

Lineup for IGAS 2015  
Komori Presses to Print  
New Sterling Designs



# New Impremia IS29 Debuts at IGAS 2015

KOMORI

**Impremia IS 29**  
KOMORI CORPORATION

READY

# CONTENTS

## Feature I

### IGAS 2015: Open New Pages

Open New Pages is Komori's main theme for September's IGAS 2015 in Tokyo and is also exactly what will be happening in the Komori booth. Exhibit of the revolutionary Impremia IS29 digital inkjet printing system. Three offset presses, all configured with H-UV. Plus, the high-speed Impremia C100. All running PESP materials and all tied together by the new K-Station 4. A great view of the future.

4



## Feature II

### Komori Currency Presses

De La Rue, the global commercial banknote printer headquartered in the UK, is installing new lines of Komori currency printing presses for the Bank of England facility in Debden. Their mission, of course, is printing pound sterling banknotes for the Bank. A close-up account of the state of play.

12



## User Profiles

### Making the Transition: Evolving Printers

Printers who are making the grade these days are evolving to meet the times. On-site looks at printing houses in Ivory Coast, China, Colombia, France, Korea and Italy that are planning, investing and acting to catch the next wave of business emerging in today's more dynamic economies.

18



## KGC and K-Supply

### Practical Solutions for Printing Issues

A look at a group of Chinese printing managers taking a fast-moving refresher course in plant management at the Komori Graphic Technology Center. Plus, Japanese printer Asapri reports on more than a year of using Komori's KG-911 H-UV ink. The assessments of both the president and the pressroom chief.

32



## Shows

### Komori on Stage: Lively Shows with a Global Cast

Printing exhibitions in Dongguan, China, Bogotá, Colombia, and Mexico City are filled with visitors, and the Komori booths host nonstop action. Pics and details. Plus, the Currency Conference in Vancouver, Canada, where Komori showed a stunning *lupo*, and the open house held by Thai printer Trisan Printing.

34



ON PRESS

no.

# 85

Printing specification of this issue:  
All pages printed by four-color process H-UV.  
Cover laminated with matt polypropylene film.



Tokyo Big Sight **East Hall 3**  
September 11-16

# *Open New Pages*

# IGAS 2015

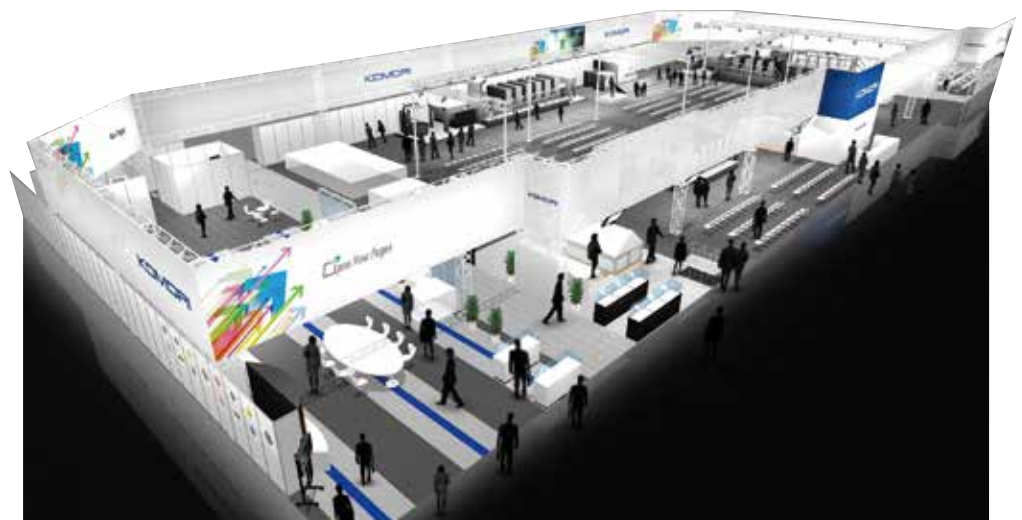
International Graphic Arts Show  
**HUB | TOKYO**

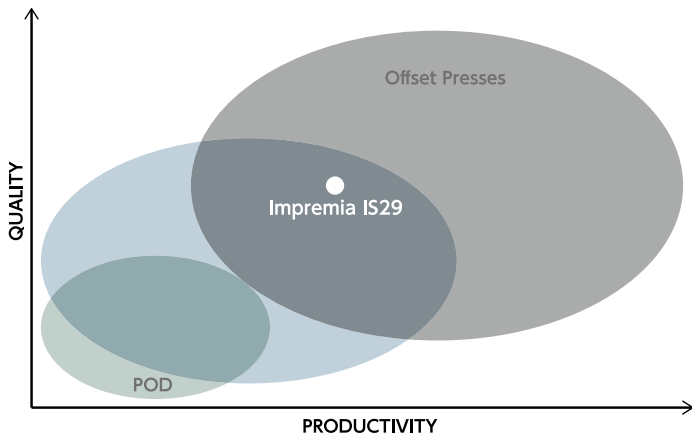
Komori and our customers have a single objective: to expand the new possibilities of printing, thereby creating richer print communications. So let's open new pages.

Komori is evolving. From a specialist offset press manufacturer to a total solution provider. We will expand the new possibilities of printing by presenting all the solutions for offset and digital printing, printed electronics, materials and equipment.

And Komori is innovating by connecting. Komori knows that everything creates new value by being connected. Connecting all printing processes by linking offset and digital as well as hardware and software – and even more importantly, connecting customers to Komori – will create new value and richer print communications.

At the IGAS 2015 Komori booth, we will have a range of tips for customers to open new pages, such as moving to high added value printing for new growth or switching to digital printing and becoming a print media enterprise.





Komori has for years advocated the Komori OnDemand concept – the fusion of offset and digital printing to accommodate the evolving print environment. Central to this campaign, Komori has developed a high-end digital printing system based on the technology and know-how gained in manufacturing offset and security printing presses: the Impremia IS29 is the professional digital production machine built from the ground up for today's printers.

**Komori OnDemand**

The future of print is changing as a result of the development of digital communications. Komori is certain that raising efficiency and profits by taking advantage of both offset and digital printing technologies is the key to success for printing companies. Combining

**NEW**

29-inch Digital Inkjet Printing System

# Impremia IS29



the reliability and print quality of offset presses with the variable data printing capabilities and short run convenience of digital printing systems is the vision that inspires Komori's creation of DigitalOnDemand solutions.

And the key machine in Komori OnDemand's melding of offset and digital is the professional-spec Impremia IS29 digital inkjet printing system that fuses Komori's sheet transport and press control technologies with Konica Minolta's digital printing technologies.

### New digital printing potential

The Impremia IS29 will meet a wide range of printing needs and provide printers with advanced capabilities through functions that demonstrate perfectly the convenience and responsiveness of

digital printing. Suitability with a wide range of printing stocks and sheet thicknesses, including ordinary offset printing paper, instant curing/one-pass double-sided printing/immediate finishing as well as the ability to accommodate short runs of many different printed products with tight turnaround times. With stable high print quality verging on offset thanks to its superior tone reproduction and register accuracy, the Impremia IS29 can handle not only commercial but also special printing. Easy operation enables diverse job changes. On-demand printing with unheard-of productivity and efficiency.

### Impremia IS29 Specifications

Number of colors	4
Ink	UV ink*
Printing speeds	3,000 sph (single-sided)   1,500 sph (double-sided)
Max. sheet size	585 x 750 mm / 23 x 29.5 inch
Sheet thickness	0.06–0.6 mm / 0.0024–0.024 inch (single-sided) 0.06–0.45 mm / 0.0024–0.018 inch (double-sided)
Resolution	1,200 x 1,200 dpi

\* Inkjet UV ink developed by Konica Minolta for high-definition single-pass printing.



Impremia IS 29



Impremia IS29 movie

### Features

- ▶ No need for special paper due to UV inkjet technology
- ▶ No need for any precoating or certified paper
- ▶ 0.06–0.6 mm sheet thickness range in single-sided printing
- ▶ Quality approaching offset
- ▶ Instant curing and the ability to start finishing immediately due to UV ink
- ▶ Same high front/back register accuracy as offset

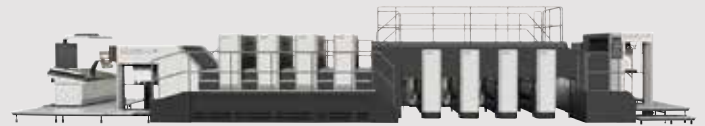


**Six-color Lithrone G40 Specifications**

Max. sheet size 720 × 1,030 mm (28<sup>11</sup>/<sub>32</sub> × 40<sup>9</sup>/<sub>16</sub> inch)  
Max. printing area 710 × 1,020 mm (27<sup>15</sup>/<sub>16</sub> × 40<sup>5</sup>/<sub>32</sub> inch)  
Sheet thickness range 0.04–0.8 mm (0.0016–0.0315 inch)

# Lithrone GX40RP

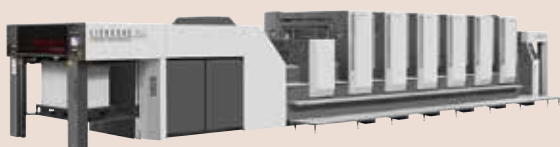
Komori will exhibit a 40-inch H-UV-equipped eight-color Lithrone GX40RP dedicated double-sided offset printing press at IGAS. High quality, short turnaround, high speed stability and reduced waste in double-sided printing. Thin sheet specification for commercial printing or cardboard specification for package printing. The Lithrone GX40RP demonstrations will display the machine's incredible productivity and smooth job changeovers. In addition, the new Apressia CT137 Programmable Hydraulic Cutter will demonstrate the potential for immediate finishing after H-UV printing.



