

**KOMORI**  
KOMORI CORPORATION  
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**The New Lithrone GX40:  
Package Printing Perfection**



From left: Yoshiharu Komori, Representative Director, Chairman and CEO; Satoshi Mochida, Representative Director, President and COO

### Changes in Komori Management

At the June 24, 2014, annual general meeting, Yoshiharu Komori, President, Representative Director, Chairman and CEO, stepped down from the office of President, and Satoshi Mochida, Vice President, Representative Director and COO, became the new President.

Last year as we marked the 90th anniversary of the company's founding, we renewed our commitment to achieving a re-founding of Komori and undertook to provide the optimum solutions for improving customer business. Moreover, building on the technological strengths and development capabilities we have attained over the decades, we will strengthen our operating platform through innovations, further solidifying our unrivaled position in the printing machinery market. At the same time, we will cultivate new technological possibilities derived from our immense wealth of expertise in this field, thereby creating an enterprise capable of contributing to better customer margins.

Reflecting this commitment, we carried out exhaustive reviews of past operations while launching initiatives aimed at decisively transforming our business and income structures to create a thriving company. In line with our management philosophy of delivering kando – customer satisfaction beyond expectations – we will ceaselessly endeavor to become a company that provides customers around the globe with products and services that go beyond their expectations while enhancing our corporate value.

The changes in Komori management represent our determination to create a structure that facilitates prompter decision making and responds quickly to the radically changing business environment.

We humbly ask for the continued support and encouragement of printers and the printing industry.

Yoshiharu Komori

Satoshi Mochida

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Komori held an open house highlighting package printing solutions, and the response was phenomenal. Headlined by the ultra-high-spec Lithrone GX40 and with a supporting cast of numerous new systems and technologies tailored for the specific needs of this industry, the event drew a crowd of packaging printers from every corner of the globe. The Lithrone GX40RP also put on a show. A seminar and panel presentation provided plenty of context and showed visitors the depth of Komori's commitment to offering the right stuff for this growing segment.

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### Komori Solutions for Unique Needs

Packaging printers lead a lineup of Lithrone users distinguished by their entrepreneurial spirit and full satisfaction with the Komori approach to printing. Whether it's machines, people or service, Komori offers what makes their business grow, keeps their operators happy, and gives their customers reasons to come back. Europe, North America and Asia.

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### Showing Green at Ipex 2014

The wrap-up on Komori in the Eco Zone at Ipex 2014, where a five-color Lithrone G40 with coater and the H-UV innovative curing system flashed its green credentials in four demonstrations every day before crowds. The advantages this system brings to printers and why it has to be experienced up close at real-time demonstrations. Also, word on upcoming shows in Chicago and Shanghai.

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# CHANGE AHEAD





LITHRONE GX40  
KOMORI CORPORATION

# FOR PACKAGING

Nothing in the world of printing engages with every segment of the market and every moment of life like packaging. To consumers, a package is a seamless construct of varied materials in a range of colors that is trimmed with folds, caps, lids, labels, wrappers and other innovations aimed at ease of use. Brand owners, however, must keep a laser focus on every trend and variation in design and materials. Every shift in social values, regulatory frameworks and business models is reflected almost instantaneously in new packaging options. The design and development of packaging is a complex process of research, testing and surveys to create a form that generates consumer appeal and demand. Accurately reflecting shifts in demographics, lifestyles and tastes and providing choices of price, size and quantity are essential. Printers and converters must master the many particular processes and materials that go into packaging. And because packaging is unsurpassed in its capacity to reliably move products off store shelves, added value printing and finishing usually have an important place in the marketer's toolbox. In addition, each niche of the industry embodies so many unique characteristics that specialization is the rule rather than the exception.

Packaging must hold and protect, inform, express brand and product values, be sustainable, be biodegradable and meet a myriad of other subjective and objective demands. The need for unvarying accuracy and consistency means that a high degree of manufacturing expertise is essential. Distinctive applications and embellishments, special inks and coatings, and the full range of postpress processes are distinguishing features of packaging for the food, beverage, pharmaceuticals and cosmetics markets, which together account for about 75 percent of the packaging industry.

Finally, packaging is changing rapidly. Increasingly it is integrated into a marketing strategy that incorporates both the Web and social media. The use of nanomaterials in films and coating is opening up new performance potentials. And interactive and intelligent packaging using QR codes, RFID tags, 3D barcodes as well as printed electronics will eventually connect the package to the product in countless ways via the Internet, resulting in greater sustainability and new economic activity.

Komori is uniquely qualified to play a leading role in this segment of the printing industry for a number of reasons. For decades Komori commercial presses – both sheetfed and webfed – have been virtually synonymous with quality and robust engineering. Komori presses incorporate a level of automation found in no other machines. And many automated systems that are now nearly universal – like fully automatic plate changing – were developed by Komori. Software-driven digital systems that generate extraordinary efficiency are also fundamental to every Komori press.

The new flagship Lithrone GX40 sheetfed offset press for the most demanding applications, the distinctive Lithrone GX40RP with UV or H-UV, and the Komori-Chambon range of web presses. No one covers packaging like Komori.



# PACKAGE PRINTING OPEN

On Thursday, June 12, 2014, Komori held its first Packaging Solutions Open House at the Tsukuba Plant, and this multinational, multilingual and multicultural event drew more than 59 packaging printers from some 17 countries to see Komori's products for the expanding package printing segment of the industry.

The event actually started the day before with a tour of the plants of nearby Komori users in the packaging business. On the day of the open house, visitors arrived at the Tsukuba facility just as a torrent of Japan's 'plum rains' was beating down.

## **Bullish outlook**

Hans Hauben of Komori France delivered the morning presentation, starting with a review of the prospects of various segments of the industry and growth forecasts indicating the healthy outlook for package printing. Specifically, annual growth in OECD countries from 2012 to 2017 was forecast to be 2.10 percent while the growth in non-OECD countries was expected to be 8.10 percent.

Mr. Hauben outlined the current lineup of products for packaging and the Komori road map of product development for machines that will appear in the next few years, beginning with the offset, gravure and combined process web presses of Komori-Chambon. He also covered the Impremia lineup of digital printing systems, specifically the Impremia C80 toner-based

system and the Impremia IS29 UV inkjet system (said to be "coming soon") as solutions for quick color matching and producing short runs of samples and packages.

The full-size Lithrones were then summarized – the Lithrone G40, the Lithrone S44, and the two machines that were to be demonstrated in the afternoon – the Lithrone GX40, available in a wide range of configurations with an extensive complement of optional systems, and the Lithrone GX40RP, the UV/H-UV-equipped 40-inch reverse printing press.

## **Demonstrations introduce new technologies**

Following lunch, Doug Schardt of Komori America narrated the demonstrations of the six-color UV-equipped Lithrone GX40 with coater and the eight-color (4/4) H-UV-equipped Lithrone GX40RP. The fast print start-up, the quick matching of standard colors, the amazing performance of PDC-SX and PQA-S in tracking every imaginable variable, and the smooth pile changing of the nonstop feeder and delivery on the Lithrone GX40 guaranteed rapt attention.

Komori's flagship machine for fulfilling the most demanding requirements, this Lithrone was specified to exhibit precisely the characteristics required in a package printing machine: high maximum printing speed, unquestionable quality, nonstop operation, ergonomic engineering and end-to-end ease of use. The



# HOUSE AT TSUKUBA

first job was 500 sheets of pharmaceuticals packaging run on 0.35 mm stock with medium ink coverage, and the second job was 2,000 sheets of confectionery boxes on 0.45 mm stock with heavy coverage. Komori showed how its automation has advanced, taking tedious tasks out of the hands of the operator and even extending its compass to postpress and bindery processes. Specifically, the demo emphasized that while KHS-AI is often thought of as an inking program that also handles air and register presets, the AI functions have grown exponentially over the years because of its higher level of integration with other systems. PDC-SX, PQA-S, PQC and the high-tech press itself are all Komori built, enabling a much richer flow of data for KHS-AI and other systems to work with than would be possible with separately sourced discrete systems. The robust Lithrone GX40 – complemented by the full range of Komori peripherals – will be a standout presence in the packaging industry for years to come.

Two jobs were run at the 16,500 sph maximum printing speed on the Lithrone GX40RP, laying down two colors on the back side and four on the front for both runs. The advantages of one-pass, two-sided printing without flipping the sheets as in a perfecter were made clear as well as the fact that the direction of plate imaging is the same as for a straight press. Since no tail gripper is used to reverse sheets, there is no need for a tail-

edge margin, meaning considerable stock savings. The same range of mechatronics options available for the Lithrone GX40 – including A-APC to change all plates in 85 seconds regardless of the number of units – may be specified for the Lithrone GX40RP.

## Report from the front

All of the visitors then once again assembled in the meeting room for presentations by leading global printers on the latest trends in the packaging industry. These covered every corner of the field, from the latest trends in food packaging to plant design, global regulatory trends and more. Lively Q&A follow-up revealed the participants' expectations and concerns as well as their high regard for the presses they had just seen in action.

And finally there was a party, which went by in a flash as everyone was anxious to compare notes and hear the viewpoints of other packaging printers. The diversity of business models, types of printing, economic climates and outlooks on the future was sufficient stimulation to overcome language and all other differences. As the audience boarded their buses for the trip back to Tokyo, there was an additional comfort: the plum rains had stopped.





# Voices of the Guests

The party following the open house was the perfect occasion for everyone to compare notes on the presentations, demonstrations and idea-filled sessions. With front-line experience in every corner of the globe, the assembled package printers had plenty to talk about.



