

September 2018

Products | Practices | Perspectives

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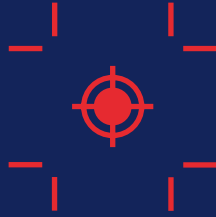
# Report



Digitalisation of business processes live

**Koenig & Bauer 4.0 Packaging & Connected Services**

see page 9



In one year, Koenig & Bauer sheetfed offset presses are used to print over

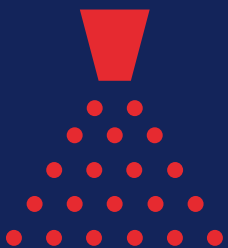
# 25 billion

**euros** worth of cartonboard packaging worldwide.

In one day,  
more than

# 200 million

**newspapers** are printed on Koenig & Bauer presses all over the world.



In one year, flexible film and paper packaging worth around

# 2.5 billion

**euros** are printed on flexo presses from Koenig & Bauer.

## Dear customers and friends of our company,



At the end of the first half of 2018 the Koenig & Bauer Group posted an excellent order intake, resulting in a very high order backlog of over €800m. We would like to thank all our customers who appreciate the technology and reliability of our machines, and who place their trust in the name Koenig & Bauer.

Hot on the heels of the 200<sup>th</sup> anniversary of Koenig & Bauer and 165 years of banknote printing last year, 200 guests, employees and trainees celebrated the 150<sup>th</sup> anniversary of our on-site vocational school at our headquarters in Würzburg on 6 July, 2018. Once founded to train Franconian winegrowers to work in the factory, today it is our company's cutting-edge "talent forge". When Koenig & Bauer established the world's first vocational school in 1868, it not only set new standards for the qualifications of its own employees, but also laid the foundations for dual vocational training. In its 150 years of existence, the Koenig & Bauer training school has earned an excellent reputation in the vocational school sector.

The new positioning of the Koenig & Bauer brand implemented last year met with a very positive response. Objective and modern in its appearance, it also reminds us of our long tradition and the names of the two company founders. In order to establish the brand worldwide, all manufacturing companies and our sales and service companies will be renamed according to a uniform naming scheme while retaining their established names. We are delighted that all units are now clearly united under the Koenig & Bauer umbrella brand.

Yours,

Claus Bolza-Schünemann

A handwritten signature in black ink, appearing to read 'Claus Bolza-Schünemann'. The signature is fluid and cursive, with a long horizontal stroke at the end.





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large format page 20



Ipress 106 K PRO for even more performance page 34



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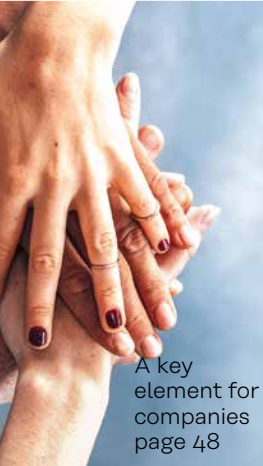
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Goodbye “KBA”

# All Koenig & Bauer Group company names are clearly united under the umbrella brand Koenig & Bauer

The catchy name “KBA” has accompanied us for almost a quarter of a century. However, the company name used to be Koenig & Bauer until 1995. With the take-over of Albert-Frankenthal, the question arose as to how this established brand should be integrated into the company name. The A from Albert merged with the first letters of Koenig & Bauer and KBA was born.



**Other important changes:**

- KBA-Digital & Web Solutions became Koenig & Bauer **Digital & Webfed**
- KBA-Metronic GmbH became Koenig & Bauer **Coding**

Both changes describe which technology the respective unit stands for.

Brands are like personalities - they evolve. The new brand identity, which is now almost a year old, has also brought about name changes. Research in ten countries around the world has shown that KBA either has no special significance or is associated with sports or entertainment. Koenig & Bauer, on the other hand, stands for technology, innovation and German engineering. The name also tells a story - that of the company founders.

All business units, subsidiaries and sales companies have been united

under the umbrella brand since last year. The “KBA” component in these units’ names caused confusion for external partners and employees alike. Therefore the decision to change the names was obvious, and all this had to be in a uniform way.

Koenig & Bauer is an integral part of all the Group’s company names. The ISO code identifies the corresponding country. With the exception of the subsidiary NotaSys, the changes will largely be completed during the course of the year. The

**Koenig & Bauer lettering on the demo center**

name change of the security business unit will take effect by 2020, completing Koenig & Bauer’s new brand identity launched on the occasion of its 200<sup>th</sup> anniversary and we will finally say goodbye to KBA.

We are delighted that all of the Group’s units are now merging under the Koenig & Bauer umbrella brand.

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**Corporate Brand**



**New company names**

Holding	Business Units	Subsidiaries*	Companies*
Koenig & Bauer AG	Sheetfed Digital & Webfed Industrial Special	Koenig & Bauer (DE) Koenig & Bauer Flexotecnica Koenig & Bauer FT Engineering Koenig & Bauer Grafitec Koenig & Bauer Coding Koenig & Bauer Kammann  *excerpt	Koenig & Bauer (US) Koenig & Bauer (CEE) Koenig & Bauer (SEA) Koenig & Bauer (UK) Koenig & Bauer (FR) Koenig & Bauer (IT)  *excerpt



Award series continues

# Koenig & Bauer scoops numerous prizes

Koenig & Bauer ended its anniversary year 2017 with the successful implementation of a new brand identity. A success that bears visible fruit in its 201<sup>st</sup> year: The company has received a number of prestigious awards for its brand, machine design and publications. And there is no end in sight. After a strong start at the beginning of the year, the award series continued unabated in summer.



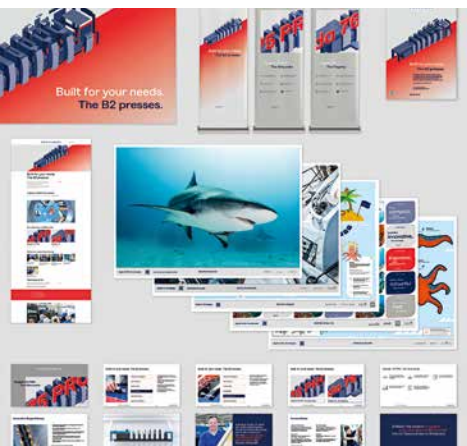
**Koenig & Bauer receives the Art Directors Club's bronze nail in two categories for its 200<sup>th</sup> anniversary publication**



**(l-r) Ralf Grauel (Grauel Publishing), Claus Bolza-Schünemann (president and CEO Koenig & Bauer) and Sven Ritterhoff (MUTABOR) are pleased with their winnings from the BCM Awards (Photo: Frank May)**

The 200<sup>th</sup> jubilee box received special recognition. Koenig & Bauer has recently received two awards for its exceptionally designed commemorative publication. Titled "People, Machines, Ideas", the three components of the anniversary box - a book, a brochure and a poster set - show how the traditional company has shaped the printing industry for over 200 years. This special project received two bronze ADC Award nails and three gold BCM Award trophies.

