



web offset



GOSS...INNOVATION FOR BUSINESS

The right equipment in the right hands

For Blue Island Newspaper Printing of Harvey, IL., a few acronyms like PDF, FTP and CtP represent tremendous changes that have allowed it to successfully compete for national and international work. Throughout these changes, the company has found no better partner than the Goss® Community® press.



With its most recent acquisition of a new four-high tower, Blue Island Newspaper Printing (BINP) has taken to 60 the company's total number of Goss Community units. According to Vice President Gary Rice, Jr., BINP's loyalty to the Community is a result of its long-term dependability. "This company was founded in 1971 with three Goss Community units and a Suburban folder and, as it grew incrementally, we have installed more units and extended the walls of our plant to accommodate them.

"With our 60 units, including 11 four-high stacks, BINP probably has more color capacity than any cold-web printer in the Midwest. In one line we can run five webs of back-to-back color and hold registration tighter than most. As a testament to this quality and reliability, our international client list includes three daily newspapers and a variety of well-read weekly and monthly publications. Our 22" cut-off has also been a big plus for publishers looking to trim newsprint costs."

Exclusively a commercial contract printer with no publications of its own, BINP is dedicated to anticipating

customer requirements. As such, the company is focused on emerging technologies and has been a consistent early adopter of new print methods and systems.

"As many printers are realizing, our industry is changing technologically faster than at any point in our past," Gary explains. "BINP has been very successful in keeping up with these changes."

According to Gary Rice, Jr., this company culture paradoxically supports its re-investment in the most longstanding and widely established single width press in the newspaper printing industry:

"I have occasionally encountered the misconception that the Goss Community is static technology," comments Gary. "This couldn't be further from the truth. With each investment in new Community units, we have benefited from the latest improvements and modifications, from speed increases to motorized registration; and all the time we have the additional flexibility of its single-width design."

Three out of four Blue Island press lines are running 24 hours a day, at least six days a week. The variety of contract jobs handled results in complete plate changes on each press every two to three hours and a monthly consumption of around 5,000 plates.

But, says Gary Rice, Jr., the winning formula is in matching the equipment with the team.

"My father and founder of Blue Island Newspaper Printing, Gary Rice Sr, has always been adamant that even with the best equipment and technology he could not succeed without the hard work of his employees. Many BINP employees have been here 15-20 years and longer.

"Overall, Blue Island Newspaper Printing combines reliability, quality, color capability, flexibility, technological savvy and an understanding that it all means nothing if we fail to provide exceptional customer service at every turn."

“The winning formula is in matching the equipment with the team.”

GARY RICE, JR.

BINP

