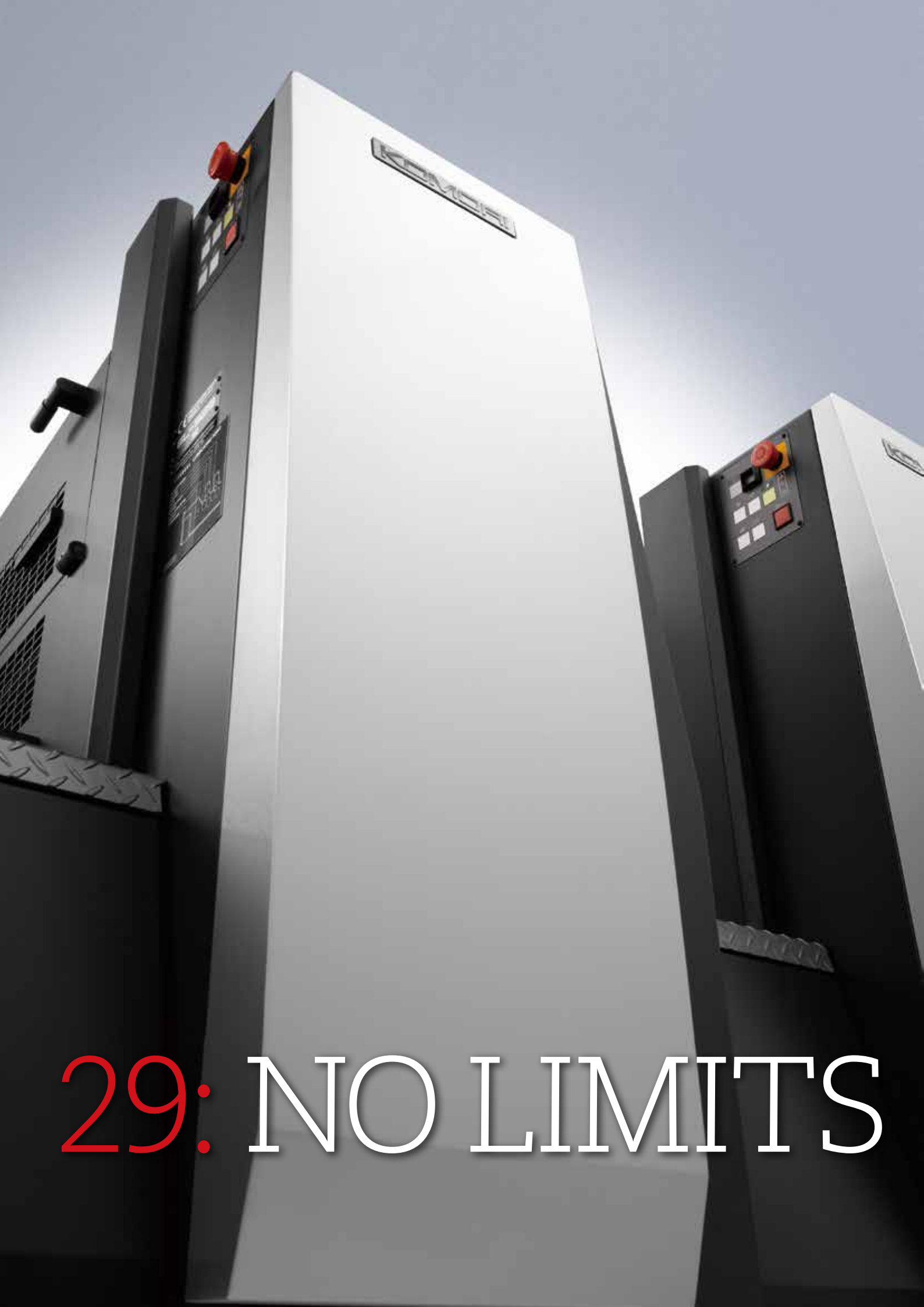


ON PRESS

No. 89
2017
KOMORI

Digital and Offset **Together** How the Future Will Look





29: NO LIMITS

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Half size premiere, Full size response

Komori Graphic Center-Europe Open House



Under the theme ‘Half Size, Full Potential,’ October’s half size premiere at the Komori Graphic Center-Europe (KGC-E) in Utrecht gave printers their first opportunity to see full demonstrations on the H-UV-equipped five-color Lithrone G29 + C offset press and the Impremia IS29 29-inch sheetfed UV inkjet digital printing system since they were launched at drupa 2016.

Philippe Fiol, Group Business Development Director, Komori International Europe, outlines the philosophy behind the event and the program, which also included a visit to see Screen’s new Truepress Jet520HD webfed inkjet printer:

“The purpose behind the technology premiere at the Komori Graphic Center-Europe in Utrecht was to enable visitors to closely evaluate the full potential of Komori’s latest 29-inch offset and digital solutions. We all see what digital technology brings to our everyday lives, and we know that the character of offset printing will keep the offset process at the forefront of print production for the foreseeable future. So the further purpose of our event was to show how we embrace and differentiate between these technologies, and also connect them through our KP-Connect cloud-based interface to provide ultimate production flexibility.

Representing 29-inch offset was the five-color Lithrone G29, which made its world debut at drupa 2016. In Utrecht, the machine was equipped with coater and the unique Komori H-UV curing system – the five unit plus coater configuration is a popular specification on both our 29-inch and 40-inch Lithrones as it capitalizes on the instant curing benefits of H-UV by providing the facility to create many attractive added value finishes and effects.

On the digital front, we featured Komori’s new 29-inch sheetfed Impremia IS29 UV inkjet system – digital printing with a difference! Running at 3,000 sph in single-side mode, the Impremia IS29 enables printers to match the quality and finish of offset print with digital. It not only offers all the well-established attributes of the inkjet and digital processes but also provides the capability to print on precisely the same substrates and achieve the same end result as offset printing.

The Impremia IS29 comes into a unique class of its own when the requirement is for just a short run of what would normally be an offset job – advance copies, proofs, test samples, short runs to make up a shortage in quantity – these are just a few examples. In perfecting mode, it can produce 8-up impositions, so double-sided jobs are handled as quickly as single-sided jobs.

The Impremia IS29 incorporates UV technology offering instant curing and the ability to start finishing immediately. Through the unique Komori K-ColorSimulator 2 software, calibrations for ink density can be automatically specified to match the digital output with offset. No additional or different front-end work is required – the same original prepress files are used, and because the color gamut of Komori’s inkjet system is even wider than offset, color reproduction will be identical.

Komori’s entry into digital production is now also enhanced through its recent collaboration with Screen Europe, which adds to Komori’s offerings Screen’s Truepress Jet520HD full-color variable inkjet printing system. This was demonstrated to visitors to our Utrecht event during a visit to Screen’s nearby European demonstration center. Screen presented the system under the ‘Best of Both 2016’ slogan, in which Screen joined with Komori for the very first time to show commercial print specialists the very latest in high-speed webfed inkjet and 29-inch sheetfed offset. Screen is the world leader in digital on-demand color inkjet and CTP systems, and the Truepress Jet520HD adds a strong and reliable dimension to the Komori range of printing solutions.”



Komori’s Truepress Jet520HD sales area: Belgium, France, Germany, Italy, The Netherlands, UK and the U.S.

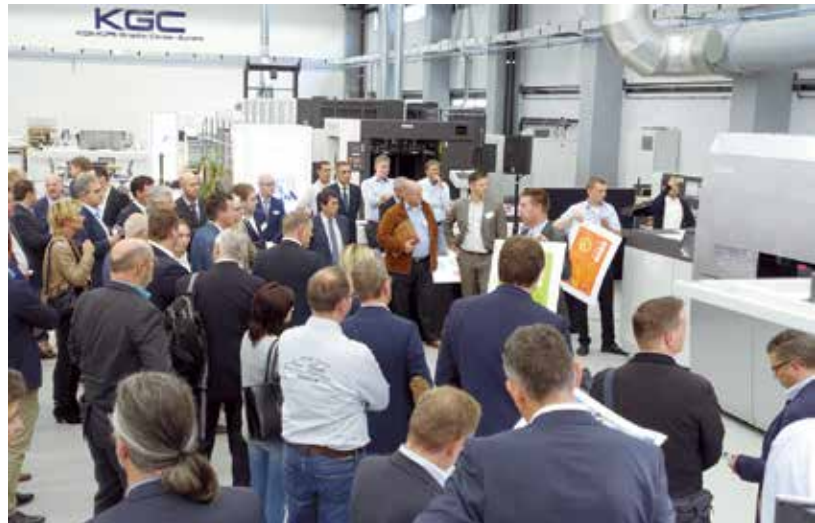
Close focus on the Impremia IS29

Robert Holscher, Komori International Europe's Director of Digital Sales, explains the Impremia IS29 in detail, before and during the demonstration:

"Everyone looking closely at the Impremia IS29 can see that it's built like a press – a Komori press, because that's what it is. Paper transportation from the feeder to the sheet transfer system through to the delivery revolves around Komori offset precision. The Impremia IS29 will deliver the same unequalled level of reliability that has always been the keynote of Komori presses and, in every way, it complements Komori offset presses in any production environment.

In the Impremia IS29, Komori has the only 29-inch inkjet system to allow complete freedom of substrate – just like Komori's H-UV curing system with its instant curing, which has proved a huge success across all sectors of the industry. On the Impremia IS29, this includes printing on plastic, cardboard, matt and uncoated materials, and metallized paper. Maximum operating speed of 3,000 sph in single-side mode and 1,500 sph in double-side mode. Ink curing through Komori's UV process is immediate, color consistency is unparalleled, and the printer can be sure that the sheet in the press delivery maintains the same color densities when it's delivered to the customer.

