STANDARD

The folder at Imprimerie Contact has also been equipped with a Standard VIVA camera-based integrity system to ensure accuracy for their cosmetic and pharmaceutical clients. The system captures piece count data so that inserts of different languages can be properly separated and also verifies printing on the back side.

Reducing operating costs while increasing efficiency

From Outsource to In Control.

Imprimerie Contact brings 100-percent of its folding in-house with Standard equipment.

Among the print work Imprimerie Contact produces are jobs requiring precise and efficient folding. As much as 95-percent of those jobs are produced for two challenging industries: pharmaceutical and cosmetics. Historically, all of that folding work had to be outsourced to trusted finishing partners in geographic reach; but during the spring of 2012, that was all about to change.

Standing beside their new Standard Horizon AF-406A/T6A automated folder are André Goyette, proprietor Imprimerie Contact, Inc. and partner, Mélissa Goulet.

Founded in 1978, Imprimerie Contact, Inc., an FSC® Certified print supplier, is based in Anjou, Quebec. The company operates a stable of print engines that span offset and digital equipment. A variable-data workflow enables the print provider to create highly targeted and customized communications, including stationery, envelopes, invitations, brochures, folders, direct-mail campaigns, and more.

"Because of the lack of space in our old shop, we gave 100-percent of our folding to a subcontractor, which caused additional audit costs, transportation, and longer production time," according to André Goyette, proprietor. "Buying a folder became very important to us, to reduce our operating costs."

It was March 2012 when Goyette and his business partner traveled to Standard Finishing Systems' headquarters to take part in its VIP Program, and to see a promising folding technology in action. "We were greeted by a great team, and they were very caring. We had a full demonstration, and we were able to test exactly what we wanted to produce. The Standard Finishing Systems team took the time to answer all of our questions."

Imprimerie Contact purchased the Standard Horizon AF-406A/T6A Folder in April, 2012, and with the help of their dealer KBR Graphics Canada (www.kbrgraphics.com) in Montréal, the solution was installed and fully operational by June.

The Standard Horizon AF-406A/T6A is a small-format, smartly automated, 6/6 buckle folder. It is capable of creating a variety of fold types, including single-, double- and triple-parallel folds, short folds, gate folds, accordions, zigzags, and others. The solution also offers simple, intuitive operation with a 10.4-inch colorful touch-screen control panel.

It was that ease of use that Goyette says was particularly compelling. The Standard Horizon AF-406A/T6A is pre-programmed with 17 preset fold patterns, and users can program and store as many as 200 custom fold settings in the memory — with folds as small as .79-inch.

Goyette confides that he and his colleagues had high expectations for the folder, especially for speed, efficiency, accuracy, and reliability. And it had to directly increase profit margins, he recalls.

"We expected to fold about 50-percent of our production during the first year, and we expected to have a direct return on our investment in five to six years. But in fact, it will be fewer than five years, because we're already folding 100-percent of our production," he explains. That equates to an average of more than one million inserts per month, Goyette estimates.

The Standard Horizon AF-406A/T6A is capable of processing as many as 30,000 sheets per hour, measured in A4 parallel folds.

"The speed, the ease of setups, the precision, consistency, and the quality of the folding are all advantages of this folder," Goyette asserts. "Also, we produce several different sizes of inserts, so the job storage format became very important for us, because it allows us to save a lot of time. We print ranges from 1,000 to 500,000 inserts per docket, so we appreciate the full automation of the folder."

"Our new AF-406A/T6A is folding more than one million inserts per month."