

# Komori Dazzles at IGAS 2015



offset Service K-Supply digital KHS-AI

prepress H-UV OnDemand  
postpress press

# Komori Total Solutions



OPEN NEW PAGES

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### Open New Pages at IGAS 2015

'Open New Pages' was Komori's theme for IGAS 2015 in Tokyo, and this idea filled every demo, presentation and product exhibit. The Impremia IS29 on the eve of its launch, three H-UV-specified Lithrones linked to prepress and postpress systems, and a full range of software and digital solutions for the critical issues facing today's printers. The future has never been clearer.

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## Feature II

### Graph Expo 2015

For Graph Expo 2015, Komori America launched a tie-up with Screen Americas GP and demonstrated a state-of-the-art digital inkjet web press aimed at the direct mail and short-run publication segments. An eight-color Lithrone G40P H-UV perfecter was shown in the nearby Komori America showroom, and a flurry of announcements added extra buzz.

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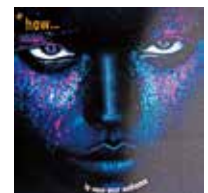


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ON PRESS

no. 86

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# Open New Pag

**K**omori starred at IGAS, taking over the Tokyo Big Sight exhibition center from September 11 to 16 and showing off products, technologies and ideas never before seen at a major printing exhibition. In fact, this was a hugely important presentation for the re-invented and evolving Komori. The digital side of the Komori lineup took a major step forward while a fuller range of postpress machinery debuted. And the PESP initiative was center stage and a part of all the demos. But over and above these solid achievements, the message of innovation and forward movement was unmistakable.

The Komori theme was 'Open New Pages,' and users gained input on exactly how to expand the new potential of printing and realize richer print communications. No longer just an offset press manufacturer, Komori produces digital printing systems, postpress hardware, printed electronics, and printing materials and equipment. The subtheme for the exhibition was 'Connect' – Komori's solutions for new value by linking products over the cloud and connecting with customers were tightly integrated into the demos.



# es at IGAS 2015

The Impremia IS29 digital printing system – emblematic of Komori opening new pages – was the highlight of the show, gathering an enthusiastic crowd every time the stirring demo began. The magic of connecting offset and digital filled imaginations and conversations.

H-UV offset presses on exhibit ranged from a four-color Lithrone A37 specified with multiple new color management and workflow solutions to the mighty eight-color Lithrone GX40RP configured with every option under the sun. The six-color Lithrone G40 H-UV in packaging specification was also displayed with many special systems designed for this application.

The new K-Station 4 for sharing the latest operating information and making complex printing task control visible. And a growing lineup of Apressia postpress equipment, including programmable hydraulic clamp cutters and a flatbed die cutting machine, to support business models that extend to the final product. Total solutions with state-of-the-art performance and Komori's legendary reliability. Everything necessary to open new pages.

“Our company is one of the largest packaging printers in Indonesia, supplying boxes mainly to the pharmaceutical, food and manufactured goods industries. We have four Komori presses – two UV and two conventional – and a five-color En throne will be installed in January 2016. I came to IGAS because we see Komori as the leader in advancing printing technology, and we intend to improve our products in Indonesia by following Komori developments. I am very interested in seeing the demonstration of the Impremia IS29 because I believe inkjet UV could play a role in our future.”



— Sukirman Pardi,  
Managing Director of  
CV. Mediatama Perkasa,  
Indonesia

“We now have 250 employees, with about 70 in printing and the rest in textiles. I am at IGAS because I’m interested in buying a new machine – H-UV. My clients appreciate differentiation and new effects, and I really like the effects that I can get from H-UV. My vision for 2020 is to be the best company in Colombia. When I visited the Tsukuba Plant I realized that Komori has big goals – postpress and digital printing, for example. When I saw the Impremia IS29 today, I liked it very much. I think my company could use this for short runs. Developments like this are why I think Komori will be the leading press manufacturer in the world.”



— Darío Urrea,  
General Manager of  
Marquillas y Accesorios,  
Colombia



## Printers at IGAS talk to *On Press*

“Eight years ago, we needed a new press, and this led to our first Komori. And in 2015 we again determined that it was time to replace an obsolescent machine. Having run the four-color Lithrone S29 for several years and gained experience with Komori, we decided to invest in a five-color Lithrone S29 with coater, which was installed in our shop this June. We came to IGAS because we think the Impremia IS29 might be the next thing for us. Five years from now, we will still be printing offset, but digital will have a larger role. Our plan to invest in new equipment is indicative of how we see the future.”

— Marco Velseboer (left) and Mario Smit, owners  
of Koopmans Drukkerij, the Netherlands



“We started our business with a four-color Lithrone 28, and we’ve invested in 10 Komori presses to date, including two Lithrone G40 machines with coater and one Lithrone G40 H-UV. I came to IGAS to observe and understand printing industry changes, which are happening very fast these days. We always want to be the first one to obtain new Komori products, and we are looking especially at the Impremia IS29 and the Lithrone GX40RP. I think commercial printing has a great future. Like household toiletries, the commercial segment will evolve into a spectrum of specialized niche markets whose total will be greater than the current market. I plan to fully exploit these opportunities.”

— Zhou Yitao, Chairman of  
New Only Printing Co., Ltd., China



“We run 30-some Komori presses at our plants in China, and in our 19 years of partnership with Komori we have purchased more than 40 machines. Today we saw the Impremia IS29 and were quite surprised by the brilliant print quality. We see digital as an excellent platform to meet the growing demand for very short runs of collections by individual photographers and artists. At this IGAS, we could really see that Komori is leading the industry.”

— Wang Xiaobin, General Manager (left), and Song Qiang, Vice President and General Manager, of Artron Art Group, China



“Our company was established in 1992, and we’ve been an all-Komori pressroom for the last 15 years. We’ve been running a six-color Lithrone G40 with coater H-UV press, the first in Australasia, for the last three and a half years. We also have a conventional six-color Lithrone 28 with coater. I came to IGAS to look at technology developments. Specifically, we’re interested in the new digital solution — the Impremia IS29 — for B2 work. We’re also considering replacing our half-size press with a 40-inch machine or the new Lithrone G37. In either case, it would definitely be specified H-UV. Designers like it for the vibrant colors, and this would support our strategy of growing as the quality color printer in New Zealand.”

— Pat Leitch, Managing Director of Centurion Print, New Zealand



“My company prints magazines — some 28 each month, although our largest client is Nintendo. Our Komori press is the only one of its kind in the world — a 10-color Lithrone G40P H-UV with double coater configured as five units plus coater, perfecting unit, and five units plus coater. I bought it in June 2014 when I went to Boston with Baumann — the German distributor — to see another 10-color Komori press. Installation was in January 2015. Our company used German presses for 50 years, but Komori engineering is now clearly better. Yesterday I saw the Tsukuba Plant and as far as I’m concerned that is the future.”

— Wolfgang Frotscher, CEO of Frotscher Druck, Germany



“We came to IGAS because we have two ‘projects’ that we have been discussing with Komori France for some time: an eight-color press — possibly an RP — and a four-color press, both specified for H-UV printing. The quality and productivity of H-UV are very good, so we like it. The Impremia IS29 is obviously a new machine, but it is very interesting to us and this might also be a part of our future. We have very high hopes for the future because we see new products and technologies from Komori.”

— Eric Matrat, Printing Department Manager (left), and Jean-Luc Corlet, President, of Corlet Imprimeur, France









## Showstopper: Impremia IS29

**T**he futuristic Impremia IS29 digital printing system was introduced by a science fiction-themed video perfectly attuned to the ultramodern looks of Komori's first UV sheetfed inkjet digital printing machine. The mission of the Impremia IS29 is to embody the performance that printers demand in a true digital solution. These are, first, the ability to print on ordinary offset printing paper. No special or precoated stock necessary. Second, high print quality with vibrant color. And third, the capability for both single-sided and double-sided printing with printed work ready for immediate postpress finishing. The IS29 was born in the pursuit of these capabilities.

The first job run on the IS29 was an example of versioning, as 15 sheets each of 6 different posters were printed on vent nouveau paper, a stock with rich texture that is often selected for added value work.

The presenter oriented the audience to the makeup of the new digital printing system, explaining that the printing unit is designed for stable sheet transport and incorporates a

fully automatic gripper-to-gripper perfecting changeover mechanism. The triple-size cylinder in the center of the printing unit features inkjet heads above the cylinder and the LED-UV drying system set to the rear. Paper is printed from the first sheet – meaning no waste. The maximum printing speed is 3,000 sph single-sided and 1,500 sph double-sided.

K-ColorSimulator 2 was put through its paces, comparing a sheet from the Lithrone A37 and the same image from the IS29. The demo was then 'interrupted' by an urgent order that showed off the ability of K-Station 4 printing task control software to manage scheduling and production from a tablet using a very intuitive interface. Jobs were rescheduled by drag and drop, and all changes, including color management, were simultaneously mirrored and set in the IS29.

