

# FinishLine.

■ **Customer Profiles**

Hatteras and RPI invest in digital finishing solutions from Horizon to increase efficiency

■ **Tech Talk**

Standard Horizon's new B1 folder features unsurpassed automation in a very small footprint

■ **News**

Innovationdays 2017 draws over 6,000 attendees from more than 50 countries



**Total Printing Systems Relies on Hunkeler and Horizon to Build Their Book Printing Business.**

See details inside...

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Total Printing Systems



(Left to Right)  
**Lester Fuesting**, Production Manager  
**Randi Ball**, Production Manager  
**Rick Lindemann**, President

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## 2017 Brings NEW Innovative Solutions!

Following a successful showing of new solutions at Hunkeler Innovationdays earlier this year, Standard is now preparing for its next round of product introductions at PRINT 17 this September. And while there's nothing quite like the excitement of debuting our latest and greatest to the market, the truly inspirational part is when we finally get to see that equipment in our customers' facilities, bringing greater efficiency and profit to their daily operations.

In this issue, we feature customers from across the country, each running Standard equipment that's been making their business successful for years right alongside our most recently-released products. The new Horizon SmartSlitter is reducing changeover and make-ready at Hatteras Press in Tinton Falls, NJ, while Horizon's innovative SmartStacker is automating greeting card production at RPI in Seattle, WA. Our cover story highlights Total Printing Systems of Newton, IL, who built their book production business over the years using a bindery full of Hunkeler and Horizon solutions, and they are still adding to it. Each of these

customers operates a rich portfolio of Standard equipment that has stood the test of time, and they continue to rely on Standard when new capabilities are required.

On page 6, take a look at our newest Horizon folder with B1 capability, advanced automation, and unique features that make it stand out in its class. And new from Hunkeler is the next generation W18 for fully integrated web inspection and tracking to support the fastest print production lines. Horizon and Hunkeler also team up to go from roll-to-finished book with a new line featured on page 7.

PRINT 17 returns to Chicago this year! We invite our customers to see what's new and meet us in the Standard booth for a personalized tour.

*Doug Remy (Right)*  
 Vice President of Operations

*David Remy (Left)*  
 Executive Vice President

*Steven Remy (Center)*  
 President

With the help of Standard's local dealer, Print Finishing Systems, Hatteras started with (L to R) a Horizon CRF-362 Creaser/Folder and a Horizon StitchLiner 5500 Saddlestitcher with three 10-bin VAC collating towers. Soon after, a VIVA Inspection and Tracking System was added to the StitchLiner, followed by the acquisition of a Horizon SmartSlitter (bottom right).



Handling growing digital volume in Tinton Falls, NJ

## Hatteras Partners with Standard to Build Dedicated Digital Finishing Operation.

Relieving the burden of short-run, fast-turn work.

Founded in 1983, Hatteras is a second-generation family-owned business located in Tinton Falls, New Jersey. The company has offset, digital, and large format printing operations to serve a broad range of customers, primarily in the retail and pharmaceutical markets. Hatteras has 300 employees and operates in 180,000 square feet.

"Achieving double-digit growth requires constant operational review to eliminate inefficiencies," said Bill Duerr, the company's president. "One area of opportunity for us was developing a digital finishing operation that could take the burden of short-run, fast-turn work off of our traditional bindery. As our digital volumes continued to grow and the digital percentage of our business became more significant, this became a focus for us."



*Bill Duerr, President*

Hatteras installed its first HP Indigo in 2014. In 2015, the company acquired its first HP Indigo 10000, and in 2016, added a second.

"In addition to the disruption caused in our bindery by the introduction of digital work, our more commercial bindery equipment doesn't always handle digitally printed material as delicately as we'd like," Duerr explained.

Hatteras turned to Standard and its local dealer, Print Finishing Systems, for a solution to its digital finishing needs. "We started with a Horizon CRF-362 Creaser/Folder and a Horizon StitchLiner 5500 Saddlestitcher with three 10-bin VAC collating towers," Duerr said. "We felt the bulk of the digital work could be finished with those two pieces of equipment. Later, we added a VIVA Inspection and Tracking System to our StitchLiner to verify that cover page data matches data on all the other pages. The system's automation and 100% verification helps us with the many variable data projects we are doing." Duerr cites a weekly program for one client that requires fulfillment of booklet orders every other day, as well as variable data booklets, prepared for a higher education customer, where the StitchLiner system has really streamlined production.