CEO Claus Bolza-Schünemann also received a personal tribute. The German Machinery and Plant Manufacturers' Association (Verband Deutscher Maschinen- und Anlagenbau e.V.) (VDMA) awarded him the Friedrich Koenig Medal for his special services to press engineering. The medal dedicated to the inventor of the steam-driven cylinder press is a special honour for Bolza-Schünemann. After all, as Koenig's great-great-great-grandson, he now runs the global corporation Koenig & Bauer in its sixth generation.



**German Stevie Awards: Integrated campaign communication via print and online media with convincing messages and relevant value propositions**

With a Special Mention at the German Brand Awards, the German Design Council honoured the brand relaunch implemented in the course of the company's anniversary year. This gave Koenig & Bauer the distinction of consistent brand management and brand communication. The umbrella brand is reminiscent of the two founding fathers, but at the same time its modern appearance underlines the innovative power of the company.

More than 200 years of press manufacturing: Koenig & Bauer continues to unite people, innovative ideas and a passion for mechanical engineering. There is no end to the award series in sight: Koenig & Bauer has been nominated for the German Design Award for its modern RotaJET digital press and we are eager to see who will win.



**Claus Bolza-Schünemann, president and CEO Koenig & Bauer, receives the Friedrich-Koenig medal from Kai Büntemeyer, president VDMA Printing and Paper Technology Association (Photo: Leonhard Kurz)**

Koenig & Bauer was one of the winners of the German Stevie® Awards in 2018 for the second year running. The company received a gold Stevie Award for the product campaign "Built for your needs. The B2 presses" in the category Marketing Campaign of the Year in Agriculture/Industry/Construction and a silver Stevie Award for Communication or PR Campaign of the Year in Marketing/Business to Business.

**Daniel Ostertag**  
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# Rapida LiveApp honoured with renowned InterTech Technology Award 2018

The Rapida LiveApp has been selected by an independent panel of judges for the prestigious Printing Industries of America (PIA) **2018 InterTech Technology Award**. The award was presented on 30 September in Chicago during the Print 18 trade fair.

“The Rapida LiveApp shows the power of apps to add value in the pressroom,” said Jim Workman, vice president of PIA’s Center for Technology and Research. “The judges found the entire app innovative, especially noting its ability to track and communicate maintenance issues and provide easy access to training resources.”

The Rapida LiveApp offers dual functionality. On the one hand, press operators can start or stop

their Rapida sheetfed offset press from a mobile location, adjust settings and perform operational tasks as well as obtain information on press status and print jobs. The maintenance manager displays a list of pending maintenance tasks and simplifies these tasks by providing relevant instructions and videos. Successful maintenance can be confirmed and commented upon interactively.

On the other hand, the app includes a powerful tool for warehouse management and control, including batch recording and tracking. Inks, coatings and printing aids used can also be clearly assigned to the respective print jobs. Ordering processes are automatically triggered when minimum quantities are not met.

**The Rapida Live-App was honored at this year's InterTech Technology Awards on September 30 at PRINT 18 in Chicago**

**The Rapida Live-App incorporates a modern operating philosophy into print and warehouse management**

The Rapida LiveApp demonstrates how Koenig & Bauer Sheetfed embodies its corporate vision of setting industry standards in terms of customer focus, innovative solutions, and proactive services. The app provides printers with state-of-the-art tools for a wide range of Koenig & Bauer sheetfed offset applications.



## “BEST IN SHOW” award for Wipak Iberica

The Diamonds Awards were presented by FTA Europe during Print4All for the second time since 2016. Winner of the evening was **Wipak Iberica**. The company won both the award in the category “FLEXO PRINT ON FILM - WIDE WEB” and the “BEST IN SHOW” award for the best print of all participating companies. The samples submitted by Wipak Iberica were printed on an Evo XD from Flexotecnica. Stefano Squarcina: “We are very pleased that Wipak Iberica won two awards with our machine.” FTA Europe was founded in 2015 and represents the common interests of six European flexo printing

industry associations and offers them a common platform for pro-

moting European exchange and cooperation.



**Successful FTA Europe Diamond Awards 2018 for Wipak Iberica (l-r): Angel Puy and Jaime Herranz, both Wipak Iberica, together with Sante Conselvan, president of FTA Europe, and Wim Buyle, vice-president of FTA Europe**

### Wipak produces high-quality packaging solutions

The Wipak Group develops and produces high-quality and innovative packaging solutions for food, medical instruments and equipment worldwide. The company is part of the packaging division of the Finnish Wihuri Group. Wipak employs more than 5,000 people worldwide. In addition, the company offers comprehensive services and technical support. Product development, packaging design or foil printing form the basis of the company’s strategy.





Digitalisation of business processes live

# Koenig & Bauer 4.0 Packaging & Connected Services

Koenig & Bauer is one of Europe's pioneers when it comes to the digitalisation of business processes. As part of the "Koenig & Bauer 4.0 Packaging & Connected Services" open house at the beginning of June over 640 users from some 40 countries saw how digital transformation can change modern day-to-day printing house operations, optimise process workflows, create new customer experiences and make a company even more profitable.

As part of a series of impressive live sessions, the visiting print experts experienced solutions to streamline processes in all phases of print production first-hand, Lean Management and standardisation with the goal of preventing errors. This was in addition to information on data-based value-added solutions in the field of service which make workflows more transparent and maintenance more predictable.

Ralf Sammeck, CEO of Koenig & Bauer Sheetfed and executive

board member of Koenig & Bauer, and Thomas Göcke, head of sheetfed marketing and CRM, welcomed the guests and highlighted Koenig & Bauer's key success factors in sheetfed offset. These range from strategic orientation, the focus on growth areas, outstanding products and strong partners to customer satisfaction, especially through digitalisation and the resulting new service offerings. Their summary: "We bring together what moves our customers forward. The networking

of people, machines and data enables new business models that make users even more profitable."

## Keynotes from innovations experts

The keynote speakers at the event were Gerriet Danz and Alexander Müller. Danz has built up a reputation over the past two decades as one of the most respected innovations experts in German-speaking countries and has founded several companies himself. Using examples from leading companies, he explained how creativity, collabo-



ration, diversity and error culture contribute to developing new business models and creating added value for customers. His conclusion: "The digital shift will never again be as slow as it is today."

**Seamless digital processes in a networked print company**

As part of a complex demonstration, the print experts witnessed seamless digital processes with MIS Optimus Dash with LogoTronic Professional and Esko Equinox on a Rapida 105 PRO which produced various packaging jobs prepared by MIS, the Ipress 106 K PRO flatbed die-cutter, the Rapida Live-Apps series and service solutions such as PressCall, Visual Press Support, performance reports and the possibilities of predictive maintenance. Sven Oswald, who amongst other things is a scientific anchorman for a public-service broadcaster in Berlin-Branden-

**The Rapida RDC 106 rotary die cutter demonstrates its superior die-cutting performance in one of the breakout sessions**

**Falk Rößler, Koenig & Bauer, and presenter Sven Oswald (r) discuss the customer benefits of the Performance Report**

burg, brought everything together and showed the possibilities of cutting-edge data communication in a networked printing firm.

