

# ON PRESS

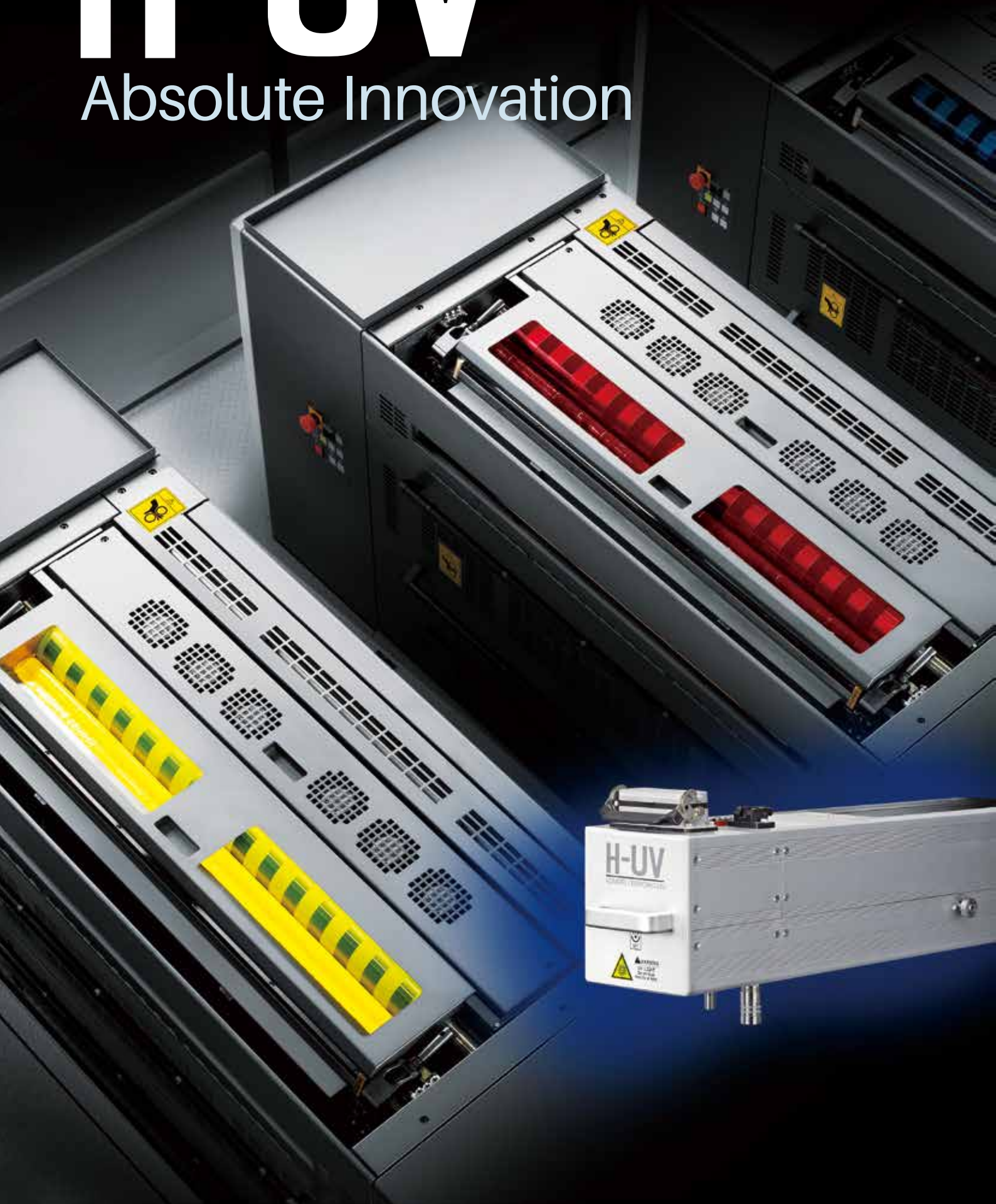
KOMORI | No. 92  
2018

## End-to-End Digital The Komori Postpress Story



# H-UV

Absolute Innovation



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Digital printing in both sheetfed and web configurations is here and changing the calculus of the printing business. At Print 17 in Chicago, the Impremia IS29 was in the spotlight, showing off its ability to output color rivaling offset on any substrate. At Komori America, a digital web and digital finishing. Plus, case studies of an Impremia IS29 installation by Mizukami Insatsu and a Truepress Jet520HD web operating at Admail West.



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The launch of the CT115/CT137 cutters in 2015 was the beginning of Komori's growing Apressia line of postpress equipment. An in-depth Q&A covering the latest developments and the strategic reasoning behind this rollout. A look at the Highcon Euclid III running at Impress Communications and this machine's pairing with the Impremia IS29 at the Komori Europe Autumn Open House.



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The new sterling polymer £10 banknote issued by the Bank of England — featuring the 19th-century author Jane Austen — is printed on a line of Komori Currency presses. All the details plus views of the executives of De La Rue, the contractor for production.



## K-Supply, KGC, Shows and Komori People

### Inks, Okinawan Dyeing, and Shows Everywhere

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A Japanese printer uses K-Supply ink and finds concrete results. The Komori 2018 Calendar: the art, the printing and the making. Komori user events in Japan, China, Thailand and Indonesia. Plus, Komori People: a new spotlight on the people of the company. First stop: Utrecht.



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Impremia IS29 Electrifies Print 17

# The Komori Digital

Every four years, Chicago plays host to the Print exposition, the largest North American graphic arts trade show. In the 2017 edition of the expo, Komori displayed the Impremia IS29, Komori's first-of-its-kind 29-inch sheetfed UV inkjet digital printing system and a recipient of the Printing Industries of America's 2017 InterTech™ Technology Award.



The Impremia IS29 is designed to successfully meet customer demands for complex variable print requirements where size is a factor. The system has the capability to economically produce variable short-run, high-quality color with reduced setup costs – and color output that rivals offset. Combining the reliability of offset with the speed of inkjet technology, the Impremia IS29 is capable of printing on a wide range of stocks, including ordinary offset. It runs a 585 x 750 mm (23 x 29 inch) sheet, ideal for six-up print production with full variable print applications that can come off the machine directly to finishing. 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.

“Komori America exhibited under the banner ‘Vision 20/20,’ which was chosen to underscore our continued focus on meeting the changing needs of our industry with innovative solutions that expand opportunities and improve margins with the ability to produce diverse print communications,” says Susan Baines, Director of Marketing of Komori America. “Print 17 was a great opportunity to show visitors the many ways the Impremia IS29 delivers on that promise – filling the gap between mainstream offset and digital by offering highly relevant color output at a reasonable cost.”

The evening before the start of Print 17, Komori America hosted an event at Komori Graphic Center-America for over 100 of its top customers and prospects. Visitors were able to see Komori’s top-of-the-line offset machines in operation: an eight-color Lithrone G40P perfecter equipped with H-UV and a six-color Lithrone GX40 equipped with UV. Attendees were impressed with the high quality and fast makeready of these offset giants – running jobs from publications to packaging.

In addition to the Impremia IS29, the two newest digital devices were also demonstrated during the open house event: the Screen Truepress Jet520HD and the Highcon Euclid III digital cutting and creasing machine. “What made the event even more impressive was that we had users of all three of our digital technologies and our two offset presses on hand to provide ‘truth from the trenches.’ It’s always great when

we can have customers talk about the benefits of the product,” says Jacki Hudmon, Senior Vice President of New Business Development for Komori America.

After the demonstrations, guests were treated to a buffet dinner as well as a traditional Japanese sake ceremony and a performance by Japanese taiko drummers. “I was especially happy to host this event because it gave me an opportunity to meet and greet many of our customers and learn about their needs going forward in a changing marketplace. Komori is well equipped to help them reach their goals and aspirations,” says Meishi Tsuya, the recently named President and COO of Komori America Corporation.

Chicago showed the outcome of Komori’s laser focus on digital. Many systems have already been installed. The following pages present case studies of early adopters.

Sales of digital printing systems differ by area.





Full service on a higher level with Impremia IS29

# Impremia IS29 Key to Offset+Digital Vision

Mizukami Insatsu, Tokyo, Japan

With the world's number one market share in the field of test charts for imaging equipment, Mizukami Insatsu has an established reputation for high precision printing. Positioning itself as a full service company, the printer is rolling out end-to-end '360° Full Service' and solving customer issues by undertaking everything from marketing to creative work, printing, inventory management and delivery. In 2016, following the completion of field tests, Mizukami officially commissioned an Impremia IS29 sheetfed UV inkjet digital printing system. To find out about the objective of the installation and the actual operating conditions, *On Press* spoke with President Katsuya Kawai, General Manager Yoshiki Matsuzaki and Section Chief Takero Tachikawa.