In developing the Impremia IS29 system, Komori's philosophy is to take flexibility in the print room to a new level. Of course, printers with diverse requirements are not always sure which direction they should take. Our Half Size, Full Potential event offers the opportunity for visitors to see that they



can now achieve through digital production the same results as they do with Komori's offset presses and H-UV curing system. There's no better way to prove this than by showing matching jobs printed by both processes, which is exactly what we are doing at our event – printing a quality full-color job by offset on the Lithrone G29 using H-UV curing and matching the color, finish and feel of this on the digital Impremia IS29.

The enormous potential for the Impremia IS29 extends to packaging, point of sale and proofing too. For packaging designers working on product development, it provides a new opportunity to present totally authentic one-off or small batch cartons on the recommended final material – and of the same weight – as the Impremia IS29 handles any type of stock from 0.06 to 0.6 mm in thickness.

There's another benefit of the Impremia IS29 and its UV curing system that raises the standard even higher on these types of jobs. The ink is sprayed directly onto the substrate. There's no heat or pressure applied to the sheet and no contact with the surface of the material, whatever it may be. Curing is instant and there's no possibility of marking, blurring or scratching the surface of the printed image. The elimination of heat opens up new marketing opportunities to print on metallized surfaces, which are likely to bubble and lose luster when printed on digital machines that generate heat.

Ultra-short-run point of sale, quick-fire merchandising material and even variable data work can be printed on foil, film and other plastics in true digital on-demand style.

The Impremia IS29 really does come into its own on proofing – whether it's for proof-checking or just to produce a few authentic advance proofs for sales meetings or conference purposes. Clients



can be assured that the Impremia IS29 printed versions will be replicated in all respects on the final offset-printed versions, using the same stock and same finish. Even though we're really proud of the fast makereadies that can be achieved on our offset presses, it's undeniably disruptive, not to say inconvenient, for any printer to interrupt a tight offset production schedule to print proofs and run off just a few copies!"

The trail-blazing Impremia in the U.S.

Komori's increasing acceptance in the digital market was illustrated at the Komori event by reference to America's Worth Higgins & Associates, an early adopter of the Impremia IS29. Founded in 1970, the company is now Virginia's largest sheetfed commercial printer. It invested in the Impremia IS29 to expand its ability to produce variable short-run quality color work that would not be economically viable for customers if printed by offset. Tellingly, the printer chose to locate the Impremia IS29 with its Komori Lithrones – rather than with its other digital presses.

An article on Worth Higgins & Associates and a QR code for access to the installation movie can be found on page 12–13.

WHAT did we do?

Impremia IS29 uncovered

With the presentation of the Impremia IS29 intended to reveal all, Komori began the demonstration by unveiling the digital core of the machine and running all jobs with the covers open. When visitors took a close-up view of the large triple-size central cylinder, the strength of Komori's engineering was obvious. The first job to be printed was a short, conference-length run of 150 full color brochures, printed on 150 gm coated gloss paper.

Next up were three full B2 size posters, printed on three different stock types and thicknesses consecutively, the material ranging from uncoated stock, Majestic R Freshmint to Linen – all instantly cured through the Impremia IS29's UV curing system.

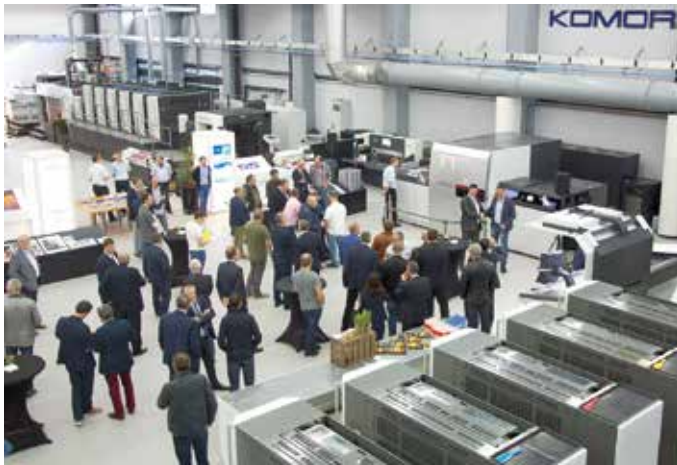
All systems go!

The specification of the newly designed five-color Lithrone G29 included coater, extended delivery and H-UV curing, with just a single H-UV lamp needed to cure the ink immediately. Presented by Peter Minis, Product Manager, Komori International Europe, the demonstration began with a viewing of the latest Komori scheduling and workflow software – the Komori K-Station 4 Printing Task Control Software, which digitally interfaces between MIS and the press.

K-Station 4 is at the heart of Komori's KP-Connect cloud platform, which holds a complete production database and can be accessed remotely 24/7.

Run at 16,500 sph, the demo job was a set of postcards printed on heavyweight stock, with eye-catching value being added by laying down a drip-off varnish on the fifth unit and a full-area coating on the coater. Ink and consumables on the press were all from Komori K-Supply.





The postcard sheet was checked using the PDC-SX Spectral Print Density Control system, and color was monitored and automatically adjusted through the PQA-S V5 Print Quality Assessment System.

Komori's first postpress machine, the Apressia CT137 programmable hydraulic clamp cutter, was on hand to cut and trim the fully dry postcards straight from the Lithrone G29 delivery. A smaller version of the Apressia, the CT115, is also available to cut sheets with a maximum width of 1,150 mm.

Komori's latest version of the KHS-AI Advanced Interface quick start-up system has parallel control so that blanket washing and ink setting for the next job – a poster on lightweight material – were carried out during plate changing, reducing downtime between job production to under three minutes.

HOW did we do?

Komori's demonstration and training facilities in Utrecht have long been heralded across the entire Komori European distribution network. Since the recent superb redevelopment of the facility, now the aptly named Komori Graphic Center-Europe, prospective and existing customers visit almost daily for demonstrations of the center's extensive range of presses and printing solutions. Between demonstrations, *On Press* managed to obtain reaction to the event from some of the many distributors attending.

"We wanted to learn more details of what Komori offers our digital customers now that the Impremia IS29 is on the market. We've been waiting some time for this to be developed – now we can see why and we're not disappointed. We're sure customers will trust the machine and will be impressed by its ability to match offset quality. Its technology is amazing and it follows the renowned tradition of Komori precision engineering."

— Serkan Aras, Aras Grup, Turkey

Komori's October events continued later in the month with another technology premiere, this time featuring full format printing on the 40-inch Komori Lithrone presses in KGC-E : six-color Lithrone GX40 + coater with conventional UV, eight-color Lithrone G40P perfecter with H-UV, and a five-color Lithrone G40 + coater with H-UV L (LED). For the story on this, see page 29.

An outstanding success

Catherine Ressuge, Marketing Director, Komori International Europe, hailed the two-day event as an outstanding success:

“We had people of 16 nationalities attending, and we hosted more than 200 visitors over the two days. Both the Impremia IS29 and Lithrone G29 had aroused great interest at drupa, and feedback from visitors at this event on the detailed demonstrations and walk-through explanations on both presses was exceptionally encouraging.

The open house also brought in a new range of customers for us – digital specialists as well as offset companies – all looking to expand their businesses. We were able to show them that with our H-UV technology and digital innovations, we now cover a full range of solutions that will enable them to differentiate themselves in the increasingly competitive market for print.

We were particularly pleased that during the event, rather unexpectedly, a European customer placed an order for an eight-color perfecter.

Top management from Komori headquarters in Japan flew in to take the floor with our European audience, and our digital specialists were on hand to guide visitors through the Impremia IS29 technology.

With the introduction of the Impremia IS29, our development of the Komori Impremia NS40

Nanographic Printing® system in conjunction with Landa, and our distribution agreement with Screen for their Truepress Jet520HD, our digital position strengthens day by day, and this event clearly confirmed our commitment and authority in the market.

The event also highlighted our strengths as a complete Print Engineering Service Provider, with our demonstration performances enhanced by the use of products and consumables from the growing K-Supply range – all tested and approved by our technicians before being awarded the Komori Seal of Assurance.”

Availability of Apressia CT series depends on area.



“Having now viewed it up close, we can see the Impremia IS29 fitting well into our markets – where digital machines usually have to be capable of heavy production. The strength of the Impremia IS29 is typically what we expect from Komori, and there are clear benefits of a really well built digital machine that can be relied on to give continuous production, day after day, without fear of stoppages.”

– Jabir Jabbar, Prestige Graphics Trading, UAE

“drupa created renewed interest in investment in new printing technologies in Slovenia, especially in the inkjet Komori Impremia IS29 and the nanographic Impremia NS40. We need to learn how to prepare for the addition of these machines into our range and our market, where digital print is already very strong. This open house gave us the in-depth opportunity to experience the Impremia IS29 in production and we can now identify new markets for it, not just with printers but with prepress and design houses wanting to extend into print.”

– Tomo Kovacic, Prosistem Graf, Slovenia

The **shape** of breakthrough printing technology

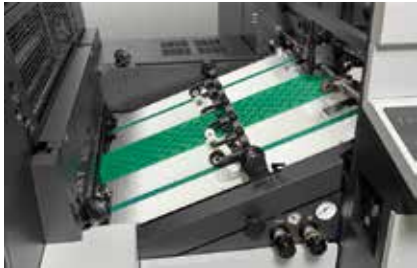
A new form encompasses new potential

The Lithrone G29 displayed at drupa in Germany and at the KIE Open House in the Netherlands was no minor upgrade. The totally new form overlays a powerful array of Komori's latest technologies and a broad range of options that together herald breakthrough printing potential. And Komori draws breath to generate new potential.