Most recently, Hatteras acquired a Horizon SmartSlitter, which the company uses to produce a number of basic products, including postcards, brochures, and sell sheets. "The ability to take flat sheets and finish those basic products without a lot of changeover and make-ready is critical to making those jobs profitable. We also print 2D barcodes in the cut-out area of the sheet," Duerr explained. "The SmartSlitter reads each one and configures itself based on the information pulled from the barcode. You can just stack several jobs on the system and it knows what to do. With all the automation we now have, an operator can manage multiple pieces of



equipment at the same time. It lets us use technology as a tool so we can do more and get the best out of our people rather than having them bogged down with tedious tasks."

Duerr says he chose Horizon because he feels their equipment is well-built and durable, with a simple user interface. He has also been very pleased with the support he has received from Standard and Print Finishing Systems.

"For digital printers, the finishing piece is the most important thing in the whole puzzle," Duerr commented. "Printing is easy; finishing is the tough part. You need a streamlined workflow that can be scaled across multiple clients."

As a bonus, Hatteras has been able to finish some of its offset products in the digital bindery as well. "We're very happy with our bindery capabilities," Duerr concluded. "But there are always things you can do better, and we are staying in touch with Standard as we explore more options, including die cutting and other equipment. We like to be able to say 'yes' when a client needs something to be done!"

### Durable and Reliable Workhorses

Two Standard Horizon BQ-470 Perfect Binders are used daily to handle the shorter runs at TPS. The BQ-470 can bind books up to 2.5" thick and supports interchangeable glue tanks for both EVA and PUR adhesives.



Two HT-70 Three-knife Trimmers (far right) round out the book manufacturing process with automated trimming of the perfect bound book blocks. For runs exceeding 700 books, Total Printing Systems employs the Standard Horizon CABS 4000 Perfect Binding System (near right), which can produce up to 4,000 finished books per hour in one process.



Maximizing book production efficiency in Newton, IL

## Total Printing Systems Leverages Horizon, Hunkeler Reliability for Book Printing Productivity.



Offset stack capability is key and in-line operation assures high quality results.

Like so many family-owned printing companies, Total Printing Systems of Newton, Illinois started its life as a small commercial printer. Richard Lindemann Sr. founded the company in 1972 as an

and finishing consists of Horizon and Hunkeler equipment," said Rick Lindemann. "While we keep our eye on what's out there in the market and do our own pre-purchase research, we have

make sure we understand the overall equipment design, and we acquire the necessary training to self-maintain. This keeps our downtime to a minimum. Robustness and reliability are key for us, and Hunkeler and Horizon have not disappointed in that regard."

Total Printing Systems runs two Hunkeler Roll-to-Stack configurations in-line with its Screen Truepress Jet520 production inkjet presses to efficiently produce book blocks. Each system includes the UW6 Unwinder, CS6-II Rotary Cutter with chip-out, SE6 Offset Stacker, and LS6 non-stop stacker. For TPS, the offset stack capability was a key factor in the decision, and in-line operation was a natural fit to assure the highest quality results. Lindemann reports that the Hunkeler systems have allowed them to meet tighter customer deadlines, lower paper waste, and reduce downtime.

The company also operates several

Horizon perfect binders to finish the neatly stacked book blocks coming off the Hunkeler lines, including two BQ-470 Perfect Binders and one BQ-270 Perfect



The team at TPS reviews the offset stacks being delivered for perfect binding from one of two Standard Hunkeler Roll-to-Stack Systems.

Binder to handle the shorter runs. Two HT-70 Three-knife Trimmers round out the book manufacturing process with automated trimming of the perfect bound book blocks. For longer runs, the company employs the Standard Horizon CABS 4000 Perfect Binding System, which can produce up to 4,000 finished books per hour in one process. With automated setup, easy operation, and minimal operator training required, these systems have proved invaluable at TPS.

that will take more than a half hour to produce on the BQ-470s, which is typically anything over 700 units, goes to the CABS 4000 line."