The operation of the IS29 was fascinating, but the results were mind-blowing. Stunning sharpness and a '3D-ish' feeling of depth. No question, the IS29 was the talk of the show.

# KOMORI



## Lithrone GX40RP | Lithrone G40 | Lithrone A37

**C**onnect was the subtheme of the Komori booth at IGAS, and the offset press demos featured the most connected machines ever seen in the world of printing – connected to other machines, software and devices.

The mighty eight-color Lithrone GX40RP H-UV was the prime example. This press spotlighted connections to K-Supply printing materials and software, the K-Station 4 Printing Task Control System that connects all processes, the Apressia series postpress equipment that connects up to the final product, and the new KP-Connect support system. This press ran two 4-over-4 jobs at 16,500 sph using

K-Supply KG-911 H-UV Ink. The world's fastest changeover – driven with parallel control by Smart Sequence and asynchronous plate changing by A-APC – was shown on a timer. All processes were controlled by K-Station 4, which was mirrored on a tablet to make all scheduling, process and production data visible in real time. And KP-Connect gathered KHS-AI data uploaded to the cloud for use in maintenance and support, discovering problems and presenting solutions. Accessible, of course, to printing company executives from a tablet or smartphone.

The six-color Lithrone G40 H-UV with coater specified for package printing was paired in the demo with the new





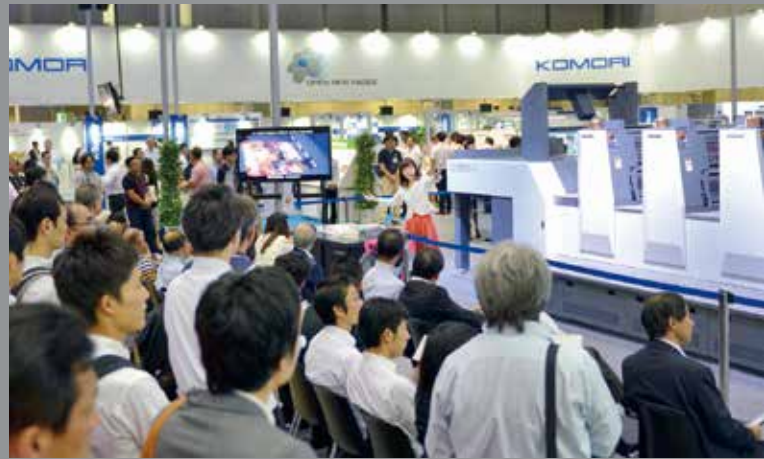
Apressia DC105 die cutter, Komori's first product solution for packaging. Print quality and color control options for packaging were also state of the art: first, the Sheet Numbering System that is linked to the PQA-S quality inspection system; and second, the PDC-SX Spectral Print Density Control equipped with the PDF Comparator System that compares the scanned sheet with prepress data. New technology also included an innovative ink mist removal device to maintain a clean plant environment.

The four-color Lithrone A37 H-UV was specified with a new PQA-S SG print quality inspection system and the

new PDC-SG print density controller, and was linked to the Impremia C100 full color POD. Color matching between the offset and digital machines was handled by K-ColorSimulator 2, Komori's revolutionary easy-to-use CMS software.

So much more filled the presentations of the offset presses – Komori-Kare for kando in the pressroom, environmental options such as the power consumption monitor, and endless options for workflow automation and precision control of all printing parameters. No wonder the demonstrations were standing room only.





OPEN NEW PAGES

Open New Pages



## **Komori Total Solutions**

Ideas for opening new pages were everywhere in the Komori booth at IGAS 2015 – in new machines, in breakthrough software, in specially formulated materials and in the cloud. The demonstrations highlighted the major products, and considerable space was dedicated to showing the evolving equipment lineup.

The Apressia CT115/CT137 programmable hydraulic clamp cutters are Komori's first foray into the postpress arena. IGAS was also the stage to debut the new Apressia DC105 flatbed die cutting machine in the packaging zone. The digital Creative Lounge, transplanted from Komori's head office to the IGAS booth, exhibited the Impremia C100 digital printing system with K-ColorSimulator 2 as well as a laminator and cutting plotter as part of its range of digital solutions.

The software solutions exhibited will figure large in the calculations of Komori printers, especially K-Station 4, the tablet-ready integrated press management system that handles order, scheduling and production data. Positioned between the MIS and KHS-AI v. 5, this system directs the operations of digital and offset presses, including machines manufactured by other makers. K-ColorSimulator 2 is the offset-based color management solution for color matching offset and digital output. And an entirely new cloud-based support system called KP-Connect connects Komori to customers, facilitating online analysis of press operation and communicating recommended actions when problems are found. Managers can log on to KP-Connect with any PC, tablet or smartphone.

The PESP concept is broad, covering consumables like inks and blankets, as well as a wide range of upgrade and retrofit options, such as high-performance DC blowers and H-UV retrofit packages. As a service provider, Komori will address a wider spectrum of customer needs through products optimized to deliver maximum performance from Komori presses. And this approach will eliminate guesswork and take the stress out of everyday operations. Komori's total solutions are already being updated and fine-tuned for their next appearance: drupa 2016 in Düsseldorf, Germany.



# Next: drupa

Düsseldorf May 31–June 10



## Komori America combines booth and showroom demos

Once again, the exhibit halls at Chicago's McCormick Place were home to the largest U.S. graphic arts exhibition, Graph Expo. From September 13 to 16, over 11,000 attendees were able to see the latest technology – from software to bindery equipment. Komori America garnered significant interest with the announcement that they are partnering with Screen Americas to sell the Truepress Jet520HD inkjet web press. This partnership has a unique twist, says Jacki Hudmon, Sr. Vice-President, Sales of Komori America: "Komori not only has the exclusive rights to sell the Truepress Jet520HD in North America but also to take the relationship a step further and actually jointly sell. Screen has the expertise in inkjet products and Komori has the expertise in offset products. We are very excited about this unique arrangement."

In the Komori stand, live demonstrations of the Truepress Jet520HD impressed visitors with its quality and speed. "The Truepress Jet520HD is a great solution for direct mail applications that require personalization and



for short-run publication work. It will be a great complement to our Impremia IS29 as we continue to expand our offerings in the inkjet market place," Ms. Hudmon adds. To further present Komori's digital future, a video presentation of the IS29 was also shown in the Komori booth. "We have many prospects for the IS29 who were extremely impressed with the samples we were showing at Graph Expo and are looking forward to a live demonstration on this new device in our Komori Graphic Center-America in January," says Hudmon.

Customers also had the opportunity to visit the Komori Graphic Center-America to see demonstrations on the eight-color Lithrone G40P perfecter press with H-UV and PQA-S. "We had great interest and attendance at these demos – visitors are always impressed with H-UV and its capabilities," says Doug Schardt, Product Manager for Komori America. It was also announced during Graph Expo that the showroom perfecter was sold to Wallace Carlson Printing in Minnetonka, Minnesota.

Komori America also made public at Graph Expo that the first Lithrone GX40 packaging press was installed at Ellis Packaging in Pickering, Ontario, Canada. "We had many new announcements to share that were well received and created energy for us in our booth," says Hudmon.



# EXPO 2015



## PRESS RELEASE

### Komori America and SCREEN GP Americas Announce **Strategic Business Agreement**

**R**olling Meadows, Illinois, September 13, 2015 – Komori Corporation and SCREEN Holdings Co., Ltd. announce that Komori America Corporation and SCREEN GP Americas, LLC, a division of SCREEN Graphic and Precision Solutions (SCREEN GP) Group, have entered into a strategic business agreement that effectively joins the two companies' sales organizations.

Komori America will be the sole distributor in the United States of SCREEN GP's new Truepress Jet520HD, a state-of-the-art continuous, high-speed, high-definition inkjet press powered by the EQUIOS Digital Frontend Workflow solution. SCREEN GP Americas brings its extensive knowledge and expertise in the inkjet marketplace to the partnership with Komori America.

Eiji Kajita, Director, Group General Manager, Global Sales & Service Group of Komori Corporation, says, "This is a great opportunity for both Komori and SCREEN GP. By joining our US sales teams we will have double the workforce to take both Komori's offset and SCREEN GP's digital products to the marketplace. But more importantly, we know our customers will benefit from the combined expertise of our two teams."

Katsuhiko Aoki, President of SCREEN GP, says, "We have a longstanding relationship with Komori and it just makes good business sense to take the strength

of our two product lines and the technical expertise of our sales teams to join together to grow our market share. We are looking forward to the future, and we are confident commercial printers will see real value in working with one organization that is focused on their success regardless of the technology platform."

