

FinishLine.

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Heeter strategically builds a finishing portfolio

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Checko's Printing triples book output while Team Concept expands services



Heeter's Post-Press Investments Pay Off in Speed and Capability

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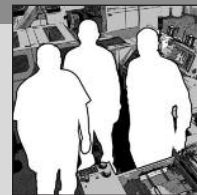
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Heeter, Canonsburg, PA



(Left to Right)
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Chad Naeser, Digital Press Operator
Tom Boyle, Vice President of Sales and Marketing

Publisher:
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Welcome

New Advancements take center stage at drupa.

Every four years, along with the spring season comes the anticipation of the industry's largest event – when printers from all over the world meet in Düsseldorf, Germany to explore the new technologies and latest advancements on display at drupa. With over 40 feeding and finishing solutions from Horizon and Hunkeler running across the fairgrounds at this year's show, Standard continues to play an active role in shaping the future of print. We are excited to share these new offerings from our manufacturing partners and invite you to see our drupa world premieres on pages 6 and 7.

Increasingly, our customers are turning their focus to finishing in order to gain efficiencies in the total production workflow. Our cover story features Pennsylvania-based Heeter who strategically built their post-press department through a careful evaluation process – and is now achieving higher-than-expected productivity levels. Their investments include Horizon folding, stitching, binding, and trimming technology as well as one Hunkeler solution that runs in-line with the press and another that works near-line to produce book blocks.

At right, Team Concept Printing of Carol Stream, Illinois expands its capabilities with a new Horizon bookletmaking solution. Originally looking for the ability to make larger books, the company has also increased capacity while saving hours each day thanks to the faster speeds of the Horizon equipment. On the back cover, Checko's Printing from San Antonio, Texas is tripling their book production with Horizon perfect binding and trimming.

Stories like these are a testament to the value of post-press and the importance of selecting the right finishing partner. We hope you will include Standard in your feeding and finishing discussions. Please enjoy this issue!

Doug Reny
 Vice President of Operations
David Reny
 Executive Vice President
Steven Reny
 President

With Price Comes Superior Quality and Support

"I believe that you *get what you pay for*, and the slightly higher investment for this fully featured bookletmaking system bore that out," says Vince Manini, Partner/Vice President of Team Concept Printing. The fact that Standard Finishing stands behind its products with full support and service was also important to Manini in making the selection.



Team Concept Printing, Carol Stream, Illinois

Expanding Services to the Trade with New Standard Horizon Bookletmaker.



Dedicated to providing premium services with a complete range of printing and finishing capabilities.



Vince Manini (left), Partner/Vice President, Team Concept Printing with Standard Horizon bookletmaker operators.

Team Concept Printing, founded in 1998 and located in Carol Stream IL, is dedicated to providing premium services to the trade. Its printing platform includes a new Komori SX29 HUV 6-color press plus coater, an HP Indigo 5600 digital press with white ink, two Ricoh Pro C7010 digital presses with white and clear ink, a Presstek DI, two Ryobi 3302's and three Ryobi 2800's with T-Heads.

"We also have a full bindery," says Vince Manini, Partner/Vice President, "including just about everything you can imagine from spiral and perfect binding to saddlestitching, die cutting, foil stamping, embossing, and raised printing (thermography).

"Our goal is to do a great job for our trade customers, finish the job on time and continue to add new capabilities to meet their emerging needs." - Vince Manini, Team Concept Printing

About a year ago, Manini began working with local Standard dealer Accurate

Printing Repair and Sales to investigate a new bookletmaking system. "We wanted to be able to make larger books," he says, "up to 9" x 12". At the same time, we believed we could improve efficiency by investing in new equipment."

Manini looked at a variety of different solutions during a visit to Graph Expo in Chicago and ultimately chose the Standard Horizon SPF-200L Landscape Bookletmaker with two VAC collating towers and the TBC-200L Top and Bottom Trimmer. "This was a big investment for us," he says. "Price, of course, is always a consideration. But as I looked into the Standard Finishing offerings, I was impressed with their

durability and overall quality, as well as the level of automation they included. In addition, they have a strong relationship with our dealer who is located very close to us."

