

Lithrone GX40 The Complete Package



A large industrial machine, the Lithrone GX40 by Komori Corporation, is shown in a factory setting. The machine is white with black accents and is processing a large white rectangular object on a blue pallet. The machine's name and manufacturer are printed on its upper section. The background shows a typical industrial environment with metal structures and overhead lighting.

LITHRONE GX40
KOMORI CORPORATION

Logistics
Lithrone GX40 Get
Smart

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Preferred for Packaging

Komori manufactures many types and configurations of package printing presses — full-size, half-size, sheetfed, webfed, conventional, UV and more. So the Packaging Open House drew printers from all over the world and from every segment for a close-up look at Komori's flagship machines in full packaging specifications. The automation, peripherals, mechatronics and software engineered for round-the-clock ink-on-board duty. A rundown. Plus, details of the demonstrations and presentations that sparked hundreds of conversations. And a case study of a Dutch user running a seven-color Lithrone GX40 in the fast lane.

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Preferred for Packaging

The Lithrone GX40 Flagship Press

Packaging is one of the hottest segments of the printing industry for thousands of reasons but none more compelling than the package's position squarely on the pulse of the vast majority of consumer purchasing decisions: point of sale. The final point of communicating to the customer. And because packaging has such a crucial role in the marketing mix – in defining the character of new products and in creating brand identity and shelf impact among all product groups – the packaging producer must be able to use new materials, deliver new shapes, print more colors in greater definition and deliver shorter runs. And do this all economically.

Packaging is also dynamic – constantly changing to the rhythm of the ever-bustling marketplace. Eye-catching and colorful designs enhance brand awareness and stand out on the shelf. And today, social trends are driving packaging production requirements. Smaller pack sizes for single-serving and on-the-go use accommodate lifestyle changes and evolving demographics. Increasingly, packages for food and medicine must ensure traceability and use low-migration ink. Environmental concerns demand production that affords sustainability and meets

eco-sensitive regulations. Braille is required on some packages – and a desirable option on many more. High added value printing is insisted on not only for product differentiation but also to prevent counterfeiting.

Package printing involves meeting many unique requirements perfectly. Stock tends to be high-end heavy paper or board, meaning waste cannot be tolerated. Packaging is a part of the distribution system, so nonstop around-the-clock operation is often the norm. And, more than any other stakeholder in mass production, brand owners insist on dead-on color accuracy and print quality. This makes state-of-the-art color measurement and print quality assessment systems absolutely essential.

Lithrone GX40: unsurpassed for packaging

For the total look and feel of packaging in the 21st century, Komori is more and more the preferred choice for its end-to-end solutions to the specific needs of the industry. No press on the market approaches the Lithrone GX40 in high added value printing and special effects capabilities. The machine was literally designed from the ground up in close collaboration with package



Ink on board is the crucial process that underlies the production of the millions of packages that billions of consumers encounter every day. Packaging is art, design, business, chemistry, technology, engineering, marketing and so much more. Komori is determined to cover all the bases.

printers. It incorporates the mechanics, the electronics, the automation and the software that will help packaging producers thrive in this intensely competitive field.

The mechatronics products centered on the KHS-AI integrated control system for quick print start-up ensure changeovers and makereadies that no other system can provide. Year in and year out, makeready is ultraprecise, fully automated and lightning quick. Color and register are on the mark. And waste sheets are a nonissue. Print quality is designed into the press – from the flawless sheet transport to the world’s most innovative inking system. And it is inspected, measured and evaluated to make certain no defective sheet ever reaches the delivery pile.

Lithrone GX40RP: two sides on one pass

The Lithrone GX40 and its state-of-the-art peripherals are hardly the only weapon in Komori’s arsenal. A sister machine, the Lithrone GX40RP cardboard specification front/reverse multicolor offset printing press, is a dedicated double-sided machine that will lay down up to 10 colors on two sides in one pass without flipping the sheets. It is supported by the same superb lineup of

mechatronics options and peripherals as the Lithrone GX40 and can be specified for either UV or H-UV printing.

The real difference: very special intangibles

But the real key to Komori’s credentials in package printing lies elsewhere. It’s the people. The Komori designers who render custom-configured presses for unique applications with every ounce of technical know-how in their power. The Komori service technicians who yield to no one in dedication. And the vast experience and expertise wielded by the people who belong to the only company in the world manufacturing sheetfed, web offset, intaglio, gravure offset and digital inkjet presses as well as a growing range of prepress and postpress equipment and printing supplies. The specifications provide the facts, but these intangibles – Komori people and their commitment to getting it right – are the reasons printers stay with Komori.



Tsukuba Open House

Open house draws a crowd to see high-spec packaging machines

Printers from around the world visited the Tsukuba Plant on March 12 to discover Komori's latest solutions for the growing packaging market. The solutions were many but they could all be summed up in one word: automation. Automation of printing processes such as makeready, automation of materials handling, and automation of total print quality control and assessment. But this open house event covered more than technologies and products. The day's proceedings reacquainted the visitors with Komori and provided opportunities to compare notes with packaging producers in other markets and other countries. The buzz from this chemistry grew throughout the day and peaked during the nighttime festivities.

The printers were welcomed to Tsukuba by Toshiyuki Tsugawa, Operating Officer and Group General Manager of the Overseas Sales Group, who pointed out the extent of Komori's commitment to this rising market segment.

Following a showing of the latest corporate video, the day's main presentation, 'Komori Packaging Solutions,' was delivered by Doug Schardt, Product Manager from Komori America Corporation.

Rundown on the packaging industry

Mr. Schardt's briefing pinpointed the industry trends that all printers in this market face and highlighted the main elements of the day's demonstration, specifically those that impact profit and ROI. Market needs in this field are much the same as in other segments of printing: shorter runs, tighter turnarounds, and greater diversity. Komori's answer is PackagingOnDemand: the Lithrone GX40 and Lithrone GX40RP, in particular, supplemented by half-size offset machines, digital printing systems, and a multitude of peripherals and PESP products that add up to a total, customizable approach.



Priority on distinctive performance

Emphasis was on the highly evolved technologies incorporated in the KHS-AI quick start-up system, the PDC-SX scanner and the PQA-S inspection system – the key mechatronics that distinguish Komori from other manufacturers. Smart Sequence for preprogrammed optimization of job changeover items, and Smart Feedback for automation of changes after makeready. The key strengths of the Lithrone's robust inker and Komorimatic dampening system. And above all, the higher level of performance made possible by the tight integration of these systems and technologies in Komori's flagship machines.

Demos pack a punch

Following lunch, Schardt offered a master class in running jobs on the high-spec Lithrones. The Lithrone GX40 with coater printed 500 sheets of 0.35 mm stock in six-color UV with gloss coating and then, following changeover, output 2,000 sheets of 0.45 mm stock. The delivery pile was changed during the second job by the logistics system with no change in the production speed. The Lithrone GX40RP H-UV also printed two jobs, the

first 4 over 2 and the second 4 over 1. This demonstration spotlighted the exceptionally smooth sheet transfer offered by the reverse printing press because the sheets are not flipped, which is especially important with costly heavy stock. In addition, the configuration requires no tail edge margin, thus improving the economic picture. The six-color Lithrone S29 with coater rounded out the demonstrations, printing 200 sheets of 0.3 mm board at 16,000 sph and then following up with 200 sheets of PET at 10,000 sph.

After these demonstrations, the group toured the recently remodeled Komori Graphic Technology Center and then returned to the conference room for a seminar on advanced printing materials.

A powerful brew

The participants then decamped to a downtown hotel for a party where Chairman Yoshiharu Komori greeted everyone. The mix of nationalities, languages and specialties made for a powerful brew, and printers networked until the magic hour, when the buses arrived for the trip back to Tokyo. The busy day had been worth it.



In Their Own Words



KOREA



Sa-Ryong Hong
President

Hanyoung Printing and Binding

I visited the Tsukuba Plant five years ago as a member of the delegation from the Korea Printing Technology Association, where I now serve as vice-chairman. My company has been in business for 50 years, and we now operate eight offset presses. We were a commercial and publishing printer, but decided to change our direction five years ago and enter the packaging segment. We will install a new five-color Lithrone S32 in April. Today's demonstration was very informative. I was very interested in the capabilities of the PDC-SX density controller.



CHINA



Fei Yihao
General Manager

Shanghai Jielong Group Co., Ltd.

Our company was founded 42 years ago by my father. In 1994 we became the first rural company to go public and be listed on the Shanghai Stock Exchange. Now our group consists of 10 subsidiaries handling all segments of the printing and packaging markets. We produce packaging for food, pharmaceuticals, liquids – everything. I looked today most carefully at Komori's automation – KHS-AI, PQA-S and logistics. Automation is very important because Chinese wages are rising, especially in urban areas.



THAILAND



Suranai Rojwongcharas
Plant Manager

Sahathai Printing & Packaging

Our company was established more than 30 years ago, and we produce packaging primarily for food using conventional offset and offset lamination. We have around 250 employees, and we are continuously developing our ability to meet the needs of both domestic and international clients. I was mainly interested in the Lithrone GX40 and the six-color Lithrone S29 that we saw today. The most important part of the demonstration to me was the reduction of setup time and the reduction of paper waste. Cutting waste to 30 sheets per job would be tremendous.