The Truepress Jet520HD enables superior quality that goes beyond the traditional boundaries of inkjet printing, opening additional markets and applications to on-demand printing at speeds and economies unmatched in cut-sheet digital and, for many run lengths, rivaling that of offset. Building on SCREEN GP's 10 years of experience in the continuous high-speed inkjet market, the Truepress Jet520HD brings together leading technologies in paper transport, drying techniques, printheads and wide-gamut inks. Support for a wide range of stocks, from 18-pound paper to 9-point stock, gives printers the ability to address customers' varied needs.

Both companies agree that by combining the two experienced US sales teams of Komori America and SCREEN GP Americas, they will not only help printers achieve their business goals but also grow market share for the two organizations through increased digital and offset press sales. They believe it will be a win-win for both organizations and their customers.



Screen GP Americas and Komori America executive team members seal the new partnership with a handshake at Graph Expo 2015



# Bitter & Loose keep eyes on **quality**

Since the founding of their business 20 years ago, Peter Bitter and Georg Loose have seen steady progress. The secret of their success is great passion for extremely high print quality and advanced technology.



Georg Loose (left) and Peter Bitter, owners

It all began in 1995 with simple technology in a garage. The room was small but the vision was great. Since then, the printing company Bitter & Loose in Greven, North Rhine-Westphalia, has developed into a cross-regional service enterprise for high quality multicolor printing in 40-inch format. Their customers include prestigious marketing agencies and publishing companies as well as public agencies, medium-sized businesses, banks and larger corporations. The job spectrum consists of high quality printing of four-color and multicolor products – from glossy advertising leaflets, complicated presentation brochures and company reports to packaging, books and catalogs. For over 13 years, Komori has been a part of this success story.

#### **Komori: six in a row**

In August 2015, in time for Bitter & Loose's 20th anniversary, Komori's distribution partner Hubertus Wesseler from Georgsmarienhütte installed a state-of-the-art five-color Lithrone G40 with coater, PDC-SX and new technology for sheet guiding in the feeder and delivery. This five-color Lithrone G40 is now the sixth Komori machine in 13 years. The first was a four-color Lithrone 20 in 2002, followed by a four-color Lithrone S40 in 2007, and then a five-color Lithrone S40 with coater in 2008. Also in 2008, the Lithrone 20 was replaced



by a five-color press in the same size. During the year of drupa 2012, the four-color Lithrone S40 gave way to a new press: an eight-color Lithrone G40P, the first of its kind in Europe to be fitted with the PQA-S system, an in-line system for sheet inspection and quality control.

#### Quality: nothing else matters

For Peter Bitter and Georg Loose, a long-standing partnership with Komori is easy to explain and a purely logical consequence of their company philosophy, which places great emphasis on extremely high printing quality. "To meet the challenge of the competition, the crucial factor for us is to provide the very best printing quality. If you want to be successful in this field, you must invest regularly in the most advanced technology. Only with the best technology can we meet customers' requirements for the highest quality. In view of shorter delivery lead times and falling prices, it is essential to have not only a constantly high standard of quality but also cutting-edge quality-assurance systems such as PQA-S and PDC-SX," explains Mr. Bitter. "In addition, high productivity and quick job changes give us a crucial competitive advantage. All in all, this is exactly what Komori's technology offers us – and very reliably so." Mr. Loose adds: "With our Komori machines we can produce a consistently excellent print quality even at the highest speeds. Digital integration in the workflow system enables extremely short makereadies and very quick job changes. With our tremendously productive machines we gain production capacity and save working time and material. Therefore, we are at an advantage with shorter delivery times and tightly calculated prices."

#### More space for the future

The success of Bitter & Loose has been marked by a steady expansion of production facilities. Shortly after its small-scale beginnings, the printer moved to a larger building, which became too small in 2001. This led the proprietors to take a bold step and build their own plant with 1,000 square meters of production area and 400 square meters of office space. Very soon even this space wasn't large enough and the building was gradually extended to a total of 2,800 square meters. This expansion was critical when the company became a full-service provider with a well-equipped finishing department, independent



Five-color Lithrone G40 during installation

of external services and able to control the whole production process individually.

In 2015, in order to have enough space for future expansion, Bitter & Loose bought a neighboring site of approximately 5,000 square meters on which a building with a further 1,000 square meters is due to be built shortly, enabling an increase in postpress capacity.

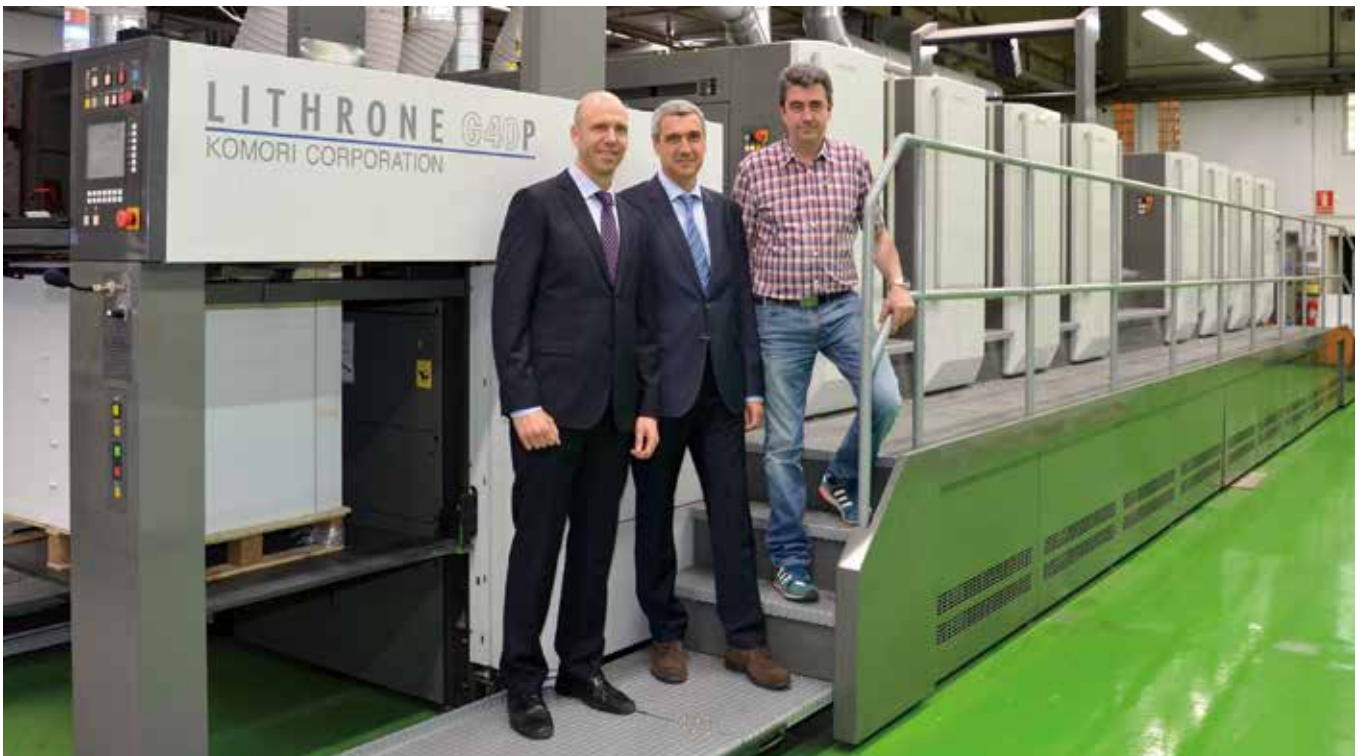
#### Technological expertise

"Working with the most advanced technology, of course, requires a certain level of technological competence," says Loose. "We are all technology lovers and are very pleased with our modern machinery. But it is more important that our highly qualified employees are able to master this advanced technology, which they do expertly. We are very proud of that, as the success of the company would not be possible without them." Bitter adds: "That also goes for the perfect service that Komori and Hubertus Wesseler offer. That, too, is technological expertise. The installation of the new Lithrone G40 went extremely smoothly and the after-sales service is exceptional. We rarely need the service, but when we do, someone is immediately and reliably on hand."



# Vanguard Gràfic: printing's **new** generation

More than 100 years of experience have brought to Vanguard Gràfic a wide-ranging clientele who share a single-minded demand for extremely high quality. The solution came from Komori, of course.



From left: Enrique Rodriguez Garcia of OMC; Bonaventura Portavella, CEO; Jordi Portavella, Production Manager

For over five generations, Vanguard Gràfic has stayed true to its passion for not only printing but also investing in the latest print technology. Today Vanguard Gràfic has once again made headlines by becoming the first graphic company in Spain to adopt the new H-UV offset technology developed by Komori – an advanced eight-color Lithrone machine that is fully operational in the company's facilities in Barcelona.

