-page signatures."

The padding application was another time-saver for McCallum. "Before we had to count out the sheets," Stanton says, "and not only is that labor-intensive and time-consuming, but it is also prone to error. Now there is no possibility of error on those critical padding applications."

Stanton is also pleased with the folder. "It is the smartest thing going. It runs at incredible speeds and is perfect for short-run brochure work. It's quick and easy to get up and running. I have another folder the same size, but I prefer to use the Horizon, since the older one requires manual make-ready, including setting rollers, while the Horizon is completely automated."

### Looking Ahead

"Our new Horizon configuration gives us lots of options for the future," Stanton concludes. "We have a CIP4 workflow and a good MIS solution. We plan to integrate the Horizon equipment into our JDF/JMF workflow in the near future, giving us even more efficiency. Beyond that, there are many other options we are exploring. This has been a great investment for us!"