The high performance Lithrone G26/G29 embodies a real transformation of the Lithrone G Series machines. The high end machine for emerging high level, complex printing needs. Advanced functions with state-of-the-art technology and Komori know-

how improve print quality and boost productivity, operability, maintainability and environmental performance. Printing at a maximum 16,500 sph printing speed with rock-solid stability even when running heavy stock. Quality that's perfect for all types of UV – H-UV, H-UV L (LED) or conventional UV. Available with a range of new systems and automatic devices for ultra-short makeready and reduced lead time as well as diverse high added value applications. In mature markets, the new Lithrone G26/G29 contributes to quicker setup, reduced paper waste and the creation of added value, which all directly impact customer margins.





Agile half size press for the digital age

Demand for digital printing to meet new market needs is rising fast. And Komori is the manufacturer long committed to the fusion of offset and digital as well as the development of new technologies and products for the evolving printing environment. The Lithrone G26/G29 offset press is the agile machine with very short makeready and exceptional cost performance regardless of run length. Quick job turnaround, compact configuration and space-saving design.

A choice of instant curing system

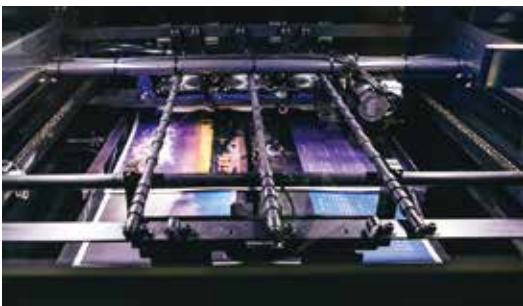
H-UV, of course, is the Komori innovative UV curing system that employs an original UV lamp and high-sensitivity UV ink. With just one lamp in the upswing of the delivery, H-UV offers economic performance and environmental benefits as well as quality and reliability.

Now an LED type has been added to the lineup. H-UV L (LED) provides enhanced power saving and boosts printing efficiency thanks to instant on/off switching. Also, maintenance needs are reduced because of the LED module's long service life.

Stunning design with standout performance, productivity and reliability. And choice of H-UV curing system. Specified for tomorrow: the new Lithrone G26/G29.

WORTH HIGGINS & ASSOCIATES

Open House Launches Komori **Impremia IS29**



Komori America Corporation announced on September 16, 2016, that Worth Higgins & Associates, Virginia's largest commercial sheetfed printer, hosted an event to launch the Komori Impremia IS29 sheetfed UV inkjet digital printing system. With over 300 guests in attendance, visitors were treated to an evening of food, music and fun in addition to seeing the Impremia IS29 print live jobs. "We are very appreciative that our partner Worth Higgins & Associates hosted this event to show the capabilities of the Impremia IS29," says Kosh Miyao, President and COO of Komori America Corporation.

ABOUT WORTH HIGGINS & ASSOCIATES

Worth Higgins & Associates is Virginia's largest sheetfed commercial printer. Since 1970, the company has served the printing and communication needs of businesses and organizations throughout the mid-Atlantic. Today, as an employee-owned company, Worth Higgins & Associates offers conventional, digital, wide-format, letterpress and promotional printing. The company's multichannel solutions offer on-demand, web-to-print systems, custom finishing, fulfillment, warehousing and mailing options.



First live production demo

The event marks the first time that the Impremia IS29 has been demonstrated in a live production environment in North America. "It was extremely gratifying to see the enthusiasm for the high quality print the Impremia IS29 delivered," says Jacki Hudmon, Senior Vice-President of New Business Development at Komori America. "Even more exciting was hearing Worth Higgins & Associates customers who had already had jobs printed on the Impremia IS29 rave about the results. It validates our product development process."

Worth Higgins & Associates chose to be an early adopter of the Impremia IS29 to expand its ability to economically produce the variable short-run high quality color printing not feasible on a traditional press. The company serves a diverse customer base that ranges from small businesses to Fortune 500 companies. The Impremia IS29 allows Worth Higgins to meet the varying demands of these customers with its ability to accommodate short-run applications where size is a factor, like customized posters, variable data book printing and pocket folders on heavy stock. Additionally, as an advanced digital printing system, it successfully handles other complex variable print requirements while making it possible to get to market fast with reduced setup costs and color output that rivals offset.

Competitive edge in the digital market

"One of our favorite expressions at Worth Higgins is that we are not only good at what we do, we also celebrate others who are good at what they do. Komori is a company that continues to demonstrate excellence to us, and we jumped at the chance to be an early adopter of this exciting product," says Rick LaReau, CEO for Worth Higgins. "We see the Impremia IS29 as the future of technology. While you are limited on size with traditional digital, you aren't with the Impremia IS29. And there are so many other competitive advantages beyond the 29-inch sheet size. You don't need special paper, so we can use any paper on our shelves. The inks are harder and more resilient. From the standpoint of economy, we can be more competitive in the digital market. Fewer sheets needed yields more cost-effective products that we can produce and pass this savings on to our customers."

The Komori Impremia IS29 runs a 23 x 29-inch sheet, ideal for six-up print production with full variable print applications that can come right off the machine to finishing and out the door quickly. The Impremia IS29 operates in perfecting or straight mode, does not require pre-coated paper and runs at speeds of 3,000 sheets per hour in straight mode. "Our open house was a great event and allowed us to show our customers our new print capabilities and showcase our partnership with Komori. We are looking forward to where this technology can take our business," says LaReau.



Worth Higgins
Impremia IS29 installation movie



Grafiche Milani

A technological jewel for
its 110th anniversary



On reaching its 110th year in business, Grafiche Milani, a company based in Segrate, Italy, near Milan, decided to present itself with a first-in-the-world technological jewel – Komori's 10-color Lithrone GX40RP press specified with both standard H-UV and H-UV L, the newly developed LED version of the revolutionary H-UV curing system.

Celebrating 110 years of corporate life is a rare thing indeed.

To commemorate this historic achievement, Grafiche Milani, one of the preeminent graphic arts companies in the Milan region, gave itself a present.

The 'present' is the recent signing of a purchase contract with Komori Italy (which itself is celebrating 30 years as the Komori distributor in Italy) for the new 10-color convertible Lithrone GX40RP that was installed in September. What makes this press so special is the combination of both Komori revolutionary curing technologies –

H-UV and H-UV L, the LED version – in the first hybrid press of this type in the world. To spell out the whys of this choice and to learn how the new press conforms with both the general evolution of the printing industry and, more specifically, Grafiche Milani's growth, *On Press* met with Giuseppe and Nicola Gilardi, President and Managing Director respectively, and Silvano Bianchi, Komori Italy's Managing Director.





A Grafiche Milani, Italy

third-generation printer located in Segrate, an eastern suburb of cosmopolitan Milan, Grafiche Milani focuses on high end catalogs for the fashion, luxury, art and interior design sectors. The firm uses special papers from famous mills and ultra-high-spec Lithrones to succeed in a segment that “requires higher graphical and printing quality, which means more added value than other printed products.”



From left: Nicola Gilardi, Managing Director; Giuseppe Gilardi, President; Silvano Bianchi, Komori Italy's Managing Director



Focus on high quality catalogues

During their stewardship, the Gilardi brothers have made several strategic decisions to bring technological innovation into the company and to add new products to their repertoire. For some years the company has been successfully focusing on the high end and very high end catalogue printing business for the fashion, luxury, art and interior design sectors.

“Our goal,” Nicola explains, “has been to aim at the luxury market both with catalogues and paper converting, ranging from displays to invitation cards, because this is a market that requires higher graphical and printing quality, which means more added value than other printed products. We’ve achieved this goal by replacing our offset sheetfed presses with new ones and creating an in-house prepress department and a digital department (employing two Konica Minolta bizhub printing systems) and by relying on skilled external professionals to offer our clients the best in finishing and special processing, such as coating and both hot and cold gold foil printing.”



In fact, Grafiche Milani is thoroughly convinced that a graphic arts company should not only specialize in a specific sector but also realize that using all of the new existing technologies in-house is an impossible endeavor.

Technology is the challenge

The first and most important step in this transition came in 2012. As Giuseppe recalls, “Four years ago, we were one of the first printing companies in Europe to choose Komori’s H-UV technology on a five-color Lithrone G40 with coating unit, and just a few months later an eight-color Lithrone G40P perfecter, also equipped with H-UV.” Nicola adds: “The two Lithrones immediately exceeded our expectations with exceptional printing quality that our top brand clients warmly welcomed.”

“We often use special substrates to make our high quality catalogues, which in some cases are shipped by airfreight, and I can tell you that the ticket for this is very expensive!” says Nicola. “Thanks to the H-UV system we were able to eliminate all problems related to printing on natural, coated matt or special paper, which is very absorbent.”

“Since H-UV cures the sheet immediately, right after printing we can send it to postpress for cutting and binding without needing to apply a protective varnish, thus avoiding the risk of varnish flattening the colors as is common with traditional offset printing. Besides, since the ink polymer film created with the H-UV system is thinner and superior to that of conventional UV, we can guarantee that what the client sees on the OK sheet is exactly what he will see on the production sheets,” he says.