The Standard Horizon SPF-200L Landscape Bookletmaker produces landscape format booklets at speeds up to 3,500 booklets per hour. With the same reliable, durable construction and easy operation characteristic of other Horizon bookletmakers, the SPF-200L also features improved format flexibility including 8.5" x 11" landscape capabilities, ideal for producing landscape brochures or calendars. And the TBC-200L adds a clean, professional finish with bleed trimming on the head and foot of each booklet. Fully-automated set-up through the 10.4 inch color touch screen – including fold roller gap adjustment – ensures user-friendly and intuitive operation for superior quality booklet production at all skill levels.

Manini is producing 40 to 50 booklet jobs per week, typically in runs of 10,000 or less, representing about 15% of overall volume. "Our primary objective was accommodating the larger sizes," he explains, "but it was a pleasant surprise that the system is 40% faster than our older unit from a different manufacturer. Set-up is faster as well, 5 minutes compared to 20 minutes. That alone translates to a time savings of more than 12 hours per week and makes a significant contribution to increasing our capacity." Manini is also pleased with the intuitive user interface and digital set-up that makes it easier for operators to prepare the unit for each job.

"Standard Finishing has lived up to its promises with the new bookletmaker," Manini says. "And I was intrigued by several other units they sell, including the Horizon RD-4055 Rotary Die Cutter. I'm definitely going to keep in touch as we plan future investments!"



Digital Presents the Flexibility to Turn Things Around Quicker

As digital print equipment became more sophisticated – faster, better – it became increasingly important to design a post-press department that could keep the pace and manage the new types of work moving through it. Thus began the efforts to select, purchase, install, and roll out some new technologies from Standard Finishing Systems. One by one, Heeter strategically chose Horizon and Hunkeler equipment to add to their finishing portfolio.



More recently, Heeter added an inline Standard Hunkeler Roll-to-Roll system, and a near-line Standard Hunkeler Roll-to-Stack system with a DP8-II Dynamic Perforating module (left). Printed rolls coming off the press are moved to the Roll-to-Stack system, and processed into book blocks with dynamic perforations throughout.



The Standard Horizon BQ-470 Perfect Binder was installed and operational in under a day.



The Standard Horizon AFC-566FG Folder was one of the first finishing investments at Heeter.

Print supplier based in Canonsburg, PA for over 70 years.

Pittsburgh Proud: Building a New Bindery at Heeter!

Heeter invests in post-press, gaining speed and capability while creating a distinctive value proposition.

Heeter is a well-known name around Pittsburgh. Based in Canonsburg, PA, the company made that name as a print supplier 70 years ago. Today, the business is still print driven, with a busy pressroom housing both offset and digital presses, complemented by digital messaging capabilities – a full-service experience for its clients.

“This equipment gave us a nice combination of simple make-readies, speed, and reliability.”

Kirk Schlecker, Vice President of Operations

Tom Boyle is the vice president of sales and marketing at Heeter. He remembers the late '90s as being transformative, when digital print was showing great promise. The economics, the speed, the variable-data capability all seemed to come together then, and Heeter brought in its first digital color presses.

“Print runs were changing, getting smaller,” he recalls. “Turnaround times

were being squeezed, while a lot of the businesses we served – in healthcare and pharma, for example – had to produce very time-critical projects. Digital presented us with the flexibility to turn things around quicker.

“Naturally, the power of variable – to personalize and customize print – was very big for us, especially for our healthcare vertical,” he continues. “We recognized

how important that was going to be, and saw it as an opportunity to grow our business, while our customers got the variability they wanted.”