In a 2,000-square-meter plant, the printer provides its customers services that cover everything from initial consulting to complete finishing processes. CEO Bonaventura Portavella says, "Our customers come from diverse sectors – from automotive and fashion to pharmaceutical laboratories

and furniture – but share one trait, a demand for extremely high quality."

## Overcoming limitations

The H-UV offset printing system very efficiently reduces the time between receiving a job and delivering it because finishing processes such as cutting, die cutting and folding can be done immediately. Unlike conventional printing, wait times associated with the drying of printed material disappear, reducing the amount of



storage space needed and thus freeing up space for the growing number of short runs from different jobs. “With this press,” says Production Manager Jordi Portavella, “we overcome the primary limitation associated with the output of printed documents – the drying phase. Conventional oil-based offset printing requires a drying period to allow for ink penetration and, in addition, uses anti-set-off powder, which is harmful to both humans and machines. Without these limitations, the job is ready in no time at all. However, the overall advantage of H-UV technology is its great leap in terms of quality, which end customers clearly notice, even when we haven’t informed them that their orders were performed with H-UV. In addition, the color precision and almost complete absence of dot gain improve the visual perception of color. It is no longer necessary to use coatings such as varnishes and acrylics, which to a certain extent mask and distort printed reproduction.”

#### **Crucial environmental factors**

Moreover, the H-UV press emits no ozone-depleting substances and very little heat, so air conditioning is not needed. “The CO<sub>2</sub> emissions of the Komori H-UV system amount to one fourth of the emissions of a conventional UV curing system. Environmental and sustainability factors are crucial today,” explains Jordi,

*“The overall advantage of H-UV technology is its great leap in terms of quality, which end customers clearly notice, even when we haven’t informed them that their orders were performed with H-UV. The color precision and almost complete absence of dot gain improve the visual perception of color.”*

– Jordi Portavella, Production Manager

“and the reduction in energy consumption, materials and consumables left behind for recycling is something we unquestionably value.”

Formats that cannot be printed with the UV process due to the possibility of undergoing heat damage are no longer a problem in an H-UV press, thus increasing the range of jobs the press handles. Among possible materials are PP, PE, PET, PVC, metal sheets and synthetic paper. “In our exchanges with creative professionals,” comments Jordi, “the ability to use this technology to print on new formats is always a huge advantage.”

Compared with conventional UV inks, H-UV inks have a larger range of colors and higher gloss. Compared with conventional UV varnishes, the potential of high-gloss H-UV varnishes is greater as is their leveling characteristics. Although dot gain is a factor in the UV process, it is extremely low with H-UV inks. Furthermore, the inks offer good transfer, low viscosity and excellent performance in the press. “On the whole,” concludes Jordi, “this Komori H-UV press is a complete solution capable of achieving higher quality, greater speed and crucial respect for the environment. In my opinion, within the world of offset, the H-UV Lithrone is a generation of printing in a class of its own.”

# The Lithrone **difference:** superior efficiency and quality

VIP Printing's Shangguan brothers are impressed with their Lithrone presses and have a similarly high opinion of Komori's polished approach to the Chinese market. As they consider their third Komori machine, they are totally committed to maintaining the solid partnership.



Shangguan Zhongwei, President

Located in Guangzhou, right in the heart of China's southern economic powerhouse, VIP Printing Guangzhou delivers customer service with a priority on quality, price and trust. Aiming to be a leader in the packaging industry, the company is using its very talented staff to 'open new pages.'

Initially, the company invested in a UV print facility, becoming one of the few companies in Guangzhou to follow this route from a relatively early stage. Its goal was to take on the challenges of a technically complex area of printing – package printing. Following 12 years of single-minded effort, VIP today holds a strong position in the local market and boasts a large clientele.

Currently, its main product is packaging for electronic parts. These parts, however, are updated frequently, making their market life short. Dealing with this aspect of the business is a major headache. But VIP has perfected its printing technology and today offers one-stop service extending from creative design to completion of final products, providing customers with packaging that is specialized yet economic. These achievements have made the printer well known in the region and driven expansion. Its next phase involves partnering with Komori and improving print quality to the degree that its packaging ranks with that of Europe, the U.S. and Japan.

## Sharing service ideals with Komori

VIP's service ideals just happen to correspond with Komori's goal of ensuring customer kando. Both companies aspire to long-term partnerships with customers for further growth.

VIP Chairman Shangguan Zongxun offers



the following analysis of the Chinese printing market: “Two types of printer occupy the Chinese market at present. The first type wins orders based on turnaround speed for long runs. For such printers, print quality is not a high hurdle, and the presses need not be high spec. The other type competes on the basis of high quality and depends on high-grade, high-tech presses.”

VIP has installed two advanced Komori presses: a five-color Lithrone S29 and a six-color UV Lithrone SX29 with coater – clearly placing itself in the second category of printers.

#### **Komori presses: perfect for short runs of many products**

VIP chose Komori presses for their excellence on short runs and ability to meet tight turnaround deadlines as well being just right for the company’s business needs. President Shangguan Zhongwei evaluates the machines as follows: “Ink feed reaction is very quick, and the balance of dampening water and ink is superb. They are efficient,

economical and easy to operate.” He’s also impressed by the energy-saving performance of Komori presses: “Compared to the machines from other makers in our plant, the power consumption on the Komori presses is very low.”

At the urging of the team from Infotech, Komori’s Chinese dealer, VIP visited Komori headquarters in Japan to learn more about the company. The brothers were very impressed with the Tsukuba Plant, Komori’s production base. Indeed, they recognize Komori’s management principles and manufacturing processes as world-class. And for this reason, they are now in talks for the purchase of a third Komori machine.

President Shangguan is particularly gratified that Komori has assigned Komori Hong Kong President Ken Sagawa – who is deeply engaged in and profoundly understands the Chinese market – to Shanghai. This has made cooperation and collaboration between users, the dealer and Komori headquarters even tighter.

#### **Package printing by data-driven management**

VIP’s emergence as a full-service solution provider can be attributed in large part to the abilities of President Shangguan. Installing an in-house enterprise resource planning system greatly improved communication and working efficiency; adding new production equipment boosted automation and productivity.

The company’s most important assets – outstanding production technologies and human resources – ensure that it provides the most effective solutions for clients’ differing needs. VIP will open more ‘new pages,’ and the printing world will certainly see this success.



# Lithrone G40P **H-UV** comes to cowboy country

Setting out to learn a craft, Jerry Ziemann 'started off spraying light tables and lining up register pins' at Pioneer Printing, working his way up through the ranks through hustle and initiative – until he bought the company 12 years ago. The experience is standing him in good stead.



From left: Tracy Wilson, Vice President of Operations; Jerry Ziemann, Owner; Paul Mullikin, Mario Ramirez, General Managers

Cheyenne, Wyoming, nestled at the Front Range of the Rocky Mountains, was born in 1869, as the Union Pacific Railway worked its way west. Conjuring images of the famed lawman Wild Bill Hickock, cowboys and rodeos, the town annually celebrates its colorful history with Frontier Days, which draws visitors from around the globe. Cheyenne is also home to one of the oldest printing companies in the West, 145-year-old Pioneer Printing, which recently installed an eight-color Lithrone G40P perfecter press with H-UV.

## Learning a craft

Owner Jerry Ziemann started in the printing business – at Pioneer Printing – as a young man wanting to learn a craft: “Pioneer Printing was the first print shop I ever walked into. I started off spraying light tables and lining up register pins.” Ziemann eventually made it to the prepress department. When the prepress manager left the company, Ziemann would

come in hours before his shift to work on quotes and to schedule jobs for the day – all on his own time: “I’d get the day’s work arranged and then I’d clock in at 8 a.m. and start on my regular job. Eventually the owner noticed what I was doing and promoted me to the prepress manager position.”

With a passion to do more, Ziemann eventually approached management to inquire about becoming a partner in the company; when that request was denied, he quit and moved to Boulder, Colorado, where he started his own company with a small press and one employee. “After about three years, I knew it was time to make a move. I needed to grow my business, which would require a larger facility and more equipment.” Still harboring a love for Cheyenne and Pioneer Printing, Ziemann approached the owners once again, and 12 years ago he bought the company. “I was happy to come home. But the company was not without its challenges.” When Ziemann took over, the company was running equipment – from the pressroom to the bindery – that was over 50 years old. “The presses were really old one- and two-color German machines, and I knew we needed to do something quickly,” says Ziemann. He purchased an older Komori press from a company that was going out of business, but knew relatively quickly that he needed to invest in newer, more efficient equipment.

### What’s the difference?

He did his homework and started talking to press manufacturers – Komori and a German manufacturer – and noted one startling difference: “I asked the sales representatives from both companies the same question: ‘What kind of improvements have you made on your presses and what led you to make those changes?’ The representative from the German company said they did research and made the changes that they felt would be best for their customers. The Komori representative told me that Komori had gone around the country asking press operators what they liked about the press, what they didn’t like, what needed to be fixed, how they wanted it to perform – and then made the changes to meet their customers’ needs. After that, it was a no-brainer to go with Komori.”