Mizukami is boosting its share of the package printing market by taking advantage of its planning capabilities and high precision printing. As orders for short runs of many different items rapidly increase, the company is handling all jobs on UV or H-UV presses except for work that must be done on a press using conventional oil-based ink. In addition to installing new offset equipment, Mizukami began field tests of an Impremia IS29 and officially commissioned the machine in



December 2016. President Kawai says that the ‘360° Full Service’ stance taken by the company is the reason for strengthening its equipment lineup.

“I always want to be someone who can solve customers’ issues. Customers want to implement fast-acting and flexible business strategies because of the rapid changes in today’s world. In addition, our customers are also very concerned about how to respond to the fragmented needs of their customers. Full service is one measure that can solve this headache. Having Mizukami handle all operations end-to-end – marketing, creative work, printing, inventory management and delivery – allows customers to streamline printing-centered business processes.”

### Power of the Impremia IS29

“Our basic stance is that the value we provide to customers is not one solution, service or product but rather a combination of optimal solutions.”

“We selected the Impremia IS29 as the digital printing system for combination with offset. The reason is that only the Impremia IS29 is both offset-like and uses LED-UV,” says Mr. Kawai.

General Manager Yoshiki Matsuzaki, who heads the production department, explains: “First, it is made by Komori, a press manufacturer, so it is highly reliable. Second, on the functional side, pre-coating is not necessary and curing by LED-UV is stable. Finally, quality, which is ordinarily a concern with digital printing, is no worry at all.”

“The quality is no different from offset, and perhaps it is greater. The color gamut of the Impremia IS29 is wider, and for jobs that do not require color matching with offset, we take full advantage of its greater gamut. Actually, a lot of our work now specifies the use of this machine. In terms of printing speed, offset is overwhelmingly faster, but with the Impremia IS29, if the data is ready, the system can print from the first sheet without color matching. Nothing else needs to be done. Moreover, it takes at least five years to train an offset operator, but we are sending new recruits to run the Impremia IS29,” Mr. Matsuzaki says.

Section Chief Takero Tachikawa, who is in charge of the printing floor, appreciates the versatility of the Impremia IS29: “The system prints with high quality on stocks ranging from ordinary coated paper to high quality paper, matte paper and textured papers such as Leathac and Vent Nouveau. Since it’s inkjet, the color gets fully into the spaces between the irregularities.”

### “Ultimate pair:” Impremia IS29 and Lithrone GX40RP

Ordinarily, POD and CTP are run in separate rooms. At Mizukami, though, the Impremia IS29 and a Lithrone GX40RP H-UV L (LED) print side by side in the same space. This translates President Kawai’s strategy for a future that is 50 percent offset and 50 percent digital into reality.



Katsuya Kawai, President and Representative Director

Calling these two machines “the ultimate pair,” Matsuzaki says: “To put it unequivocally, all printing should be doable with these two machines. I expect this combination of equipment to yield the highest productivity in our company.”

Mizukami has also installed the Komori Solution Cloud KP-Connect and is promoting streamlining – from the entry point where orders arrive to the exit point that provides final service.

“Printing companies must make their plants into smart factories. When I thought of streamlining our plant, I knew the KP-Connect concept of linking all devices and people was critical to our becoming a smart factory,” says Kawai. “To meet the challenges of the future, we will partner with Komori, and through trial and error we think the optimum solution will become available around 2025.”



High-definition inkjet web: less downtime, more choices

# Jet520HD Boosts Efficiency and Opportunity

Admail West, Sacramento, California, U.S.

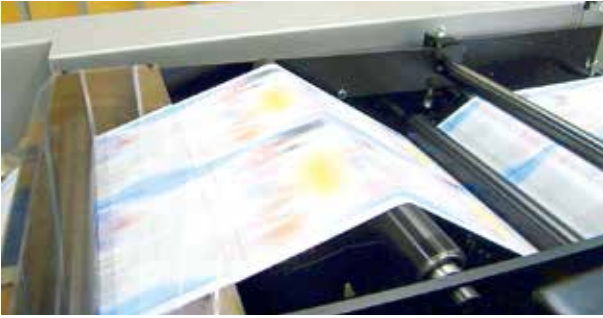
Admail West continues to distinguish itself from the competition with its recent installation of a Screen Truepress Jet520HD high-definition inkjet web press and adoption of Screen's new groundbreaking SC Inks. Over the past 28 years, Admail West has enjoyed a leadership position in the region, in large measure because it has been an industry differentiator.

"We have been the first on many fronts," says Kathy Pescetti, President/CEO of this Women Owned™ full service marketing firm based in Sacramento, California. "We had over-under inkjet first, dual head first, inkjetting in-line that we created for inserting. How we move forward in finding answers for our clients is vital to our company. With the help of the Komori and Screen partnership, we could see how well the Truepress Jet520HD and SC Inks fit in with where our industry is heading. You need these efficiencies to be competitive and to meet the challenges of today's market."

Admail West, with its focus on management of data relative to communications, chose the Truepress Jet520HD along with the proprietary SC Inks after a thorough vetting process that lasted many months.







“It’s safe to say that it’s our service, operations and project management that allow us to handle client products with the most efficiency and greatest turn-time accuracy, and that has been true for decades in the company,” says Ms. Pescetti. “We have always been exceptional in our turn time. And the efficiencies that the technology brings to us are tremendous.”

“For example, using some of our older systems, one client’s project took 130 hours to complete. By our calculations, it will take only eight hours on the Screen device. You can imagine what that will do for us in terms of turn times and production.”

“An important consideration for us in going with the Truepress Jet520HD was comparative downtime,” says Anthony Pescetti, Senior Vice President of Business Development. “It’s become second nature with digital that we have to keep support staff on site to service the equipment since it has only a fifty to sixty percent uptime. That isn’t necessary with the Screen device.”

### More choices in paper

“We’re very aware of the need to manage costs for our clients, so we performed testing and analysis for them, comparing inkjet to offset. To obtain a result that was acceptable using traditional inkjet, the cost of paper was very expensive,” Ms. Pescetti says. “Printing on the Jet520HD with the new SC Inks, however, opens the door for lots more choices in paper, including standard coated offset stocks. We’re solution oriented and want to make sure we give our clients as many options as possible for them to execute their marketing needs in print.”

Ms. Pescetti explains, “The Jet520HD has already impacted our business. Clients who have been printing in our print room on sheetfed digital now have converted over. Financially, it has been a benefit for our company and given us the opportunity and motivation to add new sales people. We’ve hired four new sales professionals who are thrilled with the new technology! The company’s been energized and we see good things ahead.”

“You know, our relationship with Komori and Screen has been amazing. For 28 years I’ve purchased equipment for this company and very few of the vendors I have worked with have been as agreeable and supportive in partnering with us as these two.

Yes, the word partner is used a lot, but in this case I can honestly say that it has truly been a wonderful partnership,” she adds.

Komori and Screen joined forces in 2015, and Komori America is the sole distributor of the Truepress Jet520HD in the United States. “This partnership is one of the many ways Komori is working to build its product portfolio,” says Jacki Hudmon, Senior Vice President of New Business Development for Komori America. “Our business continues to change and grow with the marketplace, and partnering with like-minded companies allows us to be a single-source solution for all of our customers print output device needs.”

### Powerful asset for solution provider

“Our clients now have a lot more flexibility with what they are able to produce from a digital print on demand perspective,” says Admail’s Director of Client Services David Lasko. “That flexibility is important not only to our direct clients but also to the trade individuals with whom we work. Part of our job moving forward is to become a solution provider, educating our clients on what the increased capabilities of a machine like this are and what that means to their organizations. The Truepress provides many new opportunities.”

Sales of the Truepress Jet520HD differ by area.



Owner Kathy Pescetti checking job status with the Jet520HD operator

The Komori postpress initiative

# End-to-End Control

In January 2015, Komori launched sales of the Apressia CT115/CT137 lineup of programmable hydraulic clamp cutters. In September of that year, Komori's postpress initiative got under way in earnest as the Apressia DC105 Automatic Flatbed Die Cutting and Creasing Machine was shown at IGAS 2015. This postpress lineup was augmented with the addition of the Apressia CTX series cutting system equipped with an automatic paper transport function in September 2017, and the Apressia MB series blanking system will be added in early 2018. So why is Komori – the leading printing press manufacturer – devoting its energies to postpress? *On Press* asked Shigekazu Inoue, Section Chief of the Equipment Business Promotion Section of the PESP Business Promotion Department.