Giuseppe explains, “Our greatest reward during these years of working with special papers made by mills such as Fedrigoni, Fabriano and Cordenons comes from the end-users and, in particular, graphic arts studios who affirm that the quality transforms printed products into an elegant, effective means of communication. This quality is obviously appreciated by the client, who is well aware of the benefits despite the higher costs of H-UV ink, such as the complete elimination of spray powder and the unpleasant smell that is usually produced by traditional UV printing.”

Choosing Komori

After the first important breakthrough in 2012 of joining the H-UV community, Grafiche Milani decided to pursue another world’s first by going one step further and acquiring the very first H-UV L (LED) press at drupa 2016.

Silvano Bianchi emphasizes that, as in the case of automatic plate changing in the 1990s, H-UV is further proof of Komori’s leadership in printing technology. Many attempted to copy this technology, but only Komori H-UV transformed the industry. Not to mention the blankets, inks and additives that the company developed to complete the system. The LED version of the H-UV system is the same: the definitive LED solution for offset printing from the manufacturer with the longest history of developing commercial offset presses.



Grafiche Milani's bet

After several tests conducted on offset presses of other manufacturers, Nicola and Giuseppe recognized that their LED technology was not yet ready for Grafiche Milani's specific needs. "There are multiple reasons but above all is the fact that available inks did not yet ensure the complete polymerization needed for special substrates and high ink coverage work."

Grafiche Milani decided to invest in the Komori H-UV L system based on the conviction that Komori's LED technology delivers the total solution – not only in terms of print quality but also by reducing energy consumption and ink vaporization in the environment. All of these advantages are available today from the Lithrone GX40RP.

The decision to build this 'world's first' press with both H-UV systems will enable Grafiche Milani to flourish on the international luxury printing scene.

A historic establishment

Grafiche Milani was founded in 1906 by Francesco Milani as a lithographic printing works, but following World War I the Gilardi family took over the company. Giuseppe Gilardi, head of the first generation of the new concern, passed the helm to his son Edoardo, who, in turn, passed it to his children, Giuseppe and Nicola. The two brothers represent the third generation of the family in the company headquarters, located in Segrate for the past 50 years. Giuseppe takes care of the commercial business while Nicola is the technical supervisor.

They decided to significantly reduce the magazine printing business and support book printing with the production of very high quality catalogues for ultra-exclusive designer brands. Their clientele includes the most prestigious Italian and international names, the latter now amounting to 50 percent of the company turnover (around €25 million). The printer has almost 60 employees.

The company has never stopped investing in technology. This is shown by the five-color Lithrone G40 H-UV and the eight-color Lithrone G40P H-UV presses installed in 2012 as well as the 10-color Lithrone GX40RP H-UV / H-UV L hybrid press added in September 2016.

Operating an in-house prepress department and outsourcing all postpress operations, Grafiche Milani is now an all-Komori user.



Speeding up trade with **four-over-four** reverse printing

Manufacturing print for over one hundred other printers almost every day requires rare skills indeed! What's more, when you're located several hours away from almost all of them, the expertise needed is even greater and the turnaround times even more critical.



That's certainly the case with Ireland's Walsh Colour Print, based in Castleisland, within striking distance of Ireland's most westerly point and 280 km from Ireland's capital, Dublin.

However, since Tony and Patricia Walsh established their trade printing business there in 1991, initially focusing on small batch multi-color stationery products such as business cards and letterheads, their ability to deliver premium print anywhere in Ireland, more often than not with next-day deadlines, has enabled them to become Ireland's leading offset printing house – with Komori presses at the hub of their business for the last 17 years.

Their premises now occupy over 100,000 square feet (9,290 square meters), 25,000 of this storing over 3,000 pallets of paper in readiness to satisfy the spectrum of orders received every day. A 15,000-square-foot (1,394-square-meter) annex warehouses thousands of books that Walsh prints for its fast-growing educational publishing arm, educate.ie.

At the start of 2016, Walsh's Komori firepower comprised two four-color Lithrone 26s, a 10-color Lithrone 28P perfecter,

an eight-color Lithrone 40P perfecter, a five-color Lithrone 29 with coater, and a highly automated four-unit 16-page Komori System 38S web press.

But since Tony visited the Komori stand at drupa 2016, the lineup has changed dramatically!

Komori's drupa signaled changes

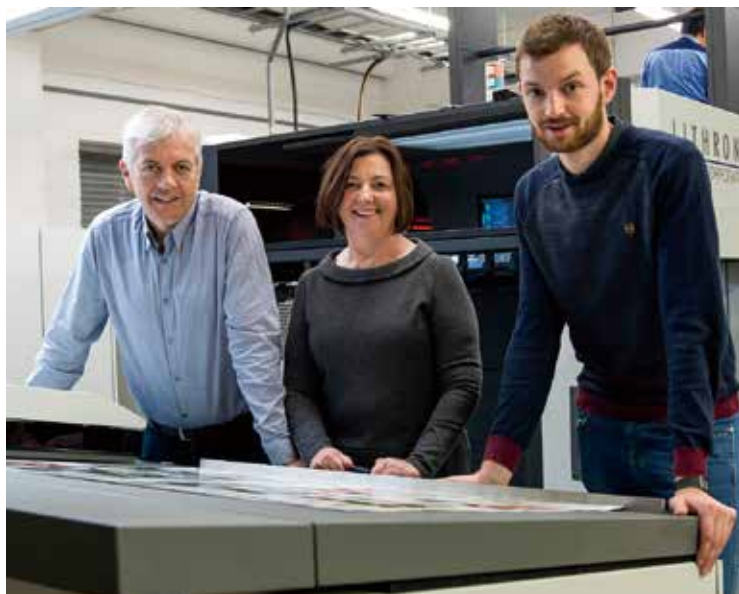
"I arrived at drupa to sign up for a five-color Lithrone G40 H-UV and coater. I left having ordered three new H-UV-equipped Lithrones – the five-color Lithrone G40 H-UV, the four-over-four eight-color Lithrone GX40RP H-UV reverse printing perfecter that was on the Komori stand, and the newly launched five-color Lithrone G29 H-UV with coater," says Tony.

The Lithrone GX40RP is already in production, with the Lithrone G40 installed in November, and the Lithrone G29 to follow in early 2017. Explains Tony: "We operate to daily seven pm dispatch deadlines in order to deliver next day to anywhere in Ireland."

Turnaround time is fundamental

"To say that turnaround time at Walsh is of the essence is something of an understatement – it's fundamental, which is why the H-UV curing system will be so beneficial for us. It's well established, well proven and brings with it several additional benefits, especially the flexibility to cure the ink instantly on all substrates and the ability to produce, with in-line coating, a gloss that is not too far away from a laminated finish. Everyone at Walsh will welcome the elimination of spray powder around the factory, and our customers will be impressed with the improved look and feel of the finished jobs. The green characteristics of H-UV are important to us too – including no ozone, clean air and lower power consumption."

"What Komori showed us at drupa, though, was much more than the green side of H-UV. There were the fully automated systems – ink key settings, register and plate changeover – that on the Lithrone GX40RP, for example, are simultaneous and reduce job-to-job downtime to two minutes. The quality control systems are equally important for us, especially as we print for the trade. And the KHS-AI Advanced Interface will cut our waste down to around 50 or fewer sheets per job



From left: Tony and Patricia Walsh, Owners, and Micheál Walsh, Production Manager

– when it used to be in the hundreds. As trade printers, we accept whatever run lengths are specified and we always have to price very competitively. We'll be passing jobs requiring as few as 250 sheets to the eight-unit RP – possibly even lower run lengths to the new Lithrone G40 or Lithrone G29 – with the knowledge that whichever machine we use, every job will return a margin to us."

With the efficiencies of its System 38S 16-page web, Walsh calculates a breakeven between this and the sheetfed machines of around 3,000 sheets. The company currently outputs the equivalent of 800,000 sheets a day. "With the new machines, we can step this up to one million a day," says Tony.

educate.ie – a publishing success story

There's a €50 million market for educational books in Ireland. Seven years ago, having recognized weaknesses in the supply chain – in particular, what Tony and Patricia identified as detrimentally and unnecessarily high pricing – they created educate.ie, a totally new publishing division. This now turns over €5 million, enjoying year-on-year growth and developing new products continually. Much of the educational work is currently printed and folded in-line on the Komori System 38S web press.

Explains Patricia: "We're giving teachers the interesting, well-designed books they need to help them meet the challenges they face in today's classrooms. Our aim is to produce books that capture students' attention through the quality of their content, expression and design. What's more, we are dedicated to producing books at prices that parents can afford."

"Our role is to create books that provide a platform for classroom interaction. They're commissioned and written by highly experienced educators to match continually developing primary and post-primary curricula."

"Through educate.ie, we're playing our part in keeping educational bookshops alive, and now there's reason and potential for us to expand our products further. Also, with our three new Lithrones, we can now develop and print affordably priced books even for niche markets," says Patricia.



Achieving goals **drives** printer up value chain

The word that comes to mind when one meets Adam LeFebvre, President of Specialty Print Communications in Niles, Illinois, is “chutzpah.” The LeFebvre family is a “print” family. LeFebvre’s grandfather started the company that Paul LeFebvre, Adam’s father, eventually took over.



