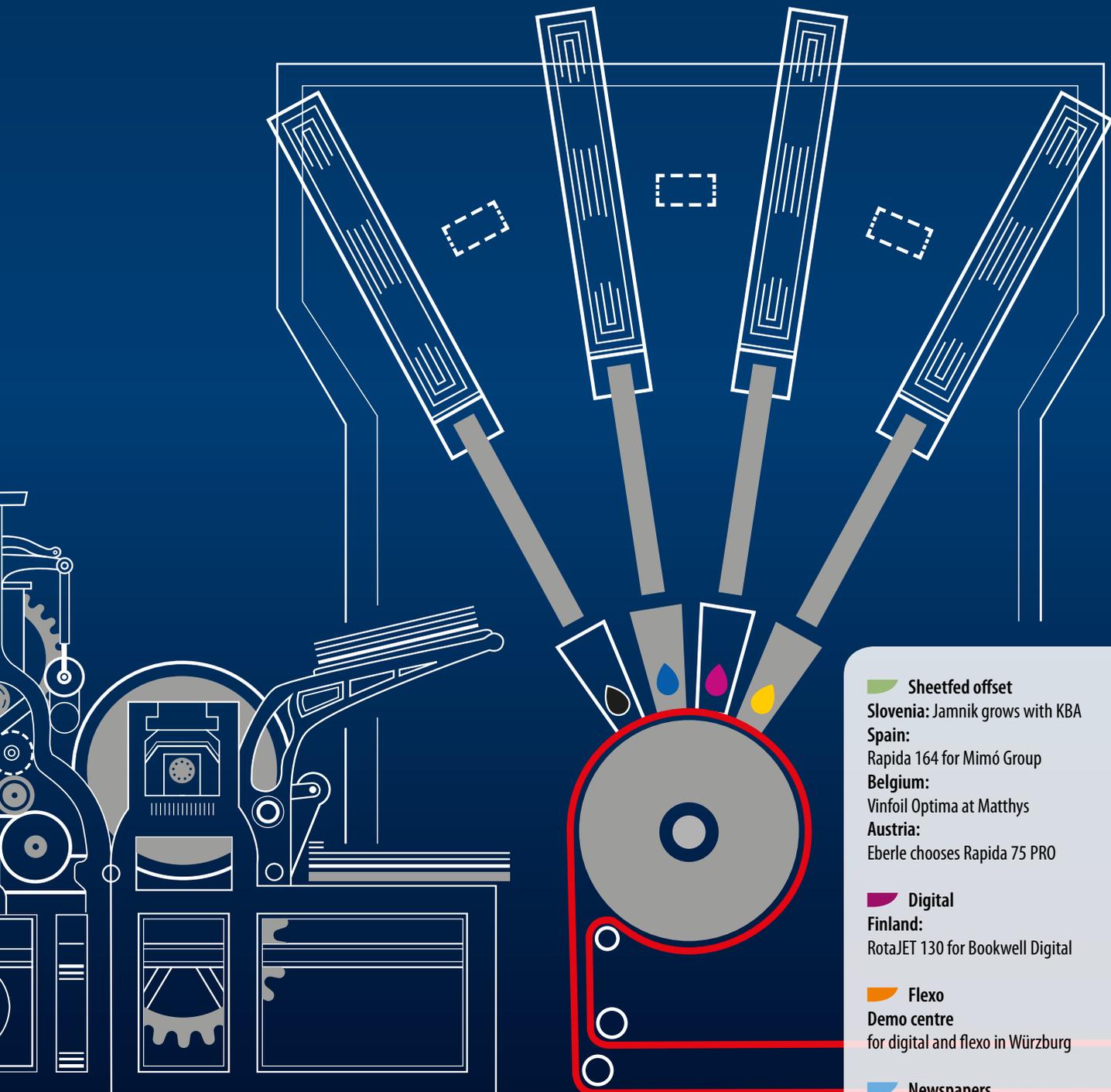


Report

PRODUCTS|PRACTICES|PERSPECTIVES

APRIL 2017

50



 Sheetfed offset	
Slovenia: Jamnik grows with KBA	6
Spain: Rapida 164 for Mimó Group	12
Belgium: Vinfoil Optima at Matthys	20
Austria: Eberle chooses Rapida 75 PRO	26
 Digital	
Finland: RotaJET 130 for Bookwell Digital	35
 Flexo	
Demo centre for digital and flexo in Würzburg	36
 Newspapers	
Belgium: Major investment by CPP	37

200 years Koenig & Bauer

From letterpress to digital print

see supplement

Contents

KBA

Editorial 2

Sheetfed offset

LED-UV in Italy 3
 KBA again at DS Smith in Erlensee 4
 Rapida 164 for Imagine! Print Solutions 5
 Jamnik heading for growth 6
 High-end Rapida for SCHELLING AG 8
 Rapida 105 takes it all in its stride 9
 HR-UV at Rivet Presse Edition 10
 Kazakhstan: Rapida 105 for Dauri 11
 Mimó Group optimises production 12
 INDUGRAF Offset adds to diversification 14
 Second Rapida 106 for OTK GROUP 16
 Sophisticated finishing at Tinta 18
 Vinfoil Optima at Matthys in Belgium 20
 USA: Crossmark Graphics goes LED-UV 22
 Rapida 145 strengthens Grafica Zafferi 23
 KBA holds pole position in large format 24
 Rapida 75 PRO at Eberle Druck in Vienna 26
 Slovenia: Books from the dream factory 30
 Rapida 106 delights De Groot in Goudriaan 32
 Plate Ident for perfect plate changes 34

Digital

RotajET 130 for Bookwell Digital 35

Flexo

New demo centre for digital and flexo presses in Würzburg 36

Web offset

Major investment at Coldset Printing Partners 37
 Another Commander CL for Ouest-France 38
 KBA remains no. 1 in newspapers 40

Special applications

Second MetalStar 3 line for Sarten 44
 Busy trade show autumn for KBA-Kammann 45

Shorts

46

This issue of KBA Report contains an eight-page supplement commemorating the 200th anniversary of Koenig & Bauer.



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

Positive figures and promising outlook in anniversary year 2017

Koenig & Bauer is back on the winning track

Just a few months before we celebrate the 200th anniversary of the company in August 2017, Koenig & Bauer can look back on an extremely successful business year 2016. Respectable group earnings of almost €57m before tax (discounting non-recurring income) confirm that restructuring has put us back on the winning track. If non-recurring income is taken into account, group net profit topped €82m, the highest level in the company's history. Our shareholders can look forward to a proposed dividend of €0.50 per share. And that is not something which can be taken for granted after a number of difficult years for our industry.

The increase in revenue by almost 14 per cent to €1,167m is similarly reason to be proud, given the persistently challenging economic and political conditions. Order intake in the group reached €1,150m, despite the slightly lower demand from key markets such as China, and was thus almost a repeat of last year's very good figures. An order backlog of €558m at the end of 2016, together with further new orders in the first quarter of 2017, gives our manufacturing facilities plenty to do in the coming months.

Thanks to our strong position and broad base in growth markets such as packaging and industrial applications, we are confident that – assuming there are no unexpected changes in framework conditions – further moderate increases in group revenue and operating income will enable us to achieve an EBIT margin of between 4% and 9% in our anniversary year 2017 and in the years to follow.

The continuing expansion of service business, alongside growth in our relatively new fields of activity such as digital print and packaging post-press, is set to make a significant contribution, adding to our traditional earnings from commercial, publication, advertising and security printing. Strategic alliances similar to those which KBA has already established successfully with American partners in digital printing could well be meaningful options in pursuit of further growth in other markets.

It was 205 years ago that Friedrich Koenig and Andreas Bauer heralded the era of mechanical printing with their invention of a cylinder printing press in London. In 1817, they then founded Koenig & Bauer as the world's first printing press manufacturer in a secularised monastery in Oberzell near Würzburg. A supplement enclosed with this issue of KBA Report recalls important technical and business milestones from our long history.

Over the past 200 years, generations of committed managers and employees have helped Koenig & Bauer to survive crises, wars and technological upheavals as an independent company. That is by no means the rule in our branch, and will be remembered accordingly at our bicentenary festivities in September. Our founders have taught us to be ready to venture new paths of technical innovation, and to be guided by the needs and wishes of our customers. We see it as our obligation to uphold their legacy.

The fourth industrial revolution – with the “Internet of things” – has already begun. The digitisation of a globalised world will pose new challenges for us all as we enter the third century of our company history. But we are certain that, together with you, our valued customers and business partners, we can live up to those challenges, and we thank you for the trust you place in us.

Yours, Claus Bolza-Schünemann

This issue was printed on uncoated paper using a KBA Rapida 106 with LED-UV.

Nuova Grafica is a technology pioneer

First KBA Rapida 106 with LED-UV in Italy

With over 40 Rapida installations worldwide, the LED-UV technology fostered by KBA-Sheetfed as a key development for the future of sheetfed offset printing, is gaining an ever stronger foothold on the international market. In Italy, too, the first Rapida 106 with LED-UV dryers has now been commissioned at Nuova Grafica in the Tuscan city of Prato. Configured as a six-colour coater press, it will be used to print on paper, board and plastic films, and is capable of production speeds up to 18,000sph.



Massimiliano (l) and Leopoldo Costa (r) from Nuova Grafica met up with Silvano D'Alessandri from KBA-Italia to check out the Rapida 106 at drupa 2016

“We have always been guided by an overwhelming love of the art, and attention is paid to every last detail to realise the wishes of our customers. In this respect, the Rapida 106 exemplifies our company philosophy, namely to follow the latest technology developments, but without losing sight of the human component. Our new slogan is: Enjoy the Print!”

Leopoldo and Massimiliano Costa

With the new slogan “Enjoy the Print”, Nuova Grafica links its love of the art to unique process capabilities



NUOVA GRAFICA

Leopoldo and Massimiliano Costa, the joint owners of Nuova Grafica, are very satisfied with the latest addition to their printshop. A five-colour Rapida 105 installed in 2007 had already been turning out outstanding results for the company. A broad spectrum of matt and gloss finishes adorn not only art books, high-quality catalogues and brochures, but also luxury folding cartons, shopping bags and calendars.

LED-UV extends product portfolio

The new Rapida 106 with LED-UV opens up a whole new range of production options for publishers, advertising agencies and packaging designers. The LED UV process, which KBA has promoted systematically over the past few years, especially in the commercial print sector, yields numerous production benefits. These include almost instant drying and thus immediate further processing of the printed sheets, the excellent print quality on uncoated papers, films and other challenging substrates, the high level of

colour fidelity and definition, and significant energy savings. The correspondingly faster turnaround times also meet the expectations of many customers and support the production growth targeted by Nuova Grafica.

In addition to its LED-UV dryers, the Rapida 106 features extensive colour measurement and control systems, for example ErgoTronic ColorControl with ErgoTronic LAB and the ErgoTronic ACR system for camera-based register correction. Fully automatic FAPC plate changers and the combination washing system CleanTronic Multi ensure fast job changeovers. An interface to pre-press is provided by LogoTronic CIPLinkX.

Enjoy the Print

The Costas see the new Rapida 106 as a decisive kingpin for further business success. Leopoldo and Massimiliano Costa: “We have always been guided by an overwhelming love of the art, and attention is paid to every last detail to realise the

Enjoy the **Print**

wishes of our customers. In this respect, the Rapida 106 exemplifies our company philosophy, namely to follow the latest technology developments, but without losing sight of the human component. Our new slogan is: Enjoy the Print!”

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Interesting website:
www.nuovagraficaprato.it



Large-format Rapidas for display and consumer packaging

The modern DS Smith facility in Erlensee

DS Smith stays with KBA for its new facility in Erlensee

Rapida. The whole relocation project was then completed at the beginning of 2017.

KBA-Sheetfed is the long-established market leader for large-format folding carton production. Both multinational

KBA-Sheetfed has been supplying sheetfed offset presses to the Hanau location and various other facilities of the international packaging group DS Smith for many decades. The new production centre for display and consumer packaging in Erlensee will also be relying on highly automated large-format Rapidas. A new Rapida 145 has been taken into service there.

Two further large-format Rapidas were relocated to Erlensee from the old print centre in Hanau. Before reinstallation, however, they were treated to a thorough overhaul and a number of state-of-the-art retrofits. All three presses are integrated into automatic logistics systems, which handle substrate transport from initial delivery through to post-press finishing.

The new six-colour Rapida 145 with inline coating unit is engineered for production speeds up to 17,000sph. Comprehensive automation lays the foundation for efficient packaging pro-

duction. Inline quality management is another extremely important aspect. With QualiTronic ColorControl, ink densities are measured and controlled sheet after sheet over the whole length of a run.

Looking ahead to further years of reliable service

The first of the relocated Rapidas came back on stream at the new facility last autumn. With its new grippers and retrofitted logistics components, it is set for many more years of reliable service. After recommissioning, work began on the overhaul of the second large-format



A double-coater press like this one has been overhauled and relocated from Hanau to Erlensee

packaging groups and family-run businesses appreciate the enormous flexibility and productivity of the large-format Rapidas, KBA's experience with application-oriented press configurations and its superior know-how in the field of inline finishing. Unique technical features such as universal gripper systems, the sidelay-free infeed DriveTronic SIS or individual logistics solutions contribute decisively to the increasingly important aspect of economic efficiency.

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A new six-colour Rapida 145 coater press is the latest eye-catcher in the print centre



Interesting website:
www.dssmith.com

Record tenth press from KBA-Sheetfed

Imagine! Print Solutions continues to grow with a new Rapida 164

Imagine! Print Solutions, North America's foremost independent commercial and packaging printing company, recently started up its tenth KBA press – a seven colour Rapida 164 for UV production – at the company's facility in Shakopee, Minnesota.

“Imagine! is an industry leader and has an impressive track record of double-digit growth since its founding in 1988,” says CEO John Hans. “We continue to add new technology, such as our new KBA Rapida 164 press, to enable us to address our clients' current and future needs, as well as the current production of branded materials and retail offerings across the country. This new press supports our growth and initiatives providing us with faster and more efficient production. It will handle the short-run workload of three of our older large format presses with lightning-fast makereadies, and represents new value to the firm with its absolute minimum waste and reduced labour and energy inputs.”

The new Rapida 164 is specified for board printing, has full UV capabilities,

and boasts a host of unique quality control features, including the inline KBA QualiTronic ColorControl system.

From Rapida 105 to Rapida 205

The newly-purchased Rapida 164 joins nine more KBA presses at Imagine!: Five medium-format Rapida 105 installations, a superlarge-format Rapida 205, two further Rapida 162 large-format presses and a new Rapida 105 at Imagine! Express in Minneapolis. All these presses are fully equipped with KBA's advanced technologies.

“KBA has been our sheetfed offset partner for 11 years,” says Bob Lothenbach, the founder of Imagine! “We purchased the first six-colour Rapida 205 in North America in 2005 and have since added several more KBA presses to maintain

Imagine! CEO John Hans (l) and founder Robert Lothenbach proudly present their tenth KBA press



“We purchased the first six-colour Rapida 205 in North America in 2005 and have since added several more KBA presses to maintain our quality level and provide us with the best possible performance from our litho department.”

Bob Lothenbach

our quality level and provide us with the best possible performance from our litho department. Its commitment to our market and sheet size requirements is what sets KBA apart from its competition.”

Imagine! is North America's leading provider of visual marketing products for retailers, quick-serve restaurants, CPG companies and more. The company's service portfolio is unparalleled, ranging from large-format point-of-sale displays to complete in-store signage campaigns, including design, production, kitting and logistics. Major Fortune 500 companies, regional convenience stores and branded consumer goods companies are all to be found on the list of clients.

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i Interesting website:
www.imagineps.com

Print company Jamnik heading for growth

KBA adds shine at the point of sale

The company vision leaves no room for interpretation: Jamnik aims to become the biggest producer of laminated packaging, folding cartons and displays in Slovenia, while at the same time playing an important role on the European market. The installation of a double-coater press – a KBA Rapida 106-7+LTTL with extended delivery – was the latest stride forward along this road, placing the company in the international spotlight as a high-end producer.



Jani Jamnik is more than satisfied with the start-up of the new Rapida 106 double-coater press



The driving forces behind Jamnik in Medvode: Technical manager Jani Jamnik (l) and managing director Polona Dolenc

The political upheavals in Eastern Europe in the final decade of the 20th century released a wave of entrepreneurial spirit and established a business community eager to make use of the new opportunities on their national and international markets. One prime example is the print company Jamnik d.o.o from Medvode, a small town just a few miles from the Slovenian capital Ljubljana. The company was founded in the years immediately prior to the changes: It was in 1988 that the father of today's technical manager Jani Jamnik set up the first workshop in a local garage. A single-colour B2 offset press, a laminating machine and a platen were all installed in just a minimum of space. This modest equipment proved the starting point of an incredible growth story. In the meantime, the company can look back over three moves, a successful entry into the B1 format market and the development of extensive export business. "The reinvestment of our profits has enabled us to grow so rapidly," says managing director Polona Dolenc.

Two-thirds of sales are exports

Jamnik is today an acknowledged pack-



"The Rapida 106 enables us to offer an incredible diversity of finishing options."

Polona Dolenc

aging specialist and has built up a modern machinery base for all stages of the production process, comprising essentially two B1 printing presses, three corresponding die-cutters and three folding-carton gluers with up to six glue points. As Jani Jamnik is proud to point out, none of the machines are older than four years. He takes equal pride in the in-house packaging development and pre-press department, which helps customers to realise their creative designs. The 70 employees generated sales amounting to €8.4m (\$9m) in 2016, with more than two-thirds of that figure coming from exports.

The further growth plans penned by Polona Dolenc are certainly ambitious. An annual increase of 15 per cent in sales is targeted for the coming years. The most important export markets include Germany, the Netherlands, Austria and the Czech Republic, and the list of references contains many leading international brand names such as Beiersdorf, BMW, Bosch, Philips and Siemens. The commitment to perfection is underpinned by certification to ISO 9001 and ISO 14001, and the company is currently working on the introduction of a food safety management system compliant with ISO 22000 FSSC.

To guarantee reliable supplies to its customers, Jamnik holds various board grades in stock on site, or else certain quantities of a planned run are printed in advance. Polona Dolenc explains: "Today's customers expect a packaging printer to provide a service which comes close to just-in-time deliveries." This development is also reflected in the average run lengths handled by Jamnik, which currently stand at 3,300 sheets.

First-class quality on all substrates

Jamnik is also noticing a market trend towards the increased use of recycled board and more extensive finishing of the printed packaging. The company is well prepared for this shift in emphasis, however, and has already amassed a wealth of experience in handling of the most varied substrates, from fresh-fibre to recycled board. Packaging with gloss or matt finishes, or else combinations of both, perhaps even enriched with me-

tallic pigments, are known to add convincing shine at the point of sale. Blind embossing, hot foil applications and lamination are here an absolute must.

Such dynamic growth soon brought the company up to its capacity limits. The management had originally intended to cover the increased demand with a used press, but it was realised relatively quickly during the evaluation phase that market expectations could only be satisfied with a modern press combining productivity, fast job changeovers and extensive finishing possibilities. "The advances we have seen in terms of productivity and quality control over the past five years are simply enormous," as Jani Jamnik explains.

Automation at its height

In the end, the company opted for a seven-colour KBA Rapida 106 in a double-coater configuration. The press incorporates practically all the automation features which KBA offers today. For Jani Jamnik, that was the only way to go: "As run lengths become shorter and shorter, fast job changeovers become critical. With our average run length of 3,300 sheets, the next job changeover is rarely more than a pallet or two away."