The print jobs and all necessary work steps were generated in the MIS system Optimus Dash live in front of the visiting experts. The flexibility and speed of this modern system is persuasive: from job scheduling to controlling and accounting.

After the job was created in MIS, it was sent to the Rapida 105 PRO. The press operators can see all the information forward by MIS as a JDF ticket immediately at the console. They use the job information together with the CIP3 presetting data from pre-press to automatically set-up the press. After plate changing, inking-up and inline register corrections, printing began on yogurt packaging in an extended colour gamut 6c with Esko Equinox.

**A constant eye on production and costs**

The management of a printing company can access all press and operating data at anytime from anywhere, even via smartphone or tablet pc, with LogoTronic Professional and the functions Press-Watch and Speedwatch. After printing has finished, LogoTronic Professional sends all production times and amounts of consumables used back to Optimus. It not only stores these times, but also press-specific notifications: every sample sheet removed, every

production downtime is logged according to job. Optimus generates a cost breakdown based on the production times accumulated with just a few mouse clicks. The company can immediately see whether it is operating economically efficiently.

After the yogurt packaging, the Rapida 105 PRO printed a raft of other print jobs fully automatically. ErgoTronic AutoRun started a sequence of print jobs, using preset values, work steps and sequences set by the operator. He himself no longer has to intervene. Dirk Winkler, head of print technology, commented on the individual automatic work steps and thus made them transparent for the visitors. A glance at the MIS showed what happened on the Rapida 105 PRO in theory and practice.

One of the breakout sessions in the afternoons offered the visitors the opportunity to find out more detailed information about MIS Optimus in small groups.

**Live printing and finishing**

At the same time as print production, Koenig & Bauer presented the world premiere of the Ipress 106 K PRO flatbed die cutter for die-cutting folding cartons. It has the proven feeder of the Rapida presses. Outstanding details include integrated blank stripping, high operating comfort, absolute register accuracy, short make-ready times and flexible configuration options.





### Innovative services use digital data streams

At the end of the print demonstration Dirk Winkler deliberately staged an error in the sheet travel of the Rapida 105 PRO. Communication with the hotline takes place via PressCall at the console. There's no need to make the usual calls. All remote maintenance-relevant data can be accessed via the hotline without delay or detours. Printers and service staff use Visual PressSupport for troubleshooting. The operator sets up a video stream with the service support technician. The service technician can mark, save and store images in the video. In addition, he can display documents on the screen of the mobile device at the press to support finding a solution. All this data is documented in the CRM platform so that it is also available for future service calls.

Koenig & Bauer offers a range of other digital services based on the data supplied by the Rapida presses. Users with a remote maintenance contract and a static VPN connection (Windows platform) receive a monthly performance report that displays press performance data (non-order-related data) and KPIs (key performance indicators) clearly. While value-added services based on the performance data of machines installed worldwide are still in their infancy at other companies, they are already firmly established at Koenig & Bauer.

In addition to an overview of past occurrences, the data streams from the Rapida presses can be used to proactively (e.g. to perform maintenance) and predictively foresee events. To this end, Koenig & Bauer uses artificial intelligence algorithms and optimisation methods, such as machine deep-learning tools, to identify patterns for the early detection and avoidance of unplanned breakdowns and to plan for necessary maintenance.



This permanent monitoring naturally requires the user's consent. Its long-term goal is to avoid errors before they occur. The data determined by the system is available to the user in the customer portal.

### Breakout session for high-volume packaging

A further breakout session focused on high-volume packaging production in medium and large format as well as the production of luxury packaging on a Rapida 106 double-coater press and Rapida RDC 106 rotary die cutter.

The highlights of high-volume printing on a six-colour Rapida 145 were print speeds of 18,000 sheets per hour and autonomous printing with AutoRun. Packaging for food and detergents was produced in non-stop operation.

A seven-colour Rapida 106 with coater produced more folding cartons at speeds of up to 20,000

**Above: Production of luxury packaging with cold foil on a Rapida 106 double-coater press. The team of presenters answer every question with enthusiasm and expertise**

**Below: With print speeds of 20,000sph, the Rapida 106 shows what it can do in high-volume production. Sascha Fischer, head of product management, explains the press' unique selling points and print production**

sheets per hour. Image-determining elements in 4c and 7c colour gamut were printed with Esko Equinox, so that the advantages of seven-colour printing in the reproduction of special colours could be seen on one sheet.

### Printing and finishing of luxury packaging

Healthcare and cosmetics packaging was produced on a six-colour Rapida 106 double-coater press. Production took place in LED UV with inline cold foil and coating with UV coating as well as micro-embossing via the second coating unit. Fast job changes and the latest generation of QualiTronic measuring technology, including inline colour control QualiTronic ColorControl, were on show.

Both print jobs were processed on the Rapida RDC 106 rotary die cutter, the world's fastest die-cutter with speeds of up to 17,000 sheets per hour. The Rapida RDC has already been successfully established as a die-cutter in three segments (packaging, in-mould labelling and commercial printing) and five processes (die cutting/scoring, hole punching and extraction, creasing/embossing, stripping). A first user has already opted for the second machine in this series.

Healthcare packaging was blind embossed. At the same time it was grooved, punched and the waste was stripped. A Master Blanker from Laserck was available for blank stripping. Following a quick job change, cosmetic packaging was grooved, punched and stripped of waste on the Rapida RDC 106. With speeds of up to 15,000sph, the Rapida RDC 106 once again demonstrated its unprecedented production performance.

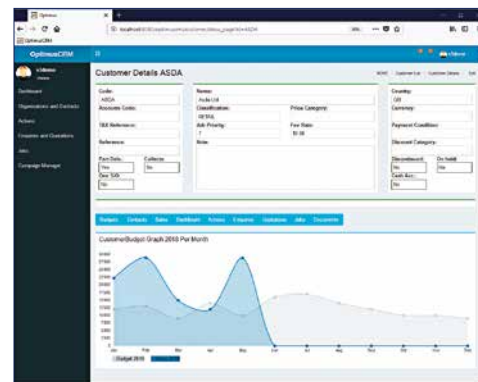
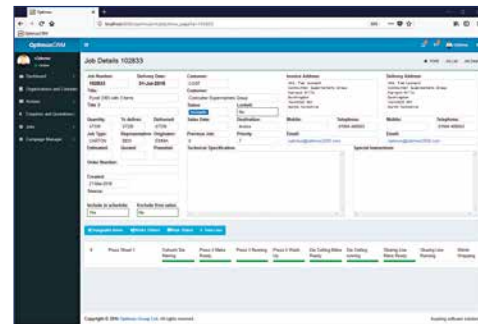
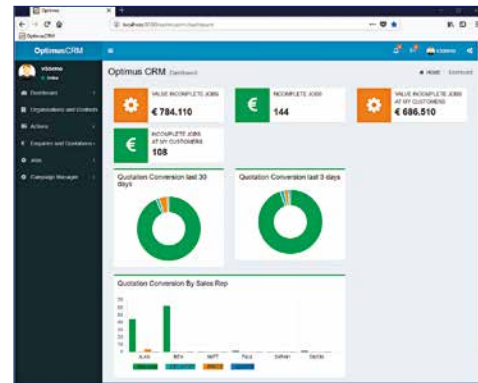
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Lean production and communication in real-time in a networked printing company

# All this speaks for working with Optimus Dash

With Optimus Dash, Koenig & Bauer offers a cutting-edge and award-winning business software that streamlines work steps (lean production) and significantly reduces non-value-adding activities (lean management). Here you will find convincing reasons why an MIS based on flexible templates is the right choice for the future.