From left: Leslie LeFebvre; Satoshi Mochida, President and COO of Komori Corporation; Adam LeFebvre, President; Paul LeFebvre, CEO; Ryan LeFebvre, Partner; and David Parzynski, CFO

But in 1996, after years of success, LeFebvre Intergraphics fell on hard times and closed its doors. The very next day, Specialty Print Communications was born. “As difficult as it was, it was a great learning experience to see what my father had gone through, and the way you can be on top one day and on the bottom the next. We learned a lot from that experience and were determined to learn from those past mistakes as we built our new business,” says Adam. The company started in a suburb of Dallas, Texas, and was primarily an ad specialty company that provided print as part of that business. “After nine months, we decided we needed to go back to our roots and headed back to Chicago.”

Startup enjoys fast growth

Specialty opened shop a few miles from where the original company had been located, and set about building a business. “We bought a company, installed a lot of used equipment – from offset to web – and my dream was to grow to a \$60 million company really fast. But seeing what my father went through, and his openness in sharing how to run a company, really forced us to make measured, thoughtful decisions.” After a year, the company needed to relocate in order to continue down their



growth path, and moved to their current location in Niles. The company grew at a surprising rate – from \$500,000 in its first year, to \$21 million in its sixth year. “We were just printing commodity work – quality wasn’t too important. We were focused on volume and price. And we were getting plenty of business.”

In 2003 the company changed gears. “I thought, maybe this isn’t where we want to be. Maybe being the low-cost, low-quality provider is not who we need to be as we grow our business. We knew that to change gears, we needed to install new state-of-the-art technology and be a cost-effective printer, not a low-cost printer,” Adam explains.

Direct mail saves the day

Specialty purchased a Nexpress (an early adopter), a new 40-inch Heidelberg press, and some additional web presses. “We had all this great technology and were feeling pretty good about where we were headed, and then in 2008 we decided to shake things up again. With our technology we could provide high print quality, so we decided to enter the direct mail space. And that’s where we’ve been playing ever since.” When they entered the direct mail market in 2009, less than 20 percent of the company’s business was direct mail. By 2013, that had all changed. “By month 10, we had blown away our five-year projections. It’s growing like wildfire, a real game changer. When the economy tanked beginning in 2008, direct mail was what really saved us.”

Never one to rest on his laurels, Adam’s next challenge was to build a great company: “In spite of our success, we were just an OK company. We needed to completely change our culture. We have great people – along the way we lost some, we recruited some, and we’ve built a solid team that has an absolutely unrelenting desire to build a great work environment. To care about our people,

to care about our customers, and to do it right. We have the faith that by focusing on our people, being transparent and empowering our staff instead of focusing on improving the bottom line, the bottom line will follow. Everyone knows the goal. Everyone is excited. That’s how we got to where we are today.”

It’s not the press, it’s the people

John Gaspari, Vice President of Operations, couldn’t agree more: “It was exciting to open up a whole new market segment, get a whole new wave of customers. We’re really state-of-the-art in our direct mail business now, and we knew that to get the high end business, we needed to add UV capabilities.” That led them to the purchase of a six-color Lithrone GX40 press with UV – their first Komori press. “Frankly,” says Adam, “at the end of the day, all the manufacturers make a good printing press and can provide good output. But what sold us on Komori was their people.” It started with District Sales Manager Clark Scherer. “Early on in the process Scherer told us exactly what we were going to buy, exactly what to expect and exactly what our challenges were going to be. And I told him exactly what we were going to need to install this press. It was a two-way dialogue. That openness and honesty is not something you get from other press manufacturers,” says Adam. “It is prevalent through the entire Komori organization, and we have been extremely pleased so far.”

“I love the efficiency of the press,” says Gaspari. “I know we still have a lot more we can get out of this machine as we continue to learn more about the KHS-AI software. We’re learning more every day and we’re excited to see where we can go from here.”

Specialty Print Communications has gone through significant change in a short period of time and grown a business that serves some of the largest brands in the direct mail space, all while building a new company culture and rebranding their business. “We’re all about innovation now. We’ve got some great new marketing on the horizon and it’s going to be a lot of fun. We’re excited every day and our success is based on partnerships like the one we have with Komori. We could not be more pleased and we look forward to our next Komori press,” concludes Adam.



From left: John Gaspari, Vice President of Operations, and Clark Scherer, District Sales Manager of Komori America

Japanese printer running Lithrone G40 in **the Philippines**

Founded in 1956, Chuo Packaging operates a printing company on Mactan Island in the Philippines that installed a six-color Lithrone G40 UV with coater in June 2015. *On Press* interviewed Chuo Packaging President and Representative Director Yuichi Kadooka, Tamiya Chuo Philippines (TCP) President Hisataka Matsuoka and TCP Senior Vice President Koji Hirai.



Yuichi Kadooka, President and Representative Director of Chuo Packaging

Chuo Packaging specializes in packaging, providing everything from planning and development to design, printing, postpress and final product finishing for high quality packages and decorative cardboard.

Since its founding, the company has partnered with Tamiya, a major plastic model manufacturer, building a printing plant next to Tamiya's production facility and printing a range of packages, manuals and catalogs. Moreover, when Tamiya set up a production plant in a special economic zone on Mactan Island in the Philippines in 1994, Chuo Packaging established a printing company in the same zone two years later. In June 2015, the subsidiary changed its name to Tamiya Chuo Philippines, Inc. (TCP) as part of a restart aimed at business expansion using its overseas package production center.

This special economic zone is tax-free for transactions within the zone as well as direct imports and exports, so it is home to many Japanese-owned factories producing precision machinery, electrical equipment, cameras and printers.

Pioneering a new market with the UV press

Being focused on *monozukuri* ('making things') and quality assurance, TCP installed a six-color Lithrone G40 UV with coater at the time of its relaunch. President Kadooka explains the reasons for this move: "In Japan we print all of Tamiya's work with Komori presses. However, here in the Philippines the presses are foreign-made. Komori presses are good from the maintenance viewpoint, so we decided on a six-color UV Lithrone."



TCP President Matsuoka adds, “I think the domestic market for UV in the Philippines will gradually grow. That is why we decided to strike first in anticipation of this expansion and install a UV press.”

“Since we get nearly all the work of Japanese enterprises in the Cebu area, we want to promote the superiority of UV and our quality assurance and develop our business in new areas, such as metropolitan Manila,” says Kadooka. Besides the Lithrone G40 UV, TCP runs a two-color 40-inch press and a four-color 40-inch machine with aqueous coater. One of TCP’s strengths is a full line of equipment on a level with its main factory in Japan, including guillotines, surface finishing machines, die cutting equipment and carton formers.

Enhancing short run capabilities

“The Lithrone G40 is a fantastic machine. Startup of UV printing as well as oil-based printing with aqueous coating is amazingly smooth,” says TCP Senior Vice President Koji Hirai. He went on to enumerate the effects and benefits of the UV press: “The operators are helped because it is the newest fully automatic press. The machine increases productivity through its short-run capabilities. In addition, the ease of operation and the multi-functional performance are big pluses in staff motivation. Plus, the stability of the delivery in high speed operation when printing with oil-based ink and aqueous coating is exceptional. Sheet transport is so smooth even with board prone to curling that we can print normally. And thanks to the lubrication-free gripper shafts, there is no oil misting and less maintenance work. Also, we’re running various tests of special substrates such as film and high added value printing for future deployment.”

TCP’s Lithrone G40 is preset with the profile for color matching with the head office plant press, a setup that allows it to receive Tamiya plate data generated in Japan and print the same items as the Japan plant. The Tamiya



Hisataka Matsuoka,
President of TCP



Koji Hirai,
Senior Vice President of TCP

product line consists of about 2,000 items, and the number of items for printing comes to about 6,000 when illustrations and parts are included.

Expanding business with a Japanese sensibility

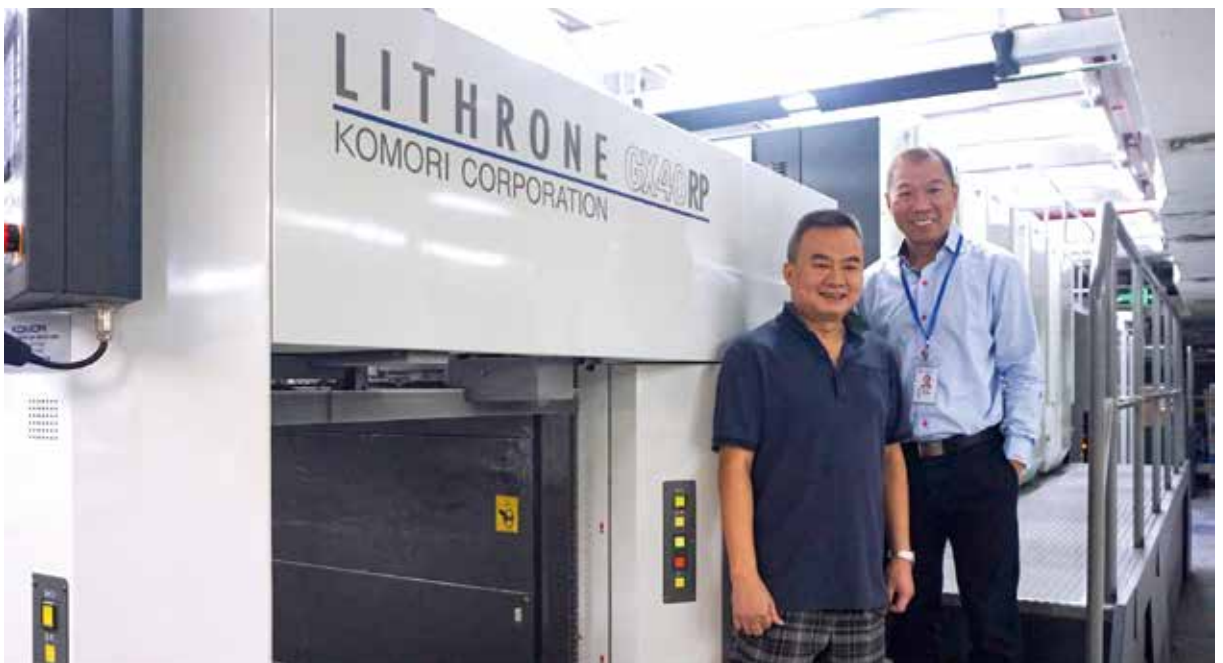
Kadooka outlines his strategy for TCP’s future: “With Chuo Packaging in Japan and TCP in the Philippines, we have two companies. At the moment, the Japanese company does business in Japan, and the Philippine company engages in trade there. In the future, however, I would like to arrange a work exchange where we take orders in Japan, make the products at low cost at TCP and then bring them to Japan. I hope to make it possible for salesmen in Japan to say at some point, ‘We can do that at TCP.’”

