

Transforming Efficiency: How Sun Print Solutions Enhanced Production with MBO America's Modular Finishing Equipment

MBO
KOMORI GROUP



Overview

Sun Print Solutions, an 83-year-old women owned union shop based in Utah, has a long-standing history in the printing industry. Traditionally an offset press facility, the company expanded into digital printing in 2006. With the acquisition of an HP T230, later upgraded to T250, Sun Print Solutions sought to enhance their finishing capabilities to keep up with increased digital output.

Sun Print Solutions operates out of a three-building campus spanning approximately 100,000 square feet. The company employs 120 staff members who work in two shifts per day, five days a week. An interesting fact to note is that during political race years, their production can surge from 1 million pieces per week to 1 million pieces per day.

Results

The integration of MBO's equipment led to significant improvements in Sun Print Solutions' operations:

Efficiency Increase: Job completion times were reduced from three days to two days.

Labor Savings: The company saved approximately 40 hours of labor per job by integrating in-line tabbing.

Increased Throughput: The MBO line now handles around 40% of Sun Print Solutions' total workload, underscoring its central role in their operations.

The Need for a New Finishing Line Solution

Sun Print Solutions faced limitations with their existing cut-to-stack finishing line, which could not keep pace with the high output of their HP T250 press. This bottleneck hindered their ability to meet production deadlines and maximize the press's potential. The company needed a robust, versatile solution that could streamline their finishing processes and handle roll-to-roll operations.

A Solution That Delivers

After extensive research and site visits, Sun Print Solutions selected MBO America's modular finishing equipment, which includes:

- MBO UW 23 Unwinder with pneumatic core shaft
- MBO DPS 60 Dynamic perf & score Unit
- MBO Digital PFS web-based plowfold system
- MBO Digital SVC 525 C high speed sheeter
- MBO DFT 560 DIGI-folder FW I
- H+H 381-28" Cutting unit with high-speed guides
- MBO ASP 66 L-2ME high-capacity press delivery with marking device.

The decision was influenced by the system's flexibility, durability, and user-friendly design. According to Stefan McTee, COO of Sun Print Solutions, "We call it our Swiss Army Knife because we can just do different stuff with it that we never were able to do before."

Successful Implementation

The installation and implementation of the MBO equipment were seamless. MBO's team provided comprehensive on-site training, divided into two phases. The initial two-week training period was followed by a month of independent operation, and concluded with an additional week of training to address any operational questions that arose. This phased approach ensured that Sun Print Solutions' staff were well-prepared to operate the new system efficiently.



Training and Workforce Adaptation

Training was a critical component of the successful implementation of the MBO equipment. Employees from various departments, including bindery and mailing, were trained to operate the new system. McTee emphasized the importance of employee involvement in the evaluation process, which helped secure buy-in and ensured smoother operations.

“ That particular job saved about 40 hours of man time because we tabbed in line. ”

Stefan McTee, COO, Sun Print Solutions

Future Plans

Following the successful implementation of the MBO line, Sun Print Solutions is planning further expansions. They are considering adding another MBO line and exploring integrations such as unwinding into a saddle stitcher. The recent acquisition of Plum Marketing in Colorado also aligns with their strategy to expand geographic reach and service offerings.

Conclusion

The collaboration between MBO America and Sun Print Solutions illustrates how strategic equipment investments can drive business growth and operational excellence. The versatility, durability, and user-friendly nature of MBO's equipment have enabled Sun Print Solutions to streamline their processes, reduce labor costs, and enhance throughput.

Key Metrics

- ✓ **Efficiency Increase:**
Reduction in job completion time from three days to two days.
- ✓ **Labor Savings:**
40 hours saved on a single job due to in-line tabbing.
- ✓ **Production Share:**
MBO line handles 40% of Sun Print Solutions' workload.
- ✓ **Revenue Growth:**
Doubling of revenue from \$16 million to \$30 million in five years.



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Stefan McTee, COO, Sun Print Solutions

Phone
609.267.2900

Website
www.mboamerica.com

Email
contact@mboamerica.com

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