LITHRONE GX40RP

# Lithrone G40

The 40-inch H-UV-equipped six-color Lithrone G40 with coater appearing at IGAS 2015 will be configured for high added value package printing highlighting the potential of coating as well as die-cutting by a new Apressia machine. Delivering productivity, reduced paper waste and short makeready by virtue of the KHS-AI system, this press boasts reliability and quality as a result of the smoothest, most robust sheet transport system in the industry. Available with a wealth of automation options, the exhibit machine will be shown with the PDC-SX-based PDF Comparator System and the Sheet Numbering System to demonstrate extreme quality control.



LITHRONE G40



**Eight-color Lithrone GX40RP Specifications**

Max. sheet size 720 × 1,030 mm (28<sup>11</sup>/<sub>32</sub> × 40<sup>9</sup>/<sub>16</sub> inch)  
Max. printing area 710 × 1,020 mm (27<sup>15</sup>/<sub>16</sub> × 40<sup>5</sup>/<sub>32</sub> inch)  
Sheet thickness range 0.04–0.5 mm (0.0016–0.0197 inch)





#### Four-color Lithrone A37 Specifications

Max. sheet size	640 × 940 mm (25 <sup>3</sup> / <sub>16</sub> × 37 inch)
Max. printing area	620 × 930 (24 <sup>13</sup> / <sub>32</sub> × 36 <sup>5</sup> / <sub>8</sub> inch)
Sheet thickness range	0.04–0.6 mm (0.0016–0.0236 inch)

## Lithrone A37

The 37-inch H-UV-equipped four-color Lithrone A37 at IGAS will be configured with the new PDC-SG density controller, which offers exceptionally simple, accurate color control for a reasonable investment. This press has a maximum sheet size that will handle a wide range of printing needs, including 8-up A4 impositions that incorporate a CMS color bar. Superlative cost performance due to real Lithrone engineering and a 13,000 sph maximum printing speed with a low initial cost and low life-cycle cost. Compact and powerful. The demo will show two jobs: a work-and-turn job with light stock and a job with heavy stock.



LITHRONE A37

## Users on H-UV

It definitely **helps with meeting delivery deadlines** as sheets can be processed as quickly as digitally printed sheets.

— Ofset Yapimevi, Turkey

The investment was a success. Everything worked without a hitch. The instant **H-UV drying worked perfectly** and the H-UV reproduction, the PDC-SX measurements, and the color management all performed to our complete satisfaction. — Design Guelggol, Korea

The **productivity with H-UV** is enormous, along with stunning print quality.

— Schröerlücke, Germany

There are very few printing houses that can **compete with us on all these substrates**. — PPA-Mahé, France

When it comes to putting ink on a substrate, Komori's H-UV system is very appealing because the **entire printing process is powderless**.

— McCallum, U.S.

The innovative technology found in KHS-AI and the **H-UV system is now paying dividends**. We depend on Komori to stay on top of all the new trends to keep our company ahead.

— Legriffe Offset, India



### Wow! More than 500 H-UV presses

Worldwide installation of H-UV presses totaled more than 500 machines as of June 2015.

At left is *Sokkan-man*, Komori's character for H-UV, high-fiving this achievement.

## K-ColorSimulator 2



K-ColorSimulator 2 enables high-level color matching of offset and digital printing. Using this system, offset color can be simulated with a variety of toner-based and digital inkjet printers. Highly accurate ink profiles can be easily created without specialized expertise. Color proofing, up to now requiring time and expertise, has been vastly simplified, and color matching based on offset color standards needs only a simple operation.

## K-Station 4



An integrated press management system, the tablet-ready K-Station 4 manages scheduling for all presses, both digital and offset, including machines manufactured by other makers. A link between K-Station and the MIS enables the exchange of order and production data. Planning and scheduling are performed on the K-Station server, and scheduling information is sent to KHS-AI v. 5 or to the K-Station client on the press. Real-time information recorded on the press side is sent to the K-Station server and can be checked on the management menus. Ink preset and operating record information is automatically collected for KHS-AI v. 5-equipped presses.

(Availability depends on area.)

## Impremia C100



Having debuted in Komori's digital Creative Lounge last November, the Impremia C100 toner-based digital printing system will make its first appearance at a major international exhibition at IGAS. This system is capable of full color printing at 100 sheets per minute. Delivering both high print quality and high productivity, the Impremia C100 is a next-generation digital printing device that supports on-demand printing needs with outstanding performance. Plus, it's the ideal digital platform for color matching with offset print. The Impremia C100 will be used for proofing and to output samples in the demos at IGAS.

(Availability depends on area.)

## dCL digital Creative Lounge



dCL – the digital Creative Lounge on the second floor of the Komori head office in Tokyo and in the Osaka Demonstration Center – will be re-created in the Komori booth at IGAS 2015. Mobilizing the Impremia C100 digital printing system and K-ColorSimulator 2 as well as a laminator and a cutting plotter, dCL at IGAS will lay out a range of digital solutions. In particular, offset and digital color matching by K-ColorSimulator 2 will be a highlight.

NEW

# Apressia CT137



The Apressia CT137 is a 137 cm ultrawide CIP4-compatible programmable hydraulic cutter that offers a breakthrough exterior design and a sophisticated operation panel clustering all operations on a 19-inch touchpanel. Easy operation for everyone. Cutting speed is at the top level in this class of machines. The stringent safety design includes a cutting switch that must be engaged by both hands and photoelectric area sensors. Easy-to-use ample cutting width and a small footprint.

(Availability depends on area.)

# KG-911 H-UV Ink



All IGAS H-UV printing demos will use KG-911 H-UV Ink, the ideal high performance Komori standard ink for H-UV printing, developed with the know-how gained in the implementation of H-UV systems. High-level hardness, print quality, flexibility and economical performance. Higher ink mileage\* than competitor inks because the same density can be achieved with a thinner ink film. And improved workability reduces the workload on the operator.

(Availability depends on area.)

\* Number of sheets printable per kg of ink.

# PESP

Print Engineering Service Provider

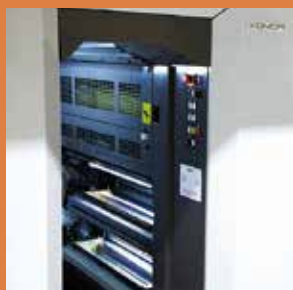


As a new business objective, Komori is driving forward the Print Engineering Service Provider (PESP) concept, embracing press-related systems, printing materials, and providers of print know-how. We will invent products with new value that suit the changing times by combining Komori printing technologies with the technologies of partner companies and work toward total solutions. In addition to offering greater convenience to customers, we will provide coordinators who will recommend the best equipment and business models to meet customer needs.

Going beyond our traditional function of supplying offset presses, Komori is developing and supplying a wide range of PESP products, including superior solutions and services that meet core customer needs. Komori's innovative H-UV curing system that enables OffsetOnDemand, for example, was realized through PESP initiatives. Other PESP products cover a wide gamut, including the Impremia series digital printing systems, the Apressia series of postpress machinery along with prepress equipment as well as printing consumables.

The digital Creative Lounge (dCL) in the Komori head office in Tokyo and the Osaka Demonstration Center is a space that presents the tangibles of PESP thinking. The lineup of activities includes regular seminars, simulations, tests and presentations of business models that can be deployed following the adoption of specific products.

And there's lots more, including the following.  
Security Printing Corner | Seria Corner | Web Offset Corner  
| Environment Corner | Chambon Corner | Seminars |  
Print Gallery



Printing sovereign currencies is that most rarefied domain where the art of printing melds with science. The machines are cutting edge, the paper and ink are high tech, and the anticounterfeiting security threads are the most sophisticated in the world. All of these elements are put together with unsurpassed expertise by siderographers, rheology technicians, and a host of specialists in other esoteric fields. The three elemental printing processes – offset lithography, intaglio and letterset – are combined to yield levels of artistry and security found nowhere else. Because the product is actual money, ultra is the watchword in every facet of production.

For the utmost in artistry and security, more and more central banks, state printing works and commercial banknote printers are specifying Komori as their printing machinery provider. Komori's decades of experience – as the exclusive supplier of presses to the National Printing Bureau of Japan since the 1950s and as the partner of major currency issuers throughout Asia and Europe since the 1980s – have earned the trust of the industry.

