

ON PRESS

No. 87
2016
KOMORI

Pure Print **Inspiration** Komori at drupa 2016



KOMORI



OPEN NEW PAGES

Expanding the new potential of printing and realizing richer print communications — that's what Komori and its customers are looking for.

Komori is evolving from a specialist printing press manufacturer to a print engineering service provider (PESP).

**New Digital
Workflow
Solutions**



**New Digital
Inkjet
Technologies**



**New Offset
Printing
Technologies**



drupa 2016 KOMORI Booth
Hall 15, No. D04

MADE IN JAPAN WITH STATE-OF-THE-ART

KOMORI CORPORATION
www.komori.com

**Coming
Soon**



May 31 - June 10, 2016
Düsseldorf, Germany
www.drupa.com

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Feature I

Open New Pages: Komori at drupa 2016

Print transformed, uplifted by innovation in presses, materials, mechatronics and software, is the Komori promise for drupa 2016. Connected Print is the strategy — offset and digital, sheetfed and web, from prepress to postpress with breakthrough technologies, revolutionary systems and compelling ideas for business models. See it all in Düsseldorf.

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Feature II

The Dynamics of Komori OnDemand

The Tsukuba Plant KGC welcomed large crowds in early February. Visitors saw the latest Lithrones, the new System G38, the Impremia IS29, and both digital and analog die cutting systems, all demonstrating print potential in numerous business models. Commercial and package printing has never had such an arsenal for pioneering new business opportunities.

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The Komori Printer

Printing for the Luxury Market

Located in Rome, Marchesi Grafiche Editoriali is a printing house with a noble history in Italian publishing. Now a leader in the fashion and luxury segments, the brother and sister co-owners survey today's printing scene in a no-holds-barred frontline interview.

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User Profiles

Flagship Machines Come into Focus

Users running the most cutting-edge machines ever to pass out of Komori factories are profiled in this issue. Highlighting the Lithrone GX40 and GX40RP and the System 38S web — all configured with the latest automation, color control, and workflow hardware and software. More importantly, what they're doing and how they're changing the business. An offset feast.

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KGC, K-Supply & Shows

KGC-China Reopens, Kowa on Ink, and the Shows

The reopening of the Komori Graphic Center-China and demonstrations of the facility's new six-color Lithrone G40 H-UV brought together much of the Komori Family in China. A visit to the Shenzhen Artron printing plant was the icing on the cake. Kowa Printing in Japan describes their experience with K-Supply KG-911 H-UV ink. And shows of all kinds starring Komori presses in Japan, Indonesia, Latvia, China and India.

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Printing specification of this issue:
All pages printed by four-color process
K-Supply H-UV ink (KG-911).
Cover laminated with matt polypropylene film.



Düsseldorf Messe Hall 15, D04
May 31–June 10



It's drupa

drupa 2016 in Düsseldorf, Germany, is just around the corner. Komori is more than ever focused on building up the potential of printing to create a future of versatile print communications. At drupa, the veil will come off some of the most exciting achievements ever.

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

Next, Komori is leading with Connected Print. Komori knows that everything creates new value by being connected. Connecting all printing operations by linking offset and digital as well as hardware and software – and even more importantly, connecting customers to Komori via the cloud – will generate new value and lead to brilliant print creation. At the drupa 2016 Komori booth, we will show a range of ideas for opening new pages, such as moving to high added value printing, adding offset-tuned digital printing capabilities or broadening postpress options with Komori's growing suite of finishing equipment.

State-of-the-art innovation, cutting-edge automation and unparalleled quality standards. Take your printing to the next level with Komori.

So Open New Pages



drupa preview movie

New Digital Inkjet Technologies

Komori OnDemand is the Komori vision of combining offset and digital printing to meet the needs of the evolving print landscape. To make this vision a reality, Komori developed a high-end digital printing system based on the technology and know-how acquired in manufacturing offset presses. The Impremia IS29 is the professional digital production machine built from the ground up for today's printers.

DigitalOnDemand

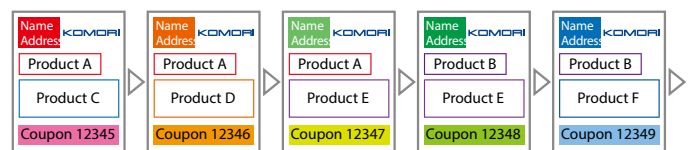
The future of print is changing due to the development of digital communications. Komori has long believed that successful commercial printing companies need to harness the power of both offset and digital technologies to maximize their efficiency and profitability. That's why Komori combined its core competency of precision manufacturing and reliable sheet path control with cutting-edge inkjet digital printing technology to create the Impremia IS29. Merging the reliability and print quality of offset presses with the variable data printing capabilities and short-run convenience of digital printing systems is what inspired Komori's creation of DigitalOnDemand solutions.

And the key machine in Komori OnDemand's melding of offset and digital is the feature-rich Impremia IS29 inkjet digital printing system – the machine engineered as the perfect complement to offset presses.

New digital printing potential

The Impremia IS29 meets a range of printing needs and provides printers with advanced capabilities through functions that demonstrate perfectly the convenience and responsiveness of digital printing. Full variable printing means this machine can handle versioned work and ultra-small lots. Suitability with a wide range of paper stocks and sheet thicknesses, including ordinary offset printing paper, instant curing, one-pass double-sided printing and immediate finishing as well as the ability to accommodate short runs of many different printed items with short turnaround times. With stable print quality verging on offset thanks to superior color-tone reproduction and register accuracy, the Impremia IS29 handles not only commercial but also special printing. Easy operation for stress-free job changes. On-demand printing with unheard-of productivity and efficiency. High quality, quick turnaround, reliable print, sheet to sheet, job to job.

• Versioned printing



• Sheet transfer technology



• Impremia IS29 movie



29" Sheetfed UV Inkjet Digital Printing System

Impremia IS29 **NEW**

- ▶ 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
- ▶ 0.06–0.45 mm sheet thickness range in double-sided printing
- ▶ Quality approaching offset
- ▶ Instant curing and the ability to start finishing immediately due to UV ink
- ▶ Front/back register accuracy same as offset

Impremia IS29

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 × 750 mm/23 × 29.5 in.
Sheet thickness	0.06–0.6 mm/0.0024–0.0236 in. (single-sided) 0.06–0.45 mm/0.0024–0.018 in. (double-sided)
Resolution	1,200 × 1,200 dpi

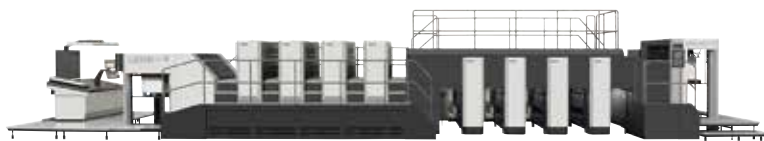


Availability depends on area.



New Offset Printing Technologies

Offset printing has no rival when it comes to productivity and quality. And Komori has developed the key technologies that have kept offset on top for decades. Fully automatic platechangers, automation for lightning-quick changeovers, dead-on color management and quality inspection systems, the startling graphic impact of H-UV instant curing. The Komori lineup for drupa 2016 will feature state-of-the-art solutions for commercial and packaging printing that exceed expectations like never before. New models, new configurations, even a new type of H-UV printing on display. Going above and beyond when it comes to the environment. And inside, a new generation of automation and quality control systems. Stable operation, reliability that is a legend throughout the industry, and the ease of use that operators love. Plus, the entire lineup is designed to leverage the latest software and workflow solutions. Komori will take the veil off the future of printing and electrify drupa 2016. Be there.



LITHRONE GX40RP

Eight-color Lithrone GX40RP Specifications

Max. sheet size 750 × 1,050 mm (29¹⁷/₃₂ × 41¹¹/₃₂ in.)
Max. printing area 740 × 1,040 mm (29¹/₈ × 40¹⁵/₁₆ in.)
Sheet thickness range 0.04–0.5 mm (0.0016–0.0197 in.)



LITHRONE GX40

Six-color Lithrone GX40 Specifications

Max. sheet size 750 × 1,050 mm (29¹⁷/₃₂ × 41¹¹/₃₂ in.)
Max. printing area 740 × 1,040 mm (29¹/₈ × 40¹⁵/₁₆ in.)
Sheet thickness range 0.06–1.0 mm (0.0024–0.0394 in.)