## No solutions without postpress

- *What is the background to Komori's full-fledged postpress initiative?*

"There are many types of printing – publishing, commercial, currency, forms and packaging – and demands for high quality and short turnarounds are increasing throughout the industry. And printers are striving to meet these needs. By adding solutions for increasing production efficiency to its lineup of offset presses and digital printing systems, Komori is providing solutions to these issues. Although replacement and standardization of prepress



Apressia lineup debut at IGAS 2015



### Apressia CT137

Programmable Hydraulic Clamp Cutter

### Apressia CT137 Specifications

Table width	2,900 mm (114 <sup>1</sup> / <sub>16</sub> in.)
Table height	900 mm (35 <sup>7</sup> / <sub>16</sub> in.)
Depth	2,823 mm (111 <sup>5</sup> / <sub>32</sub> in.)
Height	1,680 mm (66 <sup>5</sup> / <sub>32</sub> in.)
Soft clamp load	300 N (30.6 kgf)
Clamp load	1,500–45,000 N (153–4,589 kgf)
Maximum cutting height	165 mm (6 <sup>1</sup> / <sub>2</sub> in.)
Cutting width	1,370 mm (53 <sup>15</sup> / <sub>16</sub> in.)
Cutting length	1,450 mm (57 <sup>3</sup> / <sub>32</sub> in.)

equipment and presses are under way, issues persist in the postpress space.”

*- What sort of issues? Why is postpress lagging?*

“Postpress work does not begin until the previous process, printing, is complete, and since process control varies according to quantities and types of products, postpress is most affected by the demand for short turnaround. Securing enough manpower is also a problem since there are so many uncertain factors. Also, since investment in equipment has often been put off, finishing machines that are 20 or 30 years old are still in service, and some production sites still have quality control that consists of personnel inspecting one item at a time. Moreover, there are so many types of printed products that the processes – cutting, binding, cropping, laminating, foiling and so on – differ with each product. Standardization is easy when the work is regular and runs are long. Many packaging jobs, however, consist of short runs. Thus, for these reasons, postpress standardization and digitalization are not keeping pace. The result is a bottleneck for the entire production process. Since standardization and digitalization of presses has progressed, Komori understands that now is the time to work on postpress standardization.”

*- What is necessary to solve these fundamental issues of postpress?*

“Automatic equipment will take care of manpower shortages and help in production synchronization by shortening the process and turnaround time. With standardization and digitalization, we will improve



operational efficiency and quality. To really ensure greater efficiency, though, it is necessary to think of the entire flow from prepress to press and postpress. Making press more efficient is meaningless if there is still a bottleneck in postpress. Printers need a fulfillment setup, and Komori has decided to provide total support based on this idea. This is the reason Komori has tackled postpress. Komori has been working on press automation for around 30 years. We intend to incorporate the know-how gained and also opinions from the plant floor in the manufacture of postpress equipment that is easy to operate.”



**Apressia DC105**

Automatic Flatbed Die Cutting and Creasing Machine

**Apressia DC105 Specifications**

Max. mechanical speed	7,500 cycles/hour
Max. sheet size	1,050 × 750 mm (41 <sup>11</sup> / <sub>32</sub> × 29 <sup>17</sup> / <sub>32</sub> in.)
Max. die cutting size	1,040 × 720 mm (40 <sup>15</sup> / <sub>16</sub> × 28 <sup>11</sup> / <sub>32</sub> in.)
Grammage	90–600 g/m <sup>2</sup> (cardboard up to B flute)
Die plate size	1,090 × 743 mm (42 <sup>29</sup> / <sub>32</sub> × 29 <sup>1</sup> / <sub>4</sub> in.)
Machine length	5,573 mm (219 <sup>13</sup> / <sub>32</sub> in.)
Machine width	2,150 mm (84 <sup>2</sup> / <sub>32</sub> in.) (not including steps)
Machine height	2,335 mm (91 <sup>5</sup> / <sub>16</sub> in.)

## Komori quality embedded in all our finishing solutions

“Komori first developed the Apressia CT series of programmable cutting machines to provide solutions in this sector because many printers, who handle both light and heavy stocks, as well as packaging producers require this equipment. We followed this up with the Apressia DC series of die cutting machines for package punching and die cutting, and in September 2017 the Apressia CTX series cutting system with automatic paper transport functions was added to the lineup. In early 2018 Komori will launch the Apressia MB series for blanking die cut paper.”

“Although not a Komori brand product, Komori and its subsidiaries in the U.S. and Europe offer the Highcon Euclid III Digital Cutting and Creasing System from Highcon of Israel. This further expands our solutions for postpress and enables cutting and creasing without the use of a cutting die. The Highcon line adds a whole new level of options in finishing.”

### - What are the distinctive features of the Apressia CT series and the Apressia DC105?

“The Apressia CT series of programmable hydraulic clamp cutters are equipped with a 19-inch touchpanel that affords easy operation. With a working space of 735 mm from the knife to the edge of the table, ease of use is exceptional. Boasting the fastest speed of any product in this class, the Apressia CT machines have outstanding productivity on packaging work with many cutting processes. Having many densely arranged air

nozzles, the air table improves the handling of sheets for cutting. Because there is no transport belt for back gauge movement, there are no paper problems or smudging. The Apressia DC105 flatbed die cutting machine has sheet feeding and delivery, die cutting and trim stripping as standard functions. The sucker box, in particular, provides stability with both light and heavy stocks due to the use of Komori sheet feeding technology. Equipped with a semiautomatic pile splicing mechanism, this machine is exceptionally effective with long runs and paper changes due to the nonstop feeder and delivery. The operating buttons and touchpanel display on the register integrate the front lay and side lay fine adjustment functions and ensure very good operability.”

## Komori postpress strengths

*- You mentioned that the know-how gained in press manufacturing is used to full advantage in making postpress equipment. What other strengths does Komori bring to the table?*

“One strength is that Komori as a maker, unlike a trading house, reflects the demands of the production floor in product manufacturing. When we rolled out the Apressia series at IGAS 2015, we heard surprise at the idea of a Komori postpress lineup. We also heard, however, a great deal of advice on improving things. And Komori listened. Paying attention and actually making improvements is one of Komori’s biggest strengths.”



- ▶ High cutting accuracy due to solid construction
- ▶ Range of automation and labor-saving options
- ▶ Compatible with CIP3/CIP4 and KP-Connect
- ▶ Peripheral option system for varied issues

## NEW Apressia CTX115

Programmable Hydraulic Clamp Cutting System

Photo includes options such as jogger, lifter and unloader.

## Not just machines

*- What is the picture of total support by Komori, now that the company has stepped into postpress?*

“Our goal is to present bold proposals for the total process – for prepress, press and postpress, from receiving orders to shipping products. Although the flow of materials between processes is still in the future, eventually we will develop a system that compacts and disposes of paper scrap. To meet the needs of our customers, we will also develop an array of finishing systems and integrate them with standard control technologies. For this purpose, we will cooperate with a variety of other makers. When partnering with other manufacturers, we intend to provide assistance in customization and utilization.”

“In addition, because Komori is building our own factories, we have extensive factory planning and design know-how. With many decades of experience as a press manufacturer and based on relationships with many printers, Komori is thoroughly familiar with on-site issues and issues between processes. We study these every day. With this experience, we believe that we can make very significant contributions not only in suggesting equipment but also in constructing new printing facilities.”

*- Finally, what is the outlook for the future?*

“With Apressia CTX, we have reached the stage of achieving cutting machine automation. For the work of managing paper in heavy-duty cutters in postpress,



Image courtesy of Highcon

automation is indispensable. Automation is also critical for improving the workplace environment and securing manpower, so Komori will continue to make every effort to meet the keen demand of printers for end-to-end operation and control of prepress, press and postpress. No matter how strong a lineup of postpress devices we develop, it will only be meaningful if printers actually develop business that uses the equipment. And that is why we will also propose business models for each postpress machine. Printers install presses and postpress machines to address specific business issues and solve outstanding problems. Komori makes finding solutions for printers' issues its number one priority. We're listening.”

Sales of postpress machines differ by area.



### Highcon Euclid III Specifications

Max. sheet size	760 × 1,060 mm (30 × 42 in.)
Min. sheet size	320 × 457 mm (12.5 × 18 in.)
Max. throughput	1,500 sph
Substrate	Cartonboard and labels 200–600 μ (8–24 pt.) Microflute N+F+G up to 1.2 mm (47 pt.)

### Highcon Euclid III

Highcon Euclid III Digital Cutting and Creasing System



Paul Marino, Owner

Impress Communications, Chatsworth, California, U.S.

# Digital Finishing to Power Impress Line

Impress Communications, located in Chatsworth, California, has a reputation for pushing the boundaries of printed communication. Owner Paul Marino has a passion for print that you can feel. “Impress Communications operates from a philosophy that print is powerful. Is the printed piece engaging its intended audience? Is it creating an emotional response? Is it challenging the way the consumer thinks about the product it’s representing?”

Impress is known for its production of high end brochures, complex packaging and detailed point of purchase displays for an intelligent customer base. The company distinguishes itself from the competition by truly taking an interest in its customers’ products. “We are firm believers that no one reaches for the ugly package and no one keeps the ugly brochure, so we strive to work with designers and brand owners to help them elevate their products to the next level,” says Mr. Marino.