Lindemann pointed out that since the 2008 recession, almost all of the publishers the company works with

have begun looking more closely at inventory levels.

This has driven increased interest in short-run print on demand

books in order to reduce waste in the supply chain, which can be

as high as 40% in a traditional book manufacturing process where large inventories are produced in a single run. "This shift has also resulted in reduced turnaround times – they want books fast!" he added. "And a lot of what we ship goes directly to book stores now, rather than their warehouses. It's been a big business model shift – for us and for them – but our partnership with Standard has helped us meet those needs and stay

**Robustness and reliability are key for us, and Hunkeler and Horizon have not disappointed in that regard.**

competitive and profitable with a broad portfolio of binding solutions." Lindemann reports that average turn times are five to seven days, though some work is produced same day or next day. "Without extremely reliable finishing equipment, we could never meet those deadlines, and that's why our partnership with Standard has been so important to our business."

In addition to books, the company also produces a range of booklets using the Standard Horizon StitchLiner 5500 Saddlestitcher. "Reliability and automation is important here as well," Lindemann said, "since we still do a number of booklets of various sizes. While saddlestitching once comprised more than half of our print volume, the

advances in perfect binding adhesives, especially PUR, has reduced

the volume of saddlestitched work to about 15 to 20 percent of our total print volume. We produce many educational workbooks, training manuals, and religious pamphlets using our StitchLiner 5500. When a customer is looking for the lowest cost on a smaller page count bound booklet, saddlestitching fits the bill perfectly, and our StitchLiner 5500 lets us produce them quickly and cost-effectively."

As Total Printing Systems continues to grow, Lindemann is exploring new offerings from Standard and others. In fact, he recently attended Hunkeler Innovationdays in Lucerne, Switzerland to do just that. "Next on our list is a solution that can efficiently bind lightweight Bible stock," he says. "Hunkeler Innovationdays is a great place to see all of the latest solutions in action, and our visit there certainly helped us understand the possibilities! I'm looking forward to going back in 2019."



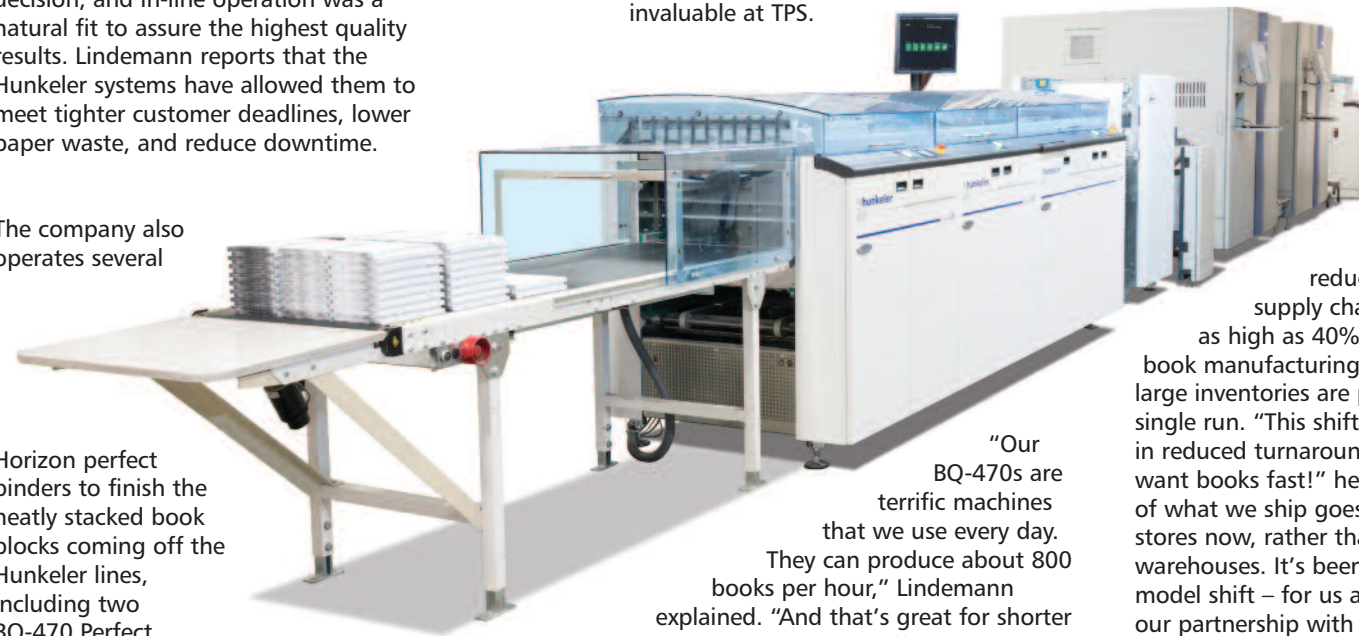
President Rick Lindemann of Total Printing Systems stands beside their Standard Horizon StitchLiner 5500 Saddlestitcher, which is used to produce a wide range of booklets for customers whose needs include educational workbooks, training manuals, and religious pamphlets.

