

Report

PRODUCTS|PRACTICES|PERSPECTIVES

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High-speed inkjet compact: on a stand measuring just 91m², KBA demonstrated the high quality and performance potential of its RotaJET 76 in Lucerne

Hunkeler Innovation Days

KBA RotaJET scores points with quality and performance

The RotaJET inkjet web press, which has undergone a raft of technical improvements since its premiere at Drupa, was well received at its first outing at the Hunkeler Innovation Days. The ink feed, ink system, screening and colour management have all been decisively optimised. Live in Lucerne, the KBA RotaJET proved that it has more than bridged any gap to the competition. KBA has also received similar feedback from interested printers who have tested the print quality with jobs of their own either at KBA or other digital print providers. A new rewinder and a new, even more efficient IR/hot-air drying system both enhance

overall performance. Along with a web remoistening unit and coater, the press features standard additional options, such as automatic reel changing and integrated reel logistics found in KBA offset presses, but which are not offered by our competitors. The KBA RotaJET achieves a superior level of productivity in high-speed inkjet printing.

An important share in the vastly improved print quality is due to the newly developed RotaColor polymer-based pigment ink. It significantly reduces the penetration of pigments into the paper and that translates immediately into exact print and reduced print-

through. The ink also broadens the printable range of untreated substrates. KBA is the first manufacturer to use the new polymer-based ink in a high-volume inkjet system at the Hunkeler Innovation Days, at which the press pumped out book projects and a daily show newspaper live in outstanding quality. Project manager Oliver Baar: "We have kept the promises we made to those interested in the press at Drupa. The KBA RotaJET is now well prepared for daily print production." *Watch this space for more information.*

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KBA

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Claus Bolza-Schünemann
president and CEO, Koenig & Bauer AG

In the online age quality still has its price

It's hard to believe that the last Drupa closed its doors almost ten months ago. It was a resounding success predominantly for our sheetfed offset segment and alongside prospering business in special presses it played its part in ensuring that the KBA Group ended 2012 with a considerable growth in sales and the best group result in the last five years. We will publish the exact figures on 22 March.

From our shareholders point of view, compared to other mechanical engineering branches pre-tax profit could have been higher. However, in the print and printing press industry, market development over the past years has led to modesty concerning sales and earnings in particular. This is also evident from the fact that KBA is the only one of the four world's largest press manufacturers which has remained in the black in the last four years. Our manifold product range, on the one hand targets the high-volume sheetfed offset and web offset markets and on the other hand niche markets such as banknote, coding and metal-decorating printing. This differentiates us from our direct competitors. Together with the necessary cuts in our capacities and costs, our broad portfolio helped us to come through some challenging years

significantly in a more stable position than other companies.

However, we are far from "business as usual". The financial and political turbulence in southern Europe and other parts of the world and the consequences of the media shift are taking its toll on us and many of our customers. Reports of bankruptcies and company closures in the print and media sector add to the uncertainty of investors. We have also felt the effects of this especially on the web press order books for years. There is however substantial evidence that the printed newspaper or magazine continues to play an important role in the different distribution regions and target groups as an established brand for the information and advertising business. The strengths of good print media are its high credibility, lasting advertising results and verifiable content designed by professionals. The challenge is to convincingly combine these with the strengths of online media, such as speed, up-to-dateness and interactivity. QR or AR codes in printed ads and articles are just one example of possible bridges between both media channels. For this there are already some promising beginnings. Many publishing houses are still on the hunt for finan-

cially sustainable hybrid solutions and business models, as "online only" rarely works in the world of newspapers and magazines. Even the big players in e-commerce increasingly rely on the support printed media gives to strengthen customer loyalty. The role of print is changing, but in many facets it is still very much alive. With our means and know-how we all can play a part that it remains so.

Also in the online age quality remains important, but it also has its price. This is true for professionally researched content and sustainable ad campaigns, but also for high-quality print products and presses with proven productivity and user benefits. Just because something is cheap, does not mean it is good value and makes economic sense. Our industry can vouch for this. All too often for the sake of capacity businesses forgo the minimum returns necessary in the long run. The known bankruptcies despite full order books are the result.

In the first week of February this not so new knowledge prompted us to public announce a 2.5% price increase for our sheetfed offset presses with effect from April in response to increased costs for materials, energy and other re-

sources. Along with considerable cutbacks in personnel carried out in recent years and the continuing strict cost-cutting program, we believe this step is legitimate and necessary. At Drupa KBA presented the most cutting-edge and productive medium and large-format sheetfed presses currently available on the global market. This new generation of presses with their raft of advantages in terms of automation, makeready times and inline processes cannot be sold in a buyer's market below its value. In the end only financially sound suppliers are of interest to printing companies, as only such suppliers with their own resources can continue to provide the market with the innovations it needs.

With the hope that you understand this somewhat unusual announcement in the capital-goods industry, I wish you a very successful 2013 and I look forward to continuing our fruitful business relationship.

Yours,

Claus Bolza-Schünemann



The Rapida 106 makeready champion: seen at Drupa 2012 and now in action at Allied Printing Services in New England

Allied Printing Services invests in flexible KBA Rapida 106

Modern technology and shared values basis for success

In November an eight-colour Rapida 106 was delivered Allied Printing Services, an American commercial/financial printing firm located in Manchester, Connecticut. The firm's management saw the press in action at Drupa 2012 and put it through rigorous testing before making the final decision.

"Even during this challenging environment, Allied Printing Services continues to grow aggressively by adding new customers and more

employees," says John Sommers Jr, president of Allied Printing Services. "We believe strongly in consistently reinvesting in our company

and maintaining the most up-to-date equipment on our floor. The KBA Rapida 106 allows us to continue our healthy growth and further enhance our product portfolio. We're adding capacity with the addition of this new press."



A tour of the Allied Printing Services facility (l-r): John Sommers Jr., president of Allied Printing Services; KBA president and CEO Claus Bolza-Schünemann; and Jonathan Kaufman, vice president of technical development at Allied Printing Services

Sommers also noted additional key reasons that his firm chose the new KBA press. These include the ability to print on a wide range of substrates, from 60g/m² (40lb) text to 1,000g/m² (48 PT) board, inline automated systems, such as QualiTronic Color Control, automatic register control and automatic plate changing, plus the direct pro-environmental impact that the press will make. "Having the ability to run a wide spectrum of substrates was critical for us," says Sommers. "On a typical day at Allied, we can be printing

financial work on lightweight offset and then need to quickly changeover to point-of-purchase and packaging work on thick board. Our new Rapida 106 will allow us to do so with ease. Another one of our main differentiators from our competitors is our ability to deliver fast turnarounds, which the press ensures. The unique KBA automation is crucial, especially the inline colour control and auto-register. In 2008, we bought three sheetfed presses from a different press manufacturer with offline colour control. We decided that inline colour control is a big advantage."

"After evaluating several different scenarios for a new press, we felt that KBA exceeded our expectations," says Sommers. "While other press manufacturers did not appear to be reinvesting in their research and development, we felt that KBA has made a commitment to the offset market. We were honoured to have KBA president and CEO Claus Bolza-Schünemann visit our facility. There are so many parallels between our company and KBA. Both firms believe strongly in providing unique solutions specific to each customer; both firms work diligently to understand their customers' business strategy both today and in the future and both firms are in healthy financial positions led by next-generation family-run owners. We were impressed with Claus' engineering background."

Established in 1949, Allied Printing Services is a third-generation family-owned business. The firm serves a diverse national customer base of pharmaceutical, financial, retail, point-of-purchase, manufacturing, CD, agency, and direct mailers. The group's product range is the broadest in the industry; its portfolio includes commercial and newspaper web presses, sheetfed offset and digital inkjet presses, plus a large book bindery. With a 26,500m² (285,000ft²) production facility, Allied is among the top 75 printing firms in the USA and it is the largest family-owned commercial printer located in New England.

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The new Rapida 105 is also available as a perfecting press for 4-over-4 or 5-over-5 printing

The new Rapida 105 establishes itself as a long perfecting press

Economic efficiency in 4-over-4 or 5-over-5 printing

The medium-format Rapida 105 (72/74 x 105cm) was unveiled by KBA in November 2011. This new sheetfed offset press has significant differences to previous generations. The Rapida 105 is based on the same technological platform as the high-tech Rapida 106, that with a maximum output of up to 20,000sph and its makeready times defines the benchmarks in medium format. Its intelligent automation concept, various configurations and optional features available combined with a maximum production speed of 16,000sph (17,000sph with the HS speed enhancement package), the internationally successful Rapida 105 targets printers with limited investment budgets. Since Drupa 2012, the new press has been available and sold as a long perfecting press for 4-back-4 and 5-back-5 printing. Its sheet travel systems and maximum sheet format makes it superior to presses from other well-known manufacturers, who still print with single-size impression cylinders without washing units.

The Rapida 105 perfecting press also features double-size impression cylinders and transfer systems, a standard feature in all modern sheetfed offset presses. Sheet travel has become even more streamlined thanks to the substructures and printing units taken from the Rapida 106. The quick-reacting inking units with a single-train ink feed and large rollers for less waste are identical

to those found in the Rapida 106. The console's preset capability, smooth running and contact-free sheet transfer supported by Venturi air-cushioned sheet guides, which is a feature not found in many comparable presses, predestines the new Rapida 105 for perfecting, even when using heavy substrates. Its universal grippers accommodate any changes in substrates without adjustments. All

registers can of course be remotely adjusted at the ErgoTronic console or automatically checked and corrected with ErgoTronic ACR.

Perfecting with Rapida 106 technology inside

The three-drum perfecting system in the Rapida 105 which ensures an output of up to 14,000sph in perfecting mode, is the same as in the Rapida 106, that has a maximum

output of up to 18,000sph. There are opportunities to increase the Rapida 105's output in future. Precise perfecting register is achieved with a broad range of substrates. The fully-automatic conversion between straight and perfecting mode and vice versa only takes two minutes. The Venturi system also prevents the substrate from coming into contact with certain press components before the printing zone. Mechanical guides are only needed when printing with carton board.

Jackets on the impression cylinders after perfecting ensure invariable quality on both sides of the sheet. The drum shells feature an anti-marking coat and twisting suckers spread the rear edge of the sheet tight on the storage drum when perfecting. Sheet travel below the perfecting drum and in the delivery can be observed via a video system allowing the air-stream to be adjusted precisely. All settings for sheet travel from the feeder to the delivery can be saved and recalled for repeat jobs.

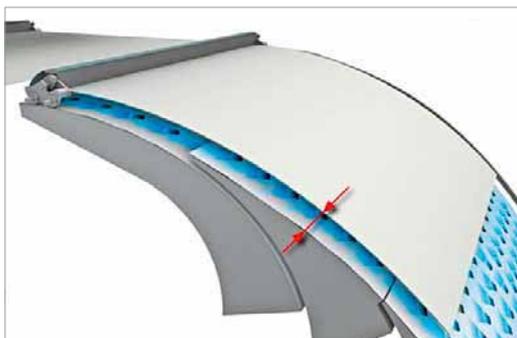
Intelligent automation boosts efficiency

Long Rapida 105 perfecting presses with optional automated plate changers score points when it comes to the time saved during job changes. In just five and half minutes, including the necessary register zeroing, all plates are changed in eight or ten printing units.

KBA CleanTronic ensures fast washing with job-specific preset programs. Dry cloths and ready-impregnated cloth rolls are used



The Rapida 105 features the same cutting-edge three drum sheet perfecting system found in the high-end Rapida 106



AirTronic delivery with Venturi air-cushioned sheet travel



Clean and fast: the CleanTronic washing bar with wash cloth



The Rapida 105's cutting-edge ErgoTronic console with integrated measuring technology

instead of commonplace, high-maintenance brushes. Collection tanks or feedback systems for used washing materials are not necessary in the Rapida 105. One roll of cloth lasts up to 200 washing cycles. KBA CleanTronic is easy to operate and up to three minutes faster than conventional brushing systems. Parallel washing programs cut job changeover times. Along with a swivelling washing bar for combined blanket and impression cylinder washing, also available is a multiple-media washing system (CleanTronic Multi) for different ink use and a safety function to eliminate waiting times before the cylinder is washed when printing with UV inks. Addition-

ally, the “print clean” function removes the remaining ink from plates and blankets, thus slashing the time need for washing and the use of resources.

The Rapida 105 user can choose between the various KBA VariDry drying systems (IR/hot-air, UV, HR UV) depending on the job mix. Enhanced energy efficiency and sustainability are shifted into the spotlight with the VariDry^{BLUE} option. Dryer control is always dependant on the pile temperature. The individual drying modules and also the lamps can be changed or replaced between all positions without the need for tools.

In the delivery the ingenious Venturi sheet guiding system ensures an air-cushioned travel to the sheet filing at high speeds for even the most sensitive of substrates. The suction roller with presuckers and adjustable speed decelerate the sheets and facilitates precise pile formation. The amount of powder metered depends on output and format.

Preset capability virtually throughout

The console is a further highlight of the new Rapida 105. The touchscreen supports ergonomic access to all press functions and the menu is logically structured and easy to understand. The preset capability controlled via the

ErgoTronic console, a feature found in all Rapidas, coordinates the whole makeready process in every press model. The large wall screen which enables all press settings to be visualised is another of its many new features. The Job-Access job changeover program coordinates various makeready processes at the push of a button. A remote maintenance module and a KBA LogoTronic production management system are all integrated into the console as well as optional measuring systems, such as ErgoTronic ColorControl (density and Lab measurements) or ErgoTronic ICR (register control).

Proven technology with enhancements

Despite the many technological features taken from the high-end Rapida 106, the new Rapida 105 perfecting press distinguishes itself greatly from its predecessors. Not only has the proven basic construction been enhanced by a new feeder and delivery, it includes some other technical and visual improvements. The new Rapida 105 is a cutting-edge sheetfed offset press in every way. Come and have a look for yourself.

Rapida 105 / Highlights

Feature

DriveTronic Feeder
Automatic infeed monitoring
Pneumatic pull lay
Frames and substructure
Sheet guiding, bearings & grippers
Perfecting unit
Ink unit
Fully automatic plate change
CleanTronic
AirTronic high-line delivery
Job Access

Benefit

Winning feature: Dedicated drives with servo motors
5 intelligent systems for sheet monitoring
Pneumatic pull lay from Rapida 106
Very robust: substructure cast & upper side frames in one piece
Design identical with Rapida 106
Design identical with Rapida 106
Design identical with ink unit in Rapida 106
Reliable and fast system
Combined system for simultaneous washing
Designed for 18,000sph, Venturi sheet guiding system
One push-button job changeover program

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Johor Bahru, an important business hub in southern Malaysia, has a road link to Singapore



Children's and other books dominate production at TWP's plant in Johor Bahru

Tien Wah Press in Johor Bahru, Malaysia

A long Rapida 106 follows a large Rapida 142

Singapore-based Tien Wah Press (TWP), part of Japan's Dai Nippon Printing Group, pushed the button on a highly automated ten-colour Rapida 106 perfecting press with coater in its production plant in Johor Bahru (Malaysia) in December 2012. Just one year before the world's makeready champion in medium format came online, a five-colour large-format Rapida 142 went live in the same plant.



The new ten-colour Rapida 106 perfecting press is the second KBA press to be installed at TWP's plant in Johor Bahru within a short time

TWP, a printing and publishing house well-known both in Asia and beyond, built on the positive experience it made with the large Rapida with multi-shift capabilities and opted for a long medium-format Rapida 106. The productivity and quality boost delivered form the basis for future co-operation with KBA and other TWP plants.

TWP – top address for books

The parent company's reputation as a top-quality book printer for leading international book publishing houses dates back more than 75 years. Exports account for a high proportion of output, and alongside sales offices in Singapore and Malaysia TWP also has agents in New York, San Francisco, London, Paris and Sydney.

TWP's modern factory in Johor Bahru was built around 20 years ago and now has a payroll of more than 1,000 employees. Its primary products are children's books and other publications for the book trade, but it also prints packaging



(l-r) Stefan Segger (managing director, KBA Asia Pacific), Jürgen Veil (marketing manager sheetfed offset, KBA) and Charles Ang (sales manager, KBA) at TWP's Rapida 142



The high-tech press' delivery is also highly automated



A special feature of TWP's Rapida 142 is the automatic pile change at the feeder



Automatic plate changing ensures fast job changes

A raft of optional features, which includes almost every possible automation module, found in the Rapida 142 and the new ten-colour Rapida 106 has cut makeready times while raising productivity. This is most noticeable during job changes, which are largely automated, and in the convenient pile logistics systems at the feeder and delivery. Quality assurance with DensiTronic Professional and QualiTronic colour control have also delivered the desired benefits ensuring stable, high-quality production.

"Our confidence in KBA's technology and after-sales service has been fully justified and gives management a sense of security. Both presses deliver a high standard of quality reliably and smoothly, taking production to a whole new level. These improvements can be passed on to a customer base that demands cutting-edge technology for its exclusive products."

A raft of optional features for maximum quality and output

The Rapida 142 at TWP is mounted on a 420mm (16.5in) plinth and alongside five printing units featuring automatic plate changers is configured with a coater and a double delivery extension equipped with VariDry IR/hot-air dryers. A CX board-handling capability enables it to print heavy substrates.

and sundry other products for the local market.

Confidence justified

TWP group management opted for its first KBA large-format press in 2010 after studying the market and touring installations in Europe. Today both the decision-makers at TWP headquarters in Singapore and the competent project managers in Johor Bahru have seen their choice of press vindicated.

The long Rapida 106 perfecting press is equipped, among other things, with DriveTronic SPC dedicated plate-cylinder drives for simultaneous plate changing, automatic CleanTronic multi-media washing systems, ErgoTronic ACR automatic camera register and LogoTronic Professional data management. Along with the new presses, KBA is also providing a comprehensive long-term service package.

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The KBA Rapida 106, installed in 2011, features a KBA QualiTronic Color Control colour measurement and control system, plus System Brunner Instrument Flight

KBA QualiTronic combined with System Brunner Instrument Flight at Melter Druck

Instrument Flight with grey balance key to success

Since 2006 a System Brunner Instrument Flight inline colour measurement and closed-loop control has been in action at Melter Druck in Germany- in web offset printing. The colour security and reliability this solution has ensured each day led to the company deciding to work with Instrument Flight in sheetfed offset printing. This system is an extension of a KBA QualiTronic Color Control system in a KBA Rapida 106.

The Melter group in Mühlacker near Pforzheim, Germany, has about 300 employees on its payroll. The company, founded in 1912, specialises in the complete production of direct mailings plus customisable text and image advertising print products with various finishing options.

The realisation of drafts and data predominantly from advertising agencies takes place in web offset (two of each: Web-8 and M-600 from Heidelberg-Harris and Goss), sheetfed offset (KBA Rapida 106) and digital print (colour and monochrome), as well as many possibilities for inline and offline finishing, post-press and inserting in envelopes. Once again Melter was awarded with the seal of approval from the German Dialogue Marketing Association for the areas

of data processing, lettershop and fulfilment. Melter Druck is proof that money can be made by investing in energy-saving kit, such as heatset printing with a thermal air-purification system from KBA MetalPrint. In addition the company has an photovoltaic system with a collector area of over 1,000m² which is equally environmentally friendly.

Since 2006 colour control with grey balance priority in heatset

Both Heidelberg-Harris M-600 presses, installed in 1996 and 2001, were equipped with a Color Control System (CCS) from QuadTech combined with the System Brunner Instrument Flight software at the end of 2006. Since then the printing process on the 16-page presses featuring Instrument Flight has been controlled



Klaus-Dieter Marquart (in front) and Daniel Würigler, managing director of System Brunner, discuss the differences between Instrument Flight's control strategies

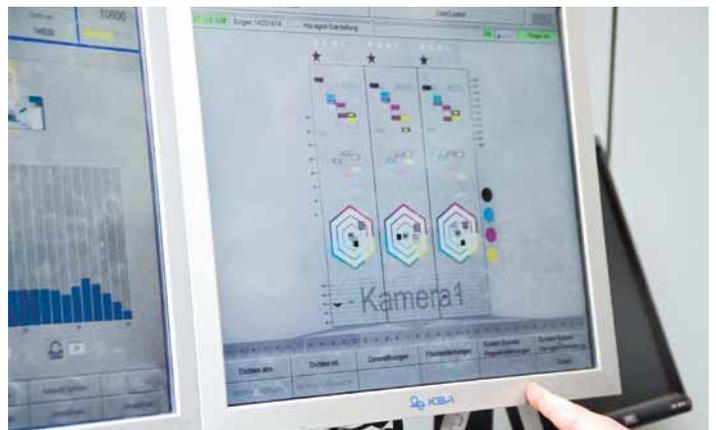
by grey balance priority. Technical manager Klaus-Dieter Marquart says: "We haven't received any complaints regarding the M-600's colour printing since then."