TCP President Hisataka Matsuoka explains his strategy for TCP’s development: “I believe that for TCP to expand in the Philippines, it is important to undertake sales with Japanese hospitality. We are, after all, a Japanese company and we have a Lithrone G40, so we will grow our business by maintaining high quality, keeping promises and always considering the other party using our Japanese sensibility.”



Hung Hing shapes a colorful printing **dream** across 60 years

Sixty-six years is but a moment in human history. But for those with the will, it is ample time for growing a sapling into a great tree. Hung Hing Printing Group of Hong Kong is indeed a towering tree.



From left: Yam Wai Ming, Offset Operation Manager, and Richard Lim, Chief Operating Officer

Founded in 1950 by Yam Cheong Hung, Hung Hing has grown into a company listed on the Hong Kong Stock Exchange – with production plants at four locations across China and its headquarters in Hong Kong. Ranked among the leading companies in the printing industry, Hung Hing reported revenues of more than 3 billion Chinese yuan (US\$400 million) in 2015. Its wide product range includes folding cartons, corrugated packaging, luxury packaging and books. Hung Hing targets global markets and enjoys a particularly strong reputation in China, the U.S. and Europe.

Building Hung Hing with family value

With some 15,000 employees, Hung Hing is a true global company, but it is managed according to the simple principles of family value. Chief Operating Officer Richard Lim describes the company's management: "Our corporate slogan is extremely simple – family value. I want to ensure that employees not

only feel at home but also like their work. We also want to treat our customers as family, regardless of the size of their company, their country or cultural background."

"Chairman and CEO Matthew Yum has a compassionate approach to employees," says Lim, "and he is responsible for the company's culture. He enjoys tremendous trust from the employees."

Surpassing the competition by creativity

"Creativity and originality are needed in this age of diversification and individualization. Hung Hing has been able to create many bestsellers for globally famous publishers of children's literature because of our early access to the market and high print quality.

Also, Hung Hing's creativity far surpasses the competition. The eight-color Lithrone GX40RP that has just been installed in our Shenzhen plant matches our concept of creativity perfectly, and the software equipped on the machine is also exceptionally innovative. It guarantees production quality and also boosts production efficiency," says Lim.

Know yourself, know your enemy

If you know your enemy and know yourself, you will never be defeated in a hundred battles.

Lim is optimistic about future growth in book printing: "The momentum behind the sales of children's books in the domestic market is strong. This year sales of these books will exceed 20 million Chinese yuan (US\$2.9 million), and we expect this to rise next year to 50 million Chinese yuan (US\$7.3 million)." He is also confident regarding the sustained growth of the packaging industry.

Lim has an independent view of the overall trends in the printing industry: "The impact of electronically published books was not as great as predicted. Printed books have not been replaced by the e-books that Hung Hing had previously been concerned about. Sales of e-books have increased somewhat in the past year, but they have not taken a greater share of the market. We see great opportunities for increasing the market for children's books both in China and overseas. There have already been gratifying changes in the market for children's books – parents are buying high quality books for their children. Overseas, the prospects are very good in the European market. Unlike others, I believe that the domestic publishing market has been slowly recovering over the past two years. We intend to provide a great deal of support to Chinese publishers to enable them to produce more high quality works."

Bond with Komori – Kando: Beyond Expectations

Hung Hing's Shenzhen Plant installed its first Lithrone GX40RP for package production in May 2016 to handle an increase in the volume of work. Lim and Yam Wai Ming, Offset Operation Manager, offered a summary of their impressions:

"High efficiency. The Lithrone GX40RP is easy to operate, efficiency is exceptional and the feedback that we get from end-users is extremely good. The Lithrone GX40RP is not only excellent for commercial printing work, it

"The Lithrone GX40RP is not only excellent for commercial printing work, it is also a tremendously effective solution for package printing. It is particularly well suited to package printing on heavy stock."

–Yam Wai Ming

"Double-sided printing on the newly installed Lithrone GX40RP features single-edge gripping and no sheet reversal, so the margin on the tail edge of the sheets is completely unnecessary, allowing paper costs to be cut and reducing materials costs. This is impossible with many other presses."

–Richard Lim

is also a tremendously effective solution for package printing. It is particularly well suited to package printing on heavy stock. The configuration of this press is really ideal. Control from the operation stand is outstanding, and the automatic plate changing saves a great deal of time. The balanced control of dampening water and ink works perfectly."

"Productivity. After this press was installed, output rose tremendously. Two 12-hour shifts are currently used at the plant. Each shift produces more than 70,000 sheets, and together the output is 150,000 sheets. This rises to 200,000 sheets on long-run work. It is possible that we will change to a system of three 8-hour shifts to keep employees relaxed and in good spirits – and to raise productivity."

"High uptime. The Lithrone GX40RP just installed as well as two Komori presses previously commissioned have had no major troubles."

"First-class service. With regard to pre-purchase discussions, machine installation and adjustment, training of our staff and after-service, Komori has been marvelous. It was the first installation of a Komori press for our Shenzhen Plant, and Komori's end-to-end support, responsiveness and service left a deep impression on us."

Both Lim and Yam state: "Our experience was beyond our expectations. Particularly with regard to service, we felt the Komori kando."

Lim also mentioned that Hung Hing continues to keep a close eye on Komori's latest digital technology, including its Impremia IS29, the printing system that stole the show at drupa. In addition, Lim has a great interest in Komori's ICT solutions and believes these will be critical for automation, visualization, labor saving and efficiency.

Finally, Lim says that Hung Hing plans to install several machines each year to meet its needs and he looks forward to selecting Komori equipment and opening new pages together.

K-Supply

K-Supply KG-911 H-UV ink

Whirlwind Takes H-UV to the Limit with **KG-911**

As K-Supply KG-911 H-UV ink becomes available in more countries every day, Australian printer Whirlwind describes how it solved the quality problems the company was experiencing with other H-UV inks. What's more, it makes the operator's job easier and improves the bottom line.



Andrew Cester, Managing Director



Better quality, improved mileage

Whirlwind Print, headquartered in Melbourne, Australia, is a trade printer running two Lithrone perfectors, including an eight-color Lithrone G40P H-UV. *On Press* talked with the company regarding their experience with Komori K-Supply KG-911 H-UV ink.

Andrew Cester, Managing Director of Whirlwind, outlines the background and philosophy of the company: "Whirlwind was founded in 1996 as a graphic design house, and we are now one of the largest trade print companies in Australia. We've achieved this by





providing our customers with higher quality products and services than our competition in general. We understand personal service and continually invest in the best technology and development of our people. We serve thousands of customers throughout Australia and we want to be known for being the best print provider to the print and graphic arts industries in Australia."

"We have been using K-Supply KG-911 ink since late 2015, and it has solved a lot of the difficulties that we experienced using other H-UV inks. Before, we were putting more ink on the sheet, and we were having more color control issues. High waste and color inconsistency were making the press expensive to operate. Now we've got an ink in KG-911 that's easier for the operators to use, offers improved ink mileage and gives us better color consistency. This has raised the already high productivity of our H-UV press to a new level," he explains.

Improvements by the numbers

"Our quality has improved over 100 percent in the last 12 months, and we attribute 50 percent of that to the H-UV process and the balance to better management. We have reduced our makeready waste by over 50 percent and halved the time it takes to complete makeready on a typical four-over-four

job," he continues. "The H-UV press and KG-911 ink have eliminated set-off and marking issues. We operate with no spray powder. The factory is cleaner. We can now print on most substrates and begin finishing instantly. Our speed to market is quick, flexible and reliable," he says.

"The K-Supply KG-911 H-UV ink has some particular benefits that improve both print quality and productivity," notes Cester. "The Komori ink has a broader ink-water balance window than the H-UV inks that we previously used. This gives operators more control, stability and confidence with the press, and these advantages cannot be overemphasized."

Sharper dots true to the plate

"KG-911 ink also provides print quality and productivity improvements. For example, dots are sharper, producing finer quality images. The shape of the dots is true to the image on the plate and exhibits very little dot gain. The inks we previously used had backtrapping issues that caused yellow to appear dirty. In terms of productivity, we use about 10 percent less ink than we did previously. This is a significant advantage," he continues. "Also, this is the best H-UV ink we have used to minimize misting, so the factory environment is better."

"We operate to ISO 12647-2 color certification and test weekly with a high average score. This press and KG-911 H-UV ink give us all a great deal of confidence," Cester concludes.