## Viani Printings India

My company is located in Kochi in the Indian state of Kerala. We run offset presses and have about 140 employees now. We are planning to open a new factory for packaging that will provide complete solutions for the market. We have ordered a Lithrone S26, and our dream is to invest in a Lithrone GX40. Our new plant near Kochi will include a security printing unit, a package printing unit and a flexo unit. In addition, we intend to open a printing college. We already have one institute, the Viani Institute for Advanced Printing Technology, where we teach operators.

— Francis Arickal  
Managing Director



## Suzhou General Printing House China

I was very impressed with the Lithrone GX40 demo. Our company does 100 percent packaging – food, cosmetics and pharmaceuticals. Eighty percent of our customers are among the top 500 global corporations. Watching today's demonstration and looking at the equipment and facilities, I understood that Komori is a very creative company with high technological capabilities. I was very impressed when I realized that Komori thinks of solutions rather than just pieces of hardware. I learned that Komori knows very well what sort of issues printers face globally. I feel that Komori can give my company a great deal and I have high expectations. Although I don't yet have a Komori press, I would like to partner with Komori going forward.

— Huang Guo Ping  
President, General Manager  
and Senior Economist



## Schut Hoes Cartons The Netherlands

The demonstration was very good, and it was a surprise to me how many 'extras' there were – peripherals such as PQA-S and KID. We ordered a seven-color Lithrone GX40 to differentiate ourselves from the rest of the world and to benefit from a new software system that maximizes the use of seven colors by allowing a greater variety of spot colors to enhance creative projects. We produce packaging now – for example, boxes for HP. I was very impressed when I saw the Komori factory. We have three presses now, and in the near future we plan to acquire another Komori and get rid of the other two presses. In the future, everything must be faster and more efficient so that our company can stay ahead of our competitors.

— Dik Postma  
Production Manager

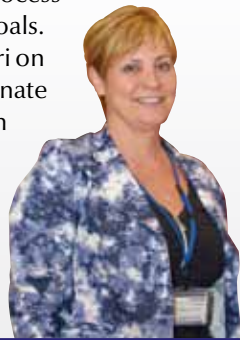




## Ellis Packaging Canada

I was very excited by the Lithrone GX40 and its technology. I especially loved the inspection system – I think that’s really what we’re interested in and we will examine it. The makeready time and efficiency are things that we’re interested in as well. I also think that the sequential numbering of the sheets that we saw today would be a big plus. It is very important to be able to control quality, and if you have an issue, to know where it is. We do packaging now – pharmaceuticals, nutraceuticals, food, beverages, cosmetics. It’s a big spread – we do automotive. You name it, we do it. Down the road, our goal is continuous improvement and reinvesting in the latest technology. Quality control and removing waste from the process – which is part of efficiency – are also goals. Another thing I found out about Komori on our trip here – the people are so passionate and inviting and gracious, from bottom to top. I’m glad I took the opportunity to come.

— Cathie Ellis  
President



## Platypus Graphics Australia

I thought the demonstration today was very impressive, especially the short makeready and the stripping off of the ink toward the end of the run to reduce the time for the plate change and the running up of the inker. The short makeready was the best aspect of the demo. That’s an area where our company can improve, so I was very interested in that. Our company prints many types of folding cartons – everything from chocolate boxes to beer cartons. We also have a commercial side that produces magazines, brochures and marketing collateral. We do all of the design for packaging in-house. We do embellishments such as foiling and embossing. The presentations very accurately addressed the issues that are important to the packaging/printing industry. For the future, packaging continues to be very strong for us – it’s a tough industry, that’s for sure.

— Lee Armstrong  
Pressroom Manager



## J. Charoen Interprint Thailand

I was really impressed because the Lithrone GX40 could actually run 18,000 sph and that was truly beyond my expectations. My only concern is whether the paper for that machine will have to be any particular grade or standard to achieve such speeds. My company now does both commercial and package printing. On the commercial side, we print for 7-11, which has 8,000 branches throughout Thailand, and for packaging, we print for food and confectionery makers. At the moment, we do 50 percent commercial and 50 percent packaging, but in the future, although we will keep our commercial business, I want to increase the share of package printing because this is where the profit and growth is.

— Veera Tukoonpanich  
Managing Director



## Renografica Italy

I thought the press was very good and very impressive. I also thought that the factory was very well organized. The Komori Group is very different from other manufacturers. There was a very good workflow, everything was well organized, and everyone was very polite. I think it would be possible to pursue opportunities with this manufacturer. I print packaging in two factories in Italy – one flexo and one offset – and at another factory in Serbia that is offset. I produce packaging for tobacco, food, cosmetics and pharmaceuticals. Italy is going through a very difficult period economically, but for our company this is now an opportunity to implement major changes, including a different workflow and new machines. The two musts for our business are delivery on schedule and providing very rich products – printed items with many embellishments such as glossing, coatings, gold lettering and many kinds of finishing.

— Gianluigi Baccolini  
CEO



# Package Printing Perfection

High-speed automatic nonstop operation, lightning quick changeovers and makereadies, print quality meeting the demanding requirements of the deluxe packaging industry, and programmed task execution that ensures easy operation.

The cutting-edge Lithrone GX40 is the pinnacle of Komori technologies and expertise. In addition to extremely stable printing at the 18,000 sheets per hour maximum printing speed on sheets 0.06–1.0 mm in thickness, the Lithrone GX40 delivers both significantly improved print quality and enhanced agility for color changeovers. Everything needed to meet the extraordinary demands of package printing, including automatic nonstop operation and control systems to handle long runs at high speed, new washing/cleaning systems, and availability in special configurations for high added value work. The energy-conserving and space-saving design, along with reduced heat emissions, provides genuine benefits for the environment.

Additionally, the Lithrone GX40 can be configured with a stock transport logistics system. The automatic nonstop feeder and delivery are linked to this system, which transports stock smoothly through the printing plant. Resupply of the feeder and removal of printed sheets are automatically controlled and the flow of paper to the press is uninterrupted.

## Powerful mechatronics systems

Orchestrating Lithrone GX40 operation is the Komori lineup of mechatronics products, starting with KHS-AI (Advanced Interface). KHS-AI is a print start-up and productivity improvement system that optimizes

various presets by self-learning according to changes in the machine, environment and printing materials. With Smart Sequence, a near fully automatic makeready is realized. These functions shorten changeover and makeready times, reduce paper waste, conserve resources and significantly slash press downtime. Two powerful optional systems – the PDC-SX Spectral Print Density Control-SX Model and PQA-S Print Quality Assessment System for Sheetfed – are integrated with KHS-AI to provide a rich flow of data that raises the total level of print quality control and inspection.

## Flexible configurations for high-end work

The mechanical design of the system is also optimized for package printing. Full-APC is standard, and the optional A-APC system may be specified to change plates on all units – regardless of the number – in just 85 seconds.

Unprecedented automation. Cutting-edge digital control. And a state-of-the-art array of special features aimed squarely at the needs of package printing. The Lithrone GX40. The package printing press the industry has been waiting for.



Six-color Lithrone GX40 with Coater, PQA-S and Extended Delivery

Automatic nonstop feeder and delivery linked to a flexible logistics system that transports stock through the plant, PQA-S and PDC-SX — both integrated tightly to KHS-AI and offering ultra-high-spec options, and a programmed automatic blanket washing/roller cleaning system that offers an unprecedented level of performance. And this is just the start.

### Nonstop Operation System

The nonstop feeder and delivery enable pile changing without operator assistance. Linked to a logistics system that transports stock smoothly through the printing plant, resupply of the feeder and removal of printed sheets are automatically controlled so that the flow of paper to the press is uninterrupted and high-speed printing continues until the end of the run.



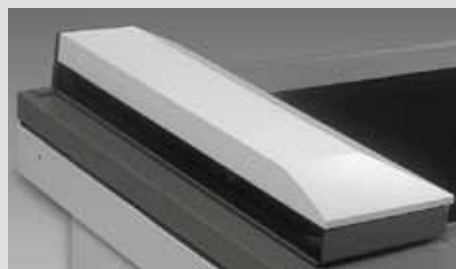
### PQA-S (Print Quality Assessment System for Sheetfed)

Using a high-precision CCD camera and lens, the system ensures in-line, high-level print quality control by inspecting all sheets according to the same criteria. The system checks for smears, ink splashes, water drops, oil spots, hickeys and color irregularities. It also prevents unacceptable sheets from continuing to be printed as well as unacceptable sheets from being mixed with good sheets that are sent to postpress. Tightly integrated with KHS-AI.



### PDC-SX (Spectral Print Density Control-SX Model)

This system digitizes and automates control of colors, which were previously adjusted and controlled by the operator. In addition, an automatic register function enables the simultaneous measurement of both colors and register. In particular, the system greatly shortens the time needed for color matching and minimizes paper waste at print start-up by means of the KHS-AI-linked Smart Feedback function. Options include a PDF comparison function and a color correction function that enables accurate feedback of special colors using Lab values.



### Automatic Washing/Cleaning System

Efficient automatic washing/cleaning by means of an automatic control program. The new automatic ink roller washing system significantly improves color changing, which is a bottleneck in printing with special colors. Moreover, program control means this system reliably washes out ink that has penetrated the pores of the rollers. This enables quick and accurate start-up of the next job even when changing from dark pigmented inks to light pastel inks. The use of a pre-soaked cloth for blanket washing and impression cylinder cleaning contributes to reduced cloth usage and provides benefits for the environment. Automating all these linked functions dramatically reduces overall makeready time.



