

# ON PRESS

KOMORI | No. 90  
2017

## **Packaging in Focus** Komori's State-of-the-Art Solutions





# Packaging's Future



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## Feature

### Packaging in Focus

Packaging printers enjoy growing demand and a full Komori arsenal of advanced presses to meet emerging needs. How some of the most important technologies in printing originated with Komori. Also, a look at the state of play in the field and the Lithrone GX40 Series machines that are carving out the future.

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# Packaging in FOCUS

Komori's State-of-the-Art Solutions

666 Europe

183  
China280  
Japan910  
North America199  
Other

## Installations of Komori coating presses

Komori developed the world's first inline coating unit in 1984.  
Now Komori presses with coating units are in operation around the world.

total **2,238**

### Packaging OnDemand: The Komori strategy supreme

Packaging is integral to virtually every product in the marketplace for many very good reasons. The package protects the product in every phase of shipping and distribution and communicates to customers the brand identity and other product specifics at the critical moment: point of sale. Packaging is the face of new products, conveying to the target consumer a carefully crafted message and tactile feeling that offer shelf impact and raise brand awareness. The packaging printer must deploy container design expertise and high quality multicolor printing capabilities on every substrate imaginable to succeed in a space that grows more competitive by the day. The challenges are daunting and the rewards by no means certain. Fortunately Komori is on hand with proven solutions.

### The Komori tradition of invention

For decades, in fact, Komori R&D has produced many of the most important advances in printing, innovations that are now taken for granted. In 1984, for example, the world's first inline coating unit was developed and introduced to the printing world by Komori. During a period of great change in machine hardware, when the basic configuration of the modern offset press enabling multicolor and double-sided printing was being determined, Komori was the first to lay out a roadmap for package printing that incorporated an inline coater.

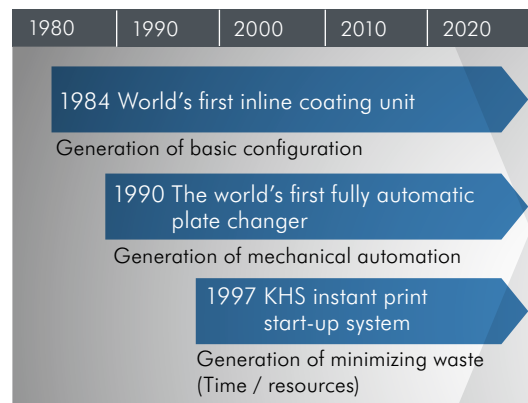
Just six years later, at drupa 1990, Komori stunned the printing industry again by announcing the world's first fully automatic plate changer – a breakthrough so advanced that competitors were deeply skeptical at first. Now Full-APC is SOP for everyone.

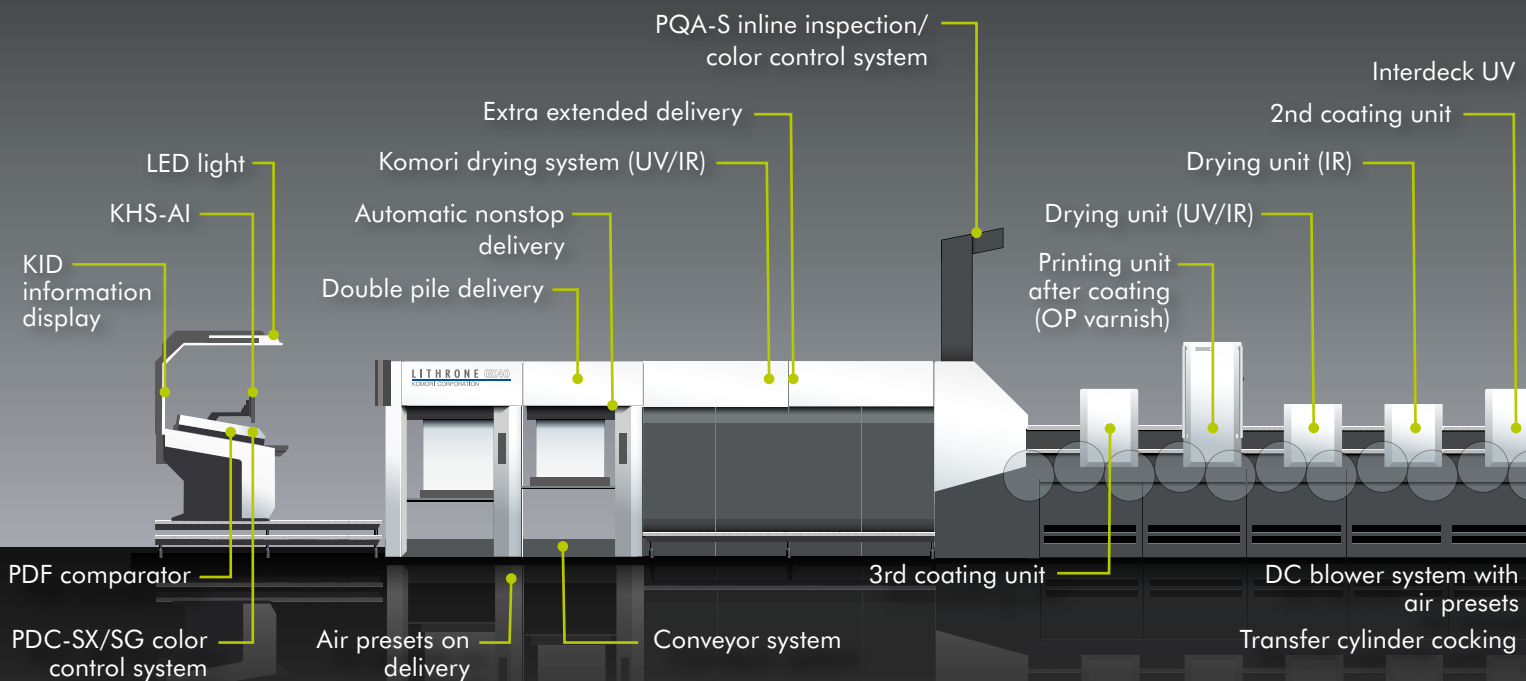
Also in the 1990s, short makeready for quick print start-up with the minimum amount of paper waste emerged as the most pressing need for printers. Komori introduced the KHS instant print start-up system, an innovative solution that presets the ink fountain keys during changeover. This too revolutionized printing. The entire process picked up speed. Now, further developed as KHS-AI, this system is the world's undisputed leader in print start-up technology.

### Digital in sight

The environment of the printing industry is ever changing, and the printing market inevitably responds to economic changes and market needs. One such response is the emergence and growth of digital printing. Meanwhile, as commercial offset keeps pace with a greater variety of jobs, package printing is seen as a promising field. And Komori is once again leading the industry, rolling out digital printing systems and originating offset solutions tailored for packaging.

### Meeting market demands





### Needs established: solutions ready

The market needs driving package printing and the solutions meeting those needs are unique. The printing market in general does not admit of easy reassurance. Needs are becoming more stringent and competition is growing ever more intense. The most urgent requirement for staying in business is lower production costs. And the key to this is shortening production time and cutting paper waste. Precisely the areas where Komori excels: printing press automation and short makeready.

Getting color right is, of course, fundamental. In package printing the use of standard densities and color standardization were considered extremely difficult to implement. Typically printing samples

and proofs were essential to getting color in package printing in the past. But in recent years the move to standard densities and color standardization has grown quickly. The background to this is, of course, large clients who comply with ISO-based standards for their own products, thus leading to the general demand for standardization in the industry.