Image courtesy of Highcon



Image courtesy of Highcon

A longtime Komori user, Impress has once again chosen to push the technology envelope with the purchase of a Highcon Euclid III digital cutting and creasing machine, the first installation of this technology in the western United States. In late 2016, Komori America and Highcon, a global provider of digital cutting and creasing solutions, entered a strategic selling agreement. Komori America now sells and supports the entire Highcon product line in its area as part of its overall strategy to create new value for its customers.

### **“We are extremely excited”**

“The Highcon Euclid III really plays into the technology that Impress loves to work on and improve and make better,” says Marino. “We are extremely excited about the Highcon’s capabilities, and even more excited for the true innovations that will be realized once our customers can bring their full creativity to bear on the near limitless possibilities. Having the ability to precisely cut out intricate patterns, which would otherwise be impossible to achieve with traditional steel rule cutting dies, makes it possible for us to envision every job from a new perspective given the immense impact laser cutting brings to a design.”

Jacki Hudmon, Senior Vice President of New Business Development for Komori America, is looking forward to seeing how Impress incorporates the Euclid III into their product offerings: “When we added the Highcon line to our expanding digital product portfolio, we were very excited to talk to Paul and his team about the Euclid III. We’ve worked with Impress for years, and it is a cutting-edge company. We know they will do some fantastic work and we can’t wait to see Paul’s vision come to life.”

### **Powerful differentiator**

Impress is home to three specialized Komori sheetfed printing presses: an eight-color Lithrone S40P with double coater and Komori’s proprietary H-UV system, a six-color Lithrone SX29 and a four-color Lithrone

S40P, both equipped with H-UV. Marino notes: “We have a long-standing relationship with Komori, and in fact worked with them on the design of our unique presses. When I learned Komori was partnering with Highcon, my interest was totally piqued.” Marino had been following the technology since its release, but felt that the support Komori could provide made the decision to go forward much easier. “Once I knew they had a partner like Komori, who over the years has stood shoulder to shoulder with me, to help me improve my equipment, to help me with my business, to grow with me – it made the decision very easy. And it goes right along with helping Impress separate from the crowd by being able to create one-of-a-kind printed products that can make a difference and help our clients grow their business.”

### **Fewer bottlenecks and more design flexibility**

The Highcon Euclid III complements Komori’s advanced printing systems with its ability to remove bottlenecks in the postpress process. Additionally, it delivers increased design flexibility by offering a wide range of applications that include distinctive packaging solutions, intricate cutouts, etching, unique scoring capabilities and 3D modeling.

“Komori is committed to offering solutions that provide the flexibility, innovation and faster time to market that are necessary to succeed today,” says Hudmon. “We can’t wait to see how Impress makes its mark with this exciting new product.”

Sales of the Highcon Euclid III differ by area.





# Komori Europe Autumn Open House

More than 380 visitors from all over Europe and beyond – including Algeria, Israel, Morocco, Turkey, Russia and Saudi Arabia – came to the Komori Europe Autumn Open House on October 4th and 5th in Utrecht, The Netherlands.



The Open House kicked off with a live demonstration of the versatile Impremia IS29 29-inch Sheetfed UV Inkjet Digital Printing System. It effortlessly changed over from a single-sided first job on uncoated paper to a second job printing full color on both sides of coated paper. A third job on a heat-sensitive self-adhesive substrate was followed by a final job printed on metallized board. A workshop comparing the costs of printing on the Impremia IS29 with a Lithrone G29 H-UV press revealed that the two systems actually differ very little in that respect. Depending on conditions, the calculations for different jobs only marginally favored either offset or digital.

The printed sheets of metallized board were immediately taken to a Highcon Euclid III to be digitally creased and cut into handsome paper bags. This digital finishing equipment spotlighted how Komori is enabling print providers to offer an even wider range of innovative applications by complementing its offset and digital portfolio with finishing solutions for cutting, die cutting and laminating.

Other demos included a five-color Lithrone G40 with coater and H-UV and a five-color Lithrone G29 with coater and H-UV, both equipped with KHS-AI automation intelligence. The four-color Lithrone G37 with H-UV L (LED) impressed visitors with its high level of automation and its ability to 'save space, save time and save plates.'

To top things off, Komori invited Rob Adams, 'Chief Expedition Officer' at the Dutch innovation agency Six Fingers, to ensure everybody had some food for thought to take home on how to take their print business to the next level.



## VOICES FROM THE FLOOR

# FOCUS ON FINISHING



*"The main goal of my visit is to see how the Impremia IS29, H-UV technology and digital finishing all add up. This is the right time to look for future solutions."*

—Sébastien Guingouain  
Sheetfed Department Manager, Vincent Imprimeries



*"Our company is equipped with web and sheetfed offset presses. Most of our finishing activities are currently being outsourced, so we are unable to provide much added value in this area ourselves. We need to change that and find a clear strategy, and probably new equipment."*

—Bruno Picard  
R&D Manager, Projévia, Agir Graphic Group



*"We need more flexibility to be able to switch quickly between one job and the next."*

—Damien Soulard  
General Manager, Compo 72



*"As many skilled people will be leaving the industry soon, crucial knowledge about conventional finishing technology will disappear. So we are all here to find out about what Komori can offer us in the field of digital printing and digital finishing."*

—Christophe Le Trediec  
Managing Director, Concept Imprimerie



*"Our main issue is that we currently have to subcontract all of our finishing as we don't have any proper equipment. This causes delays in production, slow response times and uncertainty about availability."*

—Jean-Christophe Forget  
Managing Director, Chat Noir Impressions

Sales of the Highcon Euclid III differ by area.



## INSIDE VIEWS



Carli Van de Peer, CEO,  
Albyco, Belgian distributor

*"Despite a general slowdown in investment among Belgium printers, we have managed to install no less than seven Komori presses this year — including the first Impremia IS29 on mainland Europe."*



Ad Ekelschot, Manager, KGC-Europe,  
Komori International Europe

*"Last year, our open house focused on the integration of offset and digital printing. This year, we are proud to add finishing to the equation. The Impremia IS29 and the Highcon Euclid III are a perfect match."*



# Graphica Bezalel acquires **third** Lithrone

Israel's Graphica Bezalel was founded in 1946 by the Harpak and Menipaz families and has been headed by the Harpak family for three generations. It recently invested in its third Komori Lithrone – a six-color Lithrone G40 with coater and UV/H-UV/IR. In April 2017 it became the first beta customer for Landa Nanographic Printing® Technology. The Landa S10 is the company's first digital printing machine.



Eyal Harpak, Deputy General Manager

The company employs 150 people in its 80,000-square-foot facilities near Tel Aviv. It has been a market leader for many years in the field of high quality printed and converted packaging, including folding boxes and labels for the food, beverage and wine industries as well as for the garments and textiles marketplace. Blue chip brands and customers include Carlsberg, Nestlé, Coca-Cola, Unilever, SodaStream and Moroccanoil. In recent years, it has invested in enlarging its capabilities in finishing as well as upscaling for the high-end cosmetics packaging market.

Graphica Bezalel prints and converts a very wide variety of substrates, including coated paper, metallized paper, thin bopp plastic, thick polypropylene and polyethylene, grey back board, manila back board and Kraft board. Materials range from 0.05 to 1 mm in thickness, and from 33 to 600

gsm in weight. About 70 percent of the company's jobs are short runs of 5,000 or less, and about 85 percent of its work is for the local market.

#### **Machines, technology and our choice**

Deputy General Manager Eyal Harpak describes their decision to invest in Komori: "We have been a strong believer in Japanese technology for many years, ever since we invested in a six-color double coater Mitsubishi press in 1998. In 2005, looking for another six-color machine, secondhand but with full automation, we focused our search on Japanese technology again. We



found a top-specification Lithrone 40 with six printing units, coater, double delivery and IR/UV drying capability. This press and the four-color Lithrone 29 machine we added some years later have served us well."

"To stay ahead of the game, you have to invest to advance. Our market is fiercely competitive so our development plan identified three key objectives. We needed to increase changeover efficiency and cut setup times. We wanted to reduce machine downtime due to breakdown and maintenance, along with the associated costs. We aimed at increasing capacity and flexibility and extending our UV options. All this clearly pointed to an investment in new technology," says Mr. Harpak.

"We were happy to stay with the 40-inch six-color and coater format, which has worked well for us over many years. However, we wanted to gain a significant increase in productivity sufficient to replace both the existing Lithrone 40 and Lithrone 29 machines and, at the same time, introduce additional capacity to suit the company's long-term growth program."

"Our visit to IGAS 2011 in Tokyo was the start of our search for a new machine, with our focus on the manufacturers who were serving us well already. That meant Komori and, initially, also Mitsubishi."

