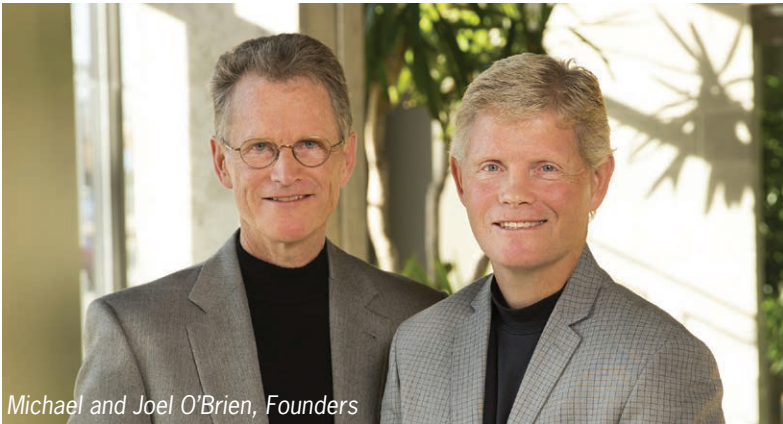




**PRINTING  
PARTNERS**

## Company Overview



Michael and Joel O'Brien, Founders

**Printing Partners is a local family-owned commercial printer with a history that dates back to 1924.**

Current ownership has been involved since 1989 and has grown the business from six employees to more than 115 through growth and acquisition. During that time, Printing Partners has become a full-service, **ISO-certified, G7® Master Printer**. Printing Partners currently operates at two Indianapolis locations with its primary facility being at 929 W. 16th Street.

With both **offset and digital capabilities** along with **in-house mailing services** and **finishing**, Printing Partners serves a broad range of business and institutional clients. Many of its clients do a significant amount of **direct mail** and Printing Partners has the expertise and equipment in place to do it in the most cost-effective way.

Printing Partners also has a strong position in central Indiana's not-for-profit arts market, and it serves a growing list of not-for-profit social service agencies. Another distinguishing characteristic of its client base is its **breadth and diversity**. No single client approaches ten percent of total sales.

The differential advantage that distinguishes Printing Partners is a **"can do" attitude that is backed by experienced employees, a wide range of equipment, and technology**. Printing Partners' employees have the collective knowledge to engineer jobs to achieve the desired outcome at the **best cost**.



In the past decade the market has not been kind to the printing industry. Printing Partners' response has been to make strategic **investments in technology** to **enhance efficiency** and to **control costs**. The outcome is a lean organization that has the capacity to grow.



Heidelberg SpeedMaster XL 106

8 color Perfector with in-line UV Coating

## Company History

- 1989** ○ Michael O'Brien purchases **Insty-Prints** franchise located on **Delaware Street in Downtown Indianapolis** from John and Susie Columbe and partners with brother, Joel O'Brien, as co-owners.
- 1995** ○ Becomes **largest multiple-unit Insty-Prints in the world** with annual sales of more than \$3 million.
- 1998** ○ Insty-Prints franchise is terminated and the **company begins doing business as Printing Partners**.
- 2000** ○ Printing Partners purchases **Alexander's Standard Printing**.
- 2009** ○ Printing Partners becomes a **G7® Master Printer** to ensure color consistency and repeatability.
- 2010** ○ Printing Partners becomes **ISO 9001:2008 Certified**, pushing towards goal of continuous improvement through standardization of procedures and sustainability by reducing waste.
- 2014** ○ Printing Partners installs **first 8-color perfecting press** (Heidelberg Speedmaster XL 105) in the Indiana commercial print market.
- 2015** ○ Printing Partners installs **Heidelberg Linoprint CV** - the first digital press in its class to offer white as an additional high-opacity color.
- 2017** ○ Printing Partners installs **Heidelberg Speedmaster XL 106** with DryStar UV.
- 2018** ○ Printing Partners **converts** Heidelberg Speedmaster XL 105 from soy ink to **UV ink** with DryStar UV.
- 2019** ○  **PRINTING PARTNERS**  
Printing Partners **celebrates 30 years** serving central Indiana and Joel O'Brien becomes president and sole owner of the company.
- 2020** ○  **BINDERY PARTNERS**  
Printing Partners **opens separate bindery location** named **Bindery Partners** with extended bindery options.

