

FinishLine.

■ **Customer Profiles**

Gatherall Bindery and J.S. McCarthy invest in Standard Horizon solutions

■ **Event Highlights**

Graph Expo wraps up and the stage is set for Innovationdays 2017



Leveraging Dynamic Finishing at Darwill to Stay Ahead of the Pack

See details inside...

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Darwill, Hillside, IL



(Left to Right)

Mark DeBoer, Director of Customer Experience
 Brandon Van Dyke, Co-CEO

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Streamlining the workflow from creation to finishing.

It's not just about products, it's about integrated solutions. We always urge our customers to think about the full process and consider their finishing needs before they take action. Evaluating post-press up front when planning for print makes room for end-to-end automation and greater production efficiency. A smarter workflow is your competitive advantage and we strive to be your partner throughout the evaluation and implementation process. At the recent Graph Expo, Standard was able to demonstrate this important concept with a showcase of in-line, near-line, and multi-function systems from Horizon and Hunkeler. Designed for maximum value, flexibility, and investment protection well into the future, these solutions offer a vast range of output possibilities with fewer touchpoints – and our visitors saw the efficiencies firsthand.

Our feature article highlights a long-time customer truly focused on the big picture. Illinois-based Darwill is using in-line Hunkeler solutions with near-line Horizon systems to produce highly customized pieces in the same run, with outstanding results. In Michigan, Gatherall Bindery relies on the flexibility built into each of their Standard Horizon products to accommodate the countless needs of the many printers they serve. And at J.S. McCarthy in Maine – with a bindery full of Standard equipment – a brand new Horizon SmartSlitter is taking on the work of multiple machines, seamlessly performing several different finishing steps in one process.

On the heels of a successful Graph Expo, we begin to turn our attention to the next big industry event, Innovationdays 2017, hosted in February by our partner Hunkeler. We hope you will save the date and meet us in Lucerne, Switzerland to see the very latest developments in digital print and finishing.

Doug Remy
 Vice President of Operations

David Remy
 Executive Vice President

Steven Remy
 President

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New markets...New opportunities

Gatherall Bindery of Wixom, Michigan has been serving southeast Michigan's small and mid-sized businesses with quality binding of print from more than 200 regional, small, and commercial printing plants. Today much of that work is digital in nature, with short print runs and fast turnaround expectations.

Keeping pace with fast-turn workflow and managing different papers and substrates.

Gatherall Bindery Invests in Game Changers.

Investments in Standard Horizon technologies open new markets and opportunities.

Since 1968, Gatherall Bindery of Wixom, Michigan has been serving southeast Michigan's small and mid-sized businesses with quality binding of print from more than 200 regional, small, and commercial printing plants. Today much of that work is digital in nature, with short print runs and fast turnaround expectations.

Mark Culley and Brian Johnson lead the business, and noted that some of the greatest challenges a bindery faces today are keeping pace with the fast-turn workflow and managing the array of paper and substrates that come through the door. That's why the decisions they make regarding binding and finishing equipment are so critical. "As far as bindery goes, the equipment is our business," Culley said.

Working with local dealer Mid-State Litho of Flint, Michigan, the company has built an impressive, coordinated workflow based predominantly on equipment supplied by Standard Finishing Systems. In fact, the company has relied on Standard Horizon technologies for more than 20 years.

"Back in the mid-'90s, we were in the market for a binder, and we looked at a Standard Horizon system and also at the competitor, which was slightly cheaper. Back then, we were still green and thought that every single penny we spent up front was the most important thing," Culley recalled. "And then we discovered that the Standard Horizon solution was a much better product."

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Today, Culley and Johnson field questions from colleagues all the time about equipment dilemmas, and inevitably they'll suggest, "Just buy the Standard Horizon. You're not getting a tinker toy. You're getting a machine that's going to last," Culley said.

Among the Standard Horizon investments Gatherall has made are: a BQ-270 Perfect Binder; an SPF-200L



(L to R) Mid-State Litho's Steven Barrett, Gatherall owners Brian Johnson and Mark Culley, and Tina Huber, BQ-470 operator.

Bookletmaker with VAC collating towers; a StitchLiner 5500 Saddlestitcher with four VAC collating towers; and the newest installation, a BQ-470 Perfect Binder with PUR adhesive.

The StitchLiner 5500 has been a workhorse. "It's used 10 hours a day, five days a week, and it has allowed us to create thicker books that we weren't able to do before," Johnson said.

"For example, I was just able to quote a 120-page self-cover saddlestitched book,

and in the past, because of the page count, that may have been sent out to another bindery. Now, we can do that with confidence and quickly," Culley explained.