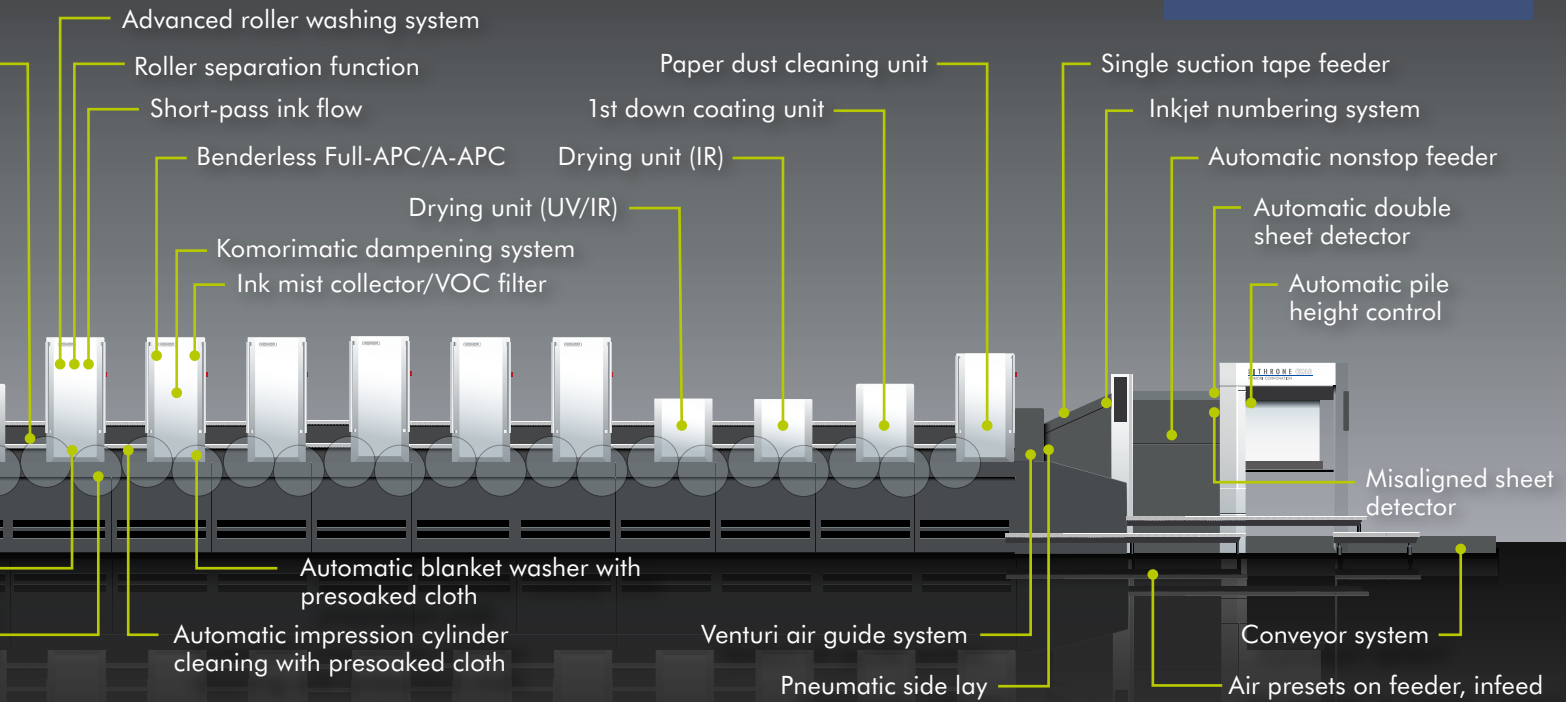
Additionally, color adjustment must be comprehensive, covering highlights, shadows and intermediate tones. More than anything, it is very important to recognize that printing with standard densities is the easiest and most productive way of working. And KHS-AI, based on standard density targets, is the optimum system that provides powerful backup to this strategy of printing.

The shortest color adjustment time in the industry, however, cannot be attained by digital control alone. It is rather the result of combining digital control with the highly accurate ink key system, the unique Komorimatic continuous dampening system and a finely controlled servo-driven impression on/off system.

### The Lithrone GX40 packaging dream machine

The illustration above shows a seven-unit Lithrone GX40 configured with an abundance of possible options developed by Komori as solutions to the three main challenges facing package printing: production cost reduction, quality control and high added value. The feeder is specified here with a full lineup of quality control devices: the new single suction tape feeder, automatic double sheet detector and sheet misalignment detector, all helping to ensure that sheets are fed with





complete precision. An exhaustive complement of mechatronics systems and devices – KHS-AI V6, PDC-SX, PQA-S and the Komorimatic dampening system, to name a few – make sure that every sheet of paper, dot of ink and bit of data are in exactly the right place at exactly the right moment. Komori's advanced PDF Comparator System, optional with PDC-SX, scans the printed image for comparison with the originating PDF file data, allowing the operator to check for missing or anomalous characters in the initial printing stage and thus preventing production losses.

### Special for Lithrone GX40 Series

Features that are particularly suited for packaging are integral to the Lithrone GX40. In addition to air and register presets, KHS-AI provides strengthened linkage with PDC-SX and PQA-S. The Sheet Numbering System, an option with PQA-S, prints a unique number on each sheet to facilitate identification of problems and guarantee traceability. Because repeat jobs are very common in the packaging industry, a function allows settings used in the past to be quickly searched and set. This improves operability and shortens makeready time. A new color correction function that enables accurate feedback of special colors by the use of  $L^*a^*b^*$  values has been developed and incorporated in PDC-SX. In addition, a new function of the Lithrone GX40 automatically positions the image on the sheet in the correct position for the die-cutting process. These functions provide greater print quality stability and higher productivity.

A new system that accurately recognizes die-cutting data and facilitates quality control by



blanks has been developed and may be specified with PQA-S. In addition, PQA-S masking software that automatically creates the inspection area in advance from the die-cutting data is available. This further strengthens print quality control for packaging.

To attain the utmost in productivity, the automatic nonstop feeder and delivery are available to enable pile changing without operator assistance. These can be linked to a logistics system that transports stock smoothly through the printing plant. Resupply of the feeder and removal of printed sheets are automatically controlled so that the flow of paper to the press is uninterrupted and high-speed printing continues until the end of the run. Ultimate throughput.

## The Lithrone GX40RP/44RP: one-pass everything

The seven-color 5-over-2 Lithrone GX40RP+C UV Extended Delivery in cardboard specification shown below can incorporate every automation system, technology and option available for the Lithrone GX40 in a unique configuration that enables double-sided printing without sheet reversal. This design allows single-edge gripping, which makes the margin on the tail edge of the sheets – an unavoidable structural requirement with perfectors – completely unnecessary, so paper costs can be cut by minimizing the sheet size. Eliminating sheet reversal ensures stable sheet transport that is capable of handling either light or heavy stocks through the use of four double-size transfer cylinders. Front/back plate imaging is in the same direction, just as with single-sided presses, increasing efficiency in prepress.

This machine addresses a growing need in package printing, particularly with cosmetics and other beauty products – double-sided printing. The Lithrone GX40RP's single-side gripper margin not only saves on paper and board costs, this design is perfect for heavy stock due to the simple sheet transport structure. And now Komori has just announced the new Lithrone GX44RP, further widening the prospects for one-pass double-sided package printing.

Available with A-APC Asynchronous Automatic Plate Changer, PDC-SX Spectral Print Density Control-SX Model with the PDF Comparator System, and the PQA-S Print Quality Assessment System for Sheetfed in either single or dual camera specification for the highest levels of quality and productivity in the industry. The Lithrone GX40RP delivers an indomitable competitive edge. Lightning-quick job changeovers with the power of KHS-AI, A-APC and Smart Sequence. Truly a press like no other.

## Robust hardware/software support

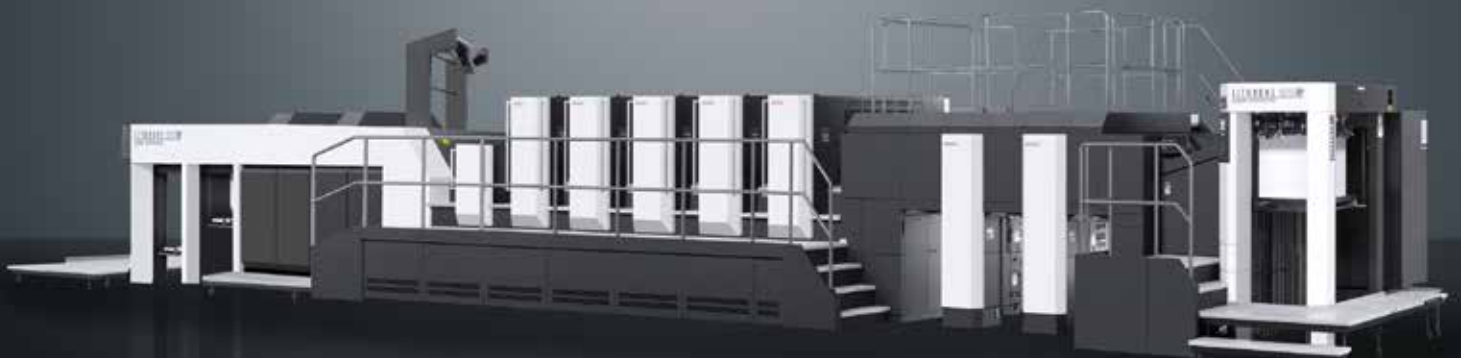
Komori Lithrones specified for packaging benefit from an environment of support, compatible hardware and software, and service that works as a printing force multiplier. The Impremia IS29 29-inch Sheetfed UV Inkjet Digital Printing System is the ideal digital solution for high-quality prototyping and testing, offering an expanded color gamut and printing on any stock without coating.

Connecting users and Komori, KP-Connect is software that improves productivity by enabling instant visualization of press operating conditions on the cloud, anytime and anywhere. This means Komori will be able to propose ways of improving printing operations to achieve greater throughput. This package can be upgraded to KP-Connect Pro Printing Task Control Software, an interface connecting MIS and the press that automates the prepress and postpress workflow.