TURKEY



Turan Dansik
Member of the Board &
Production Director

PrintPark Ofset

We are a packaging printer in Istanbul with about 90 employees. Our output is mostly used for cosmetics, whiskey and chocolates. More than 50 percent of our work is exported to customers in the UK, the Netherlands, Italy and Russia. We have a six-color Lithrone S40 with coater, but the automation available with the Lithrone GX40 is very interesting. We like it because it allows use of 1,050 mm sheets and looks very user friendly. We're also interested in H-UV but we must complete some testing first. We need H-UV for energy saving and its higher gloss levels.



SRI LANKA



Wimal Dissanayake
Managing Director

Imashi Publications

My company, Imashi Publications, produces more than 40 educational magazines in three languages – Tamil, Sinhalese and English – every month. I established Imashi in 1997, and today we have more than 250 employees. I hope that in the future we will expand the range of our publications and be of greater value to our customers. The presentation today was very interesting and informative. I personally was most interested in the demonstration of the Lithrone GX40. The tour of the plant was also fascinating. I was quite impressed with the setup.

VIETNAM



Nguyen Minh Trung
Director

Printing No. 7

We have operated three Komori presses – a Lithrone 40 installed in 1994, a five-color Lithrone S40 commissioned in 2005 and the five-color Lithrone G40 UV with coater we acquired in 2012. Today I was most interested in the six-color Lithrone S29 and the Lithrone GX40RP. We intend to stay in the packaging and label printing segment, but we want to reach a higher level of quality so we can export more. I've been to the Tsukuba Plant three times. It's amazing – ultramodern!

INDIA



Harsha Paruchuri
Director

Pragati Offset

We started off as commercial printers in Hyderabad in 1962 and began package printing in 1999. Packaging is now 40 percent of our business while commercial accounts for 60 percent, but we expect these percentages to be reversed in three to four years. Our annual turnover is about 42 million US dollars. The presentation was very good – we saw it at drupa and now we've seen it here. The most interesting thing was the integration of various technologies. I think this is what Komori is all about.

U.S.



Pylar Pinkston, Director of
Sales and Marketing (left), and
Keith Thompson, President

ABOX Packaging

Our company has been growing at 15 to 20 percent a year. In fact, our turnover has grown sixfold in the past 10 years, so we're looking to incorporate more automation and increase production. I've been with Komori since 1993. In fact, Mr. Komori came and set up a new Lithrone when I was with another company. We have six-color and eight-color Lithrone S40s, and now I am interested in the Lithrone GX40 H-UV with KHS-AI and logistics. The factory is very impressive, and so is the culture behind it.

INDIA



Sarbjit Singh
Director

Sangat Printers

We launched Sangat Printers in 1990 for the commercial segment and set up DJS Printers for Packaging Solutions five years ago. We specialize in food packaging and our clients include KFC, MacDonald's, Subway and Dunkin' Donuts. The presentation and demonstration today were fabulous. I learned a lot and enjoyed it. We have a five-color Lithrone S29, and I am looking at the six-color Lithrone GX40 UV.

Full-spec Lithrone GX40

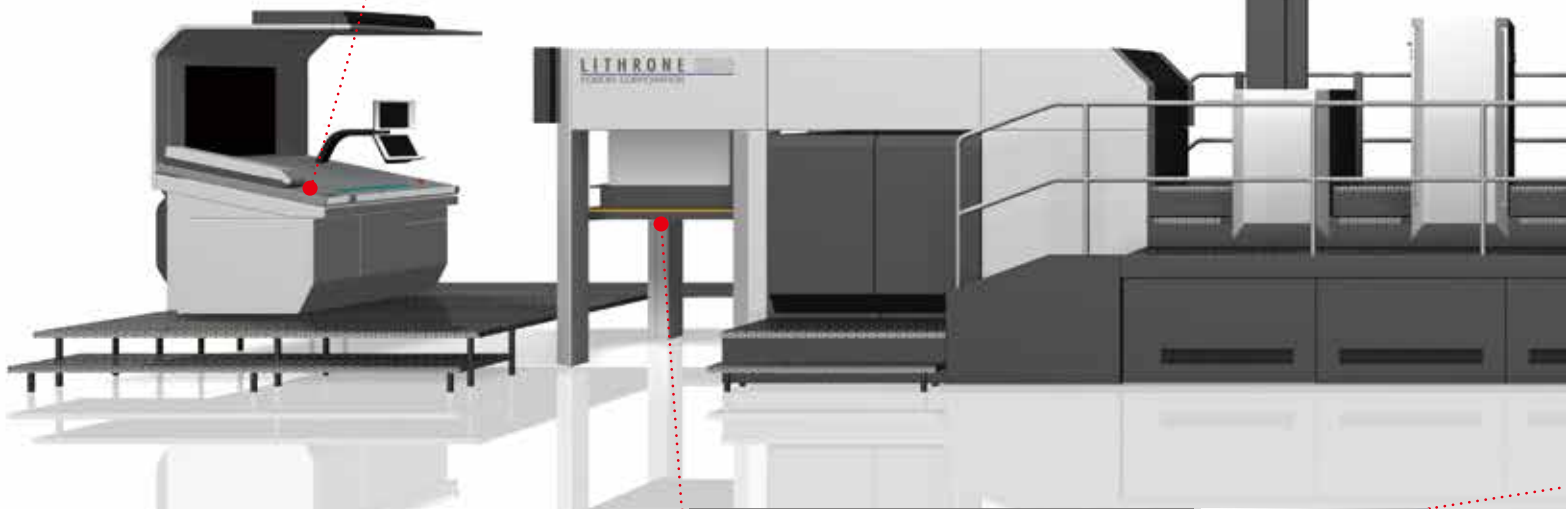


PDC-SX/KID

Provides color control and automatic registration (unit-to-unit, front-reverse and automatic adjustment of lateral position between paper/print). KID provides all information needed by the operator in an easy-to-understand format for quick, accurate decisions. The PDF Comparator System compares scan with original data.



PDF Comparator System



Delivery

Nonstop Operation System

Nonstop feeder and delivery employ conveyor-based pile logistics system to automatically supply and remove stock in the press with no halt in production. Automatic racking system and advanced system that transfers empty pallets to the delivery end for reuse are also available. Higher productivity and quality with reduced waste.



Feeder



⇌ Watch the movie. Nonstop Operation System: feeder and delivery

Highlights of the Action

The demonstration of the six-color Lithrone GX40 with UV and coater was the highlight of the day. The reason scores of printers gathered at the Tsukuba Plant. This was the machine that would – for many – set the course of their company's future.

Schardt briefly oriented the group to the

position of the various systems covered in the presentation before outlining the jobs – the first, a 500-sheet run on 0.35 mm board for medicine, and the second, a 2,000-sheet run on 0.45 mm board for confectioneries. The speed of start-up, operation and changeover was so fast that many points could only be

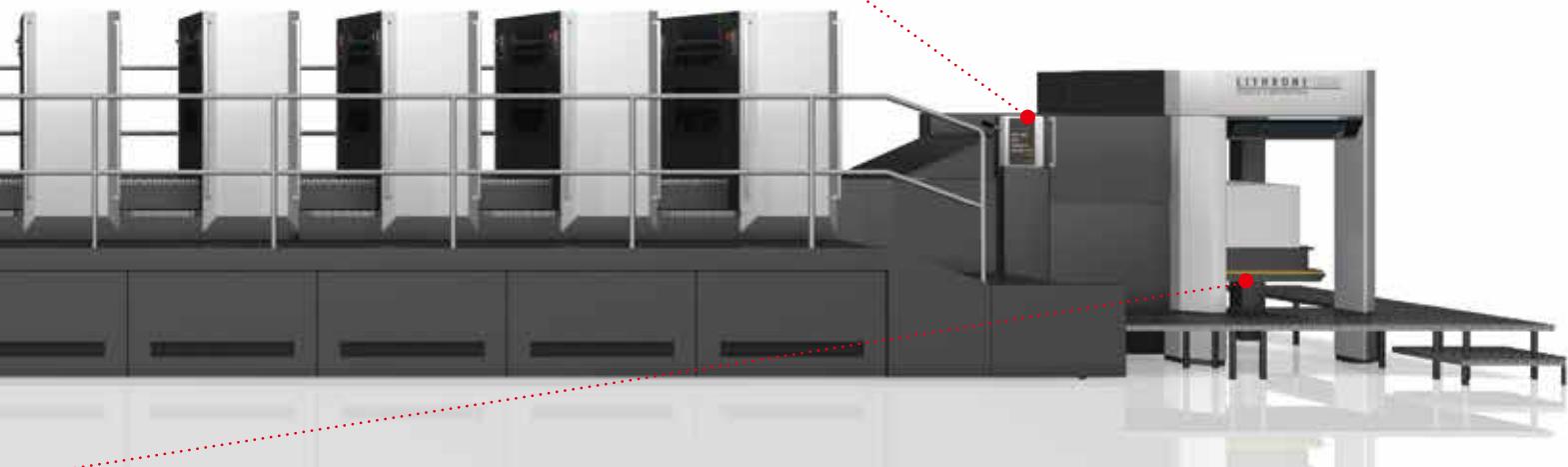
PQA-S

In-line inspection/color control for production and quality management. Checks all sheets using the same criteria. For defective sheets, activates tape inserter or sends sheet to waste diverter. Double camera model available for metallized stock.