System Brunner, located in Locarno, Switzerland, launched Instrument Flight in 1991 as an online solution for sheetfed offset press-

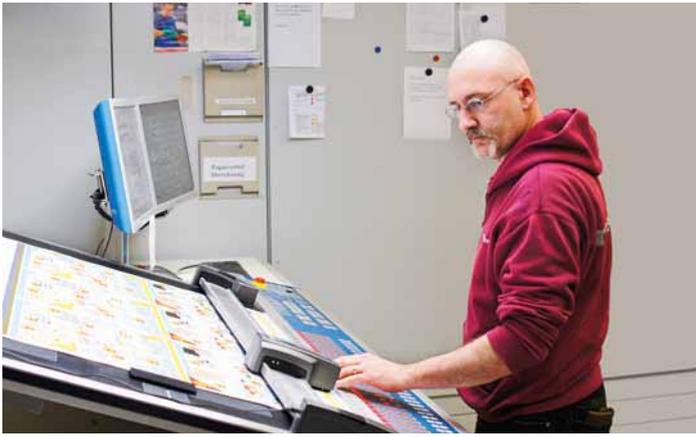
es. After two years of developing with QuadTech, in 2000 Instrument Flight was made available for web offset. It was the first inline colour control system for offset printing in the world. QuadTech built a reciprocating inline densitometer, which is also in operation at Melter. QuadTech now also offers inline spectrophotometers.



Both touchscreen monitors are active. Right is the Instrument Flight Balance Navigator with its hexagonal colour space diagrams and left the position of the colour rule including a reminder to wash the blankets



Instrument-Flight analysis with hexagon diagrams and 5 star quality assessment- white for standard quality, black for the current degree of optimisation achieved



At the console printer Andreas Bayer carries out a colorimetric calibration of the colour control imaging photometer/colorimeter with an external measurement of the colour control strip

What does "grey balance priority" mean?

Colour balance defines the relationships of the process colours with each other in all tonal areas, whereas grey balance defines the colour balance in the grey-scale area. Instrument Flight ensures a transfer from solid ink density regulation to a more precise "grey balance priority". "Uniform solid priority" evaluates the four individual 100 per cent tone densities CMYK, but disregards important information regarding tonal values as part of the process standards.

In contrast, "grey balance priority" controls individual solid ink densities by taking into account more than 30 image-crucial parameters which are measured in the colour control strip including tonal values in CYMK and the three-colour grey balance fields in mid tone and full

tone. This is more effective as 90 per cent of all colour differences arise through tonal fluctuations in the dots when overprinting transparent inks. Therefore colour control after printing constant solids is merely recommended to achieve the right colour area, before the grey balance control is activated. Critics often overlook these important details.

System Brunner's expertise extends beyond numerous parameters. Its evaluation and ranking are crucial. Even the priorities are rated. At Melter the optimum "grey balance priority" does not mean 100 per cent grey balance control in heatset printing, but 60 per cent grey balance compared to 40 per cent single colour dot gain influence. In sheetfed offset, however, "grey balance priority" is rated differently.

Rapida 106 with sensible automation modules

In November 2011 a five-colour KBA Rapida 106 with coater replaced a competitor's press. The VariDry high-performance dryer in the extended delivery can be equipped with UV radiators on occasions when using UV inks. A DriveTronic Feeder with maximum preset capabilities and a DriveTronic SIS sidelay-free sheet infeed support substrate flexibility. Given the high circulation of mailings, Melter Druck opted for an automatic plate changer, instead of the DriveTronic SPC simultaneous plate changer with individual drives.



Klaus-Dieter Marquart, technical manager at Melter Druck



Measuring patches set for Instrument Flight in the Rapida (above, now also 3 x 3mm), System Brunner colour control strips for QuadTech CCS in heatset (below)



Website:
www.melter.de

Quality assurance is of utmost importance to the PSO-accredited print shop, which made Klaus-Dieter Marquart opt for KBA QualiTronic Color Control with Instrument Flight software by System Brunner. "Following our positive experience with web offset, there was no doubt that we wanted to have Instrument Flight in our Rapida", says Marquart. "Instrument Flight can handle the range of substrates we use and their print properties. The substrates' sensitive dot gain only stabilises one grey balance control, which optimally reacts to the changes in the use of fount solution and inks, so that even a trained eye hardly notices the deviations in the process." In heatset, Instrument Flight masters substrates ranging from 28 to 250g/m² (18 – 160lbs), that equal Marquart's high expectations of Instrument Flight on the Rapida.

System Brunner recently created a "substrate library", in which the printers can store the substrate - ink combinations as self-defined calibration data. If the substrate is used in a follow-up order again, the corresponding calibration data can be retrieved and the inline colour-measurement camera immediately obtains the extensively calibrated measurement readings.

Identical philosophy –differently implemented

Instrument Flight's philosophy of inline colour measurement and control is the same in sheetfed offset as in web offset, however

the Rapida's technology demands a different solution. The most obvious difference is in the type of measuring system: in web offset the inline densitometer or spectrophotometer obtains complete colorimetric data, whereas in sheetfed offset QualiTronic Color Control's colour-measuring camera has to be externally spectrophotometrically calibrated in order to achieve maximum measuring and control quality. The Rapida's colour-measuring camera demands somewhat larger measuring patches for the colour control strips compared to QuadTech's Instrument Flight in heatset.

A further difference is that in web offset measuring takes place after the flotation dryer, but in sheetfed offset it takes place before the end dryer on a wet copy. Therefore the so-called drying drift in the density and CIELAB values must be taken into account by Instrument Flight in the Rapida.

Seeing as powder is used in sheetfed printing, in straight-on presses the powder from the front page can build up when perfecting. The press appears to then print somewhat "sharper" which is why both the printer and the colour control system would be inclined to increase the density more than is necessary. To combat this System Brunner has therefore developed an additional algorithm which prevents over inking and nevertheless keeps the overall result in balance.

Printers who, like Klaus-Dieter Marquart, are aware of and value these important details will share his opinion that "With the optional extra Instrument Flight for the Rapida, KBA offers superior technology."

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Stefan Deuster (2nd right) and KBA executive vice-president for sheetfed sales Ralf Sammeck (right) sealed the founding of the new sales and service subsidiary KBA Latina at Drupa in May 2012. From its base in Mexico City, the new company will at the same time serve Venezuela, Columbia, Ecuador, Peru and Bolivia. Also present: Sales director Mirko Straub from KBA Latina (left) and the KBA sales director responsible for Latin America, Jan Drechsel (2nd left)

New KBA subsidiary in Mexico City

KBA Latina SAPI de CV kicks off as market leader in Mexico

KBA Latina, with offices in Mexico City, is the latest subsidiary of Koenig & Bauer (KBA) in Latin America. And KBA Latina has definitely got off to a flying start. Various project activities were already in full swing before the formal founding of the company in August 2012, and prepared the ground for an impressive total of 47 printing units in the order books for the first business year alone. With this record-breaking result for Mexico, KBA Latina also stormed straight to the top of the charts for new installations in this important emerging market.

KBA's strong position in the packaging sector, a position the company has had for decades, also contributed to the sales subsidiary's successful start. But also large commercial printers were impressed with the Rapida's technology and the advantages outstanding productivity offers and have changed from other German suppliers to KBA.

Major packaging printers invest in Rapidas

The success to date has been due in no small way to new investments in modern KBA presses by some of the country's biggest packaging printers, such as Graphic Packaging/Altivity in Queretaro, Smurfit Kappa in Mexico City and Aluprint in San Luis Potosi. Mexico's packaging sector has cast off its one-time image as a mere source of contract production, and today places an increasing focus on own technology-driven solutions. This is

also demonstrated by the high level of automation on the two seven-colour large-format Rapida 145 presses which have already been delivered (one with single coater and one for double coating) and a forthcoming medium-format Rapida 105 (likewise a seven-colour coater press), a model which is attracting particular interest among smaller and mid-sized companies.

Commercial printers also favour KBA

Not only renowned packaging printers, but also a number of leading commercial printers, for example Grupo Espinosa in Mexico City, signed up for fully equipped KBA presses in 2012. The Espinosa group companies Apolo and Ingramex have already started up production on their two new Rapida 106 presses (six and four colours). It was first and foremost the unique technical features of the Rapida 106 series, with speeds up

to 18,000 sph in perfecting mode and minimal makeready times thanks to fully automatic plate changing and the facility for flying job changes, which convinced the customer to abandon another major German manufacturer in favour of KBA.

KBA has also benefited from the collapse of the manroland group at the beginning of 2012. Former manroland users, such as packaging printers Imprenta Richi in Mexico City (five-colour Rapida 75 with coater), have switched to KBA.

Focus on comprehensive customer service

It is nowadays imperative that sales successes be backed up by a professional local service network. Here, too, there is no doubting KBA Latina's ability to deliver. The goal of the experienced service team is to guarantee optimum performance and productivity over the entire life cycle of the high-tech press installations. That includes preventive press inspections, maximum spare parts availability and sophisticated parts logistics, continuous training for operating personnel, and practical advice on consumables.

"Our customers in Mexico must receive exactly the same high quality of service as a KBA printer in Germany," says service manager Sebastian Vogt. That may sound ambitious, but it is the only way forward in an increasingly glo-



Managing director Stefan Deuster (4th from left) has led the new subsidiary KBA Latina in Mexico City to a very successful start together with sales director (7th from left) and service manager Sebastian Vogt (6th from left)

The Espinosa Group, with head offices in Mexico City, was founded in 1952 and today comprises the companies Litografica Ingramex, Ediciones Pegaso, Editorial Ultra, Impresora Apolo and Ultradigital. Under the management of brothers Gabriel, Alejandro and Enrique Espinosa, the family enterprise has around 700 employees and has developed into one of the leading printing and publishing groups for books, magazines, catalogues and other commercial print products.

In the field of web offset, the Espinosa Group has already been one of the most important KBA customers in Latin America since the 1970s, with a total of six KBA press installations over the years. For sheetfed offset, on the other hand, the group has to date relied on presses from another German manufacturer. In connection with the latest investment decision, the unique technical features of the Rapida 106 series, with speeds up to 18,000 sph in perfecting mode and minimal makeready times thanks to fully automatic plate changing and the facility for flying job changes, have nevertheless convinced the group to switch to KBA also for its sheetfed offset presses. Two new Rapida 106 presses were installed at the Espinosa companies Apolo and Ingramex in November and December 2012, and are today running to the full satisfaction of the customer.

balised print industry. “The international food, pharmaceuticals and cosmetics companies here – in other words our customers’ clients – export their products all over the world from Mexico, with a large proportion going to the USA. They must thus observe the highest international quality standards in respect of the packaging materials, which in turn places high technical demands on our presses and their availability,” adds sales director Mirko Straub. Therefore, the KBA philosophy is geared not simply to technology leadership, but equally to ultimate professionalism and customer proximity on each and every local market – true to the group motto: “KBA: People & Print”.

KBA Latina sees itself as a full-service provider to the print industry. In partnership with agencies for pre-press and finishing systems, it is able to supply tailored complete solutions for all relevant production fields. And the all-embracing advice offered to customers even covers the elaboration of financing concepts for new investments.

Experienced team headed by Stefan Deuster

KBA Latina is managed by Stefan Deuster, who has been at home in the print industry in Latin America

since 1985 and previously served as CEO of Ferrostaal Mexico and manroland Latina. Together with his colleagues Mirko Straub and Sebastian Vogt, he has established a highly experienced sales and service organisation. The team currently comprises 17 members, but is sure to grow in line with the company’s sustained success.

Responsibility for further Latin American countries

From its base in Mexico, KBA Latina is also responsible for the markets Venezuela, Columbia, Ecuador, Peru and Bolivia. It is already planned to set up further sales and service companies in the region during the course of the year. After all, the positive economic figures from these countries offer KBA above-average growth potential in the Andean region. “We plan to become the number one print industry supplier in the whole region,” says Stefan Deuster with proud assurance. “We are a sound and financially healthy company, we are the technology leader, and we have a highly professional and experienced team. Those facts are reflected in customer confidence and represent the key to long-term success.”

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Smiles after successful acceptance tests on the two KBA Rapida 106 presses at Grupo Espinosa: Mirko Straub (left), sales director KBA Latina, Gabriel Espinosa (centre), proprietor of Grupo Espinosa, and Stefan Deuster (right), managing director KBA Latina



Training with KBA print instructor Jörg Lindner (3rd from left) on the new Rapida 106 SIS SPC-4 SW2 FAPC; here, the printers from Grupo Espinosa are joined at the press by sales director Mirko Straub (left), managing director Stefan Deuster (2nd left) and service manager Sebastian Vogt (right) from KBA Latina



The proud Espinosa printers on the steps of their new six-colour Rapida 106 perfecter. Equally happy: KBA Latina managing director Stefan Deuster (left), sales director Mirko Straub (front right) and product manager David Torres (back right)

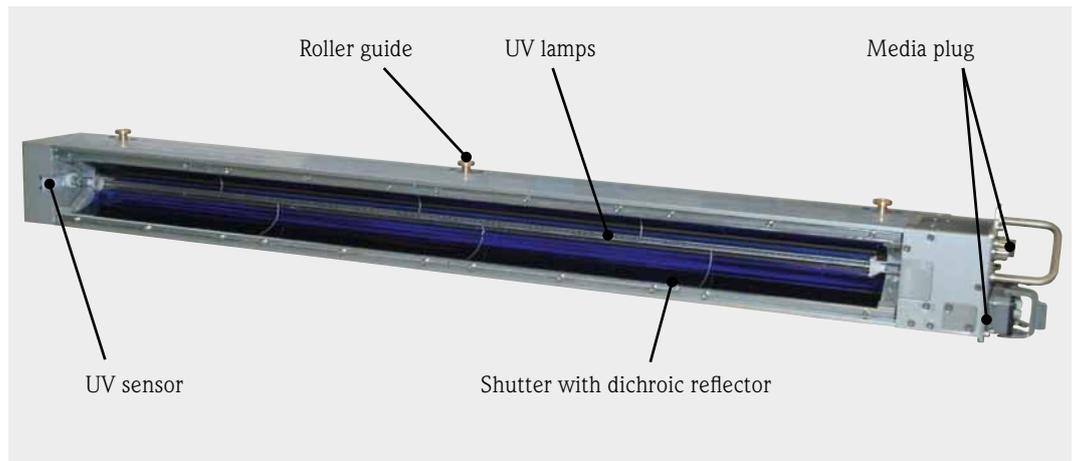
New KBA dryers

HR UV dryers now available and LED UV dryers in the pipeline

Over the past few years KBA has developed a new generation of own UV dryers with the goal of increasing energy efficiency. With this in mind, highly reactive UV (HR UV) systems were created. This new generation of dryers has been deployed in the Rapida 145 since 2011/2012 and in the Rapida 105, Rapida 106 and in the brand new Rapida 164 since 2013.

The new KBA UV dryer features a completely newly developed UV module. There are major differences to the previous generation. For example:

- The development of new reflector geometry went hand in hand with 3D radiation simulation and extensive testing. This reduction in scattered radiation and improved focusing lead to a saving in energy of up to 20 per cent. Furthermore, the amount of heat in the press is reduced by 30 per cent. This is particularly advantageous when printing with temperature-sensitive substrates.
- Standard UV lamps, plus UV lamps doped with gallium or iron can be used. The UV module can be then coded accordingly. The doping reading is displayed on the console.
- The addition of a UV sensor in the UV module is optional. However, with this the wear and tear of the UV lamp is shown as a percentage on the console. The press operator can therefore change the lamp once its life span has reached its minimum and can indirectly monitor the quality of the curing.
- Further highlights of the new UV dryer include electronic bal-



The new KBA UV dryer module

last, which have replaced transformers used in the past. Among other things, the electronic ballast used ensure a higher level of efficiency and reduce the amount of space needed for switch cabinets on sheetfed offset presses. Additionally, they stabilise the operation of doped lamps and cut re-ignition times.

- Proven features from the previous generation of UV dryers have been adopted. The same UV module can be plugged in at any position, for example as an interdeck dryer between printing units, in the dryer and delivery. The UV lamps, which are mounted using a plug-in connec-

tion, are easy to change. Even the nano-coated reflectors can be easily replaced. The number of hours a UV lamp has been in operation is displayed on the console. If the optional UV sensor is not chosen, the lamps can be replaced on the basis of the operating hours.

HR UV construction

A new generation of conventional UV modules are implemented in the KBA HR UV dryers. UV lamps are specially doped for HR UV. Only one UV module is used when curing with HR UV for each side of a printed sheet, thus curing four colours each. The image below (2)

shows the construction of a KBA sheetfed offset perfecting press and HR UV.

HR UV curing results

HR UV cures inks to a better degree when using the same amount of energy, and when using less energy, the curing results are the same compared to conventional UV dryers. Highly reactive inks and specially doped UV lamps allow this in connection with the new KBA UV dryers. KBA determined the curing levels by carrying out extensive printing tests. Image 3 shows that HR UV improves the curing process.

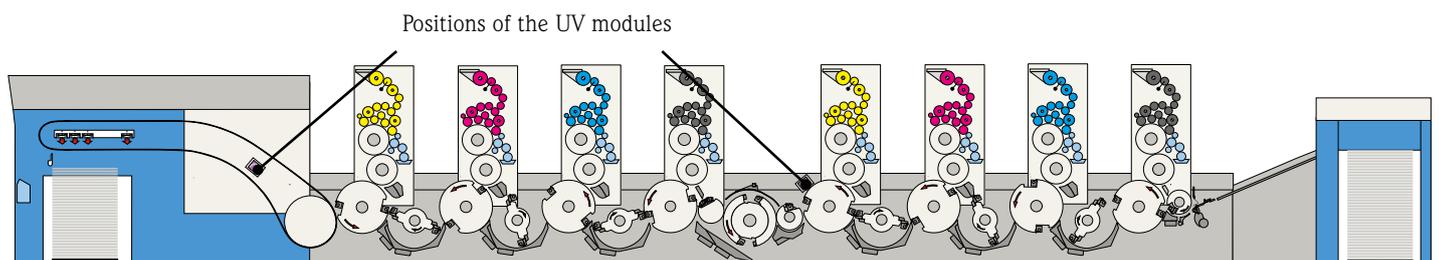


Illustration 2: KBA Rapida 106 with perfecting for 4-back-4 production with one HR UV module each positioned prior to perfecting and in the swan neck at the delivery. An output between 80 and 200 W/cm can be adjusted at the console

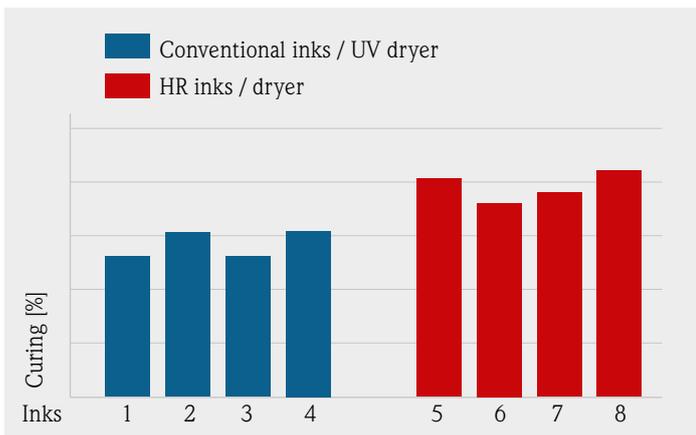


Chart 3: Comparison of curing results

However, a HR UV module in the delivery belt cannot replace a conventional UV end dryer with three UV modules. This however does not stop some competitors from suggesting this in their adverts. The use of high quality UV inks is the basis for satisfactory curing with HR UV.

HR UV dryers with only one UV module per sheet side are not recommended as a replacement for conventional UV systems. Especially when using special colours and coating high quality print products more UV modules are generally needed to achieve the desired curing results. Black and opaque white are also difficult to cure. Furthermore, when coating the addition of a dwell stretch in an extended delivery not only has its advantages but is necessary.

HR UV lamps and HR UV inks can also be used in a conventional KBA UV dryer to reduce the amount of energy consumed.

HR UV for commercial printing

For commercial printers using

sheetfed offset presses, HR UV means an additional investment in a dryer. Furthermore, the amount of energy consumed by the sheetfed offset press increases compared to production with conventional inks. With a maximum line output of 200 W/cm (500W/in) this is about 21kw per sheet side. UV inks, especially HR UV inks, are considerably more expensive than conventional inks.

Compared to standard UV inks HR UV inks are generally more energy efficient. This is achieved through the use of higher concentrations and higher quality photoinitiators. Usually, the reduction in energy costs compensates for the higher costs of HR UV inks compared to conventional inks.

In the meantime a raft of ink manufacturers, such as Zeller+Gmelin, Jänecke+Schneemann, Toyo and Toka, have developed inks especially suited to HR UV lamps. With these inks it is possible to implement a HR UV curing system efficiently. It should be noted that the typical characteristics of UV

inks, such as a small water window, higher tackiness and increased dot gain, also apply to HR UV inks.