Finishing the Vision

As digital print equipment became more sophisticated – faster, better – it became increasingly important to design a post-press department that could keep the pace and manage the new types of

work moving through it. They began working with nearby, Solon, OH-based Graphco to select, purchase, install, and roll out some new technologies from Standard Finishing Systems. One by one, they strategically chose Horizon and Hunkeler equipment to add to their finishing portfolio.

Among the first investments were a Standard Horizon AFC-566FG Folder and a Standard Horizon StitchLiner Saddlestitcher with VAC collating tower and HOF-400 Sheet Feeder for both digital and offset output. Approximately a year later, two more VAC collating towers were added to that system.

More recently, Heeter added a Standard Horizon BQ-470 Perfect Binder with HT-70 Three Knife Trimmer, an in-line Standard Hunkeler Roll-to-Roll system, and a near-line Standard Hunkeler Roll-to-Stack system with perforating.

Boyle recalls that there were some running themes that guided those investments: “We were looking at not only the throughput but the quality and reliability of the piece. If you’ve got a high-speed piece of pressroom equipment, but you’re down a quarter of the time in the bindery – or if there isn’t a good service and support model from the vendor – then you’re not really gaining those efficiencies you expected.

“When we vetted this equipment, we looked at the nature of the work we were doing, how we needed flexibility in things like folding, and quick changeovers because of the different types of jobs we produced,” he adds.

“This equipment gave us a nice combination of simple make-readies, speed, and reliability,” according to Kirk Schlecker, vice president of operations. “Therefore, our production folks have gained great confidence in the equipment and relationship with Graphco and Standard.”

Schlecker is particularly impressed with



(L to R) Kenny Reed, Digital Bindery Operator, Tom Boyle, Vice President of Sales and Marketing, and Kirk Schlecker, Vice President of Operations.

the integrity of these systems: “We purchased the VIVA Inspection Software for ease of mind when running personalized saddlestitched books, and haven’t been disappointed by a quality defect in the two years we’ve had it.”

To support its Ricoh Pro VC60000 press, Heeter installed an in-line Standard Hunkeler Roll-to-Roll system, as well as a near-line Standard Hunkeler Roll-to-Stack system with a DP8-II Dynamic Perforating module. Printed rolls coming off of the Ricoh press are moved to the Roll-to-Stack system, and processed into book blocks with dynamic perforations throughout. The book blocks are then transferred to the Standard Horizon equipment for final finishing into perfect bound or saddlestitched books.

“It’s near-line,” Boyle notes. “Because of the mix of work we do, in-line didn’t really make sense right now, but near-line made perfect sense. We’ve been extremely happy with the process, the integrity, the barcode system, the speed, and the reliability. A lot of the work we

produce for clients in healthcare or gaming, for example, is extremely time sensitive, so we have to make sure it’s done right and done quickly. That is a real differentiator for us compared to competitors,” he suggests.

When courting prospective clients, Boyle says it’s not

uncommon to be asked questions about post-press processes and automated data collection for verification and quality control.

“The bindery is of huge interest to our clients who have critical communications,” he explains. “They’re vetting and auditing your entire process.” Even commercial print buyers are interested in post-press investments. They want assurance that the work can be done in-house.

Standard and Graphco ensured that all of the equipment was installed and production-ready, and with little to no disruption to operations during that time.

“They’re good partners,” Boyle attests. “They really took the time to understand what we were looking to achieve. Their service model has been great, especially during the installation process. They had their team on the ground here. They really shined from the installation standpoint. They made sure that when we went into our busy season, we were ready.

“The BQ-470 Perfect Binder arrived on a Tuesday, and we were perfect binding by Wednesday,” he adds.

Since the installations, all of the equipment has outperformed the Heeter executives’ expectations. Boyle reports that each of the technologies is easy to use and maintain. “The up-time has been excellent,” he concluded.

The Standard Horizon StitchLiner at Heeter is equipped with VAC collating towers and a HOF-400 Sheet Feeder, which allows the flexibility to process both digital and offset output.



