

# Report

PRODUCTS|PRACTICES|PERSPECTIVES

41

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Print retains its appeal: Drupa 2012 compellingly underscored its reputation as the industry's definitive trade fair worldwide

Drupa came at the right time

## Fresh wind from Düsseldorf

After four challenging years, Drupa 2012 in Düsseldorf, which drew around 315,000 visitors, brought a much-needed breath of fresh air to the print media industry, and a more optimistic outlook on the future. A surprisingly positive atmosphere in the exhibition halls, a flood of new technologies, applications and business models, a gradual merging of analogue and digital printing technologies and a dwindling aversion between print and online media were evident at this, the 15th Drupa. Many of these advances could also be seen on the KBA stand in hall 16.

The number of new contracts signed also exceeded widespread expectations, which given the economic fall-out from the ongoing sovereign debt crisis and euro debate were somewhat subdued. KBA was no exception. The economic boost generated by the fair has helped to raise capacity utilisation levels in the second half-year at many of the suppliers represented in Düsseldorf. At present there are no signs that cancellations are surging as they did four years ago when the financial crisis struck. Attendance and sales figures, and the media response to Drupa 2012,

indicate that, even in the age of the internet, there is a need for a major, globally acclaimed showcase at least every four years to project realistically our industry's significance and capabilities, to provide a platform for futuristic visions, to promote the status of suppliers and users and to provide an aid to orientation. While regional and trade events represent a logical complement to the industry's definitive trade fair, they are no substitute for its breadth and magnitude.

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Claus Bolza-Schünemann  
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A fascinating Drupa 2012

## Print projects its power

Almost five months have passed since Drupa 2012, and it surpassed all our expectations – which, given the current economic and industry climate, were admittedly on the cautious side. Attracting some 315,000 trade visitors from all over the world, many looking to invest in new kit, this year's Drupa underscored once again its significance as the definitive trade fair for print-related activities in a multimedia society. During my 14-day sojourn in Düsseldorf I met virtually no dissatisfied exhibitors and was pleasantly surprised by the upbeat mood among the many visitors to our stand. Somehow it did not quite chime with the gloomy image of the print sector projected by the business press and electronic media.

As in previous years, efforts were made in advance to apply a label to Drupa 2012. There was frequent talk, for example, of the "inkjet Drupa". And of course there was indeed a prodigious number of inkjet systems in Düsseldorf for wide-format and production printing. They included our new RotaJET 76, which marked KBA's entry into the digital print market. Many stands also exhibited enhanced digital toner technology, and the shows launching marketing genius Benny Landa's nanography, which

is widely acclaimed as the technology of the future, drew packed crowds. The emotional reception this was accorded brings to mind the launch at Ipex 1993 of Indigo technology, which is in fact similar in many ways to nanography, but at its premiere almost 20 years ago was still a long way from attaining market maturity.

Digital printing certainly made a big impact at Drupa 2012, but it was not alone. Demonstrations of our major exhibits, which in conventional sheetfed offset included our new large-format Rapida 145 and upgraded makeready world champion, the Rapida 106, had people flocking to the KBA stand. Similar examples could be found among vendors of finishing equipment, web offset and flexo technology and in many other sectors of the supply industry. This is because Drupa showcases offerings for virtually every aspect of the print media industry – and not just in the form of brochures or video clips, but as up-close-and-personal technology that could be seen in action delivering printed products which, on the KBA stand, could be examined at first hand and taken home.

If Drupa 2012 must be given a headline, "the convergence show"

would be more appropriate. Never before had we seen so many cross-vendor digital/offset hybrid systems, inline processes from pre-press to press and post-press, and market-oriented tie-ups between print and online media. Even the routine "skirmishes" between competing exhibitors were largely absent. In the end, a greater willingness to collaborate is good for both users and vendors. Our industry can no longer afford needless friction losses.

The wide-ranging products we launched at Drupa were described in the last issue of *KBA Report* and also in the trade press. On the following pages you can gain an impression of the keen interest these exhibits aroused among visitors to our stand in hall 16. A mammoth show such as this, and the products unveiled there, naturally cost a lot of money. Even some major vendors cannot afford such a heavy expense every year. However, our sector needs fresh ideas and innovations, and at present no site but Düsseldorf can put on a show that inspires such a huge response.

So I am all the more delighted that we returned from the city on the Rhine with bulging order books for sheetfed offset presses and a string of new projects in the pipeline,

particularly in KBA's new sphere of activity, digital print. A successful Drupa will be an enormous help in enabling us to achieve our sales and profit targets for 2012. The half-year in which Drupa took place furnished a solid foundation, with a 17.4 per cent jump in the volume of new orders for sheetfed offset presses to €364m (\$470m), a 16 per cent climb in Group sales to more than €590m (\$762m) and a pre-tax Group profit of just under €8m (\$10.3m). Now we must focus on ensuring the punctual delivery and commissioning of the many new products for which contracts were signed during and after the show. This is our sporting challenge for the second half-year.

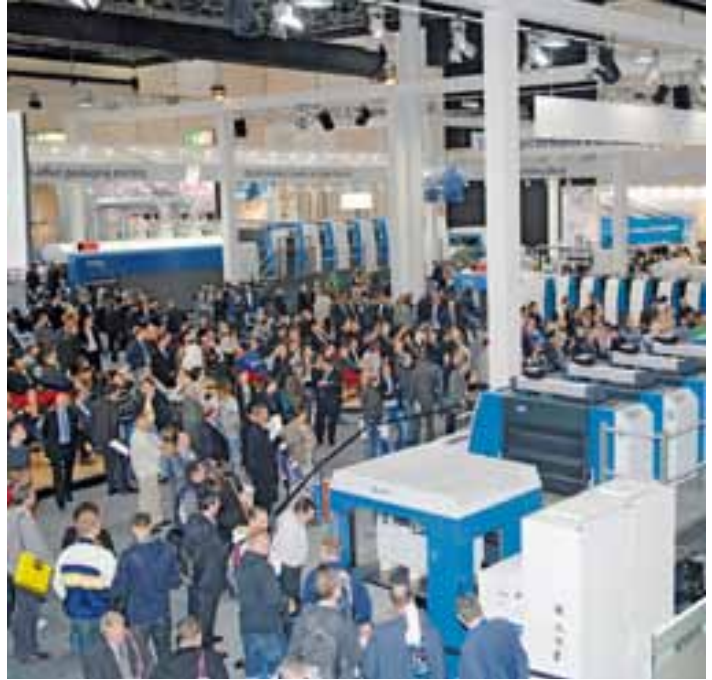
I hope that many of you had the opportunity to attend the trade fair in Düsseldorf and experience the fascination of print in all its facets. We would like to thank you for your interest in KBA, and look forward to continuing this mutually fruitful business relationship.

Yours,





Pre-prandial technology: in the course of the show Claus Bolza-Schünemann welcomed thousands of VIPs to early morning demos followed by a breakfast of Bavarian veal sausages



A full house: although attendance at this year's Drupa was 20 per cent down on the previous one, the 3,500m<sup>2</sup> KBA stand in hall 16 was almost constantly busy

Drupa 2012: new launches in sheetfed offset, digital and web offset hit the mark

# KBA puts on a stunning show in Düsseldorf

For KBA, Drupa 2012 was a resounding success. Although attendance figures of just under 315,000 represented a decline of around 20 per cent on the previous fair, there was little evidence of this on our stand. The quality and international composition of visitors to the show were encouraging, the stand, exhibits and their presentation widely admired and the volume of contracts signed at this predominantly sheetfed show topped the €3 million (\$3.76m) mark. Post-Drupa business has also been firm, delivering on the promise. This was no coincidence, since KBA showcased a raft of new digital and offset launches at Drupa under the banner "sprinting ahead".

At a press conference on the first day of the show KBA president and CEO Claus Bolza-Schünemann noted that the 15th Drupa was taking place at a time when technological advances, online services, internet printers and digital print are accelerating change in the print media industry. He said: "The cards are being reshuffled in the market. The initial confrontation between online and print media, and between analogue and digital printing, is evolving into a constructive coexistence. We aim to continue actively shaping print's future through innovation. 'Digital joins offset' is a core message on the KBA stand. Our entry into digital print does not signal our exit from sheetfed or web offset, but is the only way we can offer customers impartial advice on the best press for their needs. The ongoing consolidation in the print sector will enable us to exploit our specific strengths to boost our market standing still further."

## RotaJET 76: high-volume inkjet system made by KBA

One of the biggest attractions on the KBA stand was the RotaJET 76. Developed in collaboration with a US print major in less than twelve months, it was manufactured at our main factory in Würzburg and is thus the only high-volume digital web press to be built in Germany. "If KBA is on the box, then KBA is inside," added Bolza-Schünemann with a fleeting reference to OEM products sold under other names. The RotaJET 76 unites innovative precision engineering, high-powered hardware and software and cutting-edge piezo inkjet technology to create an industrial-scale production tool for short runs and personalised prints.

The new KBA digital press has a maximum web speed of 150 metres (500ft) per minute, a 781mm (30.7in) wide web and can output up to 3,000 four-colour A4 pages per minute (some 85 million per

month) in an outstanding inkjet quality. At Drupa it pumped out gang-stitched magazines, cookery book sections and promotional brochures via a SigmaLine inline finishing system from Müller Martini.

The RotaJET 76's far more robust and compact design compared to similar presses, its reliability, intelligent web lead and thus good registration, its low manning levels and its ability to print saleable copies even during start-up and run-down can deliver perceptible bottom-line benefits. The two arrays of 56 printing heads that arch over the two large central impression cylinders can be moved aside for cleaning and maintenance purposes. The printheads are automatically aligned (or "stitched", since the configuration resembles back-stitching) and cleaned. The system has a native print resolution of 600dpi. The ability to vary droplet size is an additional quality bonus. Internal systems communications

and the integration of third-party systems are JDF-enabled. Variable production is based on the popular APPE (Adobe PDF Print Engine) workflow. With its powerful front-



Read all about it! Our *Drupa Daily* with news of events and sales on the KBA stand was printed "live" in several languages on the RotaJET 76



Digital printing from the offset pros: our new RotaJET 76 inkjet web press with downstream Müller Martini SigmaLine finishing kit was a major attraction on the KBA stand

At Drupa 1995 Indigo founder Benny Landa set the halls buzzing with a digital printing system deploying liquid toner; at Drupa 2012 the nanographic printing™ technology developed by the Landa Corporation in Israel was a hot issue. This visionary and marketing guru is an old acquaintance of ours and we were happy to welcome him to our stand, where he is pictured (l) with KBA president and CEO Claus Bolza-Schünemann viewing our new RotaJET 76

end kit the RotaJET can handle large volumes of data at maximum speed in full-colour production.

The RotaJET initially targets the book, brochure, commercial, direct mail and magazine sectors, with packaging and newspapers to follow. In view of the keen interest expressed by printers both at home and abroad the first sales will most likely be announced this year and shipping commence in the first quarter of next year.

#### Sheetfed offset: a raft of unique features in all formats

For visitors seeking frontline sheetfed offset technology, process innovations and the fastest press speeds and job changes in B2 to large format, KBA was the place to be. The biggest litho press at Drupa 2012 was a new plinth-mounted six-colour Rapida 145 with coater and automated pile logistics. The longest was a Rapida 106 with twelve printing, coating and drying units for four-colour printing and perfect coating. And the newest and most advanced B2 (29in) press was a five-colour Rapida 76 with dedicated plate-cylinder drives, no-sidelay infeed and an array of other features adopted from the Rapida 106. The first press in this new series was snapped up by Amsterdam-based Dutch printing house robstolk.

#### Rapida 145: a new standard of performance in large format

As the market leader in large for-

mat KBA lived up to its reputation by introducing a new standard of performance in job-changing times, productivity and inline quality control with the new Rapida 145. An optional speed-enhancement ("HighSpeed") package gives the 1,060 x 1,450mm (41.7 x 57in) press a maximum rated output of 17,000sph in straight production and, in conjunction with a new three-drum perfecting unit, 15,000sph in perfecting mode. It incorporates many of the unique features offered with the Rapida 106 makeready world champion. The Rapida 145 at Drupa also featured DriveTronic SIS sidelay-free infeed and DriveTronic SPC dedicated drives that support simulta-

neous plate changes in all the printing units in around 60 seconds.

The Rapida 145's output is more than 50 per cent higher than that of rival presses, thanks to a number of simultaneous makeready sequences. For example, its CleanTronic Synchro two-bar system can wash the inking rollers, blankets and impression cylinders simultaneously during plate changing. CleanTronic ReInk is a new, ultra-fast washing system for the inking units.

One of the many features unique to the Rapida 145 is that the coating formes in the new coater can be changed simultaneously via DriveTronic SFC, while the AniSleeve

sleeves on the anilox rollers can be changed fast by a single operator. The superior production speed of 17,000sph was made possible by a new HighFlow doctoring chamber for the coater and by a new Air-Tronic delivery that can be preset from the console and has overhead venturi sheet guides and dynamic sheet braking. The new ErgoTronic console is even easier to operate, has integrated QualiTronic colour measurement and control software and a wall screen with image-in-image function. Our new large-format Rapida presses also incorporate QualiTronic ICR (inline register control) and QualiTronic PDF for comparing the printed image inline with the original PDF file. The



Litho high-spot: our new Rapida 145 was the largest sheetfed press at the show, attracting big audiences for demonstrations of straight printing at 17,000sph and 4/4 perfecting at 15,000sph – a capability that is unparalleled in this format class, as is automatic plate changing with DriveTronic SPC in just over sixty seconds and a complete job change in just a few minutes





energy-saving VariDry<sup>BLUE</sup> dryers previously offered exclusively with our large-format presses are now available in medium format as well.

Our best-in-class large-format Rapida didn't just attract a lot of interest, it also attracted a lot of orders, primarily from packaging and internet printers who are at present more willing than many others to invest in new kit.

#### **Rapida 106: makeready world champion now achieves 20,000sph**

Having claimed the world speed record in makeready at Drupa 2008, our extensively automated Rapida 106 has upped its game and in conjunction with a speed-enhancement package can now pump out 20,000 sheets per hour straight and 18,000 when perfecting. Its many new features include DriveTronic SFC simultaneous coating-forme change, AniloxLoader automatic screen-roller change, an optimised AirTronic delivery for high press speeds and an all-new ErgoTronic console with wall screen plus a plethora of new modules for online and inline quality measurement and control. The unique new QualiTronic PSO-Match module developed in alliance with System Brunner supports automated production monitoring to ISO12647-2 standards.

As well as perfect printing and coating four-colour products, the twelve-unit version with DriveTronic SPC dedicated plate-cylinder

drives on the KBA stand defended its record-breaking reputation with flying job changes in four-colour straight production.

Following on from pioneer user Saint-Paul in Freiburg, Switzerland, a contract for a largely identical twelve-unit version of the 106 was signed by longstanding French customer Deschamps Arts Graphiques in Neuville en Ferrain.

#### **Offset meets digital: Rapida 105 with inkjet device**

KBA also unveiled a new-generation B1 (41in) press, the Rapida 105, which targets printers for whom extensive automation and high production speeds are not priorities. Having said that, the 105's overhead delivery reveals its similarity to the high-end Rapida 106. The Rapida 105 is now also available as a perfecting version for four-backing-four. The model exhibited at Drupa had a speed-enhancement package that raised the maximum production speed to 17,000sph, compared to 16,000sph for the standard version.

Another focus of keen interest on the Rapida 105 at Drupa was an inkjet inking unit with two integrated Atlantic Zeiser Delta 105iUV systems and a UV LED dryer for personalised imprinting and coding. An innovative vacuum cylinder (AirTronic Drum) with countersunk grippers ensures that the sheets are positioned correctly under the inkjet heads. This op-

tion, which dispenses with the need for mechanical sheet guides and print-free corridors, is a new feature on both the Rapida 105 and 106. It allows the inkjet system to be installed at a distance of just 1mm (0.04in) from the sheet.

Other potential applications range from quality inspection with KBA-Metronic's alphaJET-tempo inkjet printer for tagging flawed sheets, brand protection using coding devices (for barcodes, QR codes, numerical IDs or combinations thereof), security and publication printing, labels, packaging, lottery tickets and ads. A miniature controller allows them to be used in marking, inspection and quality assurance processes. A high-speed camera for verifying the variable data is another quality control feature. KBA QualiTronic MarkPlus, which flags faulty blanks as part of an inline sheet inspection system, is an attractive option for packaging printers.

Our AirTronic Drum allows other finishing processes to be integrated in a press line. One example is an inert dryer in a 19-unit Rapida 106 recently ordered by Amcor Tobacco Packaging in Rickenbach, Switzerland.

At Drupa we demonstrated how the Rapida 105 and RotaJET could be run in tandem, with SigmaLine finishing kit from Müller Martini wrapping sequentially numbered covers printed on the Rapida 105

**Above left: the twelve-unit Rapida 106 on the KBA stand demonstrated its world champion credentials with four-backing-four printing and perfect coating at a speed of 18,000 sheets per hour, and straight printing – complete with flying job changes in four-colour production – at speeds of up to 20,000sph**

**Above right: digital joined offset when Drupa saw the launch of a Rapida 105 offset/inkjet hybrid press with an inkjet unit for personalised imprints and codes before the five offset units and coater. The Rapida 105 was the best-selling litho press on our stand and is a popular model in China: Beijing Hongbo Haotian, part of the Fujian Hongbo Group, signed up for five Rapida 105 presses totalling 23 units for a new commercial printing plant**

around inner sections off the RotaJET 76 to deliver stitched brochures.

#### **Rapida 76: high-powered Rapida 106 technology in B2**

The 15,000sph B2 (29in) Rapida 75 unveiled at Ipex 2010 and since upgraded was joined at Drupa by the Rapida 76 – a new, high-end stablemate capable of straight printing at 18,000sph and perfecting at 15,000sph. The five-colour coater version exhibited incorporated many of the automation options that were originally developed for the medium-format Rapida 106 and are unique in B2. These include DriveTronic SIS sidelay-free infeed,



High tech in half-format: management of Amsterdam printing house robstolk pictured with representatives of KBA and our Dutch agency Wifac after placing an order for the very first Rapida 76, a new 18,000sph press boasting an array of automation options adapted from its bigger sibling, the Rapida 106



A new approach: KBA-MePrint's variable-format UV web offset press, the Varius 80, targets the high-growth market for flexible packaging by delivering fast job changes, a superior print quality, low waste levels and short-run economy

simultaneous plate changing with DriveTronic SPC dedicated plate-cylinder drives, simultaneous washing with CleanTronic Synchro and a choice of either ErgoTronic online colour measurement and control at the new console or QualiTronic in-line colour measurement and control. The Rapida 76 is sure to be of particular interest to productivity-focused commercial and packaging printers.

#### Waterless offset: the ultimate in green printing

The smallest KBA litho press, the Genius 52UV manufactured by KBA-MePrint, was given a pre-Drupa upgrade and is now offered with an optional envelope feeder and split-colour printing capability. Along with a second Genius and a five-colour Rapida 106 with coater on the adjacent stand occupied by our Japanese alliance partner, Toray, it demonstrated premium-quality eco-friendly waterless UV printing on film and other challenging substrates.

#### Varius 80: new web offset press for flexible packaging

Our production subsidiary KBA-MePrint also exhibited the Varius 80, a modular, variable-format web offset press targeting the high-growth flexible packaging market. The Varius 80 (see also page 48) is a waterless press with keyless inking units and a UV dryer – a combination that delivers an excellent print quality on flexible, non-absorbent

substrates with a minimum of start-up waste. Print professionals interested in this type of press will be glad to know that the offset plates used are much cheaper than the sleeves required for a flexo press. This can pay dividends in sectors where run lengths are steadily diminishing and job changes becoming ever more frequent. The high offset print quality compared to flexo is another major selling point in the Varius 80's favour, not to mention the environmental benefits, because as well as being waterless the Varius 80 consumes neither solvents nor powder.

#### Innovations in web offset: C16 and Commander CL

KBA also unveiled a raft of new products in the commercial and newspaper printing sectors. One exhibit was a printing unit of our new compact Commander CL newspaper press, which is offered with a choice of automation modules. The press incorporates both automatic and semi-automatic plate changing, a new cylinder bearing, the same type of inking unit as our high-end Commander CT, RollerTronic automatic roller locks and new MLCs (motion logic controllers). On the stand it was configured with a new-generation ErgoTronic console which is offered with a choice of optional modules – EasyPlan, EasySet, EasyStart, EasyStop and EasyReport – which facilitate press operation while minimising job changes and



Green printing: two KBA presses – a waterless Genius 52UV and a dampener-free Rapida 106 five-colour with UV coater – on the adjacent Toray stand demonstrated quality excellence on an array of challenging substrates



Commercial web printers were quick to home in on the C16, which boasts the fastest plate changers of all 16-page presses



The C16's new quarterfold with low-maintenance belt tensioning for speeds of up to 65,000iph was a major draw for web offset printers





KBA-Metronic exhibited its new udaFORMAXX separator with betaJET thermal inkjet technology for printing folding cartons, packaging blanks etc



Demonstrations were also given of integrated JDF/JMF workflows with KBA LogoTronic Professional and process automation

waste. Newspaper professionals were particularly impressed by demonstrations of fast, reliable automatic plate changing in less than three minutes.

The Commander CL stood alongside a C16 16-page commercial printing unit which completed job changes in less than 60 seconds, making it the perfect tool for printing short to medium runs. Other features unique to the C16, such as automated roller locks, reduce maintenance input. The same applies to the C16's new quarterfold module for press speeds of up to 65,000iph and a console with new functions for time- and waste-saving

press start-up and run-down, both of which were also exhibited in Düsseldorf.

#### KBA-Metronic: post-press marking with the BetaJET

KBA-Metronic, a specialist manufacturer of digital and analogue marking and coding systems, unveiled yet another interesting product for the packaging sector: the freely programmable betaJET thermal inkjet printer, which is embedded in the udaFORMAXX feeder system for handling folding cartons, blanks etc. It can be used for a variety of applications, for example as an addressing device, as an anti-counterfeiting module in

the pharmaceuticals industry, for brand protection or for just-in-time manufacturing in the textiles and cosmetics branches.

