

# Snapshot of Success

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Chuck Thompson, Purchasing Manager,  
Covenant Church



## Covenant Church

From its modest start in a Carrollton, Texas bank building some 30 years ago, Covenant Church ([www.covenantchurch.org](http://www.covenantchurch.org)) has grown to a membership of approximately 13,000. Today, the church has several beautiful remote campuses across North Texas besides its main campus in Carrollton, including Colleyville, Cross Roads/Denton and Texoma, through which it fulfills its mission to "increase the Kingdom of God through One Church, Many Locations."

When Purchasing Manager Chuck Thompson joined the staff two years ago, one of his responsibilities was to help the church maximize the efficiencies of its administrative processes. After much study, he determined that one area of cost savings was printing.

"Printing costs seemed high. We were outsourcing much of our

printing work at that time, even though many of the jobs could potentially be done in-house with the right equipment," he says.

Coincidentally, a church member who worked with RISO approached one of Covenant's Senior Associate Pastors, former Dallas Cowboys member Gordon Banks, with suggestions on ways to manage the printing internally. In addition to overseeing the church's ministry departments, Pastor Banks shares responsibility for day-to-day administration of the church and its multiple campuses.

So began a dedicated process of analyzing printing needs, assessing per item costs using various printing solutions, and determining which printing technology could best address Covenant Church's needs.

"At the time, we had copiers in-house and were sending out most of our jobs. We discovered that we could save, on average, 70% of our current printing costs by bringing in several RISO machines and setting up an internal print shop. It would be designed to handle the tremendous number of jobs we need to produce for our school, ministries and member communications. Best of all, we conservatively estimated that we could save \$100,000-150,000 per year in the next few years by using this approach," Thompson notes.

Covenant purchased an HC5000 Full Color ComColor™ Printer, RP3700 Printer-Duplicator, and RZ220 Printer-Duplicator, plus accessories to fold, cut and make booklets. "We started saving money immediately," says Thompson. "We use 8-10,000 offering envelopes every week,

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and we run these on the RP3700. They used to cost us \$400-500 for 10,000, whereas we can now print them at a fifth of the cost!”

Covenant Church has now turned its print shop into a marketing department, complete with an on-staff graphic artist. Jobs range widely—church bulletins, offering envelopes, letterhead, #10 envelopes for general use, funeral programs with images or photos,

books for the children’s camp, brochures, book cards and more. In addition, the full school has also begun to use the Print Shop for its many, timely print jobs. For special work that does require outside printing, Covenant has also lined up the services of three commercial printing shops to help as needed.

According to Thompson, this approach has been extremely

successful. “This works very well for us, and the equipment has been just what we needed. We really like the HC5000. We started out using it for a few jobs and quickly found out that it does everything. The operation gives us a lot of flexibility, and that’s important. Every day, we find new jobs—new and improved ways to communicate with all our constituencies,” he says.

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