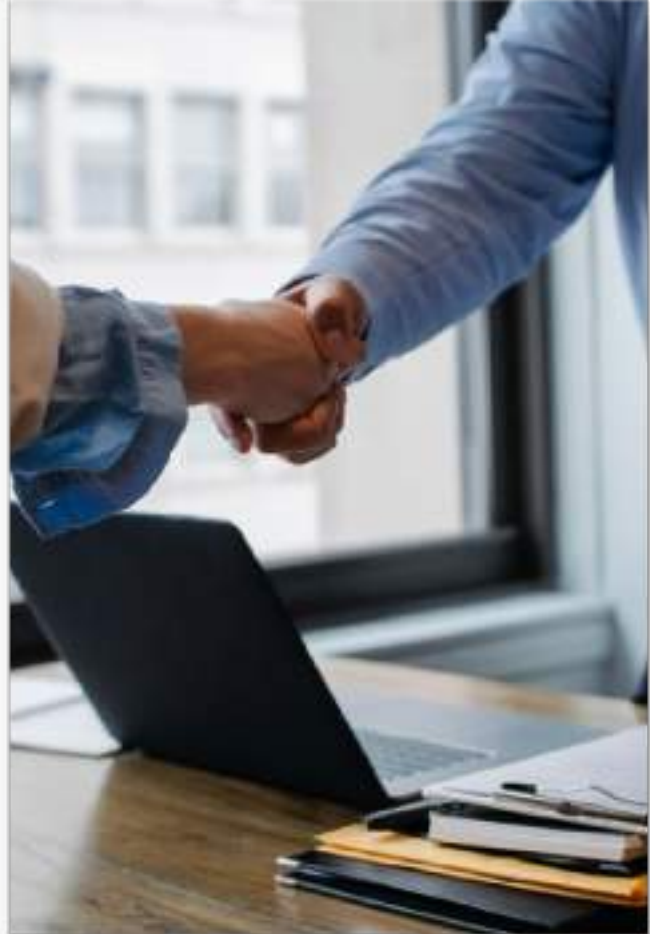


CASE STUDY



EXPANDING PRINT CAPACITY AND COLOUR RANGE FOR A SPECIALIST BOOKBINDER

How Oxbow, in partnership with FUJIFILM, helped Vans Bookbinders take on higher print volumes, specialist stocks and a wider colour range in-house.



Customer background

Established in 2001, Vans Bookbinders CC has spent more than two decades on specialist bookbinding and finishing work for its clients. As demand grew, the volume and variety of print the business handled began to outpace the office printer it had been relying on, particularly on jobs calling for specialised colours and non-standard paper stocks.

Case Study at a glance

Challenges

A smaller office printer could not accommodate the growing workload or the volume of jobs coming through. Specialist colours and non-standard paper stocks were beyond the capability of the existing device. Work that could not be produced internally had to be sent out, adding cost and removing control over quality.

Oxbow & Fujifilm Solution

Consultation on capacity, colour range and media handling across the full spread of the business's print work. Deployment of the FUJIFILM SC285 with a fifth colour station to broaden the colour gamut. Revoria Flow SC22 added for job and profile management, with an air-suction feeder and booklet finishing.

Benefits and Results

Removed outsourced printing costs entirely, bringing specialist work back under the business's own roof. Broadened the range of jobs the team can quote on, well beyond what the previous setup allowed. Colour substitution implemented successfully, with full training provided to the team. Improved reliability across the workload, with fewer interruptions to production.

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Value from Innovation

CASE STUDY



The Challenges

Vans Bookbinders had built its reputation on finishing work, but the printing side of the operation was running on a smaller office device that was never intended for the volumes coming through. Jobs that needed specialised colours or heavier, non-standard paper stocks simply could not be produced on it.

The result was a growing dependence on outside suppliers for the work the business could not handle itself. That added cost to every affected job, stretched turnaround times, and left the team with limited say over the quality of the finished product. A FUJIFILM launch event gave the business its first clear view of what a production-class device could do differently.

The Oxbow & Fujifilm Solution

Oxbow recommended the FUJIFILM SC285 as a device sized properly for the workload, then went a step further by presenting the fifth colour station as an option for broadening the colour gamut beyond standard CMYK. The demonstration covered the full range of media the device accepts, which mattered to a business regularly asked for unusual stocks.

Revoria Flow SC22 was included as part of the solution, giving the team a way to manage colour profiles separately per job. An air-suction feeder module handles banner sheets, and booklet finishing completes the work in-house.

“The FUJIFILM SC285 with a fifth colour station, air-suction feeder module and booklet finishing, supported by Revoria Flow SC22 for job and profile management across a wide range of media types.”

The Benefits

The most immediate result was financial. Outsourced printing costs were removed entirely, and the reliability of the new setup meant fewer interruptions to production schedules. The scope of work the business can take on has widened considerably against what the previous device allowed.

Colour substitution has been implemented successfully, with comprehensive training delivered so the team can hold output to the standard their clients expect. The business now quotes on work it would previously have turned away, all supported through the ongoing partnership between Oxbow and FUJIFILM.

Thinking about bringing your printing in-house?

Talk to Oxbow about a print solution built around how your business actually works.

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