## Postpress lineup fills out

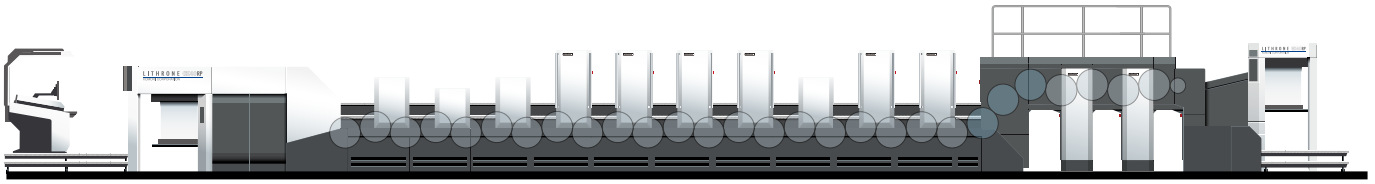
The expanding range of Komori Apressia postpress devices – programmable guillotines and die cutters – are designed to match a Lithrone pressroom perfectly. High performance with robust engineering and possibilities for customization to meet specific applications. In short, Komori packaging solutions are the total answer. Reliability beyond measure. A system-of-systems approach to proven technologies and printing excellence. The shortest path to a competitive edge in print.

There is, however, an even more important reason to choose Komori's state-of-the-art solutions. Komori is committed to providing configurations that can be customized for each user's particular application. Komori puts its design and engineering capabilities behind each individual machine. Komori service is also legendary in the industry. When a customer selects a Komori machine, he's also selecting the ultimate weapon: Komori people.



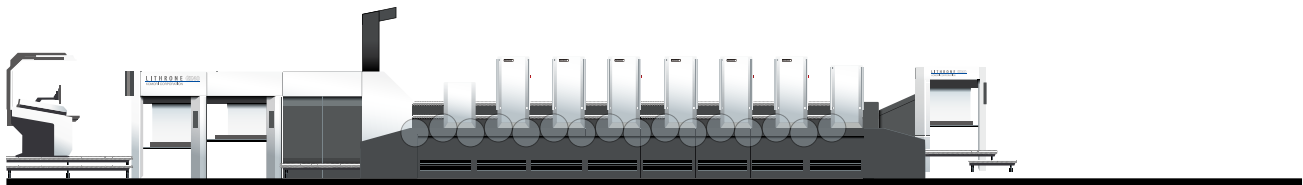


## Cosmetics Eight-color Lithrone GX40RP + Double Coater + Extended Delivery



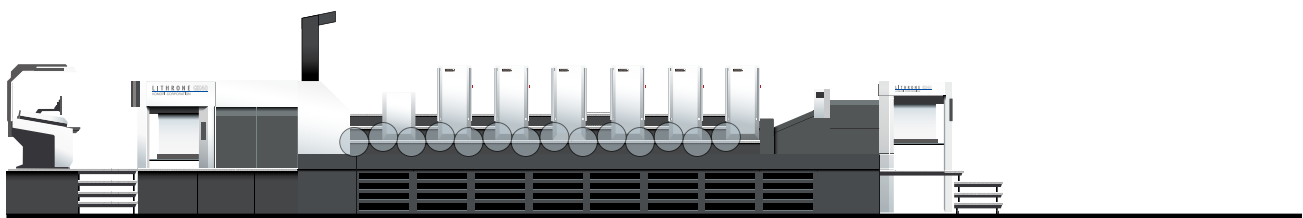
Cosmetics packaging often requires special coating effects and double-sided printing to optimize shelf appeal and attractiveness in use. This eight-color Lithrone GX40RP plus double coater is the only machine in the world that lays down two colors on the back, prints two colors on the front, dries, prints four more colors, and then applies two kinds of coating – all in one pass without reversing the sheets. Specified for special substrates to minimize static and scratching risk. Incorporating the mainstay Komori quality control systems, PDC-SX and the PDF Comparator, as well as the nonstop production system. Configured to provide maximum flexibility and to meet the requirements of diverse applications.

## Pharmaceutical Six-color Lithrone GX40 + Coater + Extended Delivery



Pharmaceutical packaging in every country is subject to stringent rules for consumer protection. This six-color Lithrone GX40 plus coater and extended delivery is specified to facilitate quick color changes, extreme quality control and reliable inspection. To ensure perfect quality, the machine is specified with PDC-SX, PDF Comparator and the PQA-S All-in-One Model that provides print quality inspection, color control and automatic register adjustment. The double-pile delivery offers physical separation of production sheets and misprints detected by the inline PQA-S. Also specified with the Inkjet Numbering System, a PQA-S option, for traceability. A paper dust cleaning unit is situated in front of the printing units.

## Food Six-color Lithrone GX40 + Coater



Printing of food packaging regularly involves long runs and, of course, extra attention to quality and hygienic conditions. This six-color Lithrone GX40 plus coater is configured for high-speed nonstop production, with a nonstop feeder and delivery as well as the conveyor-equipped logistics system for round-the-clock operation. High-pile delivery and 900mm plinth height further streamline production. The advanced ink roller cleaning system is run by an automatic control program to save time and reduce presoaked cloth consumption. Full set of quality control systems, including PDC-SX, PDF Comparator and PQA-S V5.



# Firstan

## Dual Lithrone GX40 Presses Make UK Printer a Player in European Packaging Market

Installation of a Lithrone GX40RP with front- and reverse-side printing units and inline coater has recently been completed at Firstan Quality Packaging in the small Cambridgeshire town of Godmanchester. This is the second of the company's first two Komori Lithrones — following the six-color Lithrone GX40 with coater installed in November 2015. The company also runs two six-color presses from another manufacturer.

As with its first Lithrone GX40, the Lithrone GX40RP has a nonstop feeder and nonstop delivery to provide automatic nonstop operation. The conveyor-equipped logistics system enables carton board stacks to be resupplied continuously to the feeder pile and removed automatically from the delivery without operator intervention, allowing the press to maintain maximum printing speed throughout the run.

Firstan Quality Packaging is a leading UK supplier of food, confectionery, cosmetics, and beverage cartons and sleeves. Firstan Pharmaceutical is



From left: Paul Hartwig, Production Director, and Andrew Hartwig, Managing Director



### Going for a billion a year

The company turns over a total of £20 million annually and produces 600 million cartons a year with 150 staff. Now that the new Lithrone GX40RP has joined the six-color GX40, annual capacity will rise toward a billion cartons, signaling a predicted turnover target of £24 million for next year.

In the pharmaceutical division, for which quantities on work such as special medication cartons can involve runs as low as 500 sheets, overall run lengths average 7,500, compared with an average of 15,000 in the food packaging market.

Says Production Director Paul Hartwig: "The six-color Lithrone GX40 installed last year runs at twice the speed of the press it replaced, and its time-saving makeready systems enable us to substantially improve daily output even when the schedules include a high volume of short-run work. We run it almost constantly at 18,000 sph and it increased our overall capacity by 35 percent. Now, combined with the Lithrone GX40RP running at its rated maximum of 15,000 sph, capacity will increase by more than 50 percent."

one of the UK's leading pharmaceutical and healthcare packaging manufacturers, specializing in developing packaging solutions for boxcard cartons. The group's workload is split evenly between these two sectors.

Firstan was founded 40 years ago, and for the first 34 years it was located in Bar Hill, near Cambridge, in premises that it expanded stage by stage into adjacent and nearby units as these became available. Says Managing Director Andrew Hartwig: "Twenty years ago we pioneered the use of UV curing in the UK carton printing industry and this generated a period of fast growth for us – we increased our print production from two machines to four within just four years. To consolidate processes and streamline production, we needed everything under one roof and the move into our purpose-built 90,000-square-foot site in 2010 has enabled us to do just that."



## Expanding further afield

“Several of our UK-based clients have divisions within the EU, and our new Komori presses give us the capacity to supply these new territories and beyond. As a result of recent favorable changes in sterling-to-euro exchange rates since the UK signaled its intent to withdraw from the European Union, interest from other European countries has increased considerably. We’ve had inquiries from Belgium, Ireland and elsewhere. From our location in eastern England, which is within easy reach of several east coast seaports, we are now able to offer not just quick delivery but also competitive pricing to the carton market throughout the rest of Europe,” explains Paul.



## Accreditations a-plenty!

To provide the necessary assurances to customers in the food and pharmaceutical fields, operational accreditations are essential and environmental credentials much welcomed.

The company has a whole host of certifications for forestry stewardship and sustainability and additionally carries all the major quality management accreditations. It was the first in the UK to achieve PS9000:2010, the standard for the supply of pharmaceutical packaging materials. In 2012 it achieved ISO 14001, the environmental quality standard.