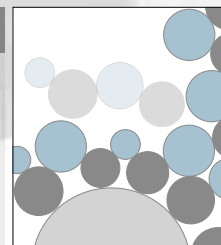
Sheet Numbering System

Inkjet numbering system on feeder board prints unique serial number on each sheet for inspection traceability. Production reliability ensured because number is used to trace prepress errors and printing defects.



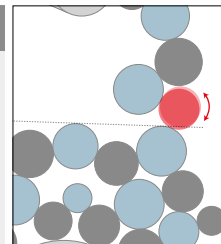
Ink Roller Train Changeover Function (short path)

When printing an image with light ink coverage, changeover of the roller train to accommodate a light image allows highly efficient printing by means of the short path.



Start-up Density Stability Function

The press is equipped with an inker roller on/off function that permits the ink train to strategically separate when the press is idling, eliminating the effects of roller oscillation. This ensures quick density acquisition and stability when the press is restarted and contributes to lower paper waste.



Model shown includes optional specifications.

mentioned in passing. A quiet murmur could be heard as the mighty machine hit its 18,000 sph maximum printing speed. The run seemed to have barely begun when the press decelerated and began its preprogrammed changeover tasks, changing plates automatically and almost soundlessly. The second run began, and the printers seemed even more conscious of concepts — stability, quality and

productivity — that heretofore had been only elements of the presentation. And then it was over. The printers reached for printing samples to take home and swarmed up on the machine to verify different aspects.

The eight-color Lithrone GX40RP reverse printing press — a one-of-a-kind machine manufactured by no other maker — printed both sides in

one pass using Komori H-UV ink. High-precision CCD cameras inspected both sides simultaneously. Reliability and predictability incarnate.

And then the six-color Lithrone S29 performed. Flawlessly laying down ink on a clear plastic substrate. And the demonstration was over. Stunning results on a variety of difficult jobs. Package printing perfection.



From left: Jan Smulders, Operations Manager, and Bert-Jan Van Bolhuis, CEO

Schut shifts focus toward **‘smart packaging’**

Schut Packaging, based in Eerbeek, the Netherlands, has a strong focus on ‘smart packaging’ as a key differentiator. “By truly listening to our clients and understanding their needs, we are able to come up with the very best solutions,” says CEO Bert-Jan Van Bolhuis. “Komori proved to have that very same customer approach. They were very eager to find out exactly what we were looking for in a new press – and provided us with the very latest state-of-the-art technology. We are very proud to be the first packaging specialist in mainland Europe to install the new Komori seven-color Lithrone GX40 with coater.”

The Schut company, a member of the Royal Schut Group, was established in 1886 and has been printing folding cartons for packaging since 1916. Approaching its jubilee next year, Schut is rolling out an extensive investment program – including the replacement of a 12-year-old press with the new Komori platform. These investments will help realign the business and ensure future growth. Mr. Van Bolhuis says: “We try to steer away from competing on price. Instead, we aim at adding value for our customers by creating smart solutions. Not only innovative packaging that stands out from the rest but also – based on our 100 years of



experience in this field – designs that can be produced in the most efficient way.”

Understanding customers’ needs

Jan Smulders, Operations Manager at Schut, explains the importance of customer intimacy in getting the solutions exactly right: “We cater to both clients in the nonfood and food sectors. The first segment uses packaging mainly as a means to increase sales, while the latter is looking for ever-more efficiency. But to find out how we can really serve both groups best, we need to be very close to them, understand their business, speak the same language and build long-term relationships. That is why we tend to focus mainly on the Dutch market.” Van Bolhuis adds: “We want to offer our customers a complete portfolio of services under one roof – ranging from design, CAD, DTP and prepress to printing and finishing. That gives us the flexibility we need to ensure fast turnaround, guaranteeing a short time-to-market for our clients.”

Shift in strategy

The shift in strategy toward a combination of customer intimacy and operational excellence demands a change in the organizational structure at Schut, says Van Bolhuis: “This has a lot to do with our people. On the one hand, we are looking for ways to automate and robotize as many processes as we can to eliminate human intervention, maximize productivity and minimize waste. On the other hand, we need our staff to be able to deliver the high level of quality and service that our customers expect from us. This is why we invest not only in technology but also in education and training for our employees.”

Komori on shortlist

Replacing the oldest of its three existing printing presses was a major part of the Schut investment program, says Mr. Smulders: “Run lengths continue to become smaller – our jobs now average around 14,000 sheets. At the same time, we need to get the price per unit down. We can only achieve that by producing in a better and smarter way: reduce makeready time and waste, hasten changeovers and maximize uptime. So, these were our

main demands in 2013 when we first created our shortlist of three German press manufacturers and one from Japan: Komori.”

Impressed by performance

Smulders and his team put together an extensive testing program to select the right press. “We challenged each manufacturer to produce four jobs in a specified order, using the files, inks and substrates supplied by us. Only two out of the four manufacturers managed to meet our expectations, with Komori standing out by delivering an excellent result on even the most difficult job.” After this first selection, the Schut team went on a series of visits to various printing companies: “We were very impressed by our visit to Chesapeake in Ireland, the first European user of a Komori seven-color Lithrone GX40RP. They confirmed everything we saw at Komori Europe’s headquarters in Utrecht. As even the operators told us: ‘It really does perform as promised.’”

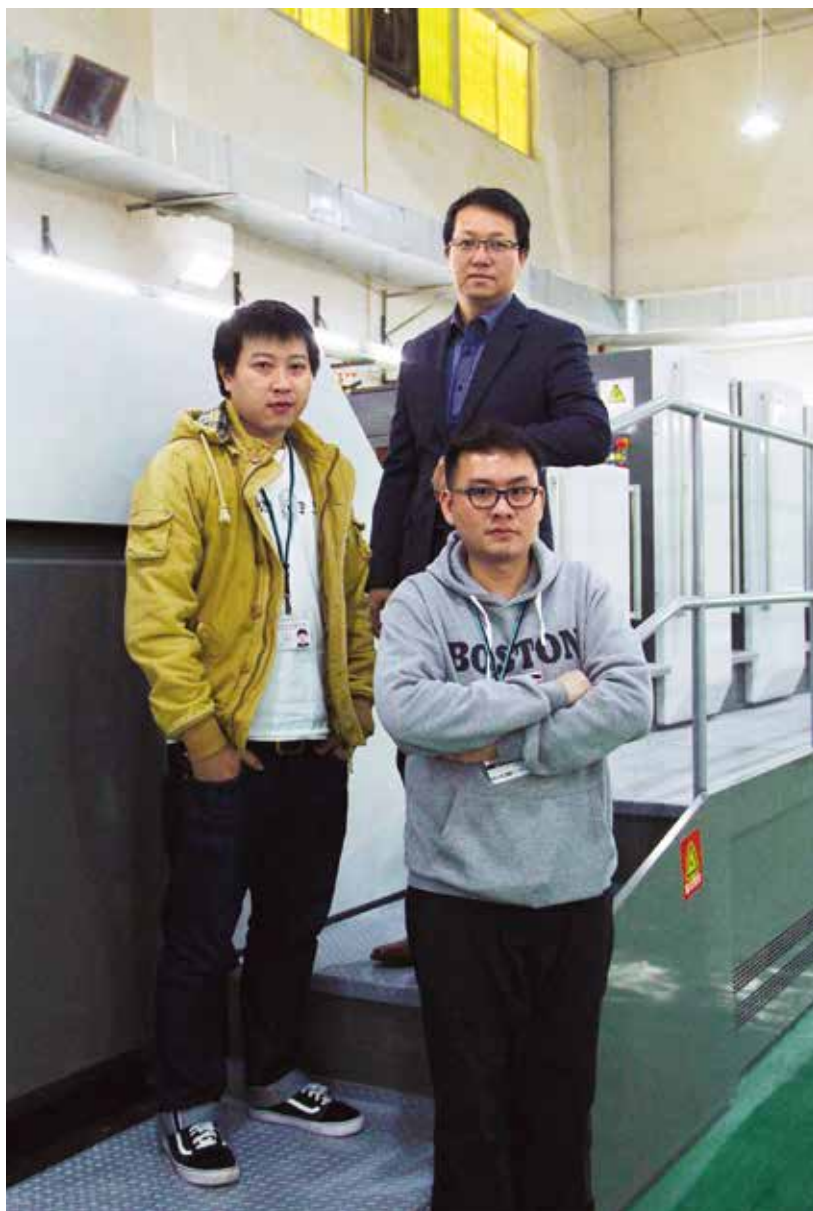
Sharing knowledge

Van Bolhuis was also very impressed by the way Komori acted during the selection process: “Komori asked a lot of questions – they really wanted to know what we were looking for, and why. This attitude of sharing knowledge to become stronger and come up with even better solutions really convinced us of deciding on our first Komori press.” Smulders recalls the surprise when, at the last moment, Komori asked Schut to wait for just a couple of extra months: “They wanted us to have the very latest model of this press, including all the newest technologies – for example, fully automated JDF-based pre-inking and camera-based quality control. These technologies give us a real leading edge.”

Based on the punctual delivery of the press – on December 29, 2014 sharp, despite the snow – and from the early results of print production, Van Bolhuis is convinced that a second Komori press will be replacing the two others as well: “That would be a real highlight for our 2016 jubilee.”

Expertise and integrity lead to overseas orders for Sky Printing

Sky Printing is headquartered in the Huatai Industrial Park of Dongguan city in Guangdong province. Starting with the installation in 2008 of an end-to-end workflow designed to meet burgeoning customer needs, the company today prides itself on its one-stop professional service.