## Equipment List

### Commercial Press

- **Heidelberg SpeedMaster XL 106** – 8 color Perfector with DryStar UV and in-line aqueous and UV coating – Max Size: 29.53 x 41.34"
- **Heidelberg SpeedMaster XL 105** – 8 color Perfector with DryStar UV and in-line aqueous coating – Max Size: 29.53 x 41.34"

### Small Press

- **Ryobi 3302** (QTY 2) – 2 color – Max Size: 13 x 18"
- **Halm Jet** – 2 color envelope press – Max Size: 9 x 12"
- **Heidelberg Quickmaster** – 2 color – Max Size: 13 x 18"

### Digital Press

- **Kodak NexPress ZX3300** – 5 color with variable data & dimensional print options – Max Size: 14 x 20"
- **Heidelberg Versafire CV** – 4 color plus white or clear and variable data options – Max Size: 13 x 27.5"
- **Heidelberg Versafire CP** – 4 color with variable data options – Max Size: 13 x 27.5"
- **Kodak Digimaster EX150** (QTY 2) – 1 color on-demand print – Max Size: 14.25 x 18.5"
- **Kodak Digimaster EX110** – 1 color on-demand print – Max Size: 14.25 x 18.5"
- **Ricoh 8220** – 1 color – Max Size: 13x19"
- **Ricoh 8320** – 1 color – Max Size: 13x19"
- **Canon Océ VarioPrint 6160** – 1 color – Max Size: 12.5x18.5"
- **Xante** – 4 color – Digital envelope press

### Die Cut / Letterpress

- **Heidelberg Windmill** (QTY 4) – Die Cut, Score, Perforation, Numbering – Max Size: 10x15"
- **Heidelberg S-28** – Die Cut – Max Size: 27.5 x 20.5"
- **Heidelberg** – Emboss, Deboss, Foil Stamp – Max Size: 13x18"

### Cutting

- **Perfecta Paper Cutter** – Max Size: 52"
- **Perfecta Paper Cutter** – Max Size: 45.25"
- **Polar Paper Cutter** – Max Size: 45.5"

### Folding

- **B-18 Stahl Folder** – Max Size: 19.25 x 26"
- **B-19 Stahl Folder** – Max Size: 19.25 x 26"
- **T-66 Stahl Folder** (QTY 2) – Max Size: 25.5 x 41"
- **T-56 Stahl Folder** (QTY 2) – Max Size: 22 x 35"
- **KH-82-6 Stahl Folder** (QTY 2) – Max Size: 47 x 32"

### Lamination

- **Ultima 65** – up to 3 mil – Max Width: 24.5"

### Stitching / Binding

- **Horizon SPF-200A** – Max Size: 14 x 20"
- **Heidelberg Stitchmaster ST300** – Max Size: 18.5 x 12"
- **Horizon BQ-470 Perfect Binder** – Max Size: 12.5 x 12.5"

### Inkjet

- **WaveJet** – water-based inkjetting – Max Size: 9.5 x 6.5"
- **VideoJet** (QTY 3) – chemical-based inkjetting – Max Size: 10 x 24"
- **MCS Read and Print** – water-based inkjetting – Max Size: 10 x 13"

### Insertter

- **Phillipsburg Insertter** – Max Size: 6 x 9.5"
- **Pitney Bowes FlowMaster RS** – Max Size: 10 x 13"

## Company Divisions



### Printing

Your printed materials represent you while you're not present. After spending hours preparing your pieces for the world to see, don't leave it to just anyone to finish what you've started. We make sure the quality of every printed piece accurately represents your company in the best possible way.



### Mailing Services

Save yourself a lot of hassle and even some of your budget by having us handle your mailing. Our mailing experts will find you the best rate available and will even do part of the Post Office's work to reduce your rate even further.



### Publishing

You worry about your content, let us deal with the layout, printing, ISBN registration and copyright protection. Your inspiration can become a reality with our help.



### Signage

Sometimes, you need to leave a big impression. We have the capacity to put your message on virtually any type of signage imaginable, including displays and banners of all sizes, window clings, wall decals, and more.



### Promotional Products

From the ordinary to the extraordinary, your brand can be imprinted on thousands of items. T-shirts and tote-bags, hats and mugs, pens, pencils, water bottles and more: give them a reason to hold on to your message.



### Marketing

If you have an idea, our design team can run with it. If you need a concept, our experienced marketing team can develop an effective piece or even a full campaign to get your message in the hands of your target audience.



Printing



Mailing Services



Publishing



Signage



Promotional Products



Marketing

## PRINTING PARTNERS

929 W 16th Street  
Indianapolis, IN 46202

317.635.2282

***PrintingPartners.net***