#### Technical ability and service support

"Every single aspect of technical support on both the Komori machines has been excellent over the last 10 years, both from Komori and from Zalik Ziv Ron and his team at A to Z Graphic Solutions! Zalik has spared no effort at all times to solve every issue and problem! This important aspect supported our decision to focus our attention on the latest Komori technology."

"Our selection process included visiting, together with Zalik, carton and label printers in the UK and Europe and conducting exhaustive tests with our own jobs and materials at the Komori Graphic Center-Europe in Utrecht. There we recognized that the versatility of this Komori

drying system would cover virtually all our applications now and in the future, giving us H-UV, conventional UV and IR+HA drying options, along with the capability to use aqueous or UV coatings and inks."

As Komori's European Director of Distributor Sales Tony Carter explains: "With this, Graphica Bezael now has the option to change between UV and H-UV curing by a quick and simple change of lamps. Like most carton companies, historically they've taken the conventional curing route for most of their work, but this was before Komori invented the H-UV system along with all its significant benefits."

#### Adding digital capability

Harpak explains about adding the Landa S10 Nanographic Printing® Press: "We're a traditional offset house and Nanography® is the first technology to tempt us into the world of digital print to complement our offset production. This technology provides unique abilities for us to handle shorter runs, respond to the ever-growing carton-on-demand market and open up new opportunities for us in customized and special promotional packaging."

"It's a bonus for us and a technological advantage that the Landa S10 shares the same Komori sheet transport and coater technology as our Lithrone G40! The familiarity is proving helpful to our operators."

"Our recent open house with Landa was attended by printers from all over the world, and they were all impressed watching the digital Landa S10 and the Komori offset running side by side – with our new Lithrone G40 printing carton work at its full 16,500 sheets per hour. With its exceptional quality control and fast makereadies and production speeds, we calculate that the new Lithrone G40 is around 40 percent more productive than the two older Lithrones put together!"



# Seoul printer does commercial to **packaging**

Since the 1960s, an area of industrial shops has taken shape in Seongsu-dong in Seoul. Small-scale shops are still fairly numerous here due to the convenience of access to the capital city. And in this district Art D&P has grown while drawing attention to the advantages of Komori presses.



From left: Tae-young Ham, President, and Jung-ah Park, Section Chief

Tae-young Ham joined the printing industry in a shop that was operating a German press, and there he built up a foundation of experience in print sales and printing. Making the most of his experience, he started Name Bank, his own company, in 2004. It started out small but grew quickly. The name was changed to Art D&P in 2006, and the company installed its own offset press for the first time in 2008 – to print cards, pamphlets and deluxe catalogs.

## Move to Komori

Clients were constantly clamoring for higher quality and shorter turnarounds. Mr. Ham realized that there was a limit to the productivity of the machine that he had. In 2011, he

decided that new equipment was necessary to solve the problems facing the company, and he began considering a manufacturer who could become a long-term partner. Having used various machines for a long time, he knew their respective strengths and shortcomings. But he didn't have any experience with Komori. However, Ham already knew that Komori offered state-of-the-art automation such as Full-APC and KHS and only Komori enabled truly fine dot reproduction. Although there was still some anxiety, Art D&P went ahead with



the decision to install a five-color Lithrone S40 to make differentiation its competitive strength. The first connection with Komori was made.

#### Another takeoff

The installation was a success. The Komori machine was capable of reproducing smooth gradations with fine dots, it was easy to operate, and thanks to prompt service by Komori and Korean distributor Iljin PMS, operation was trouble-free. Immediately after the installation, the number of customers began to grow thanks to the press's fine dot reproduction. Art D&P began producing catalogs, flyers and coupons for convenience stores in Korea, who became the printer's main customers. The new press secured Art D&P's position in the market.

With the Lithrone S40's stable operation, aggressive sales and efficient client management became easy and the company grew. In 2015 the company organized new business such as POP production into a department and issued its challenge to new markets. It soon became necessary to print on special substrates, and so the printer began to seriously consider a UV printing press.

#### Shift to UV

Regarding shifting presses, Ham says: "We began to notice that only the packaging field is growing in today's shrinking print market. And where markets are contracting, investment in equipment is at a standstill and most competitors take a negative stance. I was worried at first

since UV printing is a new field, but I decided that the best time to challenge a new market is when other competitors are stagnating."

For the new UV machine, he ordered without hesitation the proven, high-reliability Komori Lithrone G40. In May 2017 the six-color Lithrone G40 UV/H-UV with coater was installed. This is the first Komori UV press with coater to go into operation in the middle of Seoul. A certain amount of trial and error related to the shift from conventional to UV printing had been expected, but thanks to the Lithrone's high performance and stability, the press went into regular operation immediately after installation and customer orders for UV printing have been continuous.

#### Taking advantage of multiple capabilities

"Now we're able to offer the competitive edge of processing for customers who had been looking outside the city for specialist UV printers to handle added value printing. And we're providing the competitive power of manufacturing with attention-getting special substrates," says Section Chief Jung-ah Park.

"The shift to UV printing was not difficult at all. The Lithrone G40, an upgrade of the Lithrone S40, is easier to operate, and the combination of KHS-AI and PDC-SX makes operation more stable. Easy switching of the operating mode between UV and H-UV enables cost reduction through energy management, and the press provides differentiation that is totally unlike conventional UV," says the press foreman.

'Share the profits' has been the management ideal of Art D&P since the company's founding: recognize the perspectives of the company's staff, diligently keep promises to customers, think of win-win strategies for mutual survival with subcontractors and, finally, do everything possible to return a portion of the company's profits to society. All future efforts will seek to abide by this ideal.



# Simian installs second **perfector** to maintain growth

Only one year ago, Simian BV had its first Komori eight-color Lithrone G40P H-UV installed. Ever since, the successful online print business has continued to grow, now producing well over 1,000 jobs per day. So the need for additional capacity quickly became obvious. And it didn't take very long for Simian's CEO Wouter Haan to decide: "It only makes perfect sense to install a second Komori press."



Wouter Haan, CEO

Mr. Haan founded Reclameland, his online print company, in 2008. By acquiring two existing print portals – Drukland and Flyerzone – in 2015, some 100,000 print orders were added to the portfolio overnight. Growth accelerated and the company, now renamed Simian, manages all three portals under their own brands and distinct market approach. "Our unique selling point has always been that we print everything ourselves. And I have every intention of continuing to do so, as this approach brings us and our customers many advantages," Haan explains.

#### 'We love to print'

"We are not some online business that just happens to be in print but could just as well be selling something else – we

actually love to print. I really see no point in becoming an Uber-like print service provider by outsourcing all print production. That is not at all what our customers are looking for. They trust us to personally take care of their product. By being a true print production house, we are in complete control of everything we do. This not only enables us to standardize and automate our processes as much as possible but also allows us to quickly respond to any questions or special wishes a customer might have. We offer fair and sharp pricing, because we don't have to share any margins with third-party producers. This



doesn't mean we are always going to be the cheapest printer on the web – but we will be the best at making our customers happy by keeping our promises and living up to their expectations.”

To be able to meet the increasing demand for short runs and fast turnarounds, Simian needs highly productive, effective and reliable equipment. Installing a Komori eight-color Lithrone G40P H-UV last year proved to be the right answer, combining speed and uptime with a high level of automation that includes plate changes, pre-settings and self-learning capabilities. And Haan says: “This press integrated seamlessly with our fully automated workflow.” Simian opted for Komori's H-UV drying technology, curing the ink instantly after printing to allow the sheets to be finished immediately, speeding up production even further. “Our customers can now order up until 6 p.m. and still have their print items ready and delivered the very next morning,” Haan notes.

#### To increase production capacity

As Haan had anticipated at the time of installation, the number of print jobs continued to rise and the Komori press was soon running three shifts nonstop, often including weekends: “We have managed to grow our turnover by 30 percent over the last six months, now totaling over 20 million euros for the full year. At this rate, we now really need to increase our production capacity and so we have decided to double up much of our existing equipment.”

#### Second Komori press

Investing a grand total of 3.5 million euros, a second CTP installation was added to create more flexibility to quickly respond to

changes in the production schedule. Additional large format printers and extra finishing equipment helped to speed up the production of an even wider variety of products, allowing faster delivery to customers. And Haan decided for a second Komori eight-color Lithrone G40P H-UV: “We have been very satisfied with our first machine. It has been putting out top quality print right from the very start and has been running with minimal downtime. By equipping our second press with in-line camera inspection, we will be able to even further decrease makeready times and waste. But most importantly – we will have the capacity and the flexibility to handle even more jobs and print volume all by ourselves, guaranteeing our customers the best service available.”