LITHRONE G37

Four-color Lithrone G37 Specifications

Max. sheet size 640 × 940 mm (25³/₁₆ × 37 in.)
Max. printing area 620 × 930 mm (24¹³/₃₂ × 36⁵/₈ in.)
Sheet thickness range 0.04–0.6 mm (0.0016–0.0236 in.)



LITHRONE G29

Five-color Lithrone G29 Specifications

Max. sheet size 530 × 750 mm (20⁷/₈ × 29¹⁷/₃₂ in.)
Max. printing area 520 × 740 mm (20¹⁵/₃₂ × 29¹/₈ in.)
Sheet thickness range 0.04–0.6 mm (0.0016–0.0236 in.)

Lithrone GX40RP

The 40-inch H-UV-equipped eight-color Lithrone GX40RP dedicated double-sided printing press offers 18,000 sph printing with high quality, short turnaround, operating stability and reduced paper waste. Thin sheet specification for commercial printing or cardboard specification for package printing. Outstanding sheet transport performance with single-edge gripping and no sheet reversal. Margin on the tail edge of sheets unnecessary, so the sheet size can be minimized to reduce paper costs.



Lithrone GX40

The 40-inch H-UV-equipped six-color Lithrone GX40 with coater will be configured for high value added package printing, the natural domain for Komori's flagship production machine. Extraordinary reliability and quality as a result of the smoothest, most robust sheet transport system in the industry. Accommodates wide range of stocks due to sheet thickness range of 0.06–1.0 mm. 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 for powerful backup in packaging applications.



Lithrone G37 **NEW**

The 37-inch H-UV L (LED)-equipped four-color Lithrone G37 features a maximum sheet size of 640 x 940 mm. The instant curing capability means work can be immediately sent for postpress processing. Perfect for a wide range of printing needs, from printing on light stock in publishing and commercial applications to printing on heavy stock. In particular, color can be controlled by including a color bar in the margin even with 8-up impositions of A4 or US letter size paper, making this press ideal for high quality pagged items.

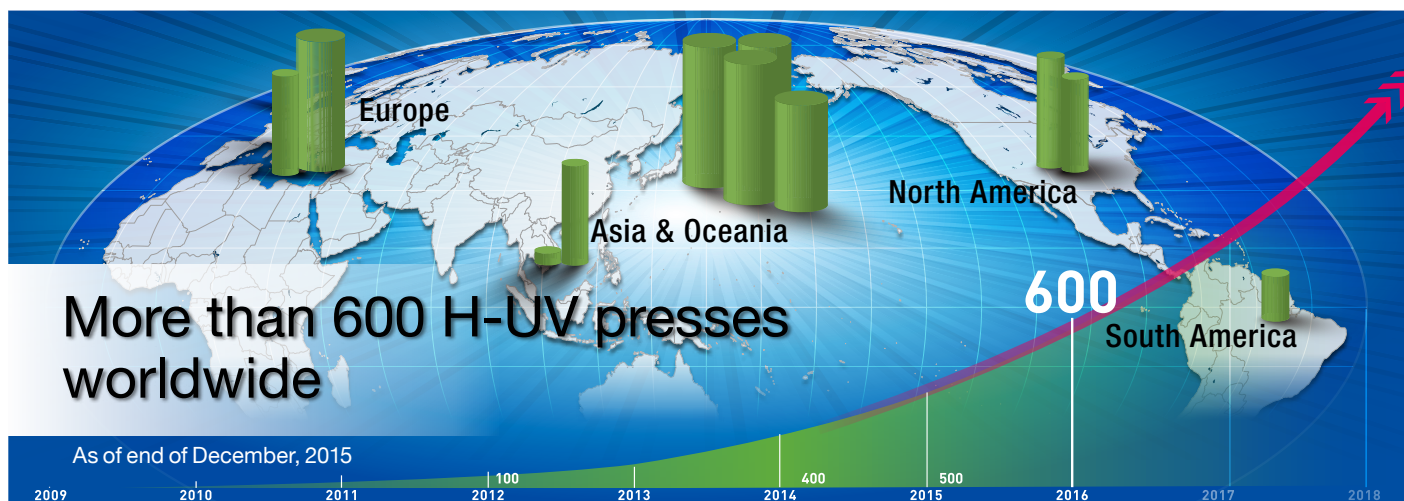


Lithrone G29 **NEW**

The 29-inch H-UV-equipped five-color Lithrone G29 with coater offers a maximum printing speed of 16,500 sph with outstanding high-speed stability even with heavy stock. Equipped with the latest systems and automatic devices for short makeready and reduced total lead time, this press offers flexible solutions for high added value printing applications. Accommodates the requirements of the most complex printing jobs.



Availability of all products depends on area.



H-UV Innovative Curing System

Since Komori introduced the H-UV Innovative Curing System in 2009, the technology has had a deep, pervasive impact on printing. It not only works instantly, allowing work to be sent immediately to the bindery for finishing, but also creates new graphic possibilities, solves problems that affect operators and the plant environment, and presents new ways of establishing a competitive advantage.

Powderless, ozone-free, very low in heat emission, compatible with virtually any

substrate — even plastic or metallic — H-UV brings a rich glossy finish, low dot gain, and vivid colors to any project.

These are just some of the reasons that Komori has now shipped more than 600 H-UV-equipped presses to every major market in the world. And now even migrated this versatile printing technique to the web offset platform in the form of the revolutionary System G38. Truly, H-UV printing means printing without limits.

H-UV USERS IN THEIR OWN WORDS

- ▶ For printers like us, who make **small, high quality runs**, H-UV is a huge advantage.
— Cassochrome, Belgium
- ▶ H-UV makes sense — it minimizes marking by the perfecting drum and slow-down wheels...and is **better for the environment**.
— CMYKhub, Australia
- ▶ It was extremely important for us to have sheets come off the press completely dry for **fast job turnarounds**.
— Calitho, U.S.
- ▶ Thanks to the **lower energy consumption** of the H-UV system, our electricity bill has shrunk dramatically.
— Pozzoli, Italy
- ▶ We can offer even **more creative options** — including drip-off and high gloss finishes, for example — and all this with instant drying of the sheets.
— Hunts, UK
- ▶ Ink consumption is reduced by 30 percent and paper waste is also cut. It's a **win-win relationship**: for the clients, the printer...and the environment!
— DB Print, France

From back issues of *On Press*

NEW

H-UV L

LED VERSION

New H-UV L (LED)

The new LED version of H-UV will debut at drupa 2016 in live demonstrations on the new four-color Lithrone G37.

Impremia NS40

40" Sheetfed Nanographic Printing® System Impremia NS40 **NEW**

The Impremia NS40 is a digital printing machine born from a new revolutionary system that uses the Nanographic Printing® process, or Nanography®. This is an innovative system and printing process that employs Landa NanoInk® colorants, a proprietary water-based ink with nano-pigment particles that measure tens of nanometers in size.

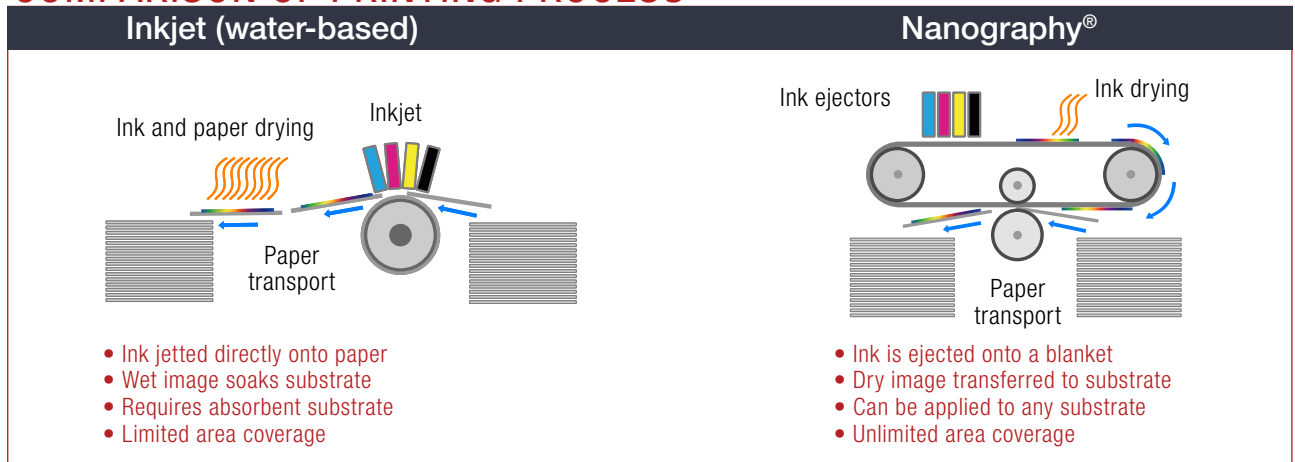
The Nanographic Printing® process begins with the jetting of billions of droplets onto a blanket from ink ejectors.