The templates embody the system's product-oriented approach and flexibility. No matter what process, no matter what substrate - Dash can manage it! Each template contains all company-specific process steps that are necessary to produce a printed product, such as folding carton.

These production workflows are similar for every user, but rarely the same. This is why Optimus can always use these flexible product templates to map the respective in-house standard of a printing company - a serious advantage compared to other MIS systems.

**Improved communication**  
With real-time operational and press data, Optimus Dash improves communication between all cost centres involved in the production process across the

**Award-winning: MIS Optimus Dash**

**Top right: Accurate analysis helps management make decisions**

**Right middle: How far is which order produced? Optimus CRM provides real-time information through feedback to LogoTronic and other systems**

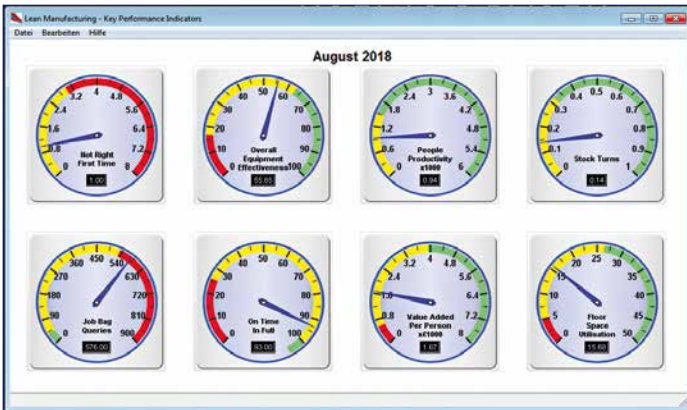
**Below right: Details about each customer can also be analysed at the push of a button**

company and provides the transparency needed to respond more quickly to customer needs. Expensive unproductive times are minimized thanks to the software's intelligent production planning. During the planning phase, Dash uses smart algorithms to optimize the sequence of operations.

**Increased performance**  
There are a number of key performance indicators (KPIs) that are particularly important to Dash users. These are no longer only production-based, but also focus on effective time utilization, the elimination of administrative expenses and the improvement of cash flow.

Optimus recognises the importance of incorporating best practice and has worked with Vision in Print, a UK organisation, to promote the principles of lean manufacturing.

Vision KPI is designed to convert the data Optimus Dash collects into performance indicators. It focuses on eight critical indicators that are essential to lean manufacturing:



- Not right first time (external) - Returns, credit notes and reprints
- Overall Equipment Effectiveness (OEE)
- People Productivity
- Stock turns
- Job Bag Queries (not right first time internal)
- Delivery schedule achieved (OTIF - on time in full)
- Value added per person
- Floor space utilisation

invoice all delivered goods and services, this is not always the case. If there are no regulated processes that ensure that all relevant information is recorded, incorrect invoicing can lead to missing invoice items. With Optimus Dash, accounting is correct and complete. This is because it automatically generates the invoice value on the basis of the calculation and all additional expenses recorded during production.

**Top left: Performance indicators in the Optimus Vision KPI module**

**Top right: The Optimus packaging module automatically calculates the die-cutting die**

warehouse stock is used up and bottlenecks occur. The comparison of the incoming invoices with the goods receipts ensures that the vendor invoices are correct.

Analysing and control instead of master data management

Top-level analyses of business processes support management in decision-making processes. With Optimus Dash, these reports are available at the touch of a button. Networking goes on and on and extends from the front to the back. In the past, it was innovative to combine prepress with printing. Today, autonomous AGVs (Automated Guided Vehicles) drive the paper to the press at the right moment and to the die cutter after printing.

Optimus Dash also offers effective ways to avoid all the steps a customer does not want to pay for. This includes, among other things:

Duration of a cost estimate

Quotations must be prepared immediately and any queries from customers must be answered immediately. The faster an enquiry is answered, the higher the probability of winning an order.

Automation and integration

Technology from different manufacturers can be networked with Optimus. By working with Koenig & Bauer in the CIP4 consortium, Optimus has actively advanced the integrated workflow with LogoTronic Professional. The systems work together perfectly. As a result, duplication of work and loss of time due to repeated data entry are a thing of the past.

Modern warehouse management

This is becoming increasingly important because effective inventory management can do a lot to improve the company's cash flow, e.g. by reducing expensive inventories.

Timely procurement & reduction of material costs

Optimising material purchasing is indispensable in order to keep to the costs determined in the calculation and to ensure punctual delivery. A modern ordering system and automated purchasing ensure that all materials are available on time. The MIS automatically generates a purchase order before the

A flexible MIS software driving your business and that can grow with your needs is a basic prerequisite for maintaining maximum competitiveness.

Optimus MIS offers users the maximum flexibility of a state-of-the-art solution to optimally manage all business processes.

**Chris Waschke**  
**chris.waschke@koenig-bauer.com**

Automatic entry of all items to be invoiced

Although it is a matter of course to



**Applying markings with Visual PressSupport**

New tool supports remote maintenance

# Visual PressSupport simplifies communication

Visual PressSupport has recently become one of the new data-based services Koenig & Bauer offers for sheetfed offset presses. In addition to audio transmission, it enables live videos to be transmitted directly from a mobile device to the hotline technician during remote maintenance.

Visual PressSupport is a cutting-edge tool that makes communication much easier for both users and hotline technicians. The hotline technician sees what the press operator or service technician sees on the press. He can be shown processes and procedures live via video and thus gain a quick and comprehensive overview of the situation at the press. This facilitates communication, saves the need for extensive explanations and reduces the risk of misunderstandings compared to a conventional telephone call.

### Communication with added value

But Visual PressSupport can do even more: both the technician on site and the hotline technician can apply markings to the still images generated live. These markers help to carry out function checks or settings on the correct part or to record the current status separately close-up. In this way, it can help to limit malfunctions or be used to transfer operating and setting aids.

In addition, the operator or technician at the press can share images from the album on his mobile device with the hotline. These can show certain press behaviour that only occurs sporadically and therefore cannot be picked up on live.