In this connection, special mention is given to the sidelay-free infeed, which adapts to each new substrate without operator intervention. When that is paired

Far right: The seven-colour double-coater press has catapulted Jamnik into a new quality league

Jani Jamnik (l) receives a model of his latest "toy" from KBA's Vladan Rakic



The KBA Rapida 106 is configured with practically all the automation features currently offered by KBA



with fully automatic plate changing (FAPC) and the DriveTronic dedicated drive technology for the printing units and coaters, there is no stopping the KBA Rapida 106. Attention was also paid to options which minimise washing times by enabling simultaneous processes. With DriveTronic SRW, for example, the disengaging of an unused printing unit enables roller washing to be performed parallel to production on the rest of the press. For packaging printers, in particular, the constant switching of Pantone colours is daily routine – the prerequisite for genuinely meaningful use of DriveTronic SRW, however, is corresponding organisation of the jobs in hand.

Playing in a new quality league

The seven-colour double-coater press has catapulted Jamnik into a new quality league. "Even outside of Slovenia, there are only very few companies with such a press configuration. The Rapida 106 enables us to offer an incredible diversity of finishing options," says Polona Dolenc. This diversity includes a number of interesting special effects and spot finishes combining matt and gloss coatings. The extended delivery, at a length of 3.8m (12.5ft), serves to maximise the attainable gloss values without needing to place restrictions on productivity. Both the extension and the delivery proper are also fitted with VariDry^{Blue} dryers, which recirculate the only partially saturated hot air and in doing so reduce energy consumption by up to 50 per cent.



"With our average run length of 3,300 sheets, the next job changeover is rarely more than a pallet or two away."

Jani Jamnik

More than satisfied

After six months, almost half of all the jobs printed on the press are already double coating applications. One decisive factor which contributed to this fast ramp-up is the simplicity of the ErgoTronic console technology, thanks to which the press operators immediately felt at home with the new KBA platform. Typical for the user-friendliness is the fact that all press functions can be accessed with at most two clicks on the screen. Jani Jamnik is no less certain that the array of colour and register control systems integrated into the KBA Rapida 106 helps the printers to get the best possible results from their 18,000sph press. That is not to say there is no room for further improvement, but the first six months have left everyone at Jamnik more than satisfied.

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Tailor-made for Switzerland

SCHELLING AG invests in high-end KBA technology yet again

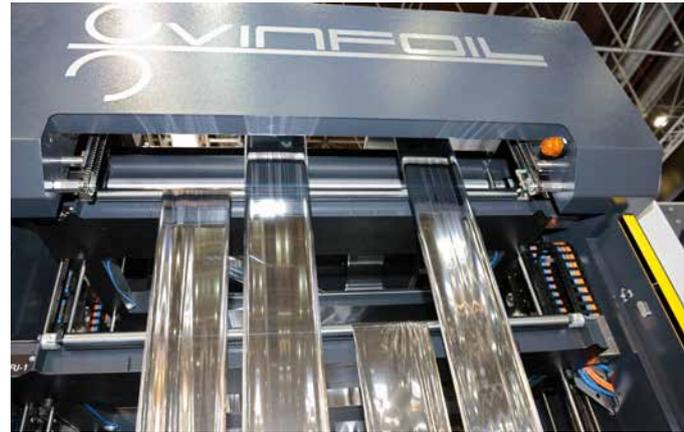
Switzerland has a reputation for being particularly quality- and technology-minded. When it comes to investments, special importance is attached to high levels of automation and efficient individual solutions. That applies not only to the purchased equipment, but equally to all accompanying services.

The family-owned company SCHELLING AG is a leading player on the Swiss packaging market, and at the same time a longstanding, extremely innovative KBA reference customer with a total of 48 Rapida units in Switzerland. In the last issue of KBA Report, we introduced SCHELLING subsidiary Birkhäuser + GBC AG, whose eight-colour Rapida 106 with perfecting and coater was the first press in Switzerland to include the QualiTronic PDF Inline system for closed-loop quality assurance across a broad spectrum of commercial and packaging production.

In late summer 2016, this installation was followed up with a further highly automated “tailor-made investment” in twelve printing and finishing units for SCHELLING’s Oensingen location. Typical for the company are its future-oriented strategy and the exceptional demands placed on quality and performance in the production of premium packaging.

The new KBA Rapida 106-8+LTTL SPC with cold foil module pairs top-flight technology with a high degree of inline finishing and automation. It features unique parallel makeready processes for the printing, inking and coating units, ultrafast inline measurement and control systems, the latest operating console technology and closed-loop quality assurance with QualiTronic PDF. As if this were not already enough high-tech, the press is also the first in the world to incorporate the final series version of the new Vinfoil Optima SF 110 cold foil module, which was unveiled at drupa 2016.

In terms of production speed, the Optima cold foil module hardly differs from other comparable systems, but its makeready times place it in a class of its own. Most others require 15 to 20 minutes for a foil change based on a multi-reel technology. The Optima system, by contrast, sails through a changeover in around six minutes thanks to the MFU (Multi Foil Use)



Last summer, SCHELLING took delivery of an eight-colour Rapida 106 with twin coaters and the Vinfoil Optima cold foil module

function. This saves two-thirds of the otherwise necessary makeready time, which in turn means more productive time for actual printing and foil application. Furthermore, new software developed together with the Eindhoven University of Technology reduces foil consumption. The software evaluates the current production images and calculates the optimum utilisation of the foil area. And last but not least, the Optima module lends a major boost to the creative potential for product refinement.

The Rapida 106 is engineered to handle a wide range of substrates from paper to board. It is used in mixed UV/conventional operation for special applications and possesses automated coaters. A fully automatic logistics system is combined with 45cm (17.7in) raised foundations to accommodate higher piles, and the press is integrated into the company workflow via the production management system KBA LogoTronic Professional. Since installation and process integration, the Swiss KBA subsidiary Print Assist has accompanied the high-tech press with an individual service and performance package.



SCHELLING AG operates from a modern printing and finishing facility

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Second Rapida 105 at Raynaud Imprimeurs

From 70 to 650 grams – the Rapida 105 takes it all in its stride

The family-run print company Raynaud Imprimeurs, which has been at home in Coulonges-sur-l'Autize in Western France since 1953, recently invested in its second Rapida 105 within three years. The four-colour coater press went into production in August 2016 and is used to print the most varied products, from flyers on 70gsm (48lbs) paper to packaging on 650gsm (440lbs) board.



Family-run company with broad product portfolio

The Raynaud family has been driven by a passion for high-quality printed products for more than 60 years. It was back in 1953 that trained printer Marcel Raynaud decided to set up his own business. After purchasing some machinery from his former employer, he found suitable premises in the little town of Coulonges-sur-l'Autize – and Raynaud Imprimeurs is still there to this day. In the meantime, the third generation of the family has taken over the reins of the company. Grandsons Matthieu and

Julien Raynaud have managed the constantly growing business since 2008, and their 30 employees chalked up turnover amounting to €4m (\$4.3m) in 2016.

Raynaud Imprimeurs is widely known for its substrate versatility and an especially broad product portfolio, including posters, brochures, flyers, packaging and displays. The substrates used vary from 70 to 650gsm (48 to 440lbs) and the customer base is similarly diverse. The average run length lies close to 2,500 sheets, and the company prints around 24 million sheets in sheetfed offset every year.



Julien (l) and Matthieu Raynaud represent the third generation managing the family business founded in 1953.

Matthieu looks after production and general administration, while Julien is responsible for sales and marketing

The new four-colour Rapida 105 joined the press line-up at commercial and packaging printers Raynaud Imprimeurs in August 2016



Rapida 105: Maximum flexibility and an outstanding cost-effectiveness

“In 2013, we purchased our first Rapida 105 on the basis of its flexibility in use and outstanding price-performance ratio,” says managing director and co proprietor Matthieu Raynaud. “Our daily experience in the printshop confirmed that it had been the right decision. The Rapida 105 is an extremely reliable and easy-to-use press. When the time came to continue the modernisation of our printshop equipment, it was only logical that we should invest in another Rapida 105 – and in fact in exactly the same press again.”

Like the first press, the new Rapida 105 is a four-colour version with automatic plate changing and inline coater. It is also equipped with CleanTronic washing systems for simultaneous roller and blanket washing, and with special board-handling accessories for substrates up to 1.2mm (0.047in) thickness. The Rapida 105 already prints at up to 16,000sph as standard, but the press installed Raynaud Imprimeurs even hits 17,000sph thanks to its HighSpeed upgrade.

Matthieu Raynaud: “With the installation of our second Rapida 105, we have drastically increased our production capacity. And as a result, we now need to expand our post-press department. Our current building is also getting a little cramped, and we have already bought the neighbouring plot to build an extension. At the same time, we are looking for two new members for our post-press team.”

The two Rapida 105 presses print a wide range of products on substrates varying from 70 to 650gsm and at speeds up to 17,000sph

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Rivet Presse Edition builds on a new five-colour Rapida 106

More quality, easier work and better service with HR-UV

A five-colour Rapida 106 with HR-UV dryers and the inline colour measurement and control system QualiTronic ColorControl has been in production at French printers Rivet Presse Edition in Limoges since the beginning of 2016. This new high-tech press was installed to replace two medium-format Komori presses. It prints above all magazines and commercial products in short to medium runs.



“After six months of production with our new press we are more than satisfied. Thanks to the HR-UV dryers, we have no more problems with work-and-turn jobs and can send the printed sheets straight on to post-press.”

Christian Sirieix

One hundred years in the service of social organisations

Rivet Presse Edition has been in the business of commercial printing for more than a century, and its 84 employees today generate a turnover of around €8m (approx. \$8.6m). The whole value creation chain is accommodated in-house, from design and layout, via pre-press and print through to finishing and dispatch. Alongside the new Rapida 106, which accounts for approximately 40 per cent of overall turnover, the company also operates two web presses to print newspapers and magazines in both heatset and coldset processes, with runs averaging 60,000 copies. Ever since its founding, Rivet Presse Edition has specialised on the production of newspapers and magazines for various social organisations such as trade unions, works councils and health insurance providers. Only one-third of the production goes to public

institutions, municipal authorities and private companies.

Christian Sirieix, managing director for over 20 years: “We had been thinking about replacing our two aging sheetfed presses with a more modern and more efficient press for some time. With our old presses, we were quite limited in terms of quality and substrate variability, but the market was demanding ever greater diversification. When we saw the HR-UV technology from KBA-Sheetfed in action with several French users in 2015, we were immediately excited and recognised the benefits that this innovative technology could offer.” Our final choice was a five-colour Rapida 106 with HR-UV dryers, the inline colour measurement and control system QualiTronic ColorControl and automatic plate changers. The press was installed in March 2016,

Christian Sirieix, managing director of Rivet Presse Edition (front right), joins his sheetfed offset team on the new Rapida 106

as the first KBA press in the 100-year history of the company.

HR-UV is convincing

Christian Sirieix: “After six months of production with our new press we are more than satisfied. Thanks to the HR-UV dryers, we have no more problems with work-and-turn jobs and can send the printed sheets straight on to post-press. Work has become so much easier for our operators. In the past, the printed sheets had to be put to one side for 10 to 15 minutes to allow them to dry. That is no longer necessary today. With QualiTronic ColorControl, furthermore, inking is fantastically stable, and we have been able to reduce our start-up waste by half. Depending on the job, we are today ready to go after 80 to 120 make-ready sheets – for average run lengths of around 3,500 sheets – and there is still potential for further improvement.”



The first evaluations are equally promising with regard to quality and diversification. Christian Sirieix: “Our customers are aware of the enhanced print quality and appreciate our broad product spectrum. With the new press, we have started to print displays, which is a market segment we were simply unable to serve in the past. We have gained our

first display customers, and we are confident that we can expand our activities in this significantly less price-driven segment. As we are fighting low prices in our established markets, we need to find means to bring our gross margins back to an acceptable level. But that is only possible if you can offer more service and better quality. That was the motiva-

The new five-colour Rapida 106 with HR-UV dryers, the inline colour measurement and control system QualiTronic ColorControl, automatic plate changing and the new TouchTronic console

The Limoges-based commercial print company Rivet Presse Edition was founded over a century ago; today's 84 employees generate an annual turnover of around €8m (\$8.6m) with both sheetfed and web offset



tion behind our investment in the Rapida 106, and we seem to have been successful.”

Sarah Herrenkind
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KBA Rapida 105 for Kazakhstan

Daurir Printing House invests in KBA technology

In January of this year, a KBA Rapida 105 press went into production at the Daurir Printing House in Almaty, the former capital of Kazakhstan. The four-colour commercial press prints at speeds up to 16,000sph.

Daurir was founded under the name Printing House No. 2 in 1932. During the Soviet era, over 3,000 different newspaper titles and books were printed in high-volume runs, and “vista blue” presses from Saxony dominated the sheetfed hall.

After the dissolution of the Soviet Union, the company was privatised. As chance would have it, Daurir – whose name translates as “our times” – was acquired by a group of investors headed by Svetlana Nazarbayeva, sister-in-law of the President of the Republic of Kazakh-

stan. The building was renovated from the ground up, and the machinery base was modernised. In fact, a new printing press or downstream finishing machine was purchased almost every year.

Today, Daurir counts a workforce of almost 600 employees, many of whom have studied at the Moscow Institute of Printing. The product portfolio centres around illustrated books, encyclopaedias and popular literature. For the past 12 years, textbooks for all levels of education – from pre-school to university – have also become standard products,

At the official handing-over of the Rapida 105, Svetlana Nazarbayeva was presented with an historical KBA share certificate by sales director Sven Strzelczyk



together with materials for the further training of teachers and lecturers.

A publishing subsidiary Kitap was founded in 2003, not least to better coordinate the publishing of school textbooks, as well as scientific literature from the fields of mathematics, physics, chemistry, biology and world history. Further activities embrace a wide range of poetry and fiction, alongside some 60 newspaper titles. In January 2016, KBA president Claus Bolza-Schünemann visited the company and prepared the ground for the latest investment. After working with several presses from other manufacturers, Daurir Printing House has now once more taken delivery of a press “Made in Saxony”.

Scientific publications and textbooks are central pillars of the product portfolio of Daurir-Kitap



Interesting website:
www.daurirkitap.kz

Enormous productivity boost and more efficient finishing

Mimó Group optimises production with a new Rapida 164

The Madrid suburb Getafe is home to an industrial group which offers a comprehensive portfolio of services to the packaging branch, including integrated marketing, communication, production, processing and distribution logistics. The synergies achieved between the individual companies of the Mimó Group play an essential role and enable direct, uncomplicated response to any special needs expressed by customers.



Excellence for complex jobs

Another speciality of the Mimó Group is the development of complex point-of-sale solutions and services for brand owners. Point-of-sale is here to be understood in its broadest sense. Alfredo Navarro: “We are prepared for all eventualities and are well versed in ensuring that a final product is delivered to exactly where the customer wants it. Irrespective of whether that means the customer’s own production facility, a logistics provider or the actual retail store.”

Such broad-based and complex tasks can only be mastered with a corresponding wealth of experience. The 200 employees of the Mimó Group, with a total of 15,000 m² (161,500sq.ft) of production floor space at their disposal, are occupied with the full spectrum of design, commercial, marketing and production duties. The question as to which equipment is to be used to print, gather, cut and laminate a given product, and how to organise an optimum process sequence, must continually be answered anew. “There are always additional factors such as the seasonal dependency of individual campaigns,” as Alfredo Navarro explains,

The various activities of the Mimó Group are represented by different brand names. Mimó Pack – a particularly strong business division – supplies premium packaging for spirits and other luxury products, while Telios takes care of logistics services, Mimó & Lemon concentrates on marketing strategies, and Cartonajes Mimó produces corrugated boxes to ensure that quality products reach their destinations quickly and in pristine condition.

Complete process chain

Alfredo Navarro, technical manager for the group, explains: “One of the objectives of our company is to offer customers a full service package, so that they have nothing to worry about themselves from the start to finish of a project.” Highly qualified specialists work constantly to maintain their leading position on the market. This is further supported by a philosophy of continuous expansion, geared to the optimum integration of human values and service orientation. Adaptation to customer needs, proactive service, flexible processes and a high degree of initiative are guiding principles for every company of the Mimó Group.

“One good example from our portfolio is special packaging for the major alcohol brand names. From time to time, the products must be packaged together with gifts or promotional articles, for example glasses. Those are often very complex jobs. Our designers develop what they consider to be the most suitable packaging, models are produced and evaluated together with the customer, and the chosen variant is finally passed on for actual production,” says Alfredo Navarro.

The Rapida 164 is the pride of the Mimó Group (l-r): CEO Jorge Moreno, technical manager Alfredo Navarro and group president Agustín Mimó

Even the colour scheme in the production hall is matched to the Rapida 164





“or the reaction time left before a roll-out deadline. Our work can get quite hectic at times – at Christmas, during holiday periods or where promotional products must be delivered to a very precise schedule. We have to be ready to respond at a moment’s notice.” Between 70 and 80 per cent of the production is for the Spanish market. The rest goes to customers abroad. “We are working on strengthening our international presence,” says Navarro. The first sign of success is to be seen in 25 per cent growth compared to the previous year.

By offering perfect quality and the best possible service, the Mimó Group aims to build up loyal, long-term customer relationships. Constant improvement and regular investments in the latest technology are inherent to this approach. Last year, for example, a new Rapida 164 arrived in the company’s print centre.

More speed and ...

The prime objective of the investment in a six-colour coater press with UV production capabilities was to further enhance print and finishing quality, while at the same time maximising reaction speed. Alfredo Navarro is very happy with the choice: “We were convinced by the possibilities for high-quality UV finishing in an inline process, which has rendered lamination superfluous. We also needed to accelerate our production processes in order to be more responsive. The Rapida 164 has raised our productivity and delivers a high finishing quality.”

... more options with the new press

The commissioning of the Rapida 164 has brought numerous improvements and competitive advantages for the Mimó Group. Production capacity has increased with the ability to handle large formats up to 1200 x 1600mm (47.3 x

The modern premises of Mimó Pack

63in). Displays can often be printed on a single sheet and must no longer be pieced together from two sections. That is not only a positive development with regard to printing and plate costs, but also benefits all downstream processes such as lamination, die-cutting, gluing and assembly.

The UV process also expands the product portfolio to include non-absorbent substrates, and enables a variety of interesting matt/gloss coating effects which could not be achieved with lamination. The high printing speed of the Rapida 164 has similarly contributed to a significant capacity increase – it is today 200 per cent higher than before the installation of the Rapida 164. That frees up production time for additional print jobs and further growth.

Measuring systems and standardisation are the foundations for higher print quality and stability over the whole length of a run. Ink densities are set automatically and are no longer dependent on the subjective perceptions of the operator. Repeat jobs look exactly like they did first time round. The error rate has been reduced practically to zero. In short, the Rapida 164 has helped to prepare the company for the future challenges of a fiercely competitive market. Customers enjoy the benefits of modern processes and means of production, and place their jobs in the hands of a competent partner.



Ready to exchange contracts for the new large-format press (l-r): Jorge Moreno, CEO; Agustín Mimó, president of the Mimó Group; Jan Drechsel, sales director KBA-Sheetfed; José A. Díaz from KBA-Lauvic

Tomás Hornos
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Interesting website:
www.grupomimo.com

Increased productivity and versatility with a new Rapida 106

INDUGRAF Offset adds to diversification

Ever since its founding in 2001, production at INDUGRAF Offset in Constantí, Spain has been entrusted to presses from KBA. Today, all publishing and commercial printing activities are gathered under the trade name Induprint, while Indupack stands for the company's activities in the packaging sector. An eight-colour Rapida 106 with a perfecting unit for 4-over-4 production and inline coating facilities was installed here in 2016. It exemplifies INDUGRAF's commitment to technological innovation.