As each ink droplet lands on the heated

blanket, it spreads and very quickly loses its water, becoming thinner as it does so. When all of its water has been evaporated, the ink becomes an ultra-thin, dry polymeric film on the blanket.

When pressed into contact with the printing substrate upon transfer, this thin 500 nm layer of ink instantaneously bonds tenaciously to the substrate without penetrating it. The formed images are tough, abrasion resistant, need no post-drying and leave no residual ink on the blanket.

COMPARISON OF PRINTING PROCESS



Impremia NS40

Impremia NS40 Specifications

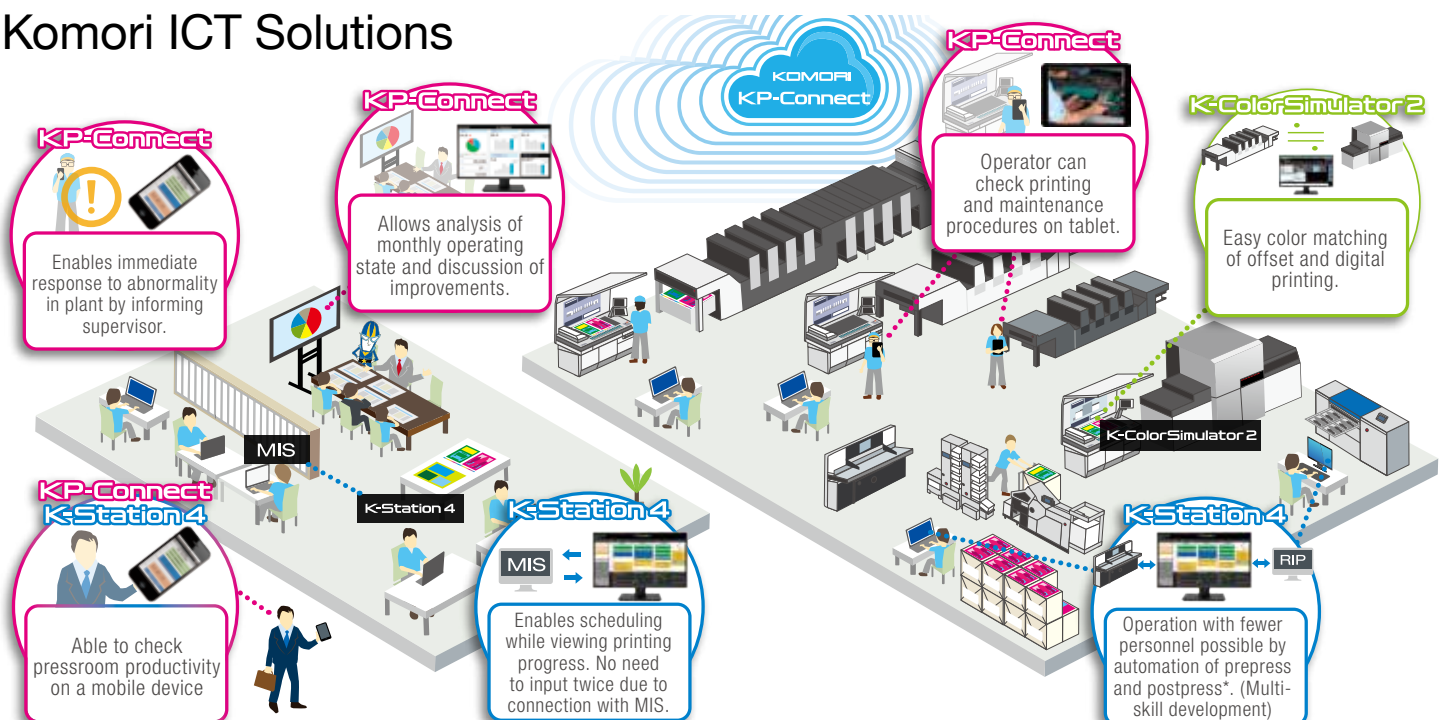
Number of colors	4 (C/M/Y/K, Landa NanoInk®)	Sheet thickness	0.06–0.8 mm/0.0024–0.0315 in. (single-sided)
Printing speed	6,500 sph	Resolution	1,200 × 1,200 dpi
Max. sheet size	750 x 1,050 mm/29.5 x 41 in.	Supported substrates	Any type of off-the-shelf media: coated, uncoated, paperboard, plastic, specialty (colored, metallic)

New Digital Workflow Solutions

Connected Print with ICT

Komori ICT (information communications technology) Solutions is the general name for solutions that only Komori as a press manufacturer could develop as powerful support for improving printer productivity. These solutions use the latest ICT and connect print manufacturing processes to make them visible, automatic and labor-saving.

Komori ICT Solutions



* Advanced option

KP-Connect **NEW**

Komori Solution Cloud

State of printing operations made visible via the cloud

KP-Connect is a service that improves productivity by allowing the printing company and Komori to share detailed press operating information in the safe environment of the cloud, making printing operations visible in real time. The printer's own improvements as well as data-based press and process improvement methods from Komori are displayed.

K-Station 4 **NEW**

Printing Task Control Software/JDF Interface

Scheduling and workflow automation for all presses

As an interface connecting MIS and the presses, K-Station 4 digitizes and streamlines printing task control. In addition, automation of prepress and postpress is available as an advanced option.*

* Technical exhibit at drupa 2016

K-ColorSimulator 2 **NEW**

Easy Color Matching Software

High-level color matching of offset and digital

K-ColorSimulator 2 is the core Komori color management system for reproducing offset printing/ISO color with output devices.

Availability of all products depends on area.

And Even
More

New Solutions

The Komori booth at drupa 2016 will be filled with many display areas highlighting other parts of the Komori Group. The Eco Corner will focus on the environmental technologies in Komori presses and manufacturing plants. The Web/Chambon Corner will show off the latest developments in web offset and Chambon packaging presses. And the Print Gallery will exhibit the latest and most artistic print creations from Komori.

Apressia CT137 **NEW**

Programmable Hydraulic Clamp Cutter



Komori's lineup of postpress equipment will be represented by the Apressia CT137 Programmable Hydraulic Clamp Cutter. Features outstanding ease of use for cutting printing stock or printed work as well as a small footprint. Stringent safety standards, ease of operation and versatility, with outstanding productivity and cost performance. To be used for all cutting in demonstrations.

K-Supply Ink



Every H-UV printing demo at drupa 2016 will use K-Supply 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. Other K-Supply consumables will also be featured in the demos.

Web/Chambon Corner



Komori's recently announced H-UV-equipped System G38 double-sided reel-to-sheet offset printing press offers productivity, quality and eco-friendly operation in a surprisingly compact machine. H-UV means no need for a large, power-hungry dryer, so total length is just 20 meters. Printing 30,000 bindery-ready sheets per hour, this web will produce a near-instant competitive edge in any market. The Web/Chambon Corner will display a panel exhibit on this and other Komori webs and provide printing samples.

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.

Availability of all products depends on area.

See you at drupa!





The Dynamics of Komori

Commercial Printing

Lithrone GX40RP: The commercial printing portion of the exhibition opened with a loaded eight-color Lithrone GX40RP double-sided printing press tackling three jobs of 200 sheets each in less than 10 minutes. Capable of handling diverse needs on light and heavy stocks, the press is optimized for high productivity with small lots and short turnarounds. Specified with KHS-AI for automatic presets, the A-APC asynchronous automatic platechanger, and PQA-S V5 for print inspection, automatic color control and automatic register adjustment, the machine ran through the work at 16,500 sph and turned in job changeover times of less than 3 minutes 30 seconds, even with a paper change.

