

## Standard Horizon Finishes Fast

The Standard Horizon VAC-60 collating towers help the operators accurately separate and prepare signatures for the Horizon CABS 6000 Perfect Binding System which comprises an MG-600 Gatherer, an SB-17 Seventeen-clamp Perfect Binder, and an HT-110 Three-knife Trimmer.



Over the course of recent years, the company has invested in some key finishing technologies, including the Standard Horizon BQ-470 Perfect Binder, which the executives laud for its high-quality output and notably efficient make-readies and changeovers.

Emprint Moran flourishing in Louisiana

## Short-Run, Long-Run, and Everything in Between.

Moran finishes with precision and speed while driving an ever-growing and demanding print business.

More than 130 years ago, Thomas J. Moran founded a printing company in Louisiana that has not only stood the test of time, but flourished into what is known today as Emprint Moran Printing, Inc. The company has operations throughout Louisiana comprising two production branches and a warehouse and fulfillment branch in Baton Rouge, a production branch in Monroe, and a sales office in Lafayette, as well as a facilities-management office in Savannah, Georgia.

Emprint Moran produces offset, digital and large-format print, but it's so much more than a full-service print supplier today. The bindery and finishing department exemplifies that diversity, with a stable of systems to manage even the most complex and challenging customer needs. Warehousing and fulfillment are value-adds for clients who require storage, kitting, distribution and mailing, or inventory and tracking assistance. Healthcare and finance are two key industries for the company, but its geographic and market reach extends well beyond those, too.

"We got our start in digital printing, because we'd been known for our forms-printing work. Then, we began to go into customers' sites and evaluate all the paper the organization used. We'd make recommendations on how to standardize it, consolidate it, and comply with regulations," according to President Rebecca Vance. This consultation grew into a thriving digital documents and facilities-management business.

While that side of the business is growing exponentially, Vance notes that the print business is, too — so much so that they've built a Web-to-print framework to make it as easy as possible for clients to buy print from the supplier. Many of Emprint Moran's clients require products and services that span both print and e-media.

Emprint Moran's offset engines produce everything from marketing collateral to forms and stationary, from books to intricately die-cut packaging. The company was an early adopter of digital print, too, and now runs equipment from Canon, Epson, Hewlett-Packard, Kodak, and Ricoh.

With each digital print investment comes the question of how best to complement it with post-press technologies.

### Managing even the most complex and challenging customer needs with an array of Horizon and Hunkeler finishing solutions.

According to Vance, the executive team is deliberate and thorough in its analysis of not only equipment on the market, but the manufacturers and distributors behind the brands.

Vance and Vice President of Operations Keith Page work closely with Standard Finishing Systems and their dealer, PDS Equipment in Tennessee, to identify



opportunities for greater efficiencies and select technologies to achieve them. "Standard has always been an excellent resource for us," Vance notes. She also credits the dealer's comprehensive maintenance plan for enabling them to confidently make these investments.

Over the course of recent years, the company has invested in some key finishing technologies, including a Standard Horizon BQ-470 Perfect Binder, which the executives laud for its high-quality output and notably efficient make-readies and changeovers.

A Standard Horizon HT-30 Three-side Trimmer has proven invaluable for short-run, print-on-demand books, and Standard Horizon VAC-60 collating towers help the operators accurately separate and prepare signatures for perfect binding or saddlestitching.

"We're always looking for partners that allow us to finish quantities of one or many," according to Page. "In 2010, we brought in the BQ-470 and the collating system. They fit our needs very well, and we're still very competitive using that equipment."

Most recently, they hand-picked two additional finishing technologies that have proven instrumental in adding new capabilities and tackling the growing workload. A Standard Horizon CABS 6000 Perfect Binding System was brought in for their growing volumes of book and commercial work.

Operationally speaking, Vance says that system offers a lot of "head room" to develop that market even more, and adds that it's such a workhorse, it can be staffed 'round-the-clock at peak times.

It comprises an MG-600 Gatherer, the SB-17 Seventeen-clamp Perfect Binder, and an HT-110 Three-knife Trimmer. The high-speed, automated setup and quick changeovers allow Emprint Moran's operators to move a variety of short-run and longer-run jobs through the system — at speeds of up to 6,000 books per hour.

When Emprint Moran purchased a new Ricoh InfoPrint 5000 roll-fed inkjet press last October, it was configured in-line

with a Standard Hunkeler Roll-to-Stack system that features a CS6-II Cutter for double-cutting full-bleed book blocks. The combined solution offered such a compelling ROI within the first six months that the company purchased a second line to add to its production capabilities.

"We did a lot of research and spoke with a lot of people who had the printer, and what it came down to for us was that we didn't feel our workflow benefitted by stacking rolls up as they came off the press, only to be fed through a finisher still. Having it in-line allows us to take that step out of the process and come off of the press with as close to finished books as possible," Page explains. "We looked for a finishing partner like Standard Hunkeler that could keep up with the speed of the print engine. And it does!"

According to Vance, the process of selecting the equipment, installing it, and having it operational was done "in record time." Emprint Moran's executive

team visited Standard Finishing Systems' Demonstration Center in August 2014. Both systems were installed and benefitting the company by October.

Vance and Page concurred that there's no substitute for getting in front of equipment for a live demonstration, so the company's executive team also traveled to Lucerne, Switzerland in February 2015 to attend the Hunkeler Innovationdays event. "The show was very informative, and because of its intimate and personal nature, we were able to discuss our specific production requirements and closely evaluate the newest digital technologies."

Emprint Moran's executives are confident that their Standard solutions will serve them well into the future. "We've had 100-percent support, both from Standard and our dealer, PDS Equipment," Page says. "They gave us everything we needed to get us up and operational as quickly as could be, and will continue to be valuable partners in our long-term success."



Rebecca Vance, President and Keith Page, Vice President of Operations at Emprint Moran Printing, Inc. stand beside their Standard Hunkeler Roll-to-Stack System that features a CS6-II Cutter with chip-out for full-bleed book blocks.