Machines at the top of the world of printing – offering the reliability and print quality needed for the most mission-critical application conceivable. Komori, of course, is the preferred platform.

The Currency LC32 is an innovative multicolor double-deck offset press with a maximum printing speed of 12,000 sheets per hour that is available in 8, 10 or 12 colors.



The Currency IC532III is a five-color indirect intaglio sheetfed press equipped with a nonstop feeder and two delivery piles along with one delivery sampling pile for continuous production at the maximum printing speed of 10,000 sheets per hour.



Komori's numbering press, the Currency RN332III, is a three-color machine featuring a double-size common impression cylinder, a photopolymer plate cylinder, and an inspection cylinder that works together with a high precision inspection camera.



The Currency 40CC is a perfecting sheetfed varnishing press that lays down an even film of either aqueous or UV varnish on both the front and back sides of the sheet regardless of the type of substrate, either cotton or polymer.





Komori's first currency printing machine was a two-color sheetfed dry offset press delivered to the National Printing Bureau of Japan in 1958. This was followed by the delivery of four-color dry offset, multicolor dry offset and intaglio presses. Such steady success enabled Komori to become the leading supplier of currency printing machinery to Japan's Ministry of Finance. It was the mainstay behind the country's supply of money during the critical period of high growth from 1955 to 1973. In the 1980s, Komori began supplying production lines to the central banks of other countries, including Korea, Russia, China, India and Nigeria. More recently, the company has delivered currency printing presses to the state printing works of the Philippines, Indonesia and Vietnam.



# De La Rue to Print UK Banknotes on Komori Currency Presses

## Komori presses to print Bank of England notes in Debden facility

Komori Corporation of Japan recently announced that De La Rue International Limited, one of the largest security printers in the world, has ordered new banknote printing equipment following its recent contract award to print the Bank of England notes. This order, to be installed in the Bank's printing facility in Debden, follows the great success of the previous installation at De La Rue's facility in Gateshead, UK, where Komori supplied a full line of banknote printing equipment.

Komori will harness this opportunity to reinforce its brand of 'quality and trust' and build on its position as the competitive security press supplier in the worldwide security printing industry. The order follows a technical agreement between the two companies that will see Komori work closely with De La Rue not only to fundamentally improve quality, productivity and cost reduction but also to further develop innovative security printing technology.

Komori Corporation is delighted to be associated with such a well-respected company in this industry and is looking forward to enhancing the partnership in the coming years.

## Gateshead line leads to Debden order

The new Komori print line inaugurated in October 2013 at De La Rue's Gateshead facility consists of the Komori Currency LC-1232 multicolor double-deck offset press in a 12-unit

configuration, the Currency IC-532/// multicolor intaglio press and the Currency RN-332/// three-color numbering press.

De La Rue was founded as a newspaper publisher in Guernsey, Channel Isles, in 1813, and moved into security printing in 1853 when it was awarded the contract to print the UK's first surface printed and perforated stamps. In 1860 De La Rue began currency printing, with its first contract being banknotes for the Government of Mauritius. The company now prints polymer notes for Mauritius, Lebanon, Trinidad and Tobago, Cape Verde, Scotland (Clydesdale Bank) and The Gambia.

Today, De La Rue is the world's largest commercial banknote printer and passport manufacturer. It employs over 4,000 people worldwide, prints over 6 billion banknotes a year and has facilities in numerous countries across multiple continents.

## Staying ahead with technology

The De La Rue Group opened a new state-of-the-art technology center in October 2013 in its Overton facility in the UK. The center was designed to enable the company to extend its offering of secure solutions and further grow its patent portfolio. The De La Rue physical science team operates from this facility using the latest cutting-edge technology and equipment to develop creative and innovative features for use across its range of security products and services.

The business continuity management system operated at De La Rue's head office in Basingstoke, UK, and at the Bank's printing facility in Debden, where the new Komori lines are being located, has been certified to ISO 22301.

As De La Rue explains, "The management system defined by this ISO standard gives us a robust preparedness by identifying contingencies for critical activities. This protects against and reduces the impact of a disruptive event, while ensuring our business continues with minimal effect on customers. The award of this certification is a significant achievement for De La Rue, and we understand that we are the first company in the banknote industry to achieve this standard."



Seated, from left: Rupert Middleton, Chief Operating Officer of De La Rue; Satoshi Mochida, Representative Director, President and COO of Komori. Standing, from left: Takeo Uehara, Sales Manager, Security Press Sales Group of Komori; Lynda Fagan, Group Strategy Director of De La Rue; Yoshiharu Komori, Representative Director, Chairman and CEO of Komori; Junya Shimada, Group General Manager, Security Press Sales Group of Komori

De La Rue was founded as a newspaper publisher in Guernsey, Channel Isles, in 1813, and moved into security printing in 1853 when it was awarded the contract to print the UK's first surface printed and perforated stamps.



Above: Headquarters of the Bank of England in London's main financial district, the City of London, on Threadneedle Street, where it has been located since 1734.

Below: Komori Currency LC-1232 multicolor double-deck offset press in 12-unit configuration installed in 2013 at De La Rue's facility in Gateshead, Tyne and Wear.

### **Banknotes – a market that continues to grow**

According to De La Rue's research, the global demand for banknotes continues to grow on average by about four percent annually, although the rate of growth for individual countries varies, reflecting local economic circumstances.

The demand for banknotes and the substrates on which they are printed is largely satisfied by state print works (SPWs), state paper mills (SPMs) and a small number of commercial manufacturers such as De La Rue.

SPWs or SPMs may turn to commercial providers to supplement their own production capacity to satisfy demand they are unable to meet, known in the industry as 'overspill.' In addition to the supply of finished banknotes to Central Banks and substrates to SPWs, De La Rue also supplies products and services to state manufacturing works, including a range of substrates, component security features such as threads and holograms, and other solutions, including single-note inspection machines. With the experience gained from running five currency printing factories, producing their own security threads and holograms in-house, deploying an award-winning design team as well as running their own papermaking operation, De La Rue is ideally placed to assist the state manufacturing sector with expertise, services and products.







The £5 banknote featuring Sir Winston Churchill will be printed on polymer and introduced in the second half of 2016. Also to be printed on polymer, the new £10 note featuring Jane Austen will be introduced a year later. Both notes will be printed on Komori Currency series presses by De La Rue.



Variability in demand is a feature of the market, with short-term fluctuations in the timing and size of orders, including overspill, reflecting decisions taken by Central Banks. This variability in demand has the potential to create material volume variations year on year.

Key factors affecting banknote issuance by Central Banks are note retirement, changes in the underlying level of GDP, and changes in using cash as a means of payment.

Of these, note retirement is the most important and is affected by:

- The timing and frequency of changes in note design
- Changes in cash circulation policy and technology
- Growth in automated cash handling, requiring notes to be in good condition
- Changes in 'clean note' policy
- Changes in denomination structure
- The introduction of new anticounterfeiting security features

### Breakdown of De La Rue operations

De La Rue's 2014 revenue was £513.3m. The breakdown by sector was: Currency 66 percent and Solutions 34 percent (comprising identity systems 15 percent, cash processing solutions 11 percent, and security products 8 percent).

*Currency*, the major sector, provides printed banknotes, banknote paper, polymer substrates and a comprehensive portfolio of banknote security features. This sector also advises on critical issues of currency strategy such as design, demand forecasting, denomination structure and protection against counterfeiting.

*Identity systems* develops and delivers sophisticated identity management solutions. As a specialist systems integrator, De La Rue works with governments around the world to secure personal identities, focusing on systems for passports, ePassports, national IDs and eIDs, driving licenses and voter registration.

*Cash processing solutions* provides Central Banks and bulk cash handling organizations with a range of sophisticated high-

speed cash sorting and authentication systems as well as software solutions, consultancy, service and support. De La Rue also manufactures its own inspection equipment for banknote printing facilities, the most recent development being the DLR9000 single-note inspection system that enables new notes to be quality assured prior to issue.

*Security products* delivers solutions critical to the authentication of products and documents to protect revenues for governments, commercial organizations and financial institutions around the world. It supplies authentication labels, brand licensing products, and government and financial documents along with the associated software and systems.