#### Climate-neutral print production with ClimatePartner

KBA teamed up with ClimatePartner to demonstrate proven options for climate-neutral printing and the use of emissions trading for climate-neutral press manufacture – of which all the Rapida presses on the stand were prime examples.

#### Technology Lounge, JDF, MIS and more

In the dedicated Technology Lounge KBA showcased the latest advances in UV LED and HR (high-resolution)

UV curing systems, energy management and heat recovery in printing plants. As at previous trade fairs the CTP pre-press equipment – a Magnus 800 MCU platesetter – was provided by Kodak. The JDF/JMF workflow on the stand ran via LogoTronic Professional. KBA ProductivityPlus demonstrated process automation with MIS integration.

Once again, Drupa reaffirmed its reputation as the definitive trade fair for the print media industry.

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Dan Couto (centre) and Brad Calhoun (2nd r) of Commander CL first-time US user Times Union (Hearst Group) with KBA's Winfried Schenker, Bruce Richardson and Claus Bolza-Schünemann



Innovations in the pipeline: KBA advances in new processes such as UV LED and HR UV curing were presented in the Technology Lounge



Hans-Jürgen Katzer, managing director of rlc | packaging group, pictured during the interview with KBA Report



Plant manager Stefan Gallien learned his trade from the ground up and ten years ago was operating the Rapida presses at Colorpack

New Rapida 106 at rlc | packaging group

## “The press outpaces the operator”

Germany's rlc | packaging group, a highly specialised producer of innovative folding cartons for the branded goods industry, is one of the leading carton manufacturers in Europe. Its 1,200-strong workforce generates annual sales worth around €225 million (\$275m). The group's eight specialist production plants in Germany, Switzerland and Poland not only manufacture packaging but also provide a complete range of services from packaging development through production to logistics and packaging technology.

The factories in Berlin – Colorpack, a centre of excellence for food packaging, and Pharmacenter – have often served as beta testing grounds for Rapida presses prior to their official market launch. The model installed most recently, a Rapida 106 six-colour press with a coater and just about every automation module offered on the books, is no exception. Managing director Hans-Jürgen Katzer and plant manager Stefan Gallien were happy to find time for an interview with *KBA Report* on this new technology and developments in the packaging market.

**KBA Report:** You have been among the first users of new KBA sheetfed offset technology for a number of decades now. And very often you have agreed to conduct practical tests on innovations in a shopfloor environment. What experience have you gained in this way?

**Hans-Jürgen Katzer:** So far it's always gone very well. If the technology hasn't seemed inclined to function as it should, our excellent connections to the service and en-

gineering departments have usually delivered the help we needed. But it was never a case of our buying the presses simply because KBA had developed a new model! We wanted to be capable of offering our customers a choice of services encompassing the current state of the art in production technology, or even ahead of the curve. As far as we're concerned, the risks associated with testing a new development are easily manageable: they are far outweighed by the benefits associated with innovative printing processes or methods that are not widely available.

**KBA Report:** In spring of this year the first Drupa-generation Rapida 106 was installed in Berlin. What benefits has this specific press delivered in terms of value added?

**Hans-Jürgen Katzer:** We can transfer smaller jobs from our large-format press lines, and we also profit from the short makereadies possible with the Rapida 106. The new coater with automatic anilox-roller changing and simultaneous coating-forme change also contrib-

utes in no small part to the time gains delivered.

**Stefan Gallien:** Simultaneous plate changing and shorter washing times have a positive impact on the bottom line as well. One minute for roller washing is a pretty good figure. In this instance the press outpaces the operator, because he needs a lot more time to clean out the ink ducts.

**KBA Report:** And what about the enhanced production output?

**Stefan Gallien:** Since the new press mainly prints short-run jobs, its maximum rated output of 20,000 sheets per hour has more of a psychological impact. It's the same as with a car: it is capable of much higher speeds than we can usually drive it at. Having said that, our operators push the Rapida 106 much harder than our other presses. It outputs an average of 15,000 to 18,000 sheets per hour with total stability – even when handling more challenging substrates.

**KBA Report:** What kind of im-

pact has inline quality control with QualiTronic Professional had?

**Stefan Gallien:** We now have a press that extracts the optimum out of quality assurance capabilities. The waste savings have been noticeable, but after just two months not yet quantifiable. The only drawback is that there are different quality control systems for our four Rapida presses. So there is a need to harmonise them all.

**KBA Report:** Since the Rapida 106 was installed you have been using a number of different KBA consumables...

**Stefan Gallien:** Yes, at present we are primarily using washes for the dampening units, along with certain other special cleaning agents. We use them for all the Rapida presses at Colorpack. What we like about the Press Consum products is that they have been tested by KBA, so we know they are mutually compatible and will function properly in our specific pressroom environment.





Stefan Gallien and Hans-Jürgen Katzer in Colorpack's modern production hall, with medium- and large-format die-cutting equipment in the background

**KBA Report:** Ecological printing processes are currently a hot topic. What efforts are you making to burnish your green credentials?

**Hans-Jürgen Katzer:** Our presses have been running alcohol-free for some years now, and we use MGA inks plus associated oils and lubricants as well. We also use FSC-certified materials. At present we are about to commission our own cogeneration plant, which will provide most of the necessary power, heating and even cooling.

**KBA Report:** Are there some forms of press automation that you find are still missing? What would be on your company wish-list?

**Hans-Jürgen Katzer:** The networking of all the production sequences needs to be intensified. A standardised, cross-platform machine language from pre-press to the mailroom would be a good idea. Nowadays every systems provider has its own technology, and communication is often only possible via complex interfaces which we as the user must partially manage ourselves. While CIP3/CIP4 is a good start, it's not yet sufficient.

**KBA Report:** And how do you see packaging printing and the packaging sector evolving in the future?

**Hans-Jürgen Katzer:** The focus of our operations is in Europe – ie in a packaging market where growth

is constrained. While there is one trend towards enhanced finishing, there is also another in the opposite direction. When it comes to food packaging, price is key. Which is why our customers often prefer to dispense with finishing unless it is available inline at a moderate price. One example of this is our triple-coater Rapida 106 with laser gloss technology. An intelligent finishing capability such as this not only delivers productivity gains but also, and to an even greater extent, enhances a product's impact at the point of sale.

**KBA Report:** How are you planning to maintain your competitive edge in the tough packaging sector?

**Hans-Jürgen Katzer:** Setting aside routine packaging production with a high-performance press fleet, brand manufacturers have a number of priorities: in the shape of brandpack, our packaging architects, we have a development team that pools specialist know-how from diverse lines of business and thus exploits their synergies. The focus is not just on the shape and design of the packaging – there is also an artwork and project-management tool plus an in-house profit centre for packaging technology, so we can guarantee that initial concepts can be transformed rapidly into physical products. We also enhance and upgrade our lean production processes on an ongoing basis.



Press operator Toni Tomm has complete control of the new Rapida 106, which can print some substrates at its maximum rated output of 20,000sph but usually runs at around 18,000sph

**KBA Report:** Mr Katzer, Mr Gallien, thank you very much for these interesting insights.

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Website:  
[www.rlc-packaging.com](http://www.rlc-packaging.com)

One of the medium-format Rapidas at Colorpack has eight printing units, two coaters and a laser gloss module for optimum inline finishing



Colorpack's modern press room houses two medium- and two large-format Rapidas, all embedded in an automated substrate logistics system



The Rapida 145 at Karton-Pak is embedded in an automated substrate logistics system

First new-generation large-format Rapida 145 in Poland

# Karton-Pak: pioneering spirit pays dividends

Karton-Pak in Nowa Sól was the first printing house in Poland to install a large-format Rapida 145. To be more precise, it was among a few bold customers who volunteered to put some beta press lines through their paces well in advance of the new model's official market premiere at Drupa in May. Karton-Pak, which specialises in the production of high-quality cartonboard packaging for food and is a longstanding user of KBA presses, took delivery of one of the first beta versions.

Prior to this development Karton-Pak's entire production was printed on medium-format KBA presses. But as customers' specifications and expectations changed, reflecting shifts in market demand, management decided that the time had come for the company to invest in a large-format press line, preferably a B0 (56in) model. As managing director Jerzy Sarama, explains: "In reality the decision

to switch to large format was made back at Drupa 2008. By then we had found that printing in B1 no longer delivered the optimum cost efficiency we were looking for. In recent years the volume of incoming jobs has been steadily increasing. To preserve our flexibility and agility we had to find a way of slashing turnaround times and boosting capacity at our production plant."

## Valuable feedback for creating the perfect press

After scrutinising all the existing options on the market, management approached KBA and expressed interest in the new Rapida 145 which was under development and at that time still in the early stages of hands-on testing. That is how Karton-Pak became a pilot user. The arrangement offered both sides a number of benefits. "As part of the pilot programme we subjected new automation modules and systems to rigorous testing. Any minor modifications that were needed were quickly carried out KBA. As a result we can confidently say that the Rapida's technology and configuration are ideally suited to our production re-

quirements. We are delighted that our experience and feedback have helped to make the press launched at Drupa 2012 such a perfect example of engineering and the focus of keen interest among trade visitors to the show," says Jerzy Sarama. But that was not the only reason the company decided to sign up for a KBA press. He goes on: "The Rapida 145 incorporates cutting-edge technology, has a larger format and also a higher output, which delivered competitive advantages from the very first day it was brought on line. What is more, KBA has been our press vendor of choice for the past 30 years and has in-depth experience in engineering and building large-format presses. Our operating crews are



Karton-Pak managing director Jerzy Sarama (centre), pictured here with Grzegorz Szymczykowski (l) and Oliver Becker of KBA CEE, is delighted that the Rapida 145 has helped to expand production capacity by 35 per cent



A pile turner is used to transfer blank substrates from the transport system to the infeed pallets





Panoramic shot showing the impressive dimensions of the high-performance Rapida 145 (in the background)



The Rapida 106 (l) and Rapida 145 (r) have substantially enhanced productivity and cost efficiency at Karton-Pak

familiar with KBA technology and therefore did not require such intensive training prior to using the new press. And last but not least, the efficiency and rapid response of KBA's customer services have contributed in no small part to our total satisfaction in opting for a KBA press once again."

#### High-speed production and job changes

The Rapida 145 installed at Karton-Pak is a six-colour version with a new-generation coater unveiled at Drupa. Specific features include DriveTronic SFC that enables the coating formes to be changed simultaneously during other set-up processes, and a new system (Ani-Sleeve) that allows the anilox roller sleeves to be changed at speed by a single operator. Assorted automation modules make the press much more productive, more cost-effective and even easier to operate. They include DriveTronic SPC for changing all the plates on the press simultaneously, a DriveTronic SIS sidelay-free infeed, an energy-efficient VariDry<sup>BLUE</sup> dryer and a suite of measurement and quality control systems comprising Densi-

Tronic Professional, DensiTronic PDF, ACR Control and QualiTronic Professional. The Rapida 145 is mounted on a 420mm (16.53in) plinth to increase pile height. So as well as a B0-plus sheet format of 1,060 x 1,450mm (41.75 x 57in) the press can handle substrates up to a maximum of 1.2mm (48pt) thick. A speed-enhancement package raises the maximum rated output to 17,000 sheets per hour, which is unparalleled in this format class.

The press was not the only item of equipment engineered to Karton-Pak's individual specifications: the press environment and peripherals were equally bespoke, and include an extensively automated logistics system for print substrates which encompasses preparation in the substrate store, automatic transfer from the transport to the system pallets, automated transport of the substrate piles by a shuttle trolley to the buffer stations at the Rapida 145's feeder, offloading of the printed stock at the delivery and automated transport to the finishing department. "Given the high press output, automating the

supply of pallets with unprinted sheets and the onward transfer of the pallets with the printed stock was essential," explains Jerzy Sarama. "The logistics system that KBA installed, which we specified after seeing similar ones in operation at other printing plants, functions perfectly. Without such a high standard of reliability we would be unable to achieve the levels of performance expected of such a highly automated press."

#### Two-press investment package

The company's investment plan, which alongside the Rapida 145 also specified the addition of a medium-format Rapida 106, targeted an increase in production capacity of around 35 per cent. "We achieved this objective with ease by exchanging our entire offset fleet for new models," confirms Jerzy Sarama. "A number of jobs have been transferred from the medium-format to the large-format press, and this has enabled us to handle a string of additional contracts that would have been impossible with the old equipment. The bottom line is that the cutting-edge technology on which the new KBA

presses are based has allowed us to attract new customers."

Karton-Pak specialises in the production of packaging for dried and frozen food. Print runs range from a few thousand to several hundred thousand sheets, and the packaging may include a polyethylene barrier film. While the company primarily serves the Polish market, demand from abroad is now beginning to take off.

"We are delighted that business is booming for Karton-Pak and that as a longstanding provider of the company's sheetfed presses we have been able to make our own contribution to its success," says Oliver Becker, managing director of KBA CEE. "We hope the two new Rapida press lines will work as perfectly as their predecessors did."

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Website:  
[www.kartonpak.pl](http://www.kartonpak.pl)  
(Polish only)



The new Rapida 106 at Model Obaly boasts an array of automation and finishing components that includes the Vinfoil cold-foil module in the background

Rapida 106 with unusual configuration

## Model Obaly in Opava: frontrunner in high-quality packaging printing

The city of Opava in central Silesia, with a population of almost 60,000, is one of the major Czech industrial centres. The printing houses which are based there are associated with prominent European graphic enterprises. Model Obaly is owned by the Model group of Switzerland, and the plant in Opava is the biggest manufacturer of packaging in the Czech Republic. KBA technology dominates the company's sheetfed capacity.

The installation of a Rapida 106 with eight printing units, a coater, two dryers and a further printing unit recently expanded both the company's production capacity and its ability to offer packaging with finishing to the highest quality standards for the domestic and European market. The Rapida 106's configuration and features are unique in the Czech Republic. One of its more unusual features is a Vinfoil Infigo cold-foil stamping device.

### Luxury packaging made of board and foil

Model Obaly has established a reputation for producing premium-quality packaging. The new medium-format press will mainly be

used for out-of-the-ordinary luxury cartonboard packaging, because standard press configurations are unable to handle this. Model Obaly also does foil printing, which is why the Rapida 106 is engineered to print flexible packaging.

"Management had been contemplating installing a B1 press with this unusual configuration for quite some time," explains Jiří Matýšek, technical manager for folding carton production. The contract with KBA was signed in summer 2011 and the Rapida 106 was installed at the end of the year. The capabilities of the press configuration are evident from the internal designation, which is KBA Rapida 106 SIS SPC-8+C+D+D+1 CX FO

FAPC DE2 675. The composition of the individual modules indicates the high degree of flexibility with which KBA is capable of providing the technology to accommodate out-of-the-box user specifications.

### Configured for maximum flexibility

The press operates with a DriveTronic SIS (Sensoric Infeed System) sidelay-free infeed. If necessary the plates can be changed simultaneously in all nine printing units via DriveTronic SPC. DriveTronic Plate Ident checks that the plates are allocated to the specified inking units for the job concerned, and automatically ensures correct preregistration with the aid of register marks on the plates. The CX board-handling capability enables

the Rapida to handle sheets up to 1.2mm (48pt) thick at high speeds. The 2.4m (7ft 1in) delivery extension guarantees that the freshly printed sheets are dried right through. And to accommodate the thicker substrates – and thus higher piles – used in packaging production the press is mounted on a 675mm (26.57in) plinth.

### Dramatic reduction in foil consumption with MFU

The Rapida 106 at Model Obaly was one of the first presses in the Czech Republic to incorporate a module for inline cold-foil stamping. It is positioned above the second printing unit and differs substantially both in design and function from other known sys-





Jiří Matýšek checking the quality of a complex print job at the press console



Model Obalý's technical manager Jiří Matýšek (centre), his press crew and KBA-CEE sales and service director Hynek Grebeň (l) are delighted at the successful installation of the Rapida 106

tems. Vinfoil's Infigo SF 110GF (Gloss Foil) system with MFU (Multiple Foil Use) features automatic foil change, two turner bars for separating the foil and, with the MFU capability, a device for feeding the foil in as a double loop, reducing foil consumption by as much as 88 per cent. Optimising foil consumption for every job was one of the company's key specifications when searching for a vendor. The cost efficiency of the system

installed by KBA has been well proven in practice. With MFU the foil does not need to be unwound across its full width nor around its full circumference. Depending on the image it can be used several times over.

**The presence of a press plinth is evident from the height of the feeder, which is part of an automated pile logistics system**

The press run is monitored by a camera-based QualiTronic Professional inline sheet-inspection system which compares the scanned image with the original and in the event of deviations in colour automatically adjusts the ink application. The investment package also includes an automated logistics system for substrate transport at the feeder and the delivery. The feeder and delivery both have automated nonstop facilities for pile change. Despite the Rapida's length and complex configuration its maximum production speed is 15,000 sheets per hour, with and without cold-foil stamping.

#### Image-specific drying guaranteed

The foil adhesive is applied in the first unit, the foil itself is applied in the second unit and the image printed in the subsequent six units. In the coater the sheets can be finished with either an aqueous or a UV coating. Once the sheets have been dried or cured in the two dryers they can have an overprint varnish added. End-of-press drying/curing follows in the delivery extension where there are hot-air, IR and UV drying units. This hybrid configuration enables the press to handle both conventional and UV inks. An interdeck UV radiation unit can be inserted after every printing unit. The drying/curing system is thus exceptionally versatile. Depending on the job in hand, the UV lamps can be inserted at different positions for intermediate curing.


#### Five litho presses from KBA

Model Obalý has worked with KBA sheetfed offset presses for a long

time. At present the company has five presses for B0 (56in), B1 (41in) and B2 (29in) formats. The large-format models comprise two six-colour Rapida 142s with coaters. The most recent Rapida 142 is configured for hybrid production processing both UV and conventional inks. The B1 presses are an older five-colour Rapida 104 with coater and the new long Rapida. To handle short runs of packaging there is a Rapida 74G with five printing units and two coaters. This press, which is waterless, was the first of its kind in the Czech Republic and is a further example of the company's ongoing policy of installing cutting-edge technology. Alongside offset Model Obalý also operates flexo and digital presses.

"The focus of production with our new Rapida 106 is on coated and finished packaging with a correspondingly high value added. Thanks to its new technology we can offer our customers premium-grade products, which is a major advantage in such a competitive market. In addition to investing in new presses we also enhance our service portfolio on a permanent basis. For example, at present we are in the process of building a new innovation centre for packaging design. Once it is up and running it will collaborate closely with universities and top designers," says a delighted Jiří Matýšek.

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Yongji Printing in Guizhou gears up for change with medium-format Rapidas

One of the two new Rapida 106 press lines in Yongji Printing's immaculate press room

# New technologies transform cigarette packaging market

For the past nine years the Chinese tobacco industry has been undergoing a process of consolidation, intensifying competition among manufacturers of tobacco packaging. Back in 2003, outdated technology largely put paid to a higher print quality, while inefficient production workflows hindered development in broad swathes of the industry. Yongji Printing in Guizhou was no exception. Today this company is a model for cigarette packaging production in China.

Corporate mergers and the elimination of superfluous production capacities in the tobacco industry have given rise to a group of highly competitive cigarette manufacturers who are enjoying rampant growth in market and production volumes. Among manufacturers of cigarette packaging the market shake-up continued unabated. The business volumes of suppliers to small-scale tobacco operations shrank rapidly and many had to fight for survival. Only the factories that squared up to the challenge of change by investing to enhance quality and productivity had any chance of pulling through.

## Complete range of finishing options

The rigours of having to finish and convert cigarette packaging to the high quality standards demanded make it difficult for companies

to keep abreast of international trends. Huang Ge, deputy general manager of Yongji Printing, says: "Printing and finishing specifications in the tobacco industry differ from those in other packaging sectors because cigarette packaging often has to combine just about every available kind of printing and finishing technology."

Among Chinese manufacturers there is a belief that the standard to which cigarette packaging is finished reflects the nation's prosperity. On the one hand the production of tobacco packaging often entails multiple printing processes such as flexo, screen or gravure plus an array of anti-counterfeiting technologies. On the other there must be no visible fluctuations in the printed image, even during high-volume production runs. This means that the workflow must be reliably uni-

form right through from pre-press to conversion.

This in turn means that producers of cigarette packaging must upgrade their equipment on an ongoing basis, invest in innovative technology and install total quality management systems. "We use Rapida presses for print production because KBA plays a pioneering role in packaging printing," says Huang Ge. Rapidas are also in operation at Wenzhou Likeda Packaging and Hubei Huawen Packaging. Along with standard substrates the presses are capable of handling corrugated, synthetics and lenticular film. "For manufacturers of cigarette packaging, the Rapidas' ability to handling a broad spectrum of substrates is one of their biggest selling points," observes Wang Lianbiao, general sales manager of KBA-China.

## Cutting-edge technology drives rampant growth

Yongji Printing is one of the cigarette packaging sector's pioneers. In 2005 management decided to dispense with secondhand kit and invest in cutting-edge technology. In a move to sharpen the company's competitive edge and support sustained growth, over the past few years management has also expanded the product palette to include luxury packaging for spirits.

The association with KBA dates back to 2005, when Yongji Printing started expanding production capacity by installing the first of six Rapida presses. In just twelve months the company's sales trebled from 50m yuan (approximately €6.5m or \$8.4m) to 180m yuan (€23.3m or \$30m). In 2007 they topped 300m yuan, and in 2008





400m yuan. In 2011, following the installation of two additional Rapidas and a gravure press, sales climbed to 470m yuan (€ 60.7m or \$78.4m).

These figures reveal a clear correlation between the inauguration of new press lines and a leap in sales. Between 2005 and 2007 the company purchased four Rapida 105 presses. In August 2011 an eight-colour high-performance Rapida 106 with UV capability was added and in December that same year a further Rapida 106 UV press was installed.

#### Stability is key in tobacco packaging

According to management, the main reasons why Yongji Printing has repeatedly opted for KBA presses are their stability and reliability, their superior colour consistency and the excellent services provided by KBA-China.