The most significant "game changing" investment came in the form of the Standard Horizon BQ-470, according to Johnson and Culley. "It has opened up a whole new market," Culley said. The same could be said for the SPF-200L Booklet-maker, which enabled the bindery to produce landscape-oriented publications. But it's the BQ-470 with the PUR adhesive that was truly transformative.

"Because we receive jobs from so many printers, and are asked to perfect bind books with all different weights and grades of paper, we were finding that EVA glue wasn't always the best option," Culley recalled.

"We didn't want to turn jobs away, and there was a period when we lacked confidence that the binding would hold up over time. The BQ-470 with PUR glue gave us that confidence, as well as the quality, speed, and consistency we needed. It was a game changer and problem solver," he added.

The team at Gatherall Bindery applauds their representatives at Mid-State Litho and at Standard Finishing Systems, who they noted are unwaveringly knowledgeable, responsive, and trustworthy.

"To have a team of resources like that is huge," Johnson said. "Installations have all gone smoothly, and any time we've had a question or needed a part, they have been incredible. They bend over backwards for their customers."

Hunkeler Roll-to-Stack with Dynamic Perf

The Hunkeler Roll-to-Stack line includes a DP6 Dynamic Perforator and an LS6 28" extended length stacker. The entire solution goes from white paper roll to fully-separated printed stacks with full-bleed and variable perforations from sheet to sheet, with no manual touchpoints.



Maria Velasco operates the Standard Horizon StitchLiner 5500 Saddlestitcher with sheet feeding for digitally collated sets, while Ron Trydal works with one of two Standard Horizon CRF-362 Creaser/ Folders. These systems allow Darwill to take a stacked, collated set from any press through to finished booklets in a very efficient manner.

Transitioning from a sheet-fed to roll-fed workflow.

Darwill: Leveraging Dynamic Finishing to Stay Ahead of the Pack.

darwill

With a good mix of long-run and highly customized short-run work, in-line finishing makes an impact.

Darwill, now based in Hillside, Illinois, was founded more than a half-century ago as a family business, with the founder selling during the day and printing at night. Over the ensuing years, the company continued to grow and innovate, getting into variable data printing more than 20 years ago, producing highly customized benefits statements.

But the truly transformational move came when Darwill acquired a Canon ColorStream 3500 continuous-feed production inkjet press. "We knew we had a certain amount of volume that we could transition to a white-paper-in model," says Mark DeBoer, the company's Director of Customer Experience. "That was where we could reduce waste and inventory for our clients, and where color matching was not as critical since everything would be printed in one pass. This shaped our investment decision, and that has led to waves of transformation ever since."

DeBoer points out that Darwill had always been a sheet-fed operation. "There was a lot to learn adding roll-fed to the mix," he adds. "That includes storing and moving large rolls of paper, which we didn't have to deal with before."

Darwill has a good mix of both long-run and highly customized short-run work. "It wasn't too much longer before we added a second roll-fed press, a Canon ColorStream 3900," DeBoer says. "The 3900 was both a back-up system and for use in longer runs that are now becoming more common in our business. A key configuration consideration for both systems was the finishing."

Market Differentiation

Darwill collaborated with Standard Finishing Systems and Canon to design an in-line finishing solution for its first production inkjet press. "We wanted efficiency, of course, but we also wanted some unique capabilities that could help us – and our customers – differentiate ourselves."

Darwill chose to add a roll-to-stack solution and dynamic perforating capability to its Canon ColorStream 3500. The Hunkeler Roll-to-Stack line includes a DP6 Dynamic Perforator and an



Brandon Van Dyke, Co-CEO and Mark DeBoer, Director of Customer Experience stand in front of the Standard Hunkeler Roll-to-Stack solution at Darwill.

LS6 28" extended length stacker. "This configuration gives us a lot of versatility," DeBoer comments. "The extended length stacker enables us to produce a six-pager for more versatility in format, but the DP6 Dynamic Perforator is the star of the line. Imagine a mailer sending coupons. I'm a new customer, I just moved into the area, and I receive two coupons, while my next-door neighbor, who has lived there a while, only receives one. Because I can dynamically perf in-line, I can produce these two very different pieces in the same run, allowing us to optimize postal sorting and save the customer on postage costs. I'm not familiar with any other system that will do that in-line." The entire solution goes from white paper roll to fully-separated printed stacks with full-bleed and variable perforations from sheet to sheet, with no manual touchpoints.

DeBoer points out that the company had a concern with putting all of this in-line. "The presses run all the time," he says, "and we



Darwill recently added a Hunkeler RW6 Rewinder to its second Roll-to-Stack line, which now has the capability to also go roll-to-roll.



were worried that downtime on the finishing line would cause a bottleneck for us. These things just run. Standard doesn't sell the least expensive solution in the market, but you get the value you pay for. I don't see their technicians in here all the time, and that is a good thing!"