The early years of INDUGRAF Offset were shaped by the success of free newspapers in Spain. They were printed on web offset presses from Würzburg. More and more regional publishers commissioned the company to produce their daily, weekly, fortnightly and monthly publications. Manager Josep Maria Gispert: "Our main customer then was Metro. Others followed from 2007."

From webfed to sheetfed offset

The decline and virtual disappearance of many free newspapers in the course of the advertising and media crisis forced the management to embrace diversification of the production portfolio. One response was the founding of Induprint under the general umbrella of INDUGRAF. "At first, it was quite an adventure when we decided to take up sheetfed offset," as Gispert remembers. "We started out

with a five-colour Rapida 105 coater, but knew hardly anything about the business of sheetfed offset printing."

Driven by the belief in innovation, INDUGRAF established a further business unit for packaging printing in 2013, making use of the existing sheetfed offset equipment. Josep Maria Gispert: "But we did purchase the necessary post-press machines such as folder-glueers. Here, too, we chose solutions from the top manufacturers, because reliable and efficient technology is a prerequisite for us to be able to supply quality products to our customers."



Manager Josep Maria Gispert (l), José A. Díaz (2nd from left) and Pablo Roca (2nd from right) from KBA-Lauvic, and Mike Engelhardt from KBA-Sheetfed (r) at the Rapida 106 at drupa in Düsseldorf

Three business fields

In the meantime, the INDUGRAF group is active in three different business fields: Web products, commercial sheetfed offset and packaging. "Newspaper printing still accounts for 40 per cent of our production, a further 50 per cent is for the commercial market, and the remaining 10 per cent is packaging," Gispert explains.

The product range in sheetfed offset is extremely broad: Magazines, the most varied and sometimes very complex brochures and catalogues. "On the packaging side, we concentrate on folding cartons." All these products are today handled by the new eight-colour Rapida 106 with coater and HR-UV drying technology. It has replaced the previous Rapida 105 and has opened up a wider scope of production possibilities than ever before. From 70gsm (48lbs) paper to 0.8mm (30pt) board, the choice of substrates seems endless.

This superior substrate flexibility is one of the strengths of Rapida presses, and one of the main reasons why INDUGRAF returned to KBA for its second purchase. The outstanding productivity and print quality of the Rapida 106 were further decisive criteria. One particularly important point was the HR-UV dryer technology and the option to switch to LED-UV at some time in the future. Both technologies enable fast further processing of the



Josep Maria Gispert presents some of the many different products printed by INDUGRAF



printed sheets and accommodate a great diversity of substrates.

Quality, productivity and sustainability

In the current situation on the Spanish market, INDUGRAF had originally decided against the LED-UV technology. But the possibility to switch to LED dryers later is important assurance that the company can react accordingly to future developments.

FM screening is another means used to optimise print quality. That also permits reduced ink consumption. Together with the energy savings for drying and the

minimised waste, a significant contribution is made to greater sustainability and respect for the environment in the print process. Whatever the arising challenges, the team of 40 specialists is always motivated to do everything necessary to meet the needs of customers.

In the context of the current economic recovery in Spain, the new processes are a strong basis for growth. Around 25 per cent of the production is exported. The past crisis years impacted above all the commercial and newspaper markets, while packaging was less affected. Josep Maria Gispert: “Even so, catalogues and similar products remain essential for the big publishing groups.” INDUGRAF possesses the necessary resources and qualified personnel to satisfy the communication needs of its customers at all phases from initial consulting, via creative design through to delivery of the finished products.

Advances in packaging

With its new commitment to packaging printing, the company has entered a new, independent business segment. Many consumers base their purchase decisions on the packaging, which means that the quality of folding cartons on the retail shelf is paramount – from creativity in design to perfect realisation. And that as cost-effective as possible, so as to be interesting for the brand owner.



The eight-colour Rapida 106 handles a broad spectrum of commercial and packaging jobs

Top: INDUGRAF staff gather on the new press

Ultimate quality is corporate philosophy at INDUGRAF. With its highly automated Rapida 106, the company is ideally equipped to achieve this goal. Josep Maria Gispert: “Our customers appreciate the fact that we use the latest technologies. And that is extremely valuable for our further business development.”

Tomás Hornos
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i Interesting website:
www.induprint.es

For wet-glue and in-mould labels

Second Rapida 106 for Czech OTK GROUP

The town of Kolín is a centre of the printing industry in the region around Prague. The locally based OTK GROUP is one of the largest printing companies, not just in the Czech Republic, but also in the whole of Central and Eastern Europe. KBA CEE already supplied a six-colour Rapida 106 with double coating facilities to the OTK GROUP in 2014. Last year, this press was joined by a seven-colour model of the same series, this time with a single coater and a triple-length extended delivery.

Petr Jašek, CEO of the OTK GROUP explains: “We have had only good experiences with the service and support from KBA CEE, and that backed up our decision to invest in a second Rapida 106. The purchase of a new press was part of an investment programme worth almost €4m (\$4.3m). The Rapida 106-7+L and the corresponding post-press equipment were acquired for a new facility which specialises in the production of wet-glue and in-mould labels.”

Tailored configuration

KBA-Sheetfed Solutions adapted the configuration and equipment features of the new Rapida 106 to meet the specific needs of the OTK GROUP. The printing of wet-glue labels and IML substrates required a number of special solutions. The press is integrated into a production line which begins with an RS 106 reel

sheeter. The main task for the sheeter, besides cutting the reel-fed material into sheets, is to prepare the substrate for stable feeding and transport through the press. This involves calendering, anti-static discharging and corona treatment. Careful preparation of the substrate is a prerequisite for high-quality printing on polypropylene films.

The specialists from the OTK GROUP have discovered that the production speed of the press can be doubled when the PP substrates are fed from a reel and prepared by an inline sheeter compared to the use of a standard feeder with piles.

In addition to the technical solutions implemented at the feeder, such as a modified feeder head, enhanced anti-static systems and special control of the air flow, provisions are also made for a



The seven-colour Rapida 106 can process either reel-fed substrates or piles

Labels for many of Europe's leading beverage companies are produced in this spotlessly clean press hall

smoother passage of the sheets through the press. This includes anti-marking accessories, among other things. The Rapida 106 produces with a reduced alcohol concentration of less than five per cent. The printing units are fitted with Technotrans beta.c temperature control, and the dampening solution is circulated via a beta.f fine filtration system. The high-performance KBA VariDry^{Blue} IR/hot-air dryers are supplemented with a blower system supplying cooled air to the delivery. Effective powder extraction serves to further improve the print quality. The press also features a KBA CleanTronic washing system, while the console incorporates ErgoTronic ColorControl for colour measurement, ICR register control and the LogoTronic Professional system.

Full spectrum of technologies

Besides offset presses, the OTK GROUP also operates gravure, flexo, UV flexo, screen printing and digital printing systems. This enormous print production potential is matched by the modern equipment in the finishing departments. In addition to the aforementioned labels, flexo packaging and self-adhesive labels are further pillars of the production portfolio. Both Rapida 106 presses offer exceptional capacity to support the focus of the OTK GROUP on export business.

The domestic Czech market is too small to sustain the OTK GROUP, which has traditionally attached great importance





Besides cutting the reel-fed materials into sheets, the RS 106 sheeter handles a whole series of other tasks to prepare the PP films for production



“We have had only good experiences with the service and support from KBA CEE, and that backed up our decision to invest in a second Rapida 106.”

Petr Jašek

to its foreign customers. Like other leading representatives of the printing industry in the Czech Republic, the OTK GROUP has built up good relationships with customers throughout the European Union, but especially in Germany. In recent years, further customers have also been gained outside Europe, particularly among beverage companies. With a strong workforce of 450 employees and modern production equipment covering

the whole process from pre-press via print to finishing, OTK is a sought-after partner when it comes to labels and flexible packaging.

In the European champions league

“We already hold a dominant share of the Czech market for beverage labels, and so we have no other choice but to expand abroad. In this segment, in particular, we have fought our way into the European champions league,” says Jašek with obvious pride. The cornerstones of the offset production operations are the two Rapida presses.

Petr Jašek, CEO of OTK GROUP, has had good experiences with his Rapida sheetfed offset presses

The Rapida 106-7+L handles the production of wet-glue labels for the drinks industry. Approximately half of this production is on metallised paper, the other half on white label paper. Labels from Kolín are well known all over Europe and even in many more distant places. The OTK GROUP supplies six of the world’s ten largest beverage companies with labels. “With the new Rapida and the downstream finishing machines, the company has expanded its production capacity to 15 billion labels a year,” says CEO Petr Jašek.



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Step up from half to medium format with a long Rapida 106

Tinta growing with flexibility and sophisticated finishing

Polish print company Tinta recently fired up a new Rapida 106 press at its production centre in Działdowo. This is the company's first medium-format press, and at the same time the first press from KBA. With six printing units and two inline coaters, it extends the range of substrates which can be handled far into the board and packaging segment.



“We are printing increasingly demanding jobs with finishing of the highest quality. The new press has not only optimised our production process, it has also opened up a whole new spectrum of possibilities.”

Zbigniew Szymanski

The family-run print company Tinta was founded by Zbigniew Szymanski in 1980. Business began on a relatively modest scale – a tribute to the times – but Tinta has in the meantime developed into a modern and well-appointed print provider, with clients from the most varied branches. The product portfolio covers a diversity of advertising and commercial products such as posters, flyers and brochures in both stitched and perfect-bound variants – in many cases with very sophisticated finishing of the covers – as well as high-quality coated packaging.

For 2017, Tinta has produced a calendar which demonstrates the eye-catching finishing options made possible by the new double-coater Rapida. This joint project was realised in cooperation with KBA CEE and the relevant suppliers of substrates, inks and coatings.

From books to packaging

Zbigniew Szymanski: “We conduct our own market analyses as the basis for all investment and strategy decisions. That is why we are printing books, even though many other forecasts say that book production is being replaced with digital print. We are also printing more and more packaging, which is quite a recent addition to our product portfolio. We have full belief in the development perspectives of packaging printing and have thus chosen a press which will permit us to add high-quality finishing to those products. That is how we came to purchase the Rapida 106 last year.”

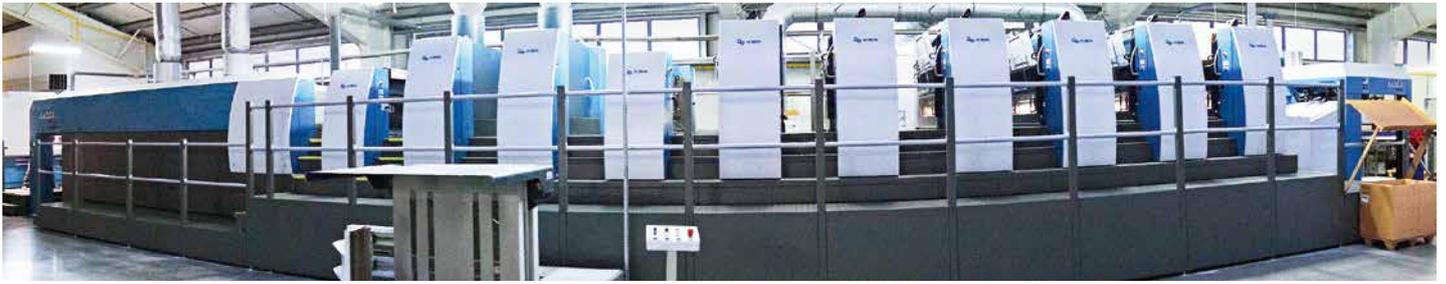
Production speed, versatility and print quality were among the most important criteria in the forefront of the investment, alongside acceleration of the overall production process and optimised efficiency. It was not least such considera-

Photo call at the new Rapida 106 (l-r): Jan Korenc (KBA CEE), Zbigniew Szymanski, Małgorzata Szerszyńska, Dariusz Wyszczelski, Szymon Modrzewski (all Tinta), Michał Drożdż (KBA CEE)

tions which led to the decision to step up from B1 to medium format. At the same time, further printing units were to be available for spot colours. “Our idea was to establish the necessary prerequisites for the handling of heavy substrates, for a combination of both conventional and UV production, and for finishing with a wide spectrum of coating combinations in an inline process,” explains company owner Zbigniew Szymanski.

Conventional and UV equipment

The outcome was a “hybrid” press of the Rapida 106 series in a double-coater configuration with two-section extended delivery. The press features are tailored precisely to Tinta’s production needs: Raising of the press foundations by 450mm (17.7in), CX package for the handling of heavier board, lightweight equipment package, fully automatic plate changing, energy-efficient KBA



The Rapida 106 is the centrepiece of the Tinta printshop

VariDry^{Blue} IR/hot air/UV dryers, CleanTronic Multi – an automatic cloth-based washing system for the blankets and impression cylinders with an additional solvent circuit, CleanTronic UV for optimisation of the washing process during UV production, and ErgoTronic ColorControl for colour measurement based on Lab values with the additional report function QualityPass. Each printing unit is prepared with the necessary fittings to enable UV interdeck dryers to be positioned exactly as required for a given application.

Zbigniew Szymanski: “The Rapida convinced us with its sturdy design, modern operating concept, short makeready times and above all the extremely fast production speeds. It is the first KBA press for our company, but the concern which sometimes arises when dealing with a new supplier was quickly dis-

pelled. The knowledgeable and professional support given by KBA CEE soon took care of that. The commissioning and training also ran very smoothly.”

Increasingly demanding jobs

Tinta’s experience with the Rapida to date has confirmed the purchase decision – also with regard to the press configuration. Zbigniew Szymanski: “We are printing increasingly demanding jobs with finishing of the highest quality. The new press has not only optimised our production process, it has also opened up a whole new spectrum of possibilities. The planned objective of the investment has thus definitely been achieved.”

CEO Jan Korenc from KBA CEE adds: “It is always reason to be especially proud when we can supply a press to a new customer. Besides the additional motivation, we feel a sense of obligation when

The printers at Tinta appreciate the modern operating concept of the Rapida presses



“We have full belief in the development perspectives of packaging printing and have thus chosen a press which will permit us to add high-quality finishing to those products. That is how we came to purchase the Rapida 106 last year.”

Zbigniew Szymanski



a user sees us as the press manufacturer who can best serve his further growth in a difficult market environment. We are pleased that the Rapida 106 will now enable Tinta to offer products with sophisticated high-quality finishes. Tinta is also moving into the new and very demanding packaging segment. But we will be doing everything necessary to ensure trouble-free production on the Rapida 106 and to support the company’s development plans. As press manufacturer, we attach prime importance to optimum customer support as the basis for a long-term trustful partnership.”

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Premiere at Grafische Groep Matthys in Belgium

Vinfoil Optima successfully commissioned

Grafische Groep Matthys from Turnhout in Belgium was the first user to install the new cold foil module Vinfoil Optima. It is incorporated into a six-colour Rapida 106 coater press. The most important reasons for the investment in Vinfoil Optima: Considerable foil consumption savings, inline production capabilities and fast makeready times.



The Rapida 106 with Vinfoil Optima cold foil module is the pride and joy of Pascal Matthys

The four brothers Davy, Pascal, Erik and Filip Matthys took over the family business in 2008 and decided to concentrate on production using the cold foil technology. Pascal Matthys speaks for all four brothers when he says: “That was quite a successful approach from the very beginning. Given the price of foil, however, the real breakthrough for cold foil application was being hindered by the rather wasteful foil consumption. In those early times, a whole square metre of foil was required for every sheet, even if it was only being applied to a tiny logo. Some customers saw the added value and were prepared to pay the price. But there were too few of them from our perspective.”

Matthys operated as a classic commercial printer until 2012, when the family decided to alter course and target also the packaging market. “This was to be realised as a gradual transition rather than a radical cut. In the meantime, we are earning about 20 per cent of our turnover with packaging.”

Publishers, advertising agencies and other print companies are the most

important customers, and Matthys has secured the custom of more and more premium brand owners in Belgium, the Netherlands and France. Opulent packaging designs are the current fashion, and cold foil lends such packaging the desired aura of luxury. In a traditional production process, however, an incredible amount of foil is simply wasted.

Pascal Matthys: “We had been looking for a solution to this dilemma for some time. Our criteria were clear: A perfect printing press as the basis for inline production, and a cold foil module with not only a small footprint, but also the ability to run foil through the printing unit several times. We already knew the company Vinfoil. They have their offices in Den Bosch, barely three-quarters of an hour from here.”

Multiple Foil Use (MFU) minimises foil consumption

The Matthys brothers were immediately attracted by the combination of KBA Rapida 106 and Vinfoil Optima. Their press is configured with six printing units, a coater and an extended delivery for dryer installations. The first unit is

used to apply an adhesive – via the ink duct and an offset plate in the same way as a printing ink. The second unit handles the actual foil application. The foil web is passed through the impression gap, where it comes into contact with the substrate. Particles from the metallised carrier are thereby transferred to the sheet in the areas to which adhesive was applied. Subsequent overprinting with CMYK or PMS inks in units 3 to 6 achieves a dazzling array of metallic colours. Solids, fine lines and even half-tone elements are possible. Alongside silver foils, a variety of gold and even holographic foils are used.

Foil consumption can be reduced by up to 85 per cent with option Multiple Foil Use (MFU). An ingenious turner bar sys-



“We are the first users of Vinfoil Optima, but that also gives us a valuable lead over the competition.”

Pascal Matthys





High-quality finishing of the printed products is a hallmark of the company

Vinfoil Optima stands for a high level of automation and a compact design

four different foil reels. This means that the reel for the next job can already be prepared and positioned exactly while the current production is still running. In this way, the time required for job changeover is shorted from 15 to just six minutes.

Enormous progress

Installation of the Rapida 106 and the cold foil module Vinfoil Optima began in August 2016. Beforehand, Matthys created the necessary space by removing two older presses.



Foils producing a diversity of surface effects are used at Grafische Groep Matthys

Pascal Matthys: "We started up production in September. Being the first users of this new system, there is plenty for us to learn along the way. The Rapida is also our first KBA press, and so the printers have had to familiarise themselves as well. I estimate that we have reduced our foil consumption by around 60 per cent. That is an enormous step in the right direction. We are getting to know the system better with every day that passes. The proportion of foil re-use is increasing and our makeready times are also progressively shorter. I am not so interested in maximum speeds. Gen-

tem enables the foil web to run through the impression gap several times. The previously used areas are shifted accordingly to permit renewed transfer from the still intact parts of the foil web.

The Foil Shaft Changer (FSC) alongside the infeed of the Rapida 106 holds up to

The spectrum of print jobs ranges from luxury brochures (left) to labels



Third generation of the Matthys family in Turnhout

The Matthys group from the North Belgian city of Turnhout is specialised on inline finishing with cold foil. The self-proclaimed 'capital of the Kempen region' lies just a few kilometres from the Dutch border. At the beginning of the 19th century, the linen trade made way for industries based on the use of paper. Even today, a number of the country's leading graphics companies are based in the area. The Matthys family set up its first printing business in the centre of the city in 1946. All nine children helped to put the company on the road to success. In 2001, Grafische Groep Matthys moved to premises on a new commercial estate. Grandsons Davy, Pascal, Erik and Filip Matthys have managed the company since 2008.

erally, we are not producing particularly long runs – except occasionally for the French market. We work three shifts on weekdays, and so the investment is really paying off."