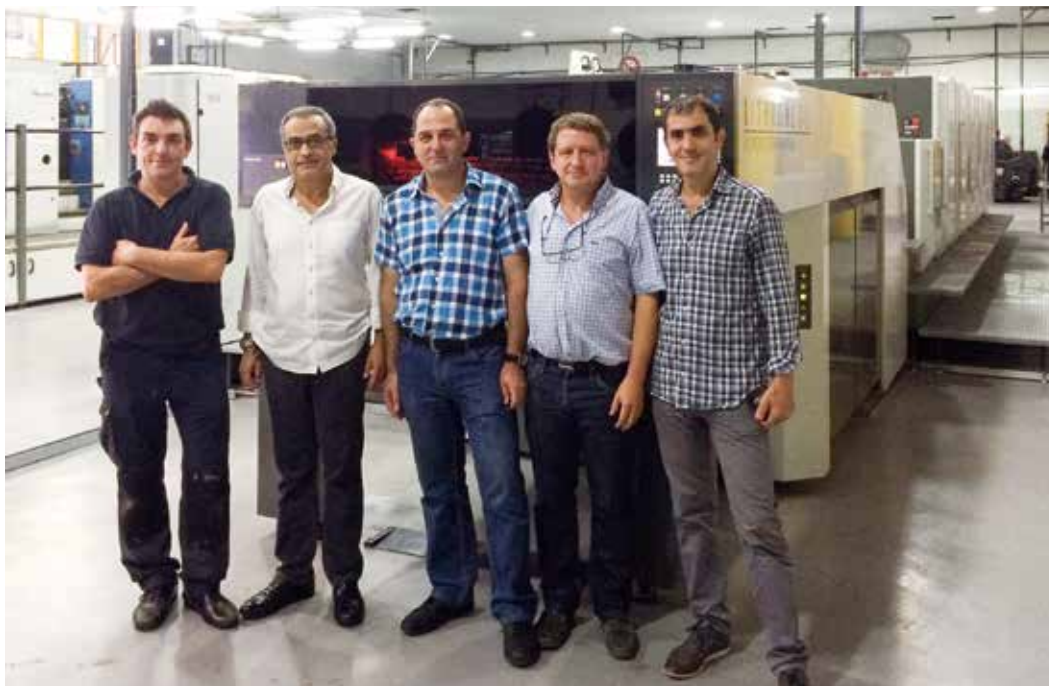
### De La Rue and The Bank of England

The Bank of England first outsourced its banknote printing in 2003, when the contract for the supply of banknotes (and purchase of the Bank's printing machinery) at the Bank of England's printing site in Debden, Essex, was awarded to De La Rue. De La Rue (via acquired papermill Portals) has been supplying banknote paper to the Bank of England since 1725.

The Bank began a competitive tender process for a new contract in November 2012. In September 2014 it announced that De La Rue had been identified as the preferred bidder for its banknote printing when the existing contract expired in March 2015 and subsequently entered into a new 10-year contract with De La Rue to continue to print banknotes at the Bank's Debden facility starting in April 2015. The new Komori machinery will be used in the production of the new polymer £5 and £10 sterling banknotes.

# Leading Ivory Coast printer adopts two H-UV Lithrone G40s

Operating at four sites in the capital of one of the fastest-growing countries in Africa, this packaging producer sought to maintain its market leader status. The solution was two six-color Lithrones and the dealer's promise to provide the best trainers possible for the introduction of "clean offset."



From left: Romuald Bidron, printing instructor of Komori France; Ali Agha, General Manager of Mici Embaci; Ghassan Ghossein, Site Manager of Mici Embaci; Dominique Mazoyer, Manager of Conseil Graphiq; Mr. Sarini, Administrative General Manager of Mici Embaci

Nouvelle MICI EMBACI, one of the most important printing houses and cardboard makers in Ivory Coast, operates with a total floorspace of 125,000 square meters at four production sites in Abidjan with 1,100 employees overall. NME specializes in package printing and publishing. Its acronym stands for Nouvelle Manufacture d'Imprimerie, de Cartonnage et d'Emballage de Côte d'Ivoire (New Printing, Cardboard and Packaging Manufacturing of the Ivory Coast). Samir Ezzedine, CEO of the group, and his associates were seduced by the revolutionary technology offered by Komori's H-UV, and are using it to spearhead the company's new development strategy. The printer's strategic goal: always offer the same

level of excellence and maintain its market leader status. This is why the Ivorian printing house installed two six-color Komori H-UV printing presses with coater in just one year.

### Any job, any substrate

"By investing in up-to-date equipment, we guarantee excellence in this very competitive market. Our strategy is to offer our customers top-class equipment so they can order any job – no matter how complex – on any substrate," explains Mr. Ezzedine. "We work

for large multinationals and boast a strong presence in the cosmetics, agri-food and pharmaceuticals sectors. Besides packaging, the products we print for customers include posters, company brochures, pamphlets, magazines, leaflets, catalogs, calendars, luxury cases and publications.

### Thrilled by the Lithrone G40 H-UV

The meeting with Dominique Mazoyer of Conseil Graphiq, the Komori distributor for Francophone Africa and the Maghreb, proved to be decisive. Mr. Mazoyer knew that persuasion would be needed to get NME to adopt this new printing technology. Thus, he convinced the NME managers to leave classical offset behind for “clean offset” – by promising to provide them with the best trainers. Assured by this support, the managers gave in to the attractions of the innovative Komori technology and decided to acquire their first Komori – a six-color Lithrone G40 H-UV with coater and KID. This press offers a maximum production speed of 16,500 sheets per hour. In addition to this high performance, NME is very impressed by the instant drying of the inks, which are exceptionally brilliant from the moment they reach the delivery. But the most important feature of H-UV is that it enables work to be immediately passed to the next manufacturing process (foiling, die-cutting, folding, binding or packing). Also, the reduction of CO<sub>2</sub> emissions, the elimination of ozone emissions, and the precisely controlled energy savings all contribute to NME’s eco-friendly initiatives. The minimal temperature variation of the printing substrates also guarantees optimal registration. And finally, with the very short start-up time, the company was able to double and even triple its number of daily jobs. “This is why, faced with our ever-growing needs, we chose without any hesitation a second Komori, another six-color Lithrone G40 H-UV with coater and PDC-SX.



Samir Ezzedine, CEO of the Group

*“This is why, faced with our ever-growing needs, we chose without any hesitation a second Komori, another six-color Lithrone G40 H-UV with coater and PDC-SX. This machine is currently in its last stage of setup at the same site.”*

– Samir Ezzedine, CEO of the Group

This machine is currently in its last stage of setup at the same site,” explains Ezzedine. And as this experience has been more than convincing, negotiations are currently underway for a third machine to be installed in 2016.

### Full-capability distributor

The availability of the technical teams of Conseil Graphiq run by Dominique and Amel Mazoyer also weighed heavily in the selection of the machine. Operating for many years in Western Africa and in the Middle East, this company guarantees daily assistance to its customers in order to achieve total control of new printing presses. Also, their very competent after-sales service ensures action within 48 hours regardless of the distance separating the two companies. But, as Dominique Mazoyer loves repeating, almost with regret, “Komori printing presses are so reliable they never actually break down.”

### A press that checks all the boxes

“Seeing these machines pass periodic inspections, especially regarding environmental protection, which has become a priority in West Africa just as in the rest of the world, we’re sure that we are on the right track with the new Komori H-UV presses,” says Ezzedine. In summing up his view of the company’s current state, he adds: “I’m convinced that we have taken the right strategic turn. Packaging is a daily requirement touching upon all economic sectors, be it regular household consumables or industrial products. We also put all our heart into supporting the major Ivorian governmental priorities, which are aimed mainly at making Ivory Coast an emerging country by 2020.” Considering that this country has been experiencing a growth rate of 8–10 percent for the last three years, it is not surprising that NME’s CEO is in high spirits!



From left: Amel and Dominique Mazoyer

# Guangzhou Siwei Printing: 'managing without doing'

Some 50 percent of orders are from overseas, and all the executives' children are being educated abroad with the expectation that they will have a major role upon their return. The management ethos, though, is completely Chinese. Taoist, in fact.



Wu Lianpao, Chairman

Located in the Haizhu District of Guangzhou City in southern China, Guangzhou Siwei Printing is based in a zone dominated by the printing industry. The surrounding enterprises are all printing-related companies, making it easy to keep in touch with firms that can handle upstream and downstream work. Competition in the printing industry, however, is brutal, and profit margins are razor thin. Therefore, maintaining a strong competitive edge is necessary to avoid being winnowed out of this market.

Founded in 1998, Siwei has more than 100 employees and a 3,000-square-meter factory. The company's main products and services include printing and finishing packages for cosmetics and everyday necessities, printing a wide range of folding cartons, and producing high quality gift boxes. Right after its launch, Siwei was primarily a screen printer producing in-mold labels. The transition to offset printing came in 2004. Initially, Siwei Chairman Wu Lianpao was unfamiliar with the Komori brand and considered printing equipment from a German manufacturer. However, when Komori and Infotech, the Chinese distributor, contacted Mr. Wu, he was impressed with Komori's innovative thinking and solutions.

## Fleet of high-spec UV Lithrones

Trust in Infotech led Siwei to purchase its first Komori press – a five-color Lithrone S29. This investment in 2013 was quickly followed by the acquisition of a UV-equipped seven-color Lithrone S29 with coater in 2014 and a similarly equipped six-color Lithrone SX29 with coater in 2015. As the company develops its business, Siwei plans to continually upgrade its facilities and seek out new technologies by relying on Komori hardware and Infotech service.



*“Komori products have a reputation in the market for exceptional cost performance, and this fact certainly drives printers’ interest in investing. Moreover, operators favor them for their easy operation, high level of automation and low amount of paper waste.”*

— Wu Lianpao, Chairman

Wu compares selecting a Komori press to choosing a marriage partner: “I select what suits me. After using Komori presses, I feel that these machines are just right for Siwei’s work. They really deliver high print quality and outstanding efficiency – meeting tight deadlines is no problem. And we appreciate the machines’ high performance and extremely low rate of downtime.”

