

IMI Company - Cannon Equipment

Customer: Transcontinental, Inc

Requirement:

Transcontinental Printing, headquartered in Montreal Canada, is the 4th largest printer in North America and THE largest printer in Canada with 2009 revenues of \$2.3B. Transcontinental specializes in printing (books, magazines, catalogs, newspapers, etc), publishing and marketing communications. Transcontinental employs more than 11,000 employees in more than 35 locations throughout Canada, the U.S. and Mexico. In 2007, Transcontinental entered into an agreement with The San Francisco Chronicle (the 24th largest newspaper in the US with circulation of over 240,000 daily) to provide The Chronicle with their daily products. In order for Transcontinental to provide The Chronicle with the necessary volume, they began plans for a new Production Facility. Transcontinental wanted a solution that would enable them to accurately and easily track products to the point of hand-off to their customer (San Francisco Chronicle).

Solution:

Transcontinental was made aware of Cannon Equipment's expertise in this area, and toured previous Cannon installations at the Dayton (OH) Daily News and Dallas (TX) Morning News. During those tours, Transcontinental was able to observe how Cannon Equipment automatically tracked both carts and products using automated equipment, custom software, and RFID (Radio Frequency Identification) technology. Transcontinental wanted to combine the best solution from the Dayton Daily News and Dallas Morning News installations into their operation.

Cannon Equipment worked with Transcontinental and The Chronicle to develop an integrated distribution system for the new production facility to meet both party's unique needs, including product tracking from production to distribution.

Objectives:

- Incorporate Transcontinental's concepts into a uniquely designed system;
- Work with Transcontinental's partners to provide an integrated solution meeting all of their needs while maintaining The Chronicles needed distribution and tracking requirements
- Design the final layout to meet/exceed Transcontinental's functional requirements.

Cannon Equipment used its 40 plus years of industry experience and know-how to develop a solution that satisfied the stringent needs of this project. The solution included seven custom Cart Loading cells and 2,500 CannonCarts™ designed exclusively for handling newspaper bundles. In addition to the Distribution System, Cannon Equipment provided an RFID based Tracking System and a Waste Handling System. All of the Cannon Equipment solutions were value engineered concepts to produce the most cost-effective solution. Cannon Equipment was successful in winning the competitive bid, and was awarded the project which goes through 2011.