Pioneer installed a four-color Lithrone S40 in 2007 and a year later installed a five-color Lithrone S40 to meet the needs of their growing business. The bindery area was revamped with



newer equipment and the company was doing well, running 24 hours a day, 7 days a week.

Then came H-UV, and Ziemann was intrigued: “I researched the product for two years before I eventually decided it might be time to invest.” After seeing a demonstration of an eight-color G40P perfecter with H-UV at a Komori customer site, Ziemann was blown away: “I was like, holy cow! I think I can replace my two Lithrone S series machines with this one press. It was scary to think about having only one press, but it has been a great decision.”

### Everything and more

In early 2015, Pioneer installed their Lithrone G40P with H-UV and Ziemann has been pleased with the performance: “This press has done everything I thought it would and more. This press eats work. We can change plates in a minute and produce short-run jobs in 10 minutes. Now the bindery can’t keep up with press!”

Recognizing that the printing industry today is significantly different than it was 10 years ago, Ziemann set out to build a management team that shares similar values and philosophies. That team includes Vice President of Operations Tracy Wilson and General Managers Paul Mullikin and Mario Ramirez. “These three people are the brain trust of Pioneer Printing. I am extremely lucky to be able to come to work every day and be challenged and energized by these wonderful people,” says Ziemann.

“I sit here as a man of German descent who believes in German products, did not like perfectors and wanted to stay away from UV. And now I have an eight-color Komori perfecter with H-UV, and I have to say it’s one of the best decisions we’ve ever made. Komori has been there for us all the way. We can count on them. They are always there to help us and are honestly concerned about our success. This has been a true partnership, and we look forward to the future,” concludes Ziemann.

# Trade printing at its **best**

Upgrading a six-color Lithrone SX29 with coater is a tall order, but Team Concept found the solution that scores on every measure. And in the end this blueprint improved the most important element in their business – customer relationships.



Vince Manini, Vice President and Partner

Team Concept Printing is a print-for-trade wholesaler located in Carol Stream, Illinois, a thriving suburb just outside of Chicago. Seen by its customers as “trade printing at its best,” Team Concept says speed is a key differentiator. However, so is quality. Team Concept is known for producing high-end applications for the printers, print brokers, graphic designers and other print industry professionals it supports. Seeking even more ways to enhance its reputation for speed and quality led the company to look closely at retrofitting Komori’s proprietary H-UV system on its six-color Lithrone SX29 with coater.

“We are always trying to push our capabilities,” says Vince Manini, vice president and partner at Team Concept. “When we decided to expand our offerings, we looked at adding UV or LED, but found the inks, when printed, were not as bright as conventional inks. We found Komori’s H-UV system offered the closest match to conventional inks and when tested didn’t fade under light, which is very important in packaging.”

## Productivity plus

Important, too, is the fact that Komori’s H-UV system opens up opportunities to use a variety of coatings when printing on different substrates, making it possible to offer the unique



high-end applications the company is known for, such as foil stamping and die cutting – and to turn them around quickly. “A good example of how our productivity has increased with the addition of the H-UV system is when we are producing applications like pocket folders. There is a lot of work that still has to be done after the folders print – die cutting and folding,” says Manini. “We used to have to be very careful and wait for the folders to dry completely before performing these tasks. Now they can be done immediately.”

While speed and quality will always be critical to Team Concept, so is the environment. Manini likes the fact that the H-UV system operates in the “non-ozone” wavelength of the UV spectrum, making it an eco-friendly alternative and eliminating the need for venting. Using only one bulb in the delivery of the press to cure the sheet also significantly reduces costs over conventional UV.

“In a business like ours, customer relationships are most important. Having the H-UV system on our Komori press is providing us the fast turns that allow our customers to please their customers. With the decision to add Komori’s H-UV system, we have met our goals and we’re thrilled. We’ve dramatically improved our job turnaround times and we’re delivering print quality that is simply outstanding,” concludes Manini.

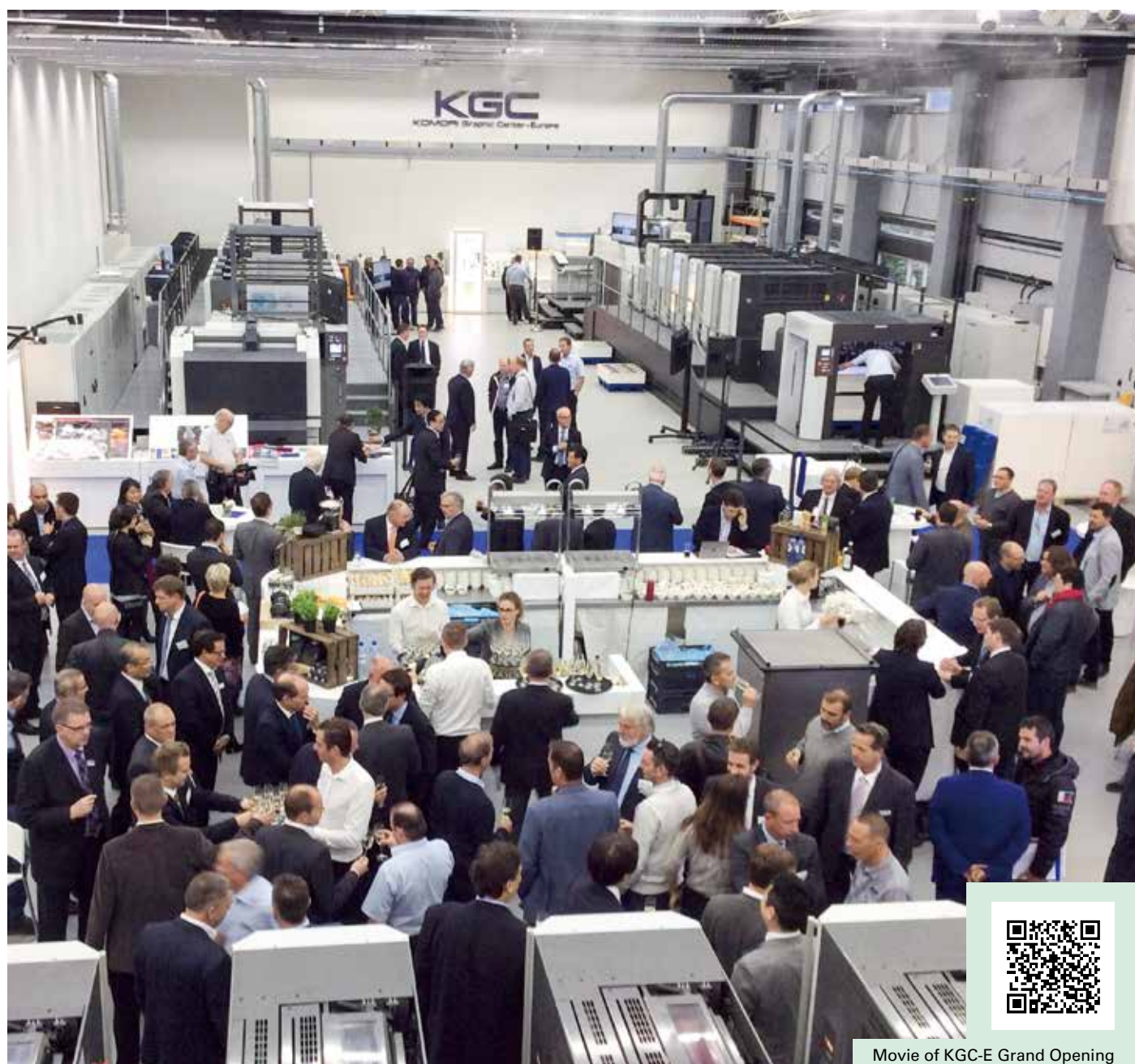




**KGC**

# KGC-E Reopens with Renewed Lineup

As a global manufacturer of advanced printing systems, Komori is strengthening its Komori Graphic Center facilities to enhance the worldwide provision of high-end technologies and services to customers. In addition to KGC in Japan, KGC functions have been set up in three key locations – KGC-America, KGC-Europe and KGC-China. The latest rollout of this initiative was unveiled at Komori International (Europe) in Utrecht.



Movie of KGC-E Grand Opening



# Training

First internal training session at KGC-E Printing College

In mid-October, the three-day Grand Opening of the newly expanded and refurbished Komori Graphic Center-Europe attracted more than 500 visitors from all over Europe. The celebration was such a success that the timing seemed perfect for KGC-E to hold the first internal Komori training session at its state-of-the-art Printing College. The session was held on October 26 and 27 for demonstrators from the Komori European subsidiaries as part of the international Komori technological knowledge upgrade program. It gathered at least one member from each team and focused on the essential systems that ensure Komori printing quality and production efficiency. The trainees therefore mainly concentrated on the renowned KHS-AI, PDC-SX and PQA-S. The training also encouraged European Komori colleagues to get to know one another better...always a plus for team spirit!