Benefits of HR UV

The general advantages of UV printing also apply to sheets produced using HR UV. In most cases the use of powder is not necessary. Furthermore, the cured sheets can be immediately passed on to finishing, which saves time and storage space. The use of HR UV offers commercial printers additional advantages, such as that print-free passages no longer need to be considered and also smearing and scratches to the printed image are no longer an issue.

Ozone-free UV lamps are also available. The emission of shortwave UV radiation is blocked by a special type of glass, therefore no ozone can build up in the area around the UV lamp which does not have to be extracted.

Disadvantages of HR UV

Even though printing with ozone-free UV lamps makes emission extraction redundant, a fact which is often advertised, extraction still makes sense. On the one hand the UV lamps are cooled by the extraction process. Furthermore, according to external reports UV radiation can corrode the paper coating or solution and other reaction products from the UV inks are released. These should be extracted.

The service life of doped UV lamps is somewhat shorter than that of conventional UV lamps. From an external point of view a doped UV lamp lasts apparently exactly as long as a conventional one. In practice the spectrum of doped UV lamps change after some hundred operating hours and it loses there-

fore its effect. Curing is effected as a result.

UV LED

In the future UV LED technology could be used as an alternative to conventional UV dryers and HR UV. At Drupa 2012 KBA demonstrated a Rapida 106 equipped with a UV LED drying system. However, given this curing technology's high initial cost and operating expenses it is not as economical as conventional UV systems in sheetfed offset presses. This is why KBA has been somewhat more reserved with their marketing of this technology than its Japanese counterparts. Meanwhile reports from Japan tell us that even there UV LED systems are not yet widespread.

For special applications UV LED could be beneficial in the medium term, especially if expensive LED dryers are subsidised by the government due to their energy efficiency. In addition, current developments in this technology are focusing on continually reducing costs and increasing efficiency. From the middle of 2013 on, an UV LED dryer with two UV LED modules will be on show at KBA in Radebeul for customers to have a look at. This advanced UV technology can be seen here in a Rapida 105 perfecting press with eight printing units. Some of this technology's benefits are already known, for example that UV LEDs can simply be switched on and off which means there are no run-up or cool-down times. The lamps can be actuated exactly according to the print format and the amount of heat that the substrate is subjected to is significantly lower.

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From the middle of 2013 on, UV LED curing will be demonstrated at KBA in Radebeul. This is the UV LED dryer module necessary



24 posters with run lengths of just 70 to 250 copies are printed in only three hours on the Rapida 106 at dfn!. From approx. 60 copies, it would have been conceivable to run the job on a digital print system



With dfn!; managing director Bernd Thomsen has developed a very progressive business concept for Germany. Further partners are welcome

North German networking:

Dfn! grows with its KBA Rapida 106

Minds were made up at Drupa: dfn! Fotosatz Nord Druck- und Verlagsgesellschaft from Kiel, Germany, decided to buy a Rapida 106. This signals the entry of yet another company which had to date relied on presses from a different manufacturer into the growing family of KBA users. The five-colour coater press went into operation in mid-October, and even those jobs where sheetfed offset was economically unthinkable in the past can now be handled with extremely fast turnarounds.

Twenty four different A1 (23 x 33in) posters in quantities between 70 and 250 – hardly what most German printers would call their favourite job. However, the demand for such products is increasing. At dfn! in Kiel, they are not only welcome, but they are even printed and dispatched within 24 hours. The new Rapida 106 has played a significant role in making this possible. “If we were to receive such jobs three times a week, we would probably have configured the press with simultaneous plate changing. However, even with the normal automatic plate changers, this kind of poster job is already off the press in three hours, including the makeready times,” says dfn! managing director Bernd Thomsen with a satisfied smile.

These jobs are naturally only a regularly recurring extreme. Typical run lengths lie between 3,500 and 5,000 sheets. Around 150,000 different books are produced every year – mainly in the digital print department – both for well-known publishers and for individual authors who want to publish their own work in a limited number of copies. Digital machines from Xerox and Océ, for example, are on hand to look after such orders.

Mergers and partnerships

Dfn! actually operates from a very broad base: The initial business was founded in 1971 after separating from a local newspaper in Kiel. The first sheetfed offset press was purchased shortly afterwards. In the early 1980s, dfn! then moved

to its current location, which has seen several phases of expansion over the years. It was at that time that the company began printing in A1 format – first with a single-colour and later with a four-colour press. Even today, dfn! is one of only two companies in and around Kiel who produce in the 70 x 100 cm (27.5 x 39in) format. The team of 20 employees from the 1990s has since grown to about 50.

Around six years ago, the amalgamation of dfn! and the print company Breitschuh & Kock, which brought the fields of digital print and book publishing into the holding, heralded a phase of mergers and partnerships with other print and media providers, for example Druckerei Hansen in Husum, Förde-Druck in Eckernförde and the commercial printshop of Boysen Offset in Heide. Further deals were struck with A.C. Ehlers in Kiel and Elbe-partner in Hamburg. With these and various other companies, dfn! is exceptionally well networked as a print centre serving a large part of the north of Germany.

Website:
www.dfn-kiel.de

Managing director Bernd Thomsen would quite like to add two or three more partners in the coming years. Whether as members of the holding or as economically independent businesses – that is not important. Thomsen is open for all suggestions. However, he is also very much aware that some companies are reluctant to join forces in this way: “Many colleagues in the branch are moaning, but our business model has proved successful.”

The joint print centre is used by all the partner companies, in similar manner to the concept implemented by Comprinta in Switzerland. The equipment at their disposal includes a 2/4 perfecter, the new five-colour Rapida 106 with inline coating and the digital printing machines. The original intention was to replace the perfecter with the Rapida. However, in view of a very positive flow of incoming orders, it has been retained after all. Both offset presses print the full range of commercial work, but the Rapida 106 is additionally able to handle packaging jobs for customers from the pharmaceuticals sector thanks to its exceptional substrate flexibility. It was also configured with the optional board-handling package to be able to print more and heavier packaging in the future.



To keep track of production, all the plates printed on the Rapida 106 are counted. Here you see the result for one week



Printer Marco Sarobjanski is in his element on the Rapida 106



Left to right: dfn! managing directors Bernd Thomsen and Marcus Kock together with Ralf Engelhardt from KBA-Deutschland GmbH at one of the most modern sheetfed presses in the north of Germany

KBA impressed at Drupa

The Rapida 106 is already the third sheetfed offset press which has been installed at the company under Bernd Thomsen. As he himself used to work on a Planeta Variant, he always spoke to KBA when an investment was pending. However for a long time, he was irritated by the succession of different contact partners for his region, a consequence of reorganisation of the sales network in Northern Germany and integration into the central sales department at the Radebeul manufacturing facility. Since 2003, Ralf Engelhardt has been looking after the concerns of customers in north Germany – today under the umbrella of KBA-Deutschland. The users appreciate the continuity. At Drupa, passionate printer Bernd

Thomsen felt that everything was much more professional on the KBA stand compared to the competitor he visited. “It was all a little closer and more structured,” he recalls. He also noticed how KBA was prepared to fight for his custom.

When putting together the configuration for the new press, the topics of contact-free sheet travel, coating and inline colour control with the QualiTronic ColorControl system were especially important for Bernd Thomsen. Likewise networking with LogoTronic Professional, which offers dfn! and its partners many new possibilities with regard to workflow. The sidelay-free in-feed DriveTronic SIS was another convincing feature. After all, there had always been those occasional

marking problems with fast work-and-turn or where solids extended into the area of the side lay. All a thing of the past thanks to the new technology.

Considerable savings in consumables

A new press generation and new manufacturer demanded a change of ways on the part of the printers. However, the challenge was accepted very openly and they are all excellently acquainted with the advanced technology and rather different operating concept in the meantime. The objective is that all the printers are able to switch freely between the two presses.

Even after just a few months, dfn! is able to cast the benefits of the new press in figures. Alongside



Marcus Laubach loads the plates for the next job into the changer while production is still running

25 per cent less waste, the inline colour control system delivers significantly enhanced print quality. However long or short the run, the colour remains constant from one sheet to the next. Even with an extra press, the use of cleaning rags has hardly increased and solvent consumption has been slashed by almost 75 per cent on the new press. The ability to print with only 3.5 per cent alcohol in the dampening solution has similarly allowed a significant reduction in consumption.

Conclusion: Wherever you look north of Hamburg, there are few print companies which can match the technology of the new Rapida 106 at dfn!

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Ready to go! Marco Sarobjanski has set up the next job and can restart production



Printer Detlef Fricke feels at home using the eight-colour Rapida 106 with coater and perfector

KBA Rapida 106 at Aug. Lönneker ad printers in Stadtoldendorf

Allrounder for economic commercial production

Admittedly, the press arrived a little late given the pre-Christmas bustle and got off to a bumpy start. However, since the arrival of the eight-colour Rapida 106 with perfecting and an additional coater in mid-December, business at August Lönneker ad printing in Stadtoldendorf, Germany, has boomed. Already in the fourth week of 2013, the fast Rapida printed its 5th millionth sheet in the 6,000-inhabitant town in Lower Saxony.

When August Lönneker ad printing house was founded 110 years ago, its roots were not in printing. Like many other printing companies in the 1950s it started with industrial production. In the 1960s the company switched from printing books to offset production. Initially production began on two-colour battery operated presses, then on a four-colour half-size press, followed by a five-colour with coater, a four-colour and fi-

nally on a ten-colour press each in 70x100cm (27.5x39in) format. Over the past 17 years, the commercial company has undergone some dynamic changes thanks to its broad technical base.

Rapida 106 replaces two older presses
At the beginning of 2012 managing partner Kai Lammers, who is responsible for 22 employees, asked himself how the company would proceed. The previous presses

were between six and nine years old and in need of replacing soon. Rather than installing two presses, he wanted one that could handle all jobs and still offered room for more. With this in mind he set about negotiating with – in the figurative sense- the “Mercedes” and “BMW” of German press manufacturers. A live print demonstration at KBA’s customer centre sealed the deal. Mr Lammer was convinced by the printed product and was amazed

by the Rapida 106’s automated features and the inline colour control. It was a hit with the print expert. Some features, which are standard in the Rapida 106, are often very expensive from other manufacturers. “Deciding to change suppliers is not to be taken lightly when making an investment of this size,” says Kai Lammers frankly. If the Rapida 106 had been just the same as a press from another manufacturer, the decision would have been different. Lammers now feels he has positioned himself well in opting for this KBA press as 70 per cent of print jobs are in four-back-four production as well as the four-colour envelopes which are mostly coated on one side. If the press had an additional coater for finishing both sides of the sheets, it would be able to handle 90 per cent of the jobs easily but this was not economically viable at this time.

The Rapida 106 however, scores points with its ability to handle a broad range of substrates. Along with lightweight printing, the press features a board-handling package and can be therefore used as an all-rounder. Naturally it prints the contents of books, brochures and booklets, but also sets of dividers for files, slip cases and many other products which have to be printed

Website:
www.loennekerwerbedruck.de



L-r: printer Detlef Fricke, managing director Kai Lammers and Reinhard Pühl from KBA Deutschland in front of the Rapida 106, now the only press in the company



How it should be: the eight-colour press is equipped with an automatic ink supply, which always ensures fresh ink and lets the printers concentrate on printing

on lightweight or heavy cardboard. Commercial printing is a tough business. With the trend towards shrinking circulations the maximum output of the Rapida is less important. Fast job change and consistent quality is more important. Thanks to simultaneous plate changes, automatic plate recognition and register setting as well as parallel washing units, a great deal has been done in this respect for Lönneker. Inline colour control is also a big help when producing dividers as fluctuations in colour are immediately noticeable. In the past these were handled more carefully but thanks to QualiTronic Color-Control the dividers can be fanned out like a flipbook without any notable differences which could have led to complaints in the past. This offers more security within the company and is projected outside. It is hardly ever necessary to check the sheets even if the product is complicated.

Flexible technology and personnel

All products, which lie between web and half-size sheetfed printing, are interesting for Lönneker. Letterheads, business cards and other jobs under €350 (approx. \$474) which are classed as the typical tasks of online printers, are out of the question. The company does not compete with online printers.

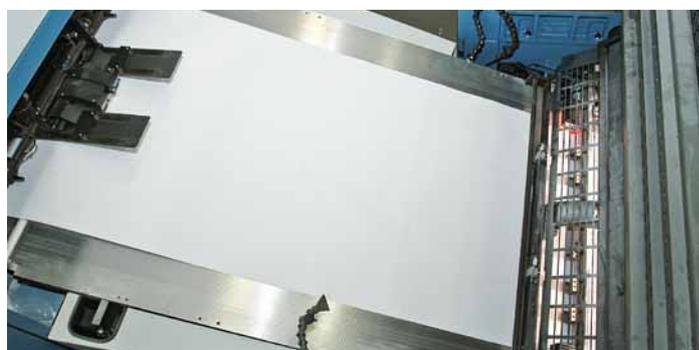


Top flexibility: ad printing house Aug. Lönneker offers four colours twice plus single-sided coating with just one sheetfed offset press



Lönneker works with a standard output of 15,000 sheets/h. Although the press can be run at higher speeds, this does not make sense when printing short runs

The result is no digital or small offset printing. In contrast the company's strengths lie in post-press and streamlined pre-press. Products that in the past took eight people to complete, now need only two, including operating the punching cylinders. Only a few years ago, data had to be processed and prepared in QuarkXPress, Pagemaker and Indesign on Windows PCs and Mac. Today most data is received as printable PDFs and go straight to plate setting without almost any additional work needed. This also applies to the printers: whereas six operators were needed for the two presses, now one press needs four, with reserves. Now that a second press is no longer necessary, there is more interim storage space within the plant and no need to build an extension. Flexibility is therefore not just needed with regards to technology, but also personnel. However, despite these partially substantial changes, employee loyalty at Lönneker is very high. "We outstrip the competition with a flexible team, cutting-edge technology and streamlined processes," says Kai Lammers outlining his company philosophy. Production predominantly takes place in two shifts, in peak-times a third shift offers reserves.



The press is equipped with DriveTronic automated components throughout – shown here is the DriveTronic SIS sensor infeed system

Today the commercial company has annual sales about of €5m, even if it has doubled over the past ten years, profits fell in this period by nearly a half. Mr Lammers is countering this trend with high capacity, consistent job control with the important pre-press connection via CIP link in the Rapida 106, conscious purchasing and a high level of adaptability. With all the savings made with the new press, from energy consumption to overhead costs and waste to washing agents, all add up.

No field sales staff

It is interesting that the company acquires its jobs completely without field staff. In the past Kai Lammers visited potential customers and found that many of them never contacted him again. Today a telemarketing company regularly

phones them for him and brings his company into the conversation. Additionally the company has brochures and a cutting-edge internet site. Today even the purchasers from industrial customers and in advertising agencies hardly have time to visit each other. "If business is going well, there's no need to see each other," says the managing director. Plus when the company offers its products at marketable prices, is punctual and of good quality, then it is likely that they will get follow-ups orders. Today purchasers cannot be allowed to buy at too high a price, unless there are justifiable reasons or noticeable added value. A raft of customers, some of whom have been a Lönneker customer for years, are proof that this sales concept works.

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Pictured at Rapida 145 on the KBA stand after sealing the deal for a new Rapida 145 (l-r): general manager Dave King, factory manager Martin Conway, production manager Jim Short (all Shave & Gibson), KBA sales manager Roland Gebauer and Stuart Ridley from KBA South African agency, Thunderbolt Solutions

First Rapida 145 for South Africa at Shave & Gibson in Durban

Four decades of cutting-edge large-format technology

The installation of one of KBA's latest Rapida 145 presses at Shave & Gibson in Durban, South Africa, is part of an R80 million investment package by the privately owned carton and corrugated converter and security printer that celebrated its 30th anniversary in 2011.

Along with the new six-colour Rapida 145 with coater, the company also invested in a Bobst SP142 autoplaten die-cutter, two pile turners, a sheet cutter for web products and a new corrugator. This new kit joins an older Rapida 142, two existing medium-format presses from another manufacturer, four Bobst die-cutters and a three folder gluers. Shave & Gibson also added a new 10,000m² production hall.

A switch from Rapida 142 to Rapida 145

Originally, the company placed an order for a Rapida 142 instead of the six-colour Rapida 145. However, after seeing the Rapida 145 launched at Drupa 2012, they were easily persuaded that this

new press, with its higher degree of automation and increased output, was worth waiting for. The relationship between the South African converter and the German press manufacturer dates back to the days of Planeta presses. Shave & Gibson once had two of these presses – one replaced seven years ago with the Rapida 142, and the other making way for the new Rapida 145. Company owner and managing director Simon Downes says: “They were the perfect carton press in their time – big, strong and able to take rigorous use over long periods. This company owes much to their performance, so when KBA took over their manufacture some 20 years ago, we already had good history with the technology.”

The recent decision to specify a six-colour machine with coater

(the earlier Rapida 142 is a five-colour with coater) reflects a drift in demand from the company's brand owning customers, according to Dave King, Executive Director for Packaging. “The Rapida 142 has the optional UV capability on the coating unit, but we felt this was unnecessary on the new 145. There is, however, a general trend from five colours to six, and we value the promised faster make-ready and changeover capability of the new press even though it will be used predominantly for our long run work,” he says. Typical run lengths on the large-format presses is 18,000 to 20,000 sheets, with the medium formats averaging around 11,000 sheets. This mix fits well with Shave & Gibson's work, which ranges from very small format cartons to large sizes that are run off one-up on a sheet.

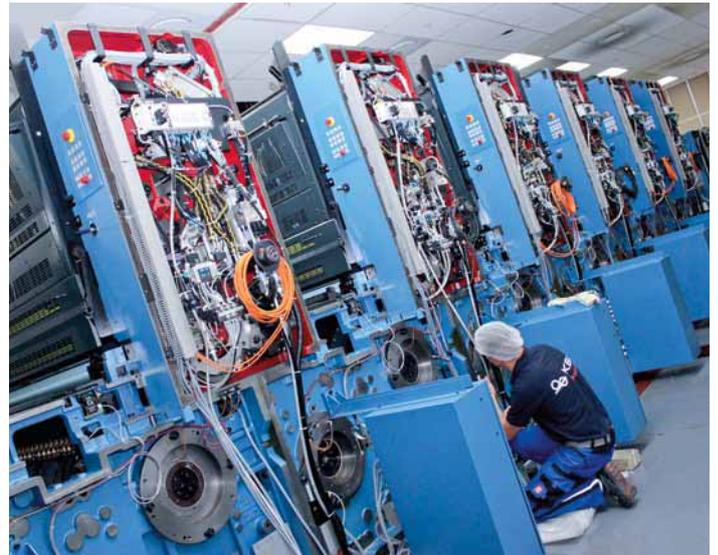
The Rapida 145 is equipped with automatic plate changing. The 2.6m-long (6.56ft) extended delivery, which is found after the coater, is configured with KBA VariDry IR/hot-air dryers. The press also features temperature controlled inking units, CleanTronic washing systems with two washing beams for washing blankets and impression cylinders simultaneously as well as EES an emission extraction system in the delivery. The colour is controlled via an ErgoTronic console, with overall press control by LogoTronic which has an interface to prepress and to the com-



In October 2012 the Rapida 145 was delivered. Here the printing units were being delivered



After the substructure boxes are assembled, the printing units can be mounted



The Rapida 145 is slowly taking shape

pany's MIS system. The press has a maximum print format of 1,050 x 1,450mm (41.3 x 57.1in) and is capable of handling stock between 450g/m² and 1,2mm.

Folding boxes for the local and international markets

Shave & Gibson primarily produce packaging, with food and household goods high on the list. Other markets supplied include white goods, and more recently wine boxes for a number of the South African wineries which export their produce to Europe. "The

design of these wine boxes is very interesting. They include a number of added value techniques like combining matt and gloss varnish, spot UV varnishing and spot foiling, and are indicative of the styles required in Europe, but not seen here," Dave King explains. "Because traditionally bag-in-box wine is seen as a low cost product in South Africa, these finishes have not yet filtered through to local designs. However, it is only a matter of time before design agencies see their worth in terms of packaging impact" he added.

With international brand owning customers like Nestlé, KFC, and Unilever to serve, as well as many local manufacturers, Shave & Gibson was awarded with the ISO 2000 accreditation for food safety. To further consolidate the various customer specific programmes for which it is already recognised is no easy task in an older factory, but according to King: "This is more of an audited extension of our existing policy than a major change in housekeeping." The company became an acknowledged FSC supplier this year, which King claims

Website:
www.shavegibson.com

was largely driven by brand owner pressure, but he admits it's a useful badge to wear.

When Simon Downes acquired the company in 2005 (he was formerly the financial director), he inherited a well-established business created by Neville Shave and Alan Gibson. Over the past seven years he has built it up to become one of the country's leading independent companies and he has plans to extend its capabilities. "The latest tranche of investment is designed to increase capacity and productivity, and allow us to cut our lead times while also reducing our shift pattern. The investment climate in Durban is not positive right now, and the Rand is weakening on the currency market, but we see this situation as a prime opportunity to expand and steal a march on our competitors. I've always maintained that running a successful business is not about price – it's about cost," he concludes.