#### Expanded portfolio, improved service

To ensure top-of-mind awareness for its brands, Simian is stepping up its marketing efforts: “By combining commercials on television and radio with sophisticated search engine optimization and smart AdWords campaigns, we now employ a complex set of tools to make sure we rank high in online search results. People need to be able to find us, always – and we are pretty good at being found,” Haan observes.

Growth is set to continue at Simian, says Wouter Haan: “We have been growing our business in Belgium very fast over the last couple of years, and we still see a lot of potential there to tap into. The Netherlands offers many opportunities too, in various segments, for both offset and signs. So we will continue to expand our portfolio and further improve our service to customers. For example, our service desk is available until 10 p.m., even on Sundays. That level of care and dedication is what really sets us apart in this highly competitive market.”



# Chinese printer flourishes in partnership with Komori

On June 18, 2017, in Changchun, the capital and largest city of Jilin Province in Northeast China, a cloudless blue sky stretched to the horizon. At GiGo Holding, excitement spread through the firm. Wang Qimin, GiGo founder, had just received a plaque from Larry Yang, CEO of Infotech, the Komori distributor in China, designating GiGo a Komori Group global strategic partner. The future is looking bright indeed for GiGo.



After graduating from Northeast Normal University in 1991, Mr. Wang started the GiGo brand, rapidly increasing productivity and technological strengths to gain a competitive position in the printing market. In 2001, Wang installed the company's first advanced printing press. By using high-quality overseas production equipment, the company was able to meet increasing demands for new products and technologies.

Marketing and publishing printing are the two pillars that support GiGo Holding's business, which serves the automobile, pharmaceutical, real estate, financial, IT, agriculture and fast-moving consumer goods industries. By setting up branches in Beijing, Shanghai and Guangzhou in rapid succession and forming talented teams, GiGo achieved a string of successes. The first company in Jilin to roll out a

print export business and become a global enterprise, GiGo now receives orders from throughout the world.

## Original vision and perfect preparation

In pursuing its overseas expansion strategy, the GiGo team spares no effort. Han Xiaoming, Printing Technology Director, and Zhao Liming, Vice President for Production, have worked closely to standardize color control and printing processes. Customers routinely praise the company's outstanding product quality and on-time delivery.

The key tool for winning customer accolades and trust is found in the production facilities.





GiGo team visiting Komori

Komori printing presses, featuring superior operation and excellent productivity, have won the confidence of GiGo. The company now operates an eight-color Lithrone S40SP and a five-color Lithrone G40 with coater. In August 2016, Wang led a group of managers to the Komori Graphic Technology Center Printing College & Training, closely studying the eight-color Lithrone GX40RP H-UV press.

#### High-speed start-up

GiGo's printing plant is on a single floor, organized to meet 6S lean manufacturing standards that ensure optimal efficiency. In just a few seconds the new five-color Lithrone G40 accelerates to the maximum printing speed. In the blink of an eye, the white coated sheets are transported to the first unit and, after five-color printing and coating, sophisticated advertising flyers are stacked in the delivery.

The five-color Lithrone G40 installed by GiGo is a high-spec machine, equipped with a fully automatic plate changer and automatic cleaning systems. "The level of automation on Komori presses is very high," says GiGo President Qiao Liangqi. "These machines allow us to significantly increase operating efficiency. They are also equipped with advanced smart functions, resulting in major cost reductions. Plus, the Komori service is exceptional and comprehensive."

#### Automation for higher efficiency

"The ink roller cooling system equipped on this Komori five-color plus coater press means that we can achieve high-level color uniformity and stability even on very long printing runs," says Mr. Han. "The operator's workload is greatly reduced, job changeover times are cut and production

efficiency is higher because when sending a job ticket to the Lithrone, the CIP3 ink data from prepress is automatically sent to the console, the press automatically makes the ink presets, and automatic blanket washing and ink roller cleaning are started."

"Komori and the Infotech service team totally exceeded our expectations," says President Qiao. "They worked day and night hardening the surface for the installation of the Lithrone G40. Our team and Infotech's team cooperated closely – even working weekends to reduce the number of days needed for installation and to avoid losses," he adds.

#### Prospects: Continued growth based on diversification and innovation

Utilizing a smart, modern and unified control system across prepress, press and postpress, GiGo is determined to increase printing productivity, provide a user experience that integrates products and services, and raise user value across the board. This will let the company maintain its headquarters in Changchun, continue its rollout throughout Northeast China, and build a new, diversified service system that will expand all over China and overseas.

Based on the concept of "growth by creativity and increased power through business restructuring," as advocated by the Chinese government, GiGo will endeavor to expand business by taking advantage of Komori's outstanding presses and technologies – ensuring sunny prospects for its print business and the industry as a whole.



GiGo Holding head office building in Changchun City, Jilin Province, China

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# Komori central to Bank of England printing facility

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September 2017 saw the issue of the new sterling polymer £10 banknote by the Bank of England, following on from the highly heralded issue of the Bank's first polymer note, the sterling £5 denomination, issued in September 2016.

The new £10 note is printed at the Bank of England's purpose-developed 100,000 sq. ft. Debden site, where the four denominations of sterling notes are produced by Debden Security Printing Ltd, a subsidiary of De La Rue Plc. The £10 note has created immense public interest not only because of its enhanced security resilience but also because it features a portrait of iconic early 19th-century British novelist Jane Austen, writer of such famous works as *Pride and Prejudice*. Interestingly, there was an earlier Austen-inspired £10 note issued in the UK, but that was on paper and over 200 years ago by Jane's aristocratic brother, The Reverend Henry Thomas Austen who co-founded a bank business in 1804 and was Jane Austen's financial mentor!

## Polymer — pushing the design boundaries

Polymer banknotes deliver significant benefits, particularly when combined with state-of-the-art security features that make the notes much harder to counterfeit. Says De La Rue's Head of Design Alan Newman: "Polymer is an ever-evolving product that gives us great capacity for innovation and design integration. The layer construction enables our designers to push the boundaries that integrate with the print design in a way that has never been possible before to provide exciting, increasingly secure products."



CURRENCY LC32

## Top ten features

on the new sterling £10 polymer banknote



- 1 See-through window with portrait of Queen Elizabeth II
- 2 Fine detail image of Winchester Cathedral in gold foil on front and silver foil on back
- 3 Quill changes from purple to orange when note is tilted
- 4 'Ten' changes to 'Pounds' in silver foil patch when note is tilted and rainbow effect appears
- 5 Silver foil patch with 3D crown image and rainbow effect when note is tilted
- 6 Book-shaped copper foil patch
- 7 Printed on thin, flexible polymer with 'Bank of England' and '10' in braille. The £10 denomination at the top left is embossed to further assist identification
- 8 The printed lines and colors on the note are sharp, clear and free from smudges or blurred edges.
- 9 Micro lettering showing note value visible through magnifying glass
- 10 Through ultra-violet light, number 10 appears in different colors

The new £10 note includes, for the first time on sterling banknotes, a specific tactile feature to help blind and partially sighted people to identify the notes. This is in addition to the elements already incorporated for vision-impaired people, such as bold numerals, different colors and sizing. Our top 10 features graphic illustrates the complexity of the security features and the ingenuity of the design team.

The fine detail of many of these features requires every element of print to be of the highest quality, precision and consistency. Komori is very proud that the new £10 note is printed on the Bank of England's new Komori banknote production lines. Each of the two lines consist of the LC1232 12-unit double-deck offset press, the IC532III intaglio press, the RN332III numbering press and the GL40CC varnishing perfecting press. Additionally, at Debden, De La Rue has installed a Komori Currency RC32III rollercoater.

### De La Rue's Gateshead production line

In 2014 De La Rue was awarded a 10-year contract by the Bank of England to print its banknotes at Debden, and the new £10 note was created by De La Rue's design team, which is responsible for the design of around 40 percent of the banknotes currently in circulation around the world. The company is the biggest producer of banknotes and

passports in the world. It prints over seven billion banknotes annually and has offices across four continents and manufacturing facilities in Kenya, Sri Lanka, Malta and at two sites in the UK – Debden and Gateshead.

At De La Rue's Gateshead facility, a new Komori production line was inaugurated in October 2013. The line consists of the Komori Currency LC32 multi-color double-deck offset press in 12-unit configuration, the Currency IC532III multi-color intaglio press, the Currency RN332III three-color numbering press and the Currency 40CC varnishing perfecting press.

Says Andrew Parr, De La Rue's Manufacturing Technical Director: "The Bank of England contract was extremely important for De La Rue to win, and we had to respond to a very specific competitive tender. Partnering with Komori enabled us to match the requirements and on the back of the successful installation of our first Komori line in Gateshead, we felt extremely confident in the solutions from Komori."