From left: Tim Chen, Logistics Manager; Richard Chan, General Manager; Joseph Lin, Sales Manager

The printer, with a plant located on a 12,000-square-meter site, has more than 300 employees. More than 80 percent of the company's annual turnover of 100 million Chinese yuan (about 16 million US dollars) consists of overseas orders. This overseas work is quite stable because the company has a considerable number of employees who are experienced in international trade. Having secured strong customer loyalty for its meticulous product assembly and ability to provide related services, Sky Printing has been growing by 20 percent a year. The company believes that its focus on developing human resources and honing its succession plan means that its technologies will be sustained across generations and its success will be lasting.

Foundation of lasting management success

Sky's ability to capture overseas orders is not due simply to having in-house staff who are familiar with international trade. The underlying reason is that Sky has acquired international quality certification and implemented best practices. Before they were popular, Sky Printing steadily earned ISO 9001, ISO 14001, QC 080000, FSC and G7 quality and management certifications. By targeting and achieving world-class standards, Sky became the preferred partner of famous U.S. and European brands.

In 2008–2009, Sky selected Komori to provide its premier color management system. This initiative not only spurred more growth but also enabled the printer to begin taking orders from trading companies over the web. In 2014, when many printing companies in the country saw business decline due to globalization as well as the prohibition on



luxuries in China, Sky Printing enjoyed steady growth, largely because customers were impressed by the quality delivered by its new color control system. Indeed, Komori's CMS was the spark that led to a partnership between the two companies.

Near the end of 2014, Sky invested in a six-color Lithrone G40 with coater. Cost performance and service quality were important reasons for this purchase, but Komori's CMS was also critical in driving the acquisition.

Lithrone G40's significant benefits

Richard Chan, General Manager of Sky Printing, says: "It's not yet possible to make a full, data-based assessment of the new press because it was installed only a month ago. But jobs that we had been running on two passes on a two-color and a four-color press are now being printed in one pass on the six-color Lithrone G40 with in-line coater. We're impressed not only with the working efficiency but also with the stability of color. We've also significantly reduced paper waste compared to two-pass production."

Mr. Chan, in particular, recommends the Spectral Print Density Control-SII Model (PDC-SII) that he specified on the Lithrone G40. This device, which measures color on printed products and saves time in color matching, has enabled the printer to gain more orders than its competitors. It allows Sky not only to meet customer demands for color perfection but also to respond to customer needs more quickly.

The new press is currently printing mostly hanging cards and folding cartons, which are among Sky's main products. The raw materials for these items are fairly expensive, making it necessary to produce them on equipment that assures high print quality and high productivity. The combination of Komori's color control software and color management system ensures high print quality and efficiency and also reduces production cost.

In addition, the level of automation on the Lithrone G40 is high, thus effectively reducing the workload on operators. Chan notes: "I'm hoping that I will be able to reduce the crew on each machine from three to two. This will temporarily relieve the problem of insufficient press operators and also give us more flexibility in stationing employees in the plant."

Chan expresses his satisfaction with Komori service in the most direct way: "It's wonderful! Komori's high quality service was a major reason for our purchase. We were given drawings in advance and received excellent proposals from Komori on

everything related to installation. No one at Sky had to bother with these matters."

After installation, a problem in part of the workflow was found during the testing phase. Komori's service team smoothly resolved the whole issue by running repeated tests and adjusting the printing materials. After the acceptance inspection, the operators at one stage were still unfamiliar with the use of the coater unit. To address this problem, the Komori team visited the plant, offering guidance and suggestions on the use of materials. The dedication and meticulousness of Komori's service team was impressive to everyone.

Outlook for Sky Printing

For the future, Sky Printing is keeping a close eye on the global market and considering the stationing of personnel overseas. But for the present, the importance of continuing to improve product quality, production efficiency and customer service is most critical. Chan explains: "Sky could win more orders with our current capabilities, but increasing in-house production efficiency is first and foremost." More than most other printers, Sky is in a position to seize business opportunities. Since many overseas printers are investing and installing cutting-edge equipment, Chan is considering the purchase of new equipment.

Specifically, in the second half of 2015, Sky Printing plans to install another Komori machine, raise production capacity, develop diverse products and strive to become a world-class brand. And throughout all of this, the company – like every Komori user – will be supported by the industry's most advanced technologies, comprehensive printing expertise and dedicated service.



Dual Lithrone G40s power trading card start-up

Just two-and-a-half hours south of Seoul by the high-speed KTX train lies Kyungsan. Located east of Daegu, Kyungsan is home to Taehyung Co., Ltd., a specialist manufacturer of game cards.



Hong Jin-su, President

Taehyung is equipped with the most advanced facilities in Korea for the integrated manufacture of game cards, character cards and playing cards. President Hong Jin-su, the founder of the company, describes the state of affairs around the time he set up the company: “In 1990 Korea relied 100 percent on imports for commercially sold playing cards. Since domestic technology was reasonably good, I thought that it was rather strange to depend on expensive imports. I was young then, and I thought these cards could be produced easily by using printing technology, so I plunged into business.”

In 1993 Mr. Hong established a company called Dongje. Since no card production technologies existed in Korea, he did his own research and manufactured playing cards by handling all of

the processes himself – from design to printing, postpress and delivery. Dongje’s products were recognized for their high quality, and the company was soon supplying major airlines and even began exporting.

Pioneering in the TCG business

In 2003 Hong’s company tied up with Daewon Media, a well-known firm with multiple businesses, including the production of animated films and the distribution of foreign animated works. “Our company didn’t have anyone in charge of sales. We



were contacted directly by Daewon Media, who had heard a rumor of an out-of-town company that specialized in the manufacture of cards. From that point on, we entered the trading card game (TCG) business.” Daewon Media asked Hong to produce game cards, and Dongje started manufacturing cards based on the Korean version of the animated film *Yu-Gi-Oh!*, a Japanese manga series that was extremely popular then.

The name of the company was changed to Dowon C&P in 2005 when it broke out of conventional playing card production. Finally, the company had become a genuine TCG specialist, manufacturing game cards, sports cards, entertainment cards and character cards. At first the company used two Mitsubishi presses. The age of these machines, however, made it necessary to upgrade equipment. Dowon C&P began to consider other machines and eventually installed a used six-color Komori with double coater.

Optimum specs for high-end card printing

“That was our first Komori, and I worried about whether we would be able to operate it smoothly since we were located in the countryside. With Komori’s support, however, we were able to print with satisfactory quality even though it was a secondhand machine.” The TCG business proved successful. But sensing a limit because the Korean domestic game card market is not so large, the company decided to embark on an aggressive investment program with a view to much larger foreign markets. Changing the company name to Taehyung in 2013, the printer installed integrated equipment capable of performing everything from platemaking to printing, finishing and packaging. For presses, the company installed two machines – a six-color UV Lithrone G40 with coater plus the new Komori Drying System (KDS) and a five-color Lithrone G40 with coater and IR

drying. Both presses are equipped with the PDC-Lite II Scanning Density Control System. Since the UV press can print on gold and silver papers and special holographic substrates, it is well suited to the production of high quality cards. For finishing equipment, the printer is outfitted with a gold foil machine, a hot stamping unit, a die cutter, a three-sided packaging machine and a deck packaging system. Everything from the arrival of data to the shipment of finished products is done in-house through integrated processes. An offline inspection system was added in 2014, and the printer is working to implement comprehensive print quality control with a ‘zero defective rate and zero claims’ by preventing the mixing of substandard products, which can occur easily in the finishing stage. This array of systems enables consistent print quality control and is very powerful in reinforcing price competitiveness. Thanks to the setup, the printer’s TCG business is growing and it is rolling out a successful export market strategy. Two major Japanese players – Konami and Bushiroad – are among Taehyung’s clients.

Hong describes his experience with Komori presses: “The installation of the Komori machines took place in November, 2013 in our just-completed plant. The heating was not yet working and the plant was very cold, but thanks to the help of the engineers from Iljin PMS, Komori’s distributor in Korea, the installation went very smoothly.”

Ready to take on the world

“The images that we print are those of small cards, and we impose dozens of these images on each plate. Since color variation on the cards is unacceptable, print quality inspection is extremely painstaking. We were bothered by some slight color inconsistency when the machine was first installed, but thanks to Komori and Iljin’s support, I am confident that the cards we print today have the highest print quality of any in the world. I was very impressed by Komori’s service,” Hong says.

“Right now nearly all of the cards that we produce are paper-based, but we plan to break out of paper media and develop new types of cards,” Hong enthuses. “For example, we will directly develop high added value products that are offshoots of the cards we produce today. In a tie-up with mobile phones, for instance, a special card combined with a smartphone might allow automatic access to a mobile game or the chance to win a prize.”



High-spec Lithrone S29 solution for Thai package printer

A newly installed Komori six-color Lithrone S29 offset printing press at Trisan Printing Co., Ltd. has raised the bar for quality and productivity. Installed by Komori distributor and print solution provider Ferrostaal Thailand, the Lithrone gives Trisan a leading edge in today's demanding market thanks to Komori's innovative and user-friendly technology.



Piyapong Wongvorakul, General Manager

Trisan is the packaging printing house where Komori's state-of-the-art Print Management Solutions, incorporating the entire range of print quality, color management and waste reduction technology, were first introduced not only to Thailand but to Southeast Asia.