Complete: the press is operational and ready to go live

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The management of Parksons Packaging, KBA and the Indian KBA sales partner Indo Polygraph Machinery in front of a Rapida 105 at Drupa. Two new presses from this series went into operation at leading packaging companies in 2012.

Rapida 105 and Rapida 106 popular in India

Top Indian packaging printers invest in Rapidas

The time when Indian packaging printers invested predominantly in second-hand and less automated sheetfed offset presses is coming to an end. In recent months three leading and fast growing packaging companies have installed sheetfed offset presses from KBA.

Among the medium-format presses delivered were two high-end Rapida 106s.

TCPL Packaging: a leader in folding box printing

In 2011 **TCPL Packaging**, one of the largest manufacturers of folding boxes in India, fired up a Rapida 106 with a Corona unit, six printing units, a coater and double delivery extension. TCPL currently owns four production

plants – three in Silvassa in west India about 180km (112 miles) from Mumbai and one in Haridwar, near the city of Delhi. Every plant is DISO 9001:2008 and ISO 22000:2005 accredited and follows strict standards set for vendors of food packaging (BRC/IOP). Additionally, the plants in Silvassa are FSC certified. Alongside the production of packaging for food, spirits and cigarettes plus folding boxes for other areas of the con-

sumer industry, TCPL claims to be the biggest exporter of printed carton in India. Its customers are primarily from the UK, the Netherlands, the United Arab Emirates and other countries.

The Rapida 106 carton press in the Haridwar plant in northern India has an additional package for film and plastic printing. The plinth-mounted press' infeed and delivery have non-stop facilities.

Other automated features include DriveTronic SIS sidelay-free infeed, automatic plate changers plus roller, blanket and impression cylinder washing units during ink changes (conventional and UV). Additionally, the Rapida 106 is equipped with DensiTronic Professional to monitor and control image quality. This high-performance press shares a pressroom with two Japanese sheetfed offset press lines and a sheetfed gravure press.

The plant has also purchased a punching and folder-gluer from Bobst plus a unit for gluing windows from Heiber & Schröder.

ITC also opts for a Rapida 106

ITC also decided on a Rapida 106 with eight inking units, a coater and a delivery extension, which was delivered in June 2012 to ITC's packaging plant in Tiruvottiyur near Chennai. Founded in 1910 as Imperial Tobacco Company of India, the company has subsequently changed its name to ITC. It is split into divisions for consumer goods, board and packaging, and has a large amount of agriculture and hotels.

ITC belongs to the largest packaging manufacturers in India. The company creates a huge range of packaging for the food and drink industry, cigarettes (alongside TCPL they are the biggest manufacturer of cigarette boxes in India), spirits and consumer goods from over 70,000 tonnes of paper, board and coated substrates a year. ITC's customer base includes prominent brands such as Nokia, Colgate, Palmolive, Pernod Ricard, British American Tobacco, Philip Morris International and many others.

The new Rapida 106 has gone live in a cutting-edge environment. It is equipped for UV mixed operation, has additional packages



Visit to KBA's customer centre (l-r): Aditya Surana, managing director of KBA sales partner IPM, Muthukumaraswamy Muralidharan, engineering manager ITC, Kulasekaran Natarajan, production manager ITC and Bhupinder Sethi, KBA sales representative

enabling board and film printing, is mounted on a 675mm plinth (26.6in) and is embedded in an automatic pile logistics system. DriveTronic SIS sidelay-free in-feed, automatic plate changers and CleanTronic Multi automatic washing units during ink changes are just some of the additional automated units featured in this up to 18,000sph press. An emissions extraction system (EES) ensures a healthy work environment by eliminating process-related odours

at the delivery/console. The Rapida 106 is networked with prepress and management systems via a KBA LogoTronic workstation. Furthermore, DensiTronic Professional monitors and controls image quality online.

Two six-colour Rapida 105s for Parksons Packaging

The third big packaging manufacturer, which installed a new Rapida, is **Parksons Packaging** with over 50 years of experience in print and packaging production. Parksons mainly produces packaging for consumer goods, food and drink, the electronics industry plus pharmaceutical product packaging for the domestic market as well as global players. The company has three production plants – in Daman, Rudrapur and Pune. Production has already started at the plant in Daman on a KBA sheetfed offset press featuring cutting, punching and gluing units used to add the finishes touches to folding boxes. Every plant has its own ink kitchen enabling conventional and UV inks to be individually made.

livered in spring 2012 meant that now the plants in Pune and Rudrapur have also benefitted from KBA sheetfed offset technology. The six-colour presses with coater and delivery extension are not only typically equipped for packaging printing, but are also capable of UV mixed operation for printing on film and aluminium-coated materials. Automatic plate changers, combined washing units for blanket, impression cylinders and rollers during ink changes, and non-stop facilities at the delivery are just some of the presses' automated features. Additionally, the press features DensiTronic Professional to measure and control image quality.

The Indian market is focusing increasingly on technology and is characterised by its awareness of quality, which is based on the global market. KBA is benefitting from this. Along with the presses mentioned, KBA has delivered further presses to Indian printing companies. Additionally, follow-on orders placed by large printing houses will be shipped in 2013.



A Rapida 106 with a Corona unit, six printing units, coater and double-delivery extension has gone live at TCPL Packaging in Haridwar. Pictured here are the company's press operators with the commissioning team from IPM and KBA in front of the new press

The two new Rapida 105 sheetfed offset presses which were de-

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The size of the six-colour Rapida 205 with coater at Meyers is impressive and has become the core of the company's sheetfed offset production



One man – one sheet: with the KBA Rapida 205 at Meyers printing in original size is not rocket science

15 Rapida 205 presses in action in the USA

Highly automated sheetfed offset giants with enormous productivity

15 extra-large format Rapida 205 presses (151 x 205cm / 81 x 59in) have gone live in the USA so far. Most of these are long presses with five, six or seven printing units, coaters and drying towers, just like in smaller formats more common in the USA. Seeing as the extra-large format is a lesser known niche in the sheetfed world, here are three examples.

A six-colour Rapida 205 with coater, drying unit and UV capabilities has been up and running at the **Meyers Retail Marketing Group** for over a year. The Minneapolis-based company, in the north of the USA, is a leading producer of show cards, displays and other articles for the point of sale. Established in 1949, Meyers designs and manufactures mainly retail marketing solutions in all sizes and forms mainly used for merchandising and promotion. Fred Silloway, president of Meyers Retail Marketing Solutions Group, especially values the press' high degree of automation, which is uncommon in this format class (151 x 205cm/ 81 x 59in), bringing massive efficiency. With its UV drying capabilities, it will print on any substrate. "This investment closely aligns the needs of our customers with our growing core competencies and demonstrates a clear path to

market leadership. Our high level of success is due to our innovation and to the partnerships that we forge with our Fortune 500 Retail and Brand Marketer customers," says Silloway. "We're very responsive to their needs; it's been said we continually generate long-term value by creating highly-effective solutions in a fast, low cost, easy fashion."

The Rapida 205 was part of an overall \$16m (approx. €12.2m) investment in the company. It included a large-format digital press, a custom print management information system and other auxiliary equipment designed to provide wider capabilities and capacity. The Rapida 205 is the key cornerstone of the investment and now the company aims to boost growth and see a fast ROI.

Increased flexibility expands product range

At the beginning of 2011 **Rand Graphics** in Wichita, Kansas ordered a Rapida 205 with five inking units, a coater and drying tower. The press was installed that summer. "Not only were we excited about this press but our customers were too," says Randy Vautravers, president of Rand Graphics. "It was an opportunity for them to create new work and for us to gain in efficiency and flexibility while being one of the few printers in the country with a press like this."

Following the installation of the Rapida 205 an older, marginally smaller format Harris press was retired by Rand. "For the past twelve years we've produced really nice work on the Harris," says Vautravers. "It was the only extra-large format press in the market. Origin-

nally, we were considering a KBA medium-format press. However, at the Print trade show in Chicago we took a look at one of the Rapida 205's cylinders on display and it sparked our interest. During discussions we realised that a new extra-large press could bring us significant benefits, as many production processes would become more efficient. Makeready times would be cut, output increased and we could handle more print jobs."

Rand Graphics was founded in 1965 by Ralph Vautravers, who remains the current chairman. Over the years, Rand Graphics has earned a reputation as a pioneer in printing on unique substrates, such as banners on polyvinyl, polymer film and other sensitive materials as well as paper and board. "You name it, we print on it" says Vautravers. With the installation



The team at Rand Graphics is proud of their new Rapida 205, which replaced an older extra-large Harris press

of the Rapida 205, the company's substrate palette was expanded again. Today the company profits from the massive boost to efficiency and output the extra-large format press has brought with it.

"The Rapida 205 gives us possibilities our competitors don't have"

In October 2012 a Rapida 205 was delivered to **Foster Printing Company** in Santa Ana, California. The six-colour UV press with two coaters joined two large-format Rapidas – a five-colour and a six-colour, also with UV capabilities. "Over the last one and a half years we have seen tremendous

growth in our business," says Kris Blackburn, vice president of sales at the Foster Printing Company. "We therefore decided to invest in a third Rapida press. We constantly had customers asking if we could print anything larger than our 120 x 162cm (64in) capabilities. Those customers, along with solid research, pushed us to finally decide on making this purchase. This press gives us possibilities that our competitors don't have. It gives us the option to print in larger formats, more products per sheet or to produce more jobs simultaneously in a mixed forme." The Rapida 205 was installed next

to the two existing Rapida 162 presses, all presses are integrated into DensiTronic Professional online colour control system. The Rapidas are all networked via LogoTronic with prepress as well as the company's management information system ensuring that all information regarding jobs, workflows, production and quality is readily available.

The investment also included a new platesetter for the extra-large format plates as well as a new cutting machine. Today the company is set for prepress up to postpress with a maximum sheet format of

151 x 205cm (59 x 81in). "The key to allowing this type of growth was the move to our new facility," says Kris Blackburn. "It has a production area of 4,300m² and allows us to grow even more. We now have enough space and are able to structure our workflows efficiently."

The Rapida 205 will allow Foster Printing to grow with its existing and new customers. "We anticipate that the press will open up new doors of opportunity for us with new customers as well as allowing our current customers to bring all of their work to one shop." Blackburn explains. "We also plan to expand our network of sales offices to other parts of the United States, beyond the borders of Southern California. I feel that given the opportunity to print for new customers, that they will become customers for life." When customers think of Foster Printing, they often use words like customer orientated, friendly, easy to work with, they understand their job and value the quality of printing Foster Printing provides. Kris Blackburn concludes "With the help of our KBA presses we are able to deliver outstanding print quality." A solid base for future success.



L-r: Kris Blackburn, vice president of sales, Tim Blackburn, president, Dennis Blackburn, CEO (all Foster Printing), with KBA sales manager Marcus Schoen standing between the two KBA Rapida 162a presses

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Printing house Leën kits up for growth

“KBA technology is perfect”

One year after two KBA Rapida 106s went live at Leën printing house in Hasselt, Belgium, technical director Jeroen Leën and plant manager Egid Bessems take stock.

It was not the quality of Leën's products which lost them so many contracts, since in 2005 the company was awarded the title “Printer of the year” in the book category by Sappi International in Shanghai. Their fleet of presses was up-to-date and their employees motivated and well trained.

“It was my sister Liesbet who first suggested an eight-colour press,” Jeroen Leën says. “We just couldn't keep up with the competition in terms of pricing any more. After analysing operations, it turned out that the presses' production capacity especially the makeready times left much to be desired. That was an enormous blow, as our newest presses weren't even five years old. We decided to check out the market

to see what was technically and financially feasible.”

Benefits of new investment

“We had clear expectations. Waste had to be reduced and quality control had to be improved. Maximum press speed on the other hand was less important, as we also have a lot of short print runs. A vital criterion was fast job change,” Egid Bessems explains.

Jeroen Leën says: “We took our time and spoke to a lot of vendors, including Johan Dengis of Naca, KBA's sales agency in Belgium. We used the same criteria to compare all presses. We visited several plants in Germany and fellow printers. After this we came to the conclusion that KBA had made major developments, especially



A year after two KBA Rapidas went into operation managing director Stijn Leën, plant manager Egid Bessems and technical director Jeroen Leën (l-r) are still very pleased with their choice of press



Over 120 years old

Leën has some 50 employees and is located in Hasselt, Belgium. In 1891 Eugeen Leën founded the Sint-Quintinus printing house. In its 120-year history the family-run business has become a familiar landmark and in 1993 it moved from the town centre to an industrial estate on the outskirts of the city. The fourth generation of the Leën family plus six active partners are at the helm of this cutting-edge company.

in press setting times and quality control. But we had to make sure that it was also economically viable. Ultimately, I had to convince the other directors of the benefits of and need for this investment.”

The company decided on one five-colour Rapida 106 with coater and an eight-colour press of the same type for four-colour perfecting. Both presses were installed side by side and are connected to a joint KBA DensiTronic Professional online measuring desk in between. Jeroen says: “The previous presses were as good as new and we sold them on the second-hand market for a good profit. In the end our monthly costs sank even with the new presses. KBA technology was the perfect solution.”

Good training

“Naturally our operators needed to receive thorough training,” says Egid Bessems. “Also, we didn't want production to be interrupted by the installation of the two presses. Naca organised everything superbly. We went with our team to the training centre in Radebeul, Germany, where we took part in a week-long training course, while the two presses

were being installed. Installation took just seven days with no interruptions.”

Magazines return

The KBA Rapidas have been in operation for one year and the question is if they have fulfilled the Leën family's expectations.

Jeroen says “Of course. An example: in 2011 we used about 26,000m² of offset plates. This year it should be 34,000m². This growth can be attributed mainly to our new eight-colour Rapida. Among other things it has also helped us to win back some magazine customers.”

Leën's product portfolio covers nearly the whole breadth of the market, from posters to invitations. A personal approach underpins all activities. The company radiates the atmosphere of a family-owned business. “We take great care to preserve this atmosphere. We like to do everything in-house and when that's not possible, we set about learning. Our forefathers did it this way, too.”

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Ideal start for new sales subsidiary KBA Japan

Rapida 106 world makeready champion for Taisei in Tokyo

Koenig & Bauer AG (KBA) has now also ramped up its sales and service activities in Japan, with the founding of the new subsidiary KBA Japan in Tokyo. The managing director of the new company is Kenneth Hansen. In the second week of December, he brought a delegation of Japanese trade journalists and print association representatives to Germany to offer them a first-hand insight into the KBA group and to publicise the new company's first order.

Alongside visits to the KBA headquarters in Würzburg and to the sheetfed offset division in Radebeul near Dresden, the tour agenda included stopovers with the UV specialists from KBA-MePrint in Veitshöchheim and at metal decorating subsidiary KBA-MetalPrint in Stuttgart.

KBA scores with unique features

KBA's realignment of its activities in the important Japanese market is already bearing fruit. Taisei, a distinguished Tokyo-based packaging printer, will be taking delivery of the first highly-automated medium-format Rapida 106 in the new year – an eight-colour press with dedicated accessory packages for plastic substrates, board handling and alternating UV/conventional operation. Taisei president Yoshiro Ohno also travelled to Radebeul on 12 December for the final print testing before the press was shipped from

the KBA factory. Taisei prints backlit display graphics for the vending machine industry (e.g. cigarette and drinks machines). The substrates are transparent films (polyethylene) between 0.2 and 0.4mm thick. This work had in the past been handled by presses from another German manufacturer.

The Rapida 106 packs a raft of unique features geared to extremely short makeready times. It was this point, in particular, which has secured KBA its foothold in the fiercely competitive Japanese offset market, alongside high production speeds, enormous substrate flexibility and an unrivalled competence in the field of inline finishing.

The equipment chosen includes DriveTronic SIS sidelay-free in-feed, DriveTronic SPC direct drive technology for simultaneous plate changing, the Plate Ident system



Taisei president Yoshiro Ohno (centre) explained his decision in favour of the makeready world champion press Rapida 106 to the Japanese trade press during their visit to the KBA's Radebeul facility



Taisei president Yoshiro Ohno (5th left) and Dietmar Heyduck (4th left), KBA sales manager, with the delegation of Japanese print professionals in front of the new eight-colour Rapida 106 in the KBA assembly hall in Radebeul



Trust in his long-standing business partner Kenneth Hansen (l) which along with the high-performance Rapida technology, was another reason why Yoshiro Ohno decided to change suppliers

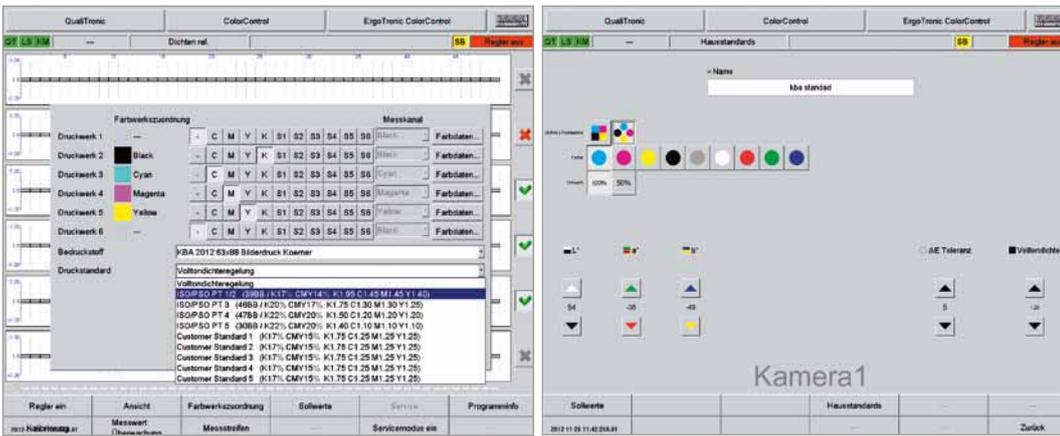
for plate identification and automatic pre-registration, CleanTronic UV washing systems and an Emission Extraction System for the delivery, to mention just a few of the highlights. The eight-colour press is configured to handle both board and plastic films. It permits the alternating use of conventional and UV inks, and possesses three UV interdeck dryers which can be assigned freely to the prepared installation points. The ErgoTronic console incorporates comprehensive quality assurance functionality: ErgoTronic Color Control (automatic colour density measurement), ErgoTronic Lab (colour measurement and control based on Lab values), ErgoTronic Quality Pass (colour measurement reports) and Instrument Flight (grey balance control by System Brunner). Plus, LogoTronic which provides for the transfer of preset data from pre-press and for production data acquisition.

High-tech seeds differentiation

When the Rapida 106 goes live at

the end of March 2013, Taisei will take command of an outstandingly powerful sheetfed offset press for packaging and film printing. KBA is correspondingly confident that this first installation will send strong ripples through the technologically very demanding Japanese market. With speeds up to 20,000sph in straight printing and up to 18,000sph in perfecting, in combination with extremely fast job changeovers, the KBA Rapida 106 delivers the highest performance of any medium-format press (max. sheet format 74 x 106cm / 29.1 x 41.7in) on the world market. It helps to set KBA apart from its Japanese competitors by catering to the most sophisticated demands of the premium market segment, and looks certain to gain the favour of all those users who not only seek to stand out from the mainstream, but also feel committed to highly efficient, flexible and sustainable production.

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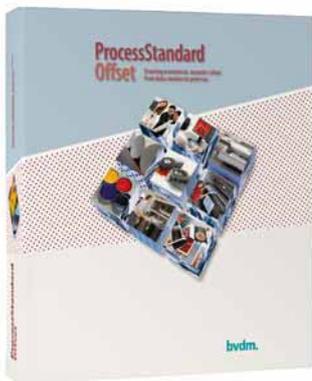
Far left: the first step after starting PSO-Match is to specify the current paper type and printing conditions

PSO-Match Standard Editor: here operator can define individual standards for papers and printing conditions

PSO-Match from System Brunner for KBA QualiTronic and ErgoTronic

Valuable tool for the ProcessStandard Offset

KBA teamed up with System Brunner to develop the quality control tool PSO-Match, which was presented at Drupa 2012. The new solution is available as an option for the inline colour control systems KBA QualiTronic ColorControl and QualiTronic Professional, as well as for the online systems ErgoTronic ColorDrive and ErgoTronic ColorControl.



Available soon: "ProcessStandard Offset – ensuring economical, accurate colour from data creation to print run", completely revised and updated edition (www.process-standard.com)

The ProcessStandard Offset (PSO) is a broadly accepted reference for quality-oriented industrial offset production, and explains technologically correct, professional and economical implementation of the ISO 12647 family of standards. As a standard

with worldwide validity, the PSO is already widespread outside Germany, or even Europe, and is soon to be published also in English.