Valuable lead

After the first six months of practical experience, Pascal Matthys and his brothers are convinced that their chosen strategy is proving successful. "The proportion of luxury packaging with cold foil is increasing in relation to our traditional orders. This growth compensates the slight decline in the conventional segment and provides us with additional work. With our sworn team of 35 employees, we are determined to continue improving our quality and speed of turnaround. For us as a relatively small company, the investment was quite a risk. We are fully aware that we are the first users, and that certain teething troubles are only to be expected. But the other side of the coin is that we have gained a valuable lead. That is very important on our market."

Leon van Velzen

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Whether paper, film or lenticular

Crossmark Graphics: Rapida 106 workhorse with LED-UV

When Crossmark Graphics began its search for a new sheetfed press in August 2015, the focus was placed on two criteria: Future-oriented technology and a strong partnership with the supplier. After thorough reviews of the major press manufacturers, the decision fell in favour of KBA-Sheetfed and the Rapida 106. The six-colour press with coater and extended delivery was commissioned in New Berlin, Wisconsin in spring 2016.

Company founder James Dobrzynski Sr.: “We were very excited in the run-up to the delivery of our new press – our first from KBA. Today, it is our workhorse press. It is extremely versatile and prints even plastics, lenticular and canvas. Our goal was to increase production by 20% and to underline our high quality levels.”

Before the investment, James Dobrzynski, his daughter Tammy Rechner – as the current president and CEO of the company – and sons Jay, Mark and Brian, interviewed other Rapida users. They praised the advanced KBA technology and the close relationship which remained in place long after the installation of their presses. For the Crossmark management, these unsolicited comments bolstered the decision to move forward with the Rapida 106. In the end, a configuration with almost all relevant automation modules was chosen. The features include FAPC fully automatic plate changers, CleanTronic Multi washing systems, QualiTronic ColorControl for inline colour control, automatic ani-

lox roller exchange in the coater with Anilox-Loader, LogoTronic CIPLinkX for the communication of presetting data, VariDry^{Blue} dryer systems for IR/hot air drying and LED-UV curing.

Only positive experience with LED-UV

While 80 per cent of Crossmark’s business is derived from printing on paper, a fast growing area is printing on plastic, which now accounts for 20 per cent of the company’s output. Two years previously, Crossmark already had an existing non-KBA press equipped with LED-UV dryers and could thus gather some first experience with this innovative drying technology. Many of the expected benefits, such as low energy consumption, no heat, dimensional stability of the sheets and the elimination



The team at Crossmark Graphics (l-r):
Production manager Brian Dobrzynski, founder James Dobrzynski Sr., president and CEO Tammy Rechner, vice-president of sales Mark Dobrzynski and vice president of operations Jay Dobrzynski

of odours, were confirmed. The Rapida 106 is equipped with an extra LED lamp, which will permit the realisation of further special effects.

“I’m very proud to say that we have had record years in terms of both volume and profit since adding LED UV,” says Dobrzynski. “I give credit to our great team – we couldn’t have done it without them. Furthermore, we are now more efficient when we run plastic substrates, including lenticular. Those substrates are very expensive, so we need to watch the waste carefully.”

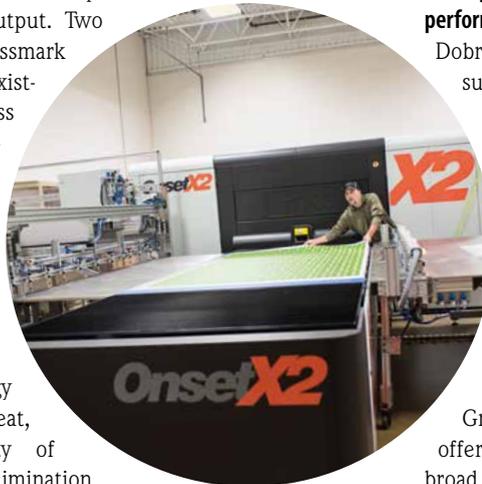
Cutting-edge technology for top performance

Dobrzynski attributes his company’s success to its utilisation of cutting-edge technology and the talented professionals on its workforce. The family mantra has always been ‘to deliver the impossible’. Only recently, a customer wrote: “You and your company make us feel important, no matter if it is a small or large job.”

Founded in 1987, Crossmark Graphics counts 55 employees and offers a full spectrum of services to a broad customer base, with an emphasis on pharmaceuticals and the retail trade. The company has achieved qualification as a G7 Master Printer and works according to the Process Standard Offset (ISO 12647).

Eric Frank
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Crossmark is also active in large-format digital printing



The six-colour Rapida 106 with coater and LED-UV dryers is the versatile workhorse in the press room



Interesting website:
www.crossmarkgraphicsinc.com

New Rapida 145 strengthens packaging printer

Grafica Zafferri has relied on Rapidas since 1998

A new Rapida 145 was installed and commissioned at Italian printers Grafica Zafferri in Felino near Parma at the end of last year. The company has relied on the performance capabilities of the large-format Rapida presses for almost two decades, not least because of the firm standing of KBA-Sheetfed in packaging printing.



At the delivery of the new Rapida 145 (l-r): Owner Massimo Zafferri, printer Paolo Allegri, owner Enrico Zafferri and printer Stefano Benvenuto

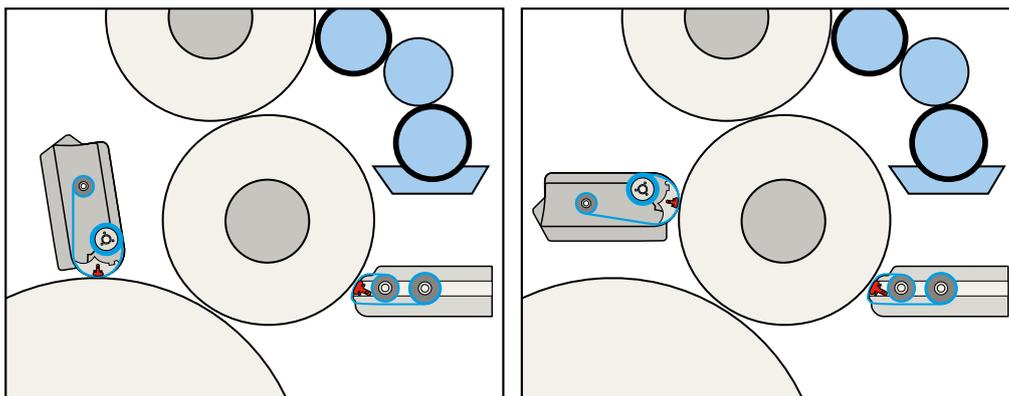
The large-format press with six printing units, coater and extended delivery incorporates a board-handling package for thicker substrates, fully automatic plate changing and CleanTronic Synchro for simultaneous blanket and impression cylinder washing. Especially in folding carton production, CleanTronic Synchro achieves immense time savings. That applies equally for parallel washing cycles at job changeover and any intermediate washing during long runs. Extremely fast makeready and production speeds up to 17,000sph – and more recently even 18,000sph – make the Rapida 145 an

ideal means of production for the packaging segment.

Prepared for high-quality inline finishing

Energy efficiency is today imperative. Here, the KBA VariDry^{Blue} technology with IR/hot-air and UV dryers in the swan neck and the extended delivery achieves energy savings of up to 50 per cent compared to conventional solutions through recirculation of the warmed drying air. Apart from the power input for heating, the volume of air to be extracted and powder consumption are also reduced. The additional UV inter-

KBA CleanTronic Synchro accelerates job changeovers by enabling simultaneous blanket and impression cylinder washing (below left) parallel to automatic plate changing. When printing long runs, intermediate blanket washing can be performed with two washing beams (below right), which halves the time required



deck dryers installed in the Rapida 145 at Grafica Zafferri allow mixed operation with conventional and UV inks and coatings for high-quality finishing in an inline process.

Large-format Rapidas since 1998

Grafica Zafferri installed its first Rapida 142 in 1998, three years after the initial launch of the Rapida large-format series. Soon after its founding in 1952, the company began to specialise on the production of boxes, folding cartons, shelf trays and displays using both cardboard and laminated materials. Packaging for fresh and frozen foods, yoghurt, drinks and pet foods accounts for the largest share of production. In addition, Grafica Zafferri also prints packaging for toilettries, cosmetics and lingerie.

Grafica Zafferri assists its customers over the whole process from graphics planning and packaging design through to the finished folding carton. Enrico Zafferri: “We are very flexible in our organisation and production, and we also work with the latest technology. That helps us to remain competitive even under changing market conditions. For example, we have developed a barrier packaging system for food products, to provide protection against contamination such as that from the migration of mineral oils.”

On the basis of high product quality and meticulous production, Grafica Zafferri has opened up new markets and further strengthened its existing business relationships. The customer base includes many leading brand owners with distribution channels in Italy and Europe.

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Interesting website:
www.graficzafferri.com

1500 Rapida installations since 1995

KBA-Sheetfed holds pole position in large format

KBA-Sheetfed has held pole position on the market for large-format sheetfed offset printing presses for many decades. That applies especially – but by no means exclusively – in packaging printing. A total of 1,500 large-format presses have left the KBA factory in Radebeul since the launch of a wholly redesigned Rapida large-format generation in 1995. That equates to well over 6,000 printing units for the format classes 91 x 130 to 151 x 205cm (35.8 x 51.2 to 59.4 x 80.7in) since the turn of the century.



KBA-Sheetfed recently shipped its longest large-format sheetfed offset press to date – with 14 printing and finishing units – to a European packaging group

Large-format sheetfed offset presses in unit design have been manufactured at the Radebeul factory since 1968. It was drupa 1995 which marked the transition from the dependable workhorses of the previous Varimat series to the highly automated Rapidas. The new presses immediately claimed pole position in this format class. Over the following years, they successively displaced presses based on the out-dated five-cylinder system with their fast makeready times, superior substrate flexibility and appli-

cation-specific configurations. The availability of highly automated technologies heralded a renaissance for large-format sheetfed offset.

Large formats from Radebeul since 1968 Irrespective of the new competition which has emerged over the past ten years, KBA-Sheetfed remains the clear number one with a share of 60% of new large-format installations. In total, more than 3,000 large-format presses have been supplied by the Radebeul factory,

KBA Rapida 142 with 13 printing and finishing units at Anzpac in Sydney/Australia

including 1,500 Rapidas. KBA-Sheetfed currently offers the four series Rapida 145, Rapida 164, Rapida 185 and Rapida 205.

Even long lines are easy to handle

The large-format Rapidas have also been setting new standards with regard to the press configurations realised for customers. The longest large-format press in the world to date, a 42-metre (138ft) Rapida 145 with a total of 14 printing and finishing units was recently supplied to a European packaging printer. The first printing unit is followed by a coater and two intermediate dryer units, then an automatically convertible perfecting unit, another six printing units, two further coaters either side of two more intermediate dryer units, and finally a three-section extended delivery. Thanks to the comprehensive automation, with automated pile logistics, simultaneous plate and coating forme changing, CleanTronic Synchro for parallel washing processes and inline colour control, even such press lines are easy to handle.

At home around the world

Large-format Rapidas are at home in medium-sized and large, industrially organised printing companies in Europe, the Americas, Asia, Australia and in a few in-





dividual cases also Africa. In folding carton production, in particular, the share of long presses with 10, 11, 12 or even 13 printing, coating and drying units has risen significantly, not least due to a constantly growing trend towards inline finishing. In the coming months, such presses are to be delivered to customers in the USA, Sweden, Spain, Mexico, Brazil and Chile, among other countries. Since the turn of the century, the average length of a press has increased from five to seven units.

Alongside packaging, displays, posters and books, large-format Rapidas print a diversity of commercial jobs, magazines and catalogues. The list of such installations shows not only straight presses with four or five colours, but also long perfectors with eight printing units for 4-over-4 production. Modified Rapida printing units are furthermore the basis for metal decorating presses from KBA MetalPrint.

Rapida 205 remains in demand

With the Rapida 205, KBA-Sheetfed also manufactures the press with the largest sheet format on the market – over 3m² (33sq.ft) of print on a single sheet. Around 50 of these superlarge-format presses have been supplied since they were first launched in 2003. Even though the market segment is quite limited, presses are still ordered on a regular basis, particularly in the USA. They are used above all in display and poster printing, but occasionally also in large-size folding carton production. Here, too, the presses are not only four- and five-colour models. A slightly smaller Rapida 185, for example, has been supplied to a customer in the Middle East in a double-coater configuration with 12 units and a total length of 38.5m (126.3ft).

Unique technical features

To be able to defend a leading position on the market, it is imperative to offer users unique technical and process-enhancing

Speeds of up to 18,000sph are no longer just a dream for a Rapida 145 configured with the HighSpeed package – as here at drupa 2016

features. In the case of the Rapidas, this means consistent implementation of the DriveTronic dedicated drive technology at the feeder, the infeed (DriveTronic SIS) and in the printing and coating units. Practice-oriented automation is another key aspect. Both yield significant benefits in terms of makeready times, ergonomic operation and efficiency. On packaging presses for industrial-scale operations, options such as anilox roller sleeves, which can be changed in a flash by a single operator, are fast becoming a standard choice.

Facilities to disengage unused inking units have been standard on large-format Rapidas for decades. Pallet-free logistics systems, reel-to-sheet feeders, cold foil modules and a double-pile delivery are further unique equipment options. Automation solutions such as CleanTronic Synchro (parallel washing processes), sheet inspection systems and inline colour control in numerous variants, including Instrument Flight for control based on grey balance, take workload off the press crew, shorten makeready times and reduce waste.

Enormous productivity

With top speeds of 18,000sph (Rapida 145) and 16,500sph (Rapida 164), the large-format Rapidas can output up to 30,000 m² (330,000sq.ft) of print in a single hour. That corresponds to the entire production and storage floor space of many a large packaging company.



The incredible area of a single sheet printed on the Rapida 205

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New KBA Rapida 75 PRO at Eberle Druck in Vienna

Enhanced efficiency for pharma printing

Eberle Druck in Vienna has been a 100% subsidiary of the Rattpack Group since 2006. The group operates eight facilities in Austria and Germany and prints almost everything from short-run commercial jobs to laminated corrugated boxes. One of the latest additions to the portfolio has been flexible packaging. Within the group, Eberle handles the production of folding cartons for pharmaceuticals packaging, patient information leaflets and other special products for the pharmaceuticals industry (medical device sets, ampoule packs, mini-booklets, etc.). As an express service centre, furthermore, it promises exceptional flexibility and fast delivery times.

A KBA Rapida 75 went into production at Eberle Druck back in 2011. That press had been purchased at short notice, and a few of the accepted compromises were now becoming evident. Job changeover times were gradually proving too long for today's market demands. The Rapida 75 had nevertheless served the company well over the years. From light-weight paper through to cartonboard, substrates of all kinds were printed in excellent quality, often around the clock in up to four shifts.

Outstanding operating concept

Given the positive experience with the first press, it seemed only logical to invest in a half-format Rapida again. With the Rapida 75 PRO, furthermore, KBA was able to offer a successor model with significantly higher automation. Evaluations of this new press quickly confirmed that there was nothing on the market to beat the Rapida 75 PRO. Rattpack plant manager Marco Resch, who is in this capacity also responsible for Eberle, is convinced: "KBA is one of the most accomplished press manufacturers." He is especially fascinated by the outstanding model-independent operating concept.

The Rapida 75 PRO, a six-colour coater press with extended delivery, arrived at the end of May and came on stream in mid-June last year – parallel to the official launch of the new series at drupa 2016. It is ideally equipped for the printing of pharmaceuticals packaging in short runs. The decisive features include 225mm (8.9in) raised foundations to enable higher piles, an enlarged sheet format of 605 x 750mm (23.8 x 29.5in), central format setting, fully automatic FAPC plate changers, CleanTronic Synchro for parallel washing processes, QualiTronic ColorControl for inline colour measurement, and extensive preset capabilities.

Rapida 75 PRO replaces two presses

Already after the first half-year in production, figures prove that the investment in the Rapida 75 PRO has certainly paid off: The dramatically shortened makeready times – now just five minutes compared to 15-20 minutes with the predecessor press – have boosted productivity by around 30 per cent. Thanks to the larger sheet format, furthermore, almost twice as many blanks can be accommodated on each sheet. QualiTronic ColorControl has also achieved significant reductions



For Christoph Paver, daily work has become much easier thanks to the extensive automation of the Rapida 75 PRO

in waste and ensures constant results over the whole length of a run. Especially where repeat jobs are the order of the day, inline colour control is a direct money earner. In addition to the original Rapida 75, Eberle Druck has in the meantime been able to decommission a second press. The Rapida 75 PRO handles the jobs which used to run on both.

Peak production speeds play a subordinate role. "For print jobs with an average of 250 to 500 sheets, fast makeready is much more valuable than a high production speed," Resch explains. The facility to disengage unused inking units, on the other hand, is one of the most frequently exploited strengths of the press. In pharmaceuticals packaging, up to 60 per cent of the inks used are spot colours. Where others rely on Euroscale colours, the Rapida 75 PRO here is often set up



Marco Resch (35) completed an apprenticeship as an offset printer and knows the various products of the German press manufacturers inside out. Since obtaining further qualifications in media business administration from Hauchler Studio in Biberach, he has worked in several roles at Ratt in Dornbirn, eg shift manager, quality control manager and head of folding carton production. In 2013, he became plant manager for Ratt in Dornbirn and Eberle in Vienna. He was granted authority to act as a director of the company in 2016. Marco Resch and his partner have three children. His leisure time is devoted to numerous hobbies, including diving.

The plates for the next job are already waiting in the FAPC plate changers





Simon Spiegel (31) is commercial plant manager for Ratt in Dornbirn and Eberle in Vienna. He joined the company in 2000 and has worked in several positions. He first learned the trade of a printer from 2000 to 2003. After this vocational training, he moved into the sales department, where he looked after various key accounts for the group. From 2008 to 2013, he helped to establish the subsidiary Rattpack Apolda, before returning to Ratt in Dornbirn. In 2013, he became plant manager for Ratt in Dornbirn and Eberle in Vienna. He was granted authority to act as a director of the company in 2016. Outside of his work, Simon Spiegel is a keen photographer.

to use several or even exclusively spot colours.

Delighted operators

The new press has delighted not only Marco Resch, but also the operators in the printshop. It eliminates a great deal of their previous workload and leaves time to attend to necessary organisational details. The ErgoTronic console with TouchTronic control and a generous wallscreen, in combination with touchpanels at the feeder and delivery, ensures that all important information is made available instantly and in a readily understandable form. In addition, LogoTronic Professional provides a link between the Rapida 75 PRO and the company's MIS: A mouse click is all it takes to load the next job from the list presented on the console.

Production manager Friedrich Kriwetz is full of praise for the very close relationship with KBA, and especially the direct communication with the offices in nearby Mödling. As a beta user within the framework of a technology partnership, the company itself contributes ideas which will benefit all future Rapida 75 PRO users. The five printers pay attention to the tiniest details and make suggestions on how handling can be im-

Above left: The Rapida 75 PRO features an ErgoTronic console with TouchTronic control and integrated wallscreen

Above right: Inline quality control is an indispensable aid in the production of pharmaceuticals packaging

Right: The coating forms for the different folding carton layouts are sorted on the basis of code numbers



proved. As an example, Eberle had a tag inserter added to the press.