offset printer producing business cards and letterhead. Over the years, he evolved the business into printing forms, and then books, which is the company's primary business today.

found Standard to be a great partner over the years, and we have had a good experience with Horizon and Hunkeler equipment."

In September 2016, Lindemann Sr. headed off to Florida and sold the company to his son Rick. "At this point, pretty much our entire plant's bindery

The strategy at Total Printing Systems is to acquire durable, reliable equipment that they can basically maintain themselves. "This is important due to our remote location," Lindemann says. "We

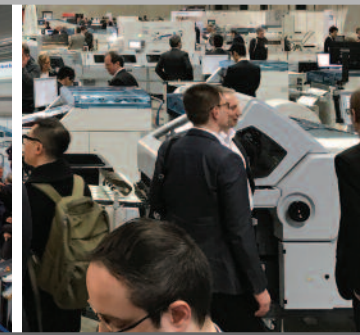
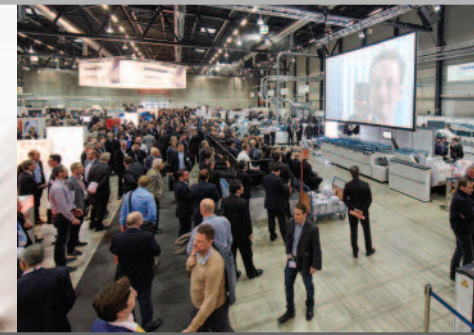
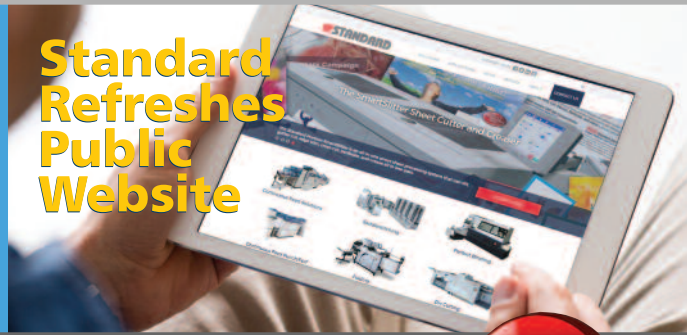


"Our BQ-470s are terrific machines that we use every day. They can produce about 800 books per hour," Lindemann explained. "And that's great for shorter runs. We do some one-off print on

Built around concepts of user-friendliness and ease of access, the new Standard site employs a clean, contemporary look and intuitive navigation to allow visitors to readily access detailed product descriptions and images, digital brochures, customer testimonials, partner information, news releases, and more. Explore Standard's wide range of product offerings by solution category or by application. The site will be updated regularly with news, events, and product updates, so check back often!

