

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.



teamconceptprinting.com

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!"