## Lithrone GX40RP

# A Total Solution: Reverse Printing

One-pass double-sided printing with the optimum sheet path, single-edge gripping, and the full lineup of quality control technologies designed for its straight-printing stablemate, the Lithrone GX40.

Quality, efficiency and flexibility are the watchwords of the Lithrone GX40RP. Reverse printing — allowing both sides of the sheet to be printed in one pass with no flipping of the sheets and no need for tail-edge gripping. Available in either a paper or cardboard specification with either UV or H-UV curing. The simplicity of a straight press with the productivity of a perfector.

The H-UV/UV-equipped Lithrone GX40RP 40-inch dedicated offset printing press delivers high print quality, quick turnaround, high-speed stability, and reduced waste in one-pass double-sided printing. The reverse printing arrangement features single-edge gripping and eliminates sheet reversal. Single-edge gripping makes a margin on the tail edge of the sheets completely unnecessary, enabling stock costs to be cut by minimizing the sheet size. Configuration of

four double-size transfer cylinders ensures stable sheet transport. Front/back plate imaging is in the same direction, just as with single-sided straight presses, increasing efficiency in prepress. The Lithrone GX40RP is available in two specifications: a thin sheet specification for commercial printing and publishing and a cardboard specification for package printing.

This machine can be configured with all of the basic systems and devices for ensuring quality that are designed for the Lithrone GX40. This means the press delivers cutting-edge short makeready thanks to the KHS-AI (Advanced Interface) integrated start-up control system and powderless instant drying with the H-UV/UV curing system.

Komori quality and a totally unique design. There's really nothing like it. The Lithrone GX40RP.



10-color Lithrone GX40RP with Coater

## Case Study: Rohrer Corporation, Ohio, US

# 10-color Lithrone SX40RP Powers Rohrer to New Heights

Rohrer Corporation, headquartered in Wadsworth, Ohio, with facilities in Georgia and Illinois, believes in providing attentive and responsive service to its customers, and it expects the same from its suppliers. The company specializes in producing high visibility display packaging for consumer products. This includes blister packs, skin packaging, thermoformed blisters and clamshells, and a variety of other, similar packaging styles that incorporate printed cards and molded or

vacuum-sealed plastics to show consumers exactly what they're getting. Traditionally, the hardware industry has been a key market for Rohrer, but the company now serves several industries, including high-end cosmetics and health care.

### 'Making solid suggestions from field experience'

A longtime Komori partner, Rohrer has always been interested in the engineering changes and new features



Komori has designed into its presses over the years. Rohrer appreciates that, as a customer, it can make solid suggestions from field experience on ways to make each new press more powerful than the model before it – and Komori listens.

Since 2010, Rohrer's plant in Buford, Georgia, has been running a Komori 10-color Lithrone SX40RP reverse printing press with coater, designed to serve Rohrer's very particular printing needs. The company already had – and is keeping – earlier Komori RP press models, but the new 40-inch press with eight-over-two color capabilities adds all the highly automated time- and cost-saving technologies of Komori's SX series.

#### **'It delivers the Komori quality we love'**

"We were looking for additional capabilities and capacity," says Scot Adkins, president and CEO of Rohrer. "We were looking for the latest efficiency tools, all the things that Komori has done to increase productivity, decrease downtime, and reduce our makeready times. It is the fastest press in terms of speed we have on the floor, and it delivers the Komori quality we love. From our perspective, Komori has just made a good press even better."

The Lithrone SX40RP is unique in that it prints on both sides of the sheet without flipping the stock. The ink on the bottom of the substrate is UV cured before the top units print. In not

flipping the sheet, Rohrer can avoid marking the stock. In fact, it's able to print both sides of heavy board, eliminating the need for a gripper margin on the tail, and thus providing stock savings. The new perfecter is Rohrer's fifth Komori press, and Mr. Adkins states that over the years his company has been "weeding out" its presses from other manufacturers as the relationship with Komori continues to grow.

#### **'What I like is that it's very conservative'**

"The relationship between Rohrer and Komori has been very solid," he notes. "What I like about Komori is that it's a very conservative company. They don't make promises they can't keep, and that's a good way to do business. Making sure they can deliver what they say, and many times delivering more than what they say, is something that Komori believes in."

Summing up, Adkins says, "I think the way Komori supports us is the way we like to support our customers. Rohrer makes it a point to excel at customer service. And I think Komori is like us in that way. They respond to us very well. And buying a press with that kind of confidence in the manufacturer helps us be the best company in terms of service in our industry. Relying on partners like Komori makes it possible for us to meet that goal."

# Innovative Player in Packaging

Komori-Chambon was established in 1989 by the acquisition of Machines Chambon, a French company founded in Paris in 1887 that developed the original concept of printing and finishing systems for packaging. Today Komori-Chambon has emerged as one of the most distinguished players in the global packaging industry.

By assimilating Komori's 90 plus years of experience and expertise in manufacturing and press control technologies, Komori-Chambon benefited from a great infusion of automation technologies. This infusion resulted in web offset presses that deliver high print quality while allowing short makereadies along with reduced waste, higher output and efficiency, and thus greater profit potential.

Komori-Chambon is unique for several reasons. Komori is the only Japanese press manufacturer that operates a manufacturing facility in Europe. More importantly, Komori-Chambon is the only company in the world that offers web offset, rotogravure and combined process (including flexo units) presses with in-line finishing for converting paper, board and laminates. The company's headquarters and R&D department are located in Orléans, south of Paris, France, with a manufacturing facility in La Voulte, south of Lyon.

## Lineup of flexible configurations

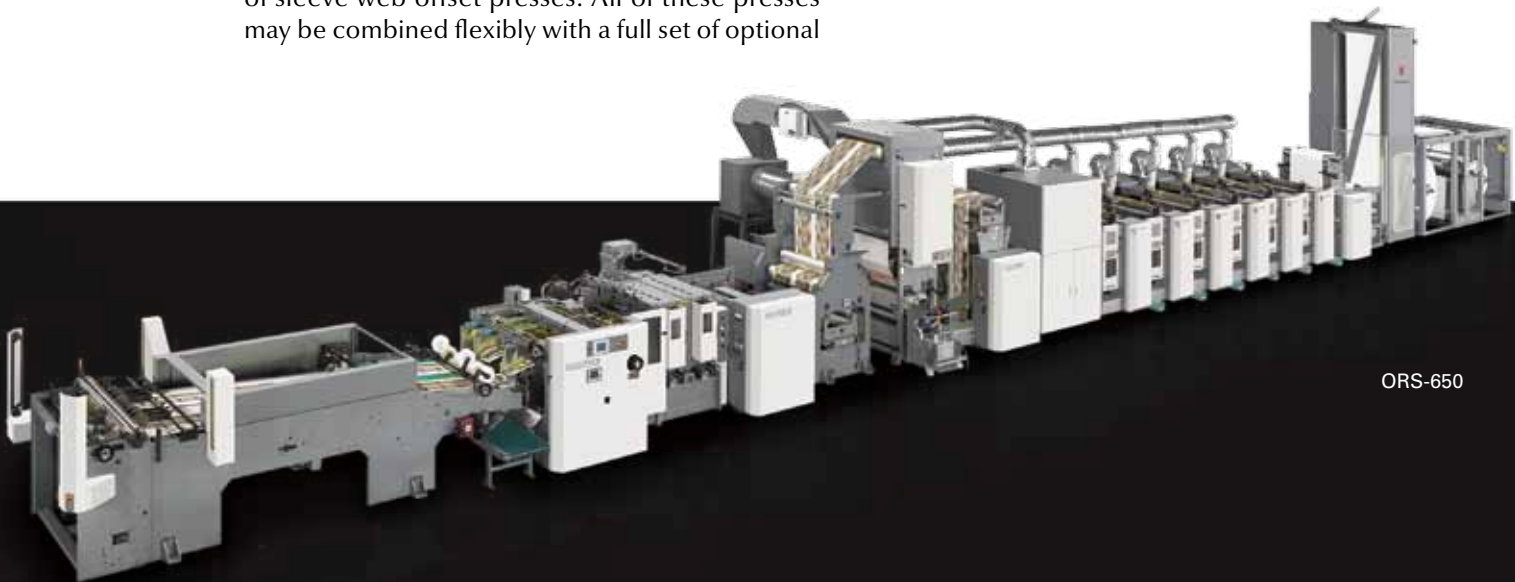
Two major lines of Komori-Chambon printing presses are well known throughout the packaging industry: the OR (Offset Rotary) range of web offset presses for liquid carton packaging and general folding cartons, and the GR (Gravure Rotary) line of rotogravure presses for paper, board and laminates with in-line rotary die cutter, platen cutter or label cutter. In the past few years, the company has also introduced the innovative OS (Offset Sleeve) series of sleeve web offset presses. All of these presses may be combined flexibly with a full set of optional

technologies and added value processes, including hot stamping, hologramming, embossing/de-embossing, die cutting, stripping and label cutting. Delivery systems specialized to optimize production speed for many markets, including tobacco, liquids and fast food packaging. The benefit? The customer obtains a pile of finished product from a reel of paperboard. All product ranges boast access to Komori-Chambon's secret weapon: a near-limitless capacity for customized configurations.

The company is also a leading manufacturer of rotary die cutting and creasing tools for the packaging industry. These are often found in applications such as gable-top cartons for liquids. Employing a cassette system, the rotary die-cutting system uses twin knife, single knife or wrap-around plate die technology and may be installed with a matching stacker delivery on any web press thanks to an original independent drive system.