**K**omori top management descended on Utrecht, the Netherlands, for the grand opening of the remodeled Komori Graphic Center-Europe (KGC-E) and stressed that, like the reborn Komori, KGC-E will address a far wider range of printing industry requirements than in the past. At the opening on October 14, 2015, Mr. Satoshi Mochida, President, Representative Director and COO, presided over the ribbon-cutting in the presence of Utrecht Mayor Jan van Zanen and a contingent of local and international guests. In his opening remarks, Mr. Mochida emphasized Komori's strong confidence in the future of print, the complementary nature of offset and digital technologies, and the company's stance toward diversified business activities, saying: "Komori is changing from being a specialist offset press manufacturer into a Print Engineering Service Provider (PESP). I am certain that we can provide customers with total solutions that will open new pages."

Komori International (Europe) President Akihiro Komori said: "This new KGC-E expresses our strong determination and will raise our presence in Europe. For this purpose, we will transcend our roots in traditional offset and provide a wide range of equipment, products and services. And we will open new pages for customers."

### Demos of three printing options

At the open house following the ceremony, Komori's independently developed H-UV curing system, which has registered 650 orders worldwide and has been specified on 150 presses over the last five years in Europe, was demonstrated on an eight-color Lithrone

G40P perfecter and a five-color Lithrone G40 with in-line coater. A five-color Lithrone S29 with in-line coater demonstrated Komori's outstanding print quality with conventional printing. And a new six-color Lithrone GX40 UV with in-line coater, Komori's flagship machine specified for packaging, showed high productivity at the 18,000 sph maximum printing speed.

The remodeled KGC-E features twice the floor space and operating capacity as the previous facility, a Printing College, Creative Lounge and themed corners for education and training facilities; showroom functions have been reinforced. In addition, it enables testing of K-Supply products and supports a wide range of Komori-Kare services – software and hardware upgrades, press inspections and performance audits as well as training.



From left: Frans van Lanschot, Honorary Consul-General of Japan in Amsterdam; Akira Sakuma, Chairman of the Japanese Chamber of Commerce and Industry in the Netherlands; Jan van Zanen, Mayor of Utrecht; Satoshi Mochida, President of Komori; Akihiro Komori, President of KIE





## Packaging **Open House**

The Open House on September 2 at the Komori Graphic Center-Europe in Utrecht, the Netherlands, attracted more than 150 visitors from 20 European countries to see the European launch of the Komori Lithrone GX40 packaging press.

Following welcoming remarks by Akihiro Komori, President of Komori International (Europe), the visitors took in presentations on Komori and its products as well as a detailed review of the latest trends in the packaging and cardboard industries. Attendees were reminded that, among the various segments of the printing industry, packaging has a strong future and growth potential and that Komori Lithrone GX sheetfed offset presses are perfectly suited to address this very demanding and promising market.

The live demonstration focused on the press's high operational productivity at the 18,000 sph

maximum printing speed with its seamless short makeready and optimized changeovers even with special colors. The machine's high print quality due to the new inking system, wide range of configurations and specifications, and minimal environmental footprint were stressed. The demo also highlighted Komori technologies that are especially relevant in package printing. These include automatic nonstop delivery and feeder, the A-APC simultaneous automatic plate changing system, the PQA-S in-line inspection and density control system, and the PDC-SX spectral print density control.

The Open House ended with an H-UV packaging demonstration on a five-color Lithrone S29 plus coater, which convinced the visitors that Komori is the partner for package printing in *both* press sizes.

K-Supply

# Komori standard ink raises print quality and working efficiency

Offset Iwamura has won a solid reputation for attention to delicate color and print quality with a wide range of work. The printer installed a five-color Lithrone S44 H-UV press in April 2013. In September 2014, the company switched its primary ink to KG-911, which is K-Supply Komori standard ink. *On Press* talked with President Takanari Iwamura and CTP Section Chief Kazuaki Nagai about the reasons for this switch and the results they achieved.

“In printing there are three areas where problems arise – machines, paper and ink. Since these are things manufactured and supplied by different makers, it’s hard to find the cause of problems. When a problem occurs – such as when a new ink doesn’t suit the paper being used – vendors try to shift responsibility by saying things like ‘it’s the ink’ or ‘it’s the paper,’ and in the end we don’t know who to consult. Since Komori began supplying ink, though, we’ve been able to separate the press and ink from the paper,” says President Takanari Iwamura.

Since the company installed an H-UV press, it has used Komori-recommended K-Supply products such as dampening solution, blanket washing liquid and roller cleaning liquid.

Mr. Iwamura explains: “When there’s a problem, if even one item came from another manufacturer, the problem would not end just with Komori. But if all of our materials are from Komori, when there’s a problem we consult Komori, have them check it out, fix it and that’s the end of the problem. Since we want to raise working efficiency, we need to avoid problems where we cannot reach a clear solution.”



Kazuaki Nagai, CTP Section Chief



Takanari Iwamura, President

## Smoother pressroom and less ink use

“Since we changed ink to KG-911, our operation has become quite stable, including measures to achieve our internal dot gain objective,” says Section Chief Kazuaki Nagai in describing the effect of the switch.

“Regular H-UV ink had stronger tack than conventional, so it tended to pick the surface of the paper. Also, the water width is narrow, so at times it could not handle changes in temperature during operation or changes in density due to printing speed, and smearing tended to occur. These issues have been improved by Komori, and this has led to better results in the pressroom.”

KG-911 is a high density-type ink. It produces the same density as other H-UV inks with a thinner film, and this results in reduced ink consumption.

“In actual operation, we can lower the ink fountain keys a few notches and close down the water a corresponding amount. The result is higher ink mileage\*,” says Nagai.



Yellow ink that resists back-trapping

Availability of KG-911 depends on area.  
\* Number of sheets printable per kg of ink

## Dusung Open House

### Seoul, KOREA

An open house held at the plant of Dusung Print on October 13, 2015, in Seoul, Korea, marked the installation of the country's first eight-color Lithrone GX40RP. Both the Lithrone G40P and S40SP perfectors had previously been installed in Korea and won a strong reputation in the market, so interest in the first Lithrone GX40RP was very high. Following a presentation on the press and its technologies, visitors witnessed the press printing two jobs flawlessly. Komori Chairman Yoshiharu Komori attended the event and pledged that no effort will be spared in meeting the expectations of Korean customers.



From left: Yoshiharu Komori, Chairman of Komori; Kim Sang-Gyu, President, Dusung Print; Kyung Jae Park, Chairman, Ijin PMS

## FGD Expo 2015

### Jakarta, INDONESIA

BGM, the Komori distributor in Indonesia, exhibited the first four-color Lithrone G37 offset press ever shown in Indonesia in the largest booth of all offset exhibitors at FGD Expo 2015. At the exhibition, held August 6–9, 2015, at the Jakarta Convention Center, the Lithrone G37 was demonstrated to good crowds five times each day in sessions that highlighted the changeover from light to heavy stock. Komori users were also introduced on video. The show was well attended, with many large printing companies in the turnout.



## Pack Print International 2015

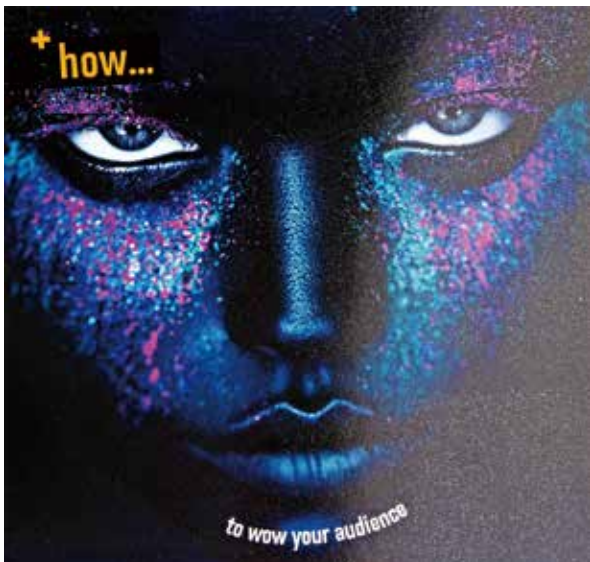
### Bangkok, THAILAND

Pack Print International, the 5th International Packaging and Printing Exhibition for Asia, was held August 26–29, 2015, in the Bangkok International Trade and Exhibition Center in Thailand. Ferrostaal, the Komori distributor, displayed samples printed on Komori presses and reported very interested responses from visitors. Held in the manufacturing and industrial heart of Southeast Asia, this show attracts leading players from both the packaging and printing industries.



