



CFC PRINT SOLUTIONS CASE STUDY

CHALLENGE

CFC Print Solutions is a national wholesale business document printing and fulfillment company focused on producing checks, forms, envelopes, and other business documents. They are located in Grand Prairie, TX. Recognized as one of the top 20 fastest growing trade printers by PSDA (the Print Services and Distribution Association) for eight consecutive years, CFC is reputed as an innovative, forward-thinking company.

CFC had been printing with offset technology, but the equipment was getting outdated. Parts were getting hard to find and an aging workforce was taking their offset printing knowledge into retirement. **CFC wanted a printing technology solution that would help expand its product line as well as alleviate the offset labor issues.** They also **wanted technology that boosted its already quick turnaround time – 1.8 days.**

SOLUTION

CFC has long been using DocuCheck Basic® MOCR Security Paper for its offset printing production and appreciates the papers' high-performing security features, exceptional print quality and value. This prompted them to ask Appvion if they could formulate a security paper for inkjet printing. Appvion's answer was "yes"! **Both CFC and Canon Solutions America were confident Appvion would provide a superior security inkjet paper solution.** As a result, CFC looked to purchase an Océ ColorStream 3900 from Canon Solutions America.

Appvion immediately put a team together to create a security paper solution needed to enhance the Océ ColorStream 3900's already robust capabilities. They had to work fast, as CFC only had 90 days to run and test the printer before committing to purchase. **Appvion leveraged their expertise of security paper, their knowledge of the inkjet printing process, and their relationship with Canon Solutions America to develop a new treated product - DocuCheck Basic MOCR Inkjet.** Within 3 short weeks, Appvion produced product, ran internal tests and performed several trial runs on the Océ ColorStream 3900 to ensure its performance and quality. This gave CFC plenty of time to verify that DocuCheck® would indeed offer the performance, security and value for which they were looking.

All workflow improvements relied on DocuCheck Basic MOCR Inkjet's ability to run smoothly on the Océ ColorStream 3900. It provided the security, value and solution to help alleviate several steps in the process. There was no longer a need for make ready and inventory storage. High-speed inkjet printing allowed for variable printing, MICR printing, numbering, perfining and bursting to be done on demand. The new, more efficient flow decreased raw material waste. The margin of error was decreased exponentially, as were the labor costs.

In the first month of use, CFC printed 4.1 million impressions on the Océ ColorStream 3900 using DocuCheck Basic MOCR Inkjet Security Paper with a goal of 2-3 million impressions. The print, color and image quality have proven to be exceptional, as well. CFC has pushed 12 million impressions into the marketplace since the technology change with zero complaints. **The 1.8-day turnaround time has also been positively impacted. CFC's expectation is that the new inkjet technology solutions will drive turn times to 1.0 day or less.**

Appvion created DocuCheck Ghost® Inkjet and DocuCheck Watermark® Inkjet as additional inkjet security paper solutions for CFC. The long-term vision for CFC is to move all production to inkjet printing. Appvion will be there with its full line of DocuCheck Inkjet Security Paper products, experience and expertise to help CFC every step of the way.

"I had every bit of confidence Appvion would provide me the paper solution I needed for a seamless transition into inkjet. They know security paper and have the innovative drive and mindset to create solutions to meet the highest security demands as well as produce excellent image quality, runnability and results. I was told it would get done. And it did! The development of a DocuCheck inkjet solution specific to my needs – in crunch time – further solidified the trust I've always had in Appvion."

— Tommy Gillis
Managing Member, CFC Print Solutions, LLC



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