With many sheetfed presses, shifts in tonal values are often a major issue during high-volume production. According to Huang Ge, with the Rapida 106 inking units this simply does not occur: "Their colour fidelity and run-length stability are exceptional." Which is why, after working with the first Rapida 106 he placed an order for two more and has been delighted with both. Huang Ge believes that Chinese manufacturers of cigarette

packaging have come to realise that the primary focus today must be on maximising cost efficiency and adopting environmentally friendly printing and finishing technologies. Yongji Printing's KBA presses have enabled the company to reduce its consumption of raw materials and energy while trimming waste levels.

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Yongji Printing in Guizhou has two medium-format Rapidas side by side

As well as cigarette packaging Yongji Printing also prints high-quality folding cartons for spirits



Yongji Printing's upgraded production plant



Zero-play antifriction bearings, which have long been a standard fitting in Rapida presses, also help reduce energy consumption



Aerodynamic spoilers at the gripper carriages enhance the energy efficiency of the airflow in the delivery

Cutting-edge Rapida technology makes it possible

## Reducing energy consumption on high-performance presses

Sheetfed offset printing is an energy-intensive process. So it is all the more important to develop energy-efficient assemblies and to utilise waste heat wherever possible. Our engineers have long been pursuing this train of thought in the interests of our customers and the environment, and have come up with some useful ideas.

With a sheetfed offset press, the amount of energy consumed depends to a large extent on the type of job being printed. Alongside general efforts to optimise energy efficiency, from which any user of KBA presses would benefit, there are some additional options for reducing the primary energy input where the financial outlay would only be worthwhile for specific print applications. Given the diversity of the production parameters involved, determining the potential benefits of recovering and reutilising waste heat off the press in the most effective way requires a series of precise measurements taken over a prolonged period of time. Too short a period, and the result could well be a costly misallocation of capital resources.

Drawing on a solid foundation of captured data, we have developed an array of standard and optional features for enhancing the energy efficiency of Rapida presses from

the feeder to the delivery. The most effective examples are given below.

### Efficiency-enhancing four-quadrant drives

Our Rapidas are fitted with four-quadrant drives which enhance overall press efficiency by feeding braking energy back into the grid. This has proven particularly effective at reducing power consumption during makeready processes. We favour direct belt drive onto the first impression cylinder.

### Shaftless DriveTronic feeder

Our DriveTronic feeder has no mechanical gears, longitudinal shafts or other energy-guzzling consumable parts. In their place we use direct drives which are much more efficient. Proportional valves, in conjunction with a self-regulating air-compression cabinet, ensure that only the volume of blower and suction air actually required at the sheet separator is provided. This means a lower energy input for the

air supply. Individual, distributed blowers at the suction belt ensure an energy-efficient sheet transport.

### DriveTronic SIS sidelay-free infeed

Unlike mechanical or pneumatic systems, our sidelay-free DriveTronic SIS infeed, which is now available as an option for KBA presses in every format class, requires no air suction and therefore also reduces the amount of energy consumed by the air-supply system.

### Energy-saving roller-bearing technology

Smooth-running roller bearings with reduced backlash allow the impression cylinders and transfer drums to be rotated with very little effort using a hand crank. This bearing technology, which has been incorporated in KBA presses for many years now, is a major factor in cutting the Rapidas' energy consumption. The venturi effect is exploited to reduce the volume of blown air applied at the sheet guides. Spoilers at the transfer

drums are effective in preventing undercurrents.

### Fewer rollers in the printing unit

The number of rollers in the inking unit has been reduced to promote a quicker response. At the same time the single-ribbon ink train has been optimised to minimise abrasion and energy losses. The same applies to the triple-roller dampening unit. The ability to disengage inking units not required for the production run is a further energy-saving option. This on its own can deliver a total energy saving of around 3kW per inking unit. It is also good for the environment and the budget, since it eliminates the need for costly roller paste and the time spent applying it and washing it off.

### AirTronic delivery requires smaller volume of blown air

KBA's AirTronic delivery has fewer blower pipes and thus consumes less air. Energy-efficient venturi nozzles help to stabilise the air-



cushioned sheet travel. Aerodynamic spoilers at the gripper carriages maximise energy efficiency by optimising air currents. Less air resistance and improved sheet guidance automatically reduce air consumption.

### Energy-saving VariDry dryer

The new generation of drying systems developed in-house has dramatically enhanced the efficiency of the coating systems as well. For example, our VariDry<sup>BLUE</sup> infrared/hot-air dryers with heat recovery cut energy input by as much as 50 per cent compared to conventional systems. Our new VariDry UV dryers have also been made much more energy efficient. This has been achieved by optimising the reflector geometry and heat management at the radiation units. As a result we have substantially increased the level of radiation efficiency. The use of electronic ballasts delivers further savings by reducing energy consumption in standby mode.

### Free cooling of temperature control circuit

Another energy-saving option KBA offers is free cooling of the temperature-control circuit. With this system, where the outside temperature is low enough the return circuit is coupled directly to the temperature-control circuit. The level of utilisation depends on plant location and the volume of waste heat generated. Test measurements revealed that free cooling was effective for more than 1,000 hours, the equivalent of 11.5 per cent of the annual total.

Assuming 220 working days, each with two shifts, as the operating time for the dual-purpose cooling system, and an average power rating of 6kW for the temperature-control circuit, this represents a total input of 20.9MWh from the cooling circuit. If all other parameters remain unchanged, 1,000 hours of free cooling per year would cut power consumption to 6.45MWh. In the best-case scenario free cooling would be available for 3,000 operating hours, resulting in a potential cost saving of up to €850 (\$1,098) per year.

### Energy-efficient air supply

An energy-efficient air-compression cabinet should always be water-cooled. By modifying the deployment of different types of compressor we can cut energy consumption for the air supply by as much as 24MWh per year compared to rival cabinets. This is equivalent to a saving of 28 per cent in electricity consumption.

### Utilising waste heat in the return cooling circuit

The waste heat emitted by the press and the water-cooled ancillary devices, and recovered via the return circuit, is potentially a major source of energy, eg for heating purposes. However, it is advisable to consider a number of factors prior to utilising this energy. If the plant is heated via an economical high-temperature system, there is a problem.

The average temperature in the cooling-circuit feed flow is 40°C. The feed flow of a high-temperature heating system is generally around 70°C to 80°C and the return flow 50°C to 60°C. It is therefore not possible to re-utilise directly the heat in the return cooling circuit, since this would cool the heating circuit. One way of circumventing this would be to install a heat pump, which would raise the temperature from 40°C to the level required for heating.

A feasibility study for such an installation would have to factor in the cost of substituting gas for the heating, the different levels of usage (heating only in the winter months, press not continuously in operation) and the energy consumed by the heat pump. In the most favourable scenario the return on investment would be around 15 years, which would make the installation uneconomical. If, however, the printing plant is a new build with a low-temperature heating system, waste heat from the return circuit can be used to reduce energy consumption for heating. Waste heat could also be used relatively easily to heat the paper stores or similar locations.

### Reutilising exhaust air from the IR dryer

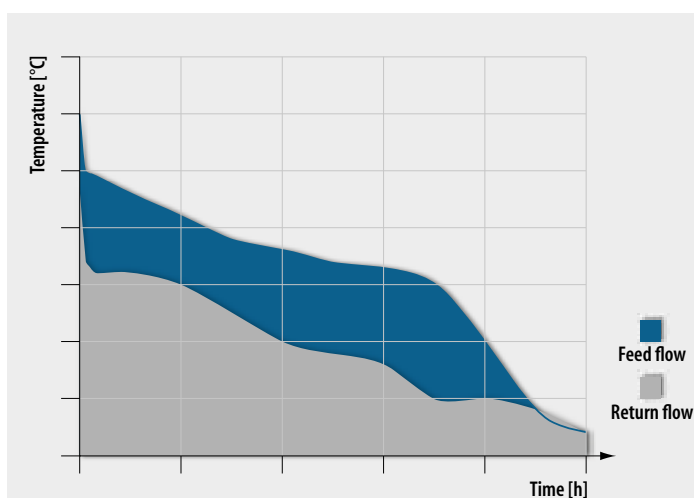
Some of the energy contained in dryer exhaust air can be re-utilised directly via a heat exchanger to pre-warm the air entering the dryer, thus reducing energy input. Much bigger savings can be achieved by

cooling the exhaust air and warming the inflowing air via an exhaust heat pump. Depending on the press type, this can deliver energy savings of up to 50MWh per year.

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An optimised reflector geometry and better heat management at the radiators improve energy efficiency when drying



Temperature at the dual-purpose cooling device (long-term measurement)



Reutilising the air circulated in the dryer can substantially reduce the amount of energy consumed by KBA VariDry<sup>BLUE</sup> dryers compared to conventional infrared/hot-air dryers

High-volume production

# Label specialist ak-medien a 'deposit' millionaire



Managing director Jörg Wehmeier (centre) with senior manager Karl-Heinrich Titgemeyer (l) and Reinhard Pühl of KBA Deutschland sales at the Rapida 106, which sports a giant thumbprint to reflect ak-medien's distinctive production of labels bearing the DPG's deposit logo



Most of the sheets that press operator Frank Zylka prints on the Rapida 106 are laid out as gang formes for drinks labels – and the number of deposit logos printed exceeds ak-medien's annual sales tenfold



When printing labels it is handy to have all the operational data stored at the console for repeat jobs, so that manual settings are rarely needed even at the feeder and delivery



Website:  
[www.ak-medien.de](http://www.ak-medien.de)  
(German only)

German print enterprise ak-medien in Löhne (Westphalia) specialises in labels, and some of the many companies on its books include Wesergold, Fritz-Kola and Wittenseer. The total value of the deposit logos the company prints every year on drinks labels is €38m (\$49m) – well over ten times its annual sales of €3m (\$3.8m). If ak-medien's Rapida 106 were to print nothing but labels, the finishing department would be unable to cope, despite being specifically geared up for label conversion. Which is why special-event newspapers and diverse commercial products are included in the 14-employee print provider's portfolio.

Print runs for labels generally vary between 60 and 100,000 sheets, which are often laid out as gang formes. Conversion, ie cutting and die-stamping in the typical label formats, is partly done using highly specialised equipment. The six-colour Rapida 106 with coater and extended delivery routinely runs at full capacity. Alongside the standard four-colour set, house colours play a major role. The first printing unit generally prints the DPG (Deutsche Pfandsystem GmbH – German Deposit System) deposit logo. This is because the colour must not be contaminated and is therefore printed before all the others. Every stage of production is rigorously monitored and documented to ensure that the deposit logo is always clearly legible. Samples are pulled and their legibility checked with a special measuring device. Once a year the printing plant undergoes a certification inspection by the Rhineland TÜV (Technical Inspection Agency, the equivalent of the UK's MOT). The company's ID number, 0008, indicates that it was one of the first in Germany authorised to print valid deposit logos. But that is not all: the number of labels bearing a deposit logo is stated on the delivery note so that the quantity delivered can be compared with the number of bottles filled and labelled. The location of any remaining labels must be documented.

The paper used to print labels is both water- and alkali-resistant. With the company's previous press, which had conventional pull lays, sidelay errors were an issue.

Since the Rapida 106 with its sidelay-free infeed (DriveTronic SIS) came on stream these no longer occur. The press has now been in operation for a year, handling with ease in two shifts a workload that previously required three. This is largely thanks to the Rapida's maximum rated production speed of 18,000sph and simultaneous plate changing with DriveTronic SPC, which has slashed makeready times. Technical staff at ak-medien are absolutely delighted with the press's QualiTronic inline quality and colour control, which is far superior to all the other known measuring systems on the market. Reject and good sheets are separated by tags inserted prior to delivery. Managing director Jörg Wehmeier also considers the Rapida's filmless ink ducts a real boon. Previously the plastic films had to be changed for each new job, or at the least redrawn across the duct because they wore at the front edge. While films are still used for fast duct cleaning, they now last two to three months in the press.

## Savings in consumables

The Rapida 106 has been alcohol-free ever since its was installed. "It makes the colours much more brilliant," says a delighted Jörg Wehmeier. On top of this the company is saved the expense of buying in the alcohol – which with the previous press came to around 150 litres (37 US gallons) per month. The consumption of cleaning solution has also dropped dramatically. While earlier brush-based systems consumed some 400 litres (106gals) of solution a month, the





Left: Jörg Wehmeier checking the legibility of the deposit logos with a special measuring instrument provided by the DPG

Far left: a stream of labels awaiting multiple bundling in the finishing department



The Rapida 106 at ak-medien has a DriveTronic SIS sidelay-free infeed



A tag inserter ensures that after being inspected by the QualiTronic ColorControl software flawed items can be separated from saleable items

Rapida 106's cloth-based system only requires 40 litres, ie just one tenth of the amount. The new high-performance press has also brought savings in other consumables and supplies: there has been a substantial reduction in powder consumption, for example.

Label production is primarily a just-in-time business. Sometimes the sheets are converted just half an hour after impression. The in-house record for a label job – from order placement through impression and conversion to delivery – is 5½ hours. To achieve this level of performance it is essential that the freshly printed sheets are dried immaculately, even when they remain uncoated. Technical staff at ak-medien could not be happier with the performance of the VariDry IR/hot-air dryers in the delivery extension. Whereas quick-drying

inks had to be used on the previous press, the Rapida can be run with normal penetrating inks.

#### No print run below 16,000sph

The press crew soon grew accustomed to the Rapida 106. Having steadily worked their way up to the maximum output of 18,000 sheets per hour, they are now almost insulted if the press runs below 16,000sph. As is often the case at smaller enterprises, the managing director and his fellow executives can turn their hand to a host of tasks normally outside their remit. If needs must, Jörg Wehmeier and plant manager Markus Müller can even operate the company's one and only sheetfed press. In fact, everyone at ak-medien knows the ropes because virtually the entire team worked together at a label printer's in Bad Salzungen until it went bankrupt in 2003. The

bankruptcy process gave rise to ak-medien in 2005. When launching the company Wehmeier drew on past experience and added plenty of new ideas of his own. Since then ak-medien has made a name for itself as a printer of labels for soft drinks, mineral water and fruit juice. It attracts customers not just from the surrounding region but also from all over Germany and still further afield, for example from neighbouring Switzerland and the Netherlands, and even Spain and Turkey. Its machine fleet is small but select: in addition to the Rapida 106 there are two high-speed guillotines, a multiple bundling device, a customised shape punch, two electric pallet trucks and – equally important – a high-performance coffee machine.

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Karl-Heinrich Titgemeyer with some of the custom-shaped labels that ak-medien can produce



This palazzo in Viale Monza is Agema Corporation's distribution centre



Visionary with a social vein: Agema president Egidio Marazzi

KBA Rapida 106 at Agema Corporation in Milan

## Printing in the Champions League

KBA can boast another impressive reference installation in the Italian litho market. Agema Grafiche, a successful business division of Milan-based Agema Corporation, fired up a highly automated Rapida 106 five-colour coater press last autumn. The project indicates that alongside the packaging sector investment is picking up again in the commercial and publications sectors.

What most impressed management about the 18,000sqm medium-format world makeready champion were its many unique features and the quality it delivered. The family enterprise founded early last century in Viale Monza demands the highest standards of both staff and suppliers. This is reflected in its banner "L'eccellenza nella comunicazione e nella stampa" ("communications and printing excellence").

### Communications experts for luxury brands

Under the aegis of president Egidio Marazzi, Agema Corporation

has evolved into a flourishing business whose success is founded on passion, competence and ongoing innovation. Its five highly profitable divisions – Agema Grafiche (printing and publishing), Agema Rosso (advertising), Agema Oro (events and entertainment), Agema Blue (web and video) and Agema Verde (research and sustainability) – offer customers premium-quality concepts for raising their competitive profiles even in today's economically challenging climate.

The success of the Agema Corporation's communications experts

is driven by a strategy centred not purely on profit, but first and foremost on innovative alliances and future perspectives. Professionalism and quality awareness in all their activities are core objectives of Agema Corporation's 60-strong team of specialists, who offer customers such as the Bolton Group, L'Oréal, Banca Popolare di Milano, A2A Energia and many others – not only in the financial, credit, cosmetics and energy sectors but also in the wholesale, technology and pharmaceuticals industries – attractive communications concepts and print solutions.

### Design and atmosphere: an obligation to deliver value-added

Egidio Marazzi, who guides the communications group and its numerous international activities (shipping logistics, food exports, architectural design), expresses his successful philosophy in promotional presentations that combine elegance, atmosphere, ethical values, passion and cutting-edge technologies. The president has imparted his vision to his management team, who sustain and express it in every project. In addition to offset printing, which launched the company on the road to success with contracts from



customers like Mars, Conad and Sammontana, Agema also offers digital print services for individual applications and direct marketing. The company's premises in Viale Monza in the heart of Milan are in a historic palace whose interior and atmosphere reflect the creativity of the staff working there.

#### Creativity and social impact

Alongside its communications and print activities Agema Corporation pursues numerous social, cultural and religious projects. Its commitments range from a private, non-profit fund, Fondo per L'Ambiente Italiano (FAI), for preserving and developing Italy's historic cultural and natural resources, to sponsoring events such as Family Day and the Pope's visit to Milan, to providing essential resources for children's aid projects in Africa. The company video "I Miracoli Esistono" (miracles exist; [www.miracoli.agema.it](http://www.miracoli.agema.it)) offers an insight into Agema's strategy. One of the most noticeable features of the presenta-

tion is a focus on feline characteristics, reflecting the symbolised cat in Agema's logo. They include personality, individuality and sensitivity – Agema's fundamental principles.

#### KBA presentation prompted switch

President Egidio Marazzi says: "The balance between giving and taking is the central focus of all our activities and collaborative alliances. Open communications, quality, professionalism and innovative thinking are our topmost priorities. We select our partners according to these criteria and work together to create perspectives for the future. After Agema Grafiche had been operating presses from another German vendor for some years, our instinct told us that the time was ripe for a change. KBA's presentation convinced us that Agema Grafiche has systematically advanced its technology."

#### Making the right decision

Traffic restrictions and limited access in Milan city centre meant

that the new Rapida 106 had to be delivered to the Viale Monza plant in multiple shipments. Egidio Marazzi is well satisfied with the production start: "We made the right decision. The Rapida 106's output, print quality and ease of handling are proof that our strategy was a success. Its high production output and fast makeready enable us to respond with agility to individual enquiries and offer our customers the quality excellence

they demand. KBA-Italia's technical support during commissioning and maintenance was equally impressive."

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(Italian only)



Creativity is Agema Corporation's trademark in print production, too



Jörg Pasternack (centre), KBA-Italia's head of technology services, with Agema press operators Ricca Alessandro (left) and Simone Rauzino at the Rapida 106 world makeready champion



Marc Anderson, president and CEO of Walter G. Anderson, Inc., stands beside his firm's Rapida 145 press with coater at the new facility in Newton, Iowa



Plant manager Jerry Ebersole, president and CEO Marc Anderson and press operator Shane Kinsley are delighted with their highly automated Rapida 145

New-generation LF Rapida in action at WG Anderson

# Rapida 145 enhances quality and productivity in food packaging production

Walter G. Anderson, Inc., a leading independent supplier of folding cartons, is the first printer in the US to install a high-speed B0 (57in) Rapida 145 at its new facility in Newton, Iowa. The firm had been utilising the seven-colour coater press "under wraps" since August 2011 prior to the Rapida's official debut at Drupa 2012 in Düsseldorf, Germany.



The Rapida 145 at WG Anderson is embedded in an automated pile-logistics system

"Our customers are demanding higher quality and faster turnaround and makeready times," says Marc Anderson, president and CEO of Walter G. Anderson. "The large-format KBA Rapida 145 with the latest technological advances meets these needs. We're very pleased with the production it gives us."

Founded in 1950, Walter G. Anderson has grown to be the leading independent supplier of folding cartons in the upper Midwest. Its manufacturing facilities in Hamel (Minnesota) and Newton (Iowa) are among the most modern folding-carton plants in the industry. The latest technology is utilised to bring high quality, fast turnaround and low cost on a wide variety of substrates.

Anderson's veteran, highly skilled workforce provides its customers with prompt service and the highest quality. Its commitment to reinvesting enables the firm to grow, as it meets and exceeds

customers demands for flexibility and responsiveness. "We are proud of our accomplishments, and strive to provide the highest level of customer satisfaction," says Anderson. "We've been recognised by Berry Plastics, Cargill, and Hormel. Our participation in AIB, GMA-SAFE and G7 affirms our commitment to good manufacturing practices."

## Quantum leap forward in large format

Although the firm has had a long history of purchasing KBA presses since 1985, management did due diligence in researching other manufacturers for this latest large-format press acquisition. "We looked really hard at the entire market of large-format presses," says Anderson. "When we learned about and saw the Rapida 145 in action, we knew it was the breakthrough press we were seeking. KBA has a strong leading reputation in large format and our prior eight KBA presses have operated very well."



Anderson cites a number of advantages on the Rapida 145: “The technological ingenuities on this press are amazing. The run speed of 17,000sph is the highest among large-format presses in this class and we’re certainly taking advantage of it. Plus we were impressed with the redesign of the feeder as well as the new delivery extension and delivery.” In addition the press features a sidelay-free Drive-Tronic SIS infeed, automatic plate changing, Incline ink pumping, automatic coating-forme changing plus an array of other automation modules. It stands on a 420mm (16.5in) plinth to raise pile height for packaging and is embedded in an automated pile-logistics system. “All of these features provide a real advantage to our business. I would certainly recommend this press for its fast run speeds and its quick changeovers. It’s a quantum leap forward in large format,” says Anderson.

#### Certified quality

The packaging market, especially in consumer areas such as food, has continued a trend towards a variety of substrates, higher quality, shorter run lengths and faster packaging delivery. “Our new Rapida 145 allows us to respond to these critical market demands,” explains Anderson. “Quality is absolutely a top factor for our customers. They visit our facility and see what we are able to accomplish on press, especially with colour control, and are very excited. The DensiTronic Professional for quality monitoring quickly scans each sheet and provides data to our press crew as well as a fingerprint of the job to our customers. For those quick turn, short makeready jobs, it allows us fast repeatability and press throughput.”