Impremia IS29: The Impremia IS29 UV inkjet digital printing system then followed up with four jobs of its own, the first being perfecting printing of the image printed by the Lithrone GX40RP to display the ability of K-ColorSimulator 2 to perform color matching to show that digital output is virtually the same as offset. The subsequent jobs showed the vivid color potential of the IS29 using the RGB color model, versioning with variable printing, mode changeover and paper changeover. The work was then cut by the Highcon Euclid digital cutting and creasing machine.

System G38: The amazing System G38 H-UV-equipped reel-to-sheet offset printing press demonstrated two jobs of 1,000 sheets each in 10 minutes 10 seconds with a job changeover time of just slightly more than five minutes. This productivity powerhouse for eight-color double-sided printing measures just 20 meters in length, the size of an eight-color sheetfed perfecter. Very short makeready, quick print start-up and automatic color control throughout the run make the System G38 ideal for short to medium runs.





The KGC Open New Pages Show 2016 was held February 4–5 at the Tsukuba Komori Graphic Technology Center. This two-day open house drew large crowds to morning and afternoon sessions each day to see presentations focusing on two key markets: commercial and packaging. Sheetfed and web, offset and digital as well as analog and digital postpress demonstrations filled the schedule. The tablet-ready K-Station 4 integrated press management system handled planning and scheduling for all presses, both digital and offset. The exhibit of a wide range of business models by means of unique combinations of equipment, materials, processes and images was the essence of the event. The ‘Open New Pages’ message was communicated in every demo, and the diversity of options conveyed the vast array of new possibilities with Komori’s growing battery of breakthrough technologies.

Package Printing

Lithrone GX40: The six-color Lithrone GX40 H-UV plus coater with the Sheet Numbering System for package printing and the PDF Comparator was paired with the Apressia DC105 flat bed die cutter in an end-to-end package production line. The demo featured four color process with gold metallic and coater varnish in printing a confectionery box that was cut by the Apressia DC105.

Impremia IS29: The Impremia IS29 printed three varieties of a confectionery box in straight mode with variable output, which were digitally cut by the Highcon Euclid system. The digital press then printed package samples with the RGB color model by using the same image printed with the Lithrone GX40. Finally, the paper was changed to a light stock, and the digital printing system output 20 sheets in 20 seconds using the wide-gamut RGB color model.

Numerous new business models implemented by Komori’s Lithrone, Impremia, System and Apressia Series platforms with the latest Komori mechatronics and software. All optimized by the use of K-Supply consumables in every demo. Open New Pages.

Availability of all products depends on area.





Marina and Stefano Marchesi, Owners

Between tradition and innovation

A storied Italian printing house with more than a century of experience and accomplishment, including printing many of the jewels of the Italian publishing world in the 20th century. Now a major player in the fashion and luxury milieu, located in the city that is synonymous with style and artistic awareness.

At the pinnacle of quality printing. An achievement that the company has attained by integrating two apparently opposite yet vital corporate values: tradition and innovation. Marchesi Grafiche Editoriali offers its highly developed and refined know-how to clients who demand maximum attention to detail. The ultimate objective is elegant and unique products. Fashion and designer brands as well as prestigious publishers commission the most beautiful works of Italian culture – if they can count on Marchesi's top quality printing.

What are the key markets you operate in?

Style and luxury, publishing and culture, large corporations, financial institutions, pharmaceuticals, periodicals, sports, events and so on...Actually, we operate in all sectors where paper communication is not only essential but also evocative.

What strategic choices have been driving your business during the last years?

Innovation, no doubt. While new technologies have changed the means of communicating, paper is still the best medium to evoke emotion. This year, to acquire high definition printing capabilities we added a six-color Komori Lithrone G40 with coater and H-UV curing, a formidable time-saver that is making our clients very pleased.

What are the reasons for your success?

Tradition, skill and professionalism. These values are essential for satisfying our clients. We also look for opportunities to acquire talented professionals and partners as well

A

prestigious fourth-generation printer in Rome. Their key markets: from fashion to luxury and publishing to culture, with a strong inclination for technological investments and a presence abroad. The mission? Creating increasingly unique and valuable products.



as capabilities that have no connection to the world of paper.

What initiatives have you taken to face today's market difficulties?

Continuously innovating and offering quality services. Of course difficulties remain, but we never let ourselves be discouraged. On the contrary, both the current crisis and the advent of digital technologies are challenges that we have been tackling successfully. This is proven by our positioning in the market. Innovating also means investing. We did both after first identifying the market segments that are most suitable for us. In addition, we diversified our activities while always focusing on production.

How do you see the current state of the printing market?

The situation is rather critical. Digital technologies have fundamentally changed the means of communicating, and the Web now offers immediate and always up-to-date information. There are fewer printed magazines since they started evolving into digital format. Moreover, many other printed products are following this digital trend. Today our clients simply want more: high definition, utmost attention to details, technical support and assessment of results, plus all the other ancillary services such as logistics, IT integration and administrative management. But we are trying to go beyond that. We are not consultants, but our experience, skills and knowledge of materials are helping us to overcome production issues and provide clients with comprehensive support.



M

Marchesi Grafiche Editoriali was founded in 1914 by Ivo Marchesi, then a 21-year-old lithographic engraver trainee. In 1950 his son, Luciano Marchesi, took over Tipografica Craia, thus creating Arti Grafiche Marchesi. In the 1960s, with two printing plants and almost 100 employees, Luciano started to cooperate with Istituto Geografico De Agostini and Treccani, publisher of the prestigious Italian-language encyclopedia. In the 1980s, when Marchesi Grafiche Editoriali SpA was founded, his son, Stefano, and daughter, Marina, joined the company that they have since managed together and which today has entered into its fourth generation with the arrival of their respective sons. The company's turnover is 10 million euros, 20 to 25 percent coming from international sales.

Do you also operate abroad?

Since we work for Italian companies and multinational corporations alike, our turnover certainly includes a foreign component. During the last six months we have been serving international markets with a more strategic focus. Because our evaluation is still under way, we are not yet able to judge whether this move is going to be profitable or not.

What special assets are helping you to work in your core business?

Above all, our technical skills, particularly for the creation of those special products that web printing portals for the basic market cannot offer. Next, the utmost attention to customer needs. This demands the ability to fully understand their requirements, which at times differ from production requirements. Increasingly short turnarounds are just one example. Finally, we have a propensity to accept risks, in particular by going beyond the customer's nominal requirements and offering them far more substantial support.

Should your key clients and famous fashion brands be considered an opportunity or a risk?

Well, they offer us the possibility of steady growth. Supporting them means calling upon all our resources to provide new techniques and solutions. But the main difficulties come from the competition and the ongoing crisis. It's natural that clients try to save money. But when they see the difference between us and our competitors, they aim straight for our quality and attention to detail, which most printers cannot offer.

To what extent do you believe in e-commerce as an opportunity?

From the beginning, we aimed at this lean, flexible, modern and innovative tool. However, this is not a sector we want to invest in today. The market is so saturated that the competition is based solely on price. This means dealing with clients who have different requirements from our regular clients. Actually, we use e-commerce to sell and distribute finished

Opposite page: Ivo Marchesi and staff of Marchesi Grafiche Editoriali around the time of its founding.

Right: Extravagant quality and unique binding treatments account for a clientele that includes some of the most famous marques in the Italian automotive world.



products from our small to medium projects, and for the moment we are very satisfied with this solution.

What has been your most recent and important investment?

Above all, our six-color Komori Lithrone G40 plus coater and H-UV. After that, the strengthening of our sales network and marketing division, which now has two more professionals in the social and digital areas to better promote our e-commerce projects.

How are printing technologies evolving?

They follow the market. Printing speed, turnaround times and final drying all now take half the time that was previously needed. By using in-line varnishing, printing with H-UV inks on white, and overprinting colors without stressing the substrate, special finishing can bring added value to printed work. Also, by dry-adjusting the dot and using new-generation inks, a much higher printing quality can be obtained on uncoated substrates too. And finally, the production cycle can be made more efficient by calibrating colors with online measurements between prepress and printing.



Academic and cultural references are among the many works printed by Marchesi that have become landmarks in Italian publishing.

How do you assess your company structure considering the current market?

We believe that our current company size is just fine. It's also lean and horizontal, and each department is self-managed by a manager who reports to the production manager, who in turn reports to the commercial and administrative departments and top management. In fact, we are able to respond quickly to client inquiries and orders and guarantee the highest quality control in all production phases.

How far do you think digital printing will go?