During 2015 it also became the first UK packaging manufacturer to be certified with the pressSIGN offset standard. This globally recognized accreditation allows brand owners and retailers to monitor and audit all aspects of color workflow, including file handling, proofing, viewing conditions and press performance.

“Certification for this involves rigorous testing in prepress and printing, and we far exceeded all necessary ratings,” says Paul.

## Connecting print quality controls

“We also have Komori’s PDF Comparator on both our new Komori machines. Our six-color Lithrone GX40 was the first machine in the UK to have this system. Currently we’re the only printers to have two installed, and it’s obvious to see why our operators like it so much,” says Paul.

“It has sensors that read the printed image for comparison with the original approved PDF, working in conjunction with the inline PQA-S quality assessment cameras that inspect every sheet. The operator is instantly alerted to any errors by a visual alarm, tab insertion, and the precise location highlighted on the console monitor. Our operators can then make their own judgments on the cause and effect of these errors and decide what remedial action needs to be taken, if any.”

“For example, minor hickeys and temporary variations require different intervention from typographical errors. The connected quality control systems are sensitive to the smallest variations from the approved PDF, and even future maintenance alerts, such as the necessity for an upcoming blanket wash, are indicated in advance. The ability to automatically identify even minute differences, such as missing or incomplete characters, is especially beneficial to us when we’re running foreign or multilanguage versions of packaging involving, for example, Cyrillic or kanji scripts.”

## Firstan and the environment

Firstan’s truly extensive environmental measures include an innovative approach to exhaust heat management in the factory. All heat sources are identified across the entire production floor,



Gressingham pack with M-Lock® tamper-evident security



“

Komori Corporation's own environmental conscientiousness in incorporating so many energy conserving and eco-initiatives into its high technology Tsukuba factory, its press manufacturing and assembly processes and onward into the presses themselves certainly contributed to our decision.

— Andrew Hartwig

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### Reverse printing yields new design ideas

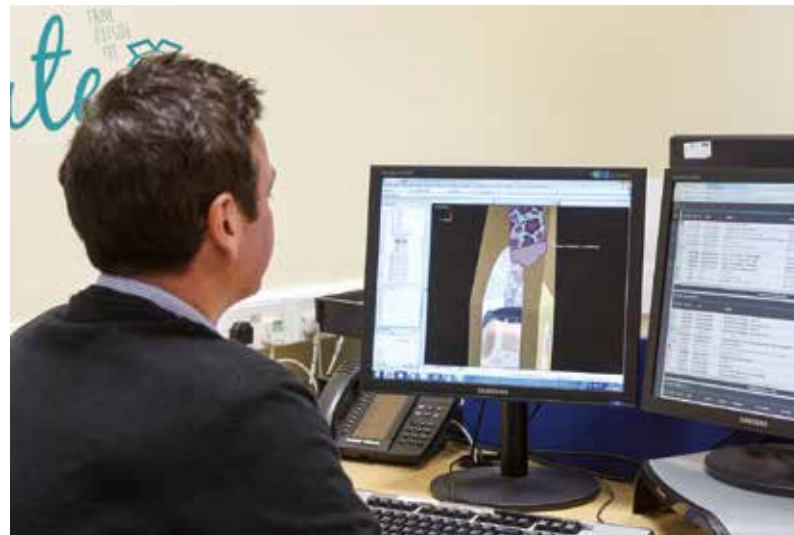
The company's design innovation center houses an eight-strong team whose unrivaled strengths include the creation of groundbreaking and, more often than not, unique designs ranging from folding cartons to printed pillow boxes. To help minimize lead times it offers a 3-D mock-up service, enabling customers to receive 3-D files of new designs to check shelf appearance in advance of printed mock-ups or proofs.

Firstan recently achieved recognition at the UK's prestigious Starpack and Pro Carton awards with its food packaging cartons, printed on the six-color Lithrone GX40 with coater.

The company's designers have also devised innovative anti-counterfeiting devices to guarantee product security. These include tamper-evident features such as its patented M-Lock® system, created initially for the pharmaceutical market but increasingly used in food packaging.

with extraction made through ducting from each machine to a centralized location where the heat leaves the factory through a single outlet stack. Says Andrew Hartwig: "It's more efficient, and certainly one chimney on the factory roof rather than a series of stacks is far less intrusive," says Andrew.

"Komori Corporation's own environmental conscientiousness in incorporating so many energy conserving and eco-initiatives into its high technology Tsukuba factory, its press manufacturing and assembly processes and onward into the presses themselves certainly contributed to our decision to place the order with Komori for our two new Lithrones very soon after we saw them demonstrated at IGAS in 2015," he adds.





“Now that we have both Komori Lithrone GX40 machines installed, our team can devise new ideas for carton print utilizing the exclusive capabilities of the presses. We’re the first in the world to have machines with this combination of specifications and that puts us in a niche category. It will certainly help us win more new business, and we’re explaining the new possibilities to our customers and to external carton designers to encourage them to think ‘outside the box,’” says Paul.

### Coating and varnishing options galore

“The Lithrone GX40RP machine, in particular, creates new opportunities that would previously have been impossible to produce in a single pass on one press. The configuration combines two reverse-side printing units, multiple front-side

printing units and a dedicated coater, facilitating many added value finishes such as reverse-side varnishing and front-side double varnishing for attractive effects, including drip-off, that we know will appeal to designers and marketers in their search for pack differentiation and shelf appeal,” he explains.

Adds Andrew: “Our two front-of-press reverse-side printing units on the latest Komori aren’t there just to print two colors on the reverse side of cartons. On the increasing number of jobs requiring substantial ink coverage, even on the inside of the carton and often for promotional purposes, we use the first reverse-side printing unit to print color and the second to varnish, prior to the sheets transferring to the multicolor front-side printing units.”

“In the food industry especially, with its increasingly stringent regulations and more detailed information on the carton itself for ingredients, nutrients, calories and other consumer information, we see the Lithrone GX40RP capabilities becoming increasingly valuable.”

“This also holds true for the pharmaceutical and ophthalmic industries, which now often require instructions and medical explanations to remain on the contents package rather than on a separate, enclosed leaflet.”

### Educating customers at the academy

An integral and well-established component in Firstan’s customer education program is the Firstan Training Academy, which runs courses to explain and demonstrate all the latest carton technologies and their applications. Over 500 visitors have participated, with attendees usually restricted to



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— Paul Hartwig

small groups of 10 to 15 people. Visitors include buyers, designers, planners and sales management. Customers regularly ask Firstan to talk to representatives from all of their departments.

“With the two Komori Lithrone GX40s adding a new wave of technology to production, we’ll be accelerating the frequency of these courses,” says Andrew. “We’re now explaining to participants the Lithrone GX40RP configuration, the benefits of reverse-side printing on carton board without turning over the sheet and the capability to produce at maximum speed even on thick board. We’re also showing them how multicoining can add value to their products.”



Firstan's award-winning curry kit for Marks & Spencer

## The Lithrone GX40RP advantage on stock

Paul says the Lithrone GX40RP also helps to save material and simplify prepress instructions: “The reverse-side units and the front-side units all grip on the same front edge. So we don’t need to allow space on the sheet for an additional gripper edge, which would be necessary on traditional perfecting, where the sheet itself needs to be reversed.”

“This also means that our dimensional instructions for layout and CTP are consistent for all plates.



Furthermore, the larger sheet size of the Lithrone GX40 presses enables us to print more cartons up on a sheet – saving material on jobs such as pharmaceutical cartons.”

The installation of the second Lithrone GX40 will substantially increase the volume of sheets heading to Firstan’s finishing department for die cutting and creasing. As Paul explains, this has heralded a major investment in a new Bobst Expertcut 106 LER – the first of its type for Firstan: “The new Bobst produces blanks, thereby eliminating the time-consuming operation of separating the cartons. Until now we couldn’t justify blanking technology, but we need it now to ensure we capitalize on the faster output created by the new machines, especially as we expect this will be accompanied by an increasingly varied range of carton sizes.”

## Convertible curing system

Adds Steve Turner, Komori UK’s Director of Sheetfed Sales: “We’re delighted that Firstan has also future-proofed itself by equipping both its new Lithrone GX40s with a system that uses traditional UV technology and also enables conversion to H-UV curing simply by changing the UV lamps. So at any time in the future, Firstan can switch to H-UV curing and add the further benefits of the system’s additional environmental credentials.”

# PrintPark Rising on Lithrone Power

Founded in the dazzling metropolis of Istanbul in the 1970s, PrintPark has grown into an award-winning packaging printer with customers throughout Turkey and Europe. Run by a trio of second-generation brothers, the company has seen remarkable growth in a highly competitive marketplace. Their formula: allegiance to Komori Lithrones.



