



“ Jobs that used to take one hour or more to laminate now only take a few minutes on the GBC® HeatSeal® Sprint™ H950 Laminator.”

Lucille Romano
Manager, The Learning Center
Con Edison, New York City



The Facts

With a long history of providing New York City (Manhattan, Brooklyn, Bronx, Queens, Staten Island) and Westchester County with power - gas, electric and steam; Consolidated Edison serves over 3 million electric customers and stands tall among their peers throughout the world. Con Edison operates one of the largest and most complex – yet most reliable – electric grids in the world. They distribute natural gas to more than 1 million residential, commercial and industrial customers making them one of the larger gas distribution companies in the United States.

As the company expanded and grew over the years, many new jobs were created and others were eliminated. Rather than terminating employees, the company developed a state-of-the-art center to train employees for other skilled positions within the company. To support the center, an in-plant print shop was established to meet all of their document and graphic needs. Today the in-plant print shop supports the whole organization.

Lucille Romano, manager, explained, “We have facilities located throughout our entire jurisdiction that need our services and support. Rather than going to outside vendors, they come to us for all their printing and document needs.” Romano and her team produce a large array of materials from wallet size cards, to large graphics, to training and maintenance manuals and everything in-between. “Our job is to support our internal customers, the employees, by providing the most accurate, best quality product we can,” stated Romano.

The Situation

In 2003, a 25" laminator was purchased to laminate and preserve some of the documents being produced at the print facility. Facilities managers needed directional or informational signs for posting and instructors needed documents and manuals for trainees. These documents contain thousands of laminated pages easily customized by replacing specific pages with updated information.

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At a glance...

The Company

Consolidated Edison serves over 3 million electric customers in New York City and Westchester County operating one of the largest and most complex – yet most reliable – electric grids in the world. Originally created to support their training center, an in-plant print shop was established to meet all of their document and graphic needs. Today this center services all of the facilities in their jurisdiction for all of their document needs.

The Questions

- How do I reduce the amount of time and labor needed to complete our large lamination jobs for manuals, signage and more?

The Answers

- The GBC HeatSeal Sprint H950 fully automated desktop laminator.

The Results

- Time and labor needed to finish large lamination jobs is greatly reduced.
- Employees can move on to other projects while laminating, making the shop more productive than ever.
- Savings are realized for the in-plant from the reduction in labor and waste using the HeatSeal Sprint H950 laminator to finish lamination jobs.



Additionally, the laminated manuals became so popular that the demand was taking an enormous amount of time, labor and wasted film to complete. Romano explained, "We could only place two 8.5" X 11" sheets into the laminator at a time and wait for the laminator to heat-up and start laminating before feeding two more sheets. When the first two laminated sheets were done, we would trim off the excess film with scissors." Large projects like this would take hours and sometimes, days and weeks to complete. Romano sought alternatives to enhance the productivity of her team.

The Answers

It was coincidental that Romano and her staff were facing thousands and thousands of laminated sheets between two projects when they read an e-mail from GBC promoting the GBC HeatSeal Sprint H950 Laminator, the first fully automated desktop laminator in the market.

"As soon as we saw the machine and read about it, we knew it could enhance our efficiency," said Romano. When we spoke to our sales representative, she agreed this is the right solution for us. Their first job consisted of 5 different books with 200 pages in each book and 15 copies of each; total of 15,000 laminated pages. Romano said that they calculated this job to take weeks of lamination, trimming and lots of extra film before completion. Using the GBC HeatSeal Sprint H950 Laminator they were able to place 50 documents at a time into the feeder and walk away to perform other tasks. By keeping the HeatSeal Sprint H950 Laminator fed with documents throughout the day, they were able to complete the entire job in about three days. Plus, their staff was able to complete other projects at the same time.

The Bottom Line

"The GBC HeatSeal Sprint H950 Laminator did wonders for us. Jobs that would take one hour or more to laminate, now only take a few minutes," stated Romano. "When you see it in action, that's all you need to justify buying it. You don't have to stand there and keep feeding it. It has saved us a huge amount of time." The labor saved by using the GBC HeatSeal Sprint H950 Laminator is the biggest part of Romano's cost reductions in the shop.

* GBC has reported this all in one laminator can reduce labor, time and supply costs up to 49% or \$2500 per year. Savings based on comparison of time, labor, and purchase price of supplies when using the GBC HeatSeal Sprint H950 Laminator versus a standard pouch laminator.



About

About GBC and ACCO Brands Corporation (NYSE:ABD)

GBC has been the market leader in binding and lamination for over 60 years. With a complete line of binding, laminating and shredding machines and supplies, GBC helps customers present, protect and preserve their documents. To learn more about GBC products, visit www.gbconnect.com.