Horizon Hall 6/D05

New Solutions
24 Working Systems
6 Live Presentations Daily

Horizon's 16,000 square foot booth will be the largest in Hall 6, and the single largest exhibit dedicated to post-press at drupa. Intelligent in-line and near-line systems offering flexibility and investment protection well into the future are being shown. Six live presentations hosted daily focus on finishing from the point of job creation, to ensure efficiency through each step of production, cut down on waste, and minimize touch points. During this presentation, Horizon unveils a highly versatile, hybrid Smart Binding System which can deliver finished books in one process from continuous-feed, cut-sheet, or folded signatures with variable size, thickness, and page count.

Hunkeler Hall 8a/C20

Advancements in Pre/Post Processing
Over 20 Unique Solutions
12 Partner Booths Host Hunkeler In-line Solutions



The Standard Hunkeler Roll-to-Stack solution is featured in multiple configurations at drupa, delivering straight and fully separated stacked output from a roll in 1-up, 2-up or 3-up mode for full-bleed production.

touch the future drupa 2016 in Düsseldorf

New Advancements in Pre- and Post-Press Solutions Being Unveiled.

Standard Collaborates with Partners.

Horizon and Hunkeler Premiere Feeding and Finishing Applications at drupa.

Standard Finishing Systems is partnering with Horizon International of Japan and Switzerland-based Hunkeler AG at the drupa event in Düsseldorf, Germany May 31 - June 10 to demonstrate the most comprehensive display of paper processing and finishing equipment at the fairgrounds.

Under the theme "Change the Focus," Horizon will unleash the hidden value of post-press. The goal is to help customers comprehend and plan finishing steps at the beginning of the print process, to enable end-to-end automation and production efficiency.

Twenty-four working systems – including the world premieres of a new perfect binder and folder – are organized into various zones featuring perfect bind, stitch, fold, and digital applications. Live presentations highlight four innovative Smart Finishing Solutions, each one capable of processing conventional and digitally printed output.

World Premiere in Perfect Binding

■ New BQ-480 Makes Debut
Features the quickest set-up and changeover for variable book production in its class, especially for book-of-one. With interchangeable PUR and EVA glue tanks, the binder also offers advanced automation through a movable, color touchscreen including adjustments for roller height, nipping height, and amount of side glue.



Specially designed to meet the requirements of PUR book binding, the BQ-480 includes a gentle elevator delivery system with a mere 5mm drop, and also accommodates the lowest temperature setting for PUR glue. Horizon's display

includes a complete range of perfect binding and trimming systems which demonstrate barcode-driven set-up for variable book production, a destacking solution for auto-infeed to the trimmer, and short-run PUR binding.

Next Generation Folder ■ The AFV-566 Series Takes the Spotlight

Featuring faster production speeds, reduced set-up time, dynamic folding capabilities, and greater automation the AFV-566 builds upon Horizon's already proven automated fold technology. It includes scoring navigation that can be done automatically through the touchscreen panel, automatic double-sheet detection to minimize waste, improved registration, and easier sheet loading. Optional dynamic folding is also possible to change fold patterns on-the-fly for variable signatures with no blank sheets in the set.



Finishing Flexibility for Digital

Taking center stage is the recently introduced **Horizon SmartSlitter**, an all-in-one smart sheet processing system that can slit, gutter cut, edge trim, cross-cut, perforate, and crease in a single pass. Designed for both offset and digitally printed output, the system comes equipped with print mark registration to accommodate image shift in both directions. Two SmartSlitters are running as part of a JDF-driven automated workflow using software from Ultimate Technographics and Horizon's SmartConnect System for simplified job set-up.



The **Horizon RD-4055 Rotary Die Cutter** is churning out a variety of unique applications including door hangers, pop-up business cards, stickers, labels, pocket folders, and other specialty packaging. The system can die-cut, kiss-cut, crease, perforate, slit, hole punch, and round corner in one process for digital and offset printed sheets, and can achieve up to 6,000 cycles/hour on sheet sizes up to 15.74" x 21.65". A repeat register function allows multiple-up applications from a single-up die to minimize costs. Two system configurations in the Horizon booth demonstrate the SPC-4055 separator unit and the ST-4055 high capacity stacker for lightweight stock and complicated shapes.



