

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!"