The press was installed at WG Anderson’s brand-new 175,000ft<sup>2</sup> (16,200m<sup>2</sup>) facility in Newton, Iowa, outside Des Moines. The firm required the additional space with the continual growth of its business and to better serve its customers. “KBA has been a genuine partner with us,” says Anderson. “They continue to be supportive and offer on-site training



Above: the 31-metre long Rapida 145 is the focal point of WG Anderson’s high-tech press room

Below: the console incorporates DensiTronic Professional software for quality control room

as we bring new press operators on board. It was imperative to have them by our side to support the start-up of the new press in a new facility. The installation and start-up went very smoothly and at this point the Rapida 145 is operating with two shifts and soon moving to a three-shift operation.”

Anderson reveals that the press crew cites the user-friendliness of the Rapida 145 and its ability to preset different options as their most popular features. The crew is utilising board stock from 16pt to 32pt (0.4mm to 0.8mm) on press with substrates such as CRB and CUK.

Another important feature of the Rapida 145 is its focus on being environmentally friendly, an important consideration made by WG Anderson. The press’s new technology, which includes energy-saving KBA VariDry<sup>BLUE</sup> dryers, cuts power consumption and shortens makereadies to reduce waste.

#### Press investment is a selling tool

“KBA is paying attention to putting a quality press on the market that is needed,” says Anderson. “We’re al-



ready seeing tremendous customer interest in our large-format Rapida 145 due to its new technology. The investment in this press is a selling tool for our company.”

ed pile logistics and a raft of other new features (see pages 3-7).

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At Drupa 2012 KBA unveiled a plinth-mounted six-colour Rapida 145 with a new coater, a triple-length extended delivery, automat-



Website:  
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Fabrègue's joint managing directors Emmanuel (l) and Denis Fabrègue



The two five-colour Rapidas were joined by a perfector version for two-backing-two

Fabrègue Imprimeur in Limousin upgrades its press fleet

## Three highly automated Rapida 106 presses replace four non-KBA machines

Fabrègue, a family enterprise that has been operating in Limousin, in west central France, for four generations, has refurbished its production plant with three highly automated Rapida 106 presses. The new additions – which replace four presses from another German manufacturer – are a four-colour perfector and two five-colour straight-on coater presses, one of them configured for hybrid conventional/UV operation. Each of the three Rapidas sports an array of the new automation modules unveiled at Drupa 2012 and has since come on stream at the company's 3,000m<sup>2</sup> (32,300ft<sup>2</sup>) printing plant in Saint-Yrieix-la-Perche.

### Successful two-pronged strategy

Under the joint management of Emmanuel and Denis Fabrègue the company's 358-strong workforce generated sales in 2011 worth €47m (\$60.7m). Fabrègue's roots run deep and it is considered a major player in the regional economy. Its origins date back to 1892, when one Antonin Fabrègue, great-grandfather of Emmanuel and Denis, set up in business as a printer and lithographer in Bort-les-Orgues (Département Haute Corrèze) after completing his degree at the University of Fine Arts in Paris. Following his premature death his 14-year-old son René had to take over management of the business. During the First World War René disappeared and for the rest of the war was presumed missing in action. His mother eventually sold the family printing plant and moved to relatives in Lubersac (Département Basse Corrèze). But at the end of the war René returned safely home and in 1919 purchased

Roche, another printing house, in Saint-Yrieix-la-Perche, not far from where his mother lived. Initially the small enterprise mostly printed promotional literature for local tradesmen, but it also started publishing a regional weekly newspaper, *l'Echo de Saint-Yrieix*. After specialising in printing products for urban administrations and sales of office stationery the company expanded rapidly. In 1936 Fabrègue had a workforce of 35, by 1969 this had expanded to 173 and by 1985 there were 349 employees.

The company's focus on two business lines is manifested today in two separate enterprises within what is now the Fabrègue group. Fabrègue Duo, a subsidiary established in 1997 to bundle all the sales activities relating to office stationery, posted a turnover in 2011 totalling €13.5m (\$17.4m). The parent, Fabrègue Imprimeur, specialises in printing and distributing products of all kinds and disclosed

sales last year of €33.5m (\$43.3m). Today Fabrègue Imprimeur generates approximately 25 per cent of its turnover with work for town and city councils, banks, insurance

companies and other public bodies, 15 per cent with medical prescriptions and the remaining 60 per cent with upmarket products for the retail trade.



All three Rapidas are controlled from new-style ErgoTronic consoles featuring a wall screen, an ACR (automatic camera register) system and inline KBA QualiTronic colour control





After joining the family business in the 1980s Emmanuel and Denis Fabrègue launched an ambitious investment programme. In 1987 the company inaugurated a 4,000m<sup>2</sup> (43,000ft<sup>2</sup>) production hall and pushed the button on an eight-page web offset press and three sheetfed offset presses from manroland. Bucking the poor economic environment Fabrègue installed two more presses from the same vendor in 1992/1993. In 1995 there followed a further investment package totalling over 50 million francs (\$10.3m). The production plant was expanded by adding two warehouses offering 2,400m<sup>2</sup> (25,800ft<sup>2</sup>) and 800m<sup>2</sup> (8,600ft<sup>2</sup>) of storage space respectively, two new litho presses were installed and the finishing department upgraded. In 2001 Fabrègue purchased a 16-page web press, and in 2008 another one was added. The sheetfed fleet was also renewed on a regular basis.

This policy of ongoing investment has resulted in an impressive line-up of presses in triple-shift production that enables Fabrègue Imprimeur to respond with agility to customer demands.

#### **Innovative Rapida technology inspires change of vendor**

When he first contemplated the most recent equipment upgrade Fabrègue Imprimeur's managing director Emmanuel Fabrègue came to the conclusion that, after several decades of unswerving loyalty to manroland, the advanced technology and productivity of Rapida presses justified a change in vendor, and signed a contract for three innovative KBA litho presses. What most impressed him about the Rapida 106 were its high level of automation and short makeready times. He says: "It is amazing how much time we can now save during makeready thanks to simultaneous washing of the inking rollers and blankets with CleanTronic Synchro plus electronically controlled sidelay-free sheet alignment at the feeder. As a result we believe that with the three new presses we can boost productivity by a good 30 per cent, which would be a fantastic achievement."

#### **Premiere of the new ErgoTronic console...**

The three high-performance Rapidas replaced four manroland presses. They are engineered for a maximum output of 18,000 sheets per hour and are the first in France to

be configured with KBA's new console. Alongside a facelift and the addition of a wall screen the console incorporates new measuring technology options. The consoles for the three Rapidas have an automatic camera register (ACR) system and KBA QualiTronic inline colour measurement and control. This innovative measuring technology can reduce waste by around 60 per cent and guarantees a superb image quality throughout the entire print run.

#### **...and of KBA AniloxLoader in France**

The five-colour Rapida 106 with hybrid conventional/UV capability is the first in France to feature KBA's new coater, in which the anilox roller can be changed automatically at the touch of a button with no manual exertion. Called KBA AniloxLoader, the system functions in a similar way to a revolver and allows the anilox roller with the pick-up volume most appropriate for the next job to be selected from up to three stored in the coater. This option appealed to Fabrègue because its order structure often entails a change of screen roller.

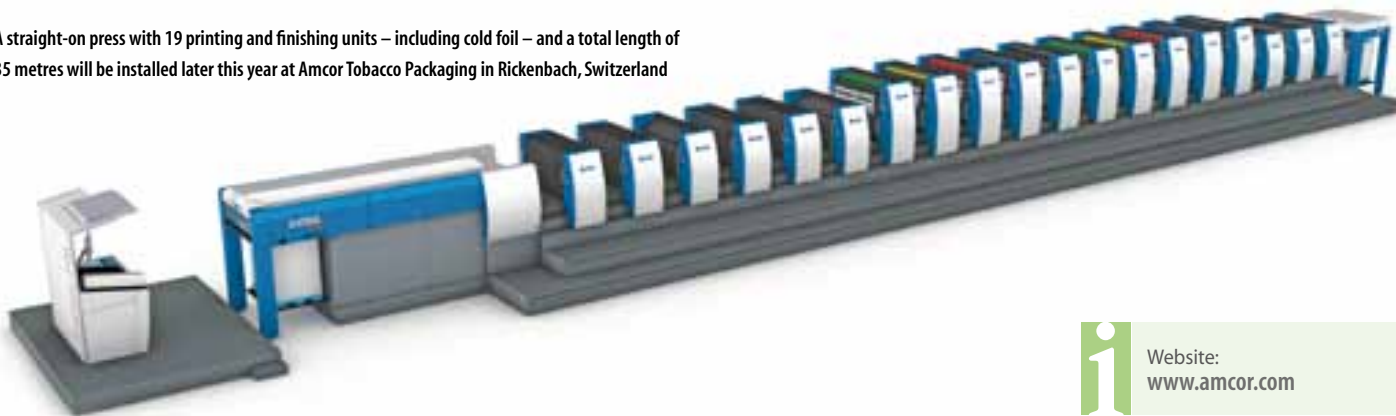
Fabrègue Imprimeur maintains high standards when it comes to

**While the two five-colour Rapida 106 presses both have a coater, the one in the foreground also has a hybrid conventional/UV capability and KBA AniloxLoader for automatically changing the anilox coating rollers**

environmentally friendly operation, and this was underscored in 2007 by the launch of an environmental management model on multiple levels. Fabrègue Imprimeur has been a member of the Imprim'Vert (Green Printing) programme since 2003 and has been FSC- and PEFC-certified since 2007. It was the first enterprise in Limousin to achieve prestigious ISO 14001 (2009) and ISO 12647-2 (2011) accreditation. The three new Rapidas, with their KBA QualiTronic inline colorimetry system, minimised waste levels and energy savings delivered by short makereadies, comply in full with the company's ecological specifications. In other words they are powerful, highly advanced and environmentally efficient printing machines!

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A straight-on press with 19 printing and finishing units – including cold foil – and a total length of 35 metres will be installed later this year at Amcor Tobacco Packaging in Rickenbach, Switzerland



New era in sheetfed offset packaging worldwide

# Amcor Tobacco Packaging: Rapida 106 with 19 units

Amcor Tobacco Packaging in Rickenbach, Switzerland, the innovation centre of one of the world's leading tobacco packaging enterprises, has pushed the button on a KBA sheetfed offset press whose configuration of 19 printing and finishing units is unique in the global marketplace. Following installation at the end of August the high-tech Rapida 106 measured around 35m (114ft) long and incorporated a first coater, two dryers, ten printing units, a second coater, two more dryers, a third coater and two further units featuring inert UV curing technology. The press line even includes an inline cold-foil finishing capability.

In recent years Amcor and Swiss KBA subsidiary Print Assist have worked together to find ways of optimising the technology and processes involved in printing high-quality cigarette packs. Their aim has been to print even exceptionally complex jobs and short runs faster while maximising flexibility. According to Amcor's technical staff and management, it was KBA's flexibility and innovative prowess that persuaded them to entrust the group with this challenging project.

A string of Rapidas have already found homes in the highly discerning Swiss printing market. The addition of the new 19-unit installation represents yet another record for the Rapida 106 world makeready champion: the press line in Rickenbach is also the world's longest B1 (41in) press.

Amcor is one of the leading producers of packaging, with 33,000 employees and more than 300 plants in 42 countries. Installing powerful cutting-edge technology like the Rapida 106, which sets a benchmark for the sector, places Amcor in an ideal position to sustain this

growth and offer its customers unrivalled innovative potential on an ongoing basis.

## On-the-fly makeready

In addition to optimising the production sequence the Rapida 106 at Amcor enables a new job to be made ready while the current job is still running at maximum speed. This virtual elimination of change-over times means that even short runs entailing complex finishing can be printed efficiently inline. Some of the features that make this possible are disengageable inking units, DriveTronic SPC dedi-

cated plate-cylinder drives and, in the coater, DriveTronic SFC simultaneous forme change and Anilox-Loader automatic anilox roller change. Mounted on a 450mm (17.7in) plinth, the record-breaking Rapida is also equipped with a board-handling capability and a Vinfoil Infigo SF110-GF device for cold foil. Other features include automatic nonstop systems at the feeder and delivery, integration in an automated pile-logistics system, CleanTronic Synchro for simultaneous washing during changes of ink (conventional/UV) and KBA VariDry IR, UV and thermal dryers.



Website:  
[www.amcor.com](http://www.amcor.com)

QualiTronic Professional inline colour control inspects the sheets and tags faulty images.

As is common with such complex configurations, the contract was signed only after exhaustive print tests had been carried out. "The installation of this high-end industrial press line heralds a new era in packaging printing for our company and gives us a major competitive edge in the market," enthused Jerzy Czubak, Amcor Tobacco Packaging's COO and vice-president of its European operation. Peter J Rickenmann, managing director of Print Assist, said: "I am delighted to be working with Amcor on this groundbreaking project, which has caused something of a sensation in the industry. Our mutual trust and confidence is a sound basis for the future." KBA sales director Sascha Fischer added: "Our association with Amcor started in Australia in 2007. It is being continued with a technological milestone in Europe."

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Amcor Tobacco Packaging's vice-president for strategic projects Andrew Vanstone (2nd left) and global COO & VP European operations Jerzy Czabak (on his left) flanked by KBA sales director Sascha Fischer (l) and Print Assist managing director Peter J Rickenmann at the "kick-off" meeting for the groundbreaking Rapida 106



The Vinfoil module at the KBA Rapida 106 destined for Amcor Tobacco Packaging



Rapidas: KBA at the cutting edge of curing technology

# Conventional, HR or LED: customised UV dryers

Whether conventional UV, HR UV or LED UV – Rapida sheetfed offset presses accept any type of curing system. What is more: the dryer modules can be inserted at any position, affording total flexibility in configuring the dryers for each job. Added to which the radiation units developed and manufactured in-house by KBA are much lighter than rival systems, so they are easier to handle.

## KBA VariDry HR UV

KBA's HR (high-resolution) UV system incorporates proven VariDry UV technology, and has merely been modified to accommodate the specific requirements of new UV users and commercial printers. For most applications it is possible to cure up to five colours with just one UV module. The radiator output is freely adjustable between 80 and 200W/cm (200 to 500W/inch). This helps reduce energy costs. The system is suitable for both conventional and highly reactive UV inks. Energy savings and

curing efficiency always depend on the ink formula as well, so using highly reactive UV inks from KBA can be an advantage.

The VariDry HR modules, like the conventional UV dryer modules, can be plugged in at any position, and our Rapidas are all preconfigured with the necessary sockets. The two types of module can be alternated or mixed. Upon request the system can include ozone-free radiators and an active carbon filter in place of the ventilation pipes.

## LED-ready UV dryers

One of the benefits of UV LED dryers is that they can simply be switched on and off: there are no standby times. Another is that the light-emitting diodes can be actuated according to the print format, and there is no IR radiation component. At present the relatively high initial cost and limited choice of consumables are impairing the widespread adoption of UV LED dryers. We therefore offer potential users UV LED-ready dryers which are preconfigured for the later addition of UV LED modules.

The ability to insert UV LED dryers at any position within the press means that they can be used for print applications that could not be handled by fixed UV LED systems. The ability to switch back to conventional UV dryers at any time, or to deploy a combination of both types of dryer, enhances press efficiency and expands the choice of substrates and jobs that can be handled.

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Above: on the Rapida 105, a UV LED module can simply be inserted in a standard UV module slot

Far left: UV dryer module in the Technology Lounge on the KBA stand at Drupa

Above left: a selection of dryer modules at the Rapida 105 on the KBA stand

Left: standardised media connections allow the dryers to be inserted at various ports and positions within the press



KBA sheetfed offset on the advance in the Far East

## Brisk demand for KBA's new Rapida 105 in Asia

The dynamic Southeast Asian region is a growth market for KBA. At present packaging presses, in particular, are popular in Thailand, Malaysia, Singapore, Vietnam and various other countries. In this continually expanding market sector we have long since established a strong presence with our medium- and large-format Rapida offset presses for printing folding cartons.

Asian printers are snapping up our new B1 (41in) Rapida 105, which is based on the same technological platform as the high-tech Rapida 106 and was unveiled in November 2011 at the All-in-Print

trade fair in Shanghai. Its practical level of automation, ability to handle an extensive range of substrates and high production output of up to 16,500sph (with speed-enhancement package) make the Rapida

105 the most advanced press of its class. But printers in the region are also buying the Rapida 106 world makeready champion, half-format and large-format Rapidas.

### Thailand: packaging printers invest in Rapidas

In spring this year packaging and folding-carton manufacturer **F4 Kyoshin Proprint** in Khlong Luang, north of Bangkok, became one of the numerous Rapida 105 users in Thailand. The configuration it chose was for six colours with a coater, a CX board-handling capability, nonstop facilities at the feeder and delivery, and a maximum rated speed of 16,500sph.

Another new Rapida user, **The War Veterans Printer** in Bangkok, recently took delivery of a four-colour version of the Rapida 105. Established in 1948, the company is owned by The War Veterans Organization of Thailand, whose pa-

**F4 Kyoshin Proprint** in Khlong Luang, north of Bangkok, has a six-colour Rapida 105 with a coater and is one of the most recent users of KBA presses in Thailand

tron is the King. It has around 50 employees and mainly prints commercials, most of them for state institutions.

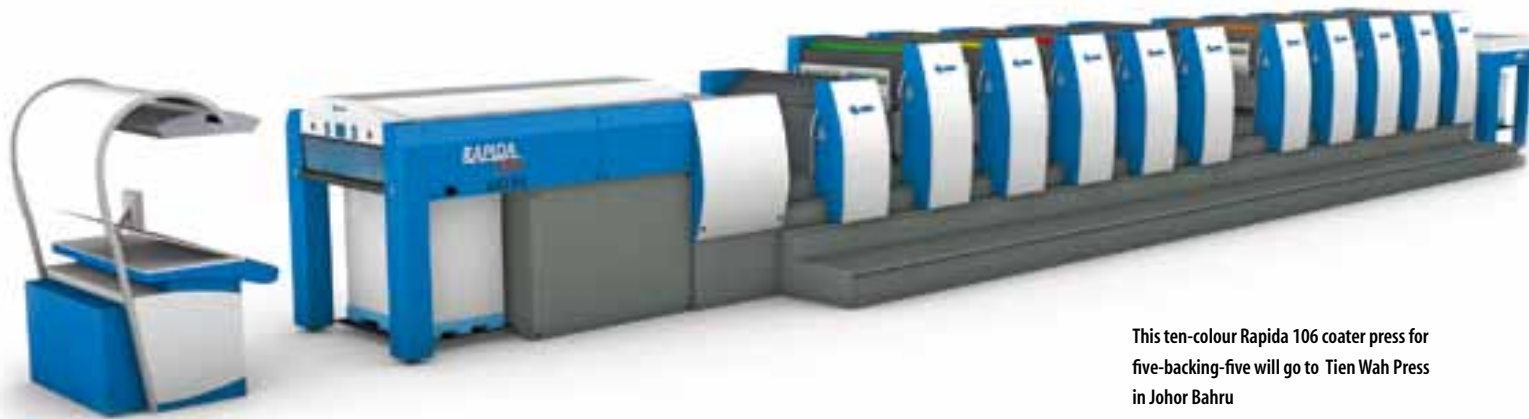
The first new-generation large-format Rapida 145 in Thailand was installed in August at **Sahakij Packaging** in Bangkhunthian, south of Bangkok. The B0 (57in) six-colour coater press with extended delivery and hybrid capability for alternate conventional and UV inks is mounted on a 420mm (16.53in) plinth and has an automated nonstop facility at the feeder plus a height-adjustable nonstop roller in the delivery.

At the beginning of next year **Continental Packaging** in Bangkok will receive its second seven-colour Rapida 105 coater press. The company, which was founded in 1946 and now employs around 1,000 people, processes 10,000 tonnes (11,000 US tons) of board



The press operators at The War Veterans Printer are proud of their new Rapida 105





This ten-colour Rapida 106 coater press for five-backing-five will go to Tien Wah Press in Johor Bahru

and paper per year. Its biggest product lines are food packaging, labels and wrappers.

#### Vietnam: Rapida technology for packaging and books

**KAF Investment and Business** in Hanoi, north Vietnam, will be the proud recipient this autumn of a four-colour Rapida 75. At about the same time a Rapida 105 with seven printing units and a coater will go to **Starprint Vietnam** in Bien Hoa City. Since starting up in 2001 this packaging specialist and leading producer of children's books has worked with three medium-format presses from other vendors. In 2004 the ISO 9001:2008, ISO 14001:2004 and OHSAS

18001:2007 accredited company opened a publishing and sales office in Thailand.

A four-colour Rapida 105 with board-handling capability is heading this autumn for Hanoi-based **Woman Publishing House**, a printing and publishing house which specialises in women's titles and international publications.

#### Malaysia and Singapore: growing KBA markets

Printers in Malaysia are also opting for cutting-edge KBA press technology. A four-colour Rapida 105 with coater has been bought by **xprint** in Seri Kembangan, a suburb of Kuala Lumpur. The company was

set up in 2005 as an online provider of offset and digital print and since then has received a string of awards including the Enterprise 50 Award in 2010, the Golden Bull Award several times and the Konica Minolta Production Print Award. At present the company runs three offset presses from European and Asian manufacturers plus Konica Minolta digital printing systems. Alcohol-free print production, total environmental management, certification to ISO 14001:2004 and a product palette conforming to rigorous in-house ecostandards reflect xprint's focus on green processes.

**Tung Lim** in Selangor has chosen a new six-colour Rapida 105 with

coater and board-handling capabilities. Shipping is scheduled for October. A five-colour Rapida 105 universal coater press has been in operation at Tung Lim since 2007, and it was joined by a six-colour Rapida 74 with coater and extended delivery in 2009. Back in the spring a six-colour Rapida 105 coater press went to another Selangor-based company, **Eastern Press**. Features include a CX package for board, a nonstop facility at the feeder and a height-adjustable nonstop roller in the delivery.