In 2000 Tanes Wongvorakul founded Trisan with the aim of creating a small printing business to support his growing family.

The young company, based south of Bangkok in Samut Sakhon Province, began producing barcode labels for clients in the food packaging industry. This location was chosen to avoid Bangkok's legendary congestion and to be close to the many food product companies in the area.



Today the company is recognized for its fine printing work in the packaging sector, particularly food packaging. At the forefront of this success is Piyapong Wongvorakul, the dynamic second-generation manager. With guidance from his father, the founder, and support from his siblings, who have leading roles in Logistics, Planning and Purchasing, Human Resources, and Accounting and Finance, the company is on track to reach new heights.

Komori machine for challenging new jobs

Recent investments have paved the way for Trisan to offer printing for frozen foods packaging, with a key focus on pressure-sensitive labels and folding cartons, supplementing their long-standing conventional food packaging printing services. To differentiate itself from the competition, Trisan has built a reputation for taking on challenging printing jobs that cater to specific customer demands. To this end, the company first invested in an Omet narrow-web flexo press for packaging printing. Now the Komori six-color Lithrone S29 allows the company to delight customers with the promise of even higher quality output while further enhancing its productivity.

Piyapong Wongvorakul explains: “Komori technology allows us to produce high print quality on the short runs and quick turnarounds demanded by many of our customers while also supporting our core values of Reliable Quality, High Commitment, Friendly Services, On-time Delivery and Keeping Promises. The decision to buy the Komori Lithrone S29 was made after thorough research that took into account quality, functions control, print

management and cost effectiveness. During our selection process, we visited several press manufacturers, including Komori at the Tsukuba Plant in Japan. What we found most impressive was the superior dot quality of Komori presses. Komori was also able to offer their print and color control system – a system unlike any other. Overall, Komori was considered the best – so we made our purchase with confidence.”

Max specs for hassle-free operation

“We were specifically impressed with the outstanding Komori Print Management Solutions for the OffsetOnDemand system. The Lithrone S29 features extensive automation to ensure quick turnaround times. We specified the press with the PDC-SX (Spectral Print Density Control SX), the PQA-S (Print Quality Assessment System) and the KID (Komori Info-service Display) in order to print added value jobs. These automatic functions are well synchronized, and with them we can control and easily manage the higher quality outputs. Komori’s technology enables both our routine operations and our weekly maintenance to be hassle-free. In addition, our Lithrone is reducing paper waste during print start-up and making our business more environmentally friendly. In fact, we’re applying for ISO 14000, the Environmental Management Systems certification. We also benefit from the excellent support provided by Komori and Ferrostaal Thailand through their top-notch after-sales services. Both are exceptionally responsive when we need their support. And to help us get the very best from our investment, training courses have also been provided at Komori’s Tsukuba Plant and on-site. Ferrostaal’s teams make frequent visits to ensure our Lithrone S29 is operating without any problems – a service we hope continues,” concludes Mr. Wongvorakul.



Calitho growth jumps with new Lithrone G40 H-UV

Since it opened its doors in 1985, Calitho has seen the printing industry in Northern California change from the salad days of the late 80s and 90s to the dramatic downturn of the past several years. As many businesses closed their doors, Calitho has thrived – what’s the secret sauce?



From left: Stewart Green, Pressroom Manager; Craig Davis, Press Operator; Bahman Taheripour, Vice President

“We are constantly investing in technology. Every year we are buying some kind of equipment. We can’t take a break because you have to be better, faster and extremely agile to stay in business,” says Bahman Taheripour, Vice President of the Concord, California-based company.

Calitho offers a wide variety of services to its customers including traditional print, packaging, wide format and digital print media in addition to mailing and fulfillment. “We have paid attention to what our customers are requiring and are adding the services they need for their business.”

Mr. Taheripour says he started adding new equipment with the

market downturn that occurred in 2008. The company added digital and inkjet and knew that UV would enhance its offset department. “We are all about producing high quality and UV allows us to do that.”

New press opens doors

Environmental stewardship is an essential business requirement in the northwestern U.S., particularly Northern California. Dedicated to recycling, using soy-based inks, reducing



energy consumption and decreasing its carbon footprint, Calitho felt the addition of a Lithrone G40 equipped with H-UV made perfect sense. Since the press was installed in late 2012, Calitho has reaped the benefits of the H-UV technology. “It has really allowed us to expand our product offerings. It was extremely important for us to have sheets come off the press completely dry for fast job turnarounds – in some cases, the same day,” says Taheripour. Another important factor was the ability to print a sharp dot on uncoated stock, a growing trend in the marketplace.

“Moreover, we were excluded from a segment of the market that we now have access to. The ability to add a UV coating or a spot coating to enhance print has also allowed us to go after new business and expand our business with existing customers. Our philosophy of being one source to our clients has helped us be extremely successful,” he adds.

While Taheripour says the company has always experienced growth, since installing the Lithrone G40 with H-UV, they have had their biggest growth ever – double digit gains the past two years: “It’s primarily because we can do so many things we couldn’t do before.”

Taheripour sees packaging as a growth market for the company going forward: “Today about 20 percent of our business comes from packaging. We are set up to deliver a quality product to our packaging prospects.” The company has the infrastructure to design and test different packaging concepts for its customers, everything from individual products to custom retail kits and beyond.

While a majority of the company’s work is regional, it is getting some national exposure. “It has been interesting. Our reputation is getting out there, and some major national companies are talking to us. It’s an exciting time for us,” he says.

Investment in technology is key

Taheripour thinks there will continue to be some consolidation in the industry: “We live in an era of technology, and those companies that don’t invest in technology will not survive. When you look at the auction notices from printing companies that have gone out of business, the equipment is all old, non-automated equipment. That plays a huge role in success – if you don’t have the latest technology you simply cannot compete.”

The Calitho team is constantly looking at market trends and customer demands and is focused on its mission of delivering high quality products – and investing in the technology to stay ahead of the curve. “The things that keep me awake at night are being able to draw new employees into the printing industry and making sure that my partners are going to be around to support my business. That is why I have been impressed with Komori. They are always on the forefront of technology. If our business continues on the current trend, we’ll be adding another H-UV press in the future,” says Taheripour.

He is also focused on listening to his customers, trying to anticipate their needs and ensuring that Calitho has the right tools in place to satisfy these needs. “More than any other time in our industry, you have to be engaged in your business. The old days of coasting are over – you can’t simply expect the business to show up. You have to have the right equipment and make the right decisions – a wrong decision could cost you your company,” he observes.

With its forward-thinking focus and dedication to quality and customer satisfaction, Calitho definitely has a bright future ahead.



From ideas to perfect packages with 10-color Lithrone G40P H-UV

From video, music, multimedia and entertainment to the cosmetics, fashion and eyewear, and beverage sectors, Pozzoli is a landmark in European and international markets for luxury brand packaging. Thanks to its research, creativity and innovation, the company continuously creates unique and always novel packaging products.



In 1968 Aldo Pozzoli founded the business in Inzago, a tranquil little town near Milan. Twenty years later the company established itself as an Italian pioneer in the compact disc market. Thanks to its resourceful management and entrepreneurial spirit, it soon was handling the entire CD packaging production process.

In 1990 Pozzoli set another major milestone by starting production of special packaging that was not only highly artistic but also extremely functional. This is now the company's strategic business. It set up Pozzoli UK in London in 1998 and Pozzoli Deutschland in Frankfurt in 1999, and followed with a French branch in Paris in 2006. This expansion reflects Pozzoli's determination to play a role in international markets, particularly in Europe.

Then in 2007 the Cosmetics & Perfumery business unit

was formed. By leveraging its entertainment business background in the cosmetics business, Pozzoli brought into play a wave of new ideas, offering package types that are characterized by innovative form, materials and finishing. Having consolidated its presence in Europe with an unmistakable "made in Italy" identity, the company now exports to the United States and Asia.

"From the outset, the company's mission has been to improve its standing in the optical media market through appealing and innovative packaging," explains Giacomo Rota, Pozzoli's general manager. "With each client we follow every phase of production, from



Examples of packaging made by Pozzoli

design to the finished product, paying close attention to specific requests with particular characteristics. Personalizing each product makes the resulting package unique and well-known worldwide."

The value of research

"Since our beginning we've pursued a motto – 'bringing forth ideas,' a goal we've attained with novel solutions that are patented globally, outstanding human resources and state-of-the-art technologies. The R&D department not only transforms ideas into reality," says Mr. Rota, "but also integrates and enriches them in partnership with clients."

Perfection does exist

The company's Graphic Division, which focuses on special CD and DVD packages and offers finishing and fulfillment, today is an international exemplar when it comes to production quality. Here, skill, technology and passion make it possible for the company to reach extremely high manufacturing standards, where the packaging perfection reflects the quality of the content.

But not only packaging. Pozzoli, which is ahead of the curve also in the production of CDs and DVDs, offers its international clientele an ideal complement to its services: fully automatic, state-of-the-art disc production lines. CD and DVD labels can be personalized with up to seven colors, using either offset or silk-screen technologies.

"Our products are exceptional for a reason. Indeed, there is more than one reason," Rota adds. "From conceptual creativity to artwork,

from authoring to burning, and from DVD reproduction to final packaging, we offer a real one-stop service, which is entirely in-house to assure constant high quality."