Visit us at [www.standardfinishing.com](http://www.standardfinishing.com)

## Standard Refreshes Public Website



Innovative features from Horizon improve quality and productivity



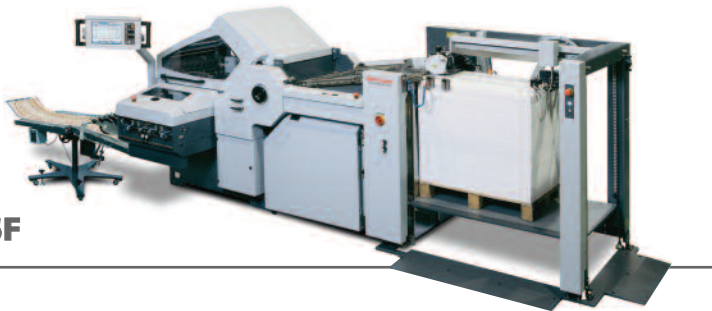
## Fully Automated B1 Pallet-Feed Folder.

The new AFC-746F/PFU combines buckle and knife folding for tight, accurate signature folding in a very small footprint with unsurpassed automation. Configured with six buckle fold plates in the parallel section, followed by a knife and buckle fold plate in the first cross-fold section, and a second knife-fold plate, this folder is also highly efficient for a wide range of commercial print fold applications such as brochures, maps, menus, invitations, direct mail, and much more.

Horizon's advanced automation covers every step of the folding operation to minimize set-up, reduce make-ready, and increase operator efficiency and productivity. Choose from up to 20 pre-programmed fold patterns, enter the sheet size, and insert a single tab of the job stock to achieve automated set-up in less than one minute at the feed table, register table, fold plates, roller gaps, and registration in the cross-fold sections.

With a 47" pallet feeder, printed work is transferred directly from the offset or digital press to the folder, eliminating the lifting, loading, and working of the sheets required with a round feeder. Listening to and learning from experienced folder operators for many years has led to several additional innovative and unique features.

See VIDEO  [www.tinyurl.com/AFC746F](http://www.tinyurl.com/AFC746F)



### Registration Mark Input Screen

Fine adjustment and fold positioning to create a high or low folio for signature gathering can be accomplished by simply inputting the print register mark positions at the touch screen.

### Power Stop Drive System

Drive belts decelerate prior to the sheet meeting the stopper under the knife, improving fold accuracy and eliminating damage to the lead edge of the sheet.

### Automated Perforation Shaft Removal

A unique elevator-style cradle lowers the bindery shafts to a comfortable slide out position for easier pre-placement of perforation, slitting, and scoring blades.

### Proof Eject Function

Checking fold position during set-up and monitoring quality during a production run is simple with the sheet eject function at the stopper in the first and second knife-fold sections.

HP Indigo users meet in Phoenix, March 2-3

## Dscoop Draws Full Community of HP Users.

Standard showcased several finishing solutions at the 12th annual Dscoop event, where HP recently hosted over 2,000 forward-thinking printers, partners, and thought leaders. Attendees gathered in the Standard booth for demonstrations on the new Horizon BQ-480 Perfect Binder, which features the quickest set-up and changeover for variable book production in its class. The binder has been specially designed to meet the unique requirements of PUR book binding, and also offers EVA capability through an interchangeable glue tank.



The Horizon RD-4055 Rotary Die Cutter also took center stage, newly enhanced with a Dual Magnetic Cylinder to handle complex creasing patterns and light packaging applications. Creasing and folding for digital print and automated cutting solutions were also shown. In the HP booth, Standard presented the Horizon SmartSlitter, performing multiple functions in one pass from a single parent sheet to efficiently produce greeting and business cards, table tents, invitations, perforated coupons, tickets, and more!

This year's event also incorporated Jetcomm 2017, the annual conference for HP Page-Wide Web Press customers, to allow more cross-over for the full community of HP users.

Groundbreaking innovations and exciting world debuts

## Reaching the Summit at Hunkeler Innovationdays.

Premier industry event in high performance digital printing showcases

latest products and cutting-edge technologies.