After firing up a highly automated Rapida 142 a few months ago **Tien Wah Press**, a print provider in Johor Bahru with a high reputation throughout Asia and beyond, signed up for a Rapida 106 with ten printing units, a coater and a perfecting unit for five-backing-five.

**Image Printers** in Singapore has been in the print business for 27 years and its customer base extends beyond the region to Australia, the USA, Mauritius and the UK. It prints commercials such as business reports, diaries, illustrated volumes and products for the tourist industry on five B2 (29in) and B1 (40in) sheetfed offset presses. The most recent addition is a five-colour Rapida 105 universal. But it won't be the only one for long: Image Printers will take delivery of a four-colour version of the Rapida 105 in December.

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In spring this year a Rapida 105 six-colour coater press went live at Eastern Press in Selangor, one of the oldest packaging printers in Malaysia

KBA-CleanAir technology at CD Cartondruck in Obersulm

# Air purification for a brilliant performance

For brand manufacturers, folding cartons are an elementary marketing instrument. The more diverse the design possibilities, the better. This is one of CD Cartondruck's secrets of success. The Obersulm-based print enterprise is unique among German suppliers of packaging to the cosmetics industry in that it operates a sheetfed gravure press – and has no intention of dispensing with this valuable tool in the future. Which is why a few months ago the company invested in an energy-saving air-purification system from KBA-CleanAir, the environmental division of KBA-MetalPrint in Stuttgart.

Cartondruck's workforce of some 380 makes it the biggest employee in the idyllic wine-making region of Obersulm-Willsbach. Just about every activity in the spacious production halls revolves around beauty and skin care. Customers in the cosmetics industry dominate the company's order books, accounting for over 90 per cent of total sales. Straight-on production is rare. This is partly because batch sizes are steadily dwindling and partly because packaging designs are becoming increasingly clever and complex.

They have to look classy, too. Plenty of colour and coatings, silver, gold, pearlescent effects, that's what counts in the perfumery business and department stores. So alongside litho what could be more logical than deploying gravure – the most stable printing process in the market! In 1995 Cartondruck fired up a KBA Rembrandt 104 two-colour sheetfed gravure press. One of its peculiarities is that after the first and second printing units it has two long drying sections through which sheets with a maximum format of 720 x 1040mm

(28.35 x 40.94in) and maximum thickness of 0.75mm (30pt) are guided contact-free and thus scratch-free between air streams. Steffen Schnizer, who heads the company jointly with his brother Marc, is happy to show visitors the immaculate colour solids with metallic and special-effect pigments that are printed on the Rembrandt and form the basis for the complete folding carton or for downstream printing and finishing sequences.

"Classy" printing also means applying inks and coatings – whether gravure or the UV formulas used in offset – that require special treatment to clean the vented air. Cartondruck has been actively engaged in conservation for over two decades, and in-plant environmental management is high on its list of priorities. "Corporate social responsibility and thus environmental protection are an integral part

of our management system," says Steffen Schnizer.

The six-man team headed by Wolfgang Hönnige, the maintenance, building technology, energy and environmental manager, knows that nowadays major customers are less concerned with timely delivery and a perfect quality – they consider them a given. What scores points is a complete ecological concept.

A prime component in such a concept is bright yellow, weighs in at 13 tonnes (14.3 US tons) and is located 12 metres (39ft) up on the roof of the production hall in one of the in-plant technology centres. In operation since November 2011, it is a KBA CleanAir thermal regenerative air-purification (TRA) plant delivered by KBA-MetalPrint in Stuttgart, a subsidiary which along with air-cleaning systems for diverse branches of industry also manufactures metal-decorating presses.

"We had just completed a project optimising the energy efficiency of our ambient air ventilation and conditioning systems that has enabled us to achieve annual energy savings up in the six-figure kilowatt region solely through modifying air-streams," explains Wolfgang Hönnige. "So we decided to reassess the energy efficiency of our catalytic



Steffen Schnizer, joint managing director of CD Cartondruck in Obersulm, at shelves containing engraved cylinders produced by a specialist pre-press provider



The KBA CleanTronic air-purification system has three containers, two of which are flooded with clean gas or contaminated raw gas whilst the third is rinsed out

## CD CARTONDRUCK

CD Cartondruck was established as an independent family business in 1969, and in June 2011 merged with Multi Packaging Solutions (MPS). MPS has 14 production plants in the USA, Cartondruck has one in Germany (Obersulm) and one in Poland (Tczew), plus a sales office in France (Paris). Of Cartondruck's 485 employees, 380 are in Germany and 105 in Poland. Sales in 2011 totalled €73.5m (\$94.2m), output over 550 million folding cartons, more than 60 per cent of which were exported. Joint managing directors are Steffen and Marc Schnizer.

Although Cartondruck manufactures folding cartons for perfume, body-care products, hair colorants, luxury goods, confectionary and spirits, its biggest market is cosmetics, which account for over 90 per cent of turnover. More than half its annual sales are generated with new products. The company holds a large number of patents, is a development partner for several press manufacturers and has ISO 14001, ISO 9001:2000, G7 and FSC accreditation. Cartondruck was the world's first carton manufacturer to implement climate-neutral production at all its plants.





The KBA Rembrandt 104 two-colour sheetfed gravure press commissioned in 1994, with its characteristic drying section

thermal oxidation system, which had hitherto functioned perfectly and operated within the specified tolerance limits. It soon became clear that there was ample savings potential here as well. “

#### KBA-CleanAir for the Rembrandt

Emissions from the Rembrandt sheetfed gravure press have been purified using technology from Stuttgart right from the start, when the supplier was still called LTG. But in the mid-1990s the system in Obersulm was re-engineered to handle a larger volume while at the same time maintaining relatively stable conditions when operating with high average concentrations of airborne solvents – not least be-

cause Cartondruck was planning to expand its gravure capabilities.

Today production conditions have changed: print runs are shorter, while below-capacity, changeover and standby times are longer. This places different demands on the air-purification system, particularly if the vented air from the roller-washing unit is included. With the previous catalytic oxidation system the vented air had to be forced through a particulate catalyst, and this consumed a lot of energy. Heating the catalytic converter continuously with liquid gas bumped up running costs still further.

So in 2009 Cartondruck launched an emissions purification project. In collaboration with another firm, IPTG in Herrenberg, all the basic parameters were calculated under actual production conditions, ie the volumes of air required, the level of contamination and type of solvents in the waste air etc. Says Hönnige: “Using these parameters we compared a number of different air-purification technologies and came to the conclusion that KBA-CleanAir’s thermal regenerative waste-air cleaning system would be ideal for our specifications. Given our high levels of solvent concentration the system only needs to be heated initially from an external energy source. After that the cleaning process is autothermal, ie it requires no additional energy input. The lower flow resistance within the system also means that power



Ducts between the TRA and chimney, part of the impressive in-plant technology centre



Wolfgang Hönnige, CD Cartondruck's technical service, conservation and facility manager



Steffen Schnizer (r) with Benjamin Maile, KBA-MetalPrint's project manager for air-purification systems



“Cartondruck has been actively engaged in conservation for the past two decades.” Steffen Schnizer

consumption can be reduced by over 50 per cent. Our efficiency calculation revealed that annual savings well into the five-digit range are possible.”

#### Cutting carbon emissions by 254 tonnes

According to Cartondruck management the new system achieves a high degree of purification, so that contaminant levels in cleaned gas are well within the limits stipulated by German regulations of 2002 on airborne emissions and the current Ordinance on the Limitation of Emissions of Volatile Organic Compounds from the Use of Organic Solvents in Certain Installations. The system is thus sure to comply well into the future. Wolfgang Hönnige says that with the new system the company has achieved a reduction of some 254 tonnes (279.4 US tons) in annual carbon emissions

by reducing the consumption of primary energy.

The new system was installed in the printing plant during triple-shift production. Says Hönnige: “The aim was to dismantle the old catalytic oxidation plant and install the new regenerative thermal oxidiser in the same place with a minimum of disruption.” All work had to be completed to tight deadlines. At the end of October 2011 the unit was hoisted through the dismantled roof of the technology centre by a mobile crane, and was up and running within three weeks. An interface between the TRA controls and the building technology system allows every function to be monitored centrally and production conditions to be optimised accordingly.

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The superior production flexibility delivered by our high-performance 48pp C48 commercial web press in conjunction with a variable-format V5 folder and choice of inline finishing capabilities makes this press a popular choice among high-volume book printers

Loire Offset Titoulet will soon be installing a C48 commercial web press alongside five Rapida litho presses



KBA technology in demand among Germany's neighbours

## First commercial web press for Loire Offset Titoulet

Next year book printer Loire Offset Titoulet, one of our biggest sheetfed customers in France, will fire up its first KBA commercial web offset press at a spacious new production plant in Saint-Etienne.

Based in Molina-la-Chazotte, last year Loire Offset Titoulet celebrated its 20th anniversary by relocating production and administration to bigger premises offering 21,000m<sup>2</sup> (226,000ft<sup>2</sup>) of floor space. Three Rapida litho presses also made the move: an eight-colour 6B (56in) Rapida 142 perfecter for four-over-four, a five-colour B1 (41in) Rapida 106 coater press and a four-colour 8B (73in) Rapida 185. They were later joined by two new presses: a 7B (64in) Rapida 162a perfecter for four-over-four and a five-colour Rapida 142 with coater. This French book printer thus has a total of 32 KBA printing units and 13 folding machines.

### From sheet to web

At Drupa, Loire Offset opted for a 48-page KBA C48 commercial web press as a means of expanding capacity for high-volume products without having to add the extra folder and guillotine that would have been needed with a further sheetfed press. Installation of the new machine, which will have a cylinder circumference

of 1,240mm (48.81in) and a web width of 1,450mm (57in) will start next year. One of the C48's many unique features is a variable-format V5 folder for delivering books. Along with Loire Offset's satisfaction with its fleet of Rapidas this

was a key criterion in favour of the C48. It will be the sixth V5 for a French print operation within a short space of time.

The new press's ability to print and inline finish long runs of

books will cut production costs, while the use of web stock will reduce paper costs.

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Loire Offset Titoulet president Philippe Reymondier (seated) pictured with (from left) KBA senior sales manager Reiner Dluschek, technical consultant André Callot and KBA-France managing director Michel Faust after sealing the deal for the C48 commercial web offset press





The 16pp C16 commercial web press scheduled to go live at ADV Schoder in December will have a sheeter, a broadsheet delivery and be capable of printing stock weighing up to 250gsm in an exceptionally high quality

C16 and Rapida 106 for ADV Schoder in Gersthofen, Germany

## Twin pack of KBA web and sheetfed presses

German print enterprise ADV Schoder, a full-service printer and finisher of catalogues, direct mail, magazines and supplements, operates a total of eight presses – one sheetfed and seven web – at two plants in Gersthofen and Augsburg. Now the company is investing in a high-performance B1 (41in) Rapida 106 sheetfed press and a cutting-edge C16 commercial web press.

The new acquisitions replace two older non-KBA presses at the Gersthofen plant.

ADV Schoder, which last year celebrated its 150th anniversary, made the move for quality reasons and to provide a strong basis for future growth. Management abandoned any thought of expanding the company's production capacity because it did not want to run the risk of having to trim prices in order to maintain plant utilisation levels.

### High-end Rapida in action since August

The high-performance Rapida 106, which features a wide array of automation modules, came on stream at the beginning of August this year. Although it primarily prints covers and high-quality add-ins for catalogues and magazines, it is also used for upmarket catalogues and magazines as well as for shorter runs of direct mail. To equip it for this work the press is configured as five colours with an aqueous coater.

### C16 web press scheduled to follow in December

The C16, which was designed and engineered specifically for short runs and frequent job changes, will go live in December this year. It, too, will print covers and additional products for catalogues and magazines, but on stock weighing up to 250gsm (the equivalent of 140lb index). However, it will largely handle bulk mail, mailing components and inserts. Comprising five double printing couples with a broadsheet

delivery, the C16 will be equipped with an aqueous coater, a perforator and a die-stamping unit to ensure that it can deliver not only the quality excellence but also the versatility the company demands. In-line colour measurement and control software from System Brunner and Quad-Tech have been specified to safeguard stable colour throughout the production run.

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A five-colour medium-format Rapida 106 with aqueous coater came on stream at ADV Schoder's Gersthofen plant in August



Lining up for the camera after signing the contract for a new KBA C48 (l-r): KBA sales director Kai Trapp, schaffrath medien managing directors Dirk Alten (sales) and Dirk Devers (finances & technology) and KBA sales manager Martin Schoeps

C48 follows C16

## Schaffrath medien orders new KBA commercial web press

The association between German multimedia service provider schaffrath medien in Geldern, North Rhine-Westphalia, and KBA has been continued with a contract for a new-generation C48 (48pp) commercial web offset press to replace a non-KBA model.

Two years ago Schaffrath installed the first C16 to leave the production line, and reaffirmed its confidence in KBA technology shortly afterwards with the addition of a medium-format Rapida 106 litho press.

### Precision in print

The company's origins date back to 1743 and a printshop established by two brothers, Franz und Heinrich Korsten. The name was changed four years later when Nicolaus Schaffrath, an employee,

received permission from Frederick the Great to run the business.

Schaffrath medien's watchwords in production are diligence and precision. Its web and sheetfed presses print magazines, catalogues, in-

serts and posters. The web department alone prints over 200 periodical titles with small, medium and high-volume circulations. The company seeks to maintain a perfect combination of man and machine – which is why the number of KBA presses is steadily rising.

### Productivity gain through automation

The new 48pp C48 will incorporate various automation modules including proven KBA RollerTronic roller locks to minimise maintenance input while enhancing energy efficiency, and ErgoTronic control technology to cut makeready times and waste levels. LogoTronic presetting software for the new press will be embedded in the existing LogoTronic Professional data-capture and MIS networking system connected to the C16.

The 50,000iph, double-circumference C48 will be equipped with automatic plate changers to boost productivity by minimising job-changing times. Other productivity-enhancing features will include KBA EasyTronic for fast, low-waste press start-up and run-down. The new C48 is slated to come on stream next summer.

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Schaffrath medien's second KBA commercial press, a 48pp C48, will go live in summer next year





Pictured at the C16 on the KBA stand shortly after the contract was signed at Drupa (l-r): KBA project manager Hubert Kistner and sales director Kai Trapp, B&K technical manager Christina Hoffman and financial manager Werner Stimmler, KBA executive vice-president for web sales Christoph Müller, B&K managing director Jörn Kalbhenn, KBA president and CEO Claus Bolza-Schünemann and Wolfgang Grunert of KBA agency Werner Grunert

C16 for B&K Offsetdruck in Ottersweier

## Further KBA web press sold at Drupa

It's fast becoming a habit. B&K Offsetdruck in Ottersweier, Germany, has placed an order with KBA for a new commercial web press. At Drupa 2004 it signed up for a brand-new high-performance 16-page Compacta 217, at Drupa 2012 the press of choice was the 217's successor, the KBA C16, which boasts a raft of features that are unique in the 16-page sector.

B&K Offsetdruck is primarily a magazine printer. But not a high-volume operation: on the contrary, its strengths lie in customisation from the initial consultation, pre-press input, design and development to final production. Since being established over 40 years ago

this family enterprise has seen continuous healthy growth. Today its 200-odd employees demonstrate their experience and skill in operating cutting-edge technology.

### Magazines and covers off the reel

The new KBA C16 will be used to

print upmarket magazines and journals, complete with their covers, to the highest quality standards. The five printing units will have the fastest plate changers on the market and are engineered for a maximum rated speed of 65,000iph. KBA imprinters in the first printing

units will allow flying imprints even in very short runs.

### Maintenance- and waste-saving automation

The C16 boasts some exclusive features, among them low-maintenance, energy-efficient KBA Roller-Tronic automated roller locks and cutting-edge ErgoTronic console technology with KBA LogoTronic presetting software. It will be embedded in the Compacta 217's existing LogoTronic Professional system for production-data capture and MIS networking. Gluing and softening devices, a cutter and a highly automated P3 folder with double parallel and delta fold mean that production options will be virtually unlimited. The new C16 is scheduled to come on stream at B&K in June next year.

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A C16 printing unit at Drupa demonstrated high-speed automatic plate changing in less than sixty seconds



Obaid Humaid Al Tayer, managing director of Al Nisr Publishing in Dubai, is visibly delighted with the first copy of the prestigious *Gulf News* printed in the Berliner format on a waterless Cortina in the night to 1 June



Configured with twelve towers and reelstands, three folders and four thermal dryers, the big Cortina press line is not only an imposing sight but also impresses visitors to the production plant with the superb quality of the copies it delivers

Waterless newspaper and commercial production in the desert

## KBA Cortina prints Dubai's *Gulf News* in Berliner format

On 1 June this year, United Arab Emirates media major Al Nisr Publishing in Dubai, publisher of the *Gulf News* and a game-changer in the newspaper sector in the Middle East and beyond, started printing this prominent newspaper title and other products in waterless offset on a multi-unit Cortina boasting both coldset and heatset capabilities. The highly automated web press is the first Cortina installation outside Europe. Its inauguration marked a change of format for the *Gulf News* to the Berliner format, which is rapidly gaining ground in the international newspaper industry.

The double-wide, one-around hybrid press, which the investment-friendly media house selected after rigorously screening the technology available on the market, was installed along with cutting-edge Ferag mailroom systems in a new high-tech production plant on an industrial estate approximately 60km (37½ miles) outside the city, in the middle of the desert. It comprises twelve reelstands, twelve towers, four thermal dryers and three folders, and has a total capacity of either 96 full-colour Berliner format broadsheet pages or 192 tabloid pages in A4-plus format. Of these, up to 32 broadsheet or 64 tabloid pages can be produced in heatset mode. The *Gulf News* is printed partly on standard newsprint running through eight coldset towers, and partly on semi-coated stock, for which the remaining four towers operate with thermal dryers.

### KBA Patras A automated paper logistics

The new Cortina is embedded in a KBA Patras A automated paper-lo-

gistics system encompassing a fully automated main store with 10,000 bays plus five AGVs, an automated reel-preparation zone and a daily store, also fully automated, with over 200 bays and five AGVs for transporting the reels to the twelve reelstands. The expired reels and waste are also removed by AGVs.

### Superb quality and outstanding production flexibility

The ability to produce heatset and coldset webs via a common folder allows the press not only to print the English-language *Gulf News* with the superior ad quality that is part of its appeal, but also other hybrid products with an enhanced visual impact. Coldset and heatset products such as supplements and magazines can also be delivered via different folders. Irrespective of the production mode, the inks applied in all the waterless Cortina's towers are identical, which means that no change of ink is necessary when switching to a different type of stock. This delivers enormous flexibility and productivity gains



Al Nisr Publishing's new, high-tech printing plant in the middle of the Dubai desert



One of the three press sections comprising four compact towers with an overhead thermal dryer above each of the two outer sections





Three folders with copy transport systems are located in the centre of the Cortina press line

compared to conventional wet offset presses with integrated thermal dryers. Detail definition and colour brilliance with the waterless offset Cortina are intrinsically high, as was recently demonstrated once again by the outstanding rankings of seven European Cortina users accepted for membership of the International Newspaper Color Quality Club from 2012 to 2014.

#### Pioneering spirit a long tradition at Al Nisr Publishing

The Cortina's inauguration paves the way for the expansion of waterless newspaper production beyond Europe and into the Middle East, and is a renewed demonstration of Al Nisr Publishing's tireless pioneering spirit, so vital for the newspaper industry. Managing director Obaid Humaid Al Tayer is visibly delighted with the performance of the new high-tech press and the quality it delivers. When placing the order he said: "For years we have driven advances in newspaper production on the Arabian peninsula with groundbreaking innovations. For example, the *Gulf News* was the first newspaper in the region to include weekly tabloid magazine inserts for leisure activities, families and younger readers, and to adopt a modern layout with in-depth business and sports sections. It was also the first to print small ads separately in special tabloid supplements, to produce certain sections in heat-set on coated stock, to automate page production and to use recycled newsprint. With the innovative KBA Cortina we are planning to expand our acknowledged pole

position in the Middle East. This high-tech press will enable us to respond with even greater agility to market demands, both in our main product, the *Gulf News*, and in our numerous supplements and magazines, while enhancing their high quality still further. From the economic perspective, the reduction in makeready times, waste, maintenance and labour input associated with the Cortina's automation and cutting-edge technology – which include KBA PlateTronic automatic plate changers and CleanTronic washing systems – was a key criterion influencing our investment decision. After just a few weeks of production we are confident that we shall achieve this objective."

#### Hugely successful Emirates media group

Established in 1978 as a tabloid title with a daily circulation of some 3,000 copies, the *Gulf News* converted to broadsheet in the 1980s. Distributed not just in the United Arab Emirates but also in Bahrain, Oman, Saudi Arabia, Qatar and Pakistan, the English-language title is published seven days a week and now has a daily circulation of over 120,000 copies. The print edition was joined by an online edition in 1996 ([www.gulfnews.com](http://www.gulfnews.com)). Alongside magazines such as *Friday*, *InsideOut*, *Aquarius*, *Alpha*, *Wheels*, *Scene* and the weekly tabloid *Xpress*, Al Nisr Publishing runs two English-language radio stations and is also heavily engaged in cultural and sporting activities.

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The moment of truth: managing director Obaid Humaid Al Tayer talking to KBA project managers Peter Benz and Benito Vigo during production of the first edition of the *Gulf News*



Successful conversion: managing director Obaid Humaid Al Tayer (2nd left), executive director of operations Irshad Nooruddin (2nd right) and their colleagues are delighted with the first copy of the *Gulf News* printed in the compact Berliner format



Construction work starting on Al Nisr Publishing's new printing plant in the Dubai Investment Park, Green Community, around 60km outside Dubai



A semi-coated web leaving one of the four heatset dryers will subsequently be gathered with coldset newsprint webs in the folder superstructure



BNN decided not to install a plate transport system right up to the printing couples, instead opting for carriers holding sets of sorted plates, as demonstrated here by plant manager Georg Siepman

New Commander CT 6/2 at Badische Neueste Nachrichten

# Traditional and modern no contradiction in Karlsruhe

Newspaper publishers think long term. This is largely because they invest in heavy plant that must be capable of handling production needs over a period of fifteen years or more. When it comes to the long horizon and stability, *Badische Neueste Nachrichten* (BNN) sets a benchmark among regional German titles. But *Badische Neueste Nachrichten* Badendruck, the Karlsruhe media house that prints and publishes it, and the conditions under which the company's most recent production technology was installed, are anything but ordinary.