In the period from 1999 to 2012, Pozzoli obtained the following certifications: ISO 9001 quality management, ISO 14001 environmental management systems, and OHSAS 18001 occupational health and safety management.

Additionally, since 2007 they use FSC (Forest Stewardship Council) certified materials, and in 2008 they also received the PEFC (Programme for Endorsement of Forest Certification) for the use of paper and cardboard derived from sustainable forests.

Landmark sectors

It is in the entertainment sector – music, games, home video and publishing – that Pozzoli expresses its know-how in the printing and paper-conversion processes with highly creative, variously shaped and specially finished packages that can contain any product.

The music business has made Pozzoli very successful worldwide. Starting from jackets for vinyl records, Pozzoli now designs and develops complex packages for CDs and DVDs, many of which have received awards for their design and innovation. Pozzoli packaging has helped the most famous domestic and international names increase their value in the music market.

The company also specializes in multimedia publishing. Great Italian names such as De Agostini, Il Sole 24 Ore, RCS, Mondadori and Le Figaro are among its most prestigious clients. From bookstalls to large format, Pozzoli's beautiful, functional packages can be found everywhere in the European publishing world.

More recently, the company turned its sights to cosmetics packaging, a dynamic industry that demands luxurious yet convenient packaging. Materials, shapes, manufacturing processes and colors come into play to differentiate the product and catch the consumer's eye.

“From the outset, the company’s mission has been to improve its standing in the optical media market through appealing and innovative packaging. With each client we follow every phase of production, from design to the finished product, paying close attention to specific requests with particular characteristics.”

—Giacomo Rota, General Manager

H-UV system offers undeniable advantages

The recent installation of a long 10-color Lithrone G40P perfecter with coating unit and extended delivery proves that technological innovation is an essential pillar for the Inzago company. The sheetfed offset press, which was installed in January 2013, features five-over-five printing, a maximum printing speed of around 13,000 sph, and the superb H-UV curing system. It is also equipped with A-APC, the Komori Asynchronous Automatic Plate Changer, and PDC-SX for automatic measurement of print quality and register.

But the real added value comes from the H-UV technology, which provides extremely fast on-press curing of printed sheets. Drying units are installed right ahead of the perfecting unit and in the upswing of the delivery. “This new press,” Rota says, “has been performing exceptionally well since its installation. Above all, thanks to the lower energy consumption of the H-UV system compared to conventional UV systems, our electricity bill has shrunk dramatically. The simultaneous plate

change allows us to change 10 plates in only 1 minute and 15 seconds. With the special feeder, which is equipped with additional devices for our specific needs, we can handle all types of materials, including plastic and metallized substrates. Thanks to H-UV we have been able to obtain excellent results even in applications that use very difficult materials. Finally, with the KHS-AI self-learning capability, we achieve final color in a much shorter time, while the PDC-SX system ensures that the color remains stable throughout the run with reduced startup and run waste. And, of course, Komori has been providing us with all the necessary support in the most critical areas,” concludes Rota. “Their staff did everything possible to accommodate our schedule and operations.”



Interview with Tiber GM Giacomo Becchetti

Always ready for change

From paper converting to web printing and then sheetfed printing. This is the path chosen by Tiber, a printing company in northern Italy's district of Brescia, over its 45 years of business. This path contrasts with the course that most printing companies follow — starting with sheetfed offset production, then switching to or adding web offset presses, and, increasingly today, ending up paper converting in the packaging business.

Yet for this family company, founded in 1968 by Armando Becchetti, this "reverse" route has proved successful. Today General Manager Giacomo Becchetti, son of Armando, is at the helm of Tiber, in charge of more than 70 employees and revenues of approximately 25 million euros. Recently Tiber invested in a 10-color Lithrone G40P perfecter that replaced a 10-color Lithrone S29P perfecter. Currently, Tiber uses sheetfed and web offset presses to print magazines and books for publishers, and catalogs and flyers for advertising agencies and the retail channel.

How have your operations changed recently?

Because the print market has been evolving toward shorter runs and higher quality products, after careful observation, we decided to invest in web presses that could handle runs of 7,000–8,000 copies with high printing quality. We also made significant investments in the prepress area, and this is why today we can use our web presses to print with the same screens and resolution as sheetfed presses.

Recently you invested in a ten-color Lithrone G40P perfecter based on your experience with a Lithrone S29P. What is the strategic value of this investment for a company that is traditionally a rotary printer?

We did this mainly for two reasons: first, to address shorter run lengths. Products that a few years ago we used to print in runs of 10,000 to 20,000 copies are now down to 7,000 to 8,000 copies, and if we had not installed a sheetfed press, we would have been forced to give up this type of job. Second, we needed to offer a wider range of products to become a modern one-stop shop.



Giacomo Becchetti, General Manager

How do you judge the investment? Are you satisfied with the Komori press?

Very satisfied! We had the Komori Lithrone S29P, and the transition of our web operators to the sheetfed press was very smooth. Even better was the transition from the 29-inch machine to this latest-generation Lithrone G40P perfecter. We have been able to exceed our original expectations both for turnaround times and print quality.

With books, magazines, catalogs and retail collateral, you are a "universal" printer. How can you stay competitive as a generic printer without specializing in any market niche?

In this period of market instability, I believe that being able to offer a complete range of products is an advantage, not the contrary, because this allows us to produce any type of job while meeting any need clients might have. Therefore, we prefer to see ourselves as a "multispecialized" printer rather than a generic printer.

New team decides on new Lithrone G40

The word “sea change” has been defined as a “profound or notable” transformation, so it seems fitting as a name for a new Minnesota printing company as they are creating a fresh, dynamic and customer centric organization.



SeaChange launched in March of 2014, acquiring the building, key employees and operating assets from a previous enterprise that went out of business. Since then the company has focused on creating a new company culture, acquiring some of the best talent in the Twin Cities area, expanding its product offerings, retrofitting their facility and acquiring the equipment needed to transform their business for the future. They are living their company motto: Embracing Technology. Redefining Print.

According to CEO Jim Hannon, “The first thing we did was to completely transform the building. It had been neglected and was in need of a new HVAC system, roof and extensive interior remodeling; it was quite an undertaking. Next we set forth to build our management team and add the right equipment and technology. We didn’t want to take a ‘build it and they will come’ approach. We were very methodical in the way we went about building SeaChange, and it has really paid off for us.”

SeaChange had a strong niche business in place from the acquisition, including a solid packaging customer base, personalized children’s book business, retail signage plus election ballot production and programming for 16 states. The strategy for the future is to grow packaging and expand into the commercial market. “We’re very different from most printing companies who have a presence in the commercial market and then try to expand to other niche areas”, says Hannon.

The key to that expansion was the addition of sales and marketing professionals with strong backgrounds in the commercial world. Adding Wendi Breuer to the executive team as the Vice-President of Sales and Marketing was



significant in helping SeaChange build their plan for the future. “I joined the company in September of 2014, and by November we launched our new brand and website. It was a very exciting and challenging time and we are not slowing down,” says Breuer. “Our goal is to create strong new business growth in the high end commercial print market, bringing technology solutions to customers to help them grow their business.”

Building a new brand

The complete renovation of their facility was the first step to building their new image. “Our goal was to create an environment that reflects our corporate culture and our brand. It was important to incorporate a contemporary approach illustrating to our customers and prospects, as well as our employees that we were a forward thinking company positioned for a healthy future,” says Breuer. “When customers visit, they see a complete transformation. They see a showplace. We have a new customer resource center where they can be inspired by our work.

Getting the right management team in place was a key strategy. Bob Shafer, President has had a long history with the organization and as Hannon says, “he is highly respected and trusted in the industry and in our company. He is the glue that holds us all together.” Adding Rhea Friederichs as Director of Business Development and Frank Saaranen as IT Director completed the management team. “Having the right team in place is key to our success. It was the essential building block for us,” says Breuer.

Changing company culture

Changing the company culture was also a big step in the SeaChange transformation. Hannon said it had to start with trust. “We

were bringing people from multiple companies together. And they had a lot of anxiety about their future. Was our owner committed? Was there a viable plan? Some of our team members had been through the wringer, and that’s why it was important for us to put together a strong management team.” According to Breuer it’s a continuous, evolutionary process. Training and continual communication have played a big role in building trust. “Our employees are incredibly excited to be part of a financially sound company with a future. They are seeing new customers come through here on a regular basis, new equipment being installed, a lot of positive things. And we make sure to thank them every day,” says Breuer.

Rhea Friederichs, Director of Business Development, sees great opportunity in direct mail, and a healthy marriage of digital and print media. “A lot of businesses are digital savvy. Our job is to help them with the decision to complement their digital media with print. “IT will play a crucial role in our strategy to grow our commercial and direct mail business. We’ve got some exciting new products and services on the horizon,” says Friederichs. The company is about to invest in increased mailing equipment to support their direct mail growth. “And let’s face it—the mailbox isn’t going anywhere in the near future.”

Having the right equipment for business growth was the next piece of the puzzle. “As part of the acquisition, we had Lithrone’s with many years of production, but we wanted newer technology to grow the business,” says Hannon. The team looked at multiple equipment vendors but in the end chose Komori for their ability to satisfy its need for quality, efficiency and availability. That led to the installation of a new six color Lithrone G40 in November 2014. The print operation now consists of three 40” sheetfed presses, two heatset webs, and six digital devices. Looking forward, the company plans to add additional digital and postpress equipment, and are contemplating the addition of UV to their offset offering. “We thought about buying a used press, but when we compared the technology on a late used model versus a new press, we chose the top of the line automation and quality.” Breuer says the installation went so smoothly they had a live job on press the very first day of operation.