Capitalizing on the Benefits of Web-Fed Printing

The success of that first in-line finishing solution led Darwill to equip its second Canon ColorStream press with a Hunkeler Roll-to-Stack solution as well. With two production inkjet presses now in house, Darwill took the next logical step: installing a web-fed inserter in its bindery. "We just installed a Hunkeler RW6 Rewinder on our Canon ColorStream 3900, which gives that line the capability to go roll-to-roll," DeBoer states. "Especially for those longer runs, which our sales force has been so successful at selling, we can now more easily do jobs that use a full roll, or even multiple rolls, and move them right over to our roll-fed inserter. And also having the roll-to-stack capability on the 3900 gives us the ultimate in flexibility."

Book It

With these two highly versatile Hunkeler configurations, Darwill is also able to efficiently produce booklets, especially with the help of their Horizon equipment, secured through local Standard dealer Accurate Printing Repair and Sales in Lombard, Illinois. "We have a Standard Horizon StitchLiner 5500 Saddlestitcher with sheet feeding for digitally collated sets, and two Standard Horizon CRF-362 Creaser/Folders. We use those in conjunction with both our digital sheet-fed HP Indigos and



Bob VanWinkle operates the Canon ColorStream press with in-line Hunkeler Roll-to-Stack solution and DP6 Dynamic Perforator.

Xerox iGens as well as with our roll-fed production inkjet presses. That allows us to take a stacked, collated set from any of our presses through to finished customized booklets in a very efficient manner."

Working with Standard

"We have a terrific working partnership with Standard," DeBoer says. "They helped us through the transition into working with a roll-fed workflow, and they have taken the time to thoroughly understand our business and where we are going with it, and to help us achieve our goals. That makes it easy for us to work with them on an ongoing basis to create the best solutions to meet our customers' existing and emerging needs. Their name recognition and the quality of their products, along with this spirit of true partnership, is why we keep coming back to them. It's a huge feather in their cap!"



An evening at B.B. King's

Taking the annual tradition to a new state and a new venue, Standard welcomed customers, partners, and dealers for dinner, live music, and dancing at B.B. King's!



Grand opening of the WD Manley Technology Center in Solon, Ohio.

Graphco Cuts Ribbon on New Showroom.

Spanning two days in late August, the event featured a lineup of live equipment demonstrations and presentations by industry experts. Standard was on hand to help show a range of Horizon finishing products, including the RD-4055 Die Cutter and the SmartSlitter all-in-one sheet processing system.

The grand opening coincided with Graphco's celebration of 40 years of service in the print industry, and the company used the occasion as an opportunity to renew its commitment to its customers. Speaking at the ribbon cutting ceremony, President Chris Manley said, "Our real goal here is to help print producers learn how to lower manufacturing costs, while improving quality, to increase sales."

Graphco plans to use the Center to host industry events, exhibitions, and demonstrations on a regular basis. "Our new demo center will present solutions to challenges faced by printers of all sizes," said Manley. "And our equipment demonstrations will present real world applications for today's print needs."



Chris and Theresa Manley officially open the new technology center to customers.

Graph Expo in Orlando, September 25 - 28, 2016.

Standard Demonstrates End-to-End Possibilities!

First ever to be held in Florida, Graph Expo 2016 finds great success!

Held for the first time in Florida, Graph Expo 2016 found great success in balmy Orlando. One of the largest at the show, Standard's booth was situated at the center of the floor and bustled with heavy crowds throughout the four days. Focusing on workflow from creation to finishing, Standard and partners Hunkeler and Horizon created a complete feeding and finishing experience for attendees. Leads, sales, and in-depth discussions were plentiful, and contributed toward a rich business environment and a fruitful show.

perforate, and crease all in one pass. In addition, a new die-cutting configuration made its North American debut (see caption).

Standard also showcased two unique roll-fed configurations, including a roll-to-booklet line pairing the Horizon StitchLiner 6000 Saddlestitcher with Hunkeler's UW6 Unwinder and CS6 Rotary Cutter to produce up to 6,000 high-quality booklets per hour. This line featured Hunkeler's enhanced W16 system, the latest innovation in inspection and tracking software. Also presented was a Hunkeler Roll-to-Stack solution, including the LS6 non-stop stacker with improved vacuum control. The book blocks produced at the show were then transferred for near-line finishing on Horizon perfect binders and trimmers.

Standard is already looking forward to returning to a familiar venue at McCormick Place in Chicago for PRINT 17 on September 10-14, 2017!



New solutions will debut at Innovationdays.

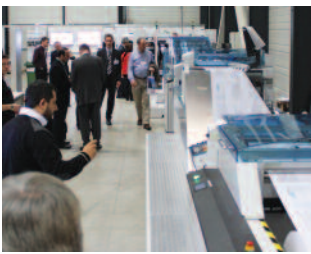
International Industry Event Hosted by Hunkeler.