Komori-Chambon also manufactures an array of special machines for particular needs, including hot stamping and hologram presses configured with a rotary die cutter; rotogravure or web offset presses for in-line printing of stamps with perforating and numbering; and equipment for gravure or offset printing of tickets for mass transportation systems with in-line magnetic ink coating, numbering, encoding, and cutting or rewinding of tickets. In addition, a range of off-line finishing machines is available for the production of labels or cartons from preprinted reels of paper or board.

Komori-Chambon presses: the reference platform for quality and efficiency for the packaging industry.



# At the top of the packaging pyramid

Building on a 45-year heritage of packaging leadership, DISC, headquartered in Hauppauge, New York, is committed to delivering high quality, innovative packaging solutions and an extraordinary customer experience.



Originating as an in-plant printing division of LP record maker Pickwick International, Disc Graphics, Inc. incorporated as a privately held company in 1983. Donald Sinkin, the company's Chairman of the Board and CEO, was one of the original partners when Disc Graphics became a private company.

From its roots as an LP record disc label operation, the company has grown under Mr. Sinkin's vision and leadership to become an award-winning specialty packaging solutions provider to a host of markets that include entertainment/media, beauty and personal care, consumer products, healthcare and private labels. The company currently has approximately 200 employees

with facilities in New York and New Jersey along with sales and design offices in Southern California as well as strategic manufacturing alliances in Europe and Asia. Adopting new branding, Disc Graphics changed its name to DISC to reflect a bolder, edgier image that better represented its core strengths.

"When I began to lead the business in 1986, my first goal was finding a way to differentiate ourselves from other commercial printers," says Sinkin. "I viewed the industry as a pyramid,





and at that time we were at the base of the pyramid with approximately 44,000 other printers competing for the same business. When a company becomes more specialized, it moves farther up the pyramid, and its competition begins to fall off. As the company started to grow and prosper, I was very

fortunate to already have Steve Frey with me and to add John Rebecchi in 1988 and Margaret Krumholz in 1994. Collectively, this became the executive team that has run DISC to this day, with Margaret now as its president and both Steve and John as senior vice presidents.”

“We decided that the key was to look for ways to consistently reach beyond our customers’ expectations to deliver the very best print and packaging possible. Much of our success has come from understanding the science behind decorating the folding box, and collaborating with our customers to achieve the desired effect. We engage our manufacturing team to research the latest embellishing techniques and use our diverse capabilities to apply them, always keeping in mind how to do it cost-effectively while achieving the desired results. Once our customer is happy with the direction we have collectively chosen, our manufacturing team’s skill, dedication and passion for producing a superior product come into play and off we go.”



#### **Technology plays a critical role**

Having state-of-the-art equipment has played a critical role in executing on DISC’s business model, which led the company to upgrade its press equipment. “Our newest 40-inch machine was an eight-color press that was more than five years old. In today’s world, so much can change in that amount of time from a technology standpoint. To deliver on our promise of offering the unexpected, it was time to invest in a press with the most advanced technology available,” says Sinkin. After reviewing the latest press equipment from major manufacturers, DISC chose an eight-color Lithrone SX40, a 40-inch offset press with an in-line inspection system, closed-loop color, a full logistics system and two in-line coating units that enable unique coating applications for both aqueous and UV coating.

“In the markets where we compete, it is imperative that we are at the leading edge of innovation, while at the same time being as cost-efficient as possible. We chose the Komori press because it separated itself from the rest of the presses on the market by offering the technologies needed to provide innovative, added value services to our customers at a competitive price. We also had a long-standing relationship with Komori as a result of a press we purchased several years ago,” explains Sinkin.

With its ability to read each sheet in a run at the maximum print speed of 18,000 sheets per hour, the Lithrone SX40’s in-line dual-camera Print Quality Assessment System for Sheetfed (PQA-S) plays a critical role in DISC’s ability to deliver a zero-defect level of quality. When the system detects a defect, an alarm sounds and an image of the defect is displayed on a 55-inch flat screen monitor on the press console. The defect is circled in the image so it can be easily identified, and the sheet is also marked to easily remove it once the run is complete.

DISC also credits the Komori Spectral Print Density Control-SX Model (PDC-SX) and the KHS-AI operating system for helping them reduce waste and maximize efficiency while maintaining outstanding print quality, a requirement for the high profile clients it serves. Additionally, the two in-line coaters on the press also enable DISC to apply specialty color and coating treatments in one pass, reducing makeready and job cycle times.

The Lithrone SX40 is equipped with a nonstop feeder and delivery as well as a full logistics system that allows the press operator to load as many as three skids into the press at one time. The press automatically changes the load when needed without stopping the press or having the press operator intervene, significantly improving throughput and efficiency. “Efficiency is a huge consideration for us. It’s part of our culture to do everything efficiently, economically and in an environmentally friendly way,” Sinkin notes. “So much of what we do comes down to reducing waste. Whether the waste is paper or time, it’s all waste.”

### Taking packaging to the next level

One recent innovative application DISC has developed is an alternative to traditional tin packaging for collector set DVDs that DISC calls NEO Pack. “Our NEO Pack includes a revolutionary lithographic material that



DISC executive team. Front: Don Sinkin, Chairman and CEO; back, from left: Steve Frey, Sr. Vice President Sales; Margaret Krumholz, President; and John Rebecchi, Sr. Vice President Marketing and New Business Development

incorporates highly reflective substrates in a multilayer composite – much more consistent with smartphone cases than traditional plastic disc cases – to produce packaging with unprecedented finish,” Sinkin explains. “It has been a huge hit with the entertainment studios.”

The NEO Pack is a prime example of DISC’s commitment to providing its customers with leading-edge packaging while remaining cost-competitive. The Komori Lithrone SX40 is helping the company consistently meet that commitment.

“When it comes to investing in new technology, we look at what it will enable us to do that we couldn’t do before and what the overall cost of ownership will be. We are confident that the features of the Komori Lithrone SX40 will deliver in every respect,” Sinkin concludes. “However, the decision to go with Komori was larger than that. For a company to keep growing, it’s really about continuity of relationships. We obviously care about the bottom line because we want to maintain a financially healthy company. We care even more about our employees and our relationship with our customers, our vendors and the surrounding community. We want to be able to look back at the end of the year and see if a customer has been a good customer for us and, in turn, if we’ve been a good supplier for them. We really like the fact that Komori operates in the same way.”

# Sharpening its competitive edge on a Lithrone G40

Founded by Mr. Christopher Suek in 1979, Chung Tai was initially a specialist label printer, but the company's business expanded to include overlays when it began using 3M materials in 1983. Eventually, Chung Tai became one of the few 3M-authorized label-finishing houses in Hong Kong.



From left: Dr. Angela Ng, President; Raymond Chan, General Manager (Sales & Marketing); Romeo Lee, Director (Sales & Projects)

As the business steadily grew, Chung Tai Printing (China) Co Ltd focused on thriving niches – printed gift boxes, children's books, booklets, manuals and paper products.

The company then set up a new plant in the nearby bustling city of Shenzhen and installed modern presses and postpress equipment. It has grown from fewer than 100 employees at the time of its founding to more than 2,000 today, becoming a leading player in the Shenzhen printing industry. It has also garnered a number of awards from local government, including honors for its labor relations and advanced management practices as well as being named one of the top 10 processing industry companies in terms of securing foreign investment. In the last four years, the company has won seven environmental awards from the Hong Kong and Shenzhen authorities and is determined to operate in the future as an

eco-conscientious enterprise.

Chung Tai believed that it should, as a matter of course, select European presses for package printing. Traditional thinking had it that German brands were more reliable. However, company officials encountered Komori people at one of the annual meetings of the Graphic Arts Association of Hong Kong and their thinking changed. Fixed notions don't change that easily, but the sales and service teams of Komori Hong Kong impressed Chung Tai greatly. President Angela Ng says: "Advances in electronics technology were very fast-paced, change was rapid and user needs were very high. A company either embraced



the latest technologies and went forward with the times or was weeded out of the pack.” The tie-up between Chung Tai and Komori came about because the specifications of its new six-color Lithrone G40 with coater were a perfect match for Chung Tai’s needs.

The company now operates more than 30 presses with 85 percent of orders coming from overseas. Many of the customers are big names in their industry, such as Godiva, P&G, Lego, and Mattel, and the greatest percentage are U.S. companies. To meet wide-ranging customer demands, Chung Tai must consider many factors when investing in production equipment, such as market needs, performance and ease of operation. The company was greatly impressed by Komori management during a visit to the Yamagata Plant and made its purchase decision after seeing the high standards of Komori’s stringent management system. And the printer has been very satisfied with the Lithrone G40 – the press has turned in outstanding performance ever since it was installed this February.

#### **Even higher expectations thanks to Lithrone G40**

The six-color Lithrone G40 with coater installed by Chung Tai is equipped with Spectral Print Density Control-SII Model (PDC-SII) and Komori Info-Service Display (KID), which offer sterling performance and an impressive appearance. General Manager (Sales & Marketing) Raymond Chan says: “Many customers place their order when they visit our plant. Some decide on orders after seeing the results of test printing.” Chung Tai invested more than one million Chinese yuan in building a pressroom with an environment that meets high-level industry standards. The company has applied for ISO 2647-2 certification and is planning to make every one of its pressrooms capable of standards-based printing in the near future.

The Komori Color Management System team in Japan and the Komori Hong Kong service

team cooperated to devise a color management workflow for Chung Tai that maximizes the effectiveness of PDC-SII. The company is very pleased with the system. Although there were some differences of opinion during the rollout, the results have been impeccable. The development of the color management setup also gave Komori experience working with a Hong Kong-capitalized company.