Jetson Specialty Marketing Services (JSM) Purchases Truepress Jet520HD

Jetson Specialty Marketing Services (JSM), a full-service direct marketing communications company located in Kutztown, Pennsylvania, recently installed a Truepress Jet520HD high-definition inkjet web press. Komori America is the sole distributor in the United States of Screen GP's new Truepress Jet520HD, a state-of-the-art continuous inkjet press powered by the Equios Digital Front Workflow solution. JSM provides customer communication

management and co-branded partnership marketing solutions to leading marketers in the nation. The Truepress Jet520HD fully supports the company's need to deliver the reliable production, repeatable quality color and fast turnarounds important to ensuring the document integrity its clients require. "We are stewards for our customers' brands, so it is critical that we are able to replicate exact color every time. When it comes to producing vivid,

consistent color, this press simply takes the variation out of the process," said Don Remley, Executive Vice President of Business Development for JSM.

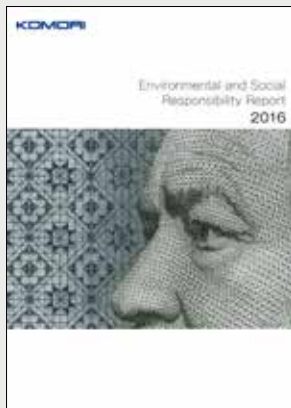
The value the Truepress Jet520HD brings to JSM is as important to the company as its relationship with Komori and Screen. "We are proud to partner with the leaders in the marketplace and we are ecstatic to offer the Truepress Jet520HD's capabilities to our customers," said Remley. "It opens up unlimited versioning capabilities with its ability to handle high-volume variable data and high-resolution images with a print quality that is maintained without compromising productivity."



Truepress Jet520HD

Komori's Truepress Jet520HD sales area: Belgium, France, Germany, Italy, The Netherlands, UK and the U.S.

Environmental and Social Responsibility Report



Komori Corporation released its 13th annual Environmental and Social Responsibility Report in Japanese and English.

Komori actively engages with the environment as a corporate mission. Green projects are being strengthened, centered on kando. Improvement of the work and social environment and a stronger orientation toward corporate social responsibility are based on three ideas: eco-products realized through development, an eco-factory in procurement and production, and eco-communications in distribution, sales and service.

The cover design of this issue of the report features an image showing the very fine lines of a portrait with raised ink that was executed with Komori's unique securities printing technology. Boasting extraordinary anticounterfeiting technology, Japanese currency is printed on Komori presses. Cases of counterfeiting are far fewer than with other currencies. Komori will raise the level of contributions to the environment and society by means of this sort of technological capacity.

Fernando Pini Prize in São Paulo, Brazil



The Furnax Group, the Komori dealer in Brazil, sponsored the 2016 Fernando Pini Brazilian Award for Graphic Excellence, the Brazilian printing industry's oldest and largest graphic arts competition. This event gathers the most important graphics companies of the country and

awards the best work of the year.

Along with the Komori brand, the event was a great opportunity to reinforce Komori equipment. At the end of the dinner, everyone was presented with a bag with the Komori and Furnax logos.

Open House for Instant Curing Systems on 40-inch Presses

Utrecht, The Netherlands



Komori Europe organized another two-day Open House on October 19–20, focusing on 40-inch presses and Komori instant curing technologies, ranging from UV to H-UV and H-UV L (LED). Satoshi Mochida, President and COO of Komori, emphasized the importance of the European market for Komori's H-UV technology: "Europe has become our second best H-UV market after Japan, with more than 175 presses sold out of a total of over 700



worldwide. I am sure that our teams will convince you that, whatever your printing needs, Komori has *the* solution for you."

Komori showed its UV, H-UV and H-UV L (LED) technology in live demonstrations on a six-color Lithrone GX40 + C with UV, an eight-color Lithrone G40P with H-UV and a five-color Lithrone G40 + C with H-UV L (LED). The advantages of instant

curing became immediately clear to the audience: no spray powder and every sheet leaves the press completely dry. "Komori is evolving from a specialist offset press manufacturer to a Print Engineering Service Provider, remaining firm in its belief in the power and the future of paper, and strong in its commitment to anticipating the needs of its customers," Mr. Mochida reiterated at the event.



Access the latest Komori event information online here.

<http://www.komori-event.com/report/en/>



Currency Solutions 2016

Tsukuba, Japan



Komori Currency Solutions 2016 was recently hosted at the Tsukuba Plant over a four-week period to present the latest state-of-the-art security printing solutions. A total of 50 visitors from 15 countries and from a variety of the world's central banks, security printing bureaus and private banknote printing companies participated in the event.

At Currency Solutions 2016, Komori introduced to the security printing sector 'Currency OnDemand,' a new concept aimed at revolutionizing the banknote printing process through two main themes – maximizing uptime and strengthening design capability. Live demonstrations were carried out on the latest generation of Komori's dedicated

banknote printing presses.

Undoubtedly the star attraction was the newly developed NV-532 Combination Multi-process Numbering & Varnishing Press, performing a full changeover from polymer substrate to cotton banknote paper in less than 15 minutes and achieving a maximum and consistent running speed of 12,000 sph. Traditionally the serial numbering and varnishing of banknotes have been separate processes. However, using Komori's unique cylinder sheet transfer technology, the NV-532 combines both these processes in one single pass, a significant breakthrough for improving production efficiency.

Also presented was the newly upgraded 12-color Currency LC-32 dedicated

Offset Press featuring double ducts on each unit to facilitate rainbow printing, high registration precision, a new ink density preset technology and automatic registration measurement using the PDC-SX.

Last but not least, customers were able to appreciate improved levels of productivity and stable print quality on the Komori Currency IC-532III five-color indirect Intaglio Press. Ink key curve speed tracking technology, simultaneous cleaning of the wiping system and Chablon plates together with all the other innovative Komori technologies really showed customers who is now leading the way in the security printing sector.

TIGAX 16

Taipei, Taiwan

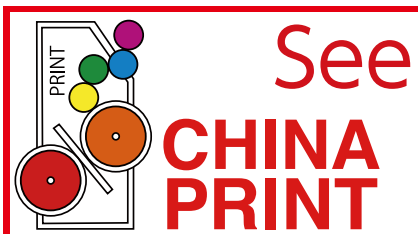


Flying the 'Open New Pages' banner as its main theme, Komori Taiwan Limited exhibited at the 2016 Taipei International Graphic Arts Exhibition (TIGAX 16), held September 22-25 at the Taipei World Trade Center. The booth opened new pages for Taiwan printing by showing Komori's cloud-based solutions and digital technologies.

"We used video and printing samples to introduce the Impremia IS29 and the Impremia NS40, two Komori digital printing systems that are creating a huge

buzz among customers," said Frank Wei, General Manager of Komori Taiwan Limited. "Komori ICT Solutions were impressively displayed by using a PC workstation and panels."

"Using this main theme, we succeeded in drawing many visitors to our booth and becoming a hot topic throughout the exhibition. Many showgoers also participated in our seminar, which was held with the same 'Open New Pages' theme."



See you at China Print 2017!

The 9th Beijing International Printing Technology Exhibition

May 9-13 in Beijing

Technology Open House

Chicago, U.S.



Komori America hosted a Technology Open House October 5–6, 2016, at the Komori Graphic Center-America located at its Rolling Meadows, Illinois, headquarters. Over 50 customers attended, where they received a drupa update on Komori's new digital solutions as well as Komori's wide array of UV curing products.

Komori America Offset Product Manager Doug Schardt says, "Customers have a lot of questions about UV – whether to choose conventional, H-UV or H-UV L (LED). It was a great opportunity to give them guidelines about what applications are best for their businesses."

Demonstrations were done on an eight-color Lithrone G40P perfecter and a six-color Lithrone G40. "We showed speed, quality, consistency and high performance," says Schardt. "The one-and-done Lithrone G40P with H-UV always impresses attendees. The ability to print and go directly to bindery is an



outstanding productivity enhancement."

After the offset demonstrations, visitors saw the Impremia IS29 and the Truepress Jet520HD in action. "This open house afforded us the opportunity to share Komori's digital strategy and show the outstanding print quality that can be produced on two of our inkjet devices," says Jacki Hudmon, Senior Vice-President of New Business Development.

A presentation on Komori's cloud-based technologies rounded out the day. President and COO Kosh Miyao concludes, "We were able to show visitors the whole gamut of Komori print quality and share Komori's vision of the future of print. It was a very successful event for us."

All in Print China

Shanghai, China



The 6th All in Print China was held October 18–22, 2016, in Shanghai on a grand scale. One of the largest exhibitions in the Chinese printing industry, this show attracted 109,710 visitors to see the displays of 724 companies over its five days, setting a new record for turnout.

Komori exhibited on the main theme of 'Open New Pages,' which was used

at drupa, and the subtheme of 'Smart Printing Plant.' The booth featured a smart printing plant and opened new pages with visitors by connecting offset with digital and hardware with software.