# H-UV takeoff in UK gathers momentum

Given the extremely competitive market, H-UV in the UK was launched only after verifying the performance of the machine and all consumables under actual shopfloor conditions. The rollout has been followed by a burst of sales and an enthusiastic reception among commercial and packaging printers.



Promotional wallet by Lithgo Press

In the UK, Komori began actively marketing the H-UV curing system in late 2013 after fully verifying the provision of the most suitable consumables and support structure for the UK market.

Since then, H-UV press sales in the UK have exceeded Komori's most optimistic expectations. This success was assisted initially by a keynote presence at the IPEX exhibition in London, through H-UV Printology forums with visits to users, and by demonstrations and trials at the Komori Graphic Center-Europe in Utrecht. And not least by the most traditional of techniques – word of mouth!

Steve Turner, Komori UK's Director of Sheetfed Sales, explains the reasons behind the explosive growth in H-UV sales in the UK over the last 24 months – views that are seconded by printers who have taken the Komori H-UV curing route.

## THE KOMORI VIEWPOINT

“The market for print in the UK has always been extremely competitive – never more so than during the most recent recession. Over the last two years, the UK's improving economy has instilled printers with the confidence to invest again, but this time not simply investing in straightforward updates for increased productivity. To withstand the competition and sustain business long-term, printers have realized that they need to offer more than just an ink-onto-paper service!

They are seeking out production tools that provide enough marketing ammunition to de-commoditize print – catalysts that enable them to gain a vital competitive edge in their respective markets.

In our experience, while the hardened print buyers still select for turnaround, price, quality and consistency, they are all looking for added value – both in the service the printer provides and in the products the printer offers.

The truly groundbreaking characteristics of Komori H-UV curing technology combined with the speed, quality and automation of the latest Lithrone series presses allow the printer to deliver all these benefits and more.

The H-UV system provides instant curing on all materials, including coated papers, carton board, plastics and foil, thus



Steve Turner, Komori UK

speeding production times and giving printers the confidence to offer assured faster turnaround to all their customers. The elimination of spray powder adds a host of benefits in its own right – better shopfloor conditions, no buildup of powder on the press (thus eliminating production breaks for blanket cleaning), reduced costs and noticeably enhanced printed surfaces.

Green credentials are also high on most printers' agendas. The energy savings and environmental benefits of the H-UV Lithrone are impressive to all and essential to many. In particular, when compared to conventional UV systems, H-UV emits no heat or ozone.

In most mature print markets, floor space is at a premium and UK print shops are no exception, so the ability to cure without additional drying units and to eliminate the need to accommodate slow drying sheets on the shopfloor are further productivity assets.

Feedback from our own installations has highlighted additional benefits: printers tell us that they no longer need to make allowances for sheet pass time as the sheets in the delivery won't change color later. The elimination of this variable enables acutely precise production scheduling. Plus, our assertions on lower ink usage are being confirmed, as the density levels required are lower than with standard inks.

With H-UV on perfecting presses, printers are recognizing a whole host of extra benefits that are made available through instant ink curing. Included are paper savings, additional production flexibility, lower maintenance time and reduced costs."



Indigo's two Lithrone S29P perfectors



Mark Plummer, Platinum Print

## THE PRINTERS' VIEWPOINTS

### Eliminating pass time allowances

MARK PLUMMER, PLATINUM PRINT, YORKSHIRE: "There's now no need for us to make allowances for pass time to verify the sheet. With the Lithrone's H-UV curing, it's instant, even on work with high ink densities and on uncoated materials. The color is sharper and we don't have any partly dry sheets on the factory floor."

### Lower energy usage and increased packaging potential

PAUL DENNE, MANOR GROUP, SUSSEX: "With the comparatively low power consumption of our new 40-inch H-UV Lithrone with five printing units and a coater, we're powering this press and our 29-inch Lithrone from our 400 solar roof panels and still selling excess power back to the national grid. We already print some lighter weight packaging and, as the H-UV system and the capabilities of the Lithrone itself easily handle heavier stocks, we see real potential to expand this side of our business. Additionally, the high gloss levels we're achieving with our fifth unit and coater on covers can, in some cases, eliminate the need for magazine publishers to specify extra lamination."

### Full-fledged packaging press

ALAN BUNTER, REMOUS PRINT, DORSET: "We needed a new press to help us grow our commercial work and also handle more packaging. We see the H-UV Lithrone as a full-fledged packaging press. It has skeleton cylinders, provides a powder-free finish and cures instantly. And with its 200 mm plinth, the delivery stack has the capacity for more heavyweight sheets."



Manor Group's five-color Lithrone G40 + C



Alan Bunter, Remous Print

**Faster than ever job turnaround**

CHRIS MCCORMACK, HERTFORD OFFSET, HERTFORDSHIRE: “We’re renowned for our quick turnaround and with H-UV nothing could be faster! We turn sheets immediately for reverse side printing and then they’re straight to finishing with no sealing or spray powder needed. With the H-UV system, we also save time and costs on makereadies and can promise customers faster deliveries than ever, as well as strengthening our environmental credentials all round.”

**Perfecting flexibility and productivity**

RICHARD DOCHERTY, INDIGO PRESS, HAMPSHIRE: “With our 29-inch eight-unit Lithrone perfecter, H-UV’s instant curing means we can now perfect on high ink coverage jobs that couldn’t previously be perfected. The first side is dry before the reverse side is printed, so no intermediate coating units are needed and no white space is required for sheet transportation. This lets us print on smaller sheet sizes and print full-out images on both sides of the sheet.”

**Greener with H-UV**

IAN CROSSLEY, GREENHOUSE GRAPHICS, HAMPSHIRE: “Our 29-inch H-UV Lithrone is precisely in tune with our strong environmental philosophy. In addition to reducing waste, it allows us to totally eliminate spray powder from the factory, print completely alcohol-free and noticeably reduce our energy levels. We have no requirement any more for a fifth unit or coater to seal jobs, and we’re therefore minimizing the use of factory floor space and considerably reducing the costs of our consumables.”

**Environmental responsibilities**

DAVID PEALING, SEVERN, GLOUCESTERSHIRE: “We work for several international eco-responsible clients, including Greenpeace and Wildlife Trusts, and also customers in agricultural and business-to-business fields as well as design houses. The environmental benefits of the Komori, especially its H-UV curing system, help to further our eco initiatives and offer us new sales potential. The elimination of spray powder is not only good for the factory and operators but also enhances print appearance.”

**Creating new opportunities**

MIKE ATKINSON, LITHGO PRESS, LEICESTERSHIRE: “The Lithrone’s H-UV curing system gives us the ability to print and finish work quicker, without any need for sealing or off-press drying time – especially on uncoated materials. It streamlines our shorter runs and, at the same time, enables us to offer our clients improved service on larger jobs at lower cost. It has also given us the firepower to attack new markets, including those using substrates such as plastics, while continuing to increase our already significant pharmaceutical, clinical and retail operations.”

**Something new to market for differentiation**

TIMON COLEGROVE, HUNTS, OXFORDSHIRE: “We’ve branded Komori H-UV as Light Dry Technology and it’s giving us a wonderful marketing device to further differentiate us from our competitors. We’re clarifying the benefits to customers and describing special finishes in the language our customers understand – for example, spot matt, pearlescent, jewel, eclipse and plastic paper.”

**Instant curing on plastics and uncoated materials**

HELEN BIRKIN, IMAGE DATA GROUP, YORKSHIRE: “We have seen many benefits since we installed the UK’s first H-UV 40-inch Komori –



Chris McCormack, Hertford Offset



Indigo’s John Ellis, Richard Docherty, Tony Swift



Ian Crossley, Greenhouse Graphics



Nigel and David Pealing, Severn





Mike Atkinson, Lithgo Press



Timon Colegrove, Hunts



Helen Birkin, imageData Group



Max Middleton and Dave Swann, White Star

the five-color Lithrone G40 with coater. Production efficiency has improved and delivery times have been reduced. Of course there are environmental benefits as the press uses H-UV curing without ozone emissions and uses less power. The instant curing means that we can now print on a wider variety of substrates such as plastic, vinyl, self-clings and foil. It's also great for jobs printed on uncoated stock that require high ink coverage. H-UV enables us to offer our clients innovative finishes ranging from high gloss to the application of drip-off varnish to selected areas – all done on one machine."

### Perfect first litho press for new company

MAX MIDDLETON, WHITE STAR, HAMPSHIRE: "There were four main reasons for us making an H-UV equipped four-color Lithrone S29 our first press, all giving us a distinct advantage over our competitors: shorter turnaround time, reduction of stock space, powderless operation and reduced environmental impact."