It all depends on the technology. Technologies connected to web offerings will keep growing, but we should not forget that the supply is exceeding demand in the market right now. The big names will remain, but small start-ups will be forced to differentiate their lineup to survive. Certainly, high quality digital printing – which we have decided to move up to – will keep developing for very particular and customized production because today's communication demands unique high-value products.

Lithrone GX presses to **boost** Firstan's carton capacity

Firstan Quality Packaging's double carton press investment consists of a six-color Lithrone GX40 with coater and a Lithrone GX40RP with reverse printing and coater. The full-spec presses include the Komori PDF Comparator and the nonstop operation system.



Paul Hartwig, Production Director (left), and Andrew Hartwig, Managing Director

In 2016 Firstan in Cambridgeshire celebrates its 40th anniversary. Since its start in 1976, the company has always concentrated on packaging for the pharmaceuticals and food industries, its workload split evenly between the two.

Today, Firstan Pharmaceutical is one of the UK's leading pharmaceutical and healthcare packaging manufacturers, specializing in developing packaging solutions for cardboard cartons. And Firstan Quality Packaging is a UK leading supplier of food, confectionery, cosmetics, and beverage cartons and sleeves.

The six-color Lithrone GX40 and Lithrone GX40RP are Firstan's first Komori presses. Both machines' specifications include the in-line Komori PDF Comparator that automatically checks every

element of the printed sheet against the proof, identifying even the smallest discrepancy. This is especially beneficial for Firstan, who regularly produce foreign and multilanguage versions of packaging.

The company has an award-winning CAD design team that creates innovative and, more often than not, unique designs ranging from folding cartons to pillow boxes. The six-strong design group has also devised its own groundbreaking anticounterfeiting devices to guarantee product security. These include tamper-evident products such as its



patented M-Lock® system, created initially for the pharmaceuticals market but increasingly used in food packaging.

Says Managing Director Andrew Hartwig: “We’re one of the UK’s few remaining large independent packaging specialists. We pride ourselves on offering a personal, responsive service to the industry, and this inspires us to identify new ideas and continually develop new solutions for our clients.”

Investing to extend markets

Although Firstan has traditionally served the UK, international opportunities are growing, especially across Europe, as its blue-chip clients extend their own markets. Production Director Paul Hartwig explains: “Several of our UK-based clients now have divisions within the EU, and our new Komori presses give us the capacity to supply these new locations and beyond.”

Operating from a 7,900-square-meter purpose-built site near Huntingdon, the company has revenues of more than 18 million pounds annually and produces 500 million cartons a year with 140 staff. When the new Lithrone GX40RP joins the six-color Lithrone GX40 in mid-2016, annual capacity will rise to 2 billion cartons, signalling an increased turnover target of 24 million pounds within a year.

Surpassing all industry standards

The heart of Firstan’s operations is extensive quality management and assurance systems. “We aim to surpass all accredited industry standards. During 2015, we became the first UK packaging manufacturer to be certified with the pressSIGN Offset Standard, which is based on the rigorous ISO 12647-2 color management standard. Certification involves



passing tests in prepress, platemaking and printing, and we exceeded the required scores across the board,” says Paul.

Monitoring environmental impact

Andrew describes Firstan’s environmental practices: “Protecting the global environment is one of the most important issues facing mankind, and we employ exhaustive policies in assessing every business decision that may impact the environment. We conduct environmental evaluations of all our activities; our managers annually review their individual and collective goals and set new targets; and we train staff to fully understand environmental issues and responsibilities.”

This is the ethos that led Firstan to the Komori booth at IGAS 2015 in Japan. Continues Andrew: “Komori Corporation’s own environmental conscientiousness in incorporating so many energy conserving initiatives into its high-technology Tsukuba factory and into its press design certainly contributed to our decision to place the order with Komori for the two new Lithrones.”

“At IGAS we saw just how productive the Lithrone G40 and GX40RP could be for us, with their fast makeready systems and the larger sheet size. More than that, it was evident that the presses intrinsically helped to protect the environment. We also came to realize how knowledgeable the Komori family was on every level – from the technical know-how of the sales personnel to the business understanding of the technical team. The willingness and experience of the installation and training teams have underlined these capabilities and confirmed to us that working with Komori will play a major role in the future development of Firstan Quality Packaging,” Andrew sums up.



Feeding Marilyn

Ellis and the Lithrone GX40

The Ellis Group, one of Canada's largest independent packaging companies, has become an award-winning powerhouse printer by constantly focusing on three things – consistency, quality and customer satisfaction.



Cathie Ellis, President of Ellis Packaging (left), and Dave Ellis, President of Ellis Paper Box, in front of Marilyn

Founded in 1983, when Bill Ellis purchased the company, Ellis has grown into a three-facility organization serving all areas in the folding carton arena: Ellis Packaging in Pickering, Ontario, focuses on personal care, nutraceuticals, food and confectionery; Ellis Paper Box in Mississauga, Ontario, specializes in pharmaceuticals and personal care; and Ellis Packaging West in Guelph, Ontario, handles confectionery, food and specialty food tray business. The family-run company has over 200 employees and produces more than 500 million cartons per year across its three plants. It is a longtime Komori

user, currently operating five Komori presses throughout its operations.

Deep rooted partnership

In fact, Ellis purchased the first Komori press in Canada in the mid-1980s – a five-color Lithrone, which was the beginning of their long relationship with Komori. “When Mr. Komori visited my dad in the mid-1980s, Komori was just starting out in North America. Komori not

only wanted to sell us a press, they wanted to build a partnership, and that collaboration continues today. Dad never forgot that Komori was there for him in the beginning,” says Cathie Ellis, President of Ellis Packaging, which is also home to the first Komori Lithrone GX40 in North America.

Dave Ellis, President of Ellis Paper Box, notes that the packaging market has changed significantly since the early days of their business: “Initially folding carton work was easy to get. Most of the work was two to four colors, maybe spot colors, but not nearly as sophisticated as the packaging we see today.” Now the company provides value-added coating, cold foiling and special colors to meet and exceed their customers’ expectations. “We are not afraid of a challenge, and through our structural design group and our value-added printing capabilities we can take a client’s idea and turn it into an intricate, beautiful carton that helps build their brand,” says Dave. Cathie adds that turnaround times have drastically shortened: “A four- to six-week lead time used to be standard – now it can be as quick as two weeks, so we really need to be efficient.”

Maxed out to stand out

The drive for continuous improvement and maximized productivity led Ellis to stay on the cutting edge of technology – as evidenced by their most recent press purchase, an eight-color Lithrone GX40 with UV, PQA-S and full logistics. “We attended the Lithrone GX40 open house at the Tsukuba Graphic Technology Center in 2014, and were very impressed with the technology,” says Cathie. Prior to choosing Komori, Ellis vetted other manufacturers to ensure they were making the right choice for their business. “The decision to go with Komori was based on many different factors. The success our other facilities have with their Komori presses, the extraordinary Komori print quality, and the fact that we would have a press that was different than others in the marketplace were key drivers,” says Cathie. “We want to stand out from the competition.”

Eye on Impremia IS29 for short runs

The Lithrone GX40, affectionately named “Marilyn,” has been in operation since the fall of 2015, and the printer is pleased with the machine’s performance. “One of the biggest challenges we’ve had is keeping enough board in stock. This press, running at 18,000



“The decision to go with Komori was based on many different factors. The success our other facilities have with their Komori presses, the extraordinary Komori print quality, and the fact that we would have a press that was different than others in the marketplace were key drivers. We want to stand out from the competition.”

—Cathie Ellis, President of Ellis Packaging

sheets per hour, chews board, so we’ve had to revamp how we schedule and order, but we’re very happy so far,” says Cathie. She adds that training their press crews on the new technology has been critical to the success of the start-up: “There is a lot to learn to maximize the efficiency of the press.” Cathie is impressed that not only makeready times but also waste has been reduced: “Board is our biggest expense, and the more we can reduce waste, the more we add to our bottom line.” Cathie also believes that the PQA-S will be a big help in maximizing waste reduction: “Identifying defects early has the potential for us to reduce waste by up to 50 percent. That’s a tremendous boost to productivity and profitability.”

The future for Ellis will continue to focus on process improvement. “We have these presses that can produce an extraordinary amount of work. Now we need finishing equipment that can keep up with it, so we will be looking for those kinds of solutions,” says Dave. He also believes investment in digital equipment may be on their horizon: “While Cathie may not agree with me, I think inkjet, especially for short-run packaging, may be on our horizon. I think we need to start investigating that just to make sure we’re not behind the technology curve. Who knows, maybe an Impremia IS29 is in our future.”