Hunkeler Innovationdays will be held for the 12th time at the Messe Lucerne exhibition center in Lucerne, Switzerland from February 20 to 23, 2017. Every two years, worldwide experts convene at this exclusive showcase to experience the latest developments in the full spectrum of feeding and finishing processes for digital printing. And while this event continues to grow in international reputation and importance, Innovationdays still preserves the intimate atmosphere which has attracted visitors since its inception. Featuring more than 80 exhibitors and acting as the venue for many world premieres in digital print and finishing,

Innovationdays strives to bring clarity to current trends, to make the newest developments understandable, and to demonstrate how they all interplay in real world production environments. Practical workflows will focus on transaction and transpromo printing, graphic arts (including books, brochures and newspapers), direct mail production, and security printing. For more information, visit the Hunkeler Innovationdays site at www.innovationdays.com



- Networking
- Over 40 Practical Solutions on Display
- Innovations and Premieres



Presented with the RD-4055 Rotary Die Cutter, the new Dual Magnetic Cylinder made its North American debut in Orlando. This new system allows for magnetic and pin-registered mounting of matching male and female dies, and provides additional creasing and embossing patterns to suit a wider range of substrates and light packaging applications.

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Scan to see video highlights from the last Innovationdays.



"We love the CRF-362. We call it our hot rod. We use it for scoring and perfining brochures over multiple shifts and have used it to finish millions of units. We rave about its ease of set-up, and the scoring quality is exceptional." — Jon Tardiff

From left to right:
Nicole Dyer, Digital Finishing Operator, Frank Leary, Digital Finishing Manager, DJ Everett, Production Manager



J.S. McCarthy, Augusta, Maine.



Reliability and Automation of Horizon Finishing Equipment is Key.

Based in Augusta, Maine, J.S. McCarthy is a second-generation family-owned general commercial printer with 225 employees and a 24/7 operation. "Business is great and we are extremely busy," says Jon Tardiff, Vice President and Owner at the company. "In order to keep up and continue to deliver an excellent customer experience, we have taken a hard look at our operations for any opportunities we can find to automate and streamline. Particularly in our digital operation, where we have a growing volume of fast-turn short-run jobs, specific focus has been placed on the bindery." The company has grown both organically and through acquisitions.

J.S. McCarthy operates with a blend of offset and digital print, offers mailing and fulfillment services, and has a complete bindery. "We are in the process of revamping our facility in order to create a separate area for our digital printing operation," Tardiff adds. "This will be a room that contains our digital presses and finishing equipment. Co-locating everything will improve our efficiency even more."

Digital printing at J.S. McCarthy consists of digital color presses from HP, Kodak, and Canon, as well as two Canon black & white printers. Its robust digital finishing

Standard Horizon SmartSlitter



department features a number of Horizon solutions, including an AF-566F right angle buckle folder, a CRF-362 Creaser/Folder, an SPF Bookletmaker with 3-tower VAC Collators, a BQ-270C Perfect Binder, an HT-30C Trimmer, and most recently, a Horizon SmartSlitter. "We consider Standard Finishing and our local dealer, Offtech, to be critical business

partners," Tardiff comments. "They have been great in helping us make our buying decisions, get through an efficient installation, and accomplish the necessary training. And both companies are always available to help us troubleshoot when questions or issues arise."



Jon Tardiff, Vice President/Owner

Tardiff particularly appreciates the ease of use of Standard Horizon equipment and the consistency in user interface across products. "This makes it very easy for operators to move from machine to machine without having to switch mental gears," he says. Tardiff also points out that set-up and make-ready times on the equipment are fast. "Horizon is at a completely different level than the competition in this regard," he says.

In making the decision to acquire the SmartSlitter, Tardiff was looking for the same great scoring quality he was getting from his CRF-362, with the added capability of cutting. J.S. McCarthy was one of the first SmartSlitter installs in the nation. "The SmartSlitter is phenomenal from a set-up and quality standpoint," he says. "We get better scoring quality than you can achieve with a letterpress or die cutter! In fact, this piece of equipment is so outstanding that following a recent peer group meeting with six other companies at our facility, one member purchased one as soon as he returned home from the meeting. If you produce digital print, the Horizon SmartSlitter is a must-have."

The automation offered by the SmartSlitter is important to J.S. McCarthy as well. Tardiff explains, "Each job on the HP Indigos includes a barcode. We set up a handful of templates to cover the most common types of jobs we run. We can literally fill the stacker with multiple jobs, push start and walk away. The system calls up the appropriate template and automatically changes the settings on the fly. Because its camera examines every sheet, it doesn't matter how many sheets are in a job. It's very easy for our operators, and an efficient use of their time."