



With their new Standard Horizon finishing equipment, L+L brought previously outsourced work in-house, saving valuable time while controlling the production process. Pictured here, Andrew Campbell (left) and Arne Anderson (right) stand beside L+L's new Standard Horizon BQ-480 Perfect Binder and HT-80 Three-knife Trimmer.



San Diego based commercial printer places significant emphasis on quality control

L+L Printers Brings Perfect Binding In-House!

New Standard Horizon configuration accelerates production times and achieves superior results.

San Diego based L+L Printers, a 61-year-old privately held commercial printer, places significant emphasis on quality control in its operations. One of its largest customers, a medical device company, is especially sensitive to accuracy and quality. L+L President & CEO Bill Anderson says, "Our motto is 'Never a drop in quality.' As part of our standard procedures, nothing goes out that hasn't been checked, and this is especially important to our medical device customer, who operates in a very regulated industry. If there is a mistake in the printing or finishing, it causes real issues. When we were outsourcing our perfect binding, we were having to do 100% hand inspection of all the work. The problem was exacerbated when the bindery partner we were using here closed, and we had to send work to Los Angeles, adding days and more loss of control to the process."



(L to R) Andrew Campbell – President, Specialist Media Group (L+L's Mailing Division), Frank Scorzelli – COO, Arne Anderson – Bindery Lead, Michael Kenney – President, Offset Division

L+L has been doing business with Standard Finishing for a number of years. "In fact," Anderson says, "we have a Horizon SPF-200A Bookletmaker in our digital department that we have had for a decade, and it's still going strong. So it made sense to talk to Standard, and the local Horizon dealer Print & Finishing Solutions, when we determined we needed to bring perfect binding in-house."

L+L installed a Horizon BQ-480 Perfect Binder in-line with the HT-80 Three-knife Trimmer and a new two-tower VAC-L600H Collating System with ST-60 Dual Stacker for collating signatures. With their new Standard Horizon finishing equipment, L+L brought previously outsourced perfect binding work in-house. "This configuration allows us to not only shorten cycle times, but also to gain more quality control," explains Chief Operating Officer Frank Scorzelli. "We could be doing as many as 30,000 books of 340 to 360 pages, and if even one signature gets through that is misplaced or upside down, it's a huge issue. Before, we not only had the delays associated with outsourcing and the risks associated with spoilage, but when the books came back, we had to open the boxes and inspect each and every book – very time consuming."

Eliminating outsourcing was only one factor in accelerating

production times. "About 80% of the work going on the perfect binder is being produced digitally," Scorzelli states. "Books are printed and guillotine cut into book blocks, or collated using the VAC-L600 for offset work. Book blocks and covers are fed into the BQ-480, producing finished books as fast as you can feed in the book blocks. It can even automatically stack multiple books for cutting all at once by the Horizon Trimmer. And it has a sensor that



allows you to literally go from a 340-page book to a 280-page book and back up to 360 pages instantly. We don't have to stop and reprogram if we get three different sizes in the same day." Ever-increasing demand for short-run books was another key factor in the decision to bring work in-house. The medical device company's move into emerging markets meant they needed smaller quantities of books with a very fast turn time. "The international groups were ordering between 25 and 250 of these 340- to 360-page books," Scorzelli notes. "We might get the order in on a Thursday with a Monday delivery, and that is something we could not do if we were still outsourcing the perfect binding."

Anderson adds, "Once the equipment was installed, we had a week of training; and we rotated staff into that room in small groups and teams. When it was all said and done, we have five or six individuals who can run the perfect binder, and they took to it easily. I was impressed. Since we didn't have in-house perfect binding before, I didn't think we would be that efficient; but we were producing and shipping live product by the end of the week."

L+L continues to evaluate new finishing solutions from Standard and recently participated in a virtual demonstration where Standard was able to show L+L equipment running live from Standard's showroom floor. According to Anderson, "We appreciate the opportunity to engage virtually when travel options are limited these days. Seeing the equipment beforehand is essential to the process, and Standard has a proven program to make sure we can still get the answers we need to move our business forward."