

The Standard Horizon BQ-270V perfect binder requires only one operator at L&R to produce as many as 500 books per hour. The binder includes an automated sensor-activated digital caliper system for consistent measurement of book block thickness.



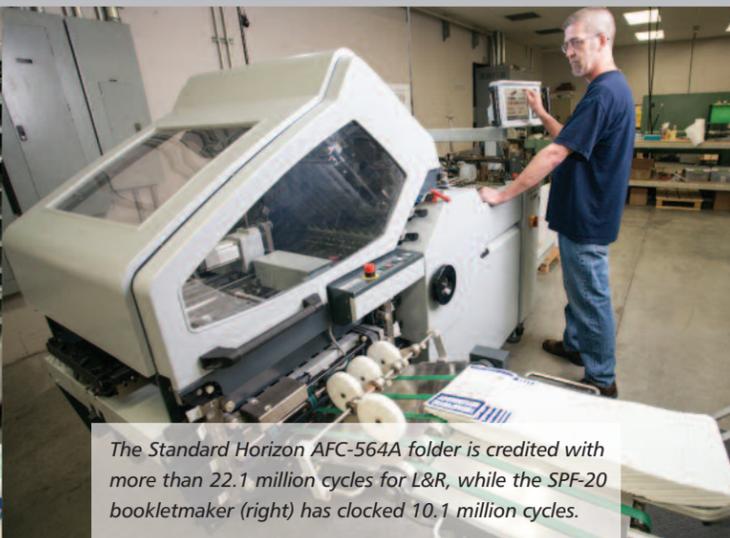
Rigorous demands leave little time!

The demanding nature of the workload requires L&R to operate as efficiently as possible. Throughout the workflow, the goal is to optimize productivity while minimizing waste and labor-intensive processes, such as set-up and changeovers.

L&R recently reached an important milestone with its Standard Horizon StitchLiner 5500 saddlestitcher with SpeedVAC collating towers: **50 million books!**



L&R operates two Standard Horizon StitchLiner 5500 saddlestitchers with SpeedVAC collating towers to meet the tight deadlines of their high-volume clients.



The Standard Horizon AFC-564A folder is credited with more than 22.1 million cycles for L&R, while the SPF-20 bookletmaker (right) has clocked 10.1 million cycles.



Lellyett & Rogers, Headquartered in Nashville, Tennessee

When Only the Best-in-Class Will Do.

Standard Finishing Systems' bindery and finishing technologies fulfill mandate for best-in-class solutions.

Headquartered in Nashville, Tennessee, Lellyett & Rogers, Co. (L&R) has been in the information management business since 1933, and is celebrating its 80th anniversary this year. Innovation has been a core value proposition for the company since its founding, and in recent decades it manifested in the transformation of the company's digital processes – in how the organization communicates with its customers; in how the company creates, produces and delivers information, as clients' project needs evolve; and how it manages accounting and business-management tasks.

In addition to its corporate headquarters in Nashville, Lellyett & Rogers (www.LRAEC.com) operates two additional satellite facilities in Brentwood and Knoxville, Tennessee, so these workflow and business processes must accommodate the challenges inherent in multi-site production.

L&R's clientele is notably diverse, according to Owner Scott Edwards; however, the vertical markets represented are largely focused on healthcare, education, architecture and engineering. They rely on L&R for a range of goods and services, including offset and digital printing and finishing, inventory fulfillment, and logistics management.

Lellyett & Rogers Company



Great Expectations

In selecting a vendor partner, Lellyett & Rogers – through proper due diligence evaluating technology, equipment and vendor relationships – chose Standard Finishing Systems, hands down.

"L&R buys only 'best-in-class' technologies, and considers the total acquisition cost and ROIC when making equipment decisions," according to Owner Phil Wheeler.

The company runs four offset presses from manufacturers Heidelberg and Komori, and has an impressive stable of digital printing solutions, including 10 digital color engines (from Konica Minolta, HP, Océ, Canon, and Epson), and six digital monochrome presses – three each from Océ and Konica Minolta.

The best-in-class philosophy extends to the company's bindery and finishing workflow, as well.

L&R wisely invested in several pieces of Standard Horizon equipment to match the quality and speed with which its printing systems can produce.

For example, a Standard Horizon SPF-20 bookletmaker – with SpeedVAC collating towers – is a combination stitcher and

folder, appended by an FC-20 face trimmer. The solution is equipped with two heavy-duty stitching heads to ensure reliability and efficiency. It enables information service suppliers like Lellyett & Rogers to produce as many as 4,050 booklets per hour. To date, the system has clocked 10.1 million cycles.

L&R also has a Standard Horizon AFC-564A automated folding system installed. Controlled by touch-screen, the system enables operators to select from 14 pre-set fold patterns – or as many as 200 custom job parameters saved to memory. It is credited with more than 22.1 million cycles for L&R.

A Standard Horizon BQ-270V single-clamp perfect binder may be complemented by a second one, according to Vice President of Operations Stacy Rawls, due to continually evolving customer demands. These production-quality perfect binders offer fully automated operation, automatic air-suction cover feeding with in-line scoring, and the potential to bind as many as 500 books every hour.

And Lellyett & Rogers recently reached an important productivity milestone with its Standard Horizon StitchLiner 5500 saddlestitcher with SpeedVAC collating towers: 50 million books! Signatures are fed from the SpeedVAC collator to produce true saddlestitched booklets, with full-bleed trimming, at speeds of up to 11,000 two-up booklets per hour. Rawls calls the system a "workhorse," and credits it with enabling L&R to meet the fast-turn needs of a particular high-volume client.

The demanding nature of the workload requires L&R to operate as efficiently as possible. Increasingly, customers require that jobs are scheduled one day and delivered the next, and occasionally within a single day. Throughout the workflow, the goal is to optimize productivity while minimizing waste and labor-intensive processes, such as set-up and changeovers.

"Set-up times and changeovers are both costly, non-value-add actions that minimize production and overall throughput," according to Bindery Manager Ken Luker. "The ability for the StitchLiner to transition between differing jobs and multiple substrates and stock weight quickly is critical in our overall efficiency – and, ultimately, our overall success in meeting our clients' needs."

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It's also critical to the mission that each piece of equipment is professional duty – trusted, reliable, and

able to handle the rigorous demands of the job. But just in case, it's nice to have equipment manufacturers and distributors that stand behind their solutions. L&R's management tips its hat to Standard Finishing Systems' "strong service network," and local dealer Printers & Duplicator Service, Inc.

Citing hundreds of development hours spent with Standard Finishing Systems to ensure L&R implements the best possible finishing solutions for its evolving and growing needs, Stacy Rawls notes, "Standard Finishing Systems provides more than just equipment. They deliver process and solution improvements that forge a true partnership."