Growing with Rapida technology

In addition to the Rapida 75 PRO at Eberle, there are further sheetfed press from KBA in use at other companies of the Rattpack Group, including a six-colour Rapida 106 coater and several large-format presses. On the basis of modern technologies and continuous growth, the group aims to further strengthen its position on the dynamic packaging market. As run lengths decline, the individual companies attach ever greater importance to flexibility and sustainability. "Stipulations on type sizes and languages, as well as short delivery deadlines and order cycles, are just some of the constantly changing market conditions," says commercial plant manager Simon Spiegel.

With some 500 employees, the Rattpack Group generates an annual turnover of approx. €90m (\$96.3m). Die-cutters and folder-glueers, embossing systems, guillotines and folding machines provide for perfect further processing. Even securities printing belongs to the production portfolio of the Vienna location.

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The Rapida 75 PRO is an eye-catcher from all angles

i Interesting website:
www.rattpack.at



Stefan Singer, head of electrical design at KBA-Sheetfed (r), accepted the automation app award 2016 in the category "Production" from Bernd Weinig (2nd from right). Also in the photo: Matthias Engelmann, KBA-Sheetfed (l), and Jörn Kowalewski, Macio ©elektrotechnik

Printing now trendier than ever before

Console goes mobile with a new smartphone app

The operation of a sheetfed offset press has become even more flexible. A typical smartphone or tablet suffices to enable remote access to operating functions which are otherwise handled exclusively via the press console. The console goes mobile, so to speak. App-based operation is furthermore a modern, trendy concept, which is now available in sheetfed offset printing for the first time.

With the Rapida app, KBA-Sheetfed is among the proud winners of the 2016 "automation app awards". The award in the category "Production" was presented during the trade fair SPS IPC Drives 2016 in November. An expert jury had assessed the various automation apps which had been submitted from the perspectives of utility value, originality, usability, relevance and security. Subsequently, the shortlisted apps were offered to magazine readers for voting. And the new Rapida app came out on top at the end of this selection process.

Mobile control and maintenance

The KBA Rapida app enables control and maintenance of the connected sheetfed offset presses via mobile Android devices. For the user, press operation is simplified, because the console is no longer the exclusive point of control. The main menu of the app provides navigation to a production info panel, a maintenance

manager and a consumables tracking function.

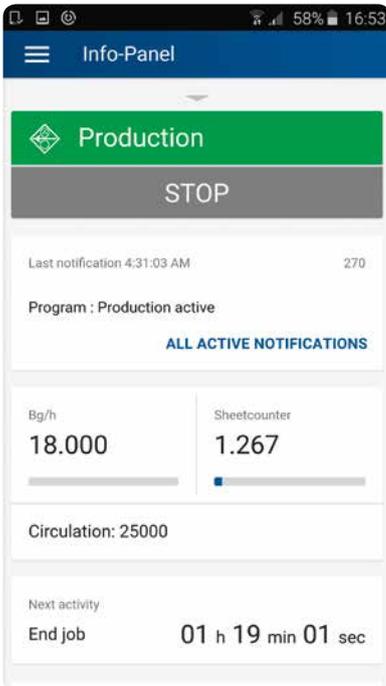
After login and authentication (which pairs the mobile device to the console), an info panel is opened with details on the commencement and course of production, the current press status and the job which is presently being printed. This includes error and status message lists, the production speed, sheet counters, and details of both the job being printed and subsequent jobs in the queue, including the time remaining before production is completed. Energy consumption and CO₂ emissions can also be monitored per job or per 1,000 sheets.

Maintenance and consumables tracking made easy

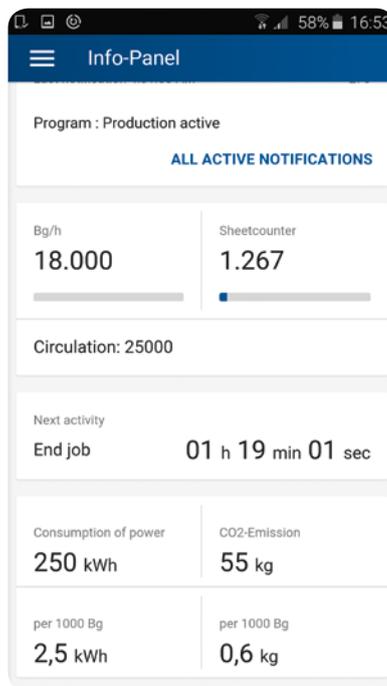
The maintenance manager displays a list of pending maintenance tasks. It draws attention to the press care required on



Main menu of the Rapida app



Left: Remote activation of press programs, eg job production



Right: Info panel with details on the current production, energy consumption and CO₂ emissions

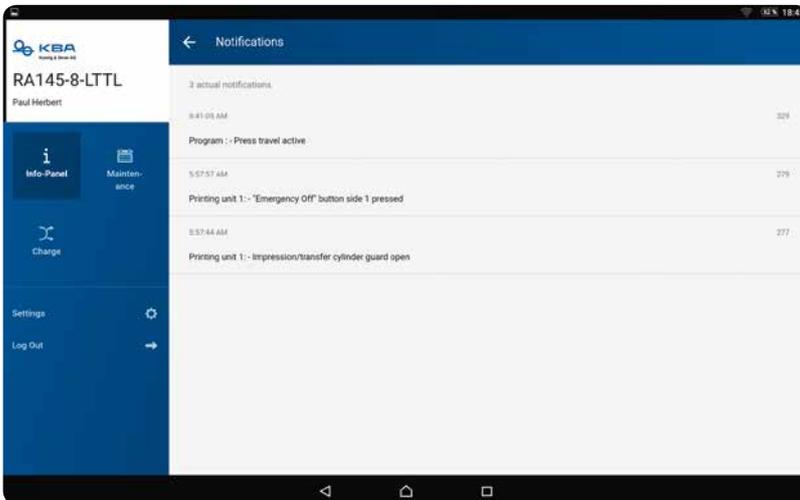
The Rapida app enables

- a simple and innovative form of authentication
- reliable management of consumables
- full and error-free maintenance
- constant overviews of the situation on the press

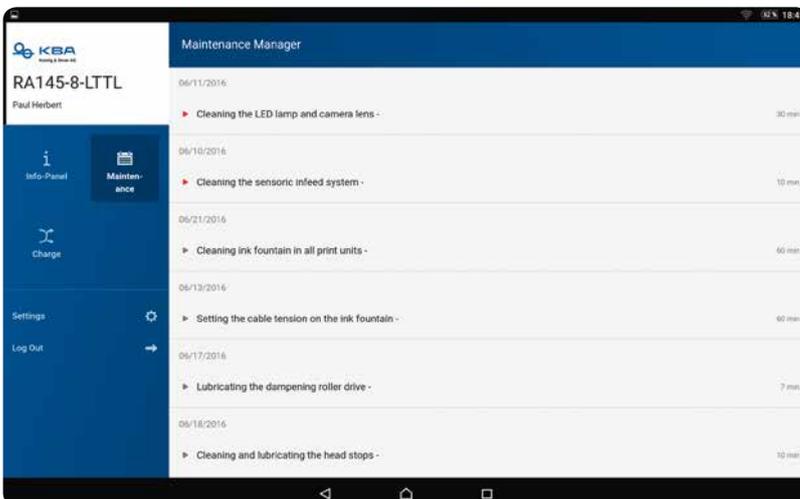
the current day, as well as tasks which are scheduled for the coming days. The additional specification of the time needed for each task enables maintenance work to be planned such that it does not

disturb production. Illustrated, step-by-step instructions explain the individual tasks to the operator. This further simplifies the maintenance process and avoids all misunderstandings. Each mainte-

nance step can be marked as “done” after completion and the operator can also add individual remarks and comments, where appropriate.



Message list display on a tablet



The maintenance manager displays all pending maintenance tasks

With the batch data function, consumables such as paper and ink can be tracked either manually or by way of QR codes and assigned to the relevant job. The place of consumption, for example a certain inking unit, is determined automatically and saved in the data record. Whether inks, substrates, blankets or plates: All data are made available for cost accounting purposes – immediately and without further intervention. The data are sent from the mobile device to the console, and automatically passed on via LogoTronic and JMF to the company management information software.

User accounts are created and managed in the same way as with other electronic devices. The Rapida app stands out with a responsive design and is platform-independent. It is available for all presses with the latest TouchTronic console.

The new app was already a centre of attraction at drupa 2016. During live shows at the show, trade visitors were invited to start print programs on the Rapida sheetfed presses using their smartphone.

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Rapida 106 enhances process stability at Gorenjski Tisk in Slovenia

Books from the dream factory

Gorenjski Tisk Storitve d.o.o. (GTS) from Kranj in Slovenia is an acknowledged specialist for the printing of fine books. Publishers, galleries and museums around the world entrust their printing needs to GTS, whose breathtakingly stylish books have earned a string of prestigious awards over the years. The five-colour Rapida 106 coater press installed in 2015 has raised efficiency at the company to an entirely new level, while nevertheless catering to the ever greater demands of the publishing world.

Three representatives from Edition Lammerhuber are on a visit to the printshop to discuss details for an elaborate coffee-table book. Despite the extra travel, the cooperation with the Slovenian printers at GTS has definitely paid off for the Austrian publishing house, as their intensive partnership has already reaped numerous international prizes. One example is the photo book *Buffalo Ballad*, with over a 100 large-format black-and-white photographs spread over 224 opulent pages. The black-and-white photographs have been reproduced in CMYK, which yields harmonious gradations and shadows with a richness otherwise only known from halftone photography. For this book, Edition Lammerhuber received the German Photo Book Award (Gold) 2015 and the FEP European Photo Book of the Year Award 2015, among others.

Testing the limits

Edition Lammerhuber is just one of a long list of international publishers, galleries and museums who have their books printed by GTS – others are Phaidon, Taschen, the Royal Collection, the Natural History Museum, the National Portrait Gallery, the Halcyon Gallery, MoMA, Abrams, Glitterati Inc., Arnoldsche Art Publishers, Gestalten, Schirmer/Mosel, Flammarion, Editions de La Martinière, Skira Editore and Rizzoli, to name but a few. “There is simply nothing to beat testing the limits of modern book production together with our customers,” says director Bojan Kos. GTS tips the scales with boundless passion and vast expertise in the printing of illustrated books in the fields of art, photography, nature, travel and even cooking. It is no coincidence that the company was named “Best Cookbook Printer in the World” in 2010.

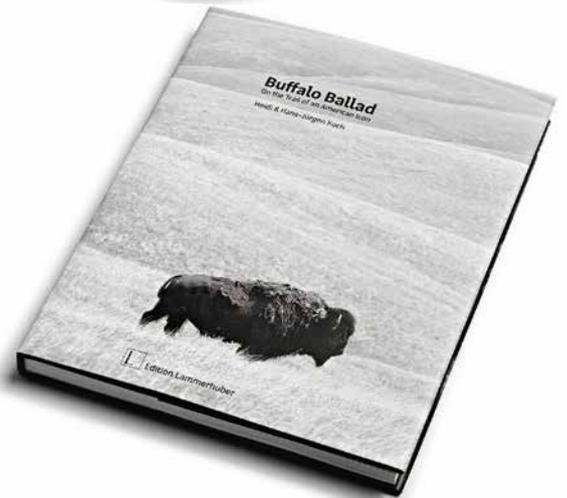
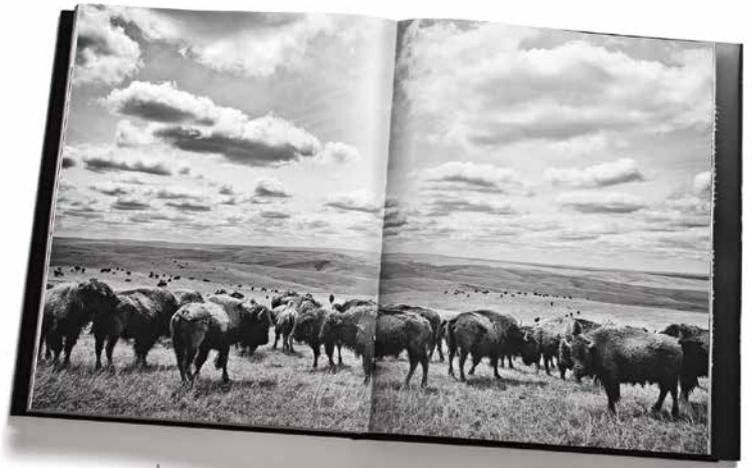
All the finesses of book production

To be able to print books in such perfection over and over again, it is imperative to retain control of the whole production process, from initial prepress right through to finishing and binding. GTS has established itself as a full-service provider who masters all the finesses of book production. Over the course of 130 years, it has built up a wealth of know-how covering the whole spectrum from modern prepress workflows to traditional bookbinding techniques.

The company currently counts 130 employees, who together posted a turnover of €10.3m (\$11m) in 2016. Since restructuring in 2014, the focus has been placed firmly on hardcover and paperback books, though a few premium catalogue brochures are still produced from time to time. A total of 2.6 million hardcover books and 2.4 million paperback books were delivered to customers in 2016. Around 75 per cent of these books were exported, above all to Germany, Austria, France, Great Britain, Switzerland, Italy, USA and Russia.

Own standards for brilliant photo books

Developments on the book market, however, are no less dynamic than elsewhere. Publishers are continually upping their quality demands, as they seek to attract buyers with new and individual features. Sophisticated papers, inks and binding variants, in particular, are means to stand out from the masses. And that poses constantly new challenges for GTS.



Prize-winning photo book – *Buffalo Ballad* from Edition Lammerhuber

Despite the trends to individualisation, great importance is attached to standardisation of the production process wherever possible. Bojan Kos is here thinking first and foremost about prepress, because that is after all where the quality of a book is defined. Accordingly, GTS has taken the initiative and has elaborated profiles on the basis of the Process Standard Offset (PSO) for six paper types and six different conventional and FM screens.

In fact, GTS has even taken the established PSO standard a step further: With its so-called “brilliance profile”, it has developed a standard of its own for work with highly pigmented inks. According to Bojan Kos, this translates into enhanced detail definition, colour depth and a wider colour gamut. At the same time, however, he is careful to point out that a perfectly adjusted press is just as important to get the standard onto the paper.

International awards for GTS



Lending that special touch

The latest addition to the printshop line-up is a Rapida 106-5+L, which was installed to complement two long perfectors in 2015. The Rapida 106 is equipped with a coater for the alternating use of UV and dispersion coatings – and is thus naturally predestined for the printing of book covers. A number of publishers also make use of the coater on the Rapida 106 to lend that special touch



“There is simply nothing to beat testing the limits of modern book production together with our customers.”

GTS director Bojan Kos



to their books. And GTS itself entrusts any work on especially demanding book projects exclusively to the Rapida 106.

A five-colour coater press had been standard inventory at the company for many years. When the time came for a replacement investment around three years ago, the available presses were scrutinised very closely and it was determined relatively quickly that a Rapida 106 was the clear front-runner. For production manager Dušan Kuljic, this was attributable not least to the extremely fast makeready: “Even though we pay a

lot of attention to individual advice and customer support in advance of an order, we must still make sure that the actual production is tuned for maximum efficiency.”

The Rapida 106 has enabled the company to take an enormous leap forward, and net output is now significantly higher, despite the frequent job changeovers. “We work a four-shift system and handle up to 20 different jobs a day. When you multiply that up for a whole year, every single minute counts.” Dušan Kuljic calculates with a maximum of 10 minutes

The photographic work of Howard Schatz, collected into the two photo books “Schatz Images: 25 Years”

The Rapida 106 is equipped with a coater for the alternating use of UV and dispersion coatings

for a full changeover from the feeder to the delivery. The technical features which help to guarantee such fast makeready times are the sidelay-free infeed, fully automatic FAPC plate changers, and the combined blanket, impression cylinder and roller washing system CleanTronic.

Greater stability in the print process

Efficiency is one thing, but it is quite a different matter to maintain constant quality on a press running at speeds up to 18,000sph. To this end, the Rapida 106 at GTS incorporates numerous tools to facilitate quality control for the operators. The QualiTronic ColorControl system for inline colour density measurement is especially appreciated, as is the ErgoTronic ACR camera for register measurement and correction. “With the Rapida 106, we have gained even greater stability in the print process, and that with substrates right up to 400 gsm,” says Bojan Kos.

The director is equally delighted with the reliability of the Rapida 106 – and the fast response should any problem arise. In this connection, GTS also benefits from the KBA remote maintenance service, through which many questions can already be answered by telephone. “For a 24/7 company like us, the availability of remote maintenance is enormously important and confirms once again that the decision in favour of KBA was the right one.”

Knud Wassermann
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Eight-colour Rapida 106 at De Groot in Goudriaan exceeds expectations

Productivity, quality and fast delivery times are what count today

Anton de Groot, production and facility director of the print company of the same name, is extremely satisfied with the eight-colour KBA Rapida 106 with simultaneous plate changing at his production facility in the Dutch village of Goudriaan: "It seems as if the printers here are walking around with a smile on their face all day."



"KBA is a manufacturer who cares about our employees and our future."

Anton De Groot

Over the 50 years since its founding, De Groot has installed a whole armada of printing presses in small to large formats. Private and business stationery, magazines, books and advertising make up the bulk of the work to be done. Many of the jobs handled are for the retail trade, for which De Groot also offers tailored promotional print packages. At the same time, no-one shies the challenge of some very exclusive orders.

"We take a very systematic approach whenever we are looking for new machinery," says Anton de Groot. "Our first closer contact with KBA's sheetfed offset presses came at drupa 2012. Before then, KBA had not been on our shortlist."

Speed is becoming increasingly important

The latest investment was prepared very thoroughly, and extensive analyses were performed to compare various presses from Germany and Japan. "In the premium segment, the differences are often only small, but speed is becoming increasingly important," Anton de Groot explains. "You could liken it to a pit stop in Formula One racing, where every second counts. We want our production to be 'lean and mean'. To this end, we have developed a long-term investment strat-

egy. Since drupa 2012, we have been following the activities of all the major press manufacturers, in order to evaluate the technical advances which they are bringing forth. We also conducted tests at KBA-Sheetfed in Radebeul on a number of occasions. The top production speed – which on the eight-colour Rapida 106 means 18,000sph in perfecting mode – was one of the deal-clinching factors. The choice of the B1 format and the extremely fast job changeover times were similarly essential for our production. Our market demands fast delivery

The new eight-colour Rapida 106 is the first KBA press at De Groot in Goudriaan

times and products of the highest quality."

De Groot goes on to say that the decision to switch to a new supplier was seen as quite an adventure at first: "How would the cooperation with KBA turn out? Things always sound good on paper, but will everything also function in everyday practice? Our experience with KBA's Dutch representative Wifac has been fantastic. They have given us excellent support throughout the entire process. We analysed the state of the art, the level of automation, maintenance requirements, the 24-hour service, and the press format and performance. After detailed comparisons, we made our choice. The decisive factors were the print quality, the productivity and the ease of operation for our printers."





Green Heart

The rural area enclosed by the Dutch cities Amsterdam, Rotterdam and Utrecht is the country's "green heart" – the so-called Groene Hart. A delightful countryside, characterised by agriculture and its restful atmosphere. The village of Goudriaan in the Alblasserwaard polder was first mentioned in 1260 and counts around 1,000 inhabitants. The print company De Groot has its headquarters right in the middle of the village. Anton de Groot runs the family business as the third generation, and around 150 committed employees deliver a broad range of print products. At the start of this year, De Groot placed its online and offline activities under a new name: De Groot – Grootsgedrukt.nl. The fourth generation is already waiting in the wings. Anton's son Pieter is only seven years old, but he can hardly be kept out of the press room. "Printing is obviously written into our genes."