Data security is guaranteed at the same time: The hotline technician can only see the media that has been shared and no other content.

What is more, the hotline technician can transmit useful information such as drawings or circuit diagrams to the press operator's or technician's mobile end device at the press.

### Extended scope of application

This variety of functions ensures a broader field of application for Visual PressSupport. Whereas software, electrical engineering components and press operation can be accessed during classic remote maintenance, Visual PressSupport offers the possibility of extending the sphere of remote maintenance to include assistance

**Transferring documents (in this case an excerpt from a maintenance manual)**



### How to be perfectly prepared for Visual PressSupport

- Android or iOS device can be used
- Pre-install the "Visual Support" app
- It also makes sense to use a wired headset



QR codes to download the "Visual Support" app



in the areas of process engineering and mechanics. Visual PressSupport can also be used on presses that do not have a remote maintenance connection.

The success rate of classic remote maintenance methods used to date is 80 percent. It is expected to grow further with Visual PressSupport. This means that the scope of services within the remote maintenance contract is increasing and the target group addressed with such contracts is growing. Less information is lost, communication is accelerated and possible language barriers fall. Especially as a picture says more than a thousand words.










### Use of common end devices

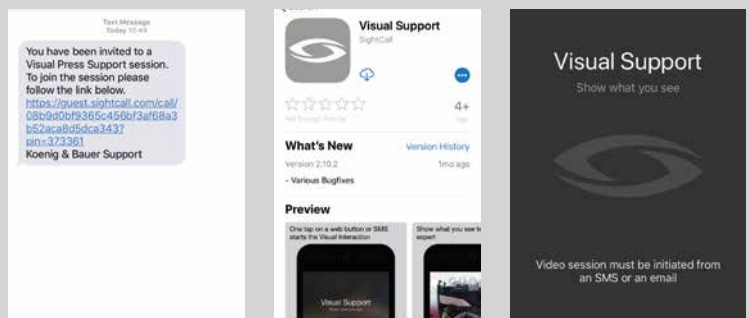
Visual PressSupport from Koenig & Bauer has even more advantages over stand-alone solutions: all common end devices can be used, which everyone can operate. The batteries are always charged ensuring that the technology is always ready for use. Nevertheless, it should be noted that increased energy consumption on the mobile device is to be expected when using Visual PressSupport. The average data consumption is 5-6 MB/minute (use via WIFI as well as via mobile data connection). The technology is based on solutions from SightCall, which has extensive system references from leading software and IT companies, insurers, pharmaceutical manufacturers and mechanical engineers.

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### Overview of the operating options on smartphones

-  Turn camera on and off
-  Turn microphone on and off
-  Switch audio between headset and speaker
-  Switch from front to back camera
-  Pause video transmission (still image)
-  Turn torch on and off
-  Write chat message
-  Share media (photos and videos)
-  End session



### Operating instructions in brief

- 1 The operator or technician at the press receives a link via SMS or e-mail if it is deemed useful to start a Visual PressSupport session.
- 2 If the "Visual Support" app has not yet been installed, you will be forwarded to the App Store or Play Store for installation. The app is available here for free.
- 3 The connection is established automatically once the app is installed.

**Note:** Please do not call the hotline for testing purposes

In use at Schur Pack Germany:

# Inventory management and consumables tracking via smartphone

Schur Pack Germany installed three highly automated Rapida presses in 2015 when it built a completely new packaging plant in Gallin. Since the end of last year the company has been a pilot user of one of the Rapida LiveApps. Koenig & Bauer Report spoke to Michael Verch, head of printing, about the implementation and daily use of the ProductionApp, which Schur Pack uses to manage inventory and track consumables.

**Report:** The ProductionApp was developed in close cooperation with you. Have your requirements been met?

**Michael Verch:** Yes, absolutely. The start-up speed was very high and the communication with developers was excellent. This must continue. A next development step is about to begin.

**Report:** And how did your employees react? Did they have any reservations?

**Michael Verch:** No, none at all. Even our non-smartphone users in the 50+ age group feel comfortable using the app. It is also easy to use. As soon as you hold the smartphone over an NFC tag, the camera scans the code or corresponding field for manual entries. All data is recorded as it is delivered. This has greatly increased acceptance. The press crew even sees the app as a great help, as it is no longer necessary to write down the products used.

**Report:** What benefits does the ProductionApp hold for you?

**Michael Verch:** Significantly more data is recorded than with our previous colour and coating logs using Excel tables. The time required to enter the data is identical, the advantage is the same: When checking the batches used, all data is available at the touch of a button -

almost live. A big benefit therefore lies in the evaluation of the data.

**Report:** Which products do you use the app for?

**Michael Verch:** For all active and non-active printing aids. This means for inks, coatings, dampening solution additives and rubber coatings. But it is also used for oil, filter mats, rake lips, Vaseline, coating defoamers. The same applies to printing plate developers which are not even on the press.

**Report:** How many items is that?

**Michael Verch:** 74, currently.

**Report:** Do you see a further benefit of the app besides consumables batch tracking?

**Michael Verch:** Of course, it's clearly in the stock statistics. We can store the manufacturer's e-mail address for each product. When the minimum stock level is reached, not only does our central purchasing department receive information, but the supplier can also receive advance information on what needs to be delivered in the near future. That's the most impressive thing for me. Since, which other MIS system informs me: "Hello, there is only 10 kg of coating left in stock." And all this also works with 100 different suppliers and I can set it up easily myself.

**Michael Verch is amazed by the ProductionApp: "A press operator will never have to ask if there's enough ink ever again."**



**Blanket change on a Rapida 145: the blanket is registered by app on the printing unit on which it is used and its service life can be precisely tracked and planned**



**A tray for consumables is located at every Rapida press**



In addition: The shelf life and usability of each article can be determined. Automatic pre- and post-running batch tracking is also possible. For example, if we change from black to yellow in a printing unit, there is still some black in the press when printing begins. For the next 30,000 sheets of intensive ink colour, we need to know which colour was previously used in the inking unit. You can't write that on slips of paper. Here the app's statistics are clearly superior because the entry time can go over several orders. This is easy to set up in the app and using slips of paper is just not possible in a real pressroom environment.

**Report:** How many NFC tags are active for this?

**Michael Verch:** There are 121 at the moment, around 80 of which are on the presses and around 40 in the warehouse. This number is still rising significantly in the warehouse. In addition to the products already listed, we see some more that can be integrated into the process. For example, underlay sheets or data on rollers and wear parts changes.

We use the same tags for some products. The best example of this is around 3,000 inks that are managed on a single warehouse day. This is possible because the name of the product is also read along with the batch number. Each unit of consumption has one day on the presses. That is approx. 25 for the six colours and 30 for the eight colours.