After a few months of running the press, Plant Manager Luo Shaoli has even higher expectations for the Lithrone G40 because of its efficiency and print quality. Mr. Luo says: “This press set a record of changing 13 sets of plates in one night, so its efficiency has raised our expectations for Komori. At the moment, the jobs printed by the press are all on heavy stock, work such as gift boxes and greeting cards. So Chung Tai can say with confidence that we’ve dispelled the rumor that Komori machines cannot handle heavy stock.” Printing Manager Shi Yongming, who has experience operating the equipment of other manufacturers, says: “In addition to efficiency and high print quality, the Lithrone G40 offers ergonomic design throughout, so pressroom management and maintenance are relatively easy.”

#### **Komori team builds trust**

The Komori team continues to provide a speedy solution to all issues and also offers ongoing training and arranges user visits. The team not only handles problems promptly but also provides thoroughgoing regular service. Director Romeo Lee says: “I often see Chang Tsz Wai, Komori Hong Kong Technical Service Assistant General Manager, in the plant. The comprehensive support and service that the team provides has won the praise of everyone at Chung Tai.”

#### **Outlook on the future**

Chung Tai’s goal is to become a leader in the package printing industry and to develop a long-term relationship with Komori. In the future, Chung Tai will direct its energies into premium handmade boxes. The company will expand the scope of label production with the goal of increasing its share of the label printing market. And once Komori’s digital printing technologies are mature, it will seek collaboration in this field. Chung Tai aspires to take advantage of its experience with Komori to set many more Number One records in the years ahead.



# Qi Hua Packaging Manufacture: New star in packaging industry

Qi Hua Packaging Manufacture Limited was founded in 2013 by Fai Wa Cheong Industry Limited with the aim of offering high production efficiency and unparalleled customer service. Operating under the Fai Wa Cheong umbrella, Qi Hua started out by producing blister pack products.



Tony Liu, President

In 2013, additional presses and finishing equipment were brought on line to accommodate the company's expansion, and Qi Hua began to concentrate on UV printing and the production of colored paperboard boxes and handmade boxes.

Notwithstanding the very recent launch of the company, it has already captured a 70 percent share of the UV package printing market in the Dongcheng district of Dongguan City, a major metropolis in Guangdong Province. By pursuing its customer-first ideals, the company today boasts annual sales of 80 million Chinese yuan (nearly 13 million US dollars), about 170 employees and a 10,000-square-meter plant. On top of this, turnover is increasing 20 to 30 percent annually, so both the workforce and the plant size of this up-and-coming company are being ramped up to meet increasing demand.

## Choices reflect real-world priorities

The Dongguan area is home to a great many UV printing plants and UV printing presses. Qi Hua had established a considerable reputation in the Dongcheng district of Dongguan before its first year was out, mainly by word of mouth.

When it comes to package printing, European brands of presses are the first that come to mind, but Qi Hua selected a six-color Lithrone S29 with UV from Komori as its first machine. In thinking back on the selection of that press, President Tony Liu says: "We don't think of other brands as poor choices, but after we ran our tests, the tints and dots of the Komori machine were really excellent, beating out the



### Strong support from Komori side

Immediately after Infotech, the Komori distributor, concluded the sales contract, its sales and service teams created drawings of the plant, suggested the best location for the press and submitted a detailed installation proposal, allowing Qi Hua plenty of time to get the plant ready and draw up plans for all of the equipment in the facility. Once the new machine arrived, installation and shakedown adjustments went off without a hitch. Liu states that Qi Hua will install an eight-color Lithrone by the end of the year to handle increased business and the growth of the company. Infotech has already begun studying the ideal location for this next press.

other presses. In addition, Komori machines are so easy to operate and efficient. Our pressroom crew was also very familiar with Komori equipment, so we decided to invest in the Lithrone.”

According to Mr. Liu, Komori presses are such a perfect fit for Qi Hua’s needs that he has already decided to stay with the Komori brand when the time comes to buy his next machine. “Opinions may vary on Komori presses in the field of package printing, but the actual users of the press at Qi Hua believe that Komori machines are superior to those of other manufacturers. Quality is high, efficiency is superb, ergonomic operation is outstanding, and the failure rate is very low. After installing the press last July, other than regular maintenance, we have recorded zero downtime on the Lithrone S29. In fact, the low failure rate has attracted the interest of a number of other package printers in our area, and they have been very anxious to take a tour of the Qi Hua facility. This is because the printers who installed European-brand presses at the same time we installed the Lithrone have had five or six downtime events requiring machine maintenance. This shows me that Qi Hua’s choice was the right decision,” he says.

### Corporate image of quality, efficiency and service

How can a printer break out of low-margin market competition when the economy is stagnant and gain more clients and work? The answer, says Liu, is actually the oldest and most effective marketing tool in the book – word of mouth. “Ever since our company was launched, outstanding quality was what attracted clients and our efficiency and service were what kept them coming back. And this is why our clients recommend us to other customers, which has been a major factor in the growth of our business.”

### Model of success reveals the future

The Lithrone S29 has won the plaudits of more than just Qi Hua’s executives: Chief Operator Wang Wei is also a fan, saying: “Operation is problem-free and nearly all automatic. The press incorporates numerous ergonomic features, making both operation and maintenance very easy.”

Qi Hua has already drawn up a complete plan for expanding the business. In cooperation with Komori and Infotech, the current company will be perfected into a model company that will be copied in various locations throughout China. Lin Wenli, General Manager of parent company Fai Wa Cheong Industry, has drafted a 13-year plan. This blueprint calls for acquiring the eight-color Lithrone at the end of this year, becoming Number One in blister pack products over the next three years, adding three or four more Komori presses in the next five years, and attaining a leadership position in the package printing industry within 13 years.

Mr. Lin plans to pursue parallel growth in three areas – blister packs, general packaging and design services – areas where Qi Hua occupies a leading position. Then reproductions of the current Qi Hua model plant will be spread to cities all over China. And a bold blueprint for the future will be realized.



# Vietnam's Printing No. 7 pioneers UV strategy

The UV printing market in Vietnam was late in getting off the mark, but since 2010 this sector has expanded steadily, and numerous printing companies are now jostling for a position in the growing field. Although UV is thus a comparatively new technology for the Vietnamese printing industry, Printing No. 7 has pioneered boldly, investing in the latest equipment and constructing a plant in the center of Ho Chi Minh City.



From left: Vo Chi Trung; Bui Trong Tin; Nguyen Minh Trung, Director; Ton Khanh Hung; Dang Nguyen Mai Han; and Luong Ngoc Tham

Printing No. 7 Company was incorporated in 1977 by combining a number of small printing houses that were operating out-of-date presses left over from the pre-1975 era, when the city was still known as Saigon. Operations at the outset were focused on serving a very underdeveloped market that consisted mainly of typeset materials and books that required only one color.

The company leveraged three principles, or what it calls its 'cultural characteristics' – the legacy it had inherited, creativity and constant innovation – and began to prosper roughly from 1985. Knowing that the packaging market would develop very dynamically in the years to come, the company's executives around this time confronted a critical moment. They decided to launch a major investment program and immediately upgrade their printing equipment and systems as well as change 100 percent to offset printing technology.

Upon determining that Komori presses were very well matched to the needs of the Vietnamese market, Printing No. 7 arranged with Cuulong Vietnam, the Komori distributor in the country, and Cuulong Japan, its Japanese affiliate, for the purchase of a new Komori press. The company commissioned a four-color Lithrone 40 in 1994, a five-color Lithrone S40 in 2005, and a five-color Lithrone G40 in 2012.

The Lithrone G40 that arrived in 2012 is Printing No. 7's first press of this generation. It's configured for both conventional offset and UV offset printing and is specified with the Komori in-line coater. The user praises the good coordination between Komori and



Cuulong, which made for a quick installation and speedy start-up, contributing to more efficient production and business operations. From March 2012 to April 2014, the Lithrone G40 printed more than 20 million sheets. Importantly, this press is able to print on metallized paper, printable PET plastic substrates, and PP and PVC substrates as well as ordinary printing paper. And this is precisely what Printing No. 7 was looking for in order to meet the increasingly diverse demands of the present market in Vietnam and facilitate growth of the company's exports to Japan and Europe.

#### Necessary balance of conditions

The company points out that 'applying UV offset printing technology effectively requires synchronization of device capabilities, plant conditions and quality of materials. Paper defects or high plant temperatures are issues that must be addressed even with UV printing.' Printing No. 7 has gradually evolved their process, improved plant conditions, and also bolstered the training of technicians and managers to enable stable production. These measures have attracted a growing body of customers, strengthening Printing No. 7's name in the Vietnamese package printing industry and helping it reach out to global markets.

#### The road ahead for Printing No. 7

With nearly 40 years of experience, the company has a very clear idea of where it wants to go. In combination with other printing companies in Vietnam, the Komori user intends to 'exploit the high-grade label and package printing market by meeting the exacting requirements of foreign customers.' In particular, the company will effectively promote joint ventures and seek out collaboration with Japan's printing industry in order to improve production capacity,

innovate technology and upgrade product quality. It aims to install more measuring instruments, print quality monitoring systems and auxiliary equipment to provide more options in printing high-grade packages and labels. It also plans to work closely with Cuulong to stay abreast of global trends in print media, and the packaging industry in particular, as well as share technological research with Komori. Printing No. 7 looks to Cuulong and Komori to continue to provide the latest developments in UV offset printing technology and further training on the Lithrone G40 to perfect techniques of printing on metallized paper and plastic materials.