Training ahead of the installation

"After the successful acceptance tests in Radebeul, five lorries brought the press to the Netherlands, where it was installed by engineers from KBA and Wifac. We then carried out some further tests and the results were even better than what we had already seen in Radebeul. Remarkable. For our printers, the new press also meant quite a change in daily procedures, because they were accustomed to working on other presses. But a few of them were in Radebeul for training, and so we are confident that we will be able to draw maximum benefit from the new Rapida. About a month passed between the training and the arrival of the Rapida 106. To bridge this time, the printers came home with an interactive PDF which allowed them to practise on the computer – not to forget a certificate! They all enjoyed it very much."

Growth through automated production

The long high-tech Rapida replaces an older eight-colour press and a B2 press. The significantly higher printing speed and the fast makeready of the Rapida 106 have boosted production capacity by ap-

The printers enjoy working at the modern console of their highly automated press

Every second counts today: The plates for the next job are already waiting on the press gallery

prox. 40 per cent. Moreover, the range of substrates which De Groot is able to handle in perfecting has been expanded to cover grammages from approx. 60 to 500gsm (40 to 338lbs). The Rapida operates in three shifts, running at maximum speed for the most part. To support this performance, the whole press hall is arranged to ensure that plates, paper and ink (thanks to an automatic ink supply) can always be made available on time.

De Groot: "That is necessary to be able to implement our growth strategy. Run lengths are still decreasing, but the number of jobs has rocketed. Organisation and equipment must be geared to this situation, and we must move in the direction of full automation wherever possible. In the meantime, human intervention in the print process is the exception. That reduces the risk of mistakes. With the new press, we plan to increase our sales and secure the future of the company."

In advance of the installation of the new Rapida, De Groot invested in expansion and modernisation of its CTP pre-press. Timely plate availability is thus guaranteed. In addition, a second logistics

centre has been set up. "Our goal is maximum sustainability. Low waste, low emissions and the lowest possible material consumption are pillars of our corporate culture."

Plans already exist for new building projects to further reduce transport movements. After two months, Anton de Groot presents a positive first summary: "The Rapida 106 has exceeded all expectations. Both the printers and our customers are very happy. With KBA, we have found a press manufacturer who cares about our employees and our future."

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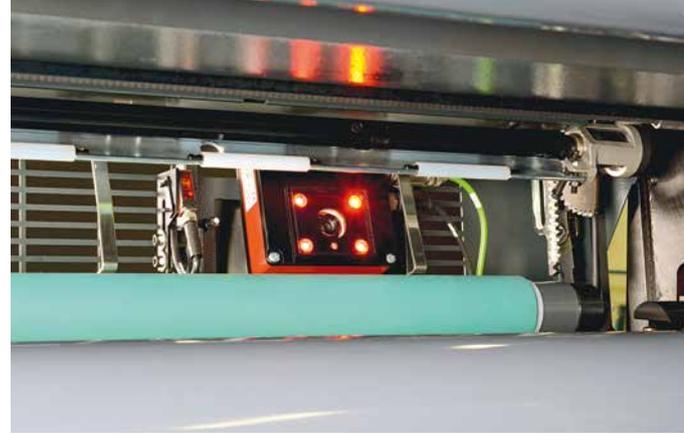


i Interessante Website:
www.grootsgedrukt.nl

DriveTronic Plate Ident for Rapidas in half, medium and large formats

Perfect plate changes on Rapida sheetfed offset presses

On most Rapida sheetfed offset presses, plate changing is performed either fully automatically with FAPC or simultaneously with DriveTronic SPC. The highest level of automation is the facility for non-stop job changeovers (Flying JobChange) on the KBA Rapida 106. As a vital prerequisite, the function DriveTronic Plate Ident here ensures that the new plates are mounted on the press in the correct position and order. This automation option is unique to KBA-Sheetfed and contributes to further makeready savings at job changeovers, enabling saleable production to recommence with practically no need for adjustment.



Above: The cameras for DriveTronic Plate Ident operate with a special light source

function is superfluous, provided all the plates for a given job were punched on the same device.

The right plates in the right place

While the job presetting data such as ink profiles, duct roller speeds and area coverage are being transferred to the Rapida press from the PPS system LogoTronic Professional or via CIPLinkX, DataMatrix Select checks that the new plates to be mounted actually belong to the current job or section of a job, and furthermore that the colour sequence matches the press configuration. In this way, DataMatrix Select is a further significant step towards full process management.

Any incorrect plate assignments are immediately detected and signalled to the operator. In addition, the possibilities for cost accounting after completion of a job are improved.

Two data matrix codes are exposed onto each plate together with the register marks used by DriveTronic Plate Ident (see photo left). After reading the codes from each printing unit, LogoTronic Professional or CIPLinkX compares the data with those held in a central database. On the basis of the code data, various plausibility checks are performed, e.g. correct plates for the current job, plates mounted on the correct printing units, plates with correct colour separations, or correct language versions. In this respect, the data matrix code permits unambiguous identification of every printing plate.

The combination of fully automatic plate changing and the additional functions offered by the plate detection system DriveTronic Plate Ident achieves a significant increase in productivity for printers faced with ever shorter run lengths and thus frequent job changeovers. The reduction in start-up waste improves profitability, and errors in connection with plate changes become a thing of the past.

Left: Printing plate with register marks for Plate Position Check and a data matrix code for plate identification

Rapida 145, Rapida 164 and MetalStar 3 series with DriveTronic SPC. With immediate effect, however, it is now offered as an option for all presses with FAPC plate changers. That means that the half-format presses Rapida 75 PRO and Rapida 76 can also be configured with this additional automation function for FAPC in future.

Automatic correction of the plate position

Plate Position Check is an additional function of DriveTronic Plate Ident to permit automatic correction of the plate position already before the first sheet is printed. It evaluates the relative positions of the plates and corrects the plate cylinders accordingly. In most cases, only minimal register corrections remain to be made after checking of a first sample sheet before full job production begins. Users who wish to move straight on to production without stopping to check a sample sheet are recommended to consider the inline QualiTronic ICR system.

Plate Position Check is aimed above all at print companies where plates are still punched manually. The punching accuracy of modern CtP systems is generally such that the Plate Position Check

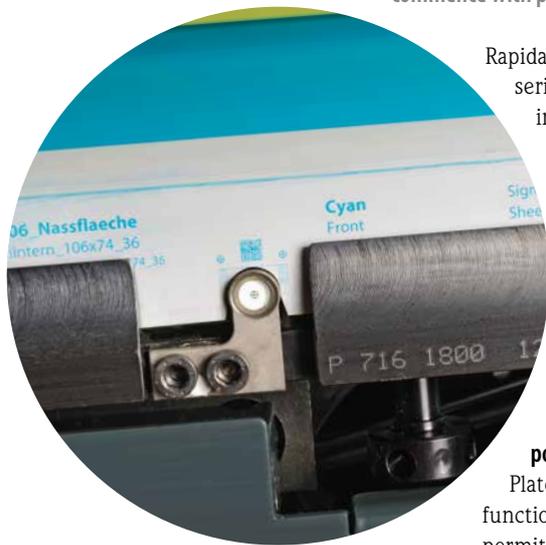


Plate detection before the change process

DriveTronic Plate Ident is a camera-based system which determines the proper positioning of the printing plates during a fully automatic plate change. Special register marks on the plate enable Plate Ident to detect the presence of a plate and at the same time to check its correct insertion into the plate clamps. If the new plates are correctly positioned in all the units to be changed, the automatic process is enabled and plate changing begins.

DriveTronic Plate Ident was to date only available for presses of the Rapida 106,



Rapida 145 with DriveTronic SPC and DriveTronic Plate Ident for simultaneous plate changing

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Finnish book printer opts for digital technology “made by KBA”

Bookwell Digital invests in RotaJET 130 of the new L series

With its investment in a 1/1 version of the KBA RotaJET 130 from the new, flexible L series, the Finnish company Bookwell Digital Oy is treading new paths in book production. “With this new press, we can print smaller jobs in a highly efficient digital process, and can react quickly and with outstanding print quality to short-term market needs,” says managing director Juha Manninen.



The high-volume KBA RotaJET 130 is scheduled to enter full production in Juva/Finland in mid-2017. It is capable of printing more than 500 million A4 pages every month, which equates to a monthly production of several million books.

Bookwell Digital: A young company with traditional roots

Bookwell was founded in the small town of Porvoo in the south of Finland more than 150 years ago. The company produces and distributes high-quality books with Scandinavia, Great Britain and Russia as the most important export markets. Up to 13 million books are printed each year by a total of 208 employees at locations in Porvoo and Juva. Last year, Harri Nyman and Juha Manninen purchased Bookwell and founded the new company Bookwell Digital Oy in Juva. Their next objective is thorough restructuring of the book production activities. Juha Manninen: “We will continue to print hardcover and softcover books, but production will be much more flexible and supply-chain-oriented, avoiding warehousing. We are convinced that the

KBA RotaJET will help us to develop new market opportunities, and that it will change the landscape for book production in Finland and Scandinavia.”

From the paper reel to a finished book

All RotaJET L series presses share the same hardware platform and thus permit on-site expansion from the narrowest web width of 777mm (30.6in) up to a maximum of 1,380mm (54.3in), as well as upgrading from 1/1 to 4/4 printing. The RotaJET 130 for Finland will run with a web speed of 300m/min (984ft/min). The combination of precision machine engineering, cutting-edge inkjet head technology and KBA RotaColor polymer inks is the key to exceptional print quality (1,200dpi).

The paper is supplied to the two inkjet printing stations by an automatic KBA Pastomat reelstand in combination with the reel transport system KBA Patras M. Optimally matched IR/hot-air dryers and the web guiding over two central impression cylinders, without the need for turner bars, guarantee crease-free

3D schematic of the L-series RotaJET 130 for Bookwell Digital in Finland



“We are convinced that the KBA RotaJET will help us to develop new market opportunities, and that it will change the landscape for book production in Finland and Scandinavia.”

Juha Manninen

production in high print and register quality, even on thin stocks. The RotaJET 130 at Bookwell is to be linked directly to an automated finishing line to realise the efficient inline production of ready-for-sale books.

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KBA-Flexotecnica: Successful start to the year 2017

Demo centre for digital and flexo presses in Würzburg

KBA-Flexotecnica already sold several CI flexo presses for packaging printing on paper and films in the first quarter of 2017. The company EMSUR SPO, for example, invested in an EVO XD with eight printing units and an additional varnishing unit. Flexo printers in Italy, France, Japan, Great Britain and Australia have also ordered presses. An EVO XG LR with 10+1 units is about to go into production with Mondi Kutno in Poland.

“We are very satisfied. Further projects will be decided in the near future, and we plan to improve our share on the world market significantly in the years to come,” says Christoph Müller, CEO of KBA Digital & Web and, since the beginning of the year, also CEO at KBA-Flexotecnica. Against this background, the cooperation between KBA-Flexotecnica and KBA-Digital & Web Solutions in Würzburg is to be intensified.

Modern showroom in the making

On 14th March, the foundation stone was laid for a new demo centre for digital and flexo presses with floor space of around 2,100m² (22,600sq.ft) at the company’s Würzburg headquarters. The investment is substantial, with €6m (\$6.4m) being spent on the building and technical infrastructure and around €10m (\$10.7m) on demo presses. Claus

Bolza-Schünemann, CEO of Koenig & Bauer AG: “70 per cent of the group’s new machinery revenue is already generated in the booming packaging sector. We are setting up the new demo centre in Würzburg to offer our customers from expanding markets appropriate presentation facilities with convenient access to Frankfurt International Airport. By the beginning of next year at the latest, we will be able to demonstrate flexo presses for the growth market of flexible packaging.”

The new demo centre will feature a RotaJET digital printing system for publication and industrial printing from KBA-Digital & Web, a flexo web press from KBA-Flexotecnica for flexible packaging, and a newly developed sheetfed flexo press from KBA-Digital & Web for direct printing on corrugated cardboard.



Claus Bolza-Schünemann, CEO of Koenig & Bauer AG (r), and Christoph Müller, CEO of KBA-Digital & Web and KBA-Flexotecnica, at the laying of the foundation stone for the new demo centre

The showroom is expected to open in autumn 2017.

Cooperation with KBA-Digital & Web

Christoph Müller: “As one of the leading printing press manufacturers worldwide, we want to utilise possible synergies in the group for our relatively new activities in flexible packaging, bringing together both know-how and resources. KBA-Flexotecnica already uses the global sales and service network of the KBA Group. In future, this cooperation with KBA-Digital & Web is to be expanded further to embrace also the fields of development, design and production. Together, pioneering innovations and customer-specific solutions can be implemented faster.”

As a hybrid press, the new NEO XD LR can be equipped for all current inking systems, guaranteeing the users future-safe, cutting-edge technology

Assembly of individually customised CI flexo presses at KBA-Flexotecnica in Tavazzano near Milan

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Major investment at Coldset Printing Partners (CPP)

Two new KBA Cortinas and a large-scale Commander retrofit

With an order for two new double-width KBA Cortina presses and a comprehensive retrofit programme for its existing KBA Commander line, Coldset Printing Partners from Belgium has committed to a major investment in print capabilities. "It was especially important for us, that we can obtain everything we need from a single source. The biggest challenge will be to coordinate the extensive retrofit measures perfectly with the installation of the new presses. But we are convinced that Koenig & Bauer will accomplish this task in admirable fashion," says CPP managing director Paul Huybrechts.

The first of six retrofit phases will begin in mid-2017, and the two KBA Cortinas will be going live at the CPP print centre in Paal-Beringen in 2018 and 2019. With their flexible web width (1200-1620mm/47.2-63.8in), the Cortinas are able to produce the most varied formats.

Cortina: Excellent quality and minimised waste

The waterless coldset process realised on the Cortina guarantees excellent print quality for newspapers, magazines and a range of other special publications, while at the same time reducing waste to a minimum. The elimination of damp-

ening units is good for the environment, and the compact design and extensive automation of the press make work easier for the operator. The two Cortinas each comprise two reelstands, two printing towers and a folder. Wide-ranging automation features, such as automatic plate and format changing, CleanTronic washing systems, RollerTronic roller locks, and colour and cut-off register controls, shorten makeready times and reduce maintenance outlay.

Both presses are able to print newspapers with up to 64 pages in tabloid format. The variable web width and an optional coating unit – a facility which

Visualisation of the two new Cortina sections and the KBA Commander after the retrofit

After signing of the contracts (l-r): Thomas Horning, Steffen Thoma and Thomas Potzkai, all KBA-Digital & Web; Pascal Coenen, project manager Coldset Printing Partners; Paul Huybrechts, CEO Coldset Printing Partners; Christoph Müller, CEO KBA-Digital & Web; Joachim Barthelme, Bernd Hillebrand, Peter Benz and Herbert Kaiser, KBA-Digital & Web

no other coldset press can offer – enable the production of high-quality semi-commercials for external target groups in addition to daily newspaper production. Other Cortina users are already very successful with such products. Further coating units and hot-air dryers can be retrofitted as and when required.

Commander line fit for the future

The reelstands, printing towers, folders, controllers and consoles of the existing KBA Commander are to be brought into line with the latest state of technology. The quarter-width ink ducts are to be replaced with full-width ducts, for example, and the entire scope of mechanical, pneumatic, control and drive elements is to be overhauled or renewed.

To accommodate future production demands, five of the twelve towers of the KBA Commander are to be dismantled and a folder is to be relocated. The impact on daily production will be minimised by spreading the work over six integrated retrofit phases lasting until mid-2019.

CPP is the largest newspaper printer in Belgium

Coldset Printing Partners was founded by the two Belgian media houses Corelio and Concentra in 2010, and is today the largest newspaper printer in the country. Alongside the nightly production of *De Standaard*, *Het Nieuwsblad*, *De Gentenaar*, *L'Avenir*, *Gazet van Antwerpen*, *Het Belang van Limburg*, *De Limburger* and *Metro*, a diversity of "daytime products" are already being printed.

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Two KBA Commander CL lines at Ouest-France

A quantum leap

France's largest daily newspaper Ouest-France has laid long-term foundations for efficient and economical newspaper production with investments in two KBA Commander CL lines for its print centre in Rennes. Production was moved onto the new lines in autumn 2014 and early summer 2016, respectively, and they are now operated together with three existing offset presses which are more than 30 years old – a particular challenge in day-to-day work.

Ouest-France, the flagship title of the SIPA Ouest-France group, has been France's largest daily since 1975. The 750,000 broadsheet newspapers (format: 350 x 500mm/13.8 x 19.7in) which are printed each day from Monday to Saturday make up a proud total of 53 local editions with individual circulations between 5,000 and 35,000 copies. A separate Sunday newspaper *Dimanche Ouest-France* (DOF) is printed every Saturday night and published as an unstitched tabloid in 21 editions, with an overall circulation of close to 400,000 copies.

The region served by *Ouest-France* covers 14 departments from the Seine estuary in the north to Brest in the far west and southwards over a long stretch of the Atlantic coast. Newspapers are printed at three production sites in Rennes, Nantes and Angers. Even so, the night-time delivery drivers are on the road for up to three hours between the printing facilities and the individual unloading points.

Four production lines for 37 local editions

The majority of the overall circulation – around 540,000 of the total of 750,000 copies – is printed in Rennes, which is also the company's headquarters. Technical director Philippe Vermandé has five press lines at his disposal to handle the 37 editions produced in Rennes. Four of these lines can be operated parallel to each other, and are fed by four CtP lines which together output around 3,500 plates for the print format 350 x 500mm (13.8 x 19.7in) each evening. The local editions usually vary between 26 and 40 pages.

The thing which sets the Rennes facility apart from other print centres is the mix of old and new press technology: For the weekday production from Monday to Saturday, the two modern and highly automated KBA Commander CL presses are still joined by two of the three remaining Miller-Nohab lines. The latter have already racked up around 35 years of service, not least thanks to a carefully planned and implemented maintenance concept. Originally designed for single- and two-colour printing, they have been treated to complex upgrades and an additional four-high tower to permit four-colour production.

Faster and less labour-intensive

The SIPA Ouest-France group has calculated that the €35m (\$37m) which are currently being invested in modernisation will be recouped within seven years. This can be explained with the quantum leap in efficiency. The two new KBA Commander CL 4/1 presses (double-width, single-circumference), each comprising five four-high towers, an additional 1/1 printing unit, six reelstands and a KF 5 jaw folder, have replaced three old



Miller-Nohab presses. In terms of personnel alone, that means two teams of six printers suffice where three teams of ten used to be necessary.

The KBA Commander CL is furthermore much faster in production, makeready times are drastically shorter and a simple edition change is accomplished in only five to ten minutes. As a result, the Sunday version DOF can now be printed on just the two KBA presses. The share of the circulation printed in Rennes amounts to around 265,000 copies in 13 regional editions. During the week, four lines must be used to cope with the significantly larger number of copies. But the fact that each KBA Commander CL handles ten or eleven editions per night, while the old presses only manage eight each, is clear evidence for the improved efficiency.

The switch to a single-circumference configuration also saves thousands of plates every week: The older presses are double-circumference systems, but they are never run in collect mode. Consequently, each plate has to be made and

Customer project manager Bruno Bertrand explains the current production structure of the Ouest-France with its 53 local editions

Alongside daily newspapers, the print centre also handles a number of special interest products such as the weekly Le Marin (The Mariner) which deals with shipping and the maritime industry and is published stitched and trimmed on improved, bright-white 70gsm (45lbs) paper.