Lithrone G40 installation video

Named for the Ottoman Emperor Fatih Sultan Mehmed, the conqueror of 15th century Constantinople, the municipality of Fatih in Istanbul, Turkey, embraces an abundance of World Heritage historical sites and a neighborhood of tremendous significance to the Turkish printing and publishing industry: Cagaloglu. This district gave birth to the vast majority of printing houses founded in Istanbul during the boom and bust years of the 1960s and early 1970s, including PrintPark, established by Mehmet Dansik in 1974 in a 50-square-meter shop to produce packaging. Dansik had already worked in the package printing industry for more than 15 years as a craftsman and press operator when he opened his own shop.

Today, under the family's second-generation management, PrintPark has developed into one of

the most renowned printers in Turkey, making use of 10,000 square meters of floor space and nearly 100 employees to manufacture a full range of high-end packaging for the food, cosmetics and spirits sectors throughout the region and Europe.

Ferit Dansik, managing director of PrintPark, relates his history with the company: "The company was founded by my father, and the second generation became involved in the mid-1990s, starting with my elder brother Turan. I joined in the 2000s, after graduating from university, along with my younger brother Turgay. I had already been working part-time at the company while I was a student, so taking a full-time position was a very smooth transition for me."





Ferit Dansik, Managing Director of PrintPark

“The second generation started a revolution in the company that is still continuing today. We’ve made a great deal of investment, we’re registering strong growth year after year and we’re exporting 40 percent of our production. Today we are a fully integrated company that offers a wide range of services with the latest machines,” says Mr. Dansik.

PrintPark’s capabilities include conventional and UV offset printing, die cutting, embossing, engraving, hot foil stamping, film lamination, screen printing, window patching, folding-gluing and hologram patching. The company’s core product lineup covers an equally wide range: folding cartons from cardboard or corrugated board, labels of all types, tags, riders, blister packs, and sheetfed self-adhesive labels and sleeves.

## The latest: Six-color Lithrone G40 plus coater

The company runs a trio of Komori presses: a five-color Lithrone S29 with coater, a six-color Lithrone S40 UV with coater and a six-color Lithrone G40 with coater that was just installed in March 2016 (watch the installation with the QR code).

“On the Lithrone S29, we mainly run short jobs,” says Dansik, “and we have a lot of these. The Lithrone S40 is a fully equipped UV press, so it primarily handles our added value work. The Lithrone G40, our newest press, prints large volume jobs. In general, we aim to operate with run lengths of 10,000 sheets or more.”

“Since installing the new Lithrone, we run only one shift. Before that we used a two-shift production setup, and we might return to that in the future as our business grows. Since we concentrate on added value work, we are less interested in the high volume market and we don’t seek to operate at maximum capacity. This allows us to keep our profit at a favorable level,” he adds.

So how does PrintPark meet the real needs of its customers? Dansik describes an application developed by PrintPark for Turkey’s leading cosmetics brand: “I can tell you about our most recent case study – a printed product that won Best



## I PrintPark, Turkey

Istanbul, the global city of many storied empires, is the economic, cultural and historic center of Turkey. The transcontinental metropolis ties Europe to Asia by straddling the Bosphorus Strait between the Sea of Marmara and the Black Sea.





Beauty and Cosmetics Carton in the Pro Carton ECMA Awards, one of Europe's most prestigious packaging awards. Our customer, Flormar, the number one brand of makeup in Turkey, came to us for a packaging solution for their All Eyes on Me Collection. They wanted to present their newly developed products with a highly compelling look. To attract customers' attention, the design focuses on two current trends: the houndstooth pattern, which is very popular in the textiles and cosmetics industries, and the equally popular velvety texture. This resulted in the cosmetics industry's first carton with a velvety decoration applied to a matt metalized surface. The velvety surface even rounds the corners without breaking. Using special foil printing (flock printing) in combination with high-



PrintPark's award-winning All Eyes on Me Collection



quality UV printing, the package is given a very special finish that makes it extremely attractive at the point of sale. It can be filled automatically as this treatment is highly robust and scratch resistant. The fashionable presentation made some of the products so successful, both in terms of sales and consumer feedback, that they have been included in the program permanently."

### The jury has spoken

As the ECMA jury noted: "The Flormar All Eyes on Me Collection certainly achieved the 'all eyes on me' claim. All the judges were fascinated by these little packs that not only achieved brand and product communication but, through the effect

of print techniques and 'flock,' had this amazing in-hand feel that just had to be touched."

Food is another major part of PrintPark's business, and Dansik describes the challenges in the production of food packaging: "The initial challenge in food packaging was to master the use of low-migration inks. But now customers are not willing to print food packaging on machines that also run nonfood jobs. I believe that in the near future the entire plant will be dedicated to either food or nonfood packaging."

"With cosmetics products, on the other hand," he continues, "the challenges never end. Because customers are always looking to achieve more attractive results, they are much more open to research and development. Attaining the extremely high quality level that is demanded is also a big challenge, and cosmetics packaging customers insist on zero tolerance for quality variation. Compared with food packaging, however, the runs are not so long, so achieving these results is not easy."

Dansik says that PrintPark is a totally integrated company: "We never outsource or subcontract any of our processes. Even for special applications such as screen printing, hot-foil printing, and pick-and-place window patching, PrintPark's in-house capabilities can meet any needs."

## Old but young and full of passion

As with any printer, human resources are key to sustaining and growing the business, and PrintPark deploys a highly motivated workforce that is fully backed by management and equipped through training and leadership to handle the work and then some – creativity, inventiveness and imagination are fundamental to the job specification.

Dansik likes to describe the company as progressive: "We are an old company, but on the other hand we are also young. Our people are filled with energy and passion. We are fully equipped and strong but also very flexible. And I can offer proof that we are progressive. In the 19 years of the Pro Carton ECMA Awards, Turkey has won only two times and both of these prizes were collected by us!"

"Succeeding with difficult jobs also contributes to high motivation. Our employees gain satisfaction by seeing PrintPark's added value products on store shelves. This inspires real confidence," he adds. "Training is a big must, and we are always updating our techniques. Our quality assurance strategy is also constantly being upgraded, so we are always looking to have more training on the latest topics."

PrintPark has received ISO 9001:2000, ISO 14001:2004, ISO 18001:1999 and ISO 22000:2005 and BRC IOP certification. "We try to run our business by following accepted standards, and our tenacious quality assurance department makes sure that we do just that. The next certifications that



we are looking to attain are for social compliance and energy saving," he adds.

Looking ahead, Dansik likes the prospects for PrintPark: "The roughest time I ever had in the printing industry was 2009, when we had just made additional investments and the bottom was falling out of the market. We bore down on our business and a gradual recovery followed, although of course many printers did not make it."

"We want to make PrintPark well known – that's why we participate in exhibitions that grow our brand value. We have been exhibiting at Luxe Pack Monaco for seven years, and up until last year we were the only Turkish company taking part. We have ample capacity for now, and over the next five years we will try to maximize capacity utilization. We'll renew some equipment as necessary. For example, we are planning to replace our Lithrone S29 as soon as possible. On the other hand, digital printing is knocking on the door, and the knocking is growing louder, so PrintPark will probably open that door."

"As I said at the Komori World Party during drupa 2016, our company is exceptionally satisfied with Komori printing presses and very happy with the relationship that we have both with Komori and ArasGrup, the distributor for Turkey. We're looking forward to what the future brings with anticipation and confidence."



From left: Hamdi Kaymak, Managing Director of ArasGrup; Ferit Dansik, Managing Director of PrintPark; Tony Carter, Director of Distributor Sales of Komori International (Netherlands); Turan Dansik, Chief Operating Officer of PrintPark. At Komori World Party during drupa 2016

iTek

# Efficiency Turnaround

From left: The iTek management team — John Rawlins, Julli Goodwin, and Rick Mitchell

John Rawlins founded a commercial print company, sold it and then bought it back. Along the way he also changed his opinion of the potential of offset. Now he's sitting in the catbird seat thanks to an H-UV-equipped Lithrone perfecter. And he's left room for one more just in case.

## iTek gains capacity and advanced capabilities

iTek, located near Charlotte, North Carolina, was formed in 2008 when John Rawlins repurchased the commercial print company he had originally founded in 1983 and sold in 2002. Committed to the highest quality printing and exemplary customer service, iTek's mission is to be a strategic partner to its customers by providing a full range of offset and digital products and services to produce graphic communications that add extraordinary value.

When Rawlins repurchased the company in 2008, he traded two six-color offset presses from another manufacturer for a new Komori six-color 40-inch press. "We had invested in our first digital press right before I left the company in 2002 because at that time I thought everything would be going digital," says Rawlins. "I made the statement back then that I would never buy another conventional offset press. But in coming back, I saw that things changed. Most notably, technology. With the increased speeds and quick makeready times of advanced offset presses like Komori's, it became possible to match the cost-effectiveness of digital even on short runs."

iTek's wide-ranging customer base includes manufacturers, retail chains and merchants, advertising agencies, publishers and professional sports teams. To keep pace with the needs of its diverse and growing clientele, the company recently moved to a new 75,000-square-foot production facility.