The new Lithrone GX40RP, the Lithrone G37 and H-UV technologies captured the interest of showgoers. Digital printing technologies combined with offset to optimize production

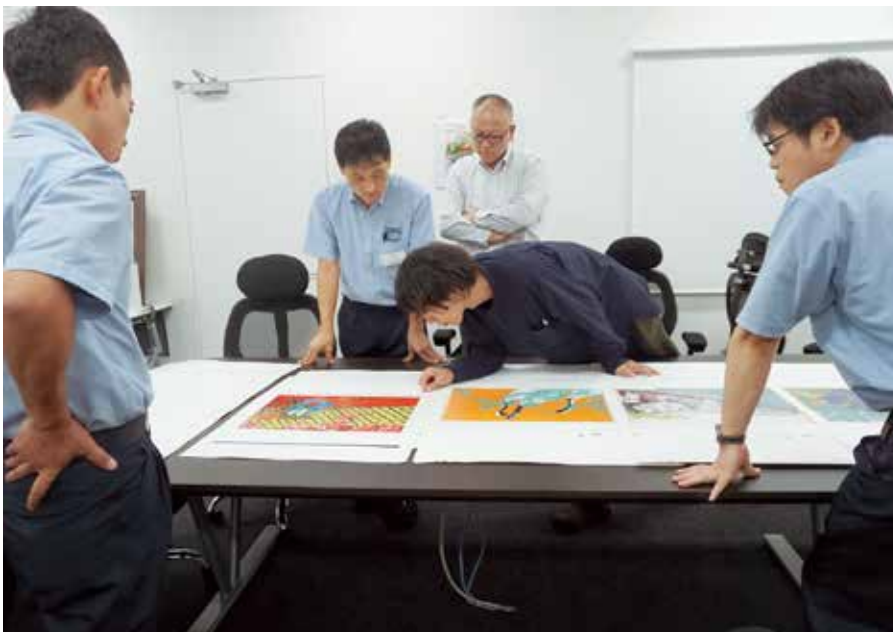
efficiency and maximize economic performance. In addition, Komori's ICT solutions were exhibited at All in Print China. Finally, the display of Komori environmental technologies not only introduced the company's strong environmental stance but also presented deployable solutions. Bottom line: All in Print China was a great success.



The Making of the Komori 2017 Calendar

KGC Creates Ultimate Print Expression of Japanese Essence

The Komori 2017 Calendar was produced under the supervision of the Komori Graphic Technology Center (KGC). The calendar embodies the latest printing methods, proposed by KGC to facilitate use of the images as printing samples. In addition, K-Supply products certified by KGC were used for all consumables. And, as Komori is developing into a Print Engineering Service Provider, the processes that went into the 2017 calendar included not only offset printing but also digital printing and postpress finishing such as laser cutting.



< Hydrangeas on May-June Page >

For the hydrangeas on the May-June page, we aimed at a silver foil effect by using a metallic silver coating below the flowers, but this became dark when four colors of ink were laid down. So in the second proof we added gradation from the center of the petals to give variation to the flowers and made the metallic silver coating visible. For the colors, we printed a chart on top of the metallic silver coating and changed the flowers in the center from violet to reddish purple.



From top: first proof, final product, chart

The Komori 2017 calendar was created around the image of *'wa'* – the Japanese cultural concept. As worldwide attention turns to Japanese culture and the 2020 Tokyo Olympics, this work communicates the allure of Japanese beauty. For the image of *wa*, we selected woodblock prints by Sekka Kamisaka, an artist of the Later *Rinpa* school active in the fields of painting and crafts from the Meiji to the early Showa era. This work joins Sekka's bold, sophisticated style with today's printing technology.

Diverse Printing Methods: Only Komori

The Komori calendar, the work of a press manufacturer, is unlike the production of ordinary calendars. The calendar production team first determined the printing specifications

and then selected images appropriate for these specifications.

Image Selection

More than 20 photographers and artists were first selected. We then narrowed the selection to three artists and focused on their characteristic works from the viewpoint of the printing methods to be used. Finally, we selected the woodblock prints of Sekka Kamisaka and chose seven works for their sense of the seasons.

On-Press Proofing

We carried out on-press proofing two times. After checking the printing effects and colors of the first proof, we decided to change the printing method and colors for the next proof to convey depth and precision.

< Bamboo on July–August Page >

For the bamboo on the July–August page, we used silver ink on the first proof, but this produced an overall dark image and the impression of bamboo was lost. For the second proof, we created liveliness by changing the color of three stalks of bamboo to green and added lengthwise stripes to the surface using varnish and a drip-off application to produce a feeling of summer.



From top: first proof, final product, detail of varnished part

For each of the six inside pages, the white background is given a different Japanese pattern using several kinds of coating effect in order to convey a sense of the delight in the change of each season. The images are framed by a base paper like the *washi* they were actually printed on, as we sought to bring out the atmosphere of the times in which the artworks were printed.



< Cover: Impremia IS29 >

The Impremia IS29 sheetfed UV inkjet digital printing system was used to print the cover in order to take advantage of its wide color gamut. The original colors were changed significantly and we experimented with various ways to render the title and artist's name. A cutting finish design was applied to each sample with the Highcon Euclid II+. Binding tests of advance samples were carried out. Final cutting was performed at two places on the plum flowers and at three places on the lettering.



Top and middle: two trial products
Bottom: final product (cutout shown by black)

Production Printing

After proofing, printing was performed at KGC on the six-color Lithrone GX40 with coater H-UV press. The cover was printed on the Impremia IS29 and laser cutting was performed by the Highcon Euclid II+.



Delivery

After binding, one half of the copies were sent to overseas subsidiaries and dealers for customers abroad.

See calendar design and printing method



2017 CALENDAR

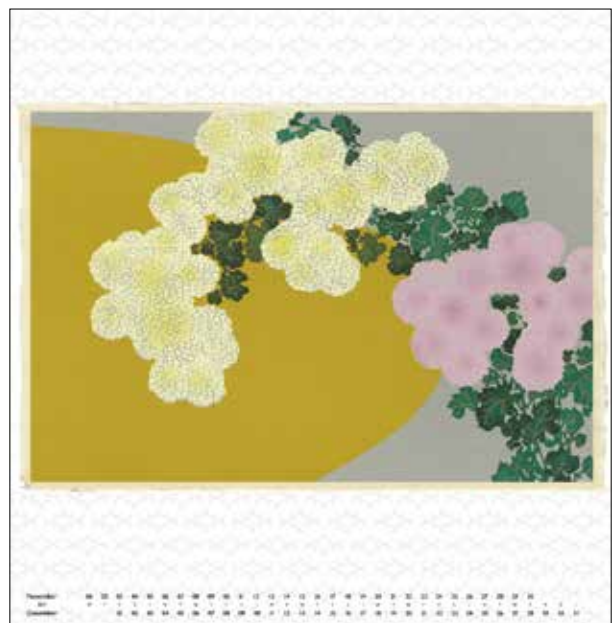
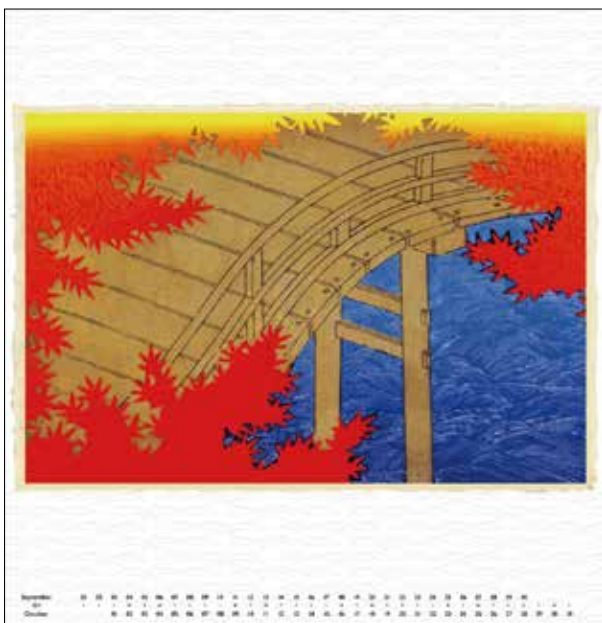
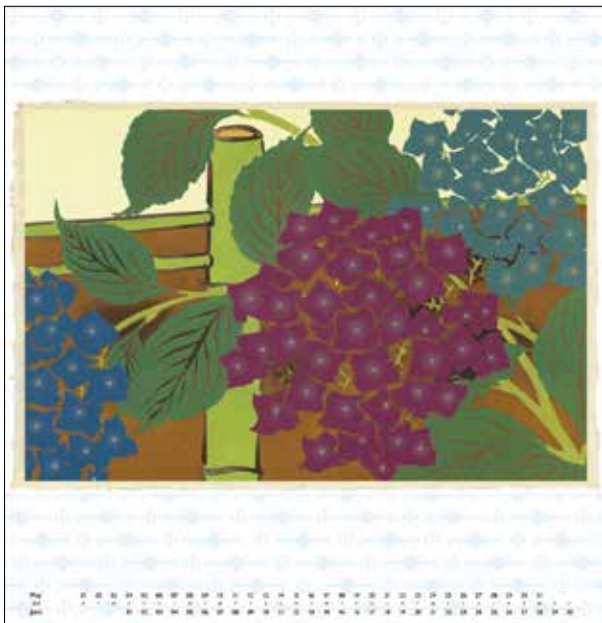


Expansion | ARTWORKS BY SEKKA KAMISAKA

神坂雪佳

KOMORI CALENDAR

A painter of the Later *Rinpa* school active from the Meiji to the early Showa era, Sekka is an artist renowned throughout the world, particularly in Japan and Europe. Prominent globally in the field of applied fine arts as well, Sekka traveled to Europe and gained adulation there for breaking original new ground with a style that embraced art nouveau forms. He is also known for rejuvenating Japanese crafts of the time and contributing to their subsequent development. His works are still admired, especially in the West, and decorated the cover and opening page of *Le Monde d'Hermès N° 38*. The daring beauty in Sekka's art that captivates leading contemporary brands lives on today.



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