Hunkeler AG, a world leader in high-performance paper handling systems, is showing a comprehensive portfolio of unwinding, rewinding, cutting, stacking, perforating, punching, web inspection, tracking and folding solutions at drupa.

Hunkeler is demonstrating many world premieres and updates in paper processing and finishing for the roll-fed digital production print market. Over 20 unique Hunkeler solutions are running at the fairgrounds – in the Hunkeler booth and at twelve additional booths hosted by industry-leading digital print, finishing, paper and mail inserting partners.

Hunkeler is presenting a well-rounded mix of first-ever showings, technology updates and new system configurations, both in-line and near-line. Just a few of the highlights include a highly dynamic newspaper and glued booklet solution, variable-format book production, laser perforating/engraving for security applications, enhanced web inspection and tracking, an innovative book destacking solution, and the latest generation, high-performance direct mail application.

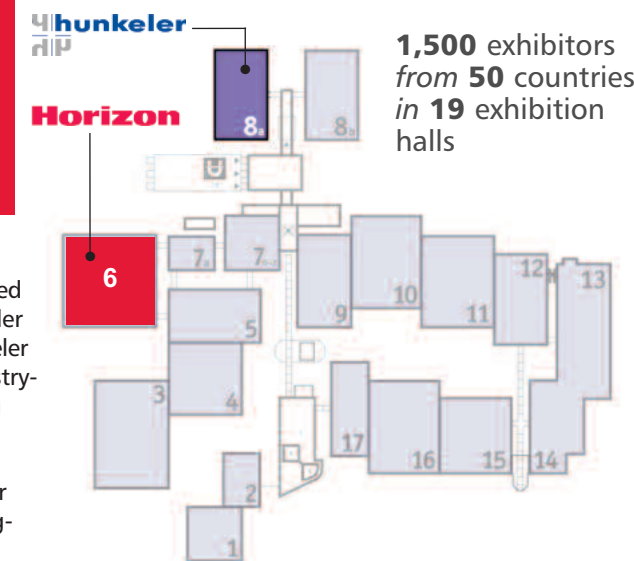
World Premieres in Paper Processing

■ Dyna-Cut Technology
Hunkeler is introducing its proprietary Dyna-Cut technology as part of a book-on-demand solution for variable-format in-line book production, converting pre-printed rolls to pre-glued book blocks. Fully automatic variability of book block spine length between stacks is possible using the new Dyna-Cut function in the CS6-HS Cutter and SD7-II Stacker, which enables dynamic, barcode-driven changes



in sheet length. Rolls are processed into 4, 6, or 8-page signatures in the PF7 Double Plow Folder, with sheet count and page number alternating rapidly from one book to the next. The simple SD7-II double star wheel delivery unit provides integrated book block gluing for easy and error-free downstream processing and non-stop production up to 650 fpm.

■ BD7 Book Destacker
Hunkeler's brand new BD7 Book Destacker is an innovative solution that bridges the gap in the production of books with variable formats and page count. The BD7 serves as the intelligent interface connecting Hunkeler book block solutions to any perfect binder – making it possible to go from roll to



1,500 exhibitors from 50 countries in 19 exhibition halls

drupa
May 31 through June 10, 2016
Düsseldorf
www.drupa.com

finished perfect bound book in one end-to-end process. In a world premiere, Hunkeler will demonstrate how this system can intelligently de-stack book blocks of various format and thickness and then automatically present each individual book to the perfect binder for final processing.