Heading north to Linkenheim from Karlsruhe, which has been dubbed "fan city" from its architectural layout, BNN Badendruck's publishing and printing complex is hard to miss. One of the leading daily titles for southwest Germany has been printed here since the early 1970s, and in 1986 the editorial and administrative staff were also relocated to the outskirts of the city. BNN projects an image somewhere "between traditional and modern", and the interior of the publishing house gives the impression of being a rock in turbulent waters.

## Sustained security

Hans Wilhelm Baur is only the second publisher to head the Karlsruhe newspaper – although the third generation, in the person of Klaus Michael Baur, has already taken over day-to-day management as publisher and editor-in-chief. Hans Wilhelm Baur, who will soon be celebrating his 86th birthday, still spends every day at "his" firm. Continuity and predictability are the Karlsruhe company's most distinctive qualities. To ensure that this will remain unchanged in the future, in 1994 Baur and his wife Brunhilde, who died in 2004, transferred their company to the not-for-profit Wilhelm Baur Foundation with the aim of safeguarding the media house's independence on a sustained basis while at the same time expressing its social approach. Whereas financial controlling dictates corporate policy in many print media enterprises, it is Hans Wilhelm Baur's belief that no-one should lose his or her job just because new, more highly automated

technology has been installed. The production plant, publishing house and distribution organisation are united under a single roof, which means that the company has three employees seconded on full pay to the workers' council.

Since production started in 1946, after the title was licensed from the Americans, the *BNN* has been printed on six in-house web presses. Five of them were supplied by Koenig & Bauer. But over the past eleven years production has run on two double-wide press lines from different vendors – a 1996 KBA Commander and a manroland Colorman installed in 2000.

The KBA press was modified in 2007 to enable it to print full-colour copies via a horizontal web lead through two adjacent nine-cylinder satellites. And it should be noted that both presses were engineered for the *BNN*'s distinctive wide format – 400 x 520mm (15.75 x 20.47in) – which was not changed to the 350 x 510mm (13.78 x 20in) Rhine format until a new Commander CT went live in spring this year.

However unusual and complex it may have been to print on two different presses with two different automation packages – EAE Print 4 for one, Pecom for the other – over the years plant manager Georg Siepman, who has been with the company since 2002, was able to make a direct comparison between the two vendors, their production kit and their service organisations. The most recent investment package bears Siepman's signature.



BNN press operators like the easy access via lifts to the slide-apart printing couples



BNN's printing and publishing plant on the road to Linkenheim dates back to the early 1970s





BNN publisher Hans Wilhelm Baur (86) has made his mark on the Karlsruhe printing and publishing house over the past four decades

## Interview: Publisher Hans Wilhelm Baur on...

### ...the internet:

"The internet transformed the role of regional titles abruptly, virtually overnight. And the process is still ongoing."

### ...newspapers' possible reaction to shifts in the media landscape:

"We are still learning how to make good the shortfall. But make good we must because it's a matter of life and death."

### ...the impact of shorter production times:

"Previously, poor – ie late – delivery was one of the most frequent reasons for subscriptions being cancelled. We haven't heard this complaint once since production was switched six months ago."

### ...in-house personnel policy:

"We are probably the only newspaper that has never made anyone redundant, even though in the

past ten years we have lost around 50 per cent of our adverts and 35,000 subscribers."

### ...the establishment of the Wilhelm Baur Foundation in 1994:

"My wife and I were both adamantly opposed to the idea that anyone could use our firm to enrich themselves."

Along with the new press it also included supplementary and new technology for ctp pre-press, the plate workflow and the mailroom. For the new press a number of criteria applied: it had to fit in the existing building, be installed without disrupting production and the switch had to be completed from one day to the next.

### Motivated team

BNN's planning and selection procedure was implemented in-house without recourse to external consultants. Looking back, Georg Siepmann says: "With our motivated team we achieved some excellent results." Six months later, in summer 2010, the process culminated in a contract for a six-wide, two-

around KBA Commander CT, a configuration which at that time was only in operation at the *New York Daily News* in the USA.

Measuring 29.4m (96ft 5in) long, 6.45m (21ft 2in) wide (excluding steps) and just 10.6m (34.8in) high, the compact substructure press was inserted neatly in the available space (Siepmann: "It was a splendid fit!"). Its four printing towers and two folders allow the press to deliver 96-page broadsheet copies or – which is more common in Karlsruhe – two parallel streams of copies with up to 48 pages apiece.

The two legacy presses at either side of the production hall were controlled from consoles located in a common enclosure halfway along the hall. During the conversion phase the desks were relocated to their respective presses,

the enclosure dismantled and the third access door at this point used to bring the Commander CT inside. With just 40cm (15.4in) of clearance between the superstructure and the ceiling, this posed a real challenge for both the press manufacturer and the road-haulage company.

The new press is configured to accommodate 5/12, 7/12 and 11/12 ribbons, enabling it to deliver innovative ad forms such as spadias, half-covers and (glued) four-page centre spreads. The four reelstands are supplied with paper via a KBA Patras A automated reel-logistics system complete with stripping station. The dimensions of the daily store, however, did necessitate some modification to the logistics system because reels measuring the full 2.10m (82.7in) wide cannot stand upright so must be stored horizontally.

## Commander CT

The printing towers, which split down the centre for maintenance access, have PlateTronic automatic plate changers, RollerTronic automatic roller locks, NipTronic bearers, fan-out compensation, blanket and inking-unit washing systems and central ink pumping. Other features include four double turner-bar assemblies, two folder superstructures with three formers apiece, two KBA KF 5 folders, cut-off register controls and gluing units for four-page centre spreads. The Commander CT 6/2 is controlled from three ErgoTronic consoles and is integrated in an EAE Print 5 production scheduling and press pre-setting system.



A perfect fit: there is just 40 centimetres clearance between the Commander CT's superstructure and the hall ceiling



One of three ErgoTronic consoles for the Commander CT: on the left the screen for monitoring registration, in the centre the soft-proof monitor, on the right the touch screen for press operation

### New technology

The change of format in Karlsruhe meant that it was no longer possible to split editions between the old presses and the new. Ctp pre-press is the only area where the transition was made progressively, by adding an Agfa Advantage plate-setter for the Rhine format alongside the two Agfa Polaris platesetters installed in 2003, and then modifying these for the new plate size. A Barenseche plate-punching and bending device with two buffer stations for 128 unbent plates is another new piece of kit. A conveyor section linking the three platesetters and the two punching and bending devices leads to a plate station in the spacious, restored control enclosure. The press operators' workstations each have three monitors – a portrait-format one for displaying soft proofs, a touch screen for press controls and a screen for checking registration using Q.I. press controls. The total package – which, according to Siepmann, swung the decision

in favour of KBA – includes Clean-Tronic blanket-washing units with washcloths.

Following a series of test prints, BNN threw the switch on the new press in the night from 11 to 12 March this year. It has been a great success. "The *BNN* has appeared every day and we have never experienced a critical situation," affirms Georg Siepmann. After the first five months he is happy with his product, the quality of which he believes has perceptibly improved. The Karlsruhe plant manager is also confident he made the right choice in opting for a blanket-to-blanket press: "This technology definitely has the edge in solids reproduction."

### New structure

The *Badische Neueste Nachrichten*, which according to the IVW (the German equivalent of the UK's ABC) had a circulation of 143,305 copies in February 2012, is printed in nine local editions,



The reelstands, which because of the sheer size of the triple-wide reels and cores had to be fitted with protective screens, also fitted neatly in the existing hall



The two folders and transfer stations at the Ferag conveyor are located centrally between the four towers



The weighing station in the reel store is part of the KBA Patras A automated reel-logistics system



Contented BNN plant manager Georg Siepmann (l) with press operators at the console

the smallest of which is just 1,700 copies. The change of format was accompanied by a change in the signature structure to simplify the newspaper's layout and the production workflow.

Much shorter makeready times allow the newspaper to be distributed sooner – all subscription copies must be delivered by 6am. But they also offer the option of including late-breaking sports news in the main edition. The three front, cover sections are not proof printed until almost 11.30pm, once the fourth, local section with its numerous pagination changes has gone through the press. This streamlining further reduces down times and was made possible by consistently utilising off-line production in the mailroom. All the copies are first wound and subsequently collated.

BNN has also changed its vendor in the mailroom and installed Ferag finishing equipment comprising two virtually identical lines.

### Active in the market

The Karlsruhe plant still basically prints the company's three in-house titles: alongside the *BNN*, which appears six days a week, there is a new-look Sunday title, *Der Sonntag* (circulation around 240,000 copies), and a weekly free, *Kurier*, with a circulation of some 400,000 copies. Following the switch to the more widespread Rhine format the publishing house is actively seeking contract work.

In Georg Siepmann's opinion, the Karlsruhe media house has gone through a process of complete renewal while maintaining a careful balance between the traditional and the modern. BNN is seriously committed to the principle of continuous improvement: in 2013 production methods will be scrutinised once again.

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Fränkische Landeszeitung boosts flexibility with tower press

## Fourth Commander CL for Germany goes to Ansbach

German newspaper publisher Fränkische Landeszeitung in Ansbach has reaffirmed its longstanding and successful association with KBA by placing an order for a Commander CL. The extensively automated 48-page press line with three reelstands, three four-high towers and two folders is scheduled for installation in autumn 2013, replacing a 1990s-vintage KBA Journal. KBA is the market leader and since unveiling this new press type at IFRA Expo 2011 in Vienna we have sold five Commander CL press lines, with customers citing flexible automation and the ability to deliver top-quality newspapers and semi-commercials as the deciding factors.

### Enhancing quality, performance and cost efficiency

Guido Mehl, joint publisher and managing director of Fränkische Landeszeitung, says: "Printed regional titles, with their serious and many-faceted coverage of local events, have a bright future in a multimedia environment and will remain a primary business asset. However, readers' and advertis-

ers' expectations are becoming ever more sophisticated and we must address their demands more effectively while enhancing our production efficiency and controlling costs. We needed to replace the existing press and opted for the compact four-high Commander CL from Koenig & Bauer after rigorously screening the technology available on the market." Joint

publisher and managing director Harald W Wiedfeld adds: "With the KBA Commander CL's cutting-edge inking technology we shall achieve an even better print quality with much less waste. One-touch operation and an array of automation modules will enhance operator efficiency and ease of use, enabling staff to concentrate on control functions. At the same time KBA RollerTronic automated roller locks and dedicated drives will reduce both maintenance input and energy consumption. With this highly advanced press we are well geared up to ensure that our printed products have a successful future."

### Respected Franconian newspaper publishing house

The *Fränkische Landeszeitung* has a daily circulation of around 50,000 copies and is published in four local editions for the regions embracing Ansbach, Neustadt/Scheinfeld/Uffenheim, Dinkelsbühl/Feuchtwangen and Rothenburg ob der

### The Commander CL for the Fränkische Landeszeitung in Ansbach

Tauber. The publishing house also has a weekly free, *Woche im Blick*, which has a total circulation of some 125,000 copies and is published in two editions – a southern one on Thursdays and a northern one on Wednesdays. As well as distributing newspapers and pamphlets Fränkische Landeszeitung also provides a regional postal service.

### Customised technology

The Commander CL double-width substructure press will be engineered for the Berliner format, ie for a cylinder circumference of 940mm (37in) and a maximum web width of 1,260mm (49.6in). In straight production it will have a maximum rated output of 84,000 full-colour copies per hour. The press package includes:

- 3 KBA Pastomat reelstands embedded in a KBA Patras A automatic reel-handling system with stripping station;
- automatic pagination change;
- 3 printing towers with manual plate change, RollerTronic roller locks, fan-out compensation, automatic colour-register controls, CleanTronic cylinder washing units, automatic inking- and dampening-unit cleaning and central ink pumping;
- 3 turner-bar units, a folder superstructure with two formers, a KBA KF 3 jaw folder and an additional, overhauled folder from the existing Journal press;
- Cut-off register, web-guidance controls and pre-former web guiding systems;
- 2 KBA ErgoTronic consoles with EasyTronic waste- and time-saving press start-up (EasyStart) and automated run-down (EasyClean-up);
- KBA PressNet for scheduling, presetting and process control.

Provision has been made for the addition of an optional section stitcher and optional third former.

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Group photo taken after the contract for the Commander CL was signed, l-r: Klaus Möhler (technical plant manager, Fränkische Landeszeitung), Georg Fleder (web press sales, KBA), Rainer Mehl (publisher and managing director, Fränkische Landeszeitung), Guido Mehl (publisher and managing director, Fränkische Landeszeitung), Alexander Huttenlocher (sales director, KBA) and Harald W Wiedfeld (publisher and managing director, Fränkische Landeszeitung)



The highly flexible Colora press with Prime UV unit will be configured for single-, double- and triple-width production

Most effective solution for newspaper and semi-commercial production

# Great West Newspapers orders flexible Colora

Canada's Great West Newspapers (GWN), a group of 21 community newspapers as well as a commercial printer and partner of Glacier Ventures International, has purchased a new Colora from KBA. The press is scheduled for installation in a facility currently being constructed in St Albert, Alberta.

GWN management selected Web Offset Services of Sarasota, Florida, to work with them on a number of possible solutions to meet their ever-growing demands for higher quality and efficiencies along with an eye to future growth, which will include the newly signed contract for printing the *Edmonton Journal*. This new installation will replace an existing facility with a 20-unit, single-width press line currently running at about 97% capacity. With such a broad mix of newspaper and commercial work along with extremely tight production windows and high throughput demands, a unique multi-format press concept was identified and developed as the most effective solution.

## Configured for single-, double- and triple-width production

This Colora press configuration comprises three towers, three reel-stands and a KF5 folder combining a number of firsts and unique features that will give GWN a distinct advantage in terms of quality, efficiency and productivity. First, the press can handle all three newspaper press production formats including single, double and triple width. This is all accomplished with very little operator invention by utilising a special fully adjustable and presettable triple former assembly mounted on a single level.

Coupled with this is an EAE semi-commercial control system with

embedded auxiliaries plus extensive presetting capabilities including a built-in, pre-programmed 'catalogue' of 950 different products. Web Offset Service first worked with KBA and EAE to develop this system in 2003 for another KBA press destined for Independent Newspapers in Dover, Delaware, and the system was further refined in 2008 on a triple-width Commander 6/2 installation for Dansk AvisTryk in Copenhagen, Denmark. The system eliminates most of the inefficiencies of a typical double- or triple-width press, as well as the pre-planning or job creation associated with adjustment and changeover. This shortens turnaround times while reducing waste – all with minimal operator intervention.

Some of the other special attributes of the press are the larger KF5 folder with quarterfold allowing higher production speeds and pagination capabilities, built-in stitching, a full triple-width slitting and turner-bar section for extensive pagination flexibility, integrated QI register and cut-off controls, Technotrans inking and dampening systems, Baldwin blanket-washing devices, SMC reel-handling equipment and a Prime UV unit for up to 48 pages of glossy paper.

## Efficiency and flexibility: a must in today's environment

Duff Jamison, president of Great West Newspapers, says: "It's critical in today's printing and publishing environment to be flexible and efficient. We are in a relatively small commercial market which requires us to be capable of printing a wide variety of formats and on different substrates. Run lengths can be short as well, so the ability to turn jobs around quickly is very important. It may seem counterintuitive to do all this with a large press, but the truth is that software and technology make this press a great deal more effective than the single-wide we are leaving."

While high automation and the latest advances in production capability were necessary components of the project, it needed to be done in a safe and effective manner and that is where the Colora fitted very nicely, says Web Offset Services president Sam Wagner. His approach to doing this kind of project is to be on the "leading edge but not the bleeding edge" of technology and in so doing prefers to use tried and true technologies that combine the best of what different parts of the printing industry have to offer in order to achieve the most efficient and productive system for a given application. Using a stable platform such as the Colora and KF5 folder to work from and adding proven technology is much preferred to "being someone's guinea pig or beta site".

## New, state-of-the-art print production facility

GWN and Web Offset Services are also working on putting together a state-of-the-art facility to match the press in terms of streamlining workflow and maximising efficiency. The combination of the Colora in the newest print production facility in North America will set the standard for newspaper production in 2012 and beyond, and demonstrates how to be a top competitor in an ever-tightening marketplace.

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Group photo at the new GWN facility (from left to right): KBA sales director Winfried Schenker, GWN president Duff Jamison and plant manager Evan Jamison, Web Offset Services president Sam Wagner and KBA vice-president sales Jochen Schwab



Upgrading newspaper production with innovative technology

# Westfalen-Blatt picks Commander CL

Prominent German newspaper group Westfalen-Blatt in Bielefeld is joining the ranks of users who are upgrading production with a new Commander CL. A contract was signed at the end of June for two double-wide 32pp presses configured as four four-high towers with four reelstands and two folders. They will form the core of a new printing plant which will be inaugurated late next year in Sennestadt, a suburb of Bielefeld, near autobahns 2 and 33. The group is investing a total of €28m (\$36.2m) in the new plant and equipment.

The double-wide, floor-mounted Commander CL for the Westfalen-Blatt newspaper group in Bielefeld will have a Patras A automatic reel-loading system and reelstands located at right angles to the towers



## Old-established newspaper publisher with local roots

The origins of this broad-based media house date back to 1839, when the first edition of the eponymous regional title hit the streets of Warburg. Other local titles followed, among them the *Herforder Kreisblatt*, founded in 1846, and the *Westfälisches Volksblatt* (1848) in Paderborn. Today, Westfalen-Blatt is one of the biggest regional newspaper groups in Westphalia, with a total circulation of around 120,000 copies. Alongside daily titles, successful frees and other printing and distribution activities the group's affiliates produce and market books, diaries, CDs, gift articles and events. Westfalen-Blatt also owns an internet agency and a chain of travel bureaux with eleven branches in eastern Westphalia.

Michael Best, managing partner of the Westfalen-Blatt newspaper group, says: "This major investment underscores our belief that, even in the age of the internet, printed newspapers are – and will remain – an indispensable cultural good and the information medium of choice for local events. The *Westfalen-Blatt*, with its regional titles *Westfälisches Volksblatt* and

*Herforder Kreisblatt*, represents a clear commitment to the eastern Westphalia region, and to Bielefeld as a publishing centre. With our 27 local editions by local editorial offices we are firmly rooted in the region."

## Technological versatility opens up new options

He goes on: "The new production capabilities afforded by the Commander CL, such as full colour throughout, will enhance the appeal of our newspapers and enable us to offer advertisers new design options."

The Rhine format Commander CL will have a 510mm (20in) cut-off and a maximum reel width of 1,400mm (55.12in). Adjustments to the circumference can be actuated at the reelstand for the wide range of page counts that have become routine.

"The Commander CL's higher output will allow us to include late-breaking news," says Thilo Grickschat, the Westfalen-Blatt managing director in charge of print production. "The environment will also benefit. The new Commander CL will run up to saleable colour

faster, generate less waste and thus reduce paper consumption. Heat insulation and recovery will cut energy consumption at the new plant by some 20 per cent compared to the existing plant. And our press crews – and neighbours – will be glad to hear that noise insulation will be much better."

The four Pastomat reelstands for the floor-mounted press will be supplied with paper by a KBA Patras A automated logistics system with stripping station. The four towers

will feature partially automated plate changers with the option of upgrading to fully automated. Automatic roller locks, blanket- and inking-unit washing systems, ink-pumping systems, colour-register controls, web-edge and web-centre controls document the press's high level of automation and quality.

Four turner bar assemblies, two folder superstructures with two formers, two KBA KF5 jaw folders, cut-off register controls and half-cover web leads will further enhance production flexibility. The press will also boast a double-out (duplicate) production capability, whereby the web is slit down the centre and delivered via both the folders. Provision has been made to add saddle stitchers and gluing units for four-page centre spreads at a later date.

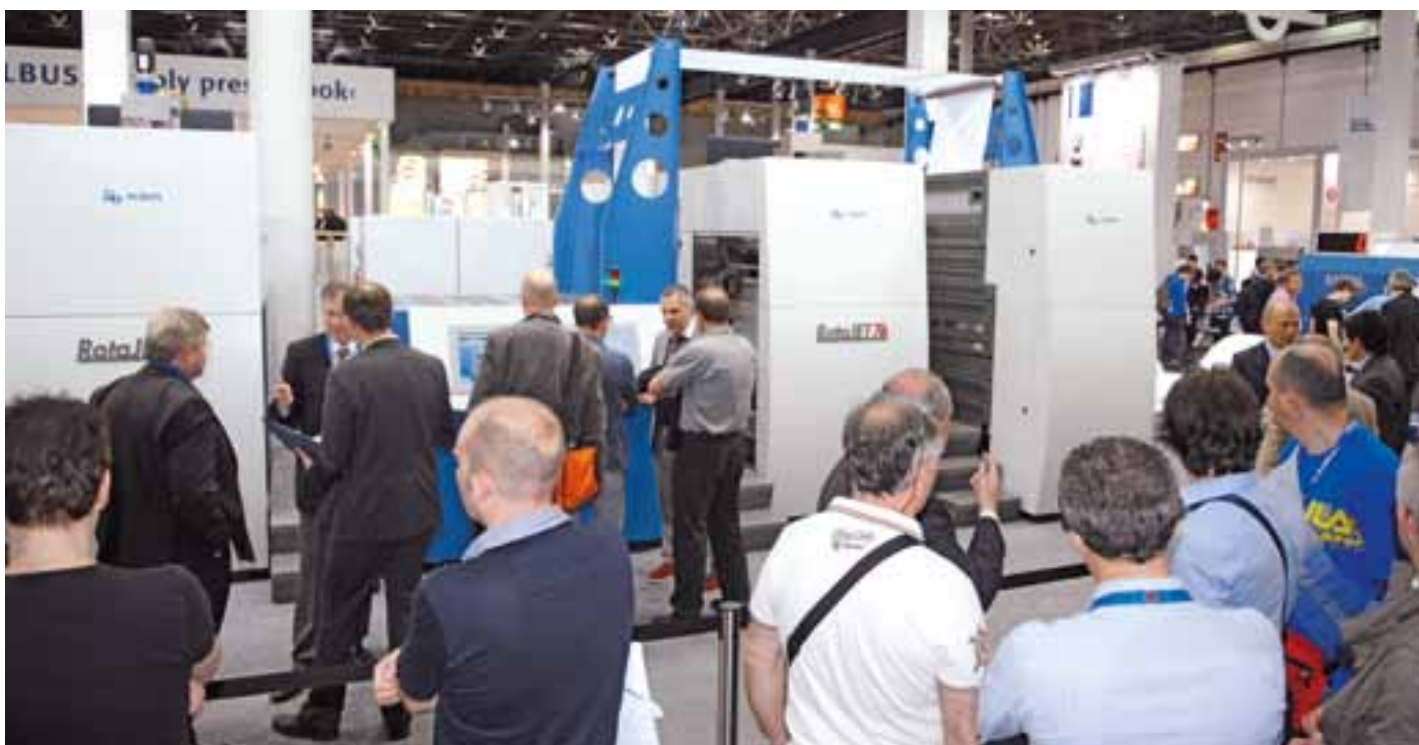
The Commander CL will be controlled via three ErgoTronic consoles incorporating KBA EasyStart for automatic start-up and Easy-Clean-up for faster, automated run-down. The press will be embedded in a KBA PressNet production planning and press preset system and have a designated proofing system.