### H-UV in numbers: unmistakable momentum

Concludes Neil Sutton, Group Sales Director, Komori Europe: "Komori has sold more than 650 H-UV presses worldwide and 150 in Europe over the last five years. Currently, 70 percent\* of new Komori presses sold in Japan are equipped with H-UV. Across Europe it's well over 60 percent and in the UK more than 100 H-UV printing units have been sold within the last two years. Also, throughout Europe, we've experienced increasing orders for presses with coaters to create added value drip-off, high gloss and spot varnishing.

Building further on the success of the H-UV technology, Komori will launch an H-UV full-color web offset press by the end of this year. We already have orders for 15 machines in Japan and believe there is an opportunity to complement the European market as well. The press is aimed at short runs in web offset as well as longer runs in sheetfed, providing quick changeovers and fast turnaround and also eliminating the need for massive and costly heatset dryers.

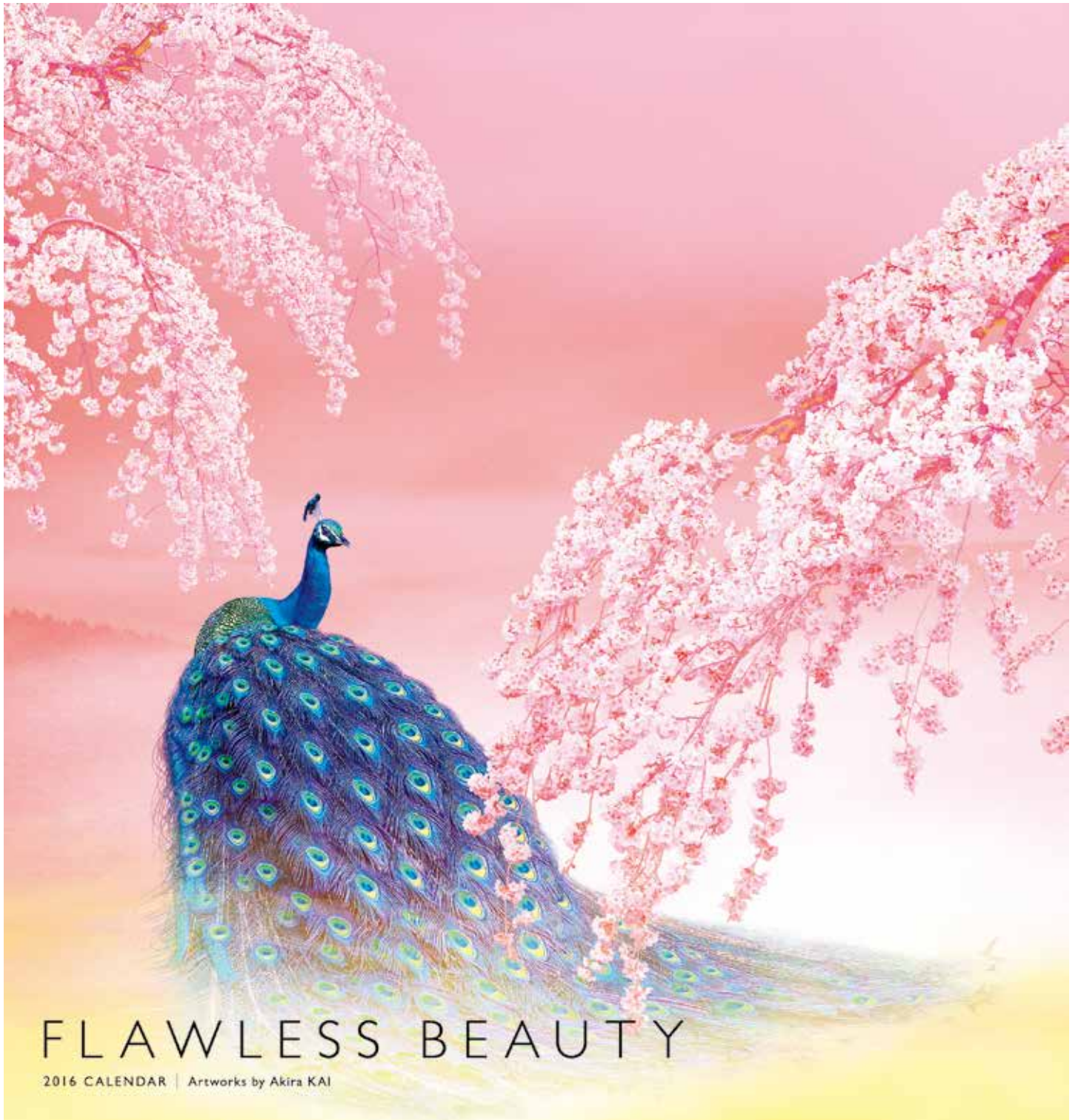
So, we can truly claim that in all formats, H-UV curing is a thoroughly tried and tested process and because of this, we are confident in being prescriptive about all its key consumables, which are tested and certified by K-Supply, the Komori supplies division. Thus, we offer total commitment that the H-UV system will always deliver what we promise.

Fundamentally, Komori H-UV is opening the doors to refreshingly new marketing opportunities for printers and their customers, with packaging now regularly on the list for commercial print houses and dedicated packaging printers finding that H-UV is creating its own niche market. In fact, we would point to its overall marketing potential as a major reason for the popularity of the H-UV curing system."

\* Of machines that can be equipped with H-UV



Neil Sutton, Komori Europe



COVER: Wind in Heaven  
© 2015 Akira Kai

# 2016 KOMORI CALENDAR

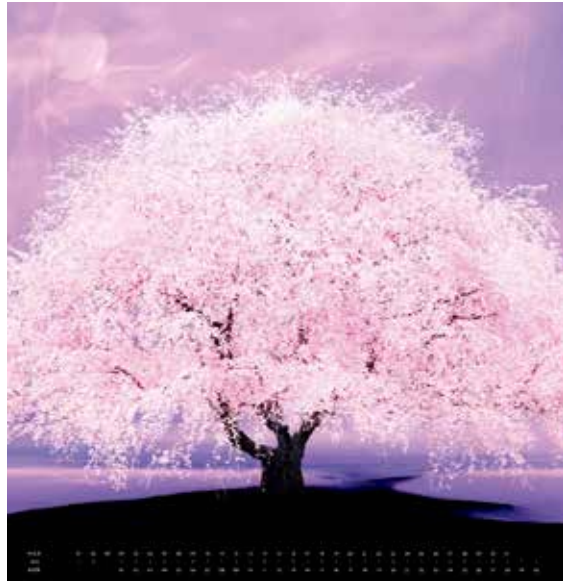
*Hoobi*: the mechanism to materialize the affection and insight based on the world-view programmed in one's mind.

As with last year's calendar, the theme of the 2016 calendar is "FLAWLESS BEAUTY." The motif is *Hoobi* — works by Akira Kai, the fine art photographer noted for the amazing originality of his work. Kai says, "*Hoobi* photography, contrary to the worldly landscape photography that the eyes see, is a spiritual landscape photography that resides in the soul." He creates fantastical works by means of fine digital manipulation of photographic images.

In response to Kai's request for an "extraordinary print that goes beyond the original," the calendar incorporates not only brilliant colors but also harmony with the paper, high-definition printing techniques, and contrast achieved by a fine balance of gloss and matt. A new creation is born by printing techniques that cannot be represented on a computer screen.



Jan-Feb: Waving in the Breeze



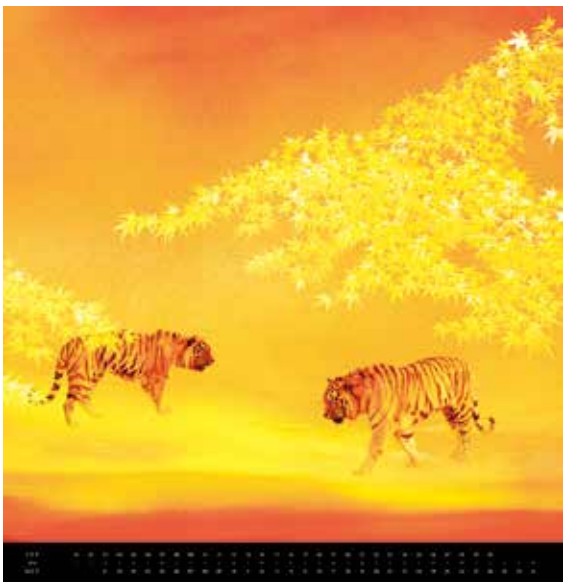
Mar-Apr: The Dancing Wind



May-Jun: Sign of Wind



Jul-Aug: Wind of Ambience



Sep-Oct: The Intoxicated Wind



Nov-Dec: Wind in Verse

Printing: TOPPAN PRINTING CO., LTD. & KOMORI CORPORATION KOMORI GRAPHIC TECHNOLOGY CENTER  
Presses: Lithrone G40 (GL-640) with In-line Coater equipped with H-UV Curing System, Lithrone S40 (LS-840) with In-line Coater equipped with H-UV Curing System  
Inks: K-Supply H-UV ink and others

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