With a goal to double their business in the next three years, the SeaChange team is off to a good start. While 75% of their business is regional, their additional direct mail business will expand them into other geographical territories. “We now feel we have all the tools in place—the right environment, the right people, and the right equipment to be successful. We are so excited about the future” says Breuer. “We truly believe it’s not just about our ‘sea change’. We are poised to help our customers with their own transformations when given the opportunity.”

Text differs from the printed version.

Rotimpres adds System 38S as stablemate to System 38D

Rotimpres, a well-known provider of printing services specializing in both coldset and heatset printing, recently purchased its second Komori heatset press, a System 38S 16-page web offset press.



From left: Pere Carreras, General Manager of Rotimpres, and Enrique R. García, General Manager of OMC

“We are extremely honored that Rotimpres has chosen us for their second heatset web press, continuing the relationship that started with the purchase of their first Komori – a 32-page Komori System 38D. Their confidence in Komori only strengthens our commitment to go above and beyond their expectations. Rotimpres is committed to a market that is now experiencing new opportunities. And their new Komori press optimally adapts to these opportunities,” states Enrique R. García, General Manager of OMC, Komori’s Spanish distributor. “Komori heatset web presses combine a series of technological innovations that fully address current demands in the printing market: short runs, more job changes and formats, and high printing quality,” emphasizes Mr. García.

Handling smaller formats and coated paper

In 2009 Rotimpres purchased its first Komori offset press, the 32-page System 38D. “The Komori System 38D strengthened our business printing capabilities,” says Pere Carreras, General Manager of Rotimpres. “The need to adapt to market demands and extend production capabilities to include smaller formats and coated paper was the main reason for installing the System 38D. Ever since then, Rotimpres has successfully positioned itself in the market for quality printing of magazines and catalogs.”

System 38D success leads to investment

“Because of our success with the first Komori press and in order to handle our customers’ changing orders, we decided to buy a new 16-page Komori web offset press. With this new Komori web, we continue the mission we embarked upon in 2009 to provide advanced automated options. Quick format change with low waste is key since runs are increasingly shorter. The System 38S is a state-of-the-art press equipped with all the latest automation options, so it offers exceptionally fast makereadies with reduced paper waste. It has very high printing quality and really low production costs, especially on short and medium runs,” Mr. Carreras emphasizes. “Fundamentally, the decision to buy a new Komori press was based on the high quality and reliability our previous machine gave us. The new press will start production in January 2015 and will help us provide customers with the utmost in quality printing,” concludes Carreras.

Partnering with Komori is key

“To remain competitive in any production industry, you have to invest in the latest technology. The graphic industry is no different. Increasingly shorter runs and reduced paper waste and changeover times are more and more important. Komori, as a well-known pioneer in technological innovations for the makeready process, is capable of meeting these changing market needs. By partnering with Komori, modern printers can remain competitive, meet changing customer demands and produce high quality print jobs,” says Tony Carter, director of Komori’s Distributor Network.

“We actually have three reasons to



“Fundamentally, the decision to buy a new Komori press was based on the high quality and reliability our previous machine gave us. The new press will start production in January 2015 and will help us provide customers with the utmost in quality printing.”

— Pere Carreras, General Manager

congratulate Rotimpres on its decision to invest in our technology. First, it is a very good sign both for the market, as it shows that the Spanish economy is improving, and for the graphic industry, as it signals that printers are consolidating their place in the world of communications. Secondly, it represents an investment in renewal: Komori fulfilled customer expectations in line with its philosophy of kando. Finally, Rotimpres is a successful company that acts as our best advocate to promote Komori’s solutions,” sums up Philippe Fiol, Managing Director of Komori France.

Once the new press is installed, Rotimpres will have a 2,400-square-meter facility dedicated to printing and divided into two completely separate rooms for coldset and heatset offset printing. The coldset area will be equipped with two KBA Comet web presses and the heatset area with two Komori presses: the 32-page System 38D and the 16-page System 38S.



Right to left-hand press to fit the plant layout

Hunts ‘spreading the word’ on benefits of H-UV

Hunts of Kidlington, near Oxford, has become the first printer in the UK to install a Komori five-color Lithrone S29 and coater equipped with the H-UV curing system. The press replaces a 10-year-old Komori five-color Lithrone 28 with coater, which, says Operations Director Matt Plant, “had always been incredibly reliable but was beginning to get a little long in the tooth.”



From left: Matt Plant, Operations Director, and Timon Colegrove, Standard Bearer

“Komori’s latest-generation presses deliver significantly faster makeready times, production at 16,000 sph and, with the addition of H-UV curing, a whole new raft of added value options to offer our clients,” continues Mr. Plant.

Rapid reaction force

“We’re tight on space here and Komori recognized that we couldn’t afford to be without a press for any length of time. They accepted our challenge of a one-week maximum installation schedule, so we worked longer hours to clear our backlog and

had the old Lithrone removed over a weekend. With a combination of precommissioning by Komori in Leeds and operator pretraining at Komori Graphic Center-Europe, we were in full production on the new H-UV Lithrone within a week of its arrival on site!” says Plant.

Hunts has built its client base around providing a diverse and interactive service that includes substantial creative and online offerings. Adds Plant: “We don’t view print as



“We expect that with the higher levels of automation throughout the press, the combination of H-UV curing, the KHS-AI fast makeready system, and PDC-SII Spectral Print Density Control, plus the higher speed, we’ll see around a 30 percent increase in our productivity through the new Lithrone S29.”

— Timon Colegrove, Standard Bearer

Hunts has also added Incline automatic ink filling to minimize the amount of ink in the duct. “Incline reduces the amount of ink used and reduces waste, saving operator time. We’ve noticed already that the H-UV system requires comparatively less ink. We expect that with the higher levels of automation throughout the press, the combination of H-UV curing, the KHS-AI fast makeready system, and PDC-SII Spectral Print Density Control, plus the higher maximum printing speed, we’ll see around a 30 percent increase in our productivity through the new Lithrone S29.”

Green credentials and more

“The new Lithrone also has very welcome environmental credentials – lower power requirements, no spray powder, no alcohol and makereadies in under 50 sheets. And we all have a social responsibility to be greener!” concludes Plant.

Adds Hunts’ Standard Bearer Timon Colegrove: “Komori H-UV, or, as we’ve branded it, Light Dry Technology, gives us a wonderful marketing device to further differentiate ourselves from our competitors. We have long been a true advocate of knowledge sharing, and we now have an exciting development opportunity of our own that all of us here can enthuse about. We’re clarifying the benefits to customers by branding the process and describing the extra special finishes it provides in the language our customers understand – spot matt, gloss veneer, pearlescent, eclipse, jewel and plastic paper, for example. We’ve something now that sets us apart and we’re wasting no time in spreading the word!”

just a commodity. Our philosophy is to provide a range of services that helps customers expand their own businesses.”

Hunts has many direct selling customers, including several cosmetics houses whose own users and stores are able to order their personalized print online from Hunts. “This can be promotional literature, promotional packaging and even livery, so the print can often require runs of under 2,000 on a wide range of coated and uncoated materials,” says Plant.

‘More creative options’

“For us, it’s all about providing an added value service, and the real attraction of the Lithrone’s H-UV curing system is that, with our specification of five printing units and coater, we can offer even more creative options – including drip-off and high gloss finishes, for example – and all this with instant drying of the sheets,” says Plant.

“We did look at alternative new-generation curing systems, but we had been monitoring the progress of Komori H-UV since drupa 2012 and, in our opinion, it’s better technically. For further confirmation, we trialed the H-UV system exhaustively on a press with the same specification as ours at Komori in Utrecht, visited H-UV commercial users in Holland and France, and, quite obviously, Komori is ahead of the game,” Plant explains.





Thai crew trains at KGC for UV packaging press

Starprint Public, a Thai printer about to install a seven-color Lithrone G40 UV to meet growing demand for its flexible packaging products, sent its core pressroom team to KGC for a one-week course covering Komori's latest press and its cutting-edge peripheral systems.

The Komori Graphic Technology Center at the Tsukuba Plant – now in its sixth year of operation and following a renewal designed to accommodate the reborn Komori mission and priorities – has been reorganized into three frontline units. One of these, the Printing College and Training unit, improves customer printing skills through participatory, hands-on training. *On Press* looked in on a representative course for the staff of a printer that will shortly install a new Komori press.

Starprint Public Co., Ltd. will soon commission a seven-color Lithrone G40 UV press with coater, PDC-SX, KID and several other options specified to maximize print quality and productivity in its flexible packaging production plant in Samut Sakhon in southern Thailand, not far from Bangkok. This printing plant specializes in flexible packaging for food and beverages, pharmaceuticals, cosmetics, agro chemicals and spirits.

For a one-week training course in operation of the new press and its

peripherals, the company dispatched four plant personnel to KGC: Chief Printers Sittichok Chalayanon and Sucha Jitarom, Production Manager Jaran Thangsrivattanawong and Maintenance Manager Aphidet Phattayasang.