"As part of the expansion plan and to meet strategic goals for growth, we have made it a point to ensure a good product mix. With two business partners that are both on the sales side, we have a vested interest in adapting to the times. We are multiprocess. We've gone to automation. We've gone digital. We've gone wide-format," says Rawlins. In keeping with that philosophy, he and his two partners, Julli Goodwin and Rick Mitchell, decided to replace the existing Komori press with a new Komori eight-color Lithrone G40P perfecter and Komori's proprietary H-UV curing system. "We had an excellent experience with our first Komori, and the service and support were tremendous," Rawlins explains. "We were ready to increase our output capacity with eight colors and the perfecter as well as upgrade to the H-UV technology."



## A state-of-the-art press for a thriving business

The eight-color Lithrone G40P is fully automated with asynchronous plate changing and can print both sides of a four-color process sheet in one pass, doubling the company's throughput speed and helping to reduce costs. Additionally, the H-UV ink curing system allows printed sheets to come off the press completely dry. With multiple varnish and coating options, including gloss/satin/dull UV coating, soft-touch aqueous and strike-through varnish, iTek is able to offer one-of-a-kind pieces that stand apart from the competition.

The company's approximately 55 employees complete three 24-hour production shifts per week

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## T iTek, USA

The third-fastest growing major city in the United States, Charlotte, North Carolina, is known for its many financial institutions, which make it the second-largest banking center in the country. The city was named for the German princess Charlotte of Mecklenburg-Strelitz, who had become the Queen Consort of Great Britain and Ireland in 1761 as the wife of King George III.





and three 12-hour shifts. Sixty percent of iTek's approximately \$12 million in revenue is produced on the Komori press and 40 percent is completed with digital and wide-format equipment.

"With our new Komori, we can accomplish a makeready on a four-color job on both sides of the sheet with 50 sheets of paper in under four minutes," adds Rawlins. "If my competitor is looking at 20-minute makereadies, it is going to be very

difficult for them to compete. We can do a lot of volume on this machine. And the H-UV capability is ideal for the more than 100 magazines we produce each month, which are jobs that are usually 1,000 to 5,000 in quantity with a 48- to 96-page range."

The publication work is produced for a company that markets neighborhood magazines. The majority of this company's 5,000 magazines are produced on digital equipment, but it sends short-run and overflow work to iTek. iTek prints, folds, stitches and mails the publications for the client.

### Delivering cost efficiencies and more

While many in the industry believe that it is more cost-effective to go digital, Rawlins is actually proving that theory wrong by moving some work formerly completed on iTek's digital press equipment to his new Komori. As he notes, "Someone might think that a 32- to 48-page magazine would be a digital job, but that's often not the case. When you consider the click charges with the digital equipment, which do not decrease as the volume goes up, you can quickly see it becomes more cost-effective for us to run those jobs on the Komori, especially when multiple print signatures are involved."





Looking ahead, Rawlins sees additional possibilities to grow his business with the help of Komori: "A lot has changed in this industry over the years and it's hard to know exactly what's around the corner. To be prepared for what's next we will continue to make sure we have the latest technologies in place to meet whatever the market is looking for. The Lithrone G40P is enabling us to do that today. As for the future, when we designed our new production facility, we left room for a second Komori press because we knew we would eventually need it."

Rawlins also appreciates that the throughput of the Lithrone G40P has enabled iTek to virtually eliminate the overtime labor costs it previously incurred in order to complete jobs under tight deadlines: "We keep very good metrics on what we do. In our management information system, times are tracked. Costing is tracked. We stay on top of it. We look at speeds. We look at overtime. I will say that our overtime – keeping the same amount of press crews – has almost gone to zero with the new press primarily because of its capacity. We were close to being maxed out on the other machine. With overtime, we were running around the clock six days, and sometimes on Sunday. This press has all but eliminated overtime. We have an open shift now to add more capacity."



# Veldhuis Media **focuses** on ‘High Tech Offset’

“Automation allows you to go faster and be more productive.” Oscar Jager, Managing Director and Co-owner of Veldhuis Media, in Raalte, the Netherlands, has a clear vision of where his company needs to go and how to achieve that: “We are not a printing house. Printing is one part of our complete production process.”



Oscar Jager, Owner

“Every step in that process needs to be as standardized and automated as possible to ensure efficiency. Komori understands exactly what we are looking for. This is what we call High Tech Offset,” declares Jager.

Ever since Oscar Jager and Erwin de Lange became owners of Veldhuis Media in 2002, they have put a strong focus in place: “We manufacture signature-based products, printed in full color,” Jager explains. “These products can be books, brochures, catalogues, magazines or periodicals. We print them, we finish them, and we can take care of shipment and fulfillment as well. We have made clear choices to be able to define exactly what we do – and how we can improve on that. This allows for more focus on both sales and production – and on an optimized workflow from the first quotation to the final product.”

## Highly automated presses

Over the last 14 years, Veldhuis Media has been growing steadily. It now employs some 80 people, and has a turnover of 14 million euros. Around half of this turnover comes from publishers of periodicals and magazines. Some 15 to 20 percent comes from a number of online print portals that outsource part of their portfolio to Veldhuis Media. Book publishers make up the remaining 30 percent of annual turnover. Some 11,000 jobs are being produced annually in Raalte at average run lengths of 2,500 to 3,000 sheets, adding up to a grand total of 4.5 kilotons of printed paper.

Veldhuis Media has three highly automated Komori presses to do all the printing: two





eight-color Lithrone G40P perfecter machines and one five-color Lithrone S40. Running three shifts at least five days a week, they consume more than 140,000 square meters of offset plates every year. Jager says: "You need to be really efficient to handle this number of jobs and cut costs and waste at the same time."

### JDF-driven production process

Jager explains how automation is a constant process of taking small steps and making organic changes: "We are just always looking for ways to further standardize and automate the production process. For sure, every printer has an MIS, a prepress system and a logistics system. The big question is: how do you interconnect all of these systems to take full advantage of the capabilities that fit your needs?"

By networking its MIS with the Komori K-Station production management system, Veldhuis Media has put a JDF-driven production process in place: "JDF enables us to automate many steps in the process. By using workflow automation software, we are able to further eliminate manual tasks and speed up processes. ICT has become so important to us that we now employ three ICT specialists who constantly monitor and enhance our infrastructures," Jager says.

### Fully automated from sales to plates

Once an order triggers the MIS to create a job, the order is made available to the customer via the web. The customer uploads his PDF files, and after approving the job, plate production starts semi-automatically: "We have put one last checkpoint in place to

remain in perfect control of our computer to plate systems," Jager adds. Order information gets transferred to Komori K-Station to trigger a job ticket, while the MIS system adds further details, for example, concerning production planning.

Print jobs from any of the online print portals that outsource to Veldhuis Media are received as XML tickets. By extracting all required information from the XML data, the MIS system at Veldhuis creates a digital job and sends the print-ready PDF files to platemaking. When plates are ready, a physical job ticket is created to accompany the order during production. "Up until this point, these online orders have not been touched by anyone – everything is done fully automatically," says Jager.

### Enhancing the workflow

The prepress workflow also sends JDF data to the guillotines to allow for automated paper cutting. Other finishing equipment, such as folders or stitching lines that have their own specific automation software, is set up separately according to the job ticket information. "Connecting these postpress systems to our JDF workflow would require a lot of effort, but would not gain us much benefit," comments Jager.

Instead, he is looking to further improve processes at the front end of the workflow: "So far, automation has been very much aimed at the technical side of the production process. But now we are turning our attention to making even better use of our MIS by, for example, further automating our calculations."

### Room for improvement

Oscar Jager and Erwin de Lange are confident about the future of Veldhuis Media: "Of course there will be changes because of digital media and the internet. Publishers should look for ways to surround their printed products with new services and new business models. We are strongly convinced that there is a future in print for books, magazines and periodicals. Just look around you: for every hobby or special interest, there is a magazine. And so far, the majority of these titles are not yet printed by us. As long as we stay focused, there is still a lot of potential for growth."



# Vietnamese printer **overcomes** adversity with Komori

Growth was not necessary in the absence of competition, so the Vietnamese printing industry stood still for more than a decade. At the beginning of the 21st century, Vietnam experienced explosive population growth, with the average age of Vietnamese currently just around 30.



Nguyen Quang Huy, Managing Director

The country has one of the leading consumer goods markets in the region and thus faces an increasing demand for higher quality packaging. In addition, Vietnam is an outsourcing destination for companies such as Samsung, Wal-Mart and Microsoft.

As the nation becomes more attractive to global corporations, with more and more big names in industry looking for opportunities to cooperate, the printing market of Vietnam is entering a period of international integration. Indeed, the printing market cake is rising fast but will

soon be shared by new owners. Vietnam enterprises are going to step into a new stage of competition – that of globalization in a flat world.