PSO-Match fills a gap in production control

Many print companies have completed an audit to obtain certification to PSO or ISO 12647-2. In this way, they demonstrate that they comply with the minimum technical and organisational demands placed on quality assurance. In fact, many customers insist that their print provider is PSO-certified. They can then feel confident that the standard-conformant data they send to the printer will be processed correctly and in predictable quality. On the other hand, their certainty stands on somewhat shaky ground as long as the colour control systems in the pressroom only regulate according to solid densities. Where that is the case, only a small fraction of the PSO demands are actually being monitored during the production run –

the colour control system is simply unable to realise true control for the defined specifications. It is this gap which KBA now fills with PSO-Match.

Complement to Instrument Flight®

The name System Brunner stands first and foremost for quality control solutions such as Instrument Flight, which is available as the most comprehensive option for KBA QualiTronic and ErgoTronic. Instrument Flight goes far beyond the demands of the PSO, by analysing and evaluating over 30 image-related process variables from a control strip measurement as a basis for optimum inking control with grey balance priority. For a whole number of print companies, Instrument Flight is in the meantime the ultimate tool for quality assurance on their Rapida presses.

But there are also printers for whom control of the process variables defined in the PSO, and thus a PSO-compliant process, is "quite sufficient". But even a certified print company must invest more than a little sweat to achieve this minimum requirement: Daily production to PSO means spending a lot of time on measurements and colour control, not least at the press. It was to help these users meet the PSO specifications reliably and with less effort that KBA and System Brunner developed PSO-Match. The tool is a world first, and its inline and online control functionality is offered only by

KBA. The corresponding software is identical with "ISO/PSO", one of the five new control strategies for Instrument Flight + L*a*b*, and thus also available to users of the more comprehensive solution.

PSO without grey balance

PSO-Match analyses the measured control strips to determine compliance with the PSO criteria and realises automatic control on the basis of the results. The software incorporates various core technologies of Instrument Flight, but foregoes the additional benefits of a grey balance solution (including Balance Navigator) and the five-star quality ratings.

Instrument Flight provides for monitoring of the CMYK tonal value curves with regard to a maximum dot gain tolerance of ±4 per cent and limitation of the mid-tone spread. In PSO-Match, the same feature is applied to assess the PSO spread requirements. This alone places PSO-Match well above typical competitor solutions which are based purely on solid densities.

"Green light" for eight out of ten criteria

Alongside spread and dot gain in the mid-tones, PSO-Match also measures the CIELAB values of the solid densities, as demanded by the standard, to determine the smallest possible colour deviation ΔE^* ("best match" function). If the green light is given for at least

eight of the ten criteria defined in the PSO, then the system confirms compliance.

Through the implementation of PSO-Match in QualiTronic and ErgoTronic, print quality can be maintained either fully (QualiTronic) or semi-automatically (ErgoTronic), with the best possible balance between the CMYK solids, taking into account colour values and dot gain. And the Rapida press then prints stably within the ISO/PSO tolerances.

Straightforward functions

The operator begins by selecting the required printing conditions by way of an ISO paper type. In the “Standard Editor”, it is also possible to define and select custom printing conditions with solid densities, colour values and dot gain specifications. In addition to the

Basic solution	KBA QualiTronic PSO-Match		KBA ErgoTronic PSO-Match	
Configuration into which PSO-Match can be integrated	ColorControl	Professional (ColorControl with System Brunner Instrument Flight plus analytical image)	ColorDrive	ColorControl
Measuring system	Colour camera (after last printing unit or coater)	Inspection-capable colour camera (after last printing unit or coater)	Scanning spectro-densitometer on the console	Scanning spectro-densitometer integrated into the console
Measurement process, reference value stabilisation	Inline measurement, colour control (“closed loop”) over the density range 0 ... 2.5 to PSO criteria		Online measurement, colour control (“open loop”) over the density range 0 ... 2.5 to PSO criteria	
Measurement duration	Real-time full-sheet inspection (“one shot”)		10 s/m (scan)	
External referencing	with ErgoTronic ColorDrive or ErgoTronic ColorControl		no	
Control strip height, optimum / minimum Option	Medium format 5 mm / 4 mm	Medium format 5 mm / 4 mm Large format 6 mm / 5 mm Medium format 3 mm Large format 4 mm	Medium format 5 mm / 4 mm Large format 6 mm / 5 mm Medium format 3 mm Large format 4 mm	Medium format 5 mm / 4 mm Large format 6 mm / 5 mm – –
Measuring cycle in production *)	every 10th sheet (default setting)		approx. every 120th sheet (recommendation)	
OK sheet *)	after approx. 150 sheets non-stop up to production speed		after approx. 240 sheets	
PSO-Match for Rapida ...	75/76 **, 105 **, 106, 145, 164		75/76 **, 105, 106, 145, 164	
Upgrade options	System Brunner Instrument Flight (full version for grey balance priority), ColorView, DotView, QualityPass, LiveView wallscreen	ColorView (run reports for ink densities per printing unit), DotView (dot gain analysis), ErgoTronic Lab (CIELAB-based control), PileView (evaluation of inspected piles), QualityPass (measurement reports)	System Brunner Instrument Flight (full version for grey balance priority), ErgoTronic Lab (CIELAB-based control), QualityPass (measurement reports)	

*) specified values for printing of the reference job “KBA_Ger_Color”

***) applicable for only some of the available measuring systems

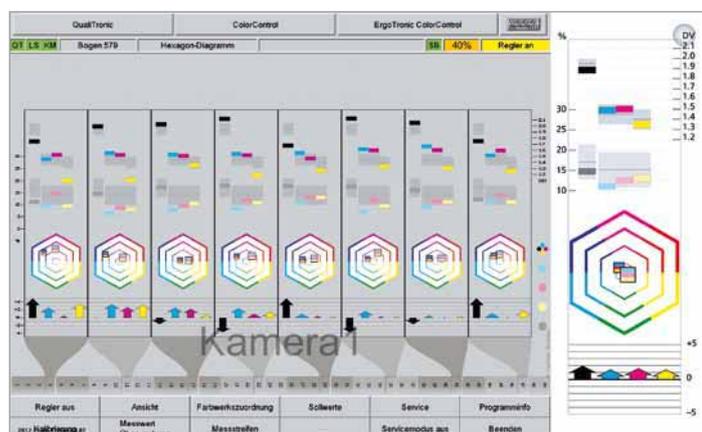
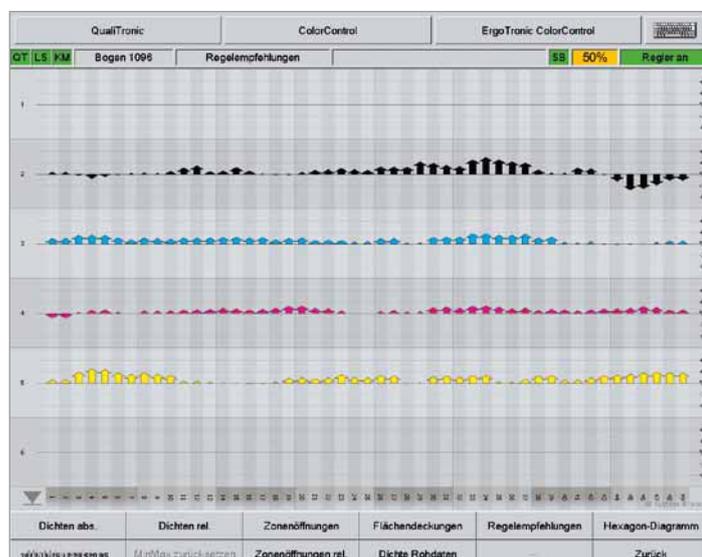


Diagram screen for PSO-Match with L*a*b*: colorimetric display of the brightness deviation ΔL^* and the a*/b* deviation from the reference in the solids; in the centre, the values for an individual key have been displayed by tapping the touchscreen



process colours, furthermore, the measuring and control system is able to monitor solid densities for up to spot colours.

The diagram screens familiar from Instrument Flight keep the printer up to date on the values and positions returned by the available functions:

- In “density mode”, the solid densities, dot gain and spread are displayed, together with a hexagon representing the colour balance tendency in the mid-tones and shadows of the individual colours.

- “L*a*b* mode” shows additionally the brightness deviation ΔL^* in the process colour solids and the paper white, with a hexagon for simple visualisation of the deviations from target values for a* and b* in the solid colours and the paper white.

- Arrows indicating the calculated control recommendations for C, M, Y and K are displayed in both diagrams.

PSO-Match automatically assigns six diagrams across a sheet width up to 106 cm, or eight diagrams for wider formats.

In the ink zone view, PSO-Match displays setting corrections for each ink key, including also spot colours where used. If necessary, individual values can be called up by tapping on an ink key on the touchscreen monitor. After simple declaration of an OK sheet, the currently measured tonal values, spreads and solid densities for each ink zone are saved as the new reference values. These values then immediately serve as the basis for all control algorithms.

All measured values are compared with the PSO continuously during both the makeready and production phases. During production, an orange or green percentage bar represents the degree of PSO compliance. A “PSO-Match Report” function with colorimetric evaluation and isocontour diagrams from the last measurement is in preparation.

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Left: in the QualiTronic ink zone view, a control recommendation is displayed every ten sheets



President and proprietor Philippe Deschamps (centre) with offset manager Laurent Debeurme (left) and Guillaume de la Bretesche, head of digital print and quality control (right) present their 12-unit Rapida 106 with the new ErgoTronic console

30-year partnership – 10 presses – 51 units

Deschamps Arts Graphiques chooses Rapida technology yet again

Commercial print specialist Deschamps Arts Graphiques is at home in Neuville-en-Ferrain, Northern France, barely a mile from the Belgian border. With its 46 employees, it is one of Europe's most distinguished producers of saddle-stitched brochures and perfect-bound books. Deschamps has been a loyal KBA customer since its founding in 1983, and one of the first Rapida presses manufactured at the KBA facility in Radebeul was delivered to Neuville-en-Ferrain in 1992. Twenty years later, at last year's Drupa, the company reaffirmed its confidence in innovative KBA technology with an order for a highly automated 12-unit press of the latest Rapida 106 series – in a configuration which permits not just eight-colour perfecting, but also comprehensive inline coating on both sides of the sheet.

When the new press went into operation at the beginning of the year, this brought KBA's tally to ten sheetfed press installations and a total of 51 units over the course of 30 years of intensive partnership with Deschamps. That is a record on the French commercial market.

Three ultramodern presses in non-stop operation

Philippe Deschamps represents the fourth generation at the helm of the family business. Thanks to a comprehensive spread of top-flight equipment, his company stands out above the crowd and can complete 95 per cent of its tasks, from layout through to packaging, without external assistance. On the sheetfed offset side, three high-performance KBA presses take care of the production: A ten-colour Rapida 105 perfecter, a five-colour Rapida 105 with coater, and the new Rapida 106. The latter features a level of automation which more than justifies its title as makeready world champion, and a rather special configuration to boot: Four col-

ours + coater + two drying units + perfecting + four more colours + a second coater + two-section extended delivery. Accessories for lightweight papers and board-handling at the infeed enable Deschamps to print and coat substrates across the full range from 40 to 250 g/m² at an incredible 18,000 sph in straight production or 15,000 sph in perfecting mode. Time-saving equipment features such as fully automatic plate changers (FAPC), a sidelay-free infeed (SIS) and motorised suction ring positioning in the delivery (ASP) ensure that job changes are accomplished in a trice.

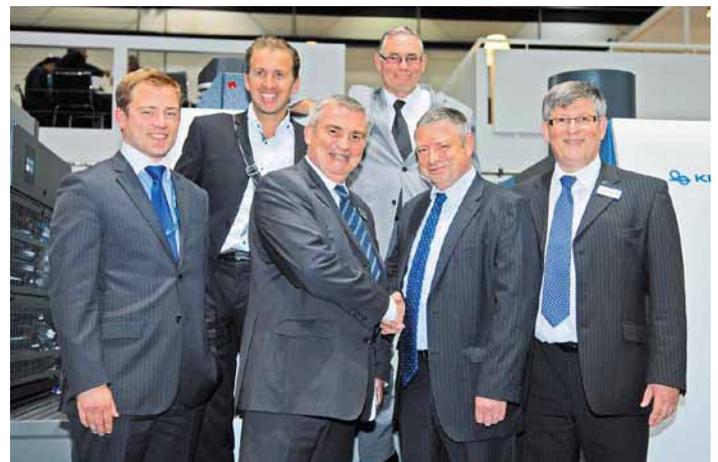
From flyers to catalogues, from one to ten colours, the three KBA Rapidas run around the clock to produce an endless diversity of high-quality products. The specialties of the company include annual reports with hard and soft covers, saddle-stitched brochures and books finished on a high-performance gluing machine. Communication agencies, banks, pharmaceu-

ticals companies and advertisers are pillars of an extensive client base and have come to appreciate Deschamps' flexibility and broad product spectrum. The new Rapida 106 now promises even greater possibilities, and guarantees ex-

cellent print quality even with demanding materials. That was precisely the intention of Philippe Deschamps, who is very satisfied with the first print results.

Complementarity of offset and digital print

To be prepared for all future challenges, Deschamps purchased a digital press to complement its offset production capabilities in 2011. "We have witnessed some fundamental changes in the print industry for several years now," Philippe Deschamps explains. "The increasing pressure on prices, shorter runs and a rising demand for personalised products have given digital print a decisive boost, often to the detriment of the offset segment. We couldn't simply ignore this development and decided to invest in a Color 100 from Xerox. We are convinced that this step will enable us to make even better use of our production capacity, and will secure our long-term competitiveness." With a fifth toner station using so-called clear ink to achieve the solid and spot coating effects which are so loved by the



Handshake at the practically identical exhibition press after signing up for a new long Rapida 106 at Drupa. From the left: Guillaume de la Bretesche, head of digital print and quality control at Deschamps; Laurent Debeurme, offset manager at Deschamps; Michel Faust, managing director of KBA-France; Gilles Forest, sales manager at KBA-France; Philippe Deschamps, president and proprietor of Deschamps, and Sylvain Baquaert, sales manager at KBA-France



The headquarters of Deschamps Arts Graphiques in Neuville-en-Ferrain near the French-Belgian border



Book and brochure finishing line at Deschamps

customers, the Color 1000 offers integrated finishing for the most varied short-run brochures, books and other documents, irrespective of the material concerned. "We believe in the complementarity of offset and digital print," says Philippe Deschamps. "Thanks to the Color 1000, we have gained new customers, can handle urgent work even faster and can produce special jobs at lower cost. But there is no way that the Color 1000 will replace our KBA offset presses. They continue to form the backbone of our company."

Pioneer in PSO certification

As an active member of ImpriFrance, a much-respected association of ecologically aware print enterprises in France, Deschamps Arts Graphiques has been contributing to standardisation of the production process for a number of years. All products which leave the hall in Neuville-en-Ferrain are

PEFC/FSC-certified, and in December 2010, Deschamps became the first print company in Northern France to obtain also PSO certification. Quality manager Guillaume de la Bretesche, who coordinated this ambitious project, explains:

"The PSO certificate awarded by UGRA attests to a system of quality control effective at various levels, from the PDF through to the print product, as well as to the continuity of the print result over a whole run, including any reprints. The demands of the ProcessStandard Offset are challenging, but thanks to KBA, we have successfully implemented high environmental standards and detailed quality control for all process steps throughout the entire company. All waste is recycled wherever possible, or at least passed on to appropriate service providers for clean disposal." This exemplary corporate strategy is dependent on high-performance and at the same time energy- and waste-saving production equipment. To meet the demands with regard to waste and quality, the new KBA press incorporates the latest measuring technologies, such as the inline colour measuring system QualiTronic Professional. A camera system with LED illumination is integrated into the press and permits fully automatic ink density measurements. With the option KBA ErgoTronic ColorControl PSO, it is furthermore possible to monitor observance of the PSO parameters by evaluating sample sheets on the ErgoTronic console. Register measurements are performed

offline with KBA ErgoTronic ICR. To be able to create production reports, to predefine ink settings and to document the energy consumption of the press – all essential criteria for PSO certification – Deschamps has realised a KBA LogoTronic Plus workflow on the press, with interfaces to its existing MIS. For Philippe Deschamps, the decision to implement the PSO was an investment in the future: "Compared to other countries, France lags a long way behind as far as process standardisation is concerned. At first, we received only sporadic enquiries, but in the meantime, more and more of our clients are showing interest, above all those who work with several suppliers and perhaps even have printing done abroad," Guillaume de la Bretesche continues. Two years after receiving certification to the PSO, the corresponding standards govern the whole process of offset and digital printing at Deschamps. They represent the basis for all quality demands and have further enhanced the international renown of the French commercial print specialist – and that helps to safeguard the company's future on a fiercely competitive market.

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In 2011, the company complemented its impressive offset capacity with a Xerox Color 1000 digital press for short runs

KBA C56 SG: enormous productivity with 56 pages in short grain

Higher output and less effort with short grain

Currently, there are several new trends in commercial web offset. On the one hand there is a trend towards reaching the highest possible page output per cylinder revolution with so called high-volume presses with up to 96 long-grain pages and on the other hand there is a focus on achieving the highest possible quality, production flexibility and economic efficiency supported by shorter makeready for smaller job runs down to 10,000 copies.

The cutting-edge 16-page KBA C16 is tailored to the second trend. It works with long-grain pages, with the pages arranged on the plates in the direction of the web travel. Short-grain double-circumference presses, with the pages arranged at right angles to the web travel, are less common and not as well-known. These presses have enormous potential in terms of format flexibility, productivity and saving time when finishing. The concept of the new 56-page short-grain KBA C56 SG is based on exploiting this potential. One of these presses together with a C48 SG (48 pages in short grain) have been in operation at a long-standing Dutch KBA user, Em de Jong in Baarle-Nassau, for some time now.

Short grain boosts productivity

Maximum output is limited by the maximum possible web speed. Individual drives commonly found in parts, such as the reelstand or fold-

er, in modern presses like the C16 and C56 SG could achieve higher web speeds than the physical characteristics of the substrate used allow, in terms of stability, stretching and shrinking. Short-grain presses can produce about 30% more printed sections per hour compared to long-grain presses running at the same production speed because of their smaller cylinder circumferences. For example, when comparing a 96-page long-grain press and a 56-page short-grain press, the 96-page press has 40% more page capacity on the cylinder. However, given the C56 SG's higher cylinder speed, the hourly output of a 96-page press is only just 10% higher. The format size alone therefore does not determine the productivity of a commercial web press, a fact which is often forgotten.

No quarterfold necessary

A further advantage of short-grain production can be seen in the

folder. When printing A4 (8.27 x 11.7in) or similar sized products long-grain presses must have a quarterfold, but this is not the case in short grain. For physical reasons the quarterfold is, vendor-independent, the bottleneck. Before the product reaches the folder delivery, the printed section is first folded lengthways (former fold), is then cross folded (first cross fold) and is finally folded lengthways for a second time, the so called quarterfold. Every time the substrate is mechanically tampered with it is put under more physical strain, which when printing products with a high page count can limit the maximum possible running speed.

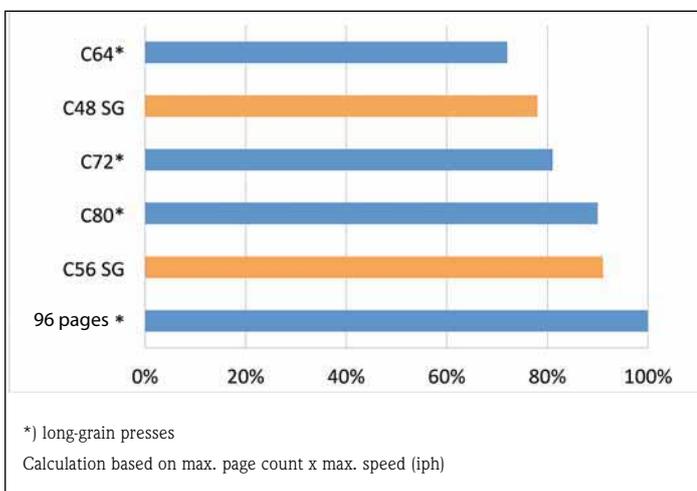
This differs to short grain: the web is slit and the ribbons are processed individually. Only the first length fold and the first cross fold are needed to produce products similar to long-grain products. The way in which the web is processed

is similar to publication gravure printing. Many years ago KBA's TRB presses reached a web speed of 17m/s and more. We have transferred the know-how we gathered back then to today's commercial press superstructures and folders with success.

Enormous product range and fewer finishing tasks

The unique ergonomic-handling and accessibility of KBA superstructures is valued by printers the world over. Anyone who has ever moved ribbons or removed old webs from a press knows how valuable a generous amount of space is. This has traditionally been taken into account in KBA web presses and allows press operators to carry out their work comfortably and without any large obstacles. This is especially supported by the cantilevered turner bars. The C48 SG's superstructure configuration allows for production with up to six ribbons. Up to eight ribbons can be processed by a former in the C56 SG. Optional extras, such as a skip slitter, a ribbon and section stitcher, can lead to a raft of new product options.