**Report:** How many mobile devices are used in the company? What are they?

**Michael Verch:** Currently we have five Samsung S6 with Qi charging technology. One on each press, one in the warehouse and one in my office. Later, a mobile phone is to be stationed at each storage location. The devices do not belong to certain individuals as they are located in specific places.

**Report:** What else would you like to do with the app in the future?

**Michael Verch:** We have some wishes. I would like to see permanent information on process colours, for example, in the info panel. Or a maintenance manager, as it is already available in another app. Then I can see what maintenance has been performed, when it will take place next and what grease has been used. For all those who clean our presses, it makes sense to have a picture of how certain parts of the press should look after cleaning. Instructions are also important for these people.

I can also imagine having something like a department manager call function. The press operator sends photos and voice messages to me and I can see immediately where the problems lie. Or a quality call: If a consumable has gone bad, you can send photos or videos

**The double-pile delivery is indispensable for Schur. Logistics and AVGs take care of pallet transport**

as well as a voice message to QA and they will take care of it. There is certainly a lot that is possible - the press has the data and can credibly log and pass it on.

**Report:** Alongside the app, you are also a pilot user of the double-pile delivery. How is it going?

**Michael Verch:** This is a tool that no one would want to do without. The double-pile delivery is used by us all the time, it only brings advantages. Even the extended delivery has an ideal effect when it comes to the drying of the coatings.

It is also worth its weight in gold for our operators. Manual removal of 30 cardboard sheets is no longer possible. The system simply switches to the other stack when quality problems arise. Backing-breaking physical labour is reduced. Start-up and run-down waste is no longer on the stack of good sheets and even a forgotten piece of paper that marks the start-up waste is a thing of the past. Human error is almost impossible. It is great - also for the finishing process.

**Report:** Mr Verch, thank you for taking the time to talk to us.

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Firing up the new seven-colour Rapida 106: (Far left) Rich Dreshfield, Koenig & Bauer (US) senior vice president of sheetfed sales; and Scott Brown, Koenig & Bauer (US) regional sales manager (far right); join SCT Mansfield employees Deven Dye, production manager (second from left); Robi Siklosi, manager of print and digital technology (third from left); and John Moreno, pressroom manager (second from right)



Southern Champion Tray maintains strong partnership with Koenig & Bauer

## Seven-colour Rapida 106 for international food packaging provider

As one of the most important American market players in the global food service and custom packaging segments, Southern Champion Tray (SCT), based in Chattanooga, Tennessee, relishes its status as a dominant force in the production and distribution of paperboard packaging products for the bakery, food service and custom retail markets. One of its most important divisions sits further south in Mansfield, TX. The 90 year old packaging printer with approximately 700 employees throughout its entire company has been making significant investments at this 120-employee site.

In the past 24 months the firm has increased its facility by an additional 25,000ft<sup>2</sup> and completed an office renovation. New equipment, such as a paperboard sheeter, die-cutter, LED-UV curing to lift the level of its graphics and digital printing systems, has been added. The investments align with the growing Dallas/Fort Worth market and more importantly, is a vote of confidence toward the firm's highly devoted and talented staff based in Mansfield. Plus, the

Mansfield plant supplies cartons to multiple states in the Southwest region of the U.S., and even transfers products to Chattanooga for national distribution.

With the food packaging market growing at a very rapid pace, management saw fit to add another key piece of kit, a highly automated, seven-colour Rapida 106. This new press is located next to another seven-colour Rapida 106 installed several years ago.

### Maximum performance in B3 format

"Our Mansfield operation is a fast-paced manufacturing environment that has to address all of the evolving trends in our market," says Brian Hunt, SCT's COO. "Our customers demand higher-end graphics, shorter runs, and faster turnaround times. We've solved these demands by ensuring that our new Rapida 106 runs at maximum speed with short job changeover times. The new Color-



More information:  
[sctray.com](http://sctray.com)

Tronic ink control system has made a big difference. We are confident we can handle all of our customer demands in the area of folding cartons.”

The new press brings a host of new automated features that add

speed and efficiency to SCT’s output, according to John Simpson, SCT’s general manager of the Mansfield facility. The press’ colour management system adds value when it comes to consistency and getting up to colour much faster. Sheet delivery is also much improved allowing for higher machine speeds. The press operators are impressed with its consoles allowing them to be much more efficient and effective.

**The new Rapida 106 has plenty to do at SCT**

“We expect a 20 percent overall improvement in OEE (overall equipment effectiveness) on this new machine,” says Simpson. “There’s no doubt that this press runs well at rated speed. We intend to take full advantage of this improved efficiency and tout its unique features to our customers. Internally, we’ll be seeing improved efficiency in makeready and run speeds that will improve our cost competitiveness.”

**Changes on the packaging market**

Although SCT is a company with a long history, it continues to set new goals for the future. “Our customers identify SCT as having best-in-class service,” says John Zeiser, president and CEO of Southern Champion Tray. “With the advent of E-commerce and the speed desired by consumers, we are continually challenging our leadership team. To respond, we are continually investing in our employees, capital equipment, and facilities to ensure that we are always exceeding our customer’s expectations.”



**The raised Rapida 106 is fitted with nonstop automatic facilities at the feeder**

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Offsetdruckerei Schwarzach enhances competitiveness

# Successful entry into large format

The leap into large format with a seven-colour Rapida 145 with coater meant that the entire production chain at Austrian offset printer Offsetdruckerei Schwarzach had to be coordinated, from prepress to die cutting and internal logistics. The result is a significant improvement in competitiveness in the European packaging market.

The print run spectrum in folding carton printing is becoming increasingly diverse. On the one hand, companies are faced with the challenge of efficiently producing more short runs, and on the other hand, there are large runs which are under considerable competitive pressure in terms of production. Offsetdruckerei Schwarzach (ODS) reacted to this situation by entering the large-format market and launched a €9m (\$10.4m) investment package. The improved sheet utilization is particularly reflected in the competitiveness of large print runs, emphasizes managing director Eduard Fischer, who assures us that switching to large-format printing is of interest from as little as 10,000 sheets according to internal analyses. With the commissioning of the Rapida 145, production capacity has risen by up to 15 percent, even though two medium-format presses have left the pressroom.

## The specialist in fine cardboard packaging and labels

ODS employs 350 people in Vorarlberg and specialises in the production and finishing of fine cardboard packaging and labels. Every year, it processes 25,000 tons of cardboard and paper. In 2017, the company generated a five percent increase in sales and, together with investments, consolidated sales of €90m (\$104m). Its customers include companies from the consumer goods industry, premium manufacturers of

confectionery, luxury and cosmetic products, other near-food and non-food sectors and international trading groups. Located in the middle of the corner of Austria where the country borders on Liechtenstein, Germany and Switzerland, its export share is 70 percent.

When entering large-format printing, it is not enough just to install a press - the processes in prepress and postpress must also be adapted to the new format. "First we upgraded our prepress and finishing stages for large format and as a second step we installed the Rapida 145 after production ran smoothly. This approach has enabled us to optimally design the start-up and interaction of the individual processes," says managing director Eduard Fischer.