“Komori products have a reputation in the market for exceptional cost performance, and this fact certainly drives printers’ interest in investing. Moreover, operators favor them for their easy operation, high level of automation and low amount of paper waste. These are the major reasons behind Komori’s competitive edge in the market. We believe that Komori presses will help us become the preeminent printer in Guangzhou Province,” Wu says.

### Finding new markets

Siwei’s presses are high-spec machines configured for maximum versatility, highlighting the company’s advanced capabilities and high ambitions. Wu puts it this way: “Presses must have total flexibility so we can show customers that we can fulfill any order.” At present fully one half of Siwei’s orders come from overseas. In fact, the children of the company’s executives are all studying abroad, and it’s expected that they will become managers at Siwei on their return to China, providing a new mainspring for opening up overseas markets.

Some 20 to 30 groups of customers come in every day for color checks. Wu knows not only that each successful check underscores the trust customers place in Siwei but also that any breach of this trust is inconceivable. Thus, the highest priority in meeting customer needs is to invest in high-end printing machinery. There are not many companies in the Chinese printing industry who invest in advanced printing equipment with an eye on the future like Siwei. At present the printer may not take full advantage of all the presses’ high specifications

and automated operations but these capabilities will no doubt be invaluable in time.

### The Tao of Siwei

For the future, Wu is sensibly not making a lot of plans. He believes that it is most important to take good care of the work on his desk at the moment. By building up the company’s standing and solving its current issues, he will certainly acquire insights for future development. ‘Not daydreaming but working hard and happily’ is the ideal state of mind that Wu seeks.

Wu is very modest by nature and has never once considered himself the ‘owner’ of the company. He thinks of himself as the ‘steward’ of each department and employee. Since Siwei Printing’s founding, it has continuously grown its business – all according to Wu’s plans. Thus, while his management principles appear to be inconsequential, they are actually enshrined in the ancient Chinese Taoist management philosophy of ‘managing without doing.’

### Siwei with Komori: very special printing

To enable sustainable growth in the UV package printing market, Chairman Wu wants Siwei to produce its own portfolio. Not only would such a collection be a milestone for Siwei but most importantly it would support sales and give customers an understanding of how the printer can meet their needs. To create a memorable volume, he hopes to work with Komori in planning and production. In the end, he says, this would be a ‘win-win’ relationship for Siwei, Komori and the customers.



# Lithrone G40 H-UV powers Colombian printer to success

Two brothers, both industrial engineers, guided this Colombian printer to an acquisition critical to dealing with changes in the printing market and new customer needs: a state-of-the-art five-color Lithrone G40 with coater. Now sales have risen and even high added value packaging clients are lining up.



From left: Javier and Harold Tascón, owners, with their new Lithrone G40 H-UV, installed in March 2015

Ingeniería Gráfica was founded in 1989 in Cali, Colombia, an important city with a great tradition in the graphic arts. Established by Harold Tascón, an industrial engineer with a philosophy of producing printed materials with high added value, the company has won more than 20 national awards in recognition of its undisputed quality.

With the rapidly increasing complexity of printed materials – partly due to creative evolution, diversity in the supply of materials, and demand for shorter delivery times – a key decision was made: to purchase and install a Komori Lithrone G40 equipped with H-UV, first previewed at drupa 2012 and the first such press ever installed in Colombia.

With his younger brother, industrial engineer and MBA Javier Tascón, and their nearly 80 employees, the company soon

consolidated itself as the leader in the offset industry thanks to H-UV technology.

Of course, to reach this high level of innovation and quality, Ingeniería Gráfica's first step was a thorough evaluation of options offered by the offset press manufacturing market. Ingeniería Gráfica found in Komori not only an excellent press that met all their sought-after requirements but also a great distributor in Print Press, a group that offered total trustworthiness and full technical support to get started with the new H-UV technology.

The printer's expectations were further reinforced during several visits to printing



shops in Brazil, the United States and Japan. All of this points to a long-term relationship with the Japanese manufacturer. Without a doubt, Komori figures in the future plans of Ingeniería Gráfica.

#### **An excellent fit**

The purchase of the Komori five-color Lithrone G40 with coater and H-UV in March 2015 complements three Heidelberg presses already operating in the Ingeniería Gráfica shop, where catalogs and magazines are printed, most in full color, with two or three shifts per day. This synergy allowed them to produce 2.5 million printed sheets in just two months.

The preparation of the site where the Lithrone G40 press was installed was made with the highest standards of engineering. These included LED lighting and controlled temperature throughout all working shifts and taking full advantage of the machine's compact configuration to gain valuable space for production.

#### **New business comes calling**

This new technology – printing on metallized cardboard, plastics and synthetic materials with sheet thicknesses up to one mm (optional) and instant drying – has allowed Ingeniería Gráfica to win over new customers in just a few months and to have more satisfied customers overall. The company has expanded its product portfolio by 100 percent and is even reaching high added value packaging customers.

Thanks to the great technological advances the Komori Lithrone G40 H-UV offers, including automatic plate changing and shorter color makeready owing to the KHS-AI and PDC-SII systems, Ingeniería Gráfica

delivers its finished products in truly impressive times and offers graphics that would have been nearly impossible to achieve before. And the pressroom staff is confident that the combination of Komori and high sensitivity inks is the winning formula to take maximum advantage of the H-UV technology.

Ingeniería Gráfica looks to double their sales in the next three years thanks to a series of important investments and a business strategy to which the Lithrone G40 H-UV is fundamental. This will allow them to reach customers with the most ambitious products, not just in the Colombian market but also overseas.

Upon reviewing several projects delivered to different customers, it's been possible to demonstrate the great advantages that H-UV technology can offer: more intense and bright colors on matt or glossy paper without applying special varnishes and without the problem of 'blocking,' which is very common on these types of paper.

The creative and graphic design departments of Ingeniería Gráfica have found that H-UV technology makes it possible to design with virtually no limitations. The company is realizing the ideas of its customers and is producing products unlike any other in the Colombian market.



From left: Orlando Valencia, Production Manager, and press operator trained by Komori staff

# Two dynasties share values and visions for print

Across generations and cultures, the two companies are united by shared values. In printing, this means due regard for innovation, creativity and reliability. And a commitment to caring for the planet.



From left: Vincent Petillo, General Manager of Ateliers Réunis; Christophe Le Pennek, Sales Director of Ateliers Réunis; Akihiro Komori, President of Komori International Europe (KIE); Mario Petillo, CEO of Ateliers Réunis; Philippe Fiol, Group Business Development Director of KIE

Contemplating these ‘family photos’ (page 25 bottom) taken about 30 years apart, it is reassuring to realize that certain values are perpetuated over generations and between cultures that are at once so far and so near. Japan and France embody a quest for excellence, creativity, quality and service, mutually respectful relations, and loyalty between customers and suppliers. Just as Mario Petillo, then-President of Ateliers Réunis, and Ichiro Komori, then-President of Komori Corporation, concluded fruitful contacts initially in 1988, their sons, Vincent and Akihiro, respectively, met each other at the most recent drupa. Vincent Petillo, who joined Ateliers Réunis as general manager in 2002, is strongly involved in the development of the family group founded by his father and two associates in 1980. The company consistently ranks among the 10 most productive sheetfed printing houses in France while still maintaining a human-size scale of operation. Occupying facilities with floorspace

of 2,500 square meters in Marne-la-Vallée, Ateliers Réunis operates with a staff of about 30 employees today and had a 7.2 million euro turnover in 2014.

## Leading by doing

“From the beginning, we have closely followed the development of offset presses while trying to always be at the forefront of technological innovations,” Mr. Petillo explains. “And when the first automated machines appeared – they were Komori machines – we invested in one right away. We were also among the first to equip ourselves with a CTP system, to take up OP varnish, then aqueous varnish, and today, H-UV. Our strategy is to invest in new machines





Left: new Ateliers Réunis H-UV printing sample in gloss and matt. Right: company guide from 20 years ago

in order to have a multifunctional fleet so we can meet all sorts of needs promptly. In this respect, our new H-UV Komori, in operation since 2014, is a major asset."

#### Lithrone G40 H-UV: passport for luxury

"Besides our traditional customers in mass retailing and the banking and insurance fields, we have clients in luxury fields, and with this new H-UV technology, we will shift even more toward this high added value market," says Petillo. "Our four-color Lithrone G40 H-UV with coater, KID and PDC-SII not only lets us print H-UV inks with instant drying but also, and more importantly, work with completely different papers. This brings us jobs we'd never been asked about before. We print, for example, a lot on tear-resistant paper such as Polyart. And recently, we did our first job on Priplak, a rather thick PVC, followed by die-cutting. The job dried immediately and there is an undeniable advantage: we can start the finishing process right after printing and meet tighter deadlines. From now on, we can also handle packaging and boxes, a field where we'd previously had a hard time

getting a foothold."