■ Enhanced WI6 Web Inspection

Hunkeler is releasing an enhanced WI6 web inspection and tracking system that is being demonstrated on multiple Hunkeler lines throughout the halls. Hunkeler's proven inspection and tracking software ensures error-free print quality through continuous monitoring of the printed web for quality-related checks such as color registration, front-to-back registration, variable contents, print marks, logos, pictures, and jet-outs. The new space-saving, integrated design employs compact CIS (Contact Image Sensor) technology for high-end quality and integrity control, and can be combined with the new and improved Hunkeler Site Manager for flexible reporting and tracking at the line, job, document, and sheet level. The WI6 is also now available for 30" and 42"-wide web widths.



In addition, Hunkeler pre- and post-press solutions are being shown in cooperation with industry-leading digital inkjet press manufacturers and inserting partners to demonstrate in-line and near-line workflow efficiency, delivering a variety of output from white paper or pre-printed roll.



With the BQ-270C Perfect Binder (left) and the HT-30C Trimmer (right), Checko's has streamlined the book binding process and dramatically increased productivity. And, the recent purchase of a brand new Standard Horizon BQ-470 Perfect Binder will take their bookletmaking capacity to even higher levels.



San Antonio, Texas

Checko's Printing Triples Book Output!

Horizon Finishing increases production from a couple of hundred binds a day, to more than 1,000.

Checko's Printing, located in San Antonio Texas, is a general commercial printer with a 2-color Heidelberg press and a fleet of 8 Ricoh monochrome digital presses. "A key selling point for us," says Joseph Morgan, General Manager, "is our ability to turn work around quickly. We are producing up to a half million pages per day and a minimum of 10,000 books per month. That requires production horsepower in both printing and finishing."

Checko's is primarily producing perfect bound educational workbooks for students who are studying for standardized testing. "We got into perfect binding several years ago," Morgan explains, "because customers were asking for that service. We were a lot smaller then and really were not sure how to proceed, but we did procure a perfect binder. That first acquisition taught us a great deal, and when we needed to increase capacity, we had a much better idea of what we were looking for."

Checko's original perfect binder was only producing about 50 binds per hour, and the books were then handed off to another operator for trimming using a guillotine cutter. "We quickly outgrew that configuration," Morgan reports. "We turned to local Standard dealer Precision Finishing Equipment to find a solution that could meet our needs and still give us capacity for growth."

Today, Checko's Printing, operating with 11 employees, has a Horizon BQ-270C Perfect Binder from Standard, and a brand-new Horizon HT-30C Three-side Trimmer. The company also has a Horizon automated bookletmaker with collator and an APC-M61IISB Cutter.

"The difference in production output with the BQ-270C Perfect Binder and the HT-30C Trimmer is amazing," Morgan enthuses.

"We've gone from a couple hundred binds per day to more than 1,000. And what's really exciting is the ability to drop those bound books into the three-side trimmer in batches of a dozen or so for automated trimming of the finished books. If we bind 150 books per hour, we are able to trim 150 books per hour, ready for shipping. It is not unusual for us to process 40 or more boxes of books per day. And the new configuration only takes one operator instead of two, so our other operator can take care of other work in the plant."

Checko's
Printing 



General Manager, Joseph Morgan (4th from right) and the team at Checko's Printing have been able to provide quicker turnaround for perfect bound books and booklets using their Standard Horizon equipment.

"We are producing up to a half million pages per day and a minimum of 10,000 books per month."

Checko's also produces a large number of event booklets with the Horizon bookletmaker, using its APC Cutter for face trimming when necessary. "These are programs for funerals, graduations and other types of gatherings," Morgan explains. "We also have customers who need saddlestitched training materials. So that equipment gets a lot of use as well."

Morgan is thrilled with the increased level of service he has been able to offer customers with the support of Standard and Precision Finishing Equipment. "This has really made us unique in our area," he says, "and as a result, we are growing. In fact, we just purchased a Standard Horizon BQ-470 Perfect Binder, which now increases our capabilities to over 1,300 perfect binds per hour — that's well over 10,000 perfect binds during a regular 8-hour work shift. With partners like Standard and Precision Finishing Equipment, we are well positioned for an exciting future!"