## Innovative technology platform

For a long time, ODS relied exclusively on medium format, as the makeready times in large format were a lot longer and print quality was also more difficult to maintain. This has changed completely over the past few years. There is no need to make any sacrifices both in terms of makeready times and quality compared to medium format, assures the plant manager, stressing that the race was therefore open-ended for all German manufacturers. Apart from the coating unit, the management deliberately dispensed with further finishing options in order to re-

**Above: ODS managing director Eduard Fischer: "Better sheet utilisation in particular has a major impact on our competitiveness when it comes to large print runs"**

**Right: Plant manager Johannes Knapp is very pleased with the fast job changes on the new large-format press**



duce the complexity of the press while maintaining a high level of productivity.

In the end the Rapida 145 press' innovative technology platform, compact design and automated features won the team at Schwarzach over. The compact design is so important as the pressroom in Schwarzach has a basement and the Rapida 145 was able to meet the static requirements without much construction work, plus the floor space of the Rapida 145 was also better suited to the space available. It is crucial to keep space costs in mind when it comes to such dimensions.

## Inline measurement before the coater

Koenig & Bauer set itself apart from the competition in quality management and control with a small but important feature that made its world premiere at ODS. Inline measurement now takes place upstream of the coating unit, which avoids irritating re-





flectance and achieves optimum measurement results. “In the past, the measuring strips on the coating unit had to be omitted. Now we have elegantly avoided the problem and no longer have to manipulate the coating plates. In the course of the year this does not take up too much time at all,” says Johannes Knapp.

In equipping the Rapida 145, ODS deliberately opted for automation in order to fully exploit the press’ performance reserves – 18,000 sheets per hour in large format. “When everything works the way it should, then 18,000 sheets per hour is completely realistic. Our employees are already used to these speeds from medium format and dare to push the limits even in large format, depending on the substrate,” says Eduard Fischer confidently and believes that he will be able to produce at least

**Offsetdruckerei Schwarzach processes 25,000 tons of carton and paper per year**

**The innovative technology platform, compact design and a key features tipped the scales in favour of the seven-colour Rapida 145 with coater**

half of all print jobs at this speed in large format.

**Data-matrix code provides clarity**

The press is equipped with Drive-Tronic SPC for simultaneous plate changing, which also means that the washing processes also run in parallel, which in turn cuts make-ready times. “We need around 10 minutes for a simple forme change until we are able to print in colour. We currently need around 30 minutes for a complete job change including substrate and format change,” says plant manager Johannes Knapp about his initial experiences with the new press. Nevertheless, he sees considerable room for improvement.

On the basis of printing plate identification via data matrix code, various plausibility checks are performed, e.g. if the correct plates

are mounted in the correct unit for the right job, and register adjustments are undertaken even before the first proof is made. “The register already poses challenges due to the substrate used, however, in the first three months we only had to decline one order.”

The code also contains all other job-related data, such as format, substrate and print run information, and a PDF is transmitted from prepress to the Rapida 145 console for internal sheet control. Bidirectional networking is now also being worked on to provide the management information system with production data in real time.

New for ODS is that the Rapida 145 can now print directly on F-flute at 0.6 to 1.6mm but at a reduced speed of 11,000 sheets per hour. This expansion of its substrate spectrum will help the company to unlock new market segments.

**Successful entry into large format**

Offsetdruck Schwarzach successfully managed the entry into large format throughout the entire production chain. The company expects to produce 80 percent of jobs in large format on the new press by 2019, and after only six months it is very close to reaching this goal. At the same time as entering the large-format market, the company also set up an online shop, which is now fully functional at [www.die-verpackungs-druckerei.at](http://www.die-verpackungs-druckerei.at).

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French printshop with three generations of large format: 2 x Rapida 145

# Express Packaging's entrepreneurial dynamism inspires customers

Express Packaging in Arques, Pas-de-Calais in northern France, operates one Rapida 142 and two Rapida 145 presses. In 2006 Henri Bréban took over and brought his children Perrine and Edouard on board right from the start. "It was a 100-strong industrial company integrated into a large industrial group and there were no other customers," says Bréban about the early days.



**Henri Bréban with his daughter Perrine Geoffroy and Christophe Duchateau (pressroom manager)**

Express Packaging has become a real family business with industrial-scale production facilities. "An entire financial, administrative and social organisation had to be introduced, from human resources to employee representation," recalls personnel manager Perrine Geoffroy, who studied industrial law. The printshop obtained these benefits from the industrial company. "It was crucial to the success of the new company to give it a family flair. Our discussions are very open, we involve our employees in all projects and can therefore count on their complete approval."

## **Fast reaction times, diversity and service**

Today Express Packaging has 150 employees and is active in various market segments. These include production on laminated corrugated board for the industrial sector and packaging for the food indus-

try. Customers appreciate Express Packaging's fast response times and services. Among other things, the company maintains an extensive paper warehouse and is characterised by a complete range of services from the creation to the delivery of the finished boxes.

## **Twelve years of continuous development**

"The company's dynamism inspires our customers," says a delighted Henri Bréban. He keeps the company moving forward every day. "Our customers and staff are fas-

ciated by our constant quest for change and improvement." Regular investments in the partnership with Koenig & Bauer for printing and Bobst for finishing have been an integral part of the company's strategy for ten years.

As a result, two Rapida 142 presses were replaced by the new Rapida 145 in 2017. "We have taken the time to carefully examine our configuration and automation requirements with regard to market developments."

**One of the new Rapida 145 opposite the Rapida 142**







*“The additional capacity gained through the increase in productivity will be filled by new customers and orders.”*

Henri Bréban

### Productivity up 35 percent

The Express Packaging team made the right decision and now operates a total of 23 printing units in 100 x 140cm (39 x 55in) format, 15 of which are new-generation Rapida 145 units. “The additional capacity gained through the increase in productivity will be filled by new customers and orders,” explains Henri Bréban.

Both Rapida 145 presses are equipped with automation technology to reduce makeready times. “DriveTronic SPC simultaneous

plate change allows all plates to be clamped simultaneously,” explains Christophe Duchateau, pressroom manager. Thanks to the new console with AutoRun it is possible to define and save the steps required for job changes for several jobs in advance. The press processes them one after the other for each job without further intervention by the press operator. He can use the time for other tasks, e.g. emptying the ink ducts and is supported by EasyClean ink duct technology.

The presses are equipped with QualiTronic Professional measuring and control technology to reduce waste. The wallscreen supports the operator when monitoring quality. The company’s average run length justifies the high-speed press version, which prints at up to 17,000sph, depending on the job. The SIS sidelay-free system that places each sheet correctly has proven to be indispensable. “The Rapida 145’s drying quality

**Jean-Pierre Waryn, Xavier Dufour and Christophe Duchateau at the seven-colour Rapida 145 with coater**

is another improvement compared to the previous press generation. What is more, its extended delivery ensures that the coating has enough time to dry even at high production speeds.” The complex handling of the pallets is facilitated by a logistics system from Kriffit & Zipsner.

