CASE STUDY

How Westendorf Achieved 30% Labor Savings and 50% Faster Turnarounds with Significans Automation

Who They Are

Minuteman Press Westendorf Printing of Dayton, Ohio, is a second-generation family business with over 40 years of excellence in commercial printing.

In early 2025, new owners Frank and Melissa Hiti - who also own a Minuteman Press in Lebanon, Ohio – brought both locations together to create a powerhouse for exceptional printing, mailing, and marketing services across southwestern Ohio.

Led by Senior Operations Manager Scott Allen, Westendorf aimed to modernize its legacy offset-based workflows to fully harness new digital capabilities.

The Challenge

The goal was to connect two workflows - front end to prepress, and prepress to traditional and digital assets, allowing CSR teams, prepress, printing, and finishing devices to work together. While the company had recently invested in a Konica Minolta AccurioJet KM-1e inkjet press and an iJet Color 1175C printer - their legacy workflow couldn't keep up.

- Outdated, manual file handling processes
- Disconnected servers and duplicated workflows across two sites
- Slow turnaround times and high prepress labor costs
- Limited flexibility with layouts

"We needed a robust workflow that could unify our two locations and support the new technology investments we were making" explains Scott Allen, Senior Operations Manager.

The Solution: Customized Enfocus Switch Workflow

After a full workflow assessment, Significans Automation, led by President Marc Raad and Workflow Automation Specialist Darlene Roy, deployed a customized Enfocus Switch solution designed to connect every part of Westendorf's operation - from file intake to press output.

Key integrations included:

- Metadata-driven job routing that automatically identifies the originating location and assigns files correctly
- Proof automation, sending jobs to customers through Switch instead of email
- Centralized server consolidation, merging three servers into one for faster access and collaboration
- Automated imposition, eliminating manual layout work

Cross-location prepress hub, allowing files to flow smoothly "Significans created a highly customized workflow" says Allen. "Our two facilities now operate as one seamless team."

The Results

Westendorf achieved measurable efficiency and cost savings.

- 30% reduction in labor costs
- Turnaround times up to 50% faster
- $60,000 annual savings from optimized staffing
- ROI on original investment in 12 months
- Jobs that previously took 7-10 hours are now completed in 5 hours or less

"Our two production facilities and CSRs now communicate seamlessly together, saving hours of work and reducing errors" Allen shares.

Ready to streamline your workflow and boost ROI?

Talk to us about a professional automation assessment.

significans.com • sales@significans.com • 1-877-463-4465