For benchmarks of progress, the company says that 'evaluations by customers will always be the final assessment of the quality of our products.' To meet the demanding standards that apply to export-quality products, for example, product uniformity and the absence of any scratches from the printing process are absolute musts.

#### Outlook for the Vietnamese package printing industry

Considering the development cycle of UV offset technology in Vietnam, Printing No. 7 predicts that this technology will occupy the top position for the next 10 years (in parallel with a gradual decline in conventional offset technology). The field of package and label printing will continue to grow in both scope and quality. The industry will be increasingly export oriented, and therefore improvements in both quality and efficiency will be crucial. Also, equipment decisions that meet the specific requirements of customers will be necessary. As the trend toward economic cooperation throughout the world gains momentum, Vietnam will have greater access to the Japanese market, where quality requirements are extremely strict. This will be a good opportunity for Vietnam to integrate into the printing community of Japan and other countries. Printing No. 7 looks forward to playing a leading role in this promising future.





# Yokohama Litera hones state-of-the-art facilities

Founded in 1933, Yokohama Litera plans, prints and delivers packaging as well as an enormous variety of other printed items, including POP materials, seals and flexo-printed cardboard boxes. The company built the industry's first completely clean plant in October 2009, meeting the world's most stringent standards, including countermeasures for insects, dust and microbes.



Tadashi Hoshino, President

In May of last year, Yokohama Litera commissioned the latest UV-spec seven-color Lithrone S44 with coater to better meet customer needs by providing even more consistent quality and improving productivity. *On Press* spoke with President Tadashi Hoshino, Advisor Mamoru Suzuki, Manufacturing Section Printing Chief Yosuke Wakamatsu, Quality Assurance Department Manager Kazuhira Urushizaki, and Manufacturing Department Instructor Yutaka Okubo.

## Seven-color machine for workload and multicolor demand

Yokohama Litera aims to be a one-stop, full-service solution provider in the printing and packaging industry by achieving the perfect balance of quality, production environment and human resources. The clean plant – incorporating a failsafe production system consisting of an integrated, automated production line and the most up-to-date equipment obtainable – reliably handles the full spectrum of customer needs, including high print quality, short runs of a wide range of items, and quick turnarounds.

“Our company has grown by specializing in package printing, as we pursue our vision of expanding with the food and pharmaceutical industries,” says Mr. Hoshino in explaining the reasons for the Lithrone S44 installation. “What our customers seek most in package production is a facility and environment that assure high print quality. This is the reason that we constructed a clean plant and a clean production environment that is impervious to insects, dust and microbes – a printing facility unlike any other in the world. On the print quality front, Yokohama Litera is not only ISO 9001-certified but also the only operator in

the package printing industry to have Japan Color recognition. As a result, we decided to install the Lithrone S44 two years ahead of schedule because otherwise we would have been unable to handle the increase in work. We decided on a seven-color machine to meet the greater demand for printing in more than four colors and to produce high-end work with the greater freedom in the design stage that this configuration allows. We wanted to break free from hardware limitations on design potentials."

In May 2013, Yokohama Litera installed the seven-color Lithrone S44 UV sheetfed offset 44-inch press with coater, PQA-S and double delivery as the latest weapon in its arsenal. This machine is in full operation alongside the six-color Lithrone SX40 UV press with coater that was commissioned when the plant was constructed.

#### Lithrone S44 saves energy

"Energy saving was the goal in installing this press," says Mr. Suzuki. "This Lithrone



Mamoru Suzuki, Advisor

S44 is packed throughout with specifications that we requested, such as for energy saving. At the same time, we implemented modifications for energy saving on all of our installed machines, and Komori gave us full backup every step of the way.

This takes know-how, but we succeeded in reducing the amount of power consumption needed for air conditioning by cutting the amount of heat generated by printing. The amount of power consumption by the entire printing line of four presses, including the new Lithrone S44, is almost unchanged from that of the three-press setup that was used until last year. The energy-saving effect is equivalent to the power required by an entire printing press," says Suzuki with a smile.

The ease of use of the Lithrone S44 was addressed by Mr. Wakamatsu.

"I believe this machine gives us just what we need to meet the diverse requirements of our customers. Compared to our previous setup, the times for makeready, plate changing and color matching are shorter and the processes

are easier. Once the operators grew accustomed to the double delivery, they couldn't get by without it. Seven colors with the coater basically means four colors plus one special color with a surface treatment. If the job uses UV coating, a base coat of varnish and drip-off gloss coating is applied."

#### Meeting stringent quality demands

"Customers are becoming more exacting every year. And food packaging is gradually becoming more like cosmetics packaging in the demand for more colors as well as sophisticated designs and constructions that have never been tried before," says Mr. Urushizaki in discussing quality assurance.

"We are raising our level of quality control by anticipating our customers' demands and looking for ways of controlling

the process that will meet these requirements. It is also necessary to cultivate the sense of the operators." Describing the meticulousness of quality control measures, Urushizaki says: "In ensuring high print quality, pinhole defects – one cause of NG sheets – can be eliminated down to 0.3 mm by means of the PQA-S inspection camera and the double delivery system. Plus, the entire work area is actually a clean room, with fewer than 300,000 suspended particles of dust per cubic meter."



Kazuhira Urushizaki, Quality Assurance Department Manager



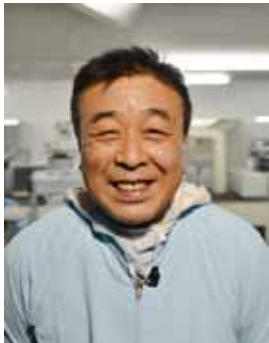
Yosuke Wakamatsu, Manufacturing Section Printing Chief



Yokohama Litera is endowed with a fully automated production line. The supply of production materials and inventory management for finished products, the allocation of work in process to various manufacturing areas, and stocking and removing items from the enormous automated warehouse are all performed by the unmanned production management system. In manufacturing areas, unmanned forklifts transport necessary materials and work in process to the various stations. Even the setting of printing paper in the feeders is performed by unmanned machinery. Adds Suzuki: “Human intervention causes problems, so production management is computer controlled by means of barcodes to keep operators’ hands out of the process.”

**Personnel with ambition and tenacity**

Once the production environment and equipment are in place, the key point becomes the issue of personnel. Yokohama Litera aims to train people who not only have the skills required for the job but also are capable of contributing to society. Thus, the company gives high priority to meticulous employee education.



Yutaka Okubo,  
Manufacturing Department  
Instructor

Every year the company takes in about 20 new hires. Mr. Okubo, who is in charge of employee training, says: “Doing the right thing as a matter of course is not easy. Digital control of machine maintenance, for example, is certainly important but that in itself is not enough. We teach our new employees that they must discern the sound and vibration of the press when it is working perfectly by using their own senses. This can be learned if one cannot do it at the outset. I think these

strengths lead to high aspirations and tenacity regarding the job.”

At Yokohama Litera, veteran employees teach the rookies printing and finishing from the ground up by means of on-the-job training. For what is not covered by on-the-job training, the new employees attend practical training classes such as the beginner’s course and chief operator’s course at the Komori Graphic Technology Center.



**Cultivating people leads to results**

President Hoshino offers his thoughts on the future of the company: “If employees sense that through their work they can realize their dreams, the company will be empowered by highly motivated workers. Such empowerment will enable the company to continuously improve product quality. We have readied the production environment and carried out extensive employee training, but in the end, I think, making the company a one-stop, full-service solution provider depends on the ease of working here and whether employees can do their job with a sense of fulfillment. Therefore I want to see more employees taking the initiative – offering their views on issues as professionals. I want to extend our abilities to propose, plan and design. I firmly believe that cultivating our personnel leads to outstanding results.” With his faith in employee education as the key to the growth of the company, the president is looking forward to the 100th anniversary of Yokohama Litera in 20 years time.

# Dupeyron: a merger of digital and offset printing

Dupeyron, a well-known print firm from the Bordeaux region with a team of 13 employees, specializes in printing bank checks and banking documents for major French banks such as Caisse d'Épargne, BNP Paribas, Société Générale and Banque Populaire.

## Welcome to banking confidentiality

Patrice Dupeyron, son of founders Guy and Nadine Dupeyron, joined the company in 1994. The 1,800-square-meter premises are kept under strict surveillance, and the printer conforms to the NFK11-112 standard, a system established in France to ensure the security of printing materials as well as production, storage and transport for companies engaged in the processing of checks.

## Equipment one step ahead of market trends

Since its founding, Imprimerie Guy Dupeyron has kept its production machinery at the cutting edge of technology, investing year after year to provide its banking customers with high-quality secured products. "We produce check books as well as related documents such as bank account identity papers and check remittance forms," explains Mr. Dupeyron. "In 1998, we acquired a two-color Komori press in 520 x 720 mm format, and since then we have consistently relied on Komori and its products. We first replaced the two-color press with a four-color Komori. Then in July 2008 we installed a six-color Lithrone S29P with coater, CIP3 and PDC-SII. Thanks to this machine, we achieved tremendous progress in productivity and especially in graphic quality. The coater enabled us to address more and more sophisticated production issues. One factor underlying our Komori brand loyalty is the fact that we have obtained PEFC and FSC certification as well as the French Imprim'vert label and that Komori follows the same policy of low environmental impact."