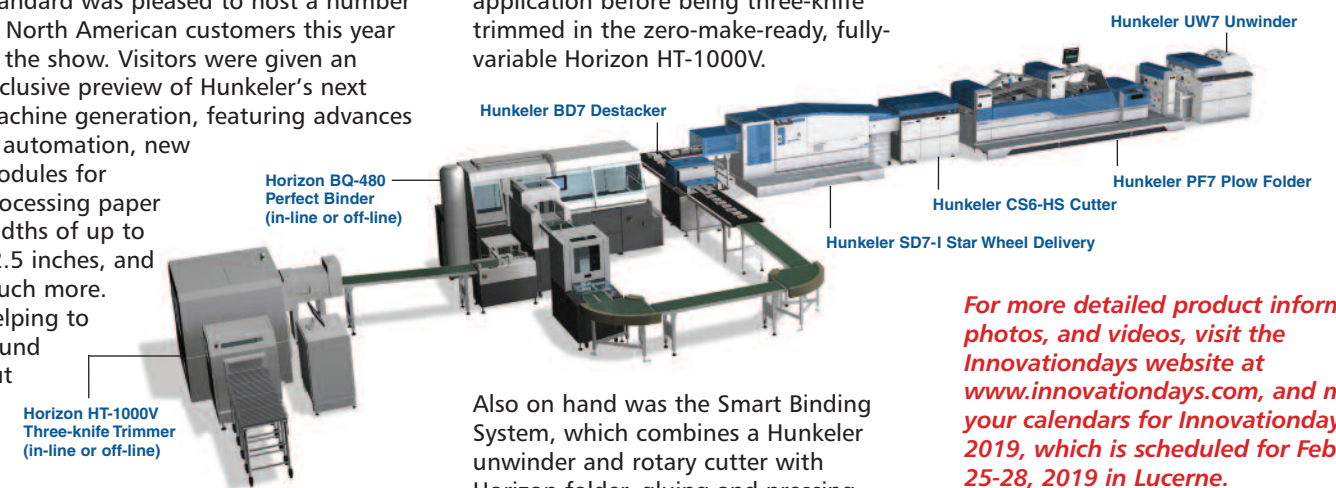
From February 20-23, Hunkeler held Innovationdays for the 12th time in Lucerne, Switzerland at the Messe Lucerne exhibition facility. The premier industry event in high performance digital printing, Innovationdays featured groundbreaking innovations, exciting world debuts, and over 40 practical solutions. True to the tradition of the show, top subject matter experts from more than 90 industry leaders converged on Lucerne in a showcase of the latest products and cutting-edge technologies. Over 6,000 visitors from more than 50 nations traveled to Hunkeler Innovationdays 2017, including more international visitors than ever before.

Standard was pleased to host a number of North American customers this year at the show. Visitors were given an exclusive preview of Hunkeler's next machine generation, featuring advances in automation, new modules for processing paper widths of up to 22.5 inches, and much more. Helping to round out

manufacturing, saddlestitching, and folding.

Among the main draws at the show was a **new book production line, uniting Hunkeler POPP7 book block production modules and Horizon perfect binding technology in one complete production system.**

Beginning with Hunkeler unwinding, plow folding, and dynamic cutting modules, glued book blocks of variable format and thickness are produced in stacked output and then intelligently separated in the Hunkeler BD7 Book Destacker. From there, books are automatically transferred to the new Horizon BQ-480 Perfect Binder for spine preparation, gluing and cover application before being three-knife trimmed in the zero-make-ready, fully-variable Horizon HT-1000V.



the exhibition program was a range of finishing solutions from Standard partner Horizon of Japan that included automated book

touch-free process.

Another highlight at Innovationdays, the next generation W18 Web Inspection System with CIS (compact image sensor) meets the needs of faster, high-performance print production lines. Highly-precise image monitoring of both sides of the paper web during production provides absolute quality assurance. The system monitors each individual page during production down to the smallest detail to detect errors in real time, including color variation in pictures and logos, incorrect page content, distortions in printed images, errors in text, and jet-outs. The compact design of the W18 module allows for simple, space-efficient installation in printing and finishing systems.

The W18 system can also be integrated with the Hunkeler Site Manager, which monitors and reports on production and ensures quality across several lines. The high-performance system architecture enables several production centers in different locations to be monitored independently and concurrently.

For more detailed product information, photos, and videos, visit the [Innovationdays website at www.innovationdays.com](http://www.innovationdays.com), and mark your calendars for **Innovationdays 2019, which is scheduled for February 25-28, 2019 in Lucerne.**



Scan this code for a video snapshot of Innovationdays 2017!