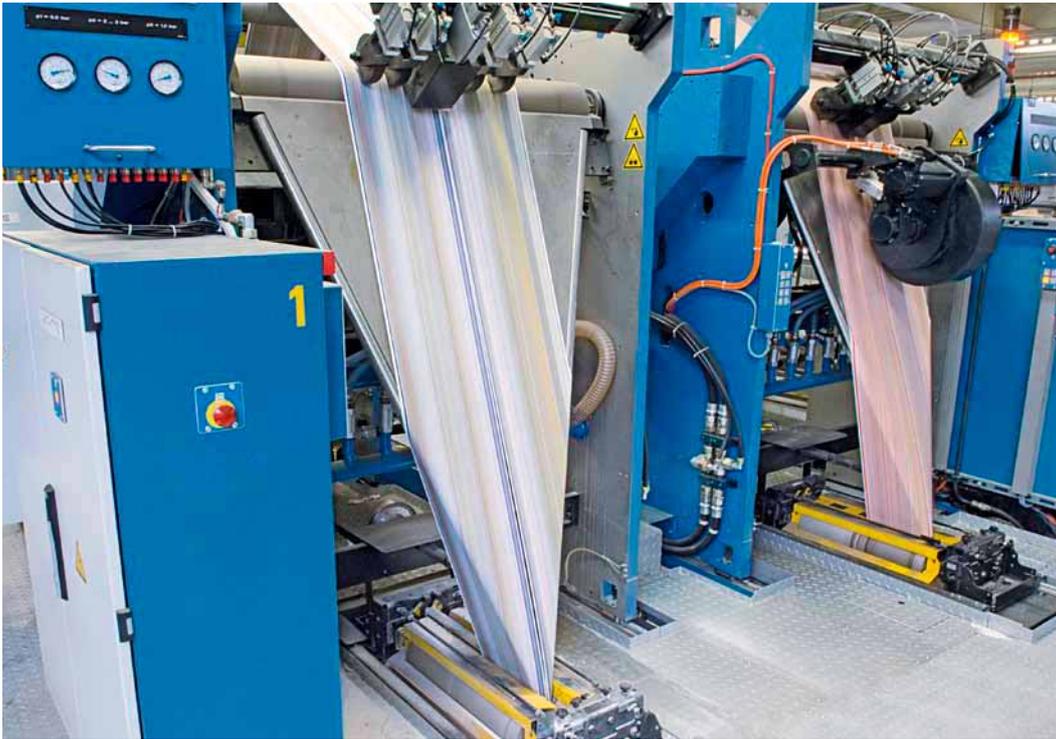
In this way sewn A4 products (8.27 x 11.7in) can be processed in folded A3 envelopes (11.7 x 16.54in) inline at top speed, which is suitable for large supermarkets and mail-order companies whose typical advertising products contain stitched inserts. This renders



Comparison of productivity in page output/h

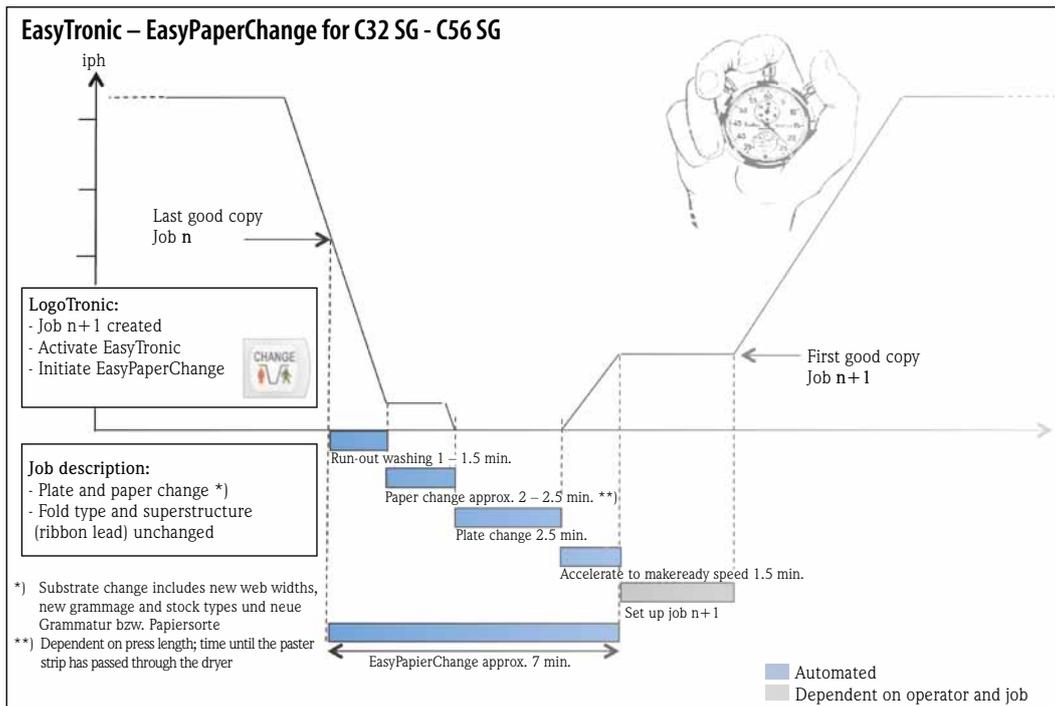


The KBA C56 SG with a maximum web width of 2,280mm (89.76in) is the only 56-page short-grain web press on the market



The superstructure with skip splitter on the second former opens up a raft of unique production options, makes finishing easier and ultimately saves time and money

than 250,000 copies the shorter makeready times are economically less important, but a higher level of process stability is essential. This also reduces the possibility of damaging the printing plates when mounting them manually, for example. It should not be forgotten that the plates for the C48 SG are 890 x 2,060mm (35 x 81in) and 890 x 2,280mm (35 x 90in) for the C56 SG, are larger than a normal house door. Therefore KBA offers a plate transport system from the plate processor to the upper or lower printing units.



Depiction of EasyPaperChange

All KBA commercial web presses have an automated start-up phase and optimised control technology to cut waste and to allow the printer to have a standardised press start-up and stop. KBA's 16pp commercial web offset presses set new benchmarks with only a seven minute job change including paper and/or adjusting the web width (without changes to the ribbon lead). This can be done simply by pressing a button or automatically at the end of the run planned. The so called EasyPaperChange is made possible by the full integration of the KBA reelstands in the console and control technology and therefore ensures that the system is completely integrated. Something which not all of our competitors offer.

the time-consuming inserting of supplements into the 'main product' in a separate step superfluous. Inserting lines in finishing as well as the costly pre-production and temporary storage of half-finished products before finishing are no longer necessary when producing in this way.

Having a raft of production options only makes sense if the print quality is good. Over 15 years ago KBA developed and launched metal blanket technology which supports a more precise circumferential register than sleeve technology. In contrast to sleeves, metal blankets cannot form so called 'waves', as

the end of the metal blanket fits exactly into the rubber blanket channel.

Automation also with large print runs
Today it is hard to imagine printing small- to medium-run jobs without automatic plate changers. When printing large print jobs of more

So far the C56 SG at Em. de Jong in Baarle-Nassau is the only 56-page short-grain press with a web width of 2,280mm (89.76in) in action worldwide. Interest in high-volume short-grain presses is great and we are confident that soon further printing houses will invest in this economically-attractive technology from KBA.

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The highly automated Commander CL press for Heilbronner Stimme, a loyal KBA customer

Latest four-high web press in growing demand

Seventh KBA Commander CL goes to Heilbronn in Germany

German media enterprise Heilbronner Stimme opted in favour of printing press manufacturer Koenig & Bauer AG (KBA) and is upgrading production with a highly automated Commander CL newspaper web press. By placing this order the prominent media enterprise has reaffirmed its longstanding association with KBA, which has existed since Heilbronner Stimme was founded in 1946. Even in the letterpress era, the company printed on a KBA Courier and since 1995 a Commander satellite web press has been in action in their pressroom.

In the first year after its launch on the market, seven lines of the flexibly automatable Commander CL with a total of 25 printing towers were sold to Germany, China and the USA.

From the middle of 2014 on the new press will slowly take over the production of the innovative group's raft of printed products. The compact four-high web press with H-type printing units will be engineered for a maximum web width of 1,400mm (55.1in) and a cylinder circumference of 1,020mm (41.2in).

Flexible automation brings investment security

Managing director Bernd Herzberger says: "We have worked successfully with KBA for decades and are more than satisfied with the performance of the KBA Commander as well as with the customer service we have received.

With the competent support Mr Martin Blume from mb³ management consultants, we opted for the Commander CL featuring intelligent modular design after an extensive selection process which focused on efficiency, economy and quality. The latest KBA development not just offers great value for money, but also practice-orientated automation, which can also be customised flexibly at a later date to suit changing demands. The Commander CL contains many features found in the internationally successful Commander CT, such as the same high-quality inking unit with three forme rollers. I believe that we have made a choice fit for the future by choosing this cutting-edge press."

One of the world's best newspaper printers

The Heilbronn-based newspaper printers are well known in the branch for their superb qual-

ity colour newspapers. They are a longstanding member of the exclusive International Newspaper Color Quality Club and are now a member of WAN-IFRA Star club, after successfully participating five times in the competition. With nine local titles and a daily circulation of around 90,000 copies and 266,000 readers, the *Heilbronner Stimme* together with the titles *Hohenloher Zeitung* and *Kraichgau Stimme*, are the leading daily newspapers for the economic region Heilbronn-Franken, Hohenlohe and Kraichgau. The *echo*, a boulevard weekly with editions on Wednesdays and Sundays, has a circulation of 240,000 copies. Along with newspaper supplements, such as *WirtschaftsStimme* or *autostimme*, further weekly or monthly published local titles, such as the *Brettener Woche*, *extra*, *Neckarsulmer Stimme*, *Lokalanzeiger* and *Heilbronner Stadtanzeiger*, also belong to the company's range of published and printed products.

Apart from the core newspaper printing business, the media group with its 600 employees take advantage of the possibilities and opportunities of electronic media. Along with a share in Radio Ton a private local radio station, the group also owns the region's leading online portal, *stimme.de*. Regional news, an advertising market, and videos draw over 315,000 visitors to the portal monthly. The business segment STIMME.NET responsible for mobile and internet activities offers services for all the group's customers in the form of a Typo 3 web agency. The company also operates an addressed postal delivery service carried out by its subsidiary, RegioMail.

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After signing the contract (sitting l-r.): Christoph Müller (executive vice-president web presses, KBA), Tilmann Distelbarth (publisher, Heilbronner Stimme), Bernd Herzberger (managing director, Heilbronner Stimme), Alexander Huttenlocher (sales director, KBA). Standing (l-r): Hans-Jürgen Müller (printing manager, Heilbronner Stimme), Georg Fleder (web press sales, KBA), Martin Blume (mb³ MANAGEMENTBERATUNG), Michael Beck (senior manager and director of purchasing, Heilbronner Stimme), Stefanie Laibacher (management assistant, Heilbronner Stimme)



The KBA Comet press for Iraqi Media Network (IMN) in Baghdad

Al-Sabah Newspaper invests in a hybrid press

KBA Comet destined for Baghdad

Another of KBA's globally successful single-width Comet presses will go live at Baghdad-based Iraqi Media Network (IMN) in the second half of 2013. The coldset/heatset press will primarily print the country's largest and most popular national daily, Al-Sabah.

Like some 200 newspaper, semi-commercial and book printers throughout the world IMN cites print quality, output and reliability as reasons for choosing the Comet.

Four-high press for coldset/heatset flexibility

The integration of a thermal dry-

er allows eight of Al-Sabah's 48 full-colour pages to be printed in heatset on coated stock. This configuration also supports the blend of full-colour heatset and coldset pages that is typical of Middle East titles. The full-colour heatset web will be also used for magazines on coated and improved paper, flyers, inserts, books etc.

Variable web width and other extras

The 75,000iph KBA Comet will have a 578mm (22.75in) cut-off and a web width variable from 630 to 870mm (24.8 - 34.25in), with 760mm (29.92in) specified for newspapers.

The six reelstands will be connected to a KBA Patras M reel-handling

system. The six towers will feature automatic ink pumping and automatic colour-register control. The superstructure above the two KF 3 jaw folders will have one former each. Automatic cut-off register controls, length and cross perforators and a quarterfold will ensure high-quality folding and enhance production flexibility. Alongside cutting-edge console technology the press will also have the option of remote maintenance. The investment package includes a Gämmerler stacking system.

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L-r: KBA sales manager Klaus Weber; KBA executive vice-president Christoph Müller; minister Mohammad Abdul Jabbar Al Shaboot, head and director of Iraqi Media Network; KBA sales director Jochen Schwab and local KBA agency Alpha Print Graphics representative Ibrahim Raphael



DNEX Tryckeriet's modern printing centre in Akalla, a suburb of Kista, near Stockholm

At the official inauguration of the new KBA Commander CT at DNEX Tryckeriet in Akalla: Carl-Johan Bonnier, chairman of the Bonnier board, cuts the ribbon to mark the high-tech web press' start-up

New Commander CT presses in Akalla and Malmö

Media group Bonnier invests heavily in print

As well as intensifying its internet operations Bonnier, the globally prominent Swedish media group, has invested in printed newspapers with highly-automated Commander CT presses. The company's print arm, Bold Printing Group, has production plants in Akalla, a suburb of Kista near Stockholm, Malmö and Borås, and is one of the biggest print groups in Europe.

At the end of September the new high-end press, with a capacity of 96 Broadsheet pages, was officially inaugurated in front of numerous special guests at DNEX Tryckeriet in Akalla. In Malmö the first section of a further Com-

mander CT 96-page web press has successfully gone live at subsidiary Sydsvenskan Tryck.

96-page press line in Akalla

The 96pp web press line has a 560mm (22in) cut-off, a maximum

web width of 1,590mm (62.5in) and a maximum rated output of 90,000cph in straight production. The Commander CT in Akalla prints the greater part of the biggest national daily, *Dagens Nyheter*, which was first published in 1864. Other

titles include a business newspaper, *Dagens Industri*, a freesheet, *Metro*, and a Swedish news daily, *Expressen*, which was launched in 1944. Alongside these tabloid titles the press prints supplements, inserts and other publications.

Combination of traditional and new media

Bonnier is a Swedish family business whose roots date back to 1804. Today the company is active in Europe, Russia and the USA. Its extensive print-based operations include book publishers, magazines, daily titles and business publications. In northern Europe Bonnier is a major shareholder in the biggest commercial television channels TV4 (Sweden) and MTV3 (Finland). Radio stations, cinema chains, music and film production firms, online distributors and providers of business and economic data are also part of the group. Alongside its traditional activities Bonnier intends to expand more and more into new business models in the internet.

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The compact, high-tech press in Akalla features six double-wide four-high towers, a jaw folder and automated paper logistics



150 jubilee at Mayer & Söhne in Aichach

Fit for the future with the Commander CT

In time for the 150 jubilee of Mayer & Söhne, a Bavarian print and media house, a new KBA Commander CT web press has gone live in Aichach, Germany. At the end of September the cutting-edge press was fired up in front of the Bavarian media minister, Thomas Kreuzer.

As a regional media group, Mayer & Söhne stands for high-quality journalism for the people “back home” said Mr Kreuzer. The company celebrated its birthday with an open day for the people of Aichach in mid-October 2012.

Thomas Sixta, a partner of Mayer & Söhne as well as publisher and editor-in-chief of the *Aichacher Zeitung*, is delighted with the Commander CT’s successful production start and said: “We have invested about €8.5 million in technically upgrading our printing house to ensure long-term sustainability. The complex construction and commissioning of our new high-output press was carried out very professionally without interrupting running production. Alongside high print quality and flexibility, the Commander CT, equipped with automated plate changing for extremely fast job changes, paves the

way for new production options, such as four colours throughout and creates leeway for further contract work.”

A traditional company with a multitude of activities

In 1862, Ignaz Mayer founded his print shop on Aichach’s town square and the *Aichacher Amtsblatt*, predecessor to the *Aichacher Zeitung*, was first published three years later. Over the past 40 years this traditional family-run company now managed by the fifth generation, has grown significantly. Today the group employs 350 employees, 240 of which work at the company’s base in Aichach, the others at the second printing plant in Lahr as well as at publishing houses in Augsburg, Weißenburg and Bamberg. Weekly newspapers and freesheets, such as the *Stadtzeitung* in Augsburg and the *WOBLA* in Bamberg, are published at these locations. Two publishing houses for monthly magazines, books and street maps and four travel agencies also belong to the group along with the print titles and web and sheetfed offset printing plants.

Prominent Berliner-format print provider

500,000 in-house newspapers and freesheets, such as the *Aichacher Zeitung*, *Aichacher Anzeiger*, *Stadtzeitung Augsburg*, *Stadtzeitung Weißenburg* and *WOBLA*, are printed every week. Mayer & Söhne traditionally print more for contract customers than for their own publishing houses for which the Berliner-format is predestined. The Munich edition of the *Bild City* was printed for the Axel Springer pub-



Guests from all over Germany attended the commissioning of the new compact press. Thomas Sixta (in the middle) with local mayor Klaus Habermann (l) and Wolfgang Schubring of Axel Springer publishing house



The main speaker was the Bavarian media minister and head of the state’s chancellery Thomas Kreuzer (r), shown here next to publisher Thomas Sixta



The Commander CT which had been wrapped in paper for the event, was ceremoniously unveiled and then ran at top speed



The new KBA Commander CT stands next to a Manroland Geoman (in the background)

lishing house. Every month eight million newspapers and newspaper-like products leave the printing plant in Aichach in addition to supplements that are printed for trade companies across the country.

High flexibility boosts contract work

The new compact web press, with a maximum web width of 1,260mm (49.6in) and a cut-off length of 470mm (18.5in), can print up to 47,000 full colour, 32-page newspapers per hour. The press’ equip-

ment supports an array of product options and ad specials. Substrates with a higher grammage for magazine- and catalogues bodies as well as different semi-commercials can be applied. Along with half covers, with the skip slitter they can produce full and half-size newspaper sections in one print run thus in-line tabloid supplements in broadsheets.

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The head office of Grafica Editoriale Printing, which was founded in 1885, is situated on the Via Enrico Mattei in Bologna



A look at the KBA Commander CT from inside the soundproofed control room

Open House at Grafica Editoriale Printing in Bologna

Compact KBA Commander CT now printing in Italy

The banner of the open house, which celebrated the production start of the new KBA Commander CT at Grafica Editoriale Printing in Bologna, was chosen well. "We believe in ourselves. Print your future with us!" was the message conveyed to the special guests and representatives from the publishing and printing industry who were able to experience the compact press' performance first hand in Bologna.

The Italian premiere of this high-tech press equipped for both heatset and coldset is a positive sign considering the country's current economic situation. By investing in this highly automated press, which has also been in demand in many other countries, Grafica Editoriale Printing aims to

decisively increase its own market efficiency.

More possibilities with unusual 5/2 format

The KBA Commander CT, delivered in the somewhat unusual 5/2 format with a maximum web width of 1,920mm (75.6in) and a cylin-

der circumference of 1,197mm (47.2in), has a maximum output of 40,000 cph. Following a Compacta 417, a Compacta 618, three Colora presses and a Commander T, it is the seventh KBA press to be purchased by Grafica Editoriale Printing. The new press will primarily print high-quality catalogues. A later expansion and the production of tabloid newspapers were taken into account in the planning stage.

(coldset and heatset) and Colora (coldset), in action at Poligrafici's other locations in Loreto (Rotopress International), Florence and Milan.

A powerful Trio

The KBA Colora press fired up in 2007, the Commander T with dryer in 2008 and the new Commander CT, all at Grafica Editoriale Printing in Bologna, make a good team. The presses are predominantly configured for the production of supplements, commercials and catalogues, but can also print high-quality newspapers with or without the use of a dryer.



Numerous guests from the publishing and printing industry attended the official Italian premiere of the Commander CT at Grafica Editoriale Printing in Bologna



KBA sales director Jochen Schwab (I) presented the president of the Monrif group, Andrea Monti Riffeser, with a picture of the Commander CT

Grafica Editoriale Printing in Bologna is Poligrafici Printing's most important printing centre. Poligrafici Printing is the print division of the prominent media enterprise Poligrafici Editoriale, which belongs to the Monrif group. This group covers many operations in publishing as well as in areas such as advertising, multimedia, property and hotels. Alongside Bologna for many years now, there have also been KBA presses, such as the Comet

Silvio Broggi, president of Grafica Editoriale Printing, said at the official start-up of the Commander CT: "Changing market conditions in publishing and the commercial sector combined with increasing quality demands and larger prod-



The heatset dryer in the superstructure



KBA project manager Benito Vigo Nieves (r) explains the Commander CT in more detail to interested guests



The press operators from Grafica Editoriale Printing in front of the new compact press



Satisfied with the results (l-r): KBA sales director Jochen Schwab, Silvio Broggi (president Grafica Editoriale Printing), KBA project manager Benito Vigo Nieves plus Daniele and Davide Madureri from KBA web press agency GAM International



uct diversity, compelled us to close parts of our old printing house in Bologna on 1 December 2012 and establish a new one featuring the most cutting-edge presses in terms of prepress, printing, integrated logistics and finishing. Taking into account the growing demands of our customers, it had to fulfil the criteria of quality, performance, flexibility, energy and cost-efficiency to a high degree. The production logistics from reel loading to book bindery are now perfectly coordinated and highly automated.”