## A complementary digital press

Though the banking sector accounts for 80 percent of its activity, Dupeyron decided to cover a larger spectrum of activity by investing in an Impremia C80 toner-based digital printing system in January 2014. "We were already considering the digital option, but our decision was triggered by the signature of Komori France and Konica Minolta on their partnership agreement in 2013," notes Dupeyron. "With its reduced footprint, high reliability and high quality production characteristics, this press immediately appealed to us and allowed us to reach local markets while maintaining good price positioning on short runs." This Impremia has already conquered the heart of several local officials. No doubt that with this dynamic duo installed in the press workshop of Dupeyron, digital and offset will "tell their story of quality" and win the competition.

# iDG's new Lithrone G40 adds H-UV to potent arsenal

imageData Group became the UK's first company to install a five-color Komori Lithrone G40 with coater and Komori's unique H-UV curing system when it took delivery of a Lithrone G40 in April, received directly from the IpeX show held in London. The group has located the press in its headquarters in Willerby, East Yorkshire.



Helen Birkin, Managing Director

iDG has a turnover approaching 25 million euros and employs over 250 staff across three sites, providing a complete range of litho, digital and screen printing services, all supported by extensive creative, finishing, IT and administration facilities. It operates through three marketing divisions: retail-iD for diverse retail-related businesses, public-iD for public sector organizations, and core-iD for corporate organizations.

The group has experienced a large increase in business over the last 12 months. Its capital investment has exceeded five million euros and includes new digital and screen equipment. In addition to the new Komori, iDG has also just installed the latest Inca Onset R40i wide-format digital inkjet machine, the first of its type in the world.

Group CEO David Danforth explains: "Our litho site is a long-standing Komori house where we run three Lithrone 40-inch machines – the new Lithrone G40, a 10-color Lithrone

S40P five-over-five perfecter, and a six-color Lithrone S40 with in-line aqueous coater. The Lithrone G40 extends our UV offerings beyond digital and into litho, and we are also able to create added value finishes such as overall and spot varnishing – something our designers and our clients' creative teams appreciate highly! The H-UV curing system enables us to deliver these finishes in-line and – with its instant drying capability – we're able to achieve this on plastics and foil as well as on paper. So we are experiencing more crossover between litho, digital and screen."

Chairman Roger Birkin adds, "A large proportion of our work is truly print-on-demand, much of it web-to-print, so the

H-UV system's instant drying feature helps us to complete jobs even faster. On work and turn runs, we're able to take print from the delivery to the feeder and print the reverse side without needing to schedule any delays for drying time and without the need to remove or remake plates."

### Green credentials across the board

"Across the group, we're extremely conscientious environmentally. All of our print processes are alcohol-free, and at Willerby we use chemistry-free litho plates. At our digital site, we recirculate the heat we generate, we use lighting that is energy saving and motion sensitive, we harvest water from the building's roof for vehicle cleaning, and we have even created a wildlife lagoon. The Komori H-UV system has extremely strong eco credentials. It dries without ozone emissions on any material, has low power consumption and does not require any use of spray powder – which is good for the factory environment and also enhances the job appearance. The instant drying ensures that the sheets our operators see in the delivery have their true final color, which is in step with our fast turnaround philosophy," says Mr. Birkin.

"We have always been advocates of innovative technology and our investment in Komori's H-UV demonstrates that we will continue to stay ahead of the competition," says Mr. Birkin.

Says Managing Director Helen Birkin: "In current production terms, the most immediate benefit of the H-UV Komori is its ability to handle uncoated materials, which dry immediately, even with high ink coverage. For example, on the many thousands of vouchers we produce, we can guillotine and collate immediately after printing."



Roger Birkin, Chairman

### Greater turnaround performance and substrate versatility

"Turnaround time in our markets is inevitably tight, response time is critical, and production flexibility is paramount. Often, this requires next-day, location-specific delivery of a series of printed items. Komori H-UV gives us the ability to move the jobs straight to finishing directly after printing, streamlining output speed and optimizing production efficiency," Ms. Birkin continues.

"Self-cling, vinyl and adhesive display materials are also often part of a campaign mix, and the Lithrone G40 prints excellently on these materials, with greater color vibrancy, increased precision for printing fine type, and faster turnarounds compared with screen or digital production. We can now also add to our litho portfolio in-line spot coating and metallic printing on an almost infinite choice of materials – with their obvious increase in 'eye-appeal,'" Ms. Birkin says.

"The new Lithrone G40 and the Komori H-UV process are assisting us not only in gaining more business from existing customers but also in adding new names to our client list. It also gives our sales teams genuinely innovative products and services to present to the market and supports our estimators in submitting even more competitive quotations," Ms. Birkin concludes.



Komori Service 

## ‘We want to be a customer’s pressroom partner for life’

For printing companies working to eke every ounce of productivity from their Komori presses, the Komori America KomoriKare program has proved to be a lifesaver.



With a host of services ranging from press upgrades to consumable products, KomoriKare is a total value-added solution that accomplishes three major things – keeping existing Komori presses in top operating condition, improving efficiency and profitability, and allowing the customer to purchase from one convenient and trusted source – Komori.

The KomoriKare program was rebranded in 2013, and with the rebranding came a team dedicated to supporting KomoriKare. The team includes representatives from sales, service and sales support. “This is one of the most important initiatives in our organization,” says Jacki Hudmon, Sr. Vice President of Sales for Komori America, “and we knew that to ensure its success we needed to provide the necessary resources.”

With the rebranding came a variety of new products and services. “One of the most valuable services we offer is what we call the PPA, or Press Performance Audit,” said Owen Ryan, KomoriKare Development Manager. “Our technicians visit the customer and inspect the press, and highlight areas for improvement, whether it be mechanical maintenance or an upgrade to enhance efficiency. Overall, customers have found this to be extremely beneficial as they work to extend the life of their existing presses.” The program has been extremely successful in upgrading the PDC-S Print Density Control-Spectrodensitometer to the more robust PDC-SII system and has even garnered several H-UV upgrades. “The real beauty of the PPA is that it opens the customers’ eyes to problems and solutions, and proves that Komori

is a true business partner and invested in their success,” says Mr. Ryan.

KomoriKare also offers K-Supply, or Komori-branded consumable products. Every Komori America K-Supply product is tested and approved in the Komori Graphic Center-America. “K-Supply is just in its infancy, but there is a great benefit to our customers to use the products that we run in our showroom. We only select products that are proven performers,” says Ryan. To introduce K-Supply, Komori America has begun shipping start-up kits to customers who have purchased new presses. “Our goal is to get the press started up using K-Supply chemistry and supplies from the get-go. In this day and age, everyone is looking for speed and convenience. If you have products that are performing well, why not order them at one time from one supplier.”

To promote KomoriKare, Komori America launched [komorikare.com](http://komorikare.com) in 2013. The website allows customers to visit and search through all the upgrades and services the program has to offer, and to request additional information.

The goals are to continue to add products and services and keep expanding the KomoriKare program. “It really is all about kando,” says Ms. Hudmon. “We want to be a customer’s pressroom partner for life, and the best way to do that is to ensure that our customers are successful. We believe KomoriKare will continue to expand and provide value to our customers, and help them achieve their business goals – a win-win situation.”

KOMORI Graphic Center-America

## 'We are in the business of delivering kando'

You notice a change when you enter Komori Graphic Center-America. Where once there were offset machines lined up, the first thing you now see is a carpeted area, with comfortable seating and an array of digital devices.

The new Digital Lounge area was added to reflect not only the changing graphic arts market but also Komori's expanding product line. It is currently home to a Konica Minolta C8000 and Komori America's newest digital offering, the Komori NW140 digital inkjet label press with in-line die-cutting capability. "We wanted to make sure the digital lounge had a different vibe," says Director of Marketing Susan Baines. "With our Impremia series of presses coming to market soon, we wanted a space that was conducive to collaborative discussions, demonstrations and brainstorming."

Komori America Product Manager Doug Schardt, who also manages the Komori Graphic Center-America (KGC-A), agrees: "While offset will still remain our core business, it's important that we share all of our product offerings with our customers." KGC-A currently maintains two offset presses equipped with coaters – a six-color Lithrone G40 equipped with the H-UV curing system and an eight-color Lithrone G40P perfecter with H-UV and

PQA-S. "These two machines allow us to highlight all of Komori's offset features and benefits," Mr. Schardt says. Schardt is also enhancing the current training program. While the center has always offered operator and management training classes, the sophistication of KHS-AI technology and H-UV is driving the need to add additional courses to help customers optimize their investment in Komori presses. "AI is an extremely robust program and offers customers many benefits, including reporting functions, that can aid them in managing their business. We want to make sure they are reaping all that AI has to offer," says Schardt.

Another key function of the center is to serve as a testing facility. Everything from press chemistry to plates, inks and coatings is thoroughly tested and evaluated. The goal is guaranteeing that products Komori America is offering under the Komori global K-Supply brand name work together to ensure Komori customers get optimum results in their production environments. "We have started sending out start-up kits with every new press installation," says Owen Ryan, KomoriKare Business Development Manager, "so it is extremely critical that all the products work in harmony. We're very lucky to have the internal resources to test and recommend."



From left: Doug Schardt, Product Manager at Komori America; Tom Totten, KGC-A Demonstrator

### Providing digital, offset and consumable solutions

Senior Vice President of Sales Jacki Hudmon says one of the goals of every customer demonstration is to expose visitors to not only the offset machines but also to the digital and KomoriKare offerings: "A customer may come in to see a demonstration on one of our offset machines, but it's important to show them that Komori has a wide range of products to support their business. We are in the business of delivering kando, and that means showing our customers that we can provide digital, offset and consumable solutions to support their business. In any industry it's hard to find that one supplier you can really trust – and that's what we want to show every person who visits KGC-A. Komori is the brand you can trust."



