

EXCEEDING EXPECTATIONS WITH LIGHTS-OUT AUTOMATION

DURST CUSTOMER SPOTLIGHT

GLOBAL
IMAGING

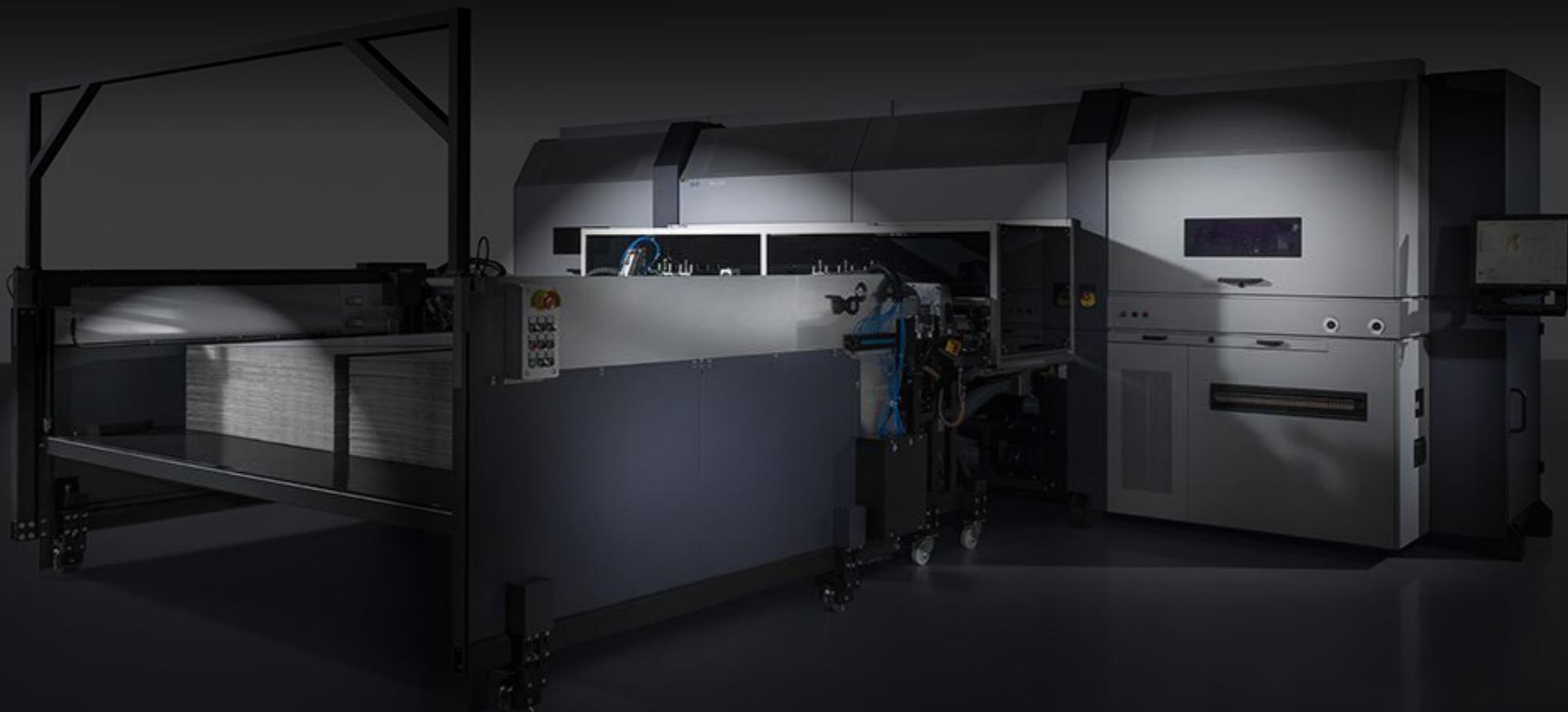
durst



WHAT IS LIGHTS- OUT AUTOMATION?

The idea behind lights out automation is the ability to remove human workers, lock the doors, and go home while production continues.