"The Komori production line provides us with the opportunity to maximize the designs of the new polymer note, taking advantage of additional print workings. Probably even more significant is the performance of the printing presses in running polymer, which does present new challenges, especially regarding the handling of the substrate

and the blocking. Komori's sheet feeding and delivery systems have performed extremely well, enabling us to deliver a quality product to our customer on time. Now, with the Bank of England going polymer, it will be interesting to see whether this accelerates its uptake in the market, which still remains relatively low."

### Komori banknote technology worldwide

Komori is the sole manufacturer of banknote printing presses in Japan and delivered its first banknote printing machine to the National Printing Bureau of Japan in 1958. In the 1980s, Komori commenced supply of security and banknote lines to territories outside Japan and now has lines throughout the world, including Korea, China, India and Nigeria, with the most recent installations in the Philippines, Indonesia, Vietnam, Russia, Bulgaria, the UK and Malta.

Comments Komori Corporation's Takeo Uehara, General Manager, Security Press Sales Group: "With De La Rue, we don't consider that we have a buyer/seller relationship. It's a true partnership and works as such, with both parties cooperating closely and constantly to benefit current production requirements and to further future development. The De La Rue Gateshead production line installation provided us both with the confidence to commit to the new Debden lines, which, like the Gateshead line, have the Currency LC32 double-deck machine at their core. LC32 technology was developed in 1997 and its availability in 4-over-4,



5-over-5 and 6-over-6 unit configurations provides the flexibility for wet printing to be split between different units to best suit the elements and content of the design. This versatility helps ensure that print production is able to meet those increasingly creative and innovative anti-counterfeiting features that banknotes are expected to incorporate in the future."



CURRENCY IC532III

K-Supply

K-Supply H-UV Ink

# Lithrone A37 H-UV Strengthens Japanese Printer

Embracing its founding principle of 'mutual prosperity,' Kinose Printing focuses on the goal of bringing benefits to customers. The company's wide job repertoire includes envelopes, cards, posters, wrapping paper, forms and books.

In addition, the group company KNS undertakes book production, including web production and e-books, and the issuance and distribution of free magazines. Kinose has expanded and invested in equipment to improve outcomes for customers. The printer installed an H-UV-equipped Lithrone A37. *On Press* talked with President Yoshitaka Kinose, Management Planning Section Chief Masahiro Kinose, and Production Control Section Chief Jun Ishii about the details and the effects of the installation.

## Why an H-UV press

"The reason we installed an H-UV rather than a conventional press was to increase the amount of in-house postpress work. After the installation, we took advantage of the press's agile size and printed work on it that was not run on the web press, such as pamphlets, brochures and flyers. As far as effectiveness, it added 4-5 percent, depending on the month. This increase does not, of course, result solely from printing. The greater amount of postpress work was a big contributor. Quick turnaround jobs have become very common in the past few years. We used to have these jobs done by a partner company, but with the Lithrone A37 we could not only manage these ourselves but also respond to other work that demanded urgency," says Section Chief Masahiro Kinose.



Yoshitaka Kinose, President

## Why the Lithrone A37

When we asked Mr. Kinose why he chose the Lithrone A37 H-UV from among the many UV models available, he replied: "It was the people on the shop floor. I had done a lot of advance research, but the crew on the floor saying 'We want to use the Lithrone A37 H-UV' made the difference."

Section Chief Ishii says, "I'd heard that it would take a month or so to get the press into operation, but we actually started running it in about two weeks. Getting it up and going was faster than I'd imagined."

## K-Supply inks: cleaner and easier operation

In addition, Kinose Printing uses Komori's K-Supply products such as H-UV ink. "With printing, while

there are several prepress and postpress processes, there is an overall requirement for optimization. Komori is fully committed to achieving optimal results. I support this thinking and use K-Supply products. When you compare Komori ink with other companies' products, K-Supply ink makes the metering rollers and impression cylinders less likely to become dirty and improves operability," says President Kinose.

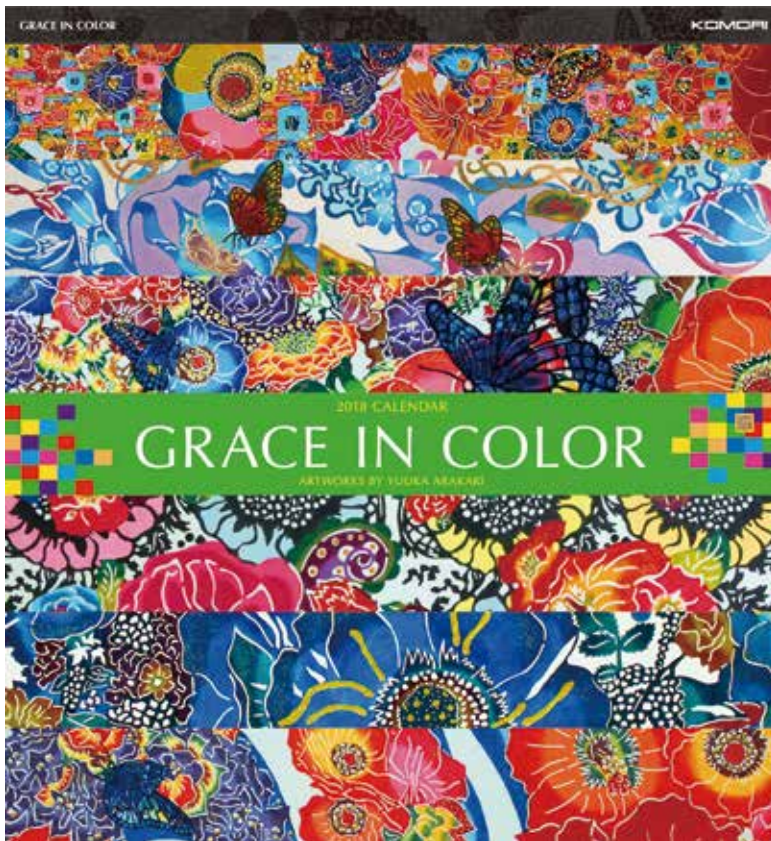
When we asked about the outlook for the company, he added: "Branding in the printing industry and future prospects are still weak. With the spirit of our founding principle of 'mutual prosperity,' we want to contribute as much as possible to the growth of customers and the industry as a whole."





# Komori 2018 Calendar: Bingata Traditional Art Rediscovered

The Komori 2018 Calendar incorporates technology from the Komori Graphic Technology Center (KGC). In addition, K-Supply products certified by KGC were used for consumables. The piece uses not only offset and digital printing but also screen printing from Seria Corporation, a member of the Komori Group.



The Komori 2018 calendar was produced using an underlying tone of colorful bingata, the traditional Okinawan resist dyeing technique that applies brightly colored patterns to cotton and fine linen using red, blue, green and yellow. Bingata dates from the age of the Ryukyu Kingdom. The motif consists of images of bingata by the artist Yuuka Arakaki.

## H-UV offset, wide-gamut RGB digital and screen printing

The cover was printed by the Impremia IS29 digital printing system, which provides digital printing that is four color and yet has a wide gamut. The inside pages were printed entirely by H-UV offset. Against a background of vivid special colors, the distinctive bingata motifs are in the center, and the principal motif is made more remarkable by

decorative printing. The November–December page, achieved by a base of high gloss, smooth silver coating and color printing with drip-off effect, is such a glittering, elegant work that it seems printed on metallized paper.

## Very special binding

For the binding at the top edge, a screen printing technique from Seria Corporation, a Komori Group

## Komori Calendar Production by the KGC All Stars

company, was used for the first time in this edition of the calendar. The title and the Komori logo have been printed with screen white ink on matte black paper, and the artistic line art (abstracted from bingata) has been printed with a thick raised layer of high gloss black screen ink.

### Inspiration from the past

Styles from the 13th century Ryukyu Kingdom rendered by the collaboration of today's most cutting-edge technologies under the direction of the KGC All Stars. The Komori 2018 Calendar.

For details on the printing techniques, see the special Komori 2018 Calendar site. Take our survey and receive a Komori 2018 Calendar. For survey details, see page 35.



<http://www.komori-event.com/cal/>



### Yuuka Arakaki

A native of Okinawa, Yuuka Arakaki found herself enraptured by the vibrant, never-fading colors of the traditional dyeing technique known as bingata. Arakaki's steadily increasing success has seen her work selected for the Japan Fine Arts Exhibition and showcased in various solo exhibitions both in Japan and overseas. Bingata originated in the 13th century, a product of Okinawa's cultural connections with mainland Asia and the Japanese dyeing technique known as yuzen.

### START



#### Planning

Komori team members choose images for the calendar that emphasize pattern and color.



#### Printing by Impremia I529

Cover produced by wide gamut RGB that includes spot colors such as Pantone® using the expertise of DPS engineers.



#### Printing by Lithrone GX40

Under the rigorous eye of printing professionals, the eagerly awaited work was printed.