### **Toughness tempered by difficulties**

Most private printing companies in Vietnam were established about 20 years ago, starting out as family businesses and quickly encountering many difficulties:



meager initial capital, outdated equipment and poorly qualified local labor. These seemingly unfavorable factors, however, forged a generation of enterprises capable of adapting to market change in an incredibly flexible and versatile manner.

### **Starting with a Sprint 26**

Launching in 2001 with only an old two-color Sprint 26 in a workshop with floorspace of less than 100 square meters, 20-year-old Nguyen Quang Huy, without any formal training, threw his passion and enthusiasm into building his business, Nguyen Quang Huy Company Limited, a printer and packaging company.

A period of 15 years is neither too long nor too short for a young man who has just embarked on his professional life. Nguyen Quang Huy, now the managing director of the company, learned from the real world, daily work, friends, colleagues, predecessors, superiors, short-term training courses – and from the failures inevitable with such a young age and lack of experience.

The company has overcome business challenges, economic difficulties, and professional shortcomings to persist and develop into the company it is today. It is the pride of not only Nguyen Quang Huy but also all the employees who have contributed to this success.

The year 2016 marked a turning point – a new stage of the journey of Nguyen Quang Huy Company on the path of integration and development. The entire plant has been relocated to an industrial zone in Binh Duong Province with a facility five times larger than the previous factory. Investment has also allowed the installation of more

modern equipment, spearheaded by a Komori six-color Lithrone G40+C UV and followed by a brand new four-color Lithrone G40 purchased in 2013. “We’ve had amazing results. Customers are very satisfied with our print quality and we easily meet the expectations of very demanding clients. Since this move, we have received more and more orders – so the new plant is feeling smaller and smaller,” says Director Huy.

Development of UV offset printing technology is essential to all printing houses and Nguyen Quang Huy is no exception. However, such development requires not just the right press but also the right materials, conditions and technicians. Director Huy is hoping to harmonize all of these elements in order to maximize the throughput of the six-color Lithrone G40+C UV and is asking for Komori’s help in achieving this goal.

### **A successful organization in a prosperous country**

A family, an organization or a country can only be happy when everyone is doing well and all are doing their jobs properly.

Having undergone a lot of changes and setbacks, the Nguyen Quang Huy Company understands the fundamental core of success: build human assets, commit to continuous training, focus on the environment and working conditions, develop transparent management policies, and share with and understand all stakeholders. “We want to contribute to the building of a prosperous country,” adds Director Huy.

The Komori Sprint 26 lit the fire and kindled the passion in the heart of Nguyen Quang Huy. He credits Komori and Cuulong Trading, the distributor of Komori products in the region, for giving him confidence, pride – and ultimately belief in himself. And for that, he is grateful to Komori.

# Xiamen Caiyilong **ties up** with Komori to fulfill dreams

The city of Xiamen, formerly known as Amoy, located on the southeast coast of China and known for its scenic beauty, faces Taiwan across the Taiwan Strait. It is the hometown of China's famous Overseas Chinese and the first area to be designated a special economic zone in China.



From left: Ou Dongyun, Chief Operator, and Li Fubao, Supervisor

Known as the "International Flower Garden City," the city of 4 million people is blessed with clean air and warm sunshine. Xiamen Caiyilong Printing Co., Ltd., an industry-leading package printing company, is located in this beautiful and historic beachside metropolis.

A provider of first-rank package printing services in Fujian Province, Caiyilong was founded in 2005 with investments of roughly 40 million RMB (USD 5.8 million). It is a private package printing company with a site of 3,000 square meters.

### Package printing: a promising future

Since its foundation, the company has followed a philosophy of respect for people, high quality at low cost, customer satisfaction and continuous improvement. By constantly improving the technical side of its products and enhancing its print technology, Caiyilong has gained

an innovative competitive edge. Hiring highly qualified managers and engineers and using the world's most advanced package printing equipment are key to this achievement. Its current equipment fleet consists of a state-of-the-art CTP system, a five-color Lithrone G40 H-UV with coater (the first in Fujian Province) that allows the use of gold and silver cardboard and eco-friendly ink and provides instant drying of special substrates, three half-size four-color presses, three folding machines, a gluing system, a saddle stitching system and a punching machine. Services offered include design, platemaking, printing, die cutting, embossing, box gluing and binding.

Package printing has long been a hot

topic throughout the printing industry, and the Chinese package printing industry has grown quickly as consumption has risen in the country. Supported by enormous market needs, this industry is constantly changing.

Caiyilong's core printing business is package printing, including catalogs for corporate advertising, product packages, advertising fliers, POP posters, stickers, carrier bags, desk and wall calendars, envelopes, greeting cards, notepads, magazines, booklets, tags and gift boxes.

Caiyilong's CEO, Lin Renhui, says: "While the whole printing industry is in recession, Caiyilong is aiming for differentiation by going our own way. We officially installed the five-color Lithrone G40 H-UV with coater in late October 2016. We're taking part in the growth of Xiamen's real estate market by producing real estate catalogs. We also design and produce packages for high-end electronic products as well as cosmetics and food products for a range of companies. We've now entered a new stage of growth and are contributing to the economic growth of Xiamen."

#### Tie-up with Komori for solid base

Mr. Lin explains: "The beginning of our relationship with Komori was at an open house event. An H-UV-equipped press was shown, and its high productivity, environmental friendliness, and energy- and space-saving features impressed us." He also adds, "After talking with our engineers, we understood that the H-UV system perfectly matched the needs of our target customers. The high-sensitivity H-UV inks and wide range of coating techniques match our requirements for printing art books, fashion magazines, luxury goods catalogs and high-end packaged products. The decision to go with Komori was a success. Now, just three months after installation, many customers acknowledge this machine and we've received a huge amount of orders. Komori



has significantly raised our market share and our position in the Xiamen printing market. We've expanded into new fields and at new levels."

"High speed, high productivity and low failure rate" was Lin's first impression of Komori as he sought perfection and high standards at Caiyilong. Later on, he says, "My initial perception deepened as our partnership with Komori matured. I was impressed with Komori's technical capabilities and services, especially on the H-UV drying system. It is the optimal tool for package printing."

Instantly drying the sheets, passing the work to postpress and then immediately binding not only saves space but also greatly shortens turnaround time. This performance brought Caiyilong many new customers.

Ou Honglin, the first operator of the Lithrone, says: "To be honest, I was surprised when I operated the Lithrone G40 H-UV for the first time, especially by its operability. Plate changing, sheet transport and drying are far easier than I'd imagined. The machine does not use powder, so there are no powder troubles. H-UV guarantees high print quality and does not discharge ozone when drying. This agrees with the clean and green printing concepts advocated by the government. H-UV will definitely be adopted by more package printing companies in the future."

Continuous progress, quick adaptation to change, scientific management and aiming for customer satisfaction are the means by which Caiyilong plans to attain future growth. Incorporating new technology will be the foundation of Caiyilong's future achievements. As CEO Lin says, "By taking advantage of Komori printing machinery and technology, Caiyilong can build win-win relationships with our partners. Our group is sure to accomplish great things."



K-Supply

K-Supply KG-911 H-UV Ink

# New Zealand Printer **Scores** with K-Supply H-UV Ink

Kale Print is a family-owned business located in Tauranga, the most populous city in the Bay of Plenty Region of the North Island of New Zealand. Established in 1984 by Directors Jill and Stephen Kale, the company reflects an ongoing generational tradition:



Brent Kale, Print Production Manager

Stephen's sons are printers and their daughter is a graphic designer. Starting with a staff of three in 1984, Kale now has 40 employees working at two sites, both offering offset and digital printing and print finishing for a wide variety of products on various stocks. High quality, fast turnarounds and solutions to virtually every need in commercial printing are Kale's specialties.

*On Press* spoke to Brent Kale, Print Production Manager, about the recent changes in printing operations and their experience with K-Supply KG-911 H-UV ink. "We had a Komori Lithrone 20 that we had outgrown, so we decided to replace it with a new half-size press to complement our eight-color Lithrone 40P perfecter," explains Mr. Kale.

## Identifying the solution

"The issues that we were confronting were the downtime needed to dry printed work, marking during printing and finishing, and the delays in finishing jobs after printing while waiting for the ink to dry. After researching the latest in digital and conventional print, it became very clear to us that a five-color Komori H-UV press was the solution we



were looking for. The most important factor for us was the instant drying of the jobs but still having the speed of offset printing.”

That determination paid off. “From the moment we first installed and inked up the new five-color Lithrone S29 H-UV press, we couldn’t have been happier with our decision. We are now still blown away at how much easier operation actually is,” exclaims Brent.

“Planning has become easier because you don’t have to consider waiting for the jobs to dry, makereadies are consistently fast, color is consistent – what you see on the press is what you get. There is also no dry down of color to worry about. Another advantage is that the bindery gear stays very clean because there is no ink or spray powder sticking to the rollers.”