Hal Stratton, Market Development Manager at Komori America, shows samples printed on the Komori NW140 label press



National Banknote Printing Plant of Vietnam

## INAUGURATION FOR INTAGLIO PRESS IN VIETNAM



Yoshiharu Komori, CEO of Komori Corporation, and Dinh Quy Bao, Chairman and Director, NBPP

On March 19, at the currency printing plant of the National Banknote Printing Plant of Vietnam (NBPP), the company held an opening ceremony to commemorate the start of operation of the IC-532III Multicolor Intaglio Press. At the ceremony, NBPP Chairman and Director Dinh Quy Bao and State Bank of Vietnam Deputy Governor Dao Minh Tu offered greeting remarks, and Chief Councilor (Economic) Hirofumi Miyake of the Embassy of Japan in Vietnam delivered a congratulatory address.

At the ribbon-cutting ceremony, a gathering of observers watched as the Komori intaglio press smoothly printed 500,000 Vietnamese dong polymer banknotes, the largest denomination.

This intaglio press was the second Komori machine supplied to the NBPP, following an LT-832IIA Multicolor Offset Perfecting Press for banknote printing that was installed in 2009.

### Further development of Japan-Vietnam relations

A dinner party hosted by Komori for the key officers of the NBPP and the State Bank of Vietnam was held at the Sheraton Hanoi Hotel. Komori CEO Yoshiharu Komori, after mentioning the state visit to Japan of Vietnam President Truong Tan Sang, said, "As the relationship between Japan and Vietnam develops even further, I am very happy that Komori is able to cooperate with the NBPP in the field of currency printing."

A toast with Japanese sake was followed by dinner and performances of Vietnamese folk music and Japanese popular songs that are also hits in Vietnam.

Screen printing specialist Tokai Group

## KOMORI ACQUIRES PRINTED ELECTRONICS GROUP

Komori has acquired Tokai Holdings of Tokyo, Japan, and relaunched the acquisition as a subsidiary.

With the aim of achieving sustainable growth, the Komori Group started its three-year Fourth Medium-term Management Plan on April 1, 2013, the year of the 90th anniversary of the company's founding. This plan consists of initiatives aimed at achieving transformation in three fields: transforming the business structure to promote new businesses; transforming sales activities to promote the solutions business; and transforming the profit structure to strengthen profitability. As one part of promoting new businesses, Komori is developing a Printed Electronics (PE) business, which employs print technology to manufacture electronic circuits, and is entering the PE market.

The Tokai Group consists of the holding company Tokai Holdings Co., Ltd., established in 1972 as a screen printing equipment manufacturer, and two subsidiary companies, the printing equipment vendor Tokai Shoji Co., Ltd., and printing machine manufacturer Tokai Seiki Co., Ltd. The Group makes the most of a range of substrates (such as paper, glass, plastics, synthetic resins, metals and cloth), which is characteristic of screen printing, and works to meet various industry needs. In the past few years, the Group has focused increasingly on the electronics industry, from the concept/development stage to execution. The Group has registered solid results as a provider of total solutions for screen printing – including both sales of equipment and sales of materials such as plates and

ink – to meet the demand from large customers for a wide range of products, such as electronic components, mobile phones, displays, solar cells and organic electro-luminescent products.

Acquiring the Tokai Group will strengthen Komori's PE business. By combining Komori's gravure offset printing technologies for the deposition of fine lines with the screen printing-centered total solutions of the Tokai Group, the profitability of the PE business will be enhanced and the business structure will be transformed by more effective utilization of sales channels.

Komori and Reprograf celebrate 10 years in Poland

## REALIZING PRINTERS' DREAMS IN POLAND



Tadeusz Figurski, Vice President of Reprograf

Reprograf, Komori's sole distributor in Poland, recently marked the 10th anniversary of the partnership, and Vice President Tadeusz Figurski took

the occasion to review his company's decade of successful development.

"The cooperation with Komori has brought visible effects across all sectors of the Polish printing industry. We've installed many Komori 'world firsts': the Taurus printing house invested in the first-ever 10-color Lithrone 26P perfecter; Druk Intro was the world's first user of a reel sheeter-equipped Komori; Interak bought the world's first six-color Lithrone SX29 press with in-line foiling, coater, embossing and die cutting; and Chroma became the first Polish user of the Komori eight-color Lithrone G40P perfecter with H-UV."

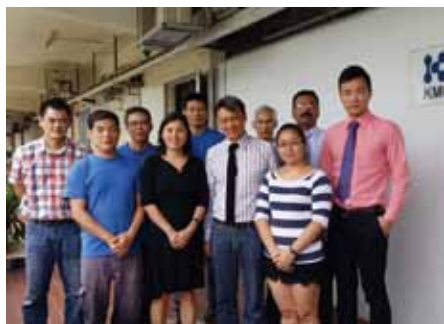
### Looking beyond the horizon

"Success in Poland has been founded on Komori's continual introduction of products that look beyond the horizon and into the future. The trust and personal relationships shared between Reprograf's employees and our customers have also been critical."

Concludes Mr. Figurski: "Here at Reprograf, we have developed our own, highly trained and Komori-dedicated service team, and we receive enormous support from Komori itself – these are just two of the many factors responsible for our 10 successful years."

Establishment of Komori Southeast Asia

## ACQUISITION OF SINGAPORE DISTRIBUTOR



On June 16, Komori announced the acquisition of KMLink, its distributor in Singapore since 2009, and the establishment of Komori Southeast Asia Pte. Ltd. as its successor subsidiary. KMLink not only sold printing presses but also expanded business by handling other competitive products, including both machinery and consumables, contributing to increased sales and profits. It has gained a solid reputation in the graphic arts market by proposing and delivering total solutions

for the profit of customers.

The acquisition and relaunch of KMLink as Komori's subsidiary is aimed at expanding sales of offset presses in southeast Asia and strengthening the service capability of distributors in neighboring countries from its base in Singapore. The new entity will also operate as the platform for the promotion of the digital printing systems business, the solutions business to which the Komori Group is devoting a great deal of attention.

Technical Association of the Graphic Arts

## 2014 TAGA MICHAEL H. BRUNO AWARD



Yoshiharu Komori, CEO of Komori Corporation, has been awarded the 2014 TAGA (Technical Association of the Graphic Arts) Michael H. Bruno Award.

The Technical Association of

the Graphic Arts is an international organization focused on new research and technologies in the graphic arts and sciences. TAGA presents the Michael H. Bruno Award to a professional with a distinguished career in appreciation of his dedicated service and contribution to the advancement of graphic arts. Named for the late Michael H. Bruno, who throughout his working life made many contributions to the printing industry, the

award this year was presented to Mr. Komori and two other individuals.



Yoshiharu Komori, CEO

# IPEX

R E P O R T

2 0 1 4

iDG executives seal the deal on the IpeX Lithrone G40 with CEO Yoshiharu Komori

From left: Yoshiharu Komori, CEO, Komori Corporation; David Danforth, CEO, imageData Group; and Helen Birkin, Managing Director, imageData Group



## H-UV DEMONSTRATION AT IPEX 2014 DRAWS A FULL HOUSE

Held in the striking ExCeL London Exhibition and Conference Centre for the first time in 2014, IpeX attracted about 23,000 visitors from March 24–29. Komori sponsored the Eco Zone where Komori's H-UV innovative curing system was highlighted through four demonstrations each day on the H-UV-equipped five-color Lithrone G40 and coater.

Says Komori UK's Director of Sheetfed Sales Steve Turner: "Komori has a long-standing track record of utilizing major printing industry exhibitions to highlight the benefits of product innovations and the latest technology, and this was precisely the philosophy behind Komori's decision to sponsor the IpeX Eco Zone."

"Our demonstrations of the Komori H-UV curing system, with its many ecological strengths, enabled us to clarify the uniqueness of the H-UV system. All our demonstrations were well attended, and generated serious interest from a wide range of visitors from within and outside the UK, including existing and prospective Komori users. We are confident that IpeX

will have helped us to further strengthen our order book for presses equipped with Komori H-UV curing."

In Komori's Eco Zone theater, demonstrations of the H-UV system on the Lithrone G40 with coating unit enabled Komori to present not just the immediate drying characteristics of H-UV but also the clarity of print and the enhanced gloss levels and contrast achieved with spot varnishing, which are keynotes of the H-UV process.

As Komori International Europe's Product Manager Peter Minis points out: "Much of the new technology developed in the graphic arts industry can now be shown and explained successfully on desktop presentations, but we consider that it's a very different situation with H-UV — because it offers a combination of higher quality print, instant drying, no dry back, no ozone emissions, complete elimination of spray powder even on uncoated materials, foils and plastics, and all this needs to be experienced up close at real-time demonstrations."



# Coming Shows

Komori will exhibit at Graph Expo 14 in Chicago and All in Print China 2014 in Shanghai. We're sure that every visitor to the Komori booth will see great solutions and take home new ideas.



Chicago, US

## Graph Expo 14

Sept. 28–Oct. 1

McCormick Place

Graph Expo 14 is the most comprehensive show for digital, inkjet, offset, flexo, gravure and hybrid technologies for the commercial, converting and package printing, publishing, mailing, in-plant, marketing and industrial printing industries in the US this year.



Shanghai, China

## All in Print China 2014

Nov. 14–17

Shanghai New International Expo Center

All in Print China 2014 is held once every three years using expertise from drupa and is one of the most important trade fairs in the Chinese printing industry.