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Westfalen-Blatt newspaper group managing partner Michael Best (centre) signing the contract for the new KBA Commander CL attended by (l-r) Westfalen-Blatt managing director Thilo Grickschat, subsidiary PD Presse-Druck managing director Wolfgang Sokol, KBA executive vice-president for web press sales Christoph Müller and KBA sales director Alexander Huttenlocher

Photo: Thomas F Starke



The RotaJET 76 unites two worlds

Our new RotaJET 76 was a magnet at Drupa, not least for offset printers seeking new business models

# Inkjet printing from the offset professionals

At this year's Drupa KBA unveiled the first high-volume inkjet printing system manufactured in-house. Developed and built in less than twelve months, the RotaJET 76 finally unites proven offset engineering with cutting-edge inkjet technology for a digital print market more commonly associated with systems resembling copiers. You could also call it digital inkjet printing for print pros from press pros. In creating this new press the focus was therefore on preserving that typical KBA look and feel. While users with an offset background will quickly feel at home with the RotaJET 76 and barely notice any difference compared to modern offset presses, they will certainly notice a difference in the business opportunities it opens up.

Alongside the RotaJET's technical features, which were described in the last issue of *KBA Report* (more at [www.kba.com/en/digital-printing/](http://www.kba.com/en/digital-printing/)), it is the business opportunities and potential applications that such a printing system offers customers that were the focus of all our development work. They are also the primary reason why, with the RotaJET 76, KBA decided to target the fast-growing direct mail and publishing sectors, and thus expand into highly diverse applications such as traditional popular literature, self-help guides, reference books and school textbooks, manuals, corporate publishing, magazines and newspaper products. Each of these fields of application

offers both challenges and opportunities that can be addressed and exploited with a RotaJET 76.

## Shorter runs a challenge

The printing industry is confronted with shrinking circulations, particularly of book-related products. Publishers are in a quandary. On the one hand they must launch more titles on the market to address a shift towards ever smaller niche products, but on the other they must cater to an ever-increasing number of output channels. A printed PDF can seldom, if ever, be converted into an e-book. So while publishers' sales stagnate, their production costs are relentlessly rising.

Since the production and storage costs for printed books are relatively high, publishers are seeking to optimise their order cycles as a means of minimising both the

amount of capital thus tied up and the risks associated with storage and discards. But the outcome is all too familiar: smaller circulations and thus shorter runs but at more

Chart 1: print and pray

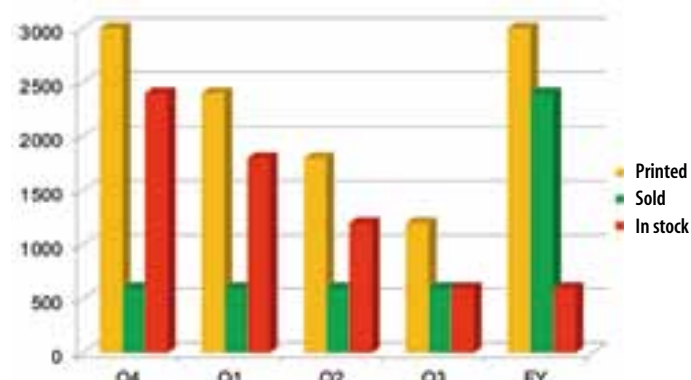




Chart 2: print on demand

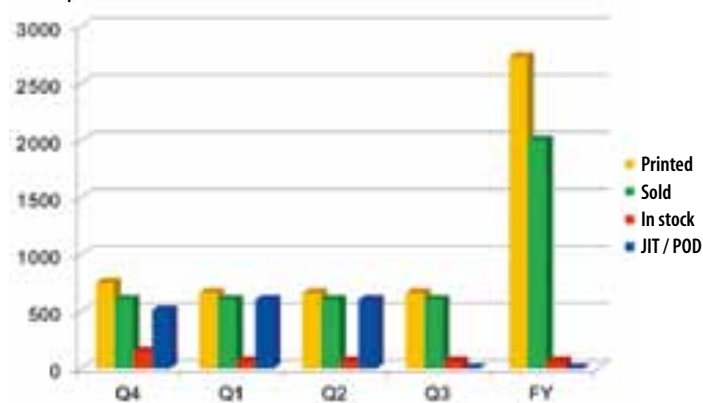
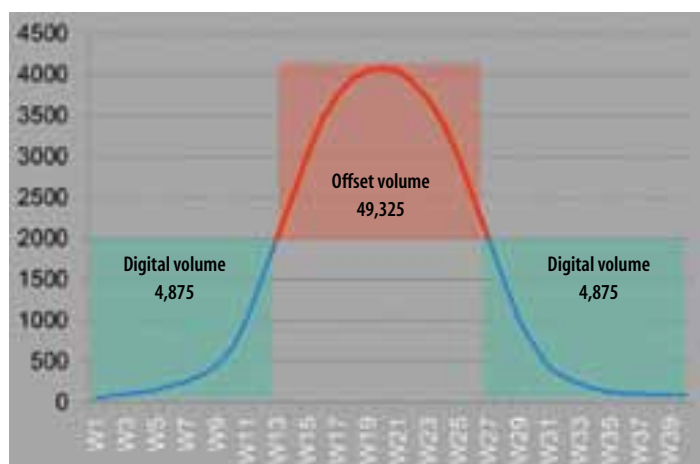


Chart 3: the life cycle of books



frequent intervals. This trend is evident not just in the publishing industry but also in most other sectors of the print media industry, whether it be packaging, direct mail, magazines or newspapers.

### Book production: print on demand supersedes print and pray

Chart 1 illustrates the established, high-risk publishing model dubbed “print and pray”, which ever fewer publishers are willing or able to finance. They are therefore seeking ways and means of implementing demand-oriented production with fast turnaround.

Risk minimisation on the part of the publishing sector also has a major impact on the life cycle of books and related products. In principle the large number of new titles is a positive development, but given the mounting uncertainty associated with selling printed books it does compel publishing houses to minimise the risks. This is why in

recent years there has been a massive decline in the size of initial editions of new titles. It is also the reason why publishers frequently forge alliances with service providers offering digital systems capable of printing short runs as and when required – in other words print on demand. Chart 2 shows the close correlation between production and volumes sold using this increasingly popular model.

The steady decline in the life cycles of printed books is illustrated in chart 3.

### The benefits that inkjet delivers over toner systems

In terms of cost efficiency, digital inkjet printing offers distinct advantages in print-on-demand scenarios for book production, because the electrophotographic toner systems previously deployed combine high costs with poor productivity, and are more suitable for three-figure than for four-figure

print runs. With a RotaJET digital web press, by contrast, it is possible to print even relatively long initial runs cost-effectively in a superior quality. This capability addresses demands from many publishers for much greater flexibility in producing initial and repeat editions in anything from fairly short to much longer print runs.

### Short-run technology – nothing new for KBA

KBA has long addressed the shift to shorter runs of books and other printed products in offset by accelerating job changes and cutting waste. The makeready world champion in medium format, our high-tech Rapida 106 with KBA DriveTronic SPC simultaneous plate changing and KBA Flying Job-Change, is a prime example and with the relevant modules is even used to print short runs of monochrome paperbacks or instruction manuals with maximum efficiency.

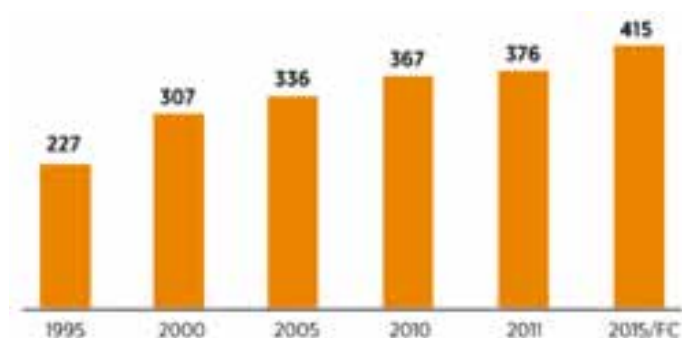
Our high-volume RotaJET 76 inkjet web press goes a lot further. Up

until now, technical features such as flying job changes, automatic webbing-up or the ability to deliver saleable copies during press start-up and slow-down were a novelty in the digital print sector. The RotaJET 76 also addresses customer demands in terms of pre-press and post-press capabilities, and substantially reduces process costs. The press not only dispenses with plates but also eliminates the need for a separate pre-press along with all the associated direct and indirect costs. So it is possible to use existing ctp and pre-press systems for long offset runs, while shorter runs can be assigned directly to the RotaJET digital press for processing. Downstream processes such as drying, folding, gathering and binding can be optimised online or, with the relevant equipment, handled completely inline via a finishing system linked directly to the RotaJET to deliver the final product. This shortens turnaround times and waste while enhancing productivity throughout the entire process.



The RotaJET 76's variable printing capability using QR codes, personal landing pages or [www.blippar.com](http://www.blippar.com) bridges the divide between print and online media

Chart 4: number of models in the German automotive market



Handelsblatt, 2011

Source: University of Duisburg-Essen, Centre for Automotive Research

An additional consideration, and in the current market environment a major asset, is the positive impact on customer loyalty: integrated production processes demand more extensive networking with the print buyer.

The situation is different in the direct mail and corporate publishing sectors. While the digital printing systems commonly used in these sectors can deliver a wide variety of products in a high quality that is comparable to offset, the output of these systems is modest and the variable costs relatively high.

The general trend towards a greater variety of printed products

continues unabated. The number of consumers targeted by any one product is steadily declining and product lines are becoming more diversified in order to reach every target group, no matter how small. A good example is the development of a huge range of different types and equipment options in the automotive industry.

Chart 4 reveals a sharp increase in the number of models launched on the German automotive market since 1995 – an increase that addresses customer demands for greater individuality. This expanding range of models has by no means harmed German car manufacturers' sales, which with the

exception of 2009 and its financial meltdown have moved in only one direction: up.

### Diversification into new applications

What has that to do with our printing industry? The shift towards diversification is paralleled in printed products relating to cars, from the manuals through sales documentation to customer magazines and direct mail. At present switching from one language to another or producing copies with personalised or other imprints on an offset press is still a comparatively costly exercise.

However, inkjet systems such as the RotaJET 76 offer these options from one page to the next and at any position on the page. While this is not yet achieved with precisely the same high print quality as on a sheetfed or web offset press, for many users with other priorities the quality is perfectly adequate.

### Boosting marketing success with direct mail

Since mass mailings with no personalisation often fall victim to a physical spam filter – the “no circulars” notices affixed to letterboxes or mailboxes – this form of advertising is unlikely to achieve the desired objectives. Virtual direct mail is caught by e-mail spam filters

even quicker or discarded into the “virtual waste bin” without a second glance.

Personalised direct mail is less likely to be detected by “no circular” filters and therefore finds its way to the consumer. If its content is relevant for the recipient (which is often the case when it is personalised) it can open up some attractive opportunities.

A combination of digital print and online media also offers tremendous opportunities for positioning print more positively relative to online offerings. Applications such as QR codes, personal landing pages or [www.blippar.com](http://www.blippar.com) bridge the divide between the two worlds. Print media become a vehicle for online links which bring potential customers directly to a product or even result in an order.

### Why not hybrid?

Inkjet applications can, of course, be combined with offset processes to create hybrid products. Copies printed cost-effectively and in a superior quality in offset can be enhanced with variable content applied by a digital system. At the end of this workflow the print buyer and his customer receive a product which not only represents an outstanding return on marketing investment but can also be far superior to orthodox printed products.

From the permutations described above it is evident that the successful repositioning of print in the marketing mix can be exploited to create totally new business models offering tremendous potential. This is one of the strengths of digital print, but one that is often overlooked by conventional, cost-focused studies.

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The RotaJET benefits from our extensive expertise in press engineering, its web-guide and web-tension control systems being just two examples



Website:  
<http://www.blippar.com/>





Left: the high-performance KBA-MetalStar metal-decorating press is engineered for quality excellence

Below: the new printing and coating line at PS PrintService guarantees efficient, cost-effective production



Website:  
[www.kba-metalprint.com](http://www.kba-metalprint.com)

New high-performance printing and coating line from KBA-MetalPrint

## PS PrintService targets technological efficiency

PS PrintService in Neuhaus-Schierschnitz, Germany, was founded in autumn 2003 by siblings Christel and Florian Rauh under the banner "We bring colour to life!" The company has worked with metal-decorating presses from KBA-MetalPrint ever since a new plant was opened in 2004. In May this year the Rauhs pressed the button on a cutting-edge printing and coating line from KBA-MetalPrint for high-performance metal decorating.

The production line comprises a seven-colour MetalStar press with UV capability, followed by our newly launched MetalCoat 480 in-line coater and a triple-pallet stacking system with vacuum-controlled overhead dynamic sheet braking which combines maximum flexibility with peak productivity. Virtually all the functions of the individual components are automated, minimising changeover times. This means that even ultra-short runs can be handled cost-effectively.

### Immaculate quality through online control

A DensiTronic colour measurement and control system guarantees total reproductive accuracy. ACRC (= automatic camera register control) guarantees 100 per cent register precision after just a few sheets. Five interdeck UV dryers, an end-of-press dryer and a further dryer with low-line radiators after the coater ensure that the UV inks and coatings are cured right through on both sides of the sheets. Ist Metz ELC ballasts for the UV lamps help to minimise power consumption.

### Efficiency-enhancing automation

The automatic transfer of job data from pre-press to the press via CIP-Link, along with fully automated plate changing, automated roller- and cylinder-washing systems and automatic format adjustment for all line components maximise

efficiency by cutting process sequence times. Reducing manual input also makes the press easy to operate and eliminates potential error sources.

Whether decorating tin plate – which can be worked in rectangu-

lar or scroll formats – or aluminium, the line maintains an optimum sheet run at up to 9,000 sheets per hour, all monitored on-press by quality sensors.

Bernd Pesch  
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The Varius 80 has a maximum web width of 800mm, a maximum rated production speed of 400 metres per minute, can handle substrates 30µm to 800µm thick and can deliver image formats 21 to 34 inches long

New web press from KBA-MePrint

## Variable-format Varius 80 for flexible packaging

KBA-MePrint has already established a reputation in the marketplace as an innovative vendor of practice-proven sheetfed systems for printing plastic, paper and board. Our small-format waterless Genius 52UV is a keen focus of interest among creative printers worldwide, particularly for the technologically challenging business of printing film. Now we have expanded into web press production.

At Drupa 2012 we unveiled the Varius 80, a web press targeting the high-growth packaging sector. More specifically, its modular design and ability to handle diverse formats make it ideal for printing flexible packaging materials. Like the Genius 52UV the new press is waterless, keyless and has a UV capability – a combination that enables it to deliver a superb print quality on non-absorbent, flexible substrates, and run up to saleable colour with a minimum of waste. On top of this, it accepts offset

plates which are much cheaper than flexo plates. Handling is also much simpler.

In a sector where run lengths are steadily diminishing and job changes becoming more frequent, the savings the Varius 80 can deliver translate into major competitive advantages. Not only that, the superior image quality possible in waterless offset compared to flexo addresses a widespread demand among end consumers and offers printers a whole range of new opportunities

for diversifying and differentiating their products in the market.

### Quality, productivity and cost efficiency

The Varius 80 has a maximum web width of 800mm (31.5in), a maximum rated production speed of 400 metres (1,312ft) per minute and can handle substrates 30µm to 800µm (1 - 32pt) thick. The image length is variable between 533.4mm and 863.6mm (21 - 34in). "Run lengths are generally shrinking, so when designing the Varius 80 our engineers

focused on enhancing productivity by slashing the time lag between the end of one run and the start of the next. They also sought to maximise press flexibility and cost efficiency when printing shorter runs, and delivering a uniformly superior image quality. Keyless inking units, and the elimination of fountain solution, mean a much faster run-up to saleable colour and thus substantial cost savings in what are relatively expensive film substrates and inks," says KBA-MePrint CEO and CFO Holger Volpert.



### Cutting the cost of short-run production

The Varius 80 has fixed cylinders for the different formats, and no sleeves. As a result job changes – including format changes – can be completed in less than six minutes. The press runs up to saleable colour in just 100 metres (330ft) of web, which represents a saving in waste of around 80 per cent compared to rival presses. The benefits can be substantial for printers where frequent job changes are routine. And since the Varius 80 dispenses with fountain solution, solvents and powder, it is also environmentally friendly.

KBA-MePrint's objective in developing this innovative waterless web offset press is to expand into the flexible packaging market, challenging flexo and gravure vendors by offering a much more economical process that delivers an outstanding image quality. When printing short to medium runs the Varius 80 offers substantial cost savings that printers can pass on to their customers. But the press is also suitable for long print runs.

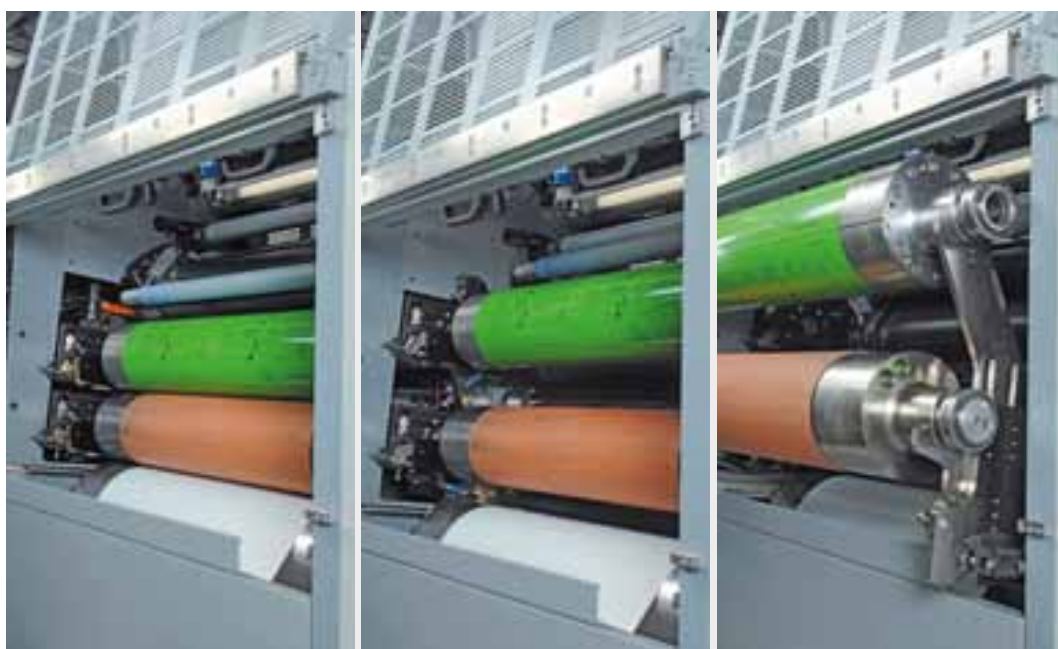
### Market-oriented production lines possible

Alongside the dominant offset process the modular Varius 80 can even incorporate printing units for other processes – including flexo and gravure. It can also be configured with inline finishing capabilities such as a slitter, sheeter etc to support customised production lines. The pilot press at Drupa printed reel to reel. With over 2,500 waterless, keyless UV offset inking units sold, KBA-MePrint is already a successful provider to many branches of industry. So expanding into the high-growth flexible packaging sector with this highly effective technology was a logical move.

Antonio Morata  
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The variable-format Varius 80 web offset packaging press – pictured here from the web unwinder – is module-based to support customised configurations



The format can be changed in a matter of minutes thanks to automatic plate- and blanket-cylinders changes: the cylinders for the next job can be stored in a cassette on the drive side



For further information go to:  
[www.kba-meprint.com](http://www.kba-meprint.com)

International Newspaper Color Quality Club 2012-2014

# KBA users tops again in global quality competition

A total of 81 printing and publishing companies from 29 countries around the world fulfilled the rigorous criteria for membership in 2012-2014 of the exclusive International Newspaper Color Quality Club established by WAN-IFRA, the World Association of Newspapers and News Publishers. The awards will be presented during the World Publishing Expo scheduled from 29 to 31 October in Frankfurt am Main, Germany.