*"We are able to move product directly from the HP Indigo 10000 to the Horizon SmartStacker. This has eliminated any need to collate, and its dynamic cutting gives us a lot of flexibility."*

*— Rick Bellamy, CEO*

*(L and R) Jon Venske, Bindery Operator, loads the SmartStacker and monitors production.*



Seattle-based RPI Print finds amazing growth in stationery product offerings

## Leveraging Horizon SmartStacker to Increase Stationery Product Throughput.

**Automated back end with intelligent accumulation and stacking, and end-to-end JDF control.**

Seattle-based RPI Print, with additional production facilities in Atlanta and the Netherlands, found its niche in highly personalized photo products and has leveraged this product category to deliver significant growth. While this business segment continues to be a growth area for the company, its stationery product offerings are surprisingly growing even faster.

"We are seeing amazing growth around our stationery products," said Rick Bellamy, the company's CEO. "Increasingly, consumers want more and more variability in sizes and finishing options, increasing the complexity of the operation. At the same time, in order to be profitable, we needed to cut labor out of our workflow. We added HP Indigo 10000 presses to take advantage of the larger sheet size, and we chose the Horizon SmartStacker to automate the back end after looking at a number of options." With the SmartStacker, RPI can convert a B2 size / 20" x 29" sheet into up to 28 individual cut sheets, with intelligent accumulation and stacking, and end-to-end JDF control.

According to Bellamy, the SmartStacker has fulfilled a number of needs. "We are able to move product directly from the HP Indigo 10000 to the Horizon SmartStacker. This has eliminated any need to collate, and its dynamic cutting gives us a lot of flexibility. We now have a very dynamic line that has taken what was four steps into a single automated process. The end result is finished product ready for the shrink wrapper that has given us a 35% increase in stationery product capacity with less labor."

RPI also uses ImpoStrip, an imposition software solution from Ultimate Technographics, to impose the files for more efficient layouts. Bryan Constable, Director of Engineering, described the workflow: "As we approached the 2016 peak season, we knew we needed to improve productivity for these products in order to meet demand. A key decision factor for us in the SmartStacker acquisition was its ability to use a JDF workflow. With the HP Indigo 10000, doing a 12-up imposition of 5x7 greeting cards leaves blanks. We print a top sheet with the job that maps where



*(L to R) Dung Nguyen, Operator; Bryan Constable, Director of Engineering; Victor Bailly, Manufacturing Engineer; and Patrick Quiton and Purushottam Deo, Product Engineers*

the blanks are. That data is also sent to the SmartStacker server. The SmartStacker reads a barcode to set the job up, retrieving the JDF instructions from the server, and ejects the blanks, delivering stacks of cut greeting cards at the back end. Before, we used a guillotine cutter and had people around a table pulling out blanks. That's one thing when you are printing 4-up, and entirely another when you are dealing with 12-up. The HP Indigo 10000 produces 2.5x as much work as its earlier generation, and the SmartStacker can keep up with two HP Indigo 10000s. Now that's smart!"

Constable points out that in one sense, the SmartStacker acquisition was high risk, saying, "We didn't install it until late October. It can get really stressful when you see a 10x increase in workload in November and December. It's not normally a time when you want to introduce new equipment, but since we can process as many as 300,000 cards per day in our peak period, we knew we needed to do something to better automate the process. Luckily, with the support of Standard, HP, and Ultimate, it all worked beautifully."

Constable also stated that the company made a last-minute acquisition of a Standard Horizon RD-4055 Die Cutter. "That was a superstar," he said. "It hit the ground and started running. We just flipped the switch and never looked back. It's another example of great engineering from Horizon."

Constable reports that RPI Print uses Horizon equipment in all of its facilities. "We use tons of Horizon equipment, and they have always been right there to support us," he says. RPI's installed base of equipment from Standard includes seven BQ-470PUR Perfect Binders, an HT-30 Three-knife Trimmer, and an AF-566T4F Buckle Folder from Horizon, as well as two Hunkeler Roll-to-Stack lines.

"The SmartStacker has been such a hit," Constable concluded, "that we will likely replicate the line in our Atlanta facility, where we are seeing even more growth in stationery products."