For now, the company will focus on customer satisfaction and growing their business. “Our industry is changing. It is shrinking through mergers and acquisitions and we need to stay on top of our game. We deliver a quality product and our customers know we’ll go the extra mile for them. Our goal is to be the largest private package printing company in Canada, and the only way we can achieve that is to be the best. We have great equipment, great employees and great customers. We feel very fortunate,” says Cathie. “And of course, we have to feed Marilyn.”

La Prensa Etichette tools up for **growth**

Label printing – a core component of the vast packaging industry – combines diverse technologies, printing methods, substrates and hardware strategies with extremely demanding quality standards. This segment also consistently yields very attractive growth figures.



In fact, the global market for labels will exceed 40 billion US dollars in value by 2019, according to the leading market research authority. And the beverage and food component of the market is unsurpassed in requiring a continuous awareness of consumer trends.

La Prensa Etichette Italia, the leading producer of paper labels for mineral water in Italy, is located in San Giuliano Milanese,

a small town just 12 km southeast of Milan, the vibrant commercial capital of Italy. Now La Prensa is expanding its territorial reach and its repertoire of offerings. To drive this growth, investments in technology are a strategic priority for the company. The printer's recent acquisitions are outstanding examples of this approach: a six-color Komori Lithrone GX40 with coater and the revolutionary H-UV curing system for printing paper labels, and a flexographic web for plastic film labels.

Since the outset, La Prensa Etichette Italia has specialized in paper label printing, in particular the wet glued type. Founded in Milan in 1966 by brothers Diego and Sergio Delfino, the company was relocated to San Giuliano Milanese, where new strategies, innovations and customers punctuated its long and steady growth. Today the company boasts important technological and strategic expertise in all types of label production, not only for mineral water and beverage producers in general but also for makers of olive oil, wine, liquors and foods, including chocolates. This clientele was not assembled by chance. Decades of experience and a devotion to impeccable customer service are the foundation of today's commercial operation.

A leader by numbers

La Prensa's position in the industry can be seen clearly from the numbers. The company prints more than 10 billion labels every year, of which 80 percent are on paper and 20 percent on plastic film substrates. Last year the company's turnover reached 18.4 million euros, but this year it is expected to hit 21 million. With 85 employees and three



operating units – flatbed paper label printing, plastic film label printing, and finishing and shipping – La Prensa is in an ideal position to meet all market requirements.

New Lithrone GX40 H-UV

Recently the company invested approximately 10 million euros in plant and equipment, seeking to improve its already high print quality, the technological innovation of its production and the efficiency of its service. Particularly conspicuous is the purchase of the new six-color Lithrone GX40 with coater and H-UV, automatic platechanger and PDC-SX. This is the first model of its kind in Italy, but also the first press to be equipped with Komori's total print quality assessment system to guarantee print perfection. "We started our journey with a secondhand single-color offset press, and we kept purchasing only used equipment," says Emanuele Delfino, a member of the executive team. "This continued until five years ago when we installed our first new Komori press. It was a necessary step for us because the gap between new and used presses was becoming too large. It goes without saying that the new presses helped us achieve more efficient operation. The Lithrone GX40 with coater, in particular, has allowed us to provide the best results achievable with today's technology. With this last Komori press, we currently operate five offset presses having a total of 32 printing units."

The press was installed in July 2015 and put into production only seven days later. "It's been a challenge for us too," says Silvano Bianchi, Komori Italy's Managing Director. "This Lithrone GX40 installed in La Prensa is

a first configuration of its kind in Italy, and a pretty unique one too. Given the 750 x 1,050 mm format, it's the ideal machine for the packaging business, whether for labels or paper converting. Komori spares nothing with this model because they believe it's a strategic machine. The first unit will run either H-UV or conventional ink while the other units run conventional. The first unit is equipped with an H-UV dryer, and an IR dryer is mounted in the extended delivery. One of its crucial features is the PQA, the Komori print quality assessment system, which uses a CCD camera installed in the last printing unit to check every sheet for any printing anomaly. It also provides automatic density control."

Integrated process

Enjoying an average run length of 25,000 sheets, La Prensa has optimized long-run production to the highest level possible. However, printing itself is just a part of the production process because in order to obtain the best results, packaging and logistics must also be optimized. La Prensa has achieved a perfectly working closed-loop process, where all elements fit together like a puzzle and in such a way that the production flow fully meets both the quality and turnaround requirements of today's market.



Plastic film labels

Dusung makes **waves** with Korea's first Lithrone GX40RP

The densely populated capital city of Seoul holds more than 20 percent of the Korean people. Recently printers looking to expand have been moving from Seoul to nearby satellite cities to reduce costs. Going against this trend, one printing company located in the center of Seoul installed Korea's first eight-color Lithrone GX40RP.



Kim Sang-gyu, Representative Director

Dusung finds the solution: Komori

Kim Sang-gyu, Representative Director of Dusung Print, launched a printing business called Yujin Culture in 1991. Starting out with a used four-color Lithrone 26, the company eventually built a fleet made up of a five-color Lithrone S40, a five-color Lithrone S26 and a four-color Lithrone A37. Lee In-kyung, in charge of company finances and management, describes Dusung's partnership with Komori: "Although for a while we were running presses from another manufacturer, frequent machine breakdowns and printing difficulties were extremely troubling. Other printers we knew recommended Komori machines, and once we installed a Komori press we were free of these problems. We love Komori."

Dusung Print's main customers – fashion houses famous in Korea such as Joinus, HUM and Beanpole; jewelry brands Goldendew and Stylus; and ad agencies like Born Creative and ADline – make up 90 percent of the clientele, so print quality is Dusung's lifeline. And for this reason, selecting printing presses with a view toward quality is crucial to the company.

'First in Korea' press: big news

In August 2015 Dusung Print installed the eight-color Lithrone GX40RP – the first RP type duplex press in Korea. That an ordinary printer running three presses in Seoul had decided to invest in this press was big news in the Korean printing industry. Director Kim explains why: "A breakthrough was necessary to maintain our competitive edge in price and orders compared with the small printing companies that remain in Seoul. And we also paid attention to firms printing large volumes of work who had moved out of Seoul. We believed that we stood a good chance of prevailing if our productivity and competitiveness were up to the



task. That was when we noticed Komori's RP type duplex press." Mr. Kim spent one year studying all types of double-sided printing presses and visited Japan twice to observe the RP: "My research convinced me that the Lithrone GX40RP was the preferred choice. With both the conventional double-deck and long perfecter types, there were limits on the paper thicknesses that could be printed, and there were issues both with print quality caused by the use of leading- and tail-edge grippers and with paper waste. The GX40RP, however, was a perfect double-sided press that had overcome these shortcomings."

Kim gives a rundown of the smooth installation process: "While the machine was being manufactured, preparations for moving the factory were being made. In general, finding a factory to accommodate a machine more than 25 meters long is so difficult that people asked us whether any place in Seoul

would have room for a Lithrone GX40RP. Fortunately, we found a 1,650-square-meter factory that was close to our original facility. The space allowed us to run our earlier five-color Lithrone S40 and five-color Lithrone S26 in the same premises."

Flying colors in first test

The introduction of the machine proved extremely gratifying. No sooner had the press been installed than the printer had an experience that exceeded his expectations for the Lithrone GX40RP: "Right before installation, we got an order from a client for one million sheets of double-sided work in 40-inch format. With a one-sided machine, that would have been a job requiring 17 to 18 days working day and night – printing one side, drying, flipping the sheets, printing the reverse side, drying and finally delivery. Even though it was still in the setup stage, the RP was running at its awesome 16,500 sph printing speed, and the job was completed in just seven days. I saw with my own eyes that productivity had more than doubled. And there were absolutely no problems of set-off during printing and no scratches or feeder stoppages."

"This press really shows its power in short-run work. It is specified with a full complement of automation, including A-APC, KHS-AI and PDC-SX, so there is no waste in job changeover or during a production run. When running 500-sheet jobs, its productivity was sufficient to finish 10 jobs per hour. The CTP system can't even keep up," he says with deep pride.