The KBA Commander CL inking units were equipped with "digital inkers" instead of open ink ducts

Left: Philippe Vermandé, technical director of Ouest-France (centre), with his project manager Bruno Bertrand (l) and Pierre Pommier from KBA-France in the fully automated reel room under the two KBA Commander CL lines





To enable all employees to become equally familiar with the new technology, the four operator teams rotate between the press lines on a monthly basis. In this way, Philippe Vermandé can guarantee that everyone is at the same level of knowledge and is able to work with both press generations.

The Commander CL superstructure had to be lowered slightly in the area of the folder, creating an additional operating level



The installation of the new presses required extensive construction work on the production building – to accommodate the different design heights of the modern reelstands, for example. As Ouest-France wished to maintain the existing operating level and the barrier-free access to both the other presses and the mailroom, the foundations in the hall were lowered by almost a metre. The ceiling clearance in the hall was also rather tight and required the printing towers to be shifted away from the central folder to accommodate the necessary superstructure. This has produced an additional operating level.



In the meantime, there are actually 53 local editions of the Ouest-France published for readers in 14 departments of Western France

mounted twice. To minimise legwork for the press crews, and to speed up semi automatic plate changing, a plate lift and an additional sorting station were installed on the upper press level of the Commander CL lines.

The KBA Commander CL presses are controlled from central consoles between the two lines

Rotating teams

The differences between the two press generations are especially evident on the reelstand level: A KBA Patras system supplies the two Commander CL presses fully automatically from a daily reel store set up between the two lines. One minder per line is here occupied primarily with monitoring tasks. The reels for the older presses, on the other hand, are handled manually by three minders each.

Press technology from the late 70s/early 80s: After complex upgrades and with careful maintenance, the Miller-Nohab presses in Rennes are still doing good service each night

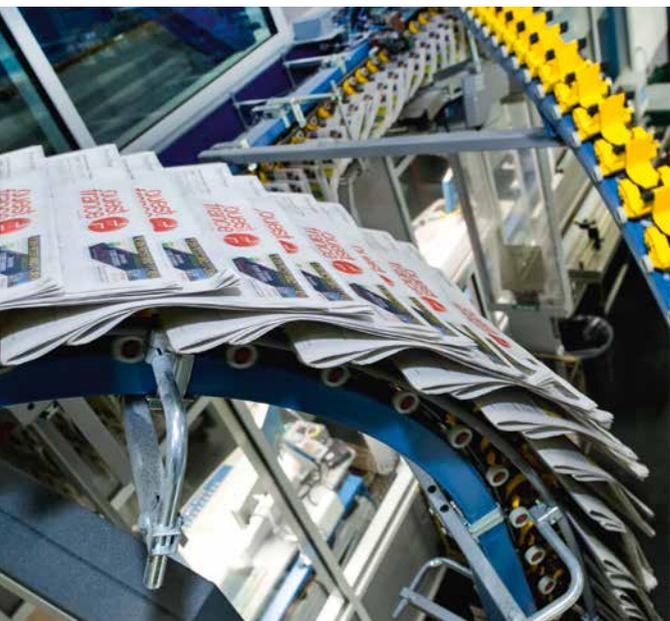
The KBA Commander CL lines in Rennes are engineered for variable web widths. Furthermore, the ribbon leads in the superstructure have been designed such that, if necessary, several half-width webs can be guided to a third former.

Optimum solutions

The technical management in Rennes has always been committed to realising optimum product solutions, even if that means taking individual approaches: One example is the decision to retain the “digital inkers” which had already been used on the earlier presses and have now

been incorporated into the KBA Commander CL presses in place of the standard open ink ducts.

Philippe Vermandé and his project manager Bruno Bertrand are by their own admission extremely satisfied with the way cooperation with KBA has developed. They both confirm the highly professional handling of a far from simple project by the German manufacturer and French subsidiary KBA-France. Production of the *Ouest-France* is now secured for many years to come. And that is good to know, because readers in Western France feel especially close to their regional newspaper. Relatively low drops in circulation and a remarkable 70 per cent subscription rate are firm testimony to their loyalty.



France's largest daily newspaper *Ouest-France* is printed at three sites, namely in Rennes, where the majority of the circulation is now handled on two KBA Commander CL lines, as well as in Nantes and Angers

Gerd Bergmann
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Notwithstanding the additional focus on growth markets

KBA remains no. 1 in high-performance newspaper printing

Over the course of the past few years, KBA Digital & Web has adjusted successfully to the drastically shrinking market for new newspaper presses and in the meantime places an additional focus on growing market segments such as service or digital, functional and packaging printing. Even so, KBA remains the world's leading supplier of newspaper press lines for the upper and highest performance classes and, with its modern portfolio, has no intention of surrendering this position.

The last 12 months have seen orders received from Mittelrhein Verlag in Koblenz for a further Commander CT 6/2, from Mitteldeutsche Zeitung in Halle and Druck- und Pressehaus Naumann in

Gelnhausen for two Commander CL presses, and from Coldset Printing Partners in Belgium and CPI on the island of La Réunion for three waterless KBA Cortinas.

In recent years, the flexibly expandable KBA Commander CL has been the most popular choice for new investments among the European newspaper publishers

Stefan Segger, new sales director at KBA Digital & Web: "Against the background of the market developments in newspaper printing, we are quite satisfied with the orders received. Further project decisions are expected soon. When it comes to new investments, customers are currently most interested in flexible presses with practice-oriented automation, and we have built up an excellent reputation for precisely that with our trio of Commander CL, Commander CT and Cortina. All three presses are new developments launched since the turn of the century, and we are already counting more than 60 installations in Europe, America and Asia."

A Commander CL went on stream at Aschendorff in Münster in May 2016, and a second press of this type entered production at Oppermann Druck und Verlags GmbH in Rodenberg during December.



The two Cortina presses for Coldset Printing Partners in Belgium will handle also semi-commercial jobs for external customers during the daytime

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New UV coater for the 16-page KBA C16

High-quality finishing at 60,000 revolutions per hour

KBA-FT Engineering has developed an anilox UV coater for the 16-page commercial web off-set press KBA C16, which is thus now capable of high-quality inline finishing even at production speeds up to 60,000 cylinder revolutions per hour. The new coater is already in successful practical use.

The new UV coater can be used for all-over cover finishing and for spot coating applications. Drying is here influenced by the length of the spreading zone, the web speed, the properties of the paper and the amount of coating applied. The compact UV dryer which is installed in the superstructure after the coater enables the processing of a wide spectrum of papers.

Suitable for a wide spectrum of papers

The coater handles papers ranging from 60 to 200gsm (38 - 128 lbs). Depending on the geometry, coating volumes between 2 and 5 grams per square metre are possible.

The new coater displays the same stability as a printing unit. Alongside the enormous production speed of 60,000



With the UV coater, the highly automated KBA C16 has received an interesting module for inline finishing

cylinder revolutions per hour, further important benefits are the high level of automation, including automatic pushbutton cleaning, and the straightforward, intuitive handling. The anilox roller can be exchanged within 30 minutes.

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- 1 Web severer
- 2 Register system
- 3 UV coater
 - Anilox roller with chamber blade
 - Forme cylinder with magnetic clamping system
 - Chrome-plated back cylinder
 - Pneumatic separation of forme and back cylinders
 - Motorised (remote) setting of the substrate thickness
 - Individual drive motors for all cylinders
 - Closed system with extraction
 - Web-break monitoring
- 4 Web severer
- 5 Chill-roller module
 - 2 temperature-controlled chill rollers with rotary couplings
 - Pressure roller
 - Individual drives for the chill rollers
- 6 Webbing-up system
- 7 Solid cast frame with robust steel crossbeams

KBA Commander CL in the Aschendorff print centre in Münster

Perfect installation and commissioning

A KBA Commander CL press line has been on stream in the Münster print centre of the Aschendorff media group since May 2016. Among the titles printed there is the Westfälische Nachrichten, the top-circulation daily newspaper in the region. The demands placed on productivity and print quality in Münster are high. The company is a longstanding member of the International Newspaper Color Quality Club and also belongs to the exclusive WAN-IFRA Star Club. KBA Report* spoke with managing director Thilo Grickschat and technical director Thomas Wenge to find out whether the new press had fulfilled their expectations.



The fully automatic plate changers on the Commander CL press in Münster enable job changes for the many local editions to be accomplished in just five minutes

KBA Report: Mr. Wenge, until recently, you had had very little contact with KBA as a press manufacturer. How was the cooperation with KBA-Digital & Web in Würzburg before and during the installation of your new Commander CL in Münster?

Thomas Wenge: This was my eighth press installation, and I must say that it was the smoothest installation and commissioning that I have ever been involved with. The cooperation between the individual companies and contractors was excellent in every way, from the project phase right through to acceptance. Let me take this opportunity to once more express my compliments to everyone concerned.

KBA Report: Your new Commander CL is highly automated. Fast makeready, ergonomic operation and minimal start-up waste were important criteria leading up to the purchase. Have they been met,

and how satisfied are you with the new press?

Thilo Grickschat: Everything we wrote into the contracts was fulfilled to the dot almost immediately.

KBA Report: Mr. Wenge, your company is a longstanding member of the exclusive International Newspaper Color Quality Club. And with 13 stars, you are furthermore one of the quality leaders in the WAN-IFRA Star Club. Print quality is obviously very important for you. How is the Commander CL shaping up on that front?

Thomas Wenge: Already in September, we successfully renewed our ISO 12674-3 certification on the new press line.

KBA Report: In addition to automatic plate changers and many other automation solutions, the Commander CL is equipped with facilities for special ad

A few facts about the Commander CL in Münster

- First Commander CL in Rhine format for production speeds up to 50,000rph
- Two four-high towers with H-type printing units for 4/4 printing, a KF 5 jaw folder, two Pastomat reelstands with stripping station, automatic Patras A reel transport system
- Maximum web speed: 14.2m/s (2795ft/min)
- Fully automatic plate changing and plate lifts for fast job changes (5 minutes)
- EasyTronic software for reduced waste through automatically optimised start-up and run-down
- High print quality supported by three inking rollers, fan-out compensation, and colour and cut-off register controls
- Automatic web width changing
- Inline finishing for special ad forms (half-covers, glued superpanoramas, spadias)



Presentation of a model of the new Commander CL (l-r): KBA project manager Mustafa Ugan; technical director Thomas Wenge and managing director Thilo Grickschat, Druckzentrum Aschendorff; Stefan Segger, sales director KBA-Digital & Web; Markus Schrubba, management assistant; Herbert Kaiser, head of KBA project management; Georg Fleder, head of sales KBA-Digital & Web

forms such as glued superpanoramas, half-covers and spadia? Have you used these facilities yet?

Thomas Wenge: We are already running half-cover jobs on the press every week. And the first glued superpanorama products have been sold for 2017.

KBA Report: Mr. Grickschat and Mr. Wenge, thank you very much for your time.

*The interview was conducted by Henning Düber henning.dueber@kba.com

KBA Commander 3/2 for Italian publishing group Caltagirone

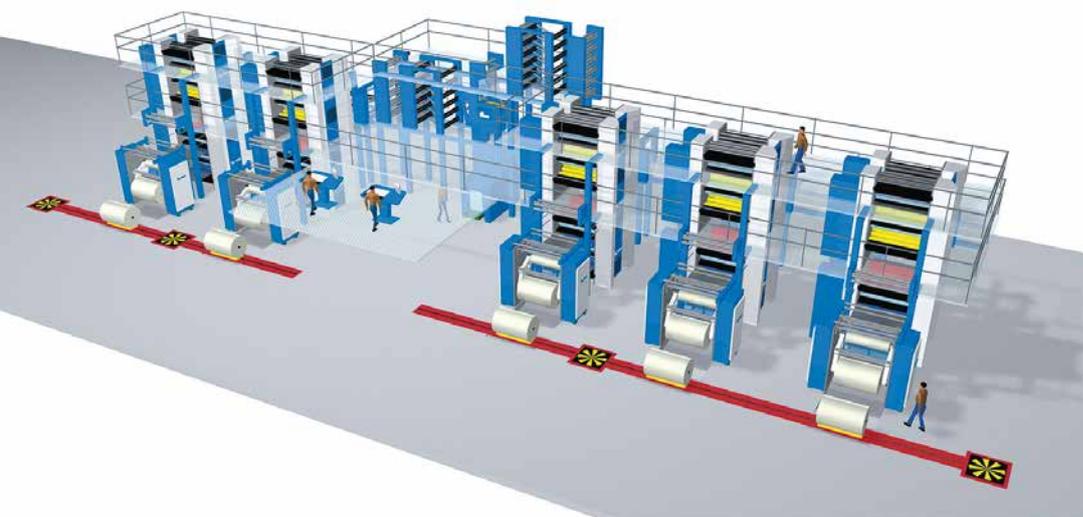
Centro Stampa Veneto is switching from flexo to offset

After almost 35 years, Centro Stampa Veneto has decided to retire its old flexo newspaper press and to switch to offset. The Commander 3/2 from KBA-Digital & Web Solutions is to come on stream in Mestre near Venice in summer 2017 and will be able to print up to 80,000 four-colour tabloid newspapers per hour (format: 440 x 300mm/17.3 x 11.8in).



“We were looking for a partner we could rely on also in the future.”

Dr. Azzurra Caltagirone



For the president of the Caltagirone publishing group, Dr. Azzurra Caltagirone, the decision to work with Koenig & Bauer was only logical: “We were looking for a partner we could rely on also in the future.”

Market leader in Northeast Italy

The Caltagirone group owns and publishes a total of six newspapers, and views itself as the market leader in Northeast Italy. Alongside the regular titles *Mes-*

sagero di Roma, Mattino di Napoli, Corriere Adriatico di Ancona, Quotidiano di Puglia di Bari/Brindisi/Lecce and the free newspaper *Leggo*, the KBA Commander will be assigned primarily to printing of the *Gazzettino di Venezia*. Some 90,000 newspapers will then be produced in seven different editions.

Unusual configuration

The KBA Commander 3/2 for Caltagirone comprises five four-high towers with

The unusual configuration for the KBA Commander 3/2 to be installed at Centro Stampa Veneto in Mestre/Italy

H-type printing units and was engineered for a web width of 1320mm (52in). It is to be installed as an inline floor-mounted press with the operator side to the right. The five KBA Pastomat RC reelstands are arranged alongside the printing towers and supplied via the automatic KBA Patras A reel logistics system. When the web ribbons emerge from the printing towers, they are turned by 90° for forwarding to the folder. The turner-bar decks, the folder superstructure with its two balloon formers and the KF 5 jaw folder are placed centrally behind the printing units. The press also incorporates automatic roller locks (KBA RollerTronic), colour and cut-off register controls, blanket washing systems and pneumatic plate clamping.

The two EAE consoles and the production planning and preset system are equipped with the latest hardware and software.



After signing the contracts (l-r): Antonio Mastrodonato, technical director Caltagirone publishing group; Jochen Schwab, KBA-Digital & Web; Dr. Azzurra Caltagirone, president Caltagirone publishing group; Thomas Potzkai, KBA-Digital & Web; Albino Majore, managing director Caltagirone publishing group

Henning Düber
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High-quality aerosol cans in a single pass

Second MetalStar 3 line for Sarten in Turkey

Sarten first began with the production of metal packaging in 1972 and is today one of the leading canmakers in Europe with plants in Turkey, Bulgaria and Russia. The product portfolio covers aerosol cans, food cans, cans for mineral oil and paint, and twist-off caps.



It was only a few months after the market launch at METPACK 2014 that Sarten signed the purchase contract for a seven-colour MetalStar 3 printing and coating line from KBA-MetalPrint. The press was taken into operation at the company's Silivri plant near Istanbul in July 2015, where it has served to increase the efficiency and quality of aerosol can production.

The print quality, production speeds and fast makeready of the MetalStar 3 soon convinced the Sarten management. Already at the end of 2015, the decision was taken to invest in a further MetalStar 3 printing and coating line, this time with eight colours. This second press was commissioned in Silivri in July 2016.

The new eight-colour MetalStar 3 has been in production at the Silivri plant since July 2016

The two fully equipped MetalStar 3 lines have replaced several existing lines from other manufacturers. FAPC (Fully Automatic Plate Change), CleanTronic Synchro for the simultaneous washing of ink rollers, blankets and impression cylinders, the fully automatic register control camera (ACRC) and the colour measuring system DensiTronic Professional have earned the MetalStar 3 the title of make-ready world champion in metal decorating. The digital job data for presetting of the inking units are transferred via the CIPLink system.

Further highlights of both lines are automatic format setting and the non-stop double-box stackers from KBA-MetalPrint. Together, they guarantee ultimate stacking accuracy and scratch-free sheet delivery even at high production speeds. With their KBA MetalCure UV high-performance dryers, furthermore, the lines are very compact and easy to handle.

Today, Sarten is able to print and coat the bodies of aerosol cans with seven or eight colours in a single pass – and that in top quality. Even short runs can be processed efficiently thanks to the fast makeready capabilities and the possibility to print several designs on a single sheet.



The seven- and eight-colour lines stand side by side

Manfred Vennebusch
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glasstec2016 and K 2016 in Düsseldorf

Busy trade show autumn for KBA-Kammann

KBA-Kammann, the specialist for hollow glass and plastic container decoration within the KBA Group, had two important dates on its exhibition agenda last autumn. glasstec2016, the foremost international trade show of the glass industry, held in September 2016, was followed barely four weeks later by K 2016, the most important gathering of the plastics industry. At the latter, KBA Kammann presented its portfolio on a joint stand with KBA-Flexotecnica for the first time.



After two rather weak years, the glass sector is now optimistically positive in its forecasts for the future. At glasstec2016, a total of 1,235 exhibitors from 52 countries welcomed more than 40,000 trade visitors with a stream of

highlights demonstrating their innovation strengths.

The international plastics and rubber branch was in equally high spirits at K 2016. It is currently benefitting from a globally expanding end-user market and stands for impressive innovations along the entire value chain. The robust business situation and a promising outlook for the future made for an excellent mood among the 3,285 exhibitors and more than 230,000 trade visitors from over 160 countries.

Digital print on the rise

At both trade shows, KBA-Kammann placed its main focus on the current state of developments in digital printing technologies for the decoration of hollow glass and plastic containers. The new K20 series – as successor to the highly successful K1 family – had its world premiere in Düsseldorf. The modular machine concept of the K20 family permits the decoration of glass, plastic and metal products using either

Digital printing and finishing: Beer glass and shampoo bottle



Digital inkjet printing – often in combination with screen printing and other finishing technologies – is also on the rise for the direct decoration of hollow containers. This was demonstrated by KBA-Kammann at the leading trade shows glasstec and K in Düsseldorf in autumn 2016

screen or digital printing, or even combinations of the two, and through the integration of different finishing options sets new standards in terms of flexibility, speed, quality and ease of operation.