#### Finishing

After cutting and binding, the original calendar, expressive of Komori technology, is complete.



#### Production Team

Examining printing specs that use K-Supply inks and silver varnish.



#### First design review

Checking color reproducibility, compositional balance, and ideas on varnish techniques that can evoke a fabric texture.



#### Second design review

Everyone with one thought — strive for a better product, polish it up and send it for final printing.



#### Screen printing

The binding reflects intricate, profound printing born of craftsmanship and knowledge.

### PRODUCTION COMPLETE

## KOMORI PACKAGING SOLUTIONS OPEN HOUSE

Yamagata, Japan

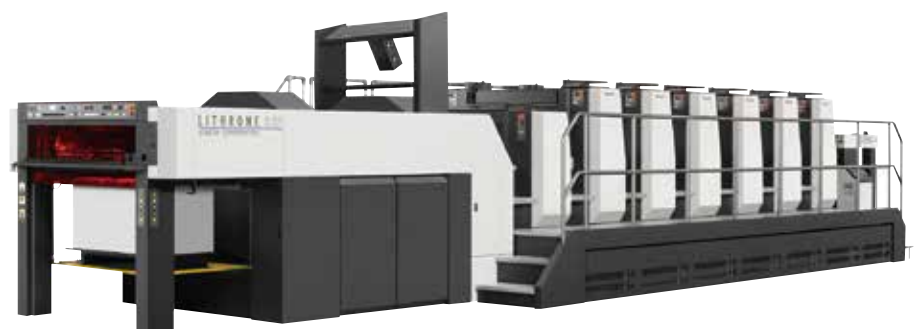


### LITHRONE G37 FOR PACKAGING

The new Lithrone G37 offset press for the package printing market is available in 6 or 7 colors with in-line coater configurations. The machine may be specified with a wide range of productivity and quality control systems, including the PQA-S (Print Quality Assessment System for Sheetfed), the PDF Comparator System and the PDC (Print Density Control System) series as well as the H-UV/H-UV L (LED) innovative curing system. The space saving and optimized cost-performance machine for the package printing market.

The Komori Packaging Solutions Open House featuring the Lithrone G37 offset printing press in a new lineup for packaging was held on September 28 and October 5, 2017, at Komori Machinery, the manufacturing base of the company's small-format digital and sheetfed offset printing machines. Some 70 visitors from south and southeast Asia were on hand for presentations, a factory tour and demonstrations. In the first demo, 200 sheets of a perceived quality test chart were printed on 0.13 mm light stock. After register and color were automatically checked by PDC-SX, the press quickly accelerated to 15,000 sph for production printing. Following this, quality checkpoints such as density, register accuracy, dot shape and solids printing were explained, and all points were confirmed by the printing samples. The second job printed pharmaceutical packages on 0.43 mm aluminized paper by first laying down white ink, drying with

the interdeck dryer and following with 4C process and finishing with drip-off effect using drip-off varnish and full-area high-gloss coating. After printing, samples were passed out so that visitors could check the quality of the drip-off application. The Impremia IS29 was also demonstrated. Samples of postcards and beer packaging that were coated on one side and then cut by Komori's Apressia CT115/CT137 programmable hydraulic clamp cutter were also handed out.



Lithrone G37



## PACKAGING OPEN HOUSE AND SEMINAR

Guiyang, China



A lively package printing demonstration and seminar were held on July 25, 2017, in Guiyang, Guizhou Province. The event was sponsored by the Guizhou Printing Association, Komori and Guiyang Jingcai Printing, the Guiyang digital printer where the demos were run. The event focused on the themes of innovation, environment, digital printing and intelligent manufacturing. More than 150 visitors from about 50 local printers attended presentations on printing technologies unlike anything ever seen before in Guizhou.

Liu Junyi, Assistant Manager of Komori Hong Kong, described the innovative Komori products, technologies and service available for

packaging and commercial printing in detail. He also introduced the Lithrone GX40RP, the Lithrone G37 and the Impremia IS29 as well as the intelligent IoT environment that makes use of ICT technologies and the H-UV instant curing system.

A Komori user, Zhang Nan, President of Guiyang Jingcai Printing, presented his experience with superior Komori printing equipment and service along with the strategy of innovation that powers his company's growth. He reported that his connection to Komori is a win-win relationship.



## PACK PRINT INTERNATIONAL 2017

Bangkok, Thailand



Pack Print International 2017 was held September 20–23, 2017, at the Bangkok International Trade & Exhibition Centre. The exhibition presented the full spectrum of the printing and packaging sectors.

Ferrostaal (Thailand), Komori's distributor in Thailand, erected an enormous display panel showing a full-spec six-color Lithrone G37 plus coater and PQA-S. Another panel detailed KP-Connect, Komori's latest

technology for connecting printers and presses to Komori.

## ANNUAL MEETING OF CHINA PRINTING MANAGERS

Shenzhen, China



The 2017 China Printing Manager Annual Conference and 2017 China Top 100 Printing Enterprise Awards Ceremony were held September 7-9, 2017, at the Castle Hotel in Shenzhen, China, sponsored by the China Printing Technology Association and the China Academy of Printing Technology and managed



by Keyin Media, publisher of *Printing Manager* magazine. More than 400 government and industry figures attended this first-of-its-kind symposium on technology based on the key themes of 'intelligent,' 'connection' and 'empower the printing world.'

At this gathering, Komori Printing Machine (Shenzhen) Vice President Luo Yandao spoke about the important elements of production efficiency, cost, quality and economical operation. Laying out clear strategies to succeed in these areas, Mr. Luo elicited a huge response. He introduced Komori's intelligent manufacturing, industry-

leading technologies and innovative solutions in the fields of package printing, commercial printing, digital printing, smart IoT and environmental protection.

On the morning of September 9, participants toured the Artron (Shenzhen) Art Center, where a Komori product announcement was presented. Artron Colour Printing is a strategic partner of Komori.

## FGD EXPO 2017

Jakarta, Indonesia



FGD Expo is the launch pad to innovative technologies in graphic arts and the creative industry in Indonesia. At the latest edition of this biennial show, held August 24-27, 2017, Komori distributor Bright Grafa

Machinery showed a four-color Lithrone A37. In fact, Komori was the only manufacturer to exhibit a printing press. The demos exhibited printing of a popular character on light and heavy stock, and after each

demo all printing samples were snapped up by the eager visitors to the booth. H-UV samples were also displayed.

# Komori People

## Man and machines: true dedication

Jeroen Grit, Print Instructor of Komori  
Graphic Center-Europe



**What do you do?** "I handle training and perform print demonstrations in the showroom," says Jeroen Grit, the KGC-E Print Instructor. "I've been working at Komori for 11 years. During the first years I spent a lot of time at customer sites all over Europe. With the opening of the Komori Graphic Center-Europe, I was assigned as KGC-E Print Instructor. At KGC-E, we run demos to show what Komori presses are capable of and offer training in Komori printing techniques for operators. We also perform tests on materials for K-Supply, such as inks and blankets," he adds.

**Your goal on the job?** "I want my trainees to feel and eventually share my passion for Komori. I also want to teach them how to get the most out of their Komori press and above all give them a great experience. My passion is to always keep improving because I am the face of Komori to the customer, and that's my job," he

says with pride.

**High notes?** "The thing I like best about working at KGC-E is that no two days are ever the same. No demonstrations are standard. Our guests come from different countries and cultures and I do my best to understand and fulfill their needs. It makes me happy when our visitors leave with a good impression of Komori and the press," Jeroen declares. "Personally I would like to learn more about the Impremia IS29. Innovation is an ongoing process at Komori, and therefore we always have to keep learning as presses are constantly being improved."

**Off the job?** "I'm basically an outdoor person and I love motorbike riding – there's nothing like the sense of freedom and the wind in your face when you're on the road. Unfortunately, I recently sold my bike, but who knows, I might buy a new bike in the future. Instead, on Saturdays I often go to football

matches to see my 12-year-old son play. It's a great change of pace, and I coach him a little when I have time," says Jeroen, who has three children.

"On Press readers might see me on demos at KGC-E or international shows. Ask me anything about machines. My aim is to be the person who gives you kando," he smiles.



Jeroen with sons Joran and Sem

## Editor's Note

As described in the opening feature article, following the sales launch at drupa 2016 last year, the high-level Impremia IS29 digital printing system is featuring in installations all over the world. Through the Komori-only combination of offset and digital and the wide rollout of business models, the system is contributing to greater profitability.

The Apressia series of postpress hardware is being amped up. Stay tuned.

### We Want to Hear from You

On Press has set up a survey site to help in providing more useful content to readers. Selected by a drawing, a total of 20 respondents will receive a Komori 2018 calendar. Deadline: March 31, 2018

Winners will be notified by delivery of the calendar in the mail.



<https://form.k3r.jp/komori/op92q>



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