

The new Standard Horizon equipment has allowed Printers 3 to meet the fast turnaround needs of their clients with next day delivery. The **SPF-200A Bookletmaker** (near right) features speeds up to 4,500 booklets/hour, while the **BQ-270V Perfect Binder** (far right) offers full automation and repeat job settings. Bindery operators at Printers 3 appreciate the quick setup and easy operation provided by both machines.



Long Island, NY printer produces a wide range of books and manuals

Printers 3 Speeds Time to Market with On-Site Finishing.



Bringing saddlestitching and perfect binding in-house to deliver fast turnaround.

Anthony Viscuso explained that his father founded Printers 3 as a small offset commercial printer in 1985. He said, "It wasn't too long before I saw things beginning to change and acquired our first digital press, a Xerox DocuTech, in the early 1990s." Anthony bought his father out in 2006 and completed the analog-to-digital transformation, with only two small offset presses remaining.

"Today, we're a general commercial printer, producing a wide range of applications with a primary focus on books and manuals for various businesses, and authors who are interested in self-publishing," Viscuso added.



Anthony Viscuso, President

Printers 3, located on Long Island, had an older saddlestitcher in place, but it was complicated and took a long time to manually set up, typically as much as 30 minutes. "Plus," he said, "I only had one operator who knew the machine, so it was problematic."

As a result, Printers 3 was outsourcing most of its bindery work. "This was challenging for us," Viscuso said, "since it typically added at least two days to the process. And although it didn't happen often, if there was a problem, for example with the size of the spine, the times could be longer. We needed to bring both

saddlestitching and perfect binding in-house to meet the fast turnaround needs of our clients."

Viscuso viewed equipment at Graph Expo in Chicago and narrowed his search to two vendors. "I ultimately decided to invest in Standard Horizon equipment," he noted. "The equipment basically sold itself, but I also appreciated the knowledge and effort of the Standard team that helped me make the best choice for my business."

Viscuso initially chose to acquire the Horizon SPF-200A Bookletmaker with HOF-400 Sheet Feeder. This fully automated combination stitcher/folder and face trimmer has production speeds of up to 4,500 booklets per hour and features fast setup. "This worked so well for us," Viscuso reported, "that two months later we added a Horizon BQ-270V Perfect Binder. Now we are able to provide next-day delivery – or even same day in some cases – on many of our bound products." This single-clamp binder also features fully automated operation for binding of variable thickness books at up to 500 books per hour. It includes a sensor-activated digital caliper system which consistently measures book block thickness and automatically transfers this data to the binder for quick, automated

setup with no cycle lag time for books of different thicknesses. The equipment was installed by Standard Horizon dealer Northern Machine Works.

"Not only did we eliminate the elapsed time required to send binding out," Viscuso said, "but we now have the ability to start binding as soon as one book is printed. It has made a huge difference in our turnaround time. Plus, we can store settings for repeat jobs, which basically reduces setup time to almost nothing."

Viscuso cited a recent job for an author who needed next day delivery of 300 copies of his book for a conference. "We were able to turn that around, no problem," he said. Printers 3 also produces perfect bound common core math books for several school districts, as well as journals, both perfect bound and saddlestitched. "We also do a lot of event-related materials, typically perfect bound books that include ads. It's a blessing to have perfect binding on-site to be able to handle all of these requirements in a timely manner." Viscuso also described work for a health care client in the 4th quarter that has them running seven days a week. "These are perfect bound books and some saddlestitched materials. There is no physical way on earth we could get this job done without having the Standard Horizon equipment in-house."