In addition, a range of new features and functions were presented on a K15 machine, for example

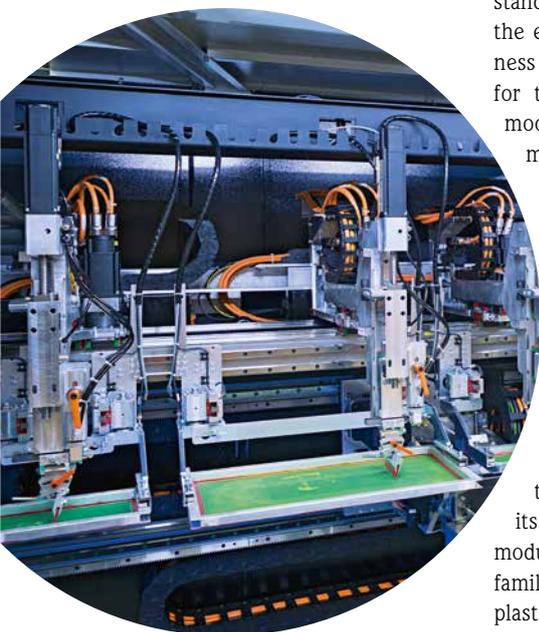
- high-performance infeed and delivery robots,
- digital print workflow with a QR code scanner,
- screen printing for conical articles,
- hot stamping in vertical and roll-on modes,
- printing/marketing of the article base and
- contact-free digital print with
 - direct-to-shape functionality
 - non-contact ink transfer
 - inkjet head selection for a particular customer application

Integration into webshop possible

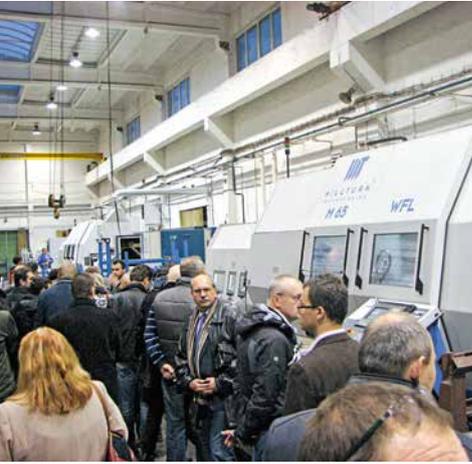
Using the inkjet process, the K15 permits individualised printing in resolutions up to 1200dpi on practically all container forms with diameters up to 165mm (6.5in), lengths up to 450mm (17.7in) and image heights up to 330mm (13in). The maximum output is 200 containers/min. Full integration into webshop environments is possible – and has already been realised in practice. In addition, KBA-Kammann offers pre-press systems optimised specifically for hollow container decoration and inkjet systems independent of a particular ink supplier, as well as application consulting and implementation support.

View into a K22 machine from KBA-Kammann for the decoration of premium hollow containers

Matthias Graf
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Visit to KBA-Grafitec in Dobruška



Parts for the half-format Rapidas are manufactured on modern machining centres

In November 2016, KBA CEE invited a group of almost 40 customers, journalists and technical college lecturers to an open house at **KBA-Grafitec** in Dobruška. This first-hand visit to the company was an opportunity to pick up all the latest information on the current half-format presses Rapida 75 PRO and Rapida 76.

The Rapida 75 PRO was unveiled at drupa 2016 and has since attracted great interest on the traditional core markets in the Czech Republic and Slovakia with its practice-oriented automation. The new operating concept with ErgoTronic console and touchscreen displays, fully automatic plate changing, facilities to



Print demonstration on a Rapida 75 PRO

disengage unused inking units and a production speed raised to 16,000sph have been well received, alongside various sheet travel and delivery solutions taken over from the larger Rapida series.

In the Czech Republic, too, KBA has invested heavily in manufacturing and assembly processes to meet the ever higher quality demands of the market.

Streamline Cartons brings printing in-house with a KBA Rapida 105

The first sheetfed offset press to be installed by packaging producer **Streamline Cartons** from Adelaide in Australia went into production at the end of February 2017. It is a Rapida 105 with six printing units, inline coater and full equipment for UV production. In the past, Streamline Cartons concentrated on the design, pre-press and conversion

stages, while the actual printing was outsourced to local partners. As the demand for product refinements increased, however, it seemed only logical to bring the printing in-house and in that way to shorten delivery times.

Operations manager Joshua Harris: “We were finding that we also needed access

to UV print and finishing. In this respect, the configuration of the Rapida 105 is tailored specifically to the needs of our customers.” This included raising the press onto a 450mm (17.7in) plinth to accommodate higher piles, an enlarged sheet format of 78 x 105cm (30.7 x 41.3in), high substrate flexibility and inline quality control with QualiTronic ColorControl.



Drupa deal (l-r): Graham Harris, service manager KBA Australasia; Dave Lewis, director KBA Australasia; Joshua Harris, operations manager Streamline Cartons; Kym Harris, founder and managing director of Streamline Cartons; Dietmar Heyduck, sales director KBA-Sheetfed; and Kay Halboth, senior sales manager KBA-Sheetfed

“KBA is renowned as the world’s leading packaging press manufacturer. Rapida presses have a reputation for quality, robustness and the highest production standards,” Harris continues with obvious delight. “The experts from Germany and Dave Lewis from KBA Australasia have been more than helpful in assisting our implementation of in-house print production. They have shown that they understand our background and what we want to achieve.”



Fleximat in Morocco opts for the new Rapida 105 PRO

At the beginning of 2016, the Moroccan flagship company **Fleximat S.A.** took delivery of the first medium-format press of the new KBA Rapida 105 PRO series to be installed in Africa. The six-colour coater press was placed on 450mm (17.7in) raised foundations to accommodate the higher piles typical in packaging printing, and now stands alongside two further Rapidas in the recently built print centre in Mohammedia near Casablanca.

Fleximat president Abdelaziz Benchekroun is very positive in his assessment: “The market launch of the Rapida 105 PRO came at the perfect time for us.

Even without exceeding our investment budget, we were able to incorporate a number of interesting technical solutions which are otherwise only available in the highly automated Rapida 106.”

The emerging North African markets are characterised by high price sensitivity. When planning long-term investments like a printing press, however, the technical features and automation must secure competitiveness not only today, but also in the foreseeable future. CEO Mehdi Benchekroun: “It was against this background that we chose to integrate fully automatic plate changing, facilities for non-stop pile changing at the feeder

Fleximat produces both flexible and board packaging in its modern print centre

and delivery, and the energy-saving Vari-Dry^{Blue} dryer technology, for example.”

As one of the leading packaging producers in Morocco, Fleximat places a strong focus on customer service in both gravure and offset printing. To escape price pressures, the management is careful to ensure that any new investments strengthen the technological lead over other companies. Tailored solutions from KBA are here seen as an ideal vehicle.



In front of the new KBA Rapida 105 PRO (l-r): Mehdi Benchekroun, CEO of Fleximat; Noureddine Amalou, sales manager KBA-Sheetfed; Abdelaziz Benchekroun, president of Fleximat; and Pierre Monopoli from KBA sales partner Graphic Evolution

10th KBA roadshow through Greater China



The slogan “Add more KBA to your day” was the expected crowd-puller during the **10th KBA roadshow in China** in October last year. The roadshow series was immediately extremely popular with Chinese print professionals. And this latest tour was no exception: Around 700 guests attended the seminars in

Shanghai, Zhengzhou, Changsha, Taipei and Shenzhen.

Following up the successful drupa trade show, a focus was placed on the innovations which KBA-Sheetfed had presented in Düsseldorf for the fields of print, finishing, product refinement and technology optimisation. The increasingly intense competition requires new approaches, new business models and new visions. With its uniquely broad product range, KBA is in this respect seen as a strong partner on the Chinese market.

Sascha Fischer, head of product management, and Stefan Schmidt, sales manager at KBA-Sheetfed, gave updates on the new half-format press Rapida 75 PRO, the rotary die-cutter Rapida RDC 106 and the digital sheetfed press VariJET 106 - Powered by Xerox. Further key top-



After the seminar: Presentation of a six-colour Rapida 106 coater press at Taiwan Fugun

ics were new features which have been added to the other Rapida sheetfed offset series, as well as practice-oriented information on the LED-UV technology. New services, data-driven business models and ecological production were similarly subjects of the keen German-Chinese discussions.

Sascha Fischer from KBA-Sheetfed during his presentation to the roadshow visitors in Shenzhen

Over the past ten years, more than 10,000 visitors have sought information on innovative print solutions from KBA at 50 roadshow venues in more than 30 cities.

Rapida 106 with double coating for Printing and Packaging Co. Ltd

English packaging producer **Printing and Packaging Co. Ltd** is currently installing a seven-colour Rapida 106 in a double-coater configuration for conventional and UV inking at its factory in Hinckley (Leicestershire). The new press was purchased not least to provide additional capacity and to extend the range of coating options which can be offered to existing and future customers.

Printing and Packaging Co. Ltd was established by chairman Joe Sall, who had worked in the industry since 1963. The company holds an unrivalled reputation for producing luxury folding cartons and litho-laminated products, and has built up an extremely loyal customer base. The new Rapida is the latest instance of significant investment in the business,

which has included new buildings, pre-press equipment, die-cutting and a highly specified folder gluer.

Sales director Denny Sall: “The investment in the Rapida 106 will allow us to offer an additional range of finishes to our clients. And the ability to control and monitor colour on every single sheet with KBA QualiTronic ColorControl enables us to provide even greater levels of quality assurance.”

With a top speed of 18,000sph, a massive 900mm (35.4in) plinth, non-stop capabilities at the feeder and delivery, and fully automatic plate changing in less than 3 minutes, the new press will lend a significant boost to productivity. The incorporation of both board-handling and



A high-spec Rapida 106 with double coating facilities is set to go live with packaging producer Printing and Packaging Co. Ltd in Hinckley (Leicestershire)

plastics packages allows the processing of a wide range of substrates up to 1.2mm (0.047in) thick. The performance data are automatically captured via KBA LogoTronic Professional and passed on to the MIS system for deeper analysis.

Production director Pali Sall: “The press is equipped to a high standard to give us not only additional capacity, but also extensive reporting options for the evaluation of performance and quality. Colour consistency is crucial for our clients, and QualiTronic ColorControl is the ideal tool to provide documentation.”

KBA-Industrial Solutions certified to DIN EN ISO 9001 and 14001

As a globally successful printing press manufacturer, Koenig & Bauer can be counted among the top addresses in German engineering. Modern production processes which place a particular focus on product and delivery quality, energy efficiency, labour safety and environment protection underpin this claim. They are verified by external auditors

and confirmed by way of the relevant certificates.

Since restructuring of the parent company Koenig & Bauer AG at the beginning of 2015, the strict standards have also been effective for the newly formed subsidiary **KBA-Industrial Solutions AG & Co. KG**. With a total of around 1,000 employees

in Würzburg and Radebeul, KBA-Industrial Solutions assumes the role of manufacturing service provider for the other companies of the KBA Group, as well as for external customers. A few months ago, KBA-Industrial Solutions successfully completed the prescribed audit processes leading to certification under DIN EN ISO 9001:2015 and DIN EN ISO 14001:2015. These important quality and environmental management certificates complement the certification to BS OHSAS 18001:2007 regarding occupational health and safety.

The same can be said of the group foundry KBA-Gießerei GmbH in Würzburg, which has additionally installed an energy management system in accordance with DIN EN ISO 50001:2011. The integrated management system for both companies covers all departments and divisions.

KBA-Industrial Solutions also offers access to its enormous production resources, with well over 100 CNC machine tools and machining centres, its exceptionally qualified workforce and its broad know-how in fields such as hand moulding, the precision machining of large workpieces or surface coatings to other machine and plant manufacturers.



Precision machining of large cast parts at the Würzburg factory

Don't lose your bottle. Design one yourself.

Visitors to the webshop of the German start-up **DRUCKDURST** from Hehlen in Lower Saxony, are greeted with a series of amusing slogans. The company behind the new business venture offering personalisation for an assortment of glasses and bottles is innovative glass decorator PSL, which has now expanded into the field of digital printing with a team of creative minds from Berlin.

Individually decorated bottles from the DRUCKDURST webshop

Glass decoration on a KBA-KAMMANN K1 CNC machine with six digital printing heads



DRUCKDURST has developed a simple means to turn everyday objects such as glasses and bottles into individually customised design products, and has already gained a great following among social media users.

A reader system allows for identification of each article to be printed, in unison with automatic preparation of an image selected by the customer. In this way, the process logistics are also well tuned to the handling of one-off print jobs.

The chosen decoration is applied using a KBA-KAMMANN K1 CNC machine with six digital printing heads and pretreatment systems to guarantee lasting adhesion of the inks. A tilting carrier permits the high-quality decoration of conical and similarly shaped articles. With its fast set-up times, the machine is optimally suited to the demands of a B2C process.

The ink system was developed specifically for the decoration of glass containers through cooperation between DRUCKDURST, ink manufacturer Marabu and KBA-KAMMANN and is used exclusively on KBA-KAMMANN machines.



Interesting websites:
www.druckdurst.com, www.pslgmbh.de, www.marabu-druckfarben.de

KBA-Metronic: User-oriented labelling technology for Industry 4.0

Digital transformation – better known under the heading of Industry 4.0 – is set to revolutionise production and automation processes. In the age of smart factories, demands relating to the quality and performance capabilities of industrial labelling systems continue to increase. **KBA-Metronic** has taken up this challenge and offers state-of-the-art solutions.

The trends in labelling target ever faster processing speeds, more reliable integration and greater flexibility. The clarity of the printed image and the reproducibility of print results are similarly important aspects for the increasingly automated production processes. On the other hand, customers expect efficiency and cost savings. This combination is only feasible with high performance labelling technologies.

One solution variant is a compact laser system, whose permanent marking is the preferred choice wherever counterfeit

protection or traceability is a key concern. As lasers require no consumables, they are furthermore ideal in working environments where low emissions (MAC) and consumption costs are important.

Another possibility is to use an inkjet device, which KBA-Metronic offers in several versions for different performance classes. Thanks to a diversity of standard and special inks, for example UV inks, inkjet systems are extremely flexible and can be incorporated into the most varied production lines. To support this, KBA-Metronic has developed the intelligent and modular software “code-M” which safeguards a high level of process transparency and reliability.

For the user to be able to utilise the full benefits of digital networking, all the involved components must integrate seamlessly: Communication via different interfaces, automatic control processes



and feedback to the linked databases. This, in turns, requires experienced specialists with the expertise to tailor applications to the individual conditions. For many years now, KBA-Metronic has been committed to flexible integration, both online and offline, based on modular concepts and intelligent interfaces.

CEO Oliver Volland: “Our core competence has been the focus of everything we do for decades, and the depth of knowledge we have acquired enables us to deliver solutions to meet customer-specific demands. Combining competence ranging from development to production and after-sales service under one roof, we have always been close to the needs of the market.”

KBA Compacta 618 moves from Portugal to Italy

With its decision in favour of a 48-page Compacta 618, the family-run Italian print company **Azienda Commerciale Meridionale** from Torre Del Greco near Naples has once more invested in a highly automated commercial web press from Koenig & Bauer. KBA-Digital & Web took care of the whole relocation, installation and commissioning process. ACM already operates a 16-page Compacta 215, and the two companies can look back over a long and successful partnership.

Azienda Commerciale Meridionale is widely known for its innovative print products tailored specifically to individ-

After signing of the contracts (l-r): **Dr. Giro Gentile**, managing director ACM; **Thomas Potzkai**, head of service and project management KBA-Digital & Web; **Mariarosaria Barile Gentile**, managing director ACM; **Vincenzo Gentile**, business development manager ACM; **KBA service manager Martin Schoeps**; and **Dr. Giuseppe Gentile**, general manager ACM



ual customer needs. “We are extremely satisfied with our Compacta 215. It was thus only logical that we should choose to work with Koenig & Bauer again,” says ACM general manager Giuseppe Gentile. His company has recorded continuous and healthy growth ever since its founding more than 50 years ago.

The new press features a Patras M manual reel-loading system, Pastomat RC reel-stand, infeed unit, four printing units and a P5 pin folder. Digital integration into the company network is realised via the production management system KBA LogoTronic.

12th Cortina User Workshop at Nordsee-Zeitung

“I have rarely experienced such openness, honesty and collegial spirit” – this enthusiastic comment from one participant is indicative of the atmosphere at the **12th Cortina User Workshop**, which was hosted by Nordsee-Zeitung in Bremerhaven in September 2016.

On the eve of the workshop proper, the almost 90 participants were able to visit the night production at the Nordsee-Zeitung

print centre. Managing director Matthias Ditzen-Blanke reflected on his experiences with the waterless Cortina press: “The number of jobs handled has risen significantly since we installed the Cortina back in 2008. Today, we are no longer just the print centre for the Nordsee-Zeitung, but also service provider to a broad spectrum of customers. It was quite a challenge to invest in a shrinking market segment, but the decision to purchase

Group photo with Cortina users and representatives of the supplier industry at Druckzentrum Nordsee in Bremerhaven

the Cortina was one of our best ever. I have nothing to regret whatsoever.”

Production manager Lars Cordes: “Especially interesting for us are various newspaper-like and hybrid print products, as well as products which target previously untapped potential with new papers, new folding options, etc. That could mean anything from a 1000-page spare parts catalogue to calendars. Through the optimisation of production infrastructure and materials, we are opening up whole new markets.”

The Cortina User Workshop was once more a very international meeting. Users came from the Benelux countries, Germany, Scandinavia, France and Switzerland, while representatives of the supplier industry even travelled from Korea and the USA. As in previous years, their common focus was placed on discussion of the waterless coldset process, including the selection of suitable materials and results obtained with the press.

The next workshop is to be held in September 2017 and will be hosted by anilox roller manufacturer apex international from the Netherlands.



Prime Minister Haseloff starts up new Commander CL in Halle

“Every morning, I fetch the newspaper from the letterbox and lay it on the breakfast table for my wife” – it was with those words that Reiner Haseloff, Prime Minister of the state of Saxony-Anhalt, initiated the official start-up of a new KBA Commander CL at *Mitteldeutsche Zeitung*, a member of the **DuMont media group**, in January 2017.

More than 100 prominent guests attended the inauguration ceremony at the MZ print centre, among them Christian DuMont Schütte, chairman of the supervisory board of the DuMont media group in Cologne, his deputy Isabella Neven DuMont, CEO Dr. Christoph Bauer, CFO Stefan Hütwohl and COO Otto Christian Lindemann. In his address, Stefan Hütwohl emphasised that the investment in the new press from Koenig & Bauer was for DuMont not only a commitment to the group’s Halle location, but at the same time a demonstration of faith in the future of the printed newspaper.

Longstanding partnership

Contracts for the new Commander CL were signed just over a year ago, continuing a partnership which has thrived for more than 180 years between DuMont and Koenig & Bauer. “I would like to give



special mention to the exceptional cooperation with Koenig & Bauer. The past months have shown us that our investment in the Commander CL was very definitely the right decision,” said Bernd Preuße, managing director of the print division DuMont Druck.

The new Commander CL is engineered to print up to 45,000 full-colour newspapers per hour, either with 32 pages in Rhine format or 64 pages tabloid. Almost 200,000 copies of the daily *Mitteldeutsche Zeitung* and a further 1.3 million copies of the weekly advertisers *Wochenspiegel* and *Super Sonntag* will now be produced on the new Commander CL.

Prime Minister Reiner Haseloff (l) and Bernd Preuße, managing director DuMont Druck, press the start button to bring the new Commander CL on stream



Official hand-over of the Commander CL (l-r): Waldemar Geuthner, managing director AROPRINT in Bernburg; project manager Thomas Bergmann, sales director Stefan Segger and sales manager Günter Noll (all KBA-Digital & Web); Bernd Preuße, managing director DuMont Druck; and Jürgen Kistner, managing director MZ-Druckgesellschaft

Report

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Origins & future

Thank you for our 200-year success story! Ever since our founding, the trust shown by our customers has encouraged us to tread new paths and to shape the course of the industry with bold ideas. Together with loyal business partners, capable managers and a highly motivated workforce, we have been developing solutions which have defined – and on occasions revolutionised – the world of printing for 200 years. We cannot thank you all enough for making that possible.

It is now time to add a new chapter to the history of our company.

Look forward to the future!

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200 years
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