On Press goes to class

On Press visited the course on the second day of training, joining the group just as the instructor, Mr. Nozomi Shibata, was winding up his explanation of the Lithrone G40's printing units and beginning to explain the fine points of blanket cylinder packing. The morning session also touched on the Komorimatic continuous dampening system. The trainees listened carefully to the different topics explained by Shibata. The afternoon session covered dampening solution and the structure, adjustment and maintenance of the ink. Later in the week, the course went over makeready and setup, PDC-SX operation, KHS-AI setup and other aspects of operating the Lithrone G40.



■ From the pressroom floor



This good foundation on the basics will help me to operate the press more easily, extend the life of the machine and produce better work for our customers.

— Sittichok Chalayanon
Chief Printer



I was very impressed with the teaching techniques. I believe all the techniques I learned in the course will be useful for my job in Thailand.

— Aphidet Phattayasang
Maintenance Manager



Now I know the system and the basics so I can operate and use the machine better to produce good jobs for customers. It was useful and practical training.

— Sucha Jitarom
Chief Printer



The course taught me the correct and most efficient way to use the press. I think it is especially good for non-engineers or engineers with less experience.

— Jaran Thangsrivattanawong
Production Manager

K-Supply

KG-911 Ink: Latest addition to the K-Supply lineup

Komori ran the numbers on its latest PESP product — KG-911 ink for H-UV presses — and the results paint a rather clear picture. Optimized in a KGC-led R&D program, KG-911 produces superior results and a quantifiable reduction in ink consumption.



Left: KG-911 for sheetfed presses
Right: KG-911 for web offset presses

Komori's core approach has always aimed at ensuring kando for customers by basing its decisions on customer needs and its actions on customer satisfaction. When customers required new solutions to ensure growth, Komori launched the PESP (Print Engineering Service Provider) business, a vital strategy for customers seeking greater success.

K-Supply products for stable print quality

Komori supplies K-Supply products as an integral part of the PESP initiative, supporting customers by ensuring stable print quality. K-Supply products are printing materials and equipment recommended by Komori and selected by service and plant technicians and Komori Graphic Technology Center (KGC) to address the demand for high print quality as well as the issue of more complex printing conditions.

Of these many products, H-UV-related printing materials are the focus of particular attention. H-UV presses are known for instant curing and for incorporating innovative on-demand technology for offset presses: worldwide orders are on track to break the 500-machine mark. Printers who've

made the switch from conventional to H-UV printing say, 'I couldn't go back to conventional printing.'

The development of Komori-recommended K-Supply products — from Komori standard H-UV ink to dampening fluid and rollers — is moving forward rapidly.

KG-911 K-Supply ink for higher quality

A variety of print quality tests covering H-UV printing showed that ink has the biggest impact on print quality. For this reason, Komori developed KG-911 K-Supply Ink (Komori standard ink) optimized for H-UV presses. This ink incorporates H-UV ink quality improvements (tack, density, flow and ink film) and combines hardness, quality, versatility and economy.

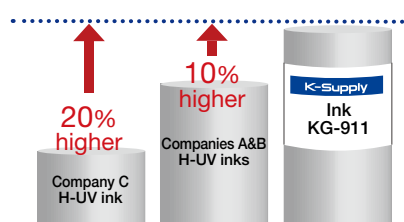
Features of KG-911 K-Supply ink

KG-911 improves H-UV printing performance by mitigating the problems that occurred with previous ink and the issues raised by printing companies.

- Achieves the same density as ink from other manufacturers with a thinner ink film. This raises ink mileage and reduces ink consumption and cost.
- Higher pigmented ink
- Improved inkflow
- Environmental: reduced feathering (50 percent less than other manufacturers' ink because ink resin is carefully chosen to prevent forming threads)
- Quality: increased gloss because of better inkflow
- KG-911 for web offset presses has less viscosity to suit the piping of web presses and lower the operator's workload.

■ KG-911 Mileage: Number of sheets printable

When mileage per kg of ink using the same image is compared, KG-911 showed 10 percent higher mileage than Companies A and B and 10–20 percent higher mileage than Company C.



KG-911: High ink mileage

(Komori measurements and calculations by tests)

■ Ink usage tests by customers

When volumes of ink usage by 25 printing companies with the same image and the same number of sheets in four colors were compared, KG-911 showed a 13.1 percent average ink volume reduction compared to the inks of five other manufacturers.

	Average reduction rate for each color by 25 printing companies	4C average reduction rate
KG-911 reduces the volume of ink usage	BK	▼6.9%
	C	▼14.0%
	M	▼9.4%
	Y	▼22.8%
		▼13.1%

KG-911: Reduced ink consumption

(Measurements and calculations by 25 printing companies)
The introduction and improvement effects noted above are derived from measurements and calculations made under specified conditions and are stated to provide reference information in investment decisions. Actual results are not guaranteed.

Delhi, INDIA

PRINTPACK INDIA 2015

PrintPack India 2015 was held February 11-15, 2015, at the India Expo Center in Greater Noida, Delhi. This edition was a roaring success, drawing more than 100,000 visitors. Chairman Yoshiharu Komori joined the ribbon-cutting ceremony as a representative of the printing industry. Two offset presses – a four-color Lithrone A37 and a four-color Enthroner 29 – were shown in the Komori booth, where their flair for short-run work and speedy changeovers was displayed to good effect. In fact, the Komori booth was packed for every demo performance and visitors bustled to get a printing sample. A kando-inspiring show from start to finish.



Oxford, Harrogate and Hertford, UK

PRINTOLOGY H-UV FORUMS

Komori UK reported an “excellent” response to its first Printology H-UV forums in the UK, which included production demonstrations at Hunts in Oxford, Platinum Print in Harrogate and Hertford Offset in Hertford. Steve Turner, Komori UK Director of Sheetfed Sales, reported: “We were absolutely delighted with the turnout at all three forums. They gave us the unprecedented opportunity to show the Komori H-UV curing system in action in real production environments to more than 50 printing company executives. We’re very confident that orders resulting from this first trio of Printology H-UV forums will help us to reach – and possibly surpass – our target.”



Jakarta and Surabaya, INDONESIA

PACKAGING SEMINAR

Komori presented packaging seminars in two Indonesian cities – Jakarta and Surabaya – this January with 60 participants from some 30 companies attending. The seminars focused on Komori’s package printing solutions, particularly the Lithrone GX40 and the Lithrone GX40RP, which are specialized machines equipped with the nonstop operation system for long runs at high speed along with control systems and automatic mechanisms. All the functions and systems on these presses as well as mechanisms for print quality inspection were also covered. Participants in these seminars reported that they were able to ‘fully experience Komori’s latest technologies.’



Chicago, U.S.

LITHRONE G40P H-UV OPEN HOUSE

On February 18, 2015, more than 50 customers visited Komori America to see a live demonstration of the eight-color Komori Lithrone G40P perfecter with H-UV and PQA-S. Also on hand was Dr. Ronnie Davis, Chief Economist for the Printing Industries of America. Dr. Davis gave an overview of economic trends and the latest printing industry market data, emphasizing that efficiency will be critical to printing companies going forward. Kazuyoshi Miyao, President and COO of Komori America, said, “Dr. Davis confirmed our message of efficiency – and then we showed customers the high efficiency of H-UV. It was a great event.”



Tsukuba, JAPAN

GREEN PROGRAM FOR SCHOOLCHILDREN



The Tsukuba Plant offers a lecture on the environment every year to elementary school pupils, and this year 42 fourth-graders from Tsukuba City came to the plant for the ninth edition of this event. The enormous plant building, several hundred meters in length, was the first thing that they saw. The solar panels on the wall provide enough electricity for 312 fluorescent lamps – about 10 kilowatts. On hearing this, the glow in the eyes of the schoolchildren brightened. The fourth-graders were then given a lecture on global warming and toured the plant. After being awed by an enormous web offset press, they were intrigued by a currency printing machine and then introduced to 4C process printing via a sheetfed press. “In our school, we’re carrying out a waste reduction project. I want to make use of this experience, which is really useful on a global level, in our everyday environmental activities in the future,” said their teacher.

Mumbai, INDIA

PRINTERS’ DAY SEMINAR IN MUMBAI



Yoshiharu Komori, Representative Director, Chairman and CEO

Chairman Yoshiharu Komori was one of the printing industry luminaries to address the BMPA Print Summit held on January 16, 2015, in Mumbai, India. The Print Summit is an annual ‘Knowledge Seminar’ hosted by the Bombay Master Printers’ Association (BMPA) for stakeholders from the printing, packaging and allied industries. The theme this year was Collaborate – Innovate – Celebrate, juxtaposed with the need to believe in the relevance of ink-on-paper and packaging.

Speaking on the outlook for the printing industry, Chairman Komori asserted that offset printing had solid prospects for the foreseeable future, although digital printing will evolve and grow.

Tsukuba, JAPAN

20,000 PEOPLE HAVE VISITED TSUKUBA



The group of visitors who came to the Tsukuba Plant for the Komori Packaging Solutions Open House on March 12 exceeded the 20,000 visitors mark. At the gala party at Grand Hotel Shinonome on the night of the visit, a drawing orchestrated by Chairman Yoshiharu Komori was held to decide the recipients of the commemorative souvenirs. Customers from Sri Lanka, Korea and the U.S. were presented with keepsakes by Chairman Komori.

MEET UP IN TOKYO

Coming up next: **IGAS 2015**
September 11–16

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