#### Rock solid loyalty

This investment complements a four-color Lithrone S40 and a five-color Lithrone S40, acquired in 2008, as well as an older five-color Lithrone 28. For Petillo, it was an obvious choice: "It was logical to follow the supplier we've been with for 30 years. Komori is for us the inevitable choice because their machines offer top-level quality with solid reliability. As a middle-size company, we are close to our customers and we wish to keep close to our vendors. Of course, Komori is a large international group, but they are always there when we need them."

#### Green for everyone's benefit

Another aspect the two companies agree on is environmental protection. "With Komori, we have come down from 500 sheets of makeready waste to 200 or even 100 sheets. Multiply this number by approximately 50 daily makereadies and you see that we can achieve considerable savings, both for us and for the planet!" boasts the young general manager of Ateliers Réunis. The company has been Imprim'Vert (French environmental protection standard) specified since 2006 and PEFC certified since 2008. With this new H-UV printing press, Mario Petillo and his son Vincent can contemplate the future with serenity: whether in Japan or in France, those who keep trying to do better are assured of success.



Left photo from 1988, and right photo from 2015

Left photo from left: Tsuneo Muroi, then-Executive Manager of Komori; Patrice Becker, then-General Manager of Komori France; Ichiro Komori, then-President of Komori; Alain Le Pennec, then-General Manager of Ateliers Réunis; Yoshiharu Komori, current Chairman of Komori; Gérard Alliot, then-Sales Manager at Komori France. Right photo: Catherine Ressuge, Marketing Director of KIE (third from left); others shown on page 24

# Moving upstream: from postpress to offset

Four decades of work in postpress taught Kyung Sung one thing: creating distinctive products requires breaking boundaries and putting ink on paper with an offset press. This certainty brought the company to Komori's doors.



Choi Jong-Kwan, President

Paju City in Korea, 50 km north of the capital, Seoul, is home to numerous industrial developments comprising large printing companies and publishing houses. All of the leading companies in the Korean printing industry – from planning to prepress, printing, finishing and materials suppliers – have facilities here. Constant streams of trucks loaded with printing stock and finished printed work pass by on the highways. Having operated in this city strictly as a postpress company for the last 40 years, Kyung Sung Printing has issued its challenge to the deluxe package printing market and is doing everything in its power to introduce a new culture of printing to the Korean market.

Founded in 1975 by Choi Jong-Kwan, Kyung Sung grew over the years as a postpress specialist. The firm was a small-scale

operator, equipped at the outset with just a semiautomatic Thomson die cutter and overcoating equipment. It acquired a solid client base, however, due to its management philosophy of aiming for customer satisfaction by offering high quality work, on-time delivery and committed service. Having grown continuously since its founding and become the top postpress house in Korea, Kyung Sung consolidated the company to raise efficiency. It purchased 2,224 square meters of land in the Shinchon industrial park where it is currently located and built an integrated



plant with 4,356 square meters of floorspace. The company then decided to break loose from postpress and enter an entirely new field: offset printing.

### Keeping up with the times

President Choi explains this advance into offset printing: "In the 40 years we'd been in business, we had concentrated exclusively on postpress work. Since postpress consists of processes done after printing, there are limits to how much of your own creativity can be embodied in the final result. I decided that it was necessary to make a decisive move to keep up with the rapidly changing times. I determined to go into offset printing, and particularly package printing, where growth is especially anticipated."

"Since we already have the know-how and the equipment for special finishing work, we concentrated on assembling a first-rate printing team. We needed to have more technological clout than anyone else since we were late to the game. To build a business that was differentiated from the competition, we established an R&D center, which is almost unheard of in the Korean printing industry, and invited Dr. Song Kyung-Cheol to be the director of the center. Then we selected Komori for our printing press, the core component of the offset business, and installed the latest six-color Lithrone G40."

### Careful research yields complete confidence in choice

Mr. Choi explains why he chose Komori: "Since this was to be the first press ever installed by our company, we considered the decision carefully. Initially we thought about a used machine since we had no experience in printing. But I visited Komori users and was very impressed at seeing the performance of machines incorporating the combination of KHS-AI and PDC-SX. The stability of the press is enhanced by database-driven ink presets and the automatic registration and density

control offered by PDC-SX. Plus, the short makeready, paper waste reduction and high efficiency provide performance that is unimaginable with another machine. Seeing this, I knew that our choice of Komori was correct."

Kyung Sung's press was installed in July 2014. This 40-inch Lithrone is configured with an in-line coater, extended delivery, IR/UV/H-UV multipurpose dryer, and KID and PDC-SX for support of standardized printing. Offering versatile functionality that can handle everything from regular printing paper to special substrates such as PET and silver and gold papers, the press is also a powerful weapon for the R&D center.

### Scientific approach to building the future

Dr. Song of the R&D center says, "The goals of the R&D center are fourfold. First, although a variety of special colors are used in the package printing industry, it is critical to print the colors sought by customers the same way every time. We want to master these kinds of issues with advanced equipment and data control. Second, the use of international standards and moving toward a global printing market. Kyung Sung intends to meet all color standards, such as G7 in the U.S. and PSO in Europe, and to produce ISO-standard products. Third, we will study new methods of production and build an optimal print quality control system. The combination of the six-color Lithrone G40 with KHS-AI and PDC-SX will play a big part. Fourth, we will use the fruits of our research to develop products that are unique to Kyung Sung and to acquire intellectual property rights such as patents. This will then increase Kyung Sung's competitiveness and generate synergy from the combination of Korea's largest postpress facilities and our R&D center."

Although the company has taken only the first step toward becoming an offset printer, Kyung Sung aims to crack the establishment of the Korean packaging industry and contribute to the creation of a new printing culture. Given its track record, a revolution seems distinctly possible.



# Alice in Graficaland enchants the crowd

A fabulous setting choreographed to provide maximum impact. Dramatic lighting, color and video produced with the *bellissimo* artistic taste that unmistakably speaks Northern Italy. And a press named Alice to power an ambitious vision.



From left: Andrea Lonardi, Owner and Senior Technical Director; Anna Lonardi, Responsible Commercial Development; Sebastiano Lonardi, Junior Technical Director; Amedeo Palamidese, Area Manager of Komori Italy

Grafical, a renowned printing house near Verona, held an open house on June 5 that attracted about 200 visitors – including colleagues and competitors from all over Northern Italy – who came for the event and stayed late into the night. A wave of optimism and enthusiasm swept over the gathering. Attending an event like this one, skillfully organized by the Lonardi family of Marano di Valpolicella, is good for the spirit. Grafical was founded in 1984 by the four Lonardi brothers. At the beginning a small printing shop for the clients of the valley, Grafical was transformed step by step into its current form: 20,000 square meters, three shifts and 70 employees who print up to two million labels a day as well as brochures, catalogs and books. Being extremely exacting, its 600-plus clients stimulate experimentation, investment and continuous research into

cards and cardboard, synthetic substrates, and typographic, silk-screen, flexographic and offset printing. So printed matter is enhanced by the right materials but also with varnish, metallization, lamination and embossing.

Over the years the second generation of the family has successfully fit into the company, with Sebastiano and Anna Lonardi in charge of technical coordination and commercial development, respectively, and their father Andrea and uncles standing at the helm ready to assist the younger managers.

And now Grafical has taken possession of Alice – their name for the new six-color



Lithrone G40 with coater H-UV/IR press especially tailored to reposition the business in the 40-inch sheetfed market. Particularly interesting in this press is the addition of a printing unit right after the coater and dryer, while the delivery has H-UV/IR dryers for a double varnish, extreme gloss-matt effect.

#### A configuration for creativity

“This configuration is the first in Europe for Komori,” says Sebastiano, who works with Andrea in the technical department. “The decision to add the printing unit after the coater is a clear demonstration of the type of finishing that we intend to offer. Personally, I was not very fond of the drip-off and orange-peel effects that we had been pushing in recent years. However, the quality of our gloss-matt contrast is beyond compare. Fields such as cosmetics, certain types of fashion and automotive businesses are hungry for such solutions, not to mention labels, our traditional forte,” he adds.

But all this is not only for labels. “That is too narrow!” states Anna Lonardi. She pushed strongly for the ‘Alice in Graficaland’ naming: “We felt the need to share our business path with our clients and distributors. Nowadays communications must be multisensory and multichannel, and printed communications must meet these standards.”

A pretty bold choice for the company, as this investment will lead to commercial and luxury packaging markets. Andrea explains the move: “The advent of online printers, the proliferation of convertible presses and the increase in customer demands in recent years have penalized this market segment, which was declining for us. Therefore, we began to feel the need to reposition our commercial offer by capitalizing on our technical expertise.”

Andrea’s thinking shows in the printing plant: three beautiful typographic platen presses

for printing wine labels, invitations and business cards, the latter in letterpress; sheetfed offset presses capable of cold foil and acrylic varnish applications; and now Alice, a Komori H-UV/IR press. Grafical also uses narrow webs for printing methods ranging from typography and silk-screen printing to hot metallic printing and, obviously, digital printing for small runs and variable data.