Elma Basim opts for **H-UV** on second Lithrone

Istanbul's Elma Basim was founded in 1986 as an IT systems integration supplier for newspaper publishing and advertising companies, diversifying in 1995 to become a repro house. Having thereby familiarized itself with printing production, one year later it moved into print itself, attracted by the prospect of better profits.



Ihsan Elhan, Managing Partner, Elma Basim (left), and Hamdi Kaymak, Managing Director, ArasGrup

Initially Elma Basim produced brochures and folders for local agencies and designers, and now it handles a massive range of print, most of it general commercial work, for customers throughout Turkey, producing an annual turnover of six million US dollars. Although currently packaging printing constitutes only a small part of the workload, the company hopes that with its new H-UV-equipped six-color Lithrone G40 and coater, its carton business will grow in time.

Managing Partner Ihsan Elhan explains: "Our early days in IT and repro helped us to understand the importance of integrated production in order to offer the fastest response and shortest turnaround times – and we learned that this is best achieved by handling everything in-house." The company manages this through a unified workflow system, and its 4,000-square-meter premises house substantial prepress equipment and a massive finishing facility.

Elma Basim's first initiative with Komori was in 2006, when it installed a four-color Lithrone S40. The press served the company well for eight years, but the advent of H-UV curing prompted the printer to look to Komori again in 2015 for its next major press investment.

Illustrating H-UV benefits to customers *and* competitors

Mr. Elhan says: "We examined the H-UV curing system in detail at the Komori Graphic Center-Europe in Utrecht, where we later subjected it to strenuous tests. What appealed to us about the H-UV system in general was the increased flexibility it would add to our production capabilities."

"We consider ourselves strong at our own marketing, and we are one of the few printers prepared to invest in exhibiting at international trade shows. We realized that the new capabilities of this press



would provide us with excellent marketing opportunities to present to customers and new prospects. We could promote not only the range of finishes and accelerated throughput that the rapid curing offers but also the superior quality and enhanced appearance of jobs printed without spray powder, especially on uncoated papers. We recognized that we would also be able to illustrate – not only to customers but also to our competitors – just how competitive the H-UV system makes us through savings in consumables, such as ink and replacement UV lamps,” Elhan continues. “These were some of the key aspects behind our specifying a press with six units and a coater – a combination that is also allowing us now to look into hexachrome, the addition of offset metallic to our four-color work, spot colors and varnishes, and even seven-color work,” he adds.

Elhan explains why he chose Komori for H-UV: “Of course, we did look at the alternative new-generation UV systems on the market, but we did not consider them ready yet. Komori is

“These were some of the key aspects behind our specifying a press with six units and a coater – a combination that is also allowing us now to look into hexachrome, the addition of offset metallic to our four-color work, spot colors and varnishes, and even seven-color work.”

— Ihsan Elhan, Managing Partner

the pioneer in this field – with a system that’s been thoroughly tried and tested internationally across all specifications. The H-UV curing system also delivers environmental benefits – with lower energy consumption, no ozone or heat emissions, and no spray powder hazards around the factory or the press itself.” “Additionally, we were influenced by the latest level of Komori press technology such as the automatic plate changing, the KHS-AI fast makeready system that reduces waste, and the control systems,” he says.

H-UV in action

Elhan says the new Lithrone G40 has given them not only great advantages but also new business: “In practice, we are definitely finding that the immediate drying on the new press is helping us to turn around work faster. Adding a coater to the specification has proved beneficial in several ways. We’re working on drip-off techniques to offer clients added value, and we use it, for example, to add extreme gloss on H-UV jobs and to add a protective layer over some plastics.”

“We’re attracting business through a balanced combination of direct sales and promotions as well as new opportunities from existing clients. Because of our confidence in offering rapid turnaround times and consistent quality as well as our compliance with FOGRA/ISO PSO standards, we’re able to build our business and move into new fields both locally and internationally,” concludes Elhan.



PGM ramps up **capacity** with another System 38S web

Latvia's PGM recently made its second investment in a heatset web offset press – another Komori System 38S 16-page web, installed nine years after the first, which doubles the company's heatset web capacity.



Visvaldis Troksa, Chairman

This installation comes on the back of a significant period of success for the Komori web division, justifying Komori's claim to currently be the largest supplier of 16-page heatset web offset presses in the world. Over twenty-five 16-page Komori webs were sold in 2014 – many heading to new businesses and several to existing customers.

The roots of Poligrafijas grupa Mukusala (PGM) can be traced back to Diena-Repro, founded in 1993 in Riga as one of the first prepress studios in the Baltic States. Mukusala, a printing

house set up in 1996 to print newspapers, was merged with Diena-Repro in 2000.

In 2006 the company took aim at the magazine printing market, with the installation of a heatset machine, its first Komori System 38S 16-page web offset press, accompanied by the installation of a Muller Martini finishing line. The target was to extend its focus beyond Latvia and nearby Lithuania and Estonia to export markets further afield, including the many magazine publishers in Scandinavia and the Benelux countries.

With further investment in finishing equipment, particularly in inserting lines, PGM tripled its export volume by 2009 and has seen a steady increase in the ensuing years, taking PGM's current annual turnover to nearly 15 million euros.

The philosophy behind the growth

Chairman of the Board Visvaldis Troksa explains the philosophy behind this impressive success: "Technically, we have always followed internationally recognized quality management standards, and we regularly analyze the needs of our customers to ensure that we attain the highest level of customer satisfaction. We believe in loyalty and maintaining close relationships both with our customers and our staff – and we work ethically in all respects. We have never aimed to be the biggest, just to stay profitable. Which we have every year since we started. The service we provide is the most important factor in our success. We believe in being recognized by publishers for the reliable service we provide, the high quality we produce and the high standards we maintain.



With regard to investment, our principle is to invest in whatever gives us the lowest cost and highest quality, not necessarily investing in the lowest priced equipment. This also means reacting to changes in the market through our investments."

"In recent years we have seen an increase in the number of jobs but not in the overall volume. In fact, we are using about the same volume of paper each year, but publications are now split into serving niche markets – resulting in lower average circulation and, consequently, shorter run lengths. Now our average run is around 20,000 copies, and we handle over 130 magazines each month most of which are usually perfect bound and stitched. Currently, 50 percent of our heatset work is to export markets, despite the high level of competition throughout Europe on the heatset web front. Deadlines, as always, are tight, but from Riga we're well served for delivery connections," says Mr. Troksa.

Investing in Komori again

Troksa says it was clear they needed another heatset web: "Although the market in Latvia

is growing slightly, it does not offer the same potential for major growth as many countries in Europe. Our aim is to reach a 20 million euro turnover within the next two years. Our analysis in 2014 showed that we needed additional capacity, as we'd already been working our existing System 38S almost continuously 24/7. Also, we felt it beneficial to offer publishers additional security by having a second similarly specified heatset web for backup and urgent jobs, and finally, the more compatible with our existing System 38S, the better. That first Komori web, installed in 2006, has never given us any major problems. Its performance has been stable, and its output has consistently been high in quality. Service and spare parts availability from Komori have been immaculate over the full nine years."

"These factors, plus the automated plate changing, the fast makereadies with the consequent savings in paper, and the easily understood control systems, have been significant tools in the development of our business. We really trust the equipment and the Komori company," says Troksa.

A win-win solution

"Our usual policy is to consider all suitable options, but this time everything pointed to a second Komori web. We didn't really consider moving to a 32-page press. A 16-page gives us more flexibility, especially as circulations continue to fall and niche market publications continue to increase. And adding a press of the same specification as the first one gives us the ability to run the two in tandem, if necessary," Troksa adds.

"The new System 38S has been running for a few months, and it's fully justified our decision. Indeed, the very fast changeovers we are achieving with the Komori KHS-AI makeready system, the fully automatic plate changing and, this time, the Komori reel stand make us especially competitive on niche market magazines, which can have circulations as low as 5,000 copies. As something of a bonus, we've already run the two System 38S webs in tandem on the same job and the finished sections were entirely compatible!" Troksa says happily.





KGC-China **Renewal** Open House

The Komori Graphic Center in China reopened with a heavily attended open house after a renewal and refitting with a state-of-the-art Lithrone G40 H-UV. The affair was capped by a visit to Shenzhen Artron, the local unit of one of China's most celebrated printers.