ACCO Brands Corporation is a world leader in select categories of branded office products. Its industry-leading brands include Day-Timer®, Swingline®, Kensington®, Quartet®, GBC®, Rexel, NOBO and Wilson Jones®, among others. Under the GBC brand, the company is also a leader in the professional print finishing market.



“ Thanks to GBC, we have newer equipment and methods that drive efficiency, productivity and we’re much more cost effective. ”



Michelle Gardner
Supervisor, Office Services
HealthPartners
Bloomington, MN

The Facts

About HealthPartners

Founded in 1957, HealthPartners (www.healthpartners.com) is the largest consumer-governed, nonprofit health care organization in the nation, providing care, coverage, research and education to improve the health of members, patients and the community. For the fifth year in a row, HealthPartners was rated one of the best commercial health plans in the nation by *U.S. News & World Report*, NCQA’s “America’s Best Health Insurance Plans 2009-10.”

HealthPartners corporate offices are located in Bloomington, Minnesota, and many of their clinics and hospitals throughout Minnesota and Wisconsin depend on the corporate print finishing department to produce posters, signage, presentations, sales collateral, training and trade show materials. Michelle Gardner, supervisor of office services, began by providing wire-bound documents and limited laminating services. However, as more clinics were added, the corporate in-house department could not keep pace, forcing them to use costly outside vendors.

The Questions

- Are there additional binding styles we can offer without having to decrease our productivity?
- Can I accommodate a variety of sizes of lamination without losing efficiency or creating more waste?
- Can I keep my services in house and still save the company money?

The Answers

Working with her GBC representative, Gardner was able to find solutions to accommodate all of her needs.

Gardner’s department started by purchasing equipment that would allow her to offer multiple binding styles without having to increase her time assembling.

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At a glance...

The Company

HealthPartners is the largest consumer-governed, nonprofit health care organization in the nation. Many of the HealthPartners’ clinics and hospitals throughout Minnesota and Wisconsin depend on the corporate print finishing department to produce finished documents including posters, signage, presentations, sales collateral, training and trade show materials.

The Questions

- Are there additional binding styles we can offer without having to decrease our productivity?
- Can I accommodate a variety of sizes of lamination without losing efficiency or creating more waste?
- Can I keep my services in house and still save the company money?

The Answers

- GBC® binding and laminating solutions
- GBC CC2700 Color Coil® and ProClick Pronto® P2000 binding systems paired with a Magnapunch maximum productivity punch
- GBC Titan 1244WF wide-format laminator
- GBC HeatSeal® Sprint™ H950 automated desktop laminator

The Results

- Customers have more options in house and don’t need to go to outside vendors.
- HealthPartners print/finishing department has grown by offering more capabilities while saving the company money.
- Employees are more efficient, productive and labor costs are lower.



They chose a GBC® Magnapunch maximum productivity punch, GBC CC2700 electric Color Coil® inserter and GBC ProClick Pronto® P2000 binding system. The Magnapunch Punch offered versatility with interchangeable dies and productivity by punching up to 40 sheets at a time. The CC2700 helped them quickly insert coil spines for documents up to 265 sheets. The pair allows them to quickly assemble Color Coil bound documents without hassle. They also purchased a GBC ProClick Pronto P2000 binding machine and an additional ProClick die for the Magnapunch Punch. The ProClick binding style allows pages to lie flat and be easily edited.

Gardner commented, “Now that we offer ProClick binding, we’re able to take pages out of pre-made documents and utilize the remaining pages without having to reproduce the entire document from scratch.” With Gardner’s new binding equipment, Clinic personnel now also have a choice in binding styles and the production center can meet the demand quickly and easily.

Next Gardner addressed how she could save labor, time and wasted materials with her lamination process. HealthPartners purchased a GBC Titan 1244WF wide-format laminator for laminating and mounting signage to foam-core for large displays, event promotion and health care awareness campaigns. The laminator can mount prints up to 43" wide with both cold and thermal films. For 8 ½" x 11" laminated documents, the GBC HeatSeal® Sprint™ H950 laminator helped reduce labor. Laminated documents are quickly and easily produced with this one-touch automated laminator; saving time, increasing production speed and enhancing shop efficiency. Her staff simply places the documents into the feeder, selects the film thickness and presses the start button. Up to 50 documents are automatically fed, laminated and cut to length without supervision. Saving valuable time, increasing efficiency and dramatically reducing labor costs.

The Bottom Line

“Because our business needs have changed, the fact that we can offer these additional capabilities and services has made our department grow,” explained Gardner. “Our business has evolved; we have more control over our costs versus outside services and we’re saving money. We have newer equipment and methods that drive our efficiency, our productivity and we’re much more cost effective.”

Gardner finished, “The combination of all GBC equipment has increased the capabilities of our department tremendously. We can produce more, be more efficient and, bottom line, save the company money.”

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