#### Making the impossible possible

“A big advantage for us is not only added value,” according to Andrea, “but also maximizing turnover efficiency thanks to H-UV’s fast curing. In this schizophrenic market, where orders arrive at the last minute and delivery times are always next to impossible, being able to manage the process with maximum flexibility is a great help for our technical department and a competitive advantage for our sales people.”

The new Lithrone G40, which has been installed in the sheetfed plant, was completely surrounded by a fabulous green meadow – 300 square meters of natural grass with flowers and fantasy figures just for the occasion. A large screen displayed video that stressed key themes: energy saving, sustainability, flexibility, diversification, color, surfaces and emotion. And right before the demonstrations, there was a heartfelt greeting from the Lonardi family and words from Akihiro Komori, President of Komori International Europe, as well as Silvano Bianchi, Komori Italy’s Chief Executive Officer. Confidence, enthusiasm, wisdom, good taste and, above all, the will to do.



*Open house movie released by Grafical. In Italian only.*



# Chiffolleau installs first Lithrone A37 H-UV in France

Exceptionally close to his employees, the head of a small printing house in Nantes, France, is committed to 'evolving, progressing, believing in new technologies.' When it came time to upgrade presses, the operators even participated in the purchase negotiation. Not only the technology but also the format was a first.



Jean-Luc Chailleux, President

"At Chiffolleau, we are always trying to have an optimistic vision, even in 'grey' times. Even if the situation is difficult in our field, one must keep evolving, progressing, believing in new technologies – and investing." This is the philosophy that animates Jean-Luc Chailleux, President of Chiffolleau Printing House, created in 1947 in Nantes, and presided over by Chailleux since 1999. "I believe that what helps us evolve is the motivation of our staff. We have a team of 17 employees who

want to do a good job. This has encouraged us to invest in this new H-UV printing press. The operators even participated in the purchase negotiation with Komori France in Antony."

## H-UV: a winning choice

"Our fleet consisted of a 40-inch Mitsubishi and a five-color Lithrone S29 installed in



*“Also, after installing the press in January 2015, we estimate a 25 to 30 percent gain in productivity. So in the near future, this press will replace two older machines.”*

— Jean-Luc Chailleux, President

2008. So we already knew Komori for the quality of its machines, and we trusted them completely for this new H-UV press. At the technical level, we are persuaded: the instant drying allows us to go immediately to finishing, without the risk of set-off, and the powderless process eliminates marking on the substrate. Also, paper waste is significantly reduced at makeready, an important argument for us as we have been Imprim’Vert (French environmental protection standard) specified since 2004, and are also PEFC and FSC certified. The press is very gratifying to operate, and if we were to ask our operators to go back to traditional offset, they would be very reluctant after having experienced such smooth operating conditions,” he says. “Also, after installing the press in January 2015, we estimate a 25 to 30 percent gain in productivity. So in the near future, this press will replace two older machines.”

#### **The first Lithrone A37 in France**

A true fighter, Mr. Chailleux is the first Frenchman to have dared to take on this new format: “Why choose the A1 37-inch size? Because the investment is less than for a large format machine, and because production in the 40-inch format represents only six percent of our operation. The jobs we do are varied, from leaflets and brochures for agencies and large companies to art books, for example. This 37-inch format covers almost the whole gamut of our production and makes us much more competitive in our market.”

#### **New premises for new machine**

For the purpose of acquiring this new four-color Lithrone A37 with H-UV and spectral print density controller, Chailleux moved the company to Saint-Herblain, a town near Nantes. Though the machine is rather compact, the president used the introduction of this new addition to rethink the pressroom. “We

used to have a long, narrow plant, but today we have a square. The area is about the same – 1,680 square meters – but the machine layout is more streamlined, the space looks more modern, and more energy is saved. Interior design is also quite innovative: I had a 250-square-meter canvas sheet made in order to re-create a cornflower field in the workshop, in memory of my grandmother!” he says with enthusiasm. “Our objective is to increase our turnover – 2.6 million euros in 2014 – while staying loyal to our colleagues. We appreciate being able to assist our customers, and from now on we can offer them superior printing quality on a larger variety of substrates – closed papers, PVC, cardboard – and within much shorter deadlines. An order received at eight o’clock in the morning can be delivered the same evening!”

#### **Next H-UV press on the horizon**

Shunning the prevailing wait-and-see attitude, Chailleux is moving ahead and planning: “Of course, one must fight every day, but with this printing press we hope to improve our market share and in a year or two buy a second H-UV machine with a different configuration.” And he has good reasons for optimism. Since Chiffolleau is a sound, well-established company, innovating to better serve its clients is a smart move.





# KGC updates managers on high-tech printing

How is the CIEL\*a\*b\* color model related to ICC profiles? What does this mean for my bottom line? And what solutions does Komori have for color standardization? Eight Chinese printing executives came to Tsukuba looking for the answers — and found more than they expected.



*I will never forget the bright atmosphere, orderliness, advanced technology and precision production that I saw at the Tsukuba Plant. The courteous, enthusiastic instructors were very impressive.*

— Trainee



The Printing College and Training within the Komori Graphic Technology Center at the Tsukuba Plant contributes to improving customers' technical skills through participatory practical training using the latest, most advanced facilities, from photography to prepress and printing. Year round it presents a diverse range of courses aimed at improving offset printing quality and productivity.

This May, *On Press* looked in on a one-week course for Chinese print managers — designed to update participants with the latest trends in plant management and press maintenance as well as color management and production control. KGC reports that demand for this training is increasing, and printers in Southeast Asia and China are particularly interested in staying abreast of the latest Komori technologies.

## Color management by the numbers

On May 21, the topic was color management systems. The instructor approached this topic not as a theoretical benefit but as a practical means of thriving in today's fierce competition. The solution, of course, involves using Komori's revolutionary K-ColorSimulator for color matching the output of the press



to the proof sheet. But understanding the science and optical phenomena behind the technology requires grasping fine points of the physics of color that underlie not only print but also digital cameras, displays and various color models.

The class was lively from start to finish, with the instructor firing questions rapidly to make sure that everyone was on the same page and participants shooting questions back to clear up anything that was not fully grasped. And the trainees' assessments of the course reflected enthusiasm for the subject covered, the instructors, and Komori's entire approach to raising the level of print quality and productivity.

## Feedback: kudos to KGC

One participant, the vice president of a printing company in Zhuhai City, Guangdong Province, said: "I will never

forget the bright atmosphere, orderliness, advanced technology and precision production that I saw at the Tsukuba Plant. The courteous, enthusiastic instructors were very impressive. The course we took connected theory and practice together in a way that I could really relate to. The interactive teaching technique made the material very accessible."

A printer from Taiwan said: "This course really taught me the importance of plant management. Plus, I realized how our traditional image of customers and their needs has been completely revolutionized. Automation and technology are the basis of printing now. Finding qualified operators is difficult at present, but I think that if I can convey to my employees the essentials of what I learned, this training will have a very good impact on them and our company."







# Asapri boosts H-UV productivity with Komori standard H-UV ink

Asapri Holdings, located in Mie Prefecture, Japan, consists of four printing-related companies that run a Lithrone S26 H-UV and a Lithrone A37 H-UV. After testing ink from various manufacturers, Asapri decided to use KG-911 Komori standard ink from the K-Supply lineup and has been running its presses with this ink since March 2014.



*Reducing our quantity of ink consumption is the reason we use KG-911. I think that the best way to print is to use just the right ink film by cutting the water as much as possible.*

—Yuji Matsuoka, President



KG-911 H-UV Ink (for sheetfed):  
High levels of hardness, print quality,  
versatility and economy

## Cost effectiveness

“Reducing our quantity of ink consumption is the reason we use KG-911. I think that the best way to print is to use just the right ink film by cutting the water as much as possible so as to have just the right quantity of ink. With KG-911, since the same density is produced with a thin ink film, the mileage\* is very good. Also, power consumption by the H-UV lamp can be reduced. Further, the paper will be less prone to splitting due to folding. Printing with KG-911 on an H-UV press gives you excellent print quality and cost performance. Anyone who compares KG-911 with another manufacturer’s ink using the same plates and paper will see this right away,” explains President Yuji Matsuoka.

## Ink consumption down by 10 to 15%

“Compared with another manufacturer’s ink, the amount of KG-911 used fell by 10 to 15 percent. We could print even when we lowered the ink feed by 10 percent. The cost of ink was reduced by about 20 percent compared with the previous year. We also print with the water feed lowered by 10 percent. We were setting the feed to 10 or 12 for start-up in the morning, but now we lower it to about eight.”

“With the ink that we used in the past, edge picking was a source of problems, but we hardly have any troubles with KG-911, even in mid-winter. Because the ink flow is very good, the problem of ink backing away from the fountain roller has disappeared. And color is not an issue with current or repeat jobs,” says Printing Group Chief Makoto Kitahara.



