

### Finished book blocks for binding

The integrated solution at BIP begins with the Hunkeler Unwinder into the Canon ColorStream Press. Hunkeler finishing on the back end includes the CS6 High Speed Cutter, Perforation Unit, and SE6 2-up Offset Stacker — allowing BIP to go from roll to finished book blocks seamlessly in one process at full press speed.



With a new press and in-line Hunkeler finishing, BIP has significantly ramped up its production. They anticipate producing about 450,000 perfect bound books in 2019. Using three or four rolls of paper per day, an equivalent of about 300,000 sheets, the Standard Horizon BQ-470 Perfect Binder with HT-80 Trimmer (far right) can handle that volume with room to spare.



A subsidiary of Simple Solutions in Beachwood, OH

## BIP Printing Solutions Achieves Bindery Efficiency with Hunkeler and Horizon Finishing.



In-house operation eliminates outsourcing while adding capacity to support a trade printing business.



(Left to right) David Keiger - Production Manager, Mat Sell - Print Shop Associate, and Joe Dambrogio - General Manager stand beside the Standard Hunkeler Roll-to-Cut/Stack line. Stacked output from the Hunkeler line is ready for binding on the Standard Horizon BQ-470.

Solutions. “We installed both color and black & white sheet-fed digital toner-based presses, and that allowed us to produce about 70% of our work in-house. But we wanted to bring everything in-house and have additional capacity to support a trade printing business as well, so we began looking at production inkjet as a solution.”

As a result of its due diligence, BIP Printing Solutions chose a Canon Océ ColorStream 3900 color inkjet digital press to replace its sheet-fed toner devices. “At the time we purchased our ColorStream, we also considered what finishing we needed. The bindery has always been a bottleneck for us, and this was our opportunity to rectify that. If you have 3,000 unfinished book blocks and it takes you three weeks to get them out the door, that’s pretty useless.”

Dambrogio relied on the advice of his Canon sales representative to recommend a solution to create book blocks in-line with the Canon ColorStream. “Our rep told us that the Hunkeler Roll-to-Cut/Stack line was the ideal solution for our needs, and we’ve

been very happy with that. It delivers perfectly cut book blocks that are ready to be perfect bound. And it

includes a perfining unit as well as the slitter and stacker, ideal for our workbooks.” The integrated line allows BIP Printing Solutions to go from roll to finished book blocks seamlessly in one

process at full press speed.

BIP had two older perfect binders that required manual set-up. “With our existing configuration, we had two people binding our workbooks off-line for 12 hours, and we could produce about 2,000 perfect bound books per day,” explains David Keiger, Production Manager. “There was no way this would keep up with the output from the ColorStream and Hunkeler line.”

After considering their options, BIP decided to acquire a Standard Horizon BQ-470 Perfect Binder and an HT-80 Three-knife Trimmer. “With our new press and Hunkeler in-line finishing solution, which was installed in March of 2018, we significantly ramped up our production,” Keiger says. “We will produce about 450,000 perfect bound books in 2019. We use three or four rolls of paper per day, an equivalent of about 300,000 sheets, and the Standard Horizon perfect binding configuration can handle that volume with room to spare.”

Now, BIP Printing Solutions only requires one person in its bindery for an 8-hour shift and can produce upwards of 4,000 bound books during that shift. “Our previous perfect binders were dated when we got them,” Keiger explains. “We had a ton of waste and downtime. By replacing those two perfect binders with our new Standard Horizon perfect binder and trimmer, not only did we significantly increase our capacity, but we cut that waste and downtime. With our

older systems, some days we couldn’t bind at all because the machines were down and could take a couple of days to get back up. Now we don’t have that problem at all. In fact, we hardly see our Standard Horizon service technician! We get quarterly preventative maintenance service calls, and other than that, we have no issues. It’s a very efficient bindery operation now that our finishing can keep up with our ColorStream press.”

Dambrogio adds that “the quality of the binds is far superior as well, and that was also a consideration in our decision. With our previous perfect binders, we had weak binds that resulted in pages falling out of the books. Plus, with toner-based printing, the fuser oil also affected the quality of the binds. We are now able to provide a much more reliable product to our customers.”

According to Keiger, another productivity factor is the fast set-up on the Standard Horizon BQ-470. “Before, we had a bunch of handwritten settings that the operator had to enter manually. And it also required adjustments once we started running to get everything just right. That took 15 minutes or so. Now it’s just a minute to set up the BQ-470 using templates.”

The other benefit BIP Printing Solutions enjoys from bringing all of its work in-house is printing exactly the amount of workbooks needed, on demand. “Before, we were using an outside offset printer with a minimum order



quantity which required us to order more books than we needed to get to the right price break. The financial benefits of printing and finishing on demand are significant.”

Now that BIP Printing Solutions has its new configuration in place, the team is looking to grow its business by sourcing perfect bound work from other printers in the area. “We have the extra capacity to do that,” Dambrogio says, “and we are already starting to see more outside work come in. We’re extremely pleased with our investment decisions. It’s an exciting time to be at BIP Printing Solutions!”



A subsidiary of Simple Solutions, BIP Printing Solutions was established four years ago as an in-plant producer of Simple Solutions’ educational curricula. Master Teacher Nancy McGraw, with more than 20 years of experience in a wide variety of subject areas, created the Simple Solutions approach to help students experience success in mathematics. With a growing number of educators wishing to take advantage of

her curricula, McGraw met that demand by outsourcing printing through her company, Bright Ideas Press.

“About four years ago, a vendor approached us about producing our Simple Solutions perfect-bound educational workbooks in-house,” explains Joe Dambrogio, who became General Manager of the resulting in-house print operation, BIP Printing

**One person can now produce upwards of 4,000 bound books in an 8-hour shift.**

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