KGC-C's Threefold Mission

- Demonstration center: displays the latest Komori technologies and runs press tests for customers.
- Printing college/training center: handles training in printing technologies (hardware and software).
- Research & development center: R&D of products as well as assessment of printing materials.



was one of the first printers in China to install Komori presses to meet the demand for production and quality. More than 10 Komori presses currently operate in the plant. Mr. Wang said that the Artron Group is very satisfied with the equipment and service provided by Komori and Infotech.

On January 6, the KGC-China Renewal Open House was held at the Komori Graphic Center-China (KGC-China). With a spotlight on H-UV high added value printing, the open house was attended by more than 100 printing industry figures, including Komori users and the media.

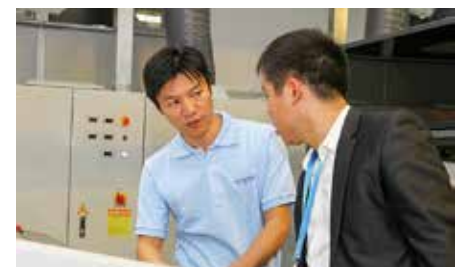
At the event, Toshiyuki Tsugawa, Executive Officer and Group General Manager, Overseas Sales Group, offered opening remarks, expressing his thanks to all the attendees and his hopes that 2016 would be a wonderful year.

"Komori established KGC-China to provide better service to Chinese users. We not only encourage visitors for tours and demos but also hope that printing companies will carry out a variety of tests here. We sincerely look forward to 'opening new pages' together with you all," said Mr. Tsugawa.

High-end Lithrone shows its stuff

The newly installed six-color Lithrone G40 H-UV with coater specified for package printing performed a high added value printing demonstration. Two different images were printed on matt art paper and gold and silver cardboard using three printing techniques. Even when printing images with heavy ink coverage on these difficult-to-cure papers, problems such as scratches and smearing were avoided thanks to the instant curing of the H-UV system.

Following the demonstration, the group was given a walk-through tour of the Shenzhen Artron printing plant. Wang Xiaobin, General Manager of Artron Art Group, offered welcoming remarks and introduced the history of the company, its management philosophy and the work of the Artron Group in environmental protection and clean printing. Artron



K-Supply

Komori standard ink for H-UV

Lower Costs and Higher **Efficiency**

Founded in 1946, Kowa Printing is known for high print quality and environmentally friendly printing. The printer installed a four-color Lithrone A37 H-UV in 2012 and then retrofitted its existing four-color Lithrone S40 with the H-UV curing system.



In July 2014, Kowa Printing began regular use of K-Supply KG-911 ink – Komori standard ink for H-UV. *On Press* asked Kowa President Hiroshi Imai, Manufacturing Department Manager Hitoshi Numano, and Manufacturing Department Printing Section Chief Hiroaki Tashiro about the reasons for the introduction of the new ink and its benefits.

Reduced costs due to 20 percent less ink usage

Having long hoped for lower H-UV ink costs, Kowa Printing tested the newly developed KG-911 H-UV ink in May 2014 on the recommendation of Komori. The company had been using K-Supply products such as dampening solution, rollers and cleaning cloth since installing the H-UV presses.

President Hiroshi Imai says: “We first tested for mileage – the number of sheets printable per kilogram of ink. We’d been told that although the price was the same as the ink we’d been using, the quantity used would be smaller, so it would be

possible to reduce total ink costs. And the test results proved this claim. In the test, we measured the volume of ink used to print 1,000 sheets with 70 percent solid ink coverage. While there was some variation by color, the figures from the test clearly showed an average 20 percent reduction in the amount of ink used. There were no reports from the pressroom of problems regarding color. These results were sufficient, so I decided to adopt KG-911 after getting plant manager and staff input.”

Mr. Imai says there’s a clear advantage to using Komori-brand materials: “We now use Komori-recommended H-UV related materials exclusively. Getting the runaround from manufacturers regarding responsibility when there is a problem just doesn’t work for us, so it’s a plus to be using products that are uniformly managed by Komori.”

Good flowability reduces burdens

“I was skeptical before the test, but now I can work with confidence since this ink meets my needs,” says Manager Numano. “Because we had no experience with UV, we’re acquiring technical expertise on the job by utilizing Komori intensively. Working efficiency improved dramatically once we switched to KG-911. Our previous ink did not flow very well. We had to frequently stir the ink fountain with a spatula and clean the metering roller. It’s a big advantage that such tasks have been greatly minimized. The settings for ink



Hiroshi Imai, President

“Getting the runaround from manufacturers regarding responsibility when there is a problem just doesn’t work for us, so it’s a plus to be using products that are all uniformly managed by Komori.”

fountain openings are clearly different, so every day we see that we are using less ink.”

Chief Tashiro adds: “We have two H-UV presses, each run by a single operator. Since KG-911 has suitable density, we print with the basic density and it’s been problem-free. It’s easy to use because of the excellent response to density changes and the lack of dot gain issues. For jobs with heavy ink coverage, the amount of ink used is clearly less. Flowability has improved since we changed to this ink, and so ease of use is better. The amount of ink misting is greatly reduced. I haven’t wiped off any ink in the past six months, and there’s just a small amount of color.”

Availability of KG-911 depends on area.

Hitoshi Numano,
Manufacturing Department
ManagerHiroaki Tashiro,
Printing Section Chief

Web H-UV Open House

Tsukuba, JAPAN

On November 20, 2015, at the Tsukuba KGC, demos of the latest version of the H-UV-equipped System G38 offset printing press and an eight-color Lithrone GX40RP H-UV press were run using the same images and paper to provide a comparison of print quality. The Lithrone GX40RP exhibited high productivity thanks to its unique double-sided reverse printing design, smooth start-up and a host of innovative functions. The new System G38 was developed on the concept of melding sheetfed H-UV printing technologies (H-UV, color control, PDC-SX and KID) with web productivity. At 20 meters in length, it is roughly the size of a long sheetfed perfecter but with 2-3 times the productivity. The verdict on comparison of the prints? The System G38 delivers quality amazingly close to that of the sheetfed.



High Security Printing Asia 2015

Jakarta, INDONESIA

High Security Printing Asia, an event drawing central bankers, private banknote printers and security-related equipment makers, was held December 7-9, 2015, in Jakarta, Indonesia. At the exhibition, Komori introduced its banknote and security printing presses. In presentations, Komori discussed the latest printing techniques and anticounterfeiting technologies using currency printing samples. At the dinner hosted by Komori on the last night of the event, following a greeting by Komori Chairman Yoshiharu Komori, the Tsukuba Plant and products were explained.



Expo Seria East

Tokyo, JAPAN

Seria Corporation, the printed electronics (PE) and precision machinery specialist unit of the Komori Group, held Expo Seria East 2015 at the Ota City Industrial Plaza in Tokyo on December 9-10 following the 7th Expo Seria West 2015 held at the company's Kakamigahara Plant in November. A new roll-to-roll screen printing press and a vertical double-sided screen printing machine were exhibited at the event, and solutions to gravure offset process-related problems were presented. Seminars were held, and many visitors from a range of industries visited the show.



PGM Open House

Riga, LATVIA

PGM (introduced on pages 30–31) has always found that getting customers through the door to receive the PGM experience pays handsome dividends. The first Komori System 38S 16-page web was heralded with a memorable open house, and so was the latest System 38S. The space-themed event was held in November at the company’s 5,000-square-meter facility and was attended by over 200 VIP guests from Europe and beyond. Chairman of the Board Visvaldis Troksa celebrated the gathering, saying, “As with the open house nine years ago, this was a resounding success. We have no doubt that the anticipated increase in business will follow.”



Road Show

Suzhou, Jinan and Wuhan, CHINA

In December 2015, Komori together with Chinese distributors Infotech and AFA held a series of technical events throughout China in cities such as Suzhou, Jinan, and Wuhan. In Suzhou and Jinan, more than 100 printing companies from all parts of China participated. In Wuhan, Komori together with AFA took visitors to New Only Printing Co., Ltd., a leading commercial printer in Hubei Province, to see an on-site demo of an H-UV-equipped Komori press. This was very successful and won an enthusiastic response.



Pamex

Mumbai, INDIA

PAMEX 2015, a general printing exhibition for commercial printing, publishing printing, and the seal, label and packaging industries, was held in Mumbai, India, from December 9–12, 2015. Komori exhibited a four-color Enthroner 29 and visitors watched it perform in commercial and publishing printing demos. For packaging, a panel exhibit of trending topics and a video of user case studies were offered. Komori also held a seminar on package printing and high added value printing.



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