In practice, whether or not the lights are actually off, the goal is to increase efficiency and productivity. With the advanced automation capabilities of Durst printers, our customers can stay in production 24/7 with minimal staff, reducing labor costs and maximizing output.





THE DURST DIFFERENCE

For more than a decade Durst has led the way in large format printing, offering industry-leading reliability and versatility. The increased roll-to-roll capacity allows for longer stretches of unmanned production, increasing profitability. With custom, configurable automation, orders can be processed quickly and efficiently, allowing fast turnaround times and maximum return on investment. Durst also offers an online materials database to reduce time spent on media testing and profiling when starting a new project.

Automation with Durst printers improves workflow and maximizes output potential across a wide range of different specialties. We interviewed three of our customers to find out how lights out automation is transforming their productivity.

SPOTLIGHT



Fast Turnaround for Web-to-Print Company

Build A Sign (BAS) is an award-winning, online print provider with over a decade of experience. Their ethos is to give people an easy online ordering experience and very, very fast delivery at a low price. Their success depends on high efficiency and low labor costs.

Because of their quick turnaround times, equipment reliability is critical. At BAS, they obsessively track equipment efficiency and predictability, so they are confident the printer won't go down in the 24 hours they have to produce an order.



“Durst meets all of our requirements.”

- JOE LICATA
COO, BUILD A SIGN

WHY DURST?

“We need good preventative maintenance and equipment that’s built robustly,” says Joe Licata, COO. “It needs to handle a very heavy load in terms of how many actual passes the carriage takes. Durst meets all of our requirements.”

Each time BAS has invested in new equipment they have diligently evaluated multiple manufacturers and found the clear choice to be Durst printers, which they have been running since 2007.

“We almost always test and evaluate alternatives. We try to figure out total cost to keep the machine running in key position, wasting, purging...all of that’s a factor. We’re always trying to look at the whole pie when we think about buying a new piece of capital equipment.”

FLEXIBILITY & RELIABILITY

With their 24-hour production schedule made possible by automation, Build A Sign stays ahead of the competition by delivering orders in as little as one day.

Durst has the operational flexibility to adjust an order in minutes, without interrupting production. The reliability and extremely high run time allows them to maintain the heavy load of orders and still deliver consistently fast turnarounds to their customers.