Catalogues, flyers, magazines and newspapers

Silvio Broggi continues: “The concept of a cutting-edge, innovative tower configuration compact press, such as the CT, roused our interest back when it was launched. Working closely together with KBA we have designed a press that fits our requirements exactly. It unites excellent print quality and a high level of production flexibility with a minimum of space required and ease of operation. It shows its strengths also when changing jobs quickly.”

Left: a winning team: Silvio Broggi (in front), president of Grafica Editoriale Printing, with the KBA team and his employees

Grafica Editoriale Printing opted for the 5/2 format, so that alongside the heatset production of catalogues, flyers and magazines, the company can also print tabloid newspapers. The press’ configuration ensures that along with the production of up to 64-page commercial products, newspapers of up to 40 pages can also be printed.

The Commander CT’s printing towers are equipped with automatic blanket-washing units, colour and folder register controls and a hot-air dryer with integrated after-burning. The superstructure features a horizontally adjustable former and an automatically adjustable commercial P5 folder. Two cutting-edge ErgoTronic consoles ensure ease of operation.

The Commander CT went into operation non-officially on 15 October, two weeks earlier than planned. Broggi says: “It was a smooth start without any problems. Our employees were trained on the press and the initial tests were successful. The press was able to run up from one- to three-shift operation within a week.”

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Patrick Zürcher (r), plant manager at Freiburger Druck, and KBA project manager Peter Benz (l) spoke about inline coating with the waterless KBA Cortina web press



A view from above: the double-coater for coating both sides of the web is positioned directly above the Cortina printing tower

Interview: coating in newspaper printing

More gloss with the KBA Cortina

Award-winning newspaper printer Freiburger Druck in south-west Germany has been printing with a KBA Cortina waterless press since 2006. The company welcomes innovation which is another reason why the waterless press was fitted with a coating unit in 2011. Recently the printwork produced in Freiburg, the finished publications for the Leonberger Staud Studios in particular, have caused quite a stir in the industry. KBA Report* spoke to the plant manager at Freiburger Druck, Patrick Zürcher and to Peter Benz, Cortina project manager from KBA, about the topic "Inline coating in waterless newspaper printing".

KBA Report: How did it come about that a prominent photographer such as René Staud wanted a customer publication produced in the form of a newspaper?

Peter Benz: Amongst other things, René Staud wanted to have pin holes, a typical characteristic of newspapers. After checking his data I told him that for the designs he had in mind he wouldn't be happy with the results in conventional coldset. There would have been too much ink coverage. The first order was produced in Freiburg just before Drupa and he was amazed with the results. In the future he wants such a newspaper to come out three or four times a year.

Patrick Zürcher: Mr Staud said demand for this customer magazine was huge. Despite its outstanding print quality, it is still a product in the style of a newspaper.

KBA Report: Well, René Staud was lucky that this coating unit already existed. What was behind KBA's decision to launch this add-on?

Benz: We all know that the market is changing. Newspaper presses are becoming faster, makeready times shorter, but circulations are dwindling in many markets. Many print-

ing companies are therefore trying to generate extra business, especially those in the semi-commercial sector, and it's those that we wish to target with this coating unit. If you – like in wet offset – put eight parts water on the web and then add 100 per cent dispersion coating, the printer will not be delighted. The coating unit is predestined for waterless offset.

KBA Report: Is the coating from SunChemical?

Benz: Yes. The goal was to develop a coating that is dry before the printed web reaches the folder. We found from testing that if the coating was too "fast" then it led to a considerable build up on the first rollers it reached, which in turn resulted in massive wrinkles. If the varnish was too "slow", then we had a build-up of coating at the former. Therefore together with SunChemical we worked on developing a coating with the optimal drying speed. Drying is also influenced by the length of the web path, web speed and type of substrate. Certain substrates don't need a drying aid. In order to support the coating of as many types of improved paper as possible, we later integrated an Eltosch dryer into the process.

Zürcher: During the initial tests we had to continuously check if the coating was distributed correctly. So we dyed it blue. The coating unit consists of anilox rollers with doctor blades and two rubber rollers, the web runs through the middle. Pressure is needed to make the whole thing work.

KBA Report: This can somehow be done when carrying out a test installation at the manufacturer. But in an existing Cortina – was there enough space?

Benz: The coating unit is quite compact. In the meantime we have checked every one of our 19 Cortinas to see in which presses an in-

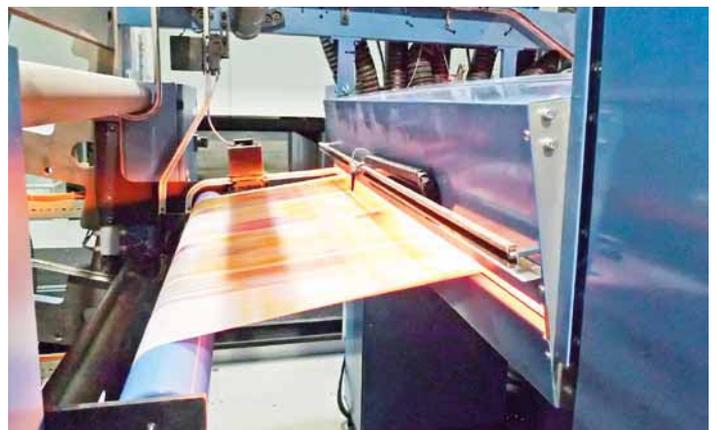
stallation would make sense and to see how best to install the coating unit. Naturally it's easier to do this with a new press. You can plan to put the coater in the place that ensures the most optimum web path for drying.

KBA Report: How long have you used this "dryer" in Freiburg?

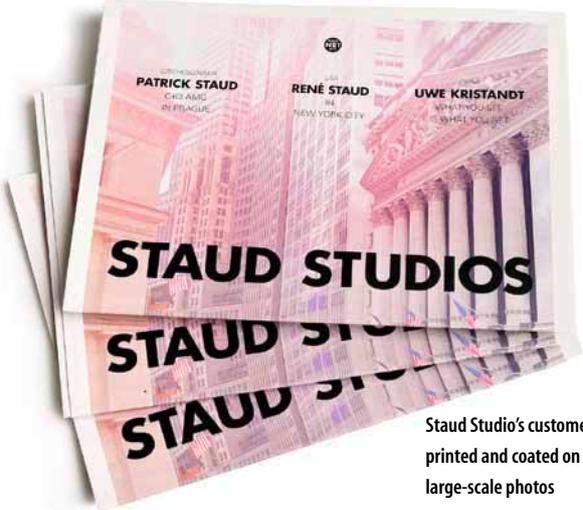
Zürcher: We installed it in March 2012, just before Drupa. A coating unit and a dryer have been completely integrated in the press and the console since September.

KBA Report: Is the dryer equally as variable with regard to the web width as the coater, where it can be adjusted between two pairs of rollers?

Zürcher: Yes. We can coat a full, half, three quarters and also only a quarter of the web. You can select the dryer to do the same. If I don't



Coating with the approx. 1m (3.28ft) long IR/hot-air dryer from Eltosch is possible with nearly all types of improved stock



Staud Studio's customer magazine, which was printed and coated on the Cortina: top-quality large-scale photos



Thanks to coating, challenging supplements with a high amount of ink coverage can also be printed on the KBA Cortina in coldset without smearing or marking

print and coat the entire web, then the entire web width doesn't need to be air-blown dry. The web path through the infrared/hot-air dryer (drying stretch) is less than a meter (3.28ft).

KBA Report: Can you operate the coating unit and dryer from the console?

Zürcher: The press operator can select the coating unit and operate it from the console. He usually checks everything in the superstructure before starting a job. After that the impression "on" and "off" can be remotely controlled from the console, just like the type of coating job.

KBA Report: Coating sometimes simply serves to protect the product.

Benz: Yes, to prevent abrasion and smearing. Try doing the "bookbinder test" with a nail. You will find that with a coated copy hot off the press you won't be able to scratch

off any ink and you won't have dirty hands. This is a huge benefit. Even if you do your best when printing without coating, you can see the effects depending on the printing forme and ink coverage of the folding jaws, pick-up station or even the clamps in finishing on the product.

Zürcher: If you have these benefits for your in-house production, then it's great. If the customer sees that their products look nicer, better and cleaner with coating, then it also promotes sales.

KBA Report: Does it pay off?

Zürcher: Initially it was an investment in the future. But in the meantime we have been able to produce great products for our customers who opt for coating and we have further surprises in the pipeline.

KBA Report: Did anything else have to be altered in the press to make it suitable for coating?

Zürcher: First of all there was a fundamental condition which I clearly expressed to KBA: I would like to be able to gather coated and non-coated webs, just like with other print jobs.

Benz: The web guides are covered in Teflon everywhere where the coated web comes into contact with guide rollers and turner bars. These take off less ink and coating, which we have proven in our day-to-day operation.

Zürcher: This also keeps cleaning within reasonable limits. If I may make a comment about the speed: you wouldn't print the high-quality products in question without coating with 40,000 iph. In this respect, for these jobs we don't really have a reduction in running speed.

Benz: It doesn't make sense economically to coat millions of copies. Small to medium-sized run are appealing. Coating prices strongly influence how profitable this technology is. It's a huge difference whether you pay two or even four euros per kilo.

KBA Report: Which products would you coat in the future? Not just newspapers and weeklies, but other products?

Zürcher: Products that are like magazines, supplements, high quality magazines and news brochures.

KBA Report: How important have these products become over the past years?

Zürcher: They comprise about 30 per cent of our production volume and rising.

KBA Report: Are there some substrates which wouldn't be suitable?

Zürcher: Judging by the huge range of substrates on the market, there are of course some which are less suitable but all the improved coldset paper we have coated so far fit.

KBA Report: It is not enough to simply install new technology, you need the corresponding orders.

Zürcher: Well, by that if you mean a sales team, we've had one for a good few years now. For decades now we have been printing other products aside from our own newspapers anyway on the Cortina, which is now in its eighth year. So in that respect stitching and coating wasn't a completely new step for us. However, in our day-to-day business we never thought that it would be so easy. The printers go to the press, turn on the coater, print and that's it.

Benz: Some pessimists thought it would never work.

Zürcher: As a pilot user, you always have to be prepared for setbacks or dead-ends. Ultimately this coater is a good example of how a project can end successfully when members of the supply industry work together.

Interview by Gerd Bergmann
Enquiries: peter.benz@kba.com



Coating unit and dryer in the KBA Cortina's superstructure



The KBA Commander CL will be delivered to the Guiyang Daily Media Group in the third quarter of 2013

Guiyang Daily invests in innovative KBA technology

First order for the new Commander CL from Asia

Following the five orders going to Europe and North America, the Guiyang Daily Media Group, located in a city of the same name in southwest China, also opted for the flexible, four-high KBA Commander CL in October 2012.

The press which is equipped with a hot-air dryer for printing products in semi-commercial quality, is scheduled to go live in a new printing plant at the end of 2013. A KBA Comet delivered in 2006 with six printing towers, six reelstands and three jaw folders, will also be moved there under KBA's direction.

KBA alliance boosts growth

"Over the past few years, our media enterprise has grown significantly with a positive trend in advertising income. Alongside our motivated

staff in our printing plant, editorial and publishing offices, first class printing technology and service provided by KBA China has played a key role. We have been able to successfully meet growing production requirements in terms of quality and output, thanks to the KBA Comet with its outstanding performance. With the new Commander CL we aim to tap into new markets such as the prosperous Chinese semi-commercial print sector, and together with KBA build on the success of the past six years," says

Guiyang Daily Media Group general manager Liu Jian Ping in his speech at the contract signing.

A successful media enterprise

Guiyang Daily Media Group printing and publishing house was founded in 1957 in Guiyang, the seat of government of the Guizhou province. Situated in a mountainous valley amongst natural forest landscapes; this region of China has been moulded by the tobacco and pharmaceutical industries and is known for its culinary



With traditional clothing and dances, the Miao people in the Guizhou province preserve a century-old custom which even inspires fashion designers from Milan and Paris. The photo was taken in the village of Xijiang, 180km (112miles) from Guiyang



The largest waterfall in Asia, Huangguoshu, can be found in the Guizhou province

specialities, such as Maotai liquor. Three million of the province's 40 million inhabitants live in the capital city, Guiyang. The media group, which also prints contract work, publishes five daily newspapers and three magazines, and is also active within the internet sector. Their two most important titles are the *Guiyang Daily* and the *Guiyang Evening News*. The latter, with a daily circulation of 280,000 copies, is the most popular newspaper in the region and distinguishes itself from competitors in terms of quality.



Signing the contract for the KBA Commander CL in Guiyang (l-r): Guiyang Daily Media Group financial director Yang Ping, KBA Printing Machinery (Shanghai) general manager web sales and service (North/East Asia) Andreas Friedrich, Guiyang Daily Media Group general manager Liu Jian Ping, KBA sales director Alexander Huttenlocher, Guiyang Daily Media Group president Sun Bo, Guizhou Mec vice general manager Tian Ying, Guiyang Daily Media Group senior consultant Peng Ming Duan, KBA Printing Machinery (Shanghai) general manager web sales China Han Shao Sheng

Flexible technology creates new options

The Commander CL (cylinder circumference: 1,092mm/43in) configured with two four-high towers, two Pastomat reelstands, a hot-air dryer and two jaw folders is equipped for cold- and heatset printing. The printing couples feature KBA RollerTronic automated roller locks and KBA CleanTronic blanket-washing units.

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After signing the contract (l-r): Xu Jiacheng, vice president Chuzhou Jiamei Plate Printing and Can Making, Johnny Lo, managing director Chuzhou Jiamei Plate Printing and Can Making, Thomas Groß, sales manager KBA-MetalPrint, Chan Man, chairman & CEO CFP, Ralf Gumbel, managing director KBA-MetalPrint, Frank Liao, general sales manager Metal Printing, KBA China

Market growth requires substantial investment

Two further MetalStar printing lines for China Food Packaging

On 6 September 2012 Jiamei Plate Printing and Can Making sealed the deal for a six-colour and a three-colour MetalStar UV press at their production plant in Chuzhou, China. With this investment, China Food Packaging, the group's parent company, aims to significantly expand production capacity and create room for future company growth.

Founded in 2001, today China Food Packaging is one of the top five manufacturers for beverage and food cans in China. The

company predominantly produces three-piece cans and also bottles beverages. Every year over 3,4bn cans are produced and about 3bn

are filled. The management expects further stable and constant growth in the can-making sector. A walnut-based drink alone increased

its yearly capacity by around three billion cans and China Food Packaging is this customer's main producer.

In 2011 China Food Packaging opted for a six-colour MetalStar PR press with UV capability. This was the beginning of highly efficient production with one of the most cutting-edge metal decorating presses on the market. All three presses are equipped with a drying system consisting of several interdeck UV dryers and an end of press UV dryer, which compared to conventional thermal dryers save a large amount of energy when decorating metal. In addition, the presses are equipped with a sheet management system (SMS), which each can eject single sheets for quality checking purposes and waste ejection including an additional box for waste. The press can transport a preset number of start-up sheets directly to the waste box and eject the sheets to be inspected separately. This avoids waste interrupting production. The MetalStar PR is notable for its high quality, high output of up to 9,000 sheets per hour and significantly reduced makeready times.

The press which went live a short while ago already operates in three shifts and prints an average of 100,000 to 130,000 metal sheets per day. Despite the high level of productivity, the capacity provided by the first press is already no longer enough. Based on its positive experience working with KBA metal-decorating presses, the company opted for two further press lines from KBA-MetalPrint.

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A six-colour UV MetalStar PR with SMS and a high speed stacker was installed in 2012

Thermal inkjet printing: an economical marking solution

BetaJET verso ensures outstanding print quality

At last year's Drupa KBA-Metronic, the German marking and coding specialists from Veitshöchheim, unveiled the new betaJET verso thermal inkjet printer. This printer is the ideal addition to their existing product portfolio.

Thermal inkjet printing technology is an established and proven printing process that prints cleanly and reliably on absorbent surfaces. Thermal inkjet devices also are convincing in industrial applications as they need little maintenance. Generally, printers of this type are cheaper, quieter and easier to use than other industrial marking systems.

Benefits through flexibility

TIJ marking devices, such as KBA-Metronic's betaJET verso, often

work in conjunction with feeder systems in industrial applications, as they are ideally suited for marking folding boxes, pre-cut parts and outer cartons. These devices are therefore used above all in the pharmaceuticals and cosmetics industries, where they are mainly used for anti-counterfeiting and for bar codes or data matrix codes.

The betaJET verso is designed both as a stand-alone printer and can also be used with the new alphaJET

family of inkjet printers. Various printing tasks can be performed simultaneously and cost-effectively by combining the two devices. While the betaJET verso prints a bar code, for example, the alphaJET can mark the packaging with an expiration date.

The modular concept supports an expansion of up to four print heads in one production line. This means that a print height of up to 50.8mm (2in) can be achieved, depending on the number of individual heads connected. Another benefit of using this printing technology on carton is the fact that the ink dries quickly on absorbent surfaces such as paper and cardboard. The type of ink used depends on the material used for printing. Inks are available in different colours and are free of solvents, thus contributing to the technology's environmental sustainability.

High speed

Thermal inkjet technology can perform tasks that not only call for flexibility but also speed, such as addressing applications, direct mail and lottery tickets, as fast as possible. The betaJET verso reaches a maximum speed of up to 120m/min. Output can be increased by using the printer simultaneously on two lines.

Nevertheless, the device still meets the high requirements of production companies in terms of print quality. Even when marking rapidly, it offers a razor-sharp printed image with a resolution up to 600 x 600dpi, produced by small, precise drops. These fea-



betaJET verso



TIJ technology ensures a razor-sharp image of up to 600 x 600dpi



A colour 8.4 in touchscreen display allows for easy operation



Up to four freely cascadeable printing heads can handle printing widths up to 2in (50.8mm)



Embedded in the udaFORMAXX feeder system, the betaJET verso is ideally suited to marking folding boxes, blanks and outer boxes

tures make the device a reliable and robust partner when producing sophisticated printing products.

In addition, the BetaJET verso is not demanding when it comes to maintenance. This is because the devices are based on the print cartridge principle and do not contain any moving parts. The only manual intervention is when changing the cartridges. However, this is performed quickly and cleanly thanks to its ease of access.

Thermal inkjet technology is a good choice, not just for those who want to cut costs. Devices such as the betaJET verso can master highly demanding printing tasks just as reliably as simple texts, providing precise printing results at maximum speed.

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i Website:
www.manhillencards.de/umwelt/

Standard PVC, bio PVC, transparent plastic cards, mono PVC or polycarbonate (PC) – the waterless Genius 52UV has the unique ability to process all these substrates and more

The Genius 52UV eco-press suits Manhillen cards perfectly

Climate protection - signed and sealed

The idea of producing an environmentally-friendly card to replace plastic cards used all over the world is nothing new. It is new, however, that the entire printing process can now be coordinated, certified and carried out by the waterless Genius 52UV from KBA-MePrint.

Following some very successful tests at KBA-MePrint, the printing company Manhillen in Rutesheim, Stuttgart (Germany) decided to expand and clearly focus its eco-friendly mentality with the help of

this unique sheetfed offset printing press. Manhillen has therefore not only been producing eye-catching promotional printed plastic items such as door handle hangers, lenticular images, decals and stickers

with its new Genius 52UV for some time now, the company also offers its customers an all-round service for plastic card printing – and that for over 30 years!

“Our professional core competence has been the manufacture of plastic cards for years. We not only produce traditional card mailings and loyalty cards, but also membership ID cards for fitness studios and key cards for the hotel sector. Our current climate-neutral card production even uses a bio PVC material,” explains Frank Manhillen, managing director and proprietor.

Bio PVC for your wallet and compost heap

“Bio PVC is an eco-friendly material, which is, just like standard PVC, based on crude oil and rock salt (57%). During the manufacturing process, however, other substances are added, which make the end product 100% biodegradable.

On your compost heap in the garden, for example, these cards will degrade in less than 40 months without leaving any toxic residues behind. The lifespan of a bio PVC plastic card in a customer’s wallet will be just as long as that of standard PVC cards, and will therefore offer perfect quality at all times,” elaborates Frank Manhillen further.

The waterless Genius 52UV which prints with UV inks is the perfect companion for this process. The tempered anilox inking unit ensures uniform inking, brilliant print quality and very low waste levels. This is an important economic factor to consider, in particular when using expensive or exclusive materials. In contrast to conventional offset printing presses, this press is extremely environmentally friendly, as no water, alcohol or powder is used, which is a fact certified by the German Printing and Media Industries Federation (BVDM).