The global quality competition for membership of WAN-IFRA's exclusive International Newspaper Color Quality Club took place this year for the tenth time

## Focus on international newspaper printing standards

A biennial event launched in 1994, the selection trials this year attracted 192 titles from publishers in 43 countries keen to gain much-coveted acceptance in this elite international circle of newspapers printed to the highest quality standards. The winners were selected during a three-month screening process based on print samples featuring prespecified test elements, with additional visual scrutiny by a panel of experts. According to a WAN-IFRA spokesman, the production plants of the successful applicants also proved their compliance with rigorous ISO norms and thus their ability to reproduce colour images and ads in a uniformly high quality and with the desired visual impact.

## KBA users carry off over 40 per cent of the awards

35 awards – or 43 per cent of the total – went to newspaper publishers with KBA presses in Europe, North and Central America, the Middle East, Asia and Australia. Alongside quality-focused newspaper publishers with conventional offset presses, seven European users of compact KBA Cortina waterless presses were among the top rankings: Botniaprint, Centre d'Impression Edipresse, Druckerei Konstanz, Druckzentrum Nordsee, Freiburger Druck, Rheinisch-Bergische Druckerei and Rheinpfalz Verlag und Druckerei.

The award-winning KBA newspaper customers are:

- Alma Manu in Rovaniemi, Finland (*Lapin Kansa*),
- Al-Yaum Media House in Dammam, Saudi-Arabia (*Al-Yaum Newspaper*),
- Botniaprint in Kokkola, Finland

(*Keskipohjanmaa*),

- Brune-Mettcker Druck- und Verlags-GmbH in Wilhelmshaven, Germany (*Wilhelmshavener Zeitung*),
- Büchler-Grafino Druckzentrum, Bern, Switzerland (*Berner Zeitung*),
- CIE Centre d'Impression Edipresse in Bussigny, Switzerland (*Tribune de Genève*),
- Coop Presse in Basel, Switzerland (*Coopzeitung*),
- Druck- und Verlagshaus Frankfurt am Main in Neu-Isenburg, Germany (*Frankfurter Rundschau, Handelsblatt*),
- Druckerei Konstanz in Konstanz, Germany (*Konstanzer Anzeiger, Südkurier*),
- Druckzentrum Nordsee in Bremerhaven, Germany (*Nordsee-Zeitung, Sonntagsjournal der Nordsee-Zeitung*),
- EditoGran in Guayaquil, Ecuador (*El Telegrafo*),
- Feza Gazetecilik in Istanbul, Ankara, Trabzon, Adana and Izmir, Turkey (*Today's Zaman, Zaman, Zaman Cuma, Zaman Cumartesi, Zaman Pazar*),
- Frankfurter Societäts-Druckerei in Mörfelden, Germany (*Frankfurter Allgemeine Zeitung, Frankfurter Allgemeine Sonntagszeitung*),
- Freiburger Druck in Freiburg, Germany (*Badische Zeitung, Der Sonntag, Freiburger Wochenbericht*),
- Heilbronner Stimme in Heilbronn, Germany (*Heilbronner Stimme*),
- Journal Communications in Milwaukee, Wisconsin, USA (*Milwaukee Journal Sentinel*),
- KHL Printing in Singapore (*Asia Wall Street Journal*),
- Märkische Verlags- und Druck-Gesellschaft in Potsdam, Germany (*Frankfurter Allgemeine Zeitung, Frankfurter Allgemeine Sonntagszeitung*),
- Mediacorp Press in Singapore (*Today*),

- Pressehaus Stuttgart Druck in Stuttgart, Germany (*Stuttgarter Zeitung*),
- Printing Partners Brussels in Groot Bijgaarden, Belgium (*Het Nieuwsblad, l'avenir*),
- Printing Partners Paal-Beringen in Paal-Beringen, Belgium (*Het Belang van Limburg, Gazet van Antwerpen*),
- Rheinisch-Bergische Druckerei in Düsseldorf, Germany (*Rheinische Post*),
- Rheinpfalz Verlag und Druckerei in Ludwigshafen, Germany (*Die Rheinpfalz*),
- Singapore Press Holdings in Singapore (*The Straits Times, Berita Harian, Lianhe Zaobao*),
- Tamedia in Zurich, Switzerland (*Tages Anzeiger*),
- The Globe and Mail, Vaughan Print Plant in Toronto, Canada (*The Globe and Mail, Metro Edition*),
- The Printers (Mysore) in Bangalore, India (*Deccan Herald, Prajavani*),
- Ungeheuer + Ulmer in Ludwigs-

burg, Germany

- (*Ludwigsburger Kreiszeitung*),
- United Printing & Publishing in Shahama, Abu Dhabi, UAE, (*7 Days, The National, Al Ittihad, Financial Times*),
- Verlag E. Holterdorf in Oelde, Germany (*Die Glocke*),
- V-TAB in Västerås, Sweden (*VLT*),
- Wegener Nieuwsdruk Gelderland (WNG) in Apeldoorn, Netherlands (*de Peperbus*),
- Wegener Nieuwsdruk Twente (WNT) in Enschede, Netherlands (*De Twentsche Courant Tubantia, Huis aan Huis Enschede*),
- West Australian Newspaper in Perth, Australia (*The West Australian, Seven Days*).

We warmly congratulate our customers and all the other winners on this outstanding achievement.

Dr Bernd Heusinger  
bernd.heusinger@kba.com



Among the proud members of the International Newspaper Color Quality Club 2012-2014 were 35 KBA customers, including Freiburger Druck as one of seven with compact Cortina waterless presses



## Long night of industry at KBA Radebeul

On 3 July Dresden held its first “Long Night of Industry” – an event promoting closer contact between the people of the region and the industrial enterprises in their neighbourhood. KBA in Radebeul opened its gates for one of the twelve tours offered, and between 6pm and 10pm two groups of 50 toured our high-tech sheetfed factory.

After welcoming the visitors to the customer showroom technical plant manager Dr Olaf Römer gave a brief summary of KBA's history and current product palette. In the assembly hall the tour proceeded through metal-cutting and laser engraving, turning and milling, cylinder manufacture, and large-component grinding and milling. This was followed by assembly line production, clocked stationary assembly, electrical assembly and the ever-impressive final assembly of sheetfed offset presses up to proof printing.

Head of vocational training Jochen Mann outlined the various types of training provided by KBA Radebeul, and in the well-equipped training centre two apprentices showed off some of the typical products made during training.

Demonstrations were also given in special training labs of how our apprentices experiment with pneumatics and electrical circuitry. Visitors were equally impressed by the historical presses that KBA apprentices had restored.

**Heiko Peschk, a second-year apprentice industrial mechanic, explaining to an interested party of parents and schoolchildren how pneumatic circuits work**



## Allpak/Trojan in Seattle switches to large format with Rapida 142s

Award-winning US printing and packaging company **Allpak/Trojan** in Seattle installed a 6B (56in) Rapida 142 eight-colour press with coater and hybrid UV capabilities in 2005 and a six-colour coater version in 2011.

“Growth from our existing large-format work had developed to the point where a second press was required,” says company president Wayne Millage. “After reviewing our product mix, we decided that a six-colour plus coater would be the right configuration to support this growth. Based on our experience with KBA's service and support, combined with the quality and productivity improvements that we have experienced, it was clear to us that our initial view of KBA as a leader with a proven track record in the large-format market was an accurate assessment.”

To make way for the new Rapida 142 Allpak/Trojan had to remove two B1 (40in) presses. “We’ve found that our KBA presses are so productive that downstream equipment needed to be added to handle this new capacity,” says Millage. “Although we removed two presses and replaced them with one, we significantly increased capacity while keeping manning at existing levels or even slightly less than before. Our customers benefit in the increased production capacity now available from us.”

Allpak/Trojan is gaining greater savings and quality and providing benefits to its environmental commitment. “The savings in paper from a 56-inch sheet compared to a 40-inch sheet surprised even us,” comments Millage. “Technically the 56-inch sheet is twice as big as a 40-inch sheet but we typi-

cally get 125 per cent more product on the larger sheet. Quality is quite important, too, and what we get from our KBA presses is rock-solid predictable and consistent quality from sheet number one to one million.” Founded in 1950, Allpak/Trojan provides high-end com-

mercial printing and innovative packaging solutions. It also offers in-house graphic and structural design, point-of-purchase displays, pack and assembly services, all under one roof.

**Left to right: Allpak/Trojan pressroom/pre-press manager Mark Schoeppach, KBA district sales manager Randy Perkins, Allpak/Trojan second press operator Brian Funk, press operator Sean Logan, pressroom lead Brian Reynolds and president Wayne Millage at the new Rapida 142**



## KBA Rapida 75 for Finnish printshop

After scrutinising all the B2 (29in) presses on the market, Finnish printer **Painotalo Seiska** in Iisalmi, a town with 22,000 inhabitants some 450km (280m) northeast of Helsinki, placed an order with KBA for a Rapida 75. The four-colour coater press with extended delivery was delivered in the summer.

Major factors informing its decision were the quality of both the press and printed products, the level of automation and confidence in KBA. Management was also impressed by the positive feedback from other KBA users in terms of service and support.

Chairman of the board Henri Pietikäinen said: "Our guiding principle has always been quality, which means that in everything we do,

quality plays a major role. We are a typical commercial printer, but in future we'll be specialising in certain areas. As this investment is a part of our new strategy, it was very important for us to choose the right partner for the future, and we are confident that we made the right decision."

"This is the second Rapida 75 press we've sold to Finland in just a couple of months," said KBA Nordic's director Marcus Juselius. "Painotalo Seiska's choice of press signalled a change of vendor, which means we're doing something right."

Established in 1981, Painotalo Seiska has twelve employees and is known as a quality printshop where every job is considered important and handled with equal care.



Pictured outside Painotalo Seiska's production plant (l-r): KBA Nordic director Marcus Juselius, chairman of the board Henri Pietikäinen, KBA sales director Sven Strzelczyk, production director Jouni Jähmänen

## Mastercolour boosts productivity, cuts emissions with Rapida 75

**Mastercolour**, the Tunbridge Wells-based commercial litho print house, is streamlining its pressroom operation with a new six-colour Rapida 75. The sale announced on the first day of Drupa replaced two older five-colour KBA B2 (29in) presses in a move that improves productivity while reducing carbon footprint.

For Mastercolour's managing director, Philip Exall, the decision was not so much a question of 'if' or 'what', but 'when': "We identified this as our next investment move quite a while ago but it's been difficult to gauge the market with the economy in such an uncertain state. In operational terms the case was never in doubt; the new Rapida 75 makes ready in a third of the time of the machines it is replacing, has a higher production speed and the on-press systems cut down run-up waste and consumables – and that's before you take into

account the energy savings. It was just a question of timing, and we felt this was the perfect point to make the move for our business."

Mastercolour has established a strong presence in the banking, insurance, publishing, retail and charity sectors throughout the UK for clients who set a great deal of store by the ethical approach to print that Mastercolour has championed. The company has achieved both FSC and ISO 14001 environmental accreditation and Eco Management and Audit Scheme (EMAS) registration; during the uncertain years of the credit crunch recession its investment strategy revolved around reducing environmental impact through conversion to processless plate systems and leaner manufacturing.

"We have always had the greatest confidence in KBA," adds Mr Exall, "and we feel their performance

over the years shows that they share our values."

The Rapida 75 is Multicolour's tenth KBA press in 30 years and the first in the UK of the new generation launched at Drupa 2012. Christian Knapp, managing director of KBA (UK), says: "It is clear that Mastercolour and KBA have the same business philosophy based on

product excellence, regeneration and loyalty to our customers. We are very excited to be a part of the next stage of their ongoing development."

In the summer Mastercolour in Tunbridge Wells installed the first Rapida 75 in the UK of a new generation unveiled at Drupa





## Calendar and POS specialist Raynard targets growth with high-performance Rapida 106



Raynard managing director Philippe Palou has the POS market firmly in his sights



The Raynard management team and press crew at the new high-performance Rapida 106

In June this year French calendar and POS specialist **Raynard** in Brittany fired up its first high-performance Rapida 106, a six-colour coater version. The company, whose workforce swells to over 16 in the main calendar season (September to November), bought the press to boost capacity and productivity with the aim of carving out a larger share of the POS market. At present Raynard generates around 40 per cent of its total sales with POS products. Managing director Philippe Palou is confident that POS production is the way of the future. "After winning one of the prestigious Popai awards in 2011 we are looking to expand our presence in the POS market still further. Wall, aisle and stand-up displays and boxes are our primary products. Our development of-

fice is a driving force in boosting sales, enabling us to make major advances towards achieving our goal of becoming a strong player in this market."

The addition of the Rapida 106 – the makeready world champion – is all part of the same strategy. The new-generation press incorporates an array of useful features that include DriveTronic SIS sidelay-free infeed, a carton-handling capability and CleanTronic Synchro for simultaneously washing the inking rollers, blanket and impression cylinders. It can handle stock up to 1.2mm (48pt) thick. Says Palou: "For us, the Rapida 106's versatility is of the first importance, because it allows us to offer an extensive palette of POS products and address shifts in market demand."

Another factor influencing the choice of the Rapida 106 was the superb print quality it delivers with a minimum of waste, thanks to its KBA QualiTronic inline colour measurement and control system. Raynard has already gained a number of environmental certificates, among them Imprim'Vert, PEFC and ISO 14001, and is committed to greening up print production. Cutting paper consumption is a fundamental objective. With the Rapida 106 the company has enhanced productivity while burnishing its environmental credentials. So there is nothing to stop it achieving ISO 12647 accreditation for offset lithographic processes before the end of the year.

## KBA user a winner of Art of Packaging 2011 award in Poland

On 23 April a ceremonial gala took place in Poznan for winners of the "Art of Packaging – Packaging Pearls" awards sponsored by trade magazine *Packaging Polska*. There are two categories: Debut, for students and graduates of schools and universities that teach packaging design and manufacture; and Professional, for designers, agencies, printing houses, packaging manufacturers and companies that are the consumers or owners of packaging. Now in its sixth year, the competition was launched to promote innovation, creativity and competitiveness among Polish packaging producers in domestic and foreign markets. The awards were presented by jury chairwoman Izabela E Kwiatkowska. The winner of the Design category was Krzysztof Czaicki from the Academy of Fine Arts in Katowice, with a project called "Roll it": packaging for Poland's traditional rogal

świętomarciński (Saint Martin's croissant).

The winners in the Professional category were Adam Marczuk and Marek Daczka of printing house **Werner Kenkel** for the project "ChockoShots – EuroTrophy For You". In the run-up to the UEFA European Football Cup the Kenkel development department came up with packaging that could be used not just during the European Cup but for other ball sports as well. It comprises two different types of packaging – the smaller with a hexagonal and the larger with a pentagonal base, both with hand-formed truncated cones radiating outwards. After emptying out the contents the user finds instructions for combining these shapes in different ways. Twenty hexagonal and twelve pentagonal pieces can be transformed into a three-dimensional object such as a ball. The appeal lies in the fact

that at least three types of ball are possible, with different diameters and elements. The packaging was printed in four colours and matt UV coated at Werner Kenkel on a large-format Rapida 162a.

"ChockoShots – EuroTrophy For You", the winning packaging design submitted by professionals, was printed on a Rapida 162a at KBA user Werner Kenkel

Photo: Werner Kenkel



## Further Rapida 145 for Druckhaus Mainfranken

**D**ruckhaus Mainfranken, one of the biggest litho and internet print operations in Germany, signed up for a further Rapida 145 at Drupa. The company has four production plants: in Greussenheim and Marktheidenfeld (Bavaria), Klipphausen and Kesselsdorf (Saxony). It also owns a printing house, Thieme, in Meissen (Saxony).

Production at Druckhaus Mainfranken is based on standardised processes and extensive automation. Most of the products printed are distributed by Flyeralarm, a fast-growing, highly successful online print portal. At present there are four large-format Rapida 142 four-colour presses in operation at the Greussenheim plant, but these will gradually be replaced by Rapida 145 press lines. A beta version of the Rapida 145 featuring DriveTro-

nic SPC simultaneous plate changing launched into action at the beginning of 2011. As soon as the test phase was completed the company ordered a second Rapida 145, which was installed in July this year. The next contract followed at Drupa. This was for a further Rapida 145 for Greussenheim and also a Genius 52UV for Thieme. It will be the first KBA press in the Meissen printshop.

All Rapida 145 presses for Druckhaus Mainfranken have the same features. Alongside DriveTronic SPC dedicated plate-cylinder drives they also include inking-unit temperature control, nonstop facilities at the deliveries, new ErgoTronic Professional consoles with wall screens and QualiTronic inline colour control. Druckhaus Mainfranken's Klipphausen plant



has a press room full of big Rapidas. Its eight Rapida 142 presses are extensively automated and embedded in a standardised workflow.

KBA sales manager for southern Germany **Marcus Weber**, KBA-Deutschland managing director **Ramona Weiss-Weber**, Druckhaus Mainfranken CTO **Ulrich Stetter**, KBA executive vice-president for sheetfed sales **Ralf Sammeck** and KBA MePrint CEO **Holger Volpert** (l-r) pictured after the contract was signed at Drupa

## Successful open house in Vienna

**A**s part of an 'Open House Tour' that kicked off in Vienna, KBA-MePrint demonstrated the huge range of applications possible with its B3 (20in) Genius 52UV sheetfed offset press. Over 30 print pros made their way to service provider **Druckwerker** to

find out more about the potential rewards of working with this compact press.

Clients today expect much greater flexibility from print providers – printing on paper alone is just not enough any more. By combining

UV and waterless technology the Genius 52UV offers a uniquely diverse choice of applications. Alongside paper and board the range of substrates it can handle includes plastics, lenticular film and even wood up to a maximum of 0.8mm (16pt) thick. The Genius 52UV's environmental credentials are another major selling point. There are currently over 750 Genius printing units in action worldwide – and five of them are at Druckwerker in Vienna.

The press demonstration focused on high-speed job changes with different types of substrate such as Chromolux cartonboard and PET film. Automatic plating up reduces operator workload while keyless inking units ensure that the Genius 52UV runs up to saleable colour in just ten sheets. This can deliver substantial bottom-line benefits when printing costly substrates. A fifth printing unit, which is a standard feature, affords

additional flexibility. The elimination of water makes the printing process 100 per cent stable, since problems with registration simply cannot occur. And waterless offset delivers exceptionally sharp detail reproduction. The larger colour gamut compared to conventional offset results in images with much more brilliant, saturated colours. Engineered for one-man operation, with fast makeready and a minimum of start-up waste, the Genius 52UV is ideal for short to medium print runs.

The absence of fountain solution, additives and powder, in conjunction with low waste levels, make this B3 press an attractive alternative for printers seeking to boost sales among environmentally minded customers. The Genius 52UV's green technology has been officially confirmed with the award of the European Waterless Printing Association's Waterless Offset Emission Certificate.



Hands-on print technology: live press demonstrations underscored the Genius 52UV's ability to deliver on its promise



# Xuzhou Press Media Group: semi-commercial printing with Comet

**Xuzhou Press Media Group** is moving into China's flourishing semi-commercial sector and targeting further growth with a heatset Comet. The new press with one reelstand, printing tower, folder and dryer will come on stream early next year in the rapidly expanding industrial city of Xuzhou in the north of Jiangsu province, eastern China.

This will be Xuzhou Press Media Group's second Comet press following the commissioning in 2001 of a larger model with four reelstands, two towers and two folders, but no semi-commercial package. Alongside its own regional title, the top-selling *Xuzhou Daily*, the group also prints the *People's Daily*,

*Xinhua Daily* and a number of others. The city of Xuzhou with some ten million inhabitants is a traffic hub linked by motorway and rail to other big cities like Shanghai, and also has a domestic airport.

Xuzhou Daily president Liu Ming says: "What informed our choice of press were the Comet's superb performance and first-class print quality, and the competent service provided, which underscored KBA's outstanding reputation in the international newspaper industry. When we set out to address the mounting demand for semi-commercials we did a lot of market research and came to the conclusion that KBA offered the best technology for our purposes."



The new Comet with dryer will come on stream at Xuzhou Press Media Group in the industrial city of Xuzhou early next year

The heatset Comet will enable our printing plant to handle new production specs."

## Fine start for KBA Korea

At the end of last year KBA set up a new subsidiary in Korea, and the intensive market development and customer focus pursued under the guidance of managing director Kenneth Hansen are now bearing fruit: a succession of longstanding and new users have signed up for high-powered Rapida sheetfed offset presses and we are confident that sales will remain brisk.

In 2010 **Gomundang Printing** in Daegu-Si was the first Korean print enterprise to fire up a Rapida 105 with no-sidelay infeed and simultaneous plate changing. The family-run commercial and packaging operation already had six Rapida 104 and 105 presses and is profiting from the current boom

in the Korean electronics industry. Specifications for an eighth press, a Rapida 105, included a 450mm (17.72in) plinth, six inking units, a coating capability, a CX board-handling package, automatic plate changers, dual-purpose washing units, nonstop facilities and Densi-Tronic quality control.

In October this year **Kuk Je Printing** in Pusan also takes delivery of its eighth KBA litho press, a plinth-mounted five-colour Rapida 105 with a coater and board-handling capability, automatic plate changing, CleanTronic washing units and a nonstop roller. The company also produces packaging for the high-growth consumer electronics sector.



Wonchang president Seok Joo Ohg, Wonchang chairman and CEO Jae Young Park, KBA Korea managing director Kenneth Hansen and KBA Korea vice-president Won Jyn An (l-r) are delighted at the sale of the first Rapida 162a in Korea, which will print direct offset at Wonchang Corrugated



Duksu/Kuk Je chairman Hyun Soo Jung and KBA Korea managing director Kenneth Hansen with the contract for Kuk Je Printing's eighth KBA sheetfed offset press, scheduled for delivery in October

**Dream AD** in the Korean capital, Seoul, has established a reputation for outstanding design and value-added commercial products. At the end of the year the company is adding a fourth press, a five-colour Rapida 105 with coater and double extended delivery.

Recently **Wonchang Corrugated** down south placed an order for a large-format Rapida 162a for direct printing on corrugated board. It will be installed at corporate headquarters in Kimhae towards the end of the year. Along with board- and corrugated-handling capabilities the six-colour coater press with extended delivery will have automatic plate changers, be mounted on a 420mm (17.72in) plinth and embedded in a pallet-free pile logistics system.

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