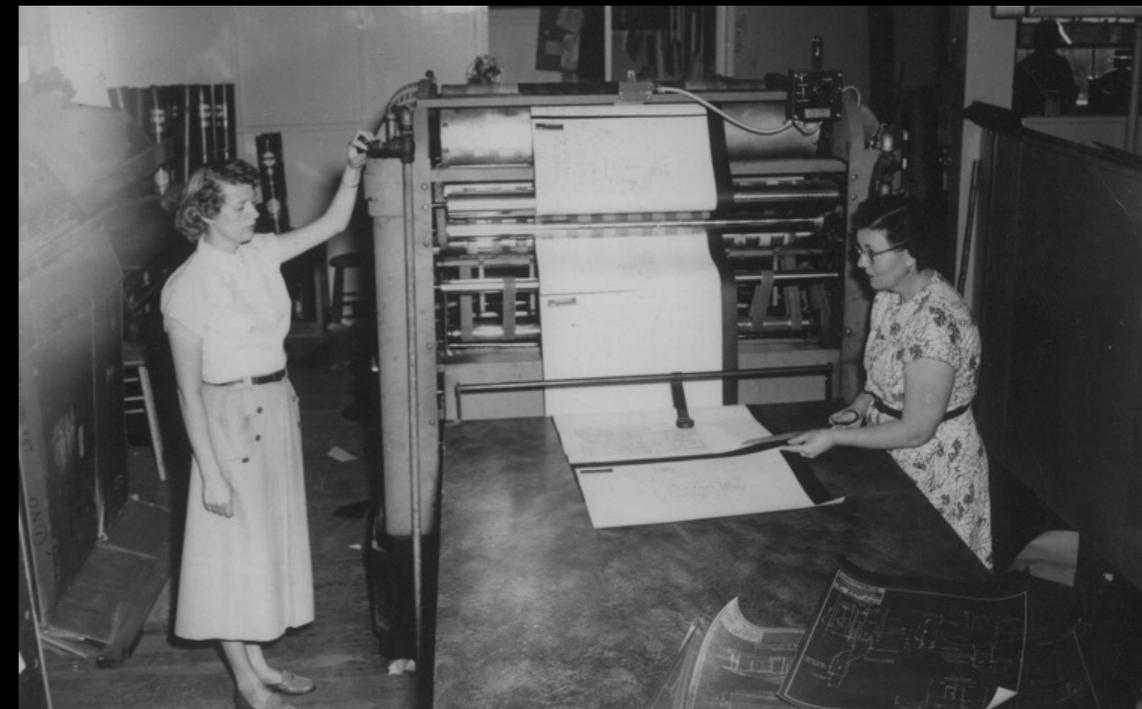
SPOTLIGHT



Increased Efficiency for Wholesale Printer

Founded in 1945, Oregon Blue Print is a family owned print company that has relied on innovation to remain successful for more than seven decades. While the company has shifted its market radically since its inception 73 years ago, the focus on quality over quantity has remained paramount.

Before making their investment in Durst, they evaluated equipment from many manufacturers. Company president Chris Underwood knew from years of experience that print quality is only one point of evaluation for this kind of investment.





WHY DURST?

“It’s nice to be able to set up a roll and walk away from it.”

- CHRIS UNDERWOOD
PRESIDENT, OREGON BLUEPRINT

“Obviously print quality on different platforms can look very equal depending on the modes and how you run it. What drew me to [Durst] is the ability to run unattended. It’s nice to be able to set up a roll and walk away from it. The trust level of being able to do that is there with this piece of equipment, where in the past we didn’t have that.”

When comparing equipment options, Underwood felt that Durst not only had higher print quality at faster speeds, but also advanced automation that made it the most efficient choice.



CONFIDENCE & DEPENDABILITY

The reliability of Durst printers allows OBP to take last minute orders or quantity increases with the confidence that they can deliver. Instead of needing extra staff hours or 12-hour days to accommodate last minute projects, they can still work an 8 or 9-hour day and let the Durst take over at night and run without paying for labor.

Dependability is crucial when running unattended, and Durst has delivered. In the two years they have been running the machine, there have only been two service calls.

SPOTLIGHT



Lower Production Costs for Fleet Printer

With their focus on innovation and efficiency, Modagraphics relies on the speed and industrial strength of Durst printers to increase their yield.

With the ability to run two 1,600-foot rolls side by side versus a standard 750-foot roll, a project can run completely automated for eight or nine hours throughout the night. This not only allows for a full shift of unattended printing, it reduces waste from leader material and the frequency of changeovers between rolls, which can take as much as an hour. Those benefits are key for maximizing efficiency for Modagraphics.



“A lot of the other machines in the marketplace weren't going to give us that ability.”

- PAUL PIRKLE
PRESIDENT & CEO, MODAGRAFICS

WHY DURST?

“Some of the other presses require lug-ons to be able to handle the industrial strength that's needed to run two 1,600-foot rolls of material, which is a lot of weight. You're talking 600 pounds a roll or so, which would get you up to 1,200 or 1,300 pounds of material.

A lot of the other machines in the marketplace weren't going to give us that ability, nor were they able to really handle the speeds that we were looking for, for our yield and our throughput.”

STRENGTH & VERSATILITY

President and CEO Paul Pirkle feels that if you can increase yield and spend less on waste or spoilage, you can be more competitive. That leaves room to lower prices to end users and increase gross margin, just from running more efficiently.

Not only is Modagraphics reducing labor costs by leveraging true lights out automation, but they are also increasing productivity and achieving faster turnaround times. This automation capability lowers overall production costs, which allows them to offer more competitive pricing.



ARE YOU TAKING ADVANTAGE OF AUTOMATION?

The industrial frame, capacity, and operational flexibility of Durst make them the ideal choice for enhancing your print capabilities with lights out automation. Printing companies worldwide trust the reliability of Durst automation to maximize their return on investment with increased production.

Global Imaging can help you find the right model to increase your productivity and exceed customer expectations. Let's discuss how lights out automation can work for you.

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