With these climate-neutral bio PVC cards, Manhillen printers not only do their part for the environment but have also secured an important competitive advantage within their industry sector.

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Loyalty cards, club cards, gift cards, key cards, suitcase tags, entrance tickets or ID cards: Manhillen produces standard cards in accordance with ISO 7810 (85.72 x 53.98mm) as well as custom shapes, magnetic, bar code and chip cards

Niels Syx of Syx Graphics in Ypres

“The Genius 52UV is perfect for the job”

In the middle of the large clean-room production area at Syx Graphics in Ypres, Belgium, a Genius 52UV produces one sheet of cards after the other. Some 20 employees always wear protective clothing to stop even the smallest dust particle from contaminating the production of plastic cards.

24 year old Niels Syx is the company’s general manager. He has a degree in electronic engineering and studied to be a graphic designer for one year. He and his employees are responsible for the production of no less than twenty million plastic cards a year. Syx Graphics consists of two factories. On the ground floor of one factory the cards are produced in large volumes and on the first floor various machines can be found that are used to personalise the cards and tailor them to the client’s wishes.

In total, a card consists of up to five layers. Laminating the cards is the crucial step, even the smallest dust particle could cause imperfections rendering the card completely

worthless. The substrates are extremely valuable, especially if a RFID chip is used, hence the clean environment in which the cards are produced.

Waterless printing

Niels Syx explains: “Originally, the Syx Automations Group developed soft and hardware systems for access control. We noticed that plastic cards play an important role here which is why we started to produce them ourselves in 2007. We had been searching for a printing press that would be suitable for printing these challenging cards for a while when we first saw the Genius 52UV from KBA-MePrint in action at the Cartes trade fair in Paris. This printing press is perfect for the job.”



At only 24 Niels Syx is the company’s managing director. He studied electrical engineering and completed a one-year apprenticeship as a graphic designer



Niels Syx: “We have grown fast. The Genius 52UV plays a vital role in our production.”

Syx Graphics: on a growth curve

Syx Graphics, established in 2007 in Ypres, Belgium, is a subsidiary of Syx Automations. The company was founded in 1987 by Niels Syx's father. On the basis of the software platform ReCreateX developed in-house, more than one hundred employees develop access control and building management systems, among other products. Syx programs and installs all of the equipment themselves, such as data storage devices, pay machines and printers. Important customers are for example swimming pools, museums, zoos, sport clubs, youth centres and spas. Syx has sales offices in Belgium, the Netherlands and the United Kingdom.



Niels Synx is particularly impressed by the principle of waterless offset printing: “The excellent printing quality of the press with its small dot gain, the high contrast and the vivid colours are important and ensure that well designed cards come out perfectly. The ecological advantages are, however, just as important as a high print quality. A lot of our customers are part of the public or semi-public sector for whom ecological arguments are a deciding factor. This is one of the reasons why we included biode-

gradable PVC cards in our supply range.”

3,000 m² of the company's roof has been covered in solar panels. The company's own operating software, which also controls the temperature in swimming pools and museums, regulates the temperature and humidity in the entire company with minimal emission and costs. The solar panels deliver eighty per cent of the energy needed, the other twenty per cent coming from a wind turbine located on the premises.

Outstanding support

Syx uses an inkjet printer for smaller print runs, larger runs of up to 5,000 A3 sheets (11.70 x 16.54in) are printed on the Genius 52UV with 21 cards fitting on one sheet. Belgian train drivers own an identity card made by Syx Graphics and even the boat licences in the Netherlands are also made by Syx. Syx cards are everywhere. The company is the market-leader in this segment in Benelux.

KBA-MePrint is represented by Naca in Belgium, a subsidiary of Wifac in the Netherlands. “We were the first factory in Belgium to use a Genius 52UV. Both Naca and Wifac provided us with excellent support which was very helpful as in the beginning, everything about the Genius was new to us. When an incident occurred, it was dealt with immediately.”

Possibilities for growth

Syx Graphics does not focus on the production of large quantities of identical cards. “We aim to offer the customer great value. The costs of the carrier are an ever decreasing part of the total cost of PVC cards. We advise the cus-

tomers to look at the total value of the card. A card, especially one with a built-in chip, can be part of an entire security system. A card can also be personalised with commonly used technology, such as thermal printing or embossing where case metal letters and/or digits are hammered onto the card. Scratch-off techniques for authorisation codes or variations with bar codes, texts or images are also possible. A card can also be protected using holograms. We can apply all of these techniques and more and more of our customers opt for a combination of these.”

Niels Syx is optimistic: “We have grown fast. The Genius 52UV from KBA-MePrint plays an important role in our production process and we are glad to have taken this step together with Naca. We always try to build up a positive business relationship with our customers because partnerships based on trust always deliver the best results. Cooperation is always pleasant when our suppliers believe in the same philosophy.”

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Personalising cards to suit customers' individual needs is a part of Syx Graphics' product portfolio



i For more information please visit:
www.druckereithieme.de

Premium quality commercial prints “made by Thieme”: exceptional matt, gloss or gold finish effects on flyers and brochures

Thieme printing house in Meissen

Inspiration and know-how with the Genius 52UV

Thieme printing house in Meissen, Germany, has recently upgraded to a Genius 52UV with coater, thus significantly expanding their broad, high-quality commercial portfolio with unusual printed products.

Thieme printers can look back on many years of experience with non-absorbent substrates made of plastic and paper. The new press with coating unit contributes to the high profile of the company in the finishing market as well as to its continued specialisation. Operations manager Ulrich Thieme stresses that the Genius 52UV is “the ideal printing press” for his requirements.

Specialists for the extraordinary

The printing specialists at Thieme develop sophisticated and customised products out of paper and plastic. The company’s primary focus is on quality and reliability. Their production facility is equipped with cutting-edge and versatile technology, spanning all

processes from prepress, press and postpress. In addition to a multitude of plastic products, the company produces creative catalogues and brochures, for example for the state’s Porcelain Manufactory in Meissen and for the internationally acclaimed Semperoper opera house in Dresden. Thieme has been able to set itself apart from the competition with their commercial printed products featuring matt, glossy or gold finish as well as special finished packaging. Operations Manager Ulrich Thieme says: “This machine is simply made for low-cost production. With it, we have been able to offer many products far below competitor prices, and that without any compromises in terms of quality or flexibility.”

Coating unit highlights advantages

The coating unit plays an important role in adding a one-step finish to the premium quality print products at Thieme, thus creating added value for their customers. UV coating usually achieves the most highlights. Since a coating unit can process a greater range of coating thicknesses than an inking unit, it is particularly well suited for printing a rich white coating on transparent film. Operations Manager Ulrich Thieme says: “We have now important new options at our disposal, with which we will be able to increase production as well as our UV offset printing quality. We will be able to complete our print jobs more efficiently.”

Perfect for small print runs and expensive materials

Genius 52UV reaches its full economic potential in small and medium-sized print runs. A distinct advantage is the short makeready time required until the first “good sheet”. It is “inked up” much faster than other presses in this format class – a fact that is particularly advantageous for frequent job changes.

A doctor blade removes surplus ink for consistent print results. The plate cylinder and anilox roller are temperature-controlled for a stable printing process. Genius 52UV prints exclusively with UV colours that are UV-cured before reaching the coating unit. Any subsequent coating is therefore applied to fully cured inks. A final drying and hardening process follows after coating. The sheets are dry immediately, and can be passed to the next processing step right away. Conventional offset printing risks, such as delivering and batch blocking, are eliminated.

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Swiss Federal Council praises technological milestone at Saint-Paul



R-l: Thomas Burri, director of Saint-Paul; Thierry Mauron, director of Saint-Paul Holding; Alain Berset, Executive Federal Council; Georges Godel, State Council of the Swiss canton Freiburg; Martial Pasquier, Chairman of the St. Paul Group

The twelve-unit Rapida 106 delivered to the **Saint-Paul** printing company represented the Swiss premiere of a press with an unusual configuration. With an open house in November 2012, the company celebrated the press' successful start-up and a historic milestone in the history of the company. The high-tech press was officially inaugurated and shown off to a raft of prominent guests from the world of politics, economy, industry and trade representatives in Fribourg. Managing directors Thierry Mauron and Thomas Burri presented this investment in pioneering technology in an impressive way, drawing on how the press supports the printing and media house's strategy and will broaden their product portfolio.

It was a particular honour to have Alain Berset member of the Swiss Federal Council and Georges Godel member of the council of the Swiss canton Freiburg present, who in their speeches praised the management's entrepreneurial vision and this new investment.

"We are extremely happy and proud that they have put their trust in KBA technology and we are pleased to welcome such a prominent printing company as Saint-Paul to the KBA family," says Peter J. Rickenmann, managing director of KBA subsidiary Print Assist. The event was impressive and demonstrated the Rapida 106's full potential with eight printing units each equipped with two coaters and dryers, as well as perfecting capabilities. The press will predominantly print high-quality commercials with finishing. The press enables four-colour jobs to be perfect printed and coated in a single pass.

Swiss Ziegler Druck also invests in KBA technology

As part of an investment to replace several older sheetfed offset presses, **Ziegler Druck** based in Winterthur, Switzerland, is yet another printing house to choose KBA. The company opted for a five-colour Rapida 106 with coater and extended delivery in medium-format.

The press features many of the Rapida 106's well-known automation modules, such as DriveTronic feeder, DriveTronic SIS sensoric infeed system, automatic plate changers, DriveTronic Plate Ident automatic register presetting, synchronised washing systems, automated coating forme change, automatic coating supply and cleaning system, plus an additional package for printing on lightweight substrates (40 g/m², 25lbs).

The ErgoTronic console is supported by DensiTronic Professional, a densitometric and spectral measurement and control system.



With the investment in an optimum equipped KBA Rapida 106 Ziegler Druck has re-positioned itself in the sheetfed offset market. (L-r): Manuel Rüegg from Print Assist with printer Willi Glaus, head of technology Pedro Schmidt, deputy head of technology Silke Stauder and head of offset Remo Moretta from Ziegler Druck AG

Colour control takes place automatically in the press slashing makeready times and production

waste, while also ensuring precise ink supply during production runs. Inking units can be engaged

or disengaged individually from the console, which reduces energy consumption.

Nordic Offset Printers Association visit KBA

Scandinavia has always been an important web offset market for KBA. In November the **Nordic Offset Printers Association** (NOPA) held its annual autumn meeting 2012 in Würzburg, Germany. Printing house representatives and suppliers from Scandinavia and the Baltics took the opportunity to visit KBA's main plant in Würzburg.

NOPA regularly organises lecture series and promotes the exchange of information about the market and the perspectives of the graphics sector among industry members. Along with the sharing of professional knowledge and experience outside of work, emphasis is placed on getting to know each other better and understanding each other's culture.

Following presentations on current developments in commercial, digital and newspaper printing, the participants also were given a tour of the Main-Post's newspaper printing facilities in Würzburg on



The NOPA participants and KBA representatives in front of the main entrance at the KBA plant in Würzburg

the first day. Here they were able to see a compact KBA Commander CT web press live in action. In the meantime one of these presses has recently gone to Sweden (see article on page 34). Printing houses and contract printers in Finland and Denmark work with the Commander's sister press, the KBA Cor-

tina. Along with a tour of a printing house, the participants enjoyed a beer tasting and a meal at a traditional brewery in Würzburg.

The NOPA participants were welcomed by KBA president and CEO Claus Bolza-Schünemann at the plant in Würzburg and were then

given a tour of the site. Naturally the newly-developed KBA RotaJET 76, which was unveiled at last year's Drupa, was the subject of great interest. At the end of the two very action-packed days, all the participants were pleased to have seen the roots of press engineering first hand in Würzburg.

KBA users scoop Irish Print Awards 2012

The high quality print produced on KBA presses has again been recognised at a leading industry awards event. On the back of a hugely successfully night for KBA

customers at the British Book Design and Production Awards 2012, *Irish Printer* magazine shortlisted work from Webprint Concepts and Nicholson & Bass at its an-



nual ceremony on 29 November in Dublin. Webprint Concepts won the National Newspaper Award for its production of the *Irish Examiner* and KBA sheetfed customer, Nicholson & Bass, was shortlisted in three of the 16 categories. The KBA Award for Magazines was won by Hudson Killen for *Ella Fashion* and Brian Felon production manager received the award from Alan O'Brien of KBA agent Reprocentre.

The *Irish Examiner*, a national daily newspaper, is printed by **Webprint Concepts** in Cork. The independent publisher, which moved into new purpose built premises in

2006, operates a six-colour double-width KBA Colora that with a cylinder circumference of 1,156mm (45.5in) runs at speeds of up to 75,000 copies per hour. The press is equipped with six reelstands, six four-high towers for printing four-back-four and two KF 5 jaw folders. The contract printer also received recognition for its work in the Print Finishing category for *NI4Kids*, a family magazine.

Belfast fine art and book printing specialist **Nicholson & Bass** was nominated for three categories - sheetfed colour offset printing, magazines and books. Last year the company commissioned a 10-colour B1 KBA Rapida 105 long perfecting press. Established in 1938 it operates from a purpose-built factory and is now one of the premier sheetfed litho printing companies in Northern Ireland.

Donagh O'Doherty (r), managing director of **Webprint Concepts**, is pleased with winning the prominent Irish National Newspaper Award, which is sponsored by manroland

KBA users win big again at Druck&Medien Awards 2012



Plant manager Patrick Zürcher (2nd right) and his team at Freiburger Druck are over the moon at receiving the award for Newspaper Printer of the year, sponsored by hubergroup Druckfarben, for the fourth time. Enie van de Meiklokjes, the gala's presenter, is also pictured

At a celebratory gala, Freiburger Druck was crowned "Newspaper printer of the year" for the fourth time in a row at this year's Druck&Medien Awards following winning this award in 2006, 2008 and 2010. Druckstudio in Düsseldorf accepted the award for most environmentally focused enterprise of the year, an award sponsored by KBA. The awards, named after a trade magazine produced by the Haymarket Media publishing house in Hamburg, took place on 22 November in Berlin. The extraordinary achievements of further KBA users were also recognised with many of them taking home awards.

Freiburger Druck has produced high-quality newspapers, magazines, supplements, freesheets and special publications in waterless offset on a KBA Cortina since 2006. The printing house in Freiburg is well known in the industry for its high-quality and environmentally-friendly coldset production. The printing house has been ranked highly by the International Newspaper Color Quality Club for years and has accepted many awards for their commitment to the environment. The award-winning product origi-

nated from a chance collaboration with the René Staud photo studio in Stuttgart. Aqueous coating, which produces premium results in waterless coldset production, gave the customer magazine, that was technically challenging from a printers point of view, an impressive look with an extravagant feel.

KBA Environment Award for Druckstudio Düsseldorf

KBA vice-president sheetfed offset sales Ralf Sammeck awarded the KBA environment prize for the most environmentally focused company of the year to the management of the **Druckstudio** group in Düsseldorf. Between 2008 and 2011 the company reduced the amount of energy consumed per ton of paper by 27% and generated 90% less CO₂ in relation to electricity, water and heat. At the same time the printing company grew from 45 to 83 employees and doubled its printing volume. The company was able to then isolate its growth from energy and resource consumption. A five-man "Green Team" made up of employees from different departments, is responsible for any issues regarding environmental protection and conserving resources.

The **Appl Group** also won big at the Druck&Medien Awards with managing director Markus Appl accepting the award for Printing Plant Manager of the year in recognition

of his somewhat unorthodox decision to add gravure the Group's sheetfed and web offset portfolio. Today the Appl Group has 880 employees and a yearly turnover of €230m. The sheetfed locations, Aprinta in Wemding and Sellier-Druck in Freising, have both been shaped by KBA sheetfed offset presses.

Appl also won the Art Printer of the Year award for the 536-page accompanying book to last year's Documenta exhibition which had an initial print run of 70,000 copies. 630,000 sheets in four-colour were printed simultaneously on two Rapida 162a perfecting presses in 70lpc (175lpi) AM screen with 64 pages in one go. Appl also accepted the award for the most social print project of the year, a Christmas trucker campaign. Appl has been involved in this campaign, which sends aid convoys filled with packages of food and sanitary products to eastern Europe, since 2006.



Markus Appl, managing director of the Appl group (2nd right) accepted the award for Printing Plant Manager of the Year



KBA vice-president sheetfed offset sales Ralf Sammeck (l) handed the environment award sponsored by KBA to the management of the Druckstudio group in Düsseldorf

Four Star Color propels growth with new KBA Rapida 105

KBA North America announces that **Four Star Color**, a Newton, New Jersey packaging printer, is propelling its growth with a new six-colour Rapida 105 medium-format press with extended delivery and prepped with UV capabilities. The new press was delivered and installed in mid-July 2012 to coincide with the firm's move to its new 2,800 m² (30,000 ft²) facility.

Chuck Cioppa, president of Four Star Color says: "After seeing the KBA factory in Radebeul, talking to other KBA customers and learning of the long distinguished KBA reputation in the packaging press market, I felt quite satisfied that our new KBA press would provide our

firm and our customers with the quality, efficiency, and dependability that we need to continue growing."

Four Star Color was the first to receive a new-generation Rapida 105 in the USA; which along with an output of up to 16,500sph incorporates many technical features from the Rapida 106 makeready world champion. "We are pleased to forge a new partnership with Four Star Color," says Edward Hefernan, KBA sales representative. "Our new KBA Rapida 105 will become a centrepiece in Four Star's new facility." Four Star Color was founded in 1964 as a photo engraver and began to offer colour separation and platemaking services



Chuck Cioppa, president of Four Star Color, at his new six-colour Rapida 105

to support the printing industry. Since then, the firm has moved into printing and packaging production. Four Star Color also provides structural design and samples to

help in the assistance with its customers' packaging needs.

Second PrintStars trophy in a row for Südkurier Medienhaus

At last year's German printing Industry Innovation Awards organised by the German trade magazine *Deutscher Drucker*, the **Druckerei Konstanz** (Südkurier Medienhaus) was once again in the top five after winning an award in 2011. The supplement *Jobguide*, which appears every three months in the *Südkurier* daily newspaper, won the silver prize in the newspaper category. At the

PrintStars 2012 awards ceremony for innovative printed products on 9 October, the judges said: "We were impressed with the high level of technical expertise that went into making this supplement and its perfectly implemented concept. This is what cutting-edge and highly-efficient newspaper products should look like." The award-winning *Jobguide* is printed in waterless offset on a compact

KBA Cortina web press at Druckerei Konstanz. "We were very pleased to accept the PrintStars award again this year, especially as it is one of the most coveted prizes in the industry. It is the fusion

of excellent print quality, high efficiency and sustainability which convinces us every day that it is key to our success on the market," says Michael Schäfer, managing director of Druckerei Konstanz.

At the awards ceremony: Bernhard Niemela (r), editor-in-chief of the German trade magazine Deutscher Drucker, awarded the PrintStars 2012 prize to the winning-team from Druckerei Konstanz and from Südkurier. Pictured in the middle is Michael Schäfer, managing director at Druckerei Konstanz

Photo: René Lamb Fotodesign





Head of the Bavarian State Chancellery and media minister Thomas Kreuzer (r) and KBA president Claus Bolza-Schünemann after accepting the Bavarian prime minister's honorary award at the Print Media Awards 2012

Bavarian Print Media Awards 2012

Bavarian prime minister's honorary award for KBA

At a celebratory evening reception Koenig & Bauer in Würzburg was awarded with the Bavarian prime minister's honorary prize at the Bavarian Print Media Awards 2012 on 25 October. The Bavarian prime minister, Horst Seehofer, praised the highly-innovative, world's second-largest press manufacturer as a showcase company with an impressive history and a bright future. At the celebration Bavarian media minister Thomas Kreuzer awarded the honorary prize to KBA president Claus Bolza-Schünemann in front of several hundred special guests at the community centre for the Jewish community of Munich and Upper Bavaria.

On behalf of Bavarian prime minister Mr Seehofer, in his speech Mr Kreuzer said: "For generations Koenig & Bauer has pushed the boundaries of innovation and shown courage to embrace new ideas. Over 2,500 patents and a top position in the patent statistics yearly, underscore its role as technological leader. Koenig & Bauer has a vital role in the printing press market and is global market and technology leader in large-format sheetfed offset, packaging, newspaper, metal-decorating and banknote presses. KBA successfully steered its way through the industry crisis of the past years financially and preserved its drive for innovation. Koenig & Bauer

is an important ambassador for quality products from Bavaria and Germany. We are proud this international company has its headquarters at home here in Bavaria."

Thomas Kreuzer continued: "With this honorary award the Bavarian State Government also posthumously honours Hans-Bernhard Bolza-Schünemann, who died in 2010. He was president of KBA for 24 years. He made Koenig & Bauer one of the top manufacturers in the international printing press industry with his pioneering spirit. He was a visionary entrepreneur, an inspired engineer and inventor. Over 250 patents carry the name Bolza-Schünemann."



At the awards ceremony KBA president directly addressed the rapid shifts in the print media industry with the quote "Panta Rhei" (everything flows)

Report

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