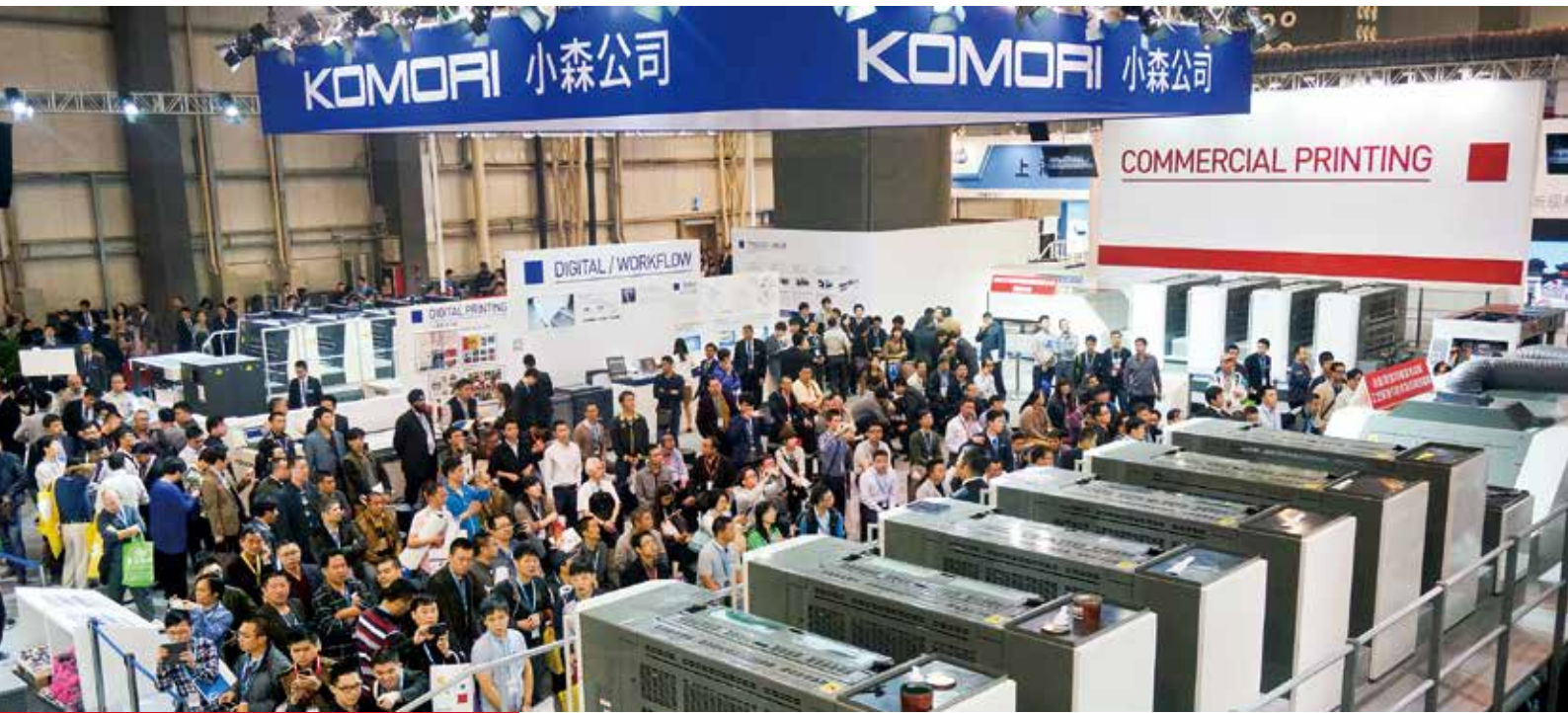
Makoto Kitahara, Printing Group Chief

## Sharing cost awareness with visibility

“We make everything visible so that we can make products at lower cost and be profitable even when the selling price is low. We determine the press’s real-time operating conditions and plan our work by checking the order of printing and the degree of congestion. In addition, we make paper and ink costs as well as printing time visible and, in the case of ink, think not of the cost per kilogram but of the volume and cost of printing that can be completed with one kilogram. For printing time, we think in terms of how many hours the job must be completed in to be profitable. By combining and analyzing the data for printing materials such as ink and paper, printing time, amount of power usage, and the amount of the order, the cost of each job and the cost per hour on each press become clear. The data is shared among all employees, and each employee goes to work knowing the issues and profitability target for his department. Having a shared cost awareness throughout the company is very important,” adds Mr. Matsuoka.

(Availability of KG-911 depends on area.)

\* Number of sheets printable per kg of ink.



**P**rint China 2015 was held April 7–12, 2015. A comprehensive printing industry show, the exhibition has been held once every four years since 2007. This year marked the third edition of the show, which is held in Dongguan, a leading hub of the printing industry in China. Komori debuted the four-color Lithrone G37 H-UV, a high performance machine in 37-inch format, the ideal for Chinese paper sizes. In addition, a four-color Lithrone G40 H-UV, a six-color Lithrone G40+C UV and a five-color Lithrone SX29+C+IR were exhibited. The Impremia C61 full color digital printing system was also displayed and used in a demonstration of color matching with the four-color Lithrone G40. Visitors also showed great interest in the tablet-ready K-Station 4 used in the demos.

## Bogotá, COLOMBIA

### ANDIGRAFICA 2015



**M**ore than 300 exhibitors and 25,000 visitors from the printing and allied industries gathered for Andigrafica 2015 in Bogotá, Colombia, June 2–5, 2015, the 12th edition of the international communications exhibition. Participating sectors in this exhibition included prepress, press, postpress, printing supplies, software, database and consulting. Print Press, the Komori Colombian distributor, answered many inquiries and met with numerous prospects in its booth.

## Mexico City, MEXICO

### EXPOGRAFICA 2015



**E**xpografica in Mexico City, held May 12–15, 2015, was this year's most important graphic arts business platform in the Spanish-speaking world, where qualified buyers from all over the world gathered. Over 230 exhibitors from more than 12 countries participated. Sanchez, the Komori distributor for Mexico, showed a nonstop video of the Komori corporate profile and the product lineup in their booth. As a result, Sanchez engaged many prospects who are planning their next investment, especially printers seeking H-UV/UV printing presses.

## Vancouver, CANADA

### CURRENCY CONFERENCE 2015

**K**omori Corporation's booth at the Currency Conference 2015, held May 10-12 in Vancouver, Canada, attracted visitors from central banks and private currency printing companies from around the world. This provided an excellent opportunity to bring them up to date with the latest innovations for Komori's banknote and security printing solutions.

#### Sample note: ultra fine line printing

Prior to the conference Komori joined forces with four other major suppliers to the security printing sector, producing a sample banknote with exacting and complicated security features. These suppliers included prepress specialists Jura, banknote substrate manufacturer LandQart, security printing ink manufacturer Gleitsmann Security Inks and hologram specialists KURZ. The design of the banknote featured a *lupo* (Italian for wolf) and was printed on the Komori LC-1232 multicolor double-deck offset press and the IC-532/// five-color intaglio press. Twelve offset units printed a total of 22 colors on both sides of the note, using the special rainbow printing ink ducts. Customers were able to examine the exceptionally fine line printing and registration accuracy necessary to fully show off the banknote's security see-through feature. The five-color intaglio printing added an impressive level of tactility to the banknote, which was commented on by several visitors. Komori continues to gain a significant presence in the banknote printing industry and a reputation for high performance currency printing presses.



Top photo: The *lupo* sample note was well received by central banks and private banknote printers worldwide and will be featured in the industry magazine *Currency News* in July.

## Samut Sakhon, THAILAND

### TRISAN OPEN HOUSE



Open house movie released by Trisan

**T**risan Printing organized an open house on February 12, 2015, at its premises on Sinsakhorn Industrial Estate to introduce its new Komori six-color Lithrone S29 with coater and to allow customers to witness firsthand the dedication of the company's print professionals and the many benefits derived from their new Komori press. The next day Piyapong Wongvorakul, General Manager of Trisan Printing, invited Komori distributor Ferrostaal Thailand to bring companies interested in Komori's advanced technology to have a closer look at what the press has to offer to the packaging industry.

#### 'Looking toward our future with confidence'

Mr. Wongvorakul offers his assessment of the press: "The Komori Lithrone S29 is highly suited to Trisan's package printing jobs. The press is equipped with advanced technologies such as Komori print management solutions. This innovative press has allowed us to not only produce higher quality jobs but also reduce waste." He also explains, "Most of Trisan's printing jobs are sticker labels and packaging cartons that demand highly accurate color rendition and attention to fine print details. The Komori Lithrone S29+C equipped with PDC-SX, PQA-S and KID allows us to really impress customers with the print quality. Well worth the investment, the press also supports our forward expansion plans and allows us to look toward our future with confidence."

The 'homemade' concept of this open house reflects the dedication and meticulous care Trisan Printing has always shown in the way it does business. This same commitment is seen in the special relationship that the company seeks to create with all customers and other businesses. During the open house, both the sales and service teams from Ferrostaal Thailand were on hand to answer a wide range of questions on the Lithrone S29+C from prospective customers. Indeed, the open house event was yet another milestone for Trisan Printing and also for Komori and Ferrostaal Thailand. It marks the very first time a high specification press of this caliber has been introduced in the Southeast Asian market.



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