

# MEMBER2MEMBER CONNECTION

We're putting the spotlight on GLGA member companies that offer trade printing, postpress and mailing services to other members. To have your company featured, contact Sharon Flick at (262) 201-4730 or via email at [sflick@glga.info](mailto:sflick@glga.info).

## J.R. FINISHERS, INC.

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Year founded: 1989

### Q. Tell us about your company.

A. With the high cost of transportation and a reduced production schedule that your customers are requiring, the idea of sending your printed product to just one finisher for several bindery processes is becoming more of a necessity than a convenience.

In addition, our staff of 25 full-time employees have more than 275 combined years of experience in graphic arts industries. We also staff an additional 20 part-time employees.

What does this all mean to our printers? It means that our highly qualified staff is striving to maintain the high quality that our printers expect. At J.R. Finishers, Inc., we stand behind our products and work hand-in-hand with all of our printers to achieve the highest quality and best service that our bindery can give.

### Q. What is your specialty?

A. Cutting, Folding and Saddle-Stitching, Refolding & Tabbing In-Line are just a few options that we offer at J.R. Finishers, Inc. We also offer our printers the following services: Spot Gluing, Shrink-Wrapping off-line & in-line, Drilling in-line & off-line, 3 & 5 hole drill.

### Q. What is your favorite kind of project to do?

A. My favorite is Cutting, Folding, Stitching, Refolding and 3-Tab close shut for USPS. All in one operation. It is a cool looking set-up and amazing to see run.

### Q. What has been your most memorable project?

A. After 30 years of business, there are too many to name. My favorite thing to do for my customers and always brings back good memories is catching a mistake. I usually double check and triple check samples and pagination for them. You would be amazed at how many times the sample doesn't match the PO &/or tick marks. Happens a lot.

I stitched an album here for AC/DC that went into another sleeve for a collector's edition item. Well, the sample was one size and the PO was another size. If I would've stitched it according to sample – it wouldn't have fit inside the sleeve. The small stuff, that really counts. The extra phone call or email makes the difference.

### Q. What's new at your company?

A. We have spent close to \$300,000 in the last five years adding and upgrading our equipment. One item that can really make a difference to a printer is our Heidelberg stitcher. It can stitch 3-up, which can be a huge savings for my printers.

### Q. When should another member call you for help?

A. We are top 3 in terms of size and ability to take on volume in the surrounding 400-mile radius in the Midwest. If you need it quick and you are a regular customer, think of my ability to deliver on your deadline like I'm Jimmy John's – "Freaky Fast."



Three generations of Roccas, from left: Joe (president), Frank (founder) and future finisher Giovanni (in his grandfather's arms).