#### Sharp dot and vibrant color

“The dot is so sharp that the setting up of the ISO color standards was a breeze. We match the color of the Lithrone S29 to our digital printing system and our conventional Komori. The H-UV inks may cost more than the conventional inks but the mileage is much better. In our view, the extra cost of the H-UV inks is far outweighed by all the benefits of less usage, less wastage and instant drying.”

The visual effect of H-UV inks is also significant. “We have noticed a huge improvement in the vibrancy of the ink in jobs printed on uncoated stocks thanks to the nice sharp dot,” says Brent.

#### Faster pace keeps the pressroom busy

The pressroom is also a happier place. “The operators are enjoying running the new machine and are consistently working hard as it’s all go. There is no downtime for drying, and makereadies are so quick that

it’s a challenge to have all the stocks and plates ready to go to keep the machine pumping,” adds Brent.

Brent concludes by assessing the effect of the Lithrone S29 on Kale’s printing operations: “The Lithrone S29 sits perfectly in our business as it smashes the small jobs and is more than capable of taking work off of our eight-color Lithrone perfecter. In the future, we will definitely look down the H-UV path. It is a great technology, and the support from Komori and Print and Pack Australia and New Zealand, the Komori distributor here, has been great.”

#### K-Supply Ink: Made expressly for Lithrone H-UV presses

KG-911 H-UV Ink is the ideal Komori standard ink for H-UV printing, developed with the know-how gained in the implementation of H-UV systems. It combines high-level hardness, print quality, flexibility and economical performance.





# KGC Training in Print Automation System Operation

The Komori Graphic Technology Center at Tsukuba is facing an ever growing need to train distributors' staff in the operation of the advanced printing systems and devices found in Komori presses, particularly in Southeast Asia, where a growing printing industry and rising needs for automation and standardization are driving a push for upgraded technologies and skills.



most of the lecture covers the selection of materials suitable for H-UV/UV.

## Checking on results

For evaluation of the training program, KGC has trainees fill out a skill map before and after each training session. Most of the trainees attain a level that is sufficient to instruct customers.

KGC hopes that through this training trainees will not only improve their skills but also gain confidence in providing guidance to customers. KGC will also continue to provide technical support for the further improvement of their skills. This training for overseas staff began with U.S. and European demonstrators and was successfully concluded with this second round of training for Southeast Asia demonstrators. Other regions need this training, and KGC will be working to meet this demand in anticipation of a global rollout.

At the request of the Overseas Technical Service Department, KGC developed training to give demonstrators from Southeast Asia proficiency in the basic operation of PDC-SX and KHS. In recent years an increasing number of customers from Southeast Asia are demanding automation and standardization, and many printers are installing presses equipped with print automation systems.

In particular, more and more users are introducing KHS, which contributes to higher productivity, and PDC-SX, which evaluates the quality of print color. These systems are effective when the mechanism is understood properly and the setting procedures are followed correctly.

## Training overview

This five-day training provides hands-on acquisition of basic operation using an actual printing press. The first two days cover PDC-SX basic operation up to and including optional functions. Over the following two days instruction on KHS is provided, emphasizing the importance of press maintenance. When teaching KHS adjustment, care is taken to raise the level of learning by having the trainees perform KHS-AI and PDC-SX basic operation themselves. On the final day, the basics of UV printing are taught with a classroom lecture. Since difficulties with H-UV/UV printing, even overseas, are often caused by the printing materials,





## Crane Currency to Install Komori Banknote Printing Equipment at New Facility in Republic of Malta



Stephen DeFalco, CEO of Crane Currency (right), with Satoshi Mochida, President and COO of Komori

Komori Corporation Japan is extremely pleased to announce that Crane Currency, one of the fastest growing banknote printers in the world, have chosen Komori presses for its recently announced new Banknote Printing Plant and Customer Experience Centre in Malta. Komori welcomes the opportunity to play an integral role in the continued international growth of such an esteemed organization as Crane Currency.

Crane Currency conducted a thorough evaluation process that

exhibited the high standards of performance and quality afforded by Komori.

Everyone at Komori is looking forward to working with Crane Currency in establishing its flagship facility in Malta whilst practicing the principle of 'Kando' – exceeding customer's expectations, which drives the company to adhere to its origins and produce products of superior quality and reliability.

In December, a ground-breaking ceremony was held at the site of the new facility, and several dignitaries

were invited, including the Prime Minister of the Republic of Malta, Joseph Muscat and the Ambassador of the United States to Malta, Kathleen Hill. Komori Representative Director, President and COO Satoshi Mochida also attended the ceremony.

As a supplier of banknote printing equipment, Komori will continue to meet customers' expectations and contribute as a global company providing high quality products.

## Komori and SCREEN GP Develop Integrated Workflow



Komori Corporation and SCREEN GP have completed development of a new integrated workflow solution that significantly enhances automation in all processes from prepress to printing and through to postpress. Increasingly diverse needs now require more efficient work processes that incorporate

both offset and digital systems. Komori and SCREEN GP have answered this call by developing a solution that combines KP-Connect Pro (formerly K-Station 4), Komori's advanced printing task control software, and EQUIOS 5.0, the latest version of SCREEN GP's universal workflow platform.



## Komori and Artron Sign Agreement on Impremia IS29 Installation and Strategic Cooperation



From left: Ken Sagawa, General Manager of Komori Hong Kong, and Song Qiang, Vice President and General Manager of Artron Art Group

In June 2016 at drupa, Artron became the first printing company in China to decide to install Komori's Impremia IS29 29-inch UV sheetfed inkjet digital printing system. In addition, based on a comprehensive assessment of the productivity and print quality of the Impremia IS29, which combines offset and digital printing technologies, Artron decided to install an additional

two machines. Komori and Artron will forge the future of digital printing through close cooperation in the digital printing business. On December 5, 2016, the first operation of the Impremia IS29 and a signing ceremony on strategic cooperation between Artron and Komori took place at the Artron Art Center in Beijing.

## Gain-How Orders Impremia IS29 and Six Offset Presses



From left: Yoshiharu Komori, Chairman and CEO of Komori, and Zhang Xun-Jia, Chairman of Gain-How Printing

On December 23, 2016, Komori and Gain-How Printing concluded a comprehensive contract for an Impremia IS29 29-inch UV sheetfed inkjet digital printing system and six offset printing presses. Gain-How Printing is the model for many printing companies in Taiwan, having won the 4th National Innovation Industrial Award from

the Ministry of Economic Affairs. The printer has brought innovation to the printing industry of Taiwan by following a management policy of "Digitization, computerization and customization." Gain-How Printing is now operating nearly 20 Komori presses in factories all over Taiwan.

Latest Komori event information online here.

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



## BMPA Print Summit

Mumbai, India



Addressing the 11th edition of the BMPA Print Summit conference in Mumbai, Komori President and COO Satoshi Mochida observed: "The US economy is considered the leading indicator for the world print market. The financial crisis that began near the end of 2008 hit both the US and the global printing market hard. But it is now on track to a gradual recovery."

Sharing his insights on where print is going and how Komori is providing solutions to resolve the challenges facing printers, Mochida said, "One key indicator is the increase in printed books. Book stores are reporting increased sales of printed books while there is a clear decline in the sales of e-books."

Mochida also presented a case study of Cimpres Group, a Nasdaq-listed Netherlands-based firm that is the world's largest W2P company, with a turnover of around USD 1.8 billion and gross profit as high as 60 percent. It is equipped with a considerable number of Komori eight-color Lithrone G40P H-UV presses.



Satoshi Mochida, President and COO of Komori

"This company has not only taken advantage of the emerging W2P market and M&A but has also implemented thorough manufacturing improvement activities. Actually, however, their real breakthrough has come from converting traditional printing into a modern manufacturing process. Cimpres comprehensively employs a lean production system, which breaks with conventional thinking in the printing industry. They boast very high productivity. We believe Komori efficiency technologies such as KHS-AI and H-UV are integral factors in their production system," he explained.

## PRINTPACK 2017

Delhi, India



The 13th PRINTPACK India, the mega event of the Indian printing, packaging and allied industries sector, was a five-day event held February 4-8, 2017, at the India Expo Centre and Mart in Greater Noida (a suburb of Delhi), India. Touted as the world's third largest international exhibition for the graphic arts industry, the event showcases products like prepress, print, postpress, finishing,

converting, digital printing and signage, and packaging machines, all under one roof. This year's show attracted 75,000 visitors to see the offerings of 428 exhibitors. Insight Communication and Print Solution India, the Komori distributor in India, demonstrated a four-color Enthroner 29 which printed samples on light stock that were handed out to showgoers. Panels explained

Komori's latest ICT solutions that give a powerful boost to productivity by connecting printing processes.





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