### Maintenance and service – key factors for productivity

“We invest a lot in training to ensure our employees are very competent.” Press maintenance is a matter of course. Express Packaging works very closely with the service team from Koenig & Bauer (FR) on this topic. “We have regular meetings to work on open points,” says Duchateau. The apps used by Koenig & Bauer for digitalisation allow support technicians to know and process all the details of any problems in real time.

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New Rapida 106 fits perfectly to company strategy

# Fabrègue Imprimeur: four generations of success

The printshop, which has been located in St-Yrieix-la-Perche in the French region of Haute-Vienne for almost 100 years, was founded in 1892 in Bort-les-Orgues by Antonin Fabrègue. Antonin graduated from the Paris School of Art with a degree in lithography and was the great-grandfather of today's managing directors Emmanuel and Denis Fabrègue. The men and women of the Fabrègue family have mastered the challenges of corporate management from generation to generation, despite severe tragedies such as war and illness. They are supported by their loyal employees. Each generation unlocked new markets, built buildings and invested in future-oriented technologies.



**The two press-room managers Laurent Faucher and Christophe Lacouche at the console of the new Rapida 106**

his technological choice fell on an eight-page web press with four colours for commercial printing. Extensive investments followed in the entire production chain, from prepress to finishing. A sales office was opened in Paris and within a few years Fabrègue Imprimeur became a key player in the commercial printing market.

## **The first phase of cooperation with Koenig & Bauer**

In 2012 Emmanuel Fabrègue looked for new offset presses to expand his product portfolio and found the innovations he was looking for in the Rapida 106 from Koenig & Bauer. The sidelay-free SIS system, DriveTronic technology, reliable perfecting and simultaneous SPC plate changing with Flying JobChange enable operating instructions to be printed efficiently in several languages.

And since a Fabrègue does not do things by halves, the fleet consisting of four presses from another supplier was replaced with three Rapida 106. One of the presses, a five-colour Rapida 106 with coater, is equipped for conventional and UV mixed operation. Emmanuel Fabrègue: "This is the only real hybrid press available on the market." This press paved the way for the company to break into the packaging market in 2013.

"We are a commercial printer," explains Emmanuel Fabrègue. "85

René Fabrègue made a name for himself as editor and printer for administrative journals and printed matter from 1920 and built up a service for office supplies. He became the first landowner of the printing house.

## **Municipal printing house**

Under the management of Jean-Pierre Fabrègue, the company became the "city councils' printing house" and printed all tax return paperwork. This remained the case until the Government Printing Office monopolized this market. The company had a reshuffle. Thanks to its experience and technical expertise, the Fabrègue printshop gained another administrative market – personalised health insurance certificates and receipts,

first for Paris and later for the whole of France. The company then built a new factory.

In the 1980s, the family's fourth generation had to diversify the company. Jean-Pierre Fabrègue looked to the future, despite the successes of previous decades with administrative printed matter. He has given his children time to study: Emmanuel holds a degree in engineering from École Suisse de l'Industrie Graphique and Denis from École des Cadres du Commerce et des Affaires Économiques. When they joined the company, they were given the task of considering whether the printshop could continue to thrive in its existing market segment. Emmanuel, the oldest, had a clear vision and



percent of our production is made up by commercial and publishing customers, 15 percent packaging customers and products derived from them.” When asked about the company’s strengths, he replies: “We are very responsive. An offer request never remains unanswered for longer than 24 hours. Thanks to our experience in web-fed printing, we also offer a customer-specific distribution service for magazines.” Particular emphasis is placed on print quality, which Emmanuel Fabrègue himself is amazed by. “Consulting and quality create trust and lead to new orders.” The measuring and control technology installed on the Rapida 106 helps to ensure quality.

#### Adapted to geographical location

The rural location south of Limoges has made new buildings and extensions possible over the years without moving. The three produc-

**The eight-colour Rapida 106 with perfecting for 4-over-4 printing, additional coater and LED-UV kit**

tion areas of web, sheetfed and packaging printing are arranged according to the production flow. “We work on the principle of lean production.”

The site is DEKRA, ISO 12647-2, ISO 14001 and ImprimVert accredited and has signed the Diversity Charter. Environmental protection is not just a buzzword but an important company pillar.

#### “No more nasty surprises”

LED-UV technology first caught Fabrègue’s eye in 2017. “Since we already operate two web presses, it made no sense for us to invest in a conventional eight-colour perfecting press.” LED-UV technology has provided new food for thought. “It’s incredibly interesting to print a product that is dry before perfecting. We have gained new markets and customers, especially for offset work and creative papers that other printers could not produce in the desired quality.”

After inspecting several presses, Koenig & Bauer was chosen again. “UV printing without generating heat, like the technology developed for the Rapida 106, is truly innovative and guarantees the desired print quality. There are no more nasty surprises.” In addition to the automation kit already used by Fabrègue, such as SPC simultaneous plate changing, a high-speed press version with printing speeds of up to 18,000 sheets/h

in perfecting and QualiTronic ColorControl measuring and control technology, the new press is equipped with equipment especially suited to the needs of the packaging market. It is raised, has a coater and provisions for interim dryers. “We can print straight with six or eight colours and opaque white, as well as apply conventional UV coating. The productivity of this press is enormous,” says Emmanuel Fabrègue.

#### Formula 1 in printing

Everything is organised like on a racetrack at Fabrègue. Plates and paper are brought to the press. “We train a lot of personnel internally and together with technical schools. Our press crews operate very autonomously and print with the highest possible performance for the product. They are very proud of their machines.”

The production managers were also recruited from the pressroom. “A year ago, our two print shop managers Laurent Faucher and Christophe Lacouche worked as press operators on our sheetfed and web presses.” Fabrègue’s press maintenance department attended mechanical and electromechanical training courses at Koenig & Bauer when the first Rapida presses were purchased.

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The first eight-colour Rapida 106 with perfecting and coating in Poland

# “Investment of the year” for Vilpol

Vilpol has named its new Rapida 106, an eight-colour perfecting press for four over four production with an additional coater, its “Investment of the Year 2018”. The company in Wilków Polski, about 50km (31miles) from Warsaw, has been active in the graphic arts industry for 25 years and produces high-quality books, POS systems and packaging.

This is Vilpol's first sheetfed offset press from Koenig & Bauer and the first of this special configuration in Poland. With its high level of automation and advanced press technology, Vilpol's Rapida 106 replaces three older presses in B2 and B1 format.

Andrzej Chetczyński, CEO of Vilpol, is delighted: “This is the first

**Vilpol executive board member Andrzej Chetczyński during the official start-up ceremony for the Rapida 106 double coater press**

Koenig & Bauer press in our printshop. This alone is an exciting event and certainly made waves on the market. We have wanted a perfecting press for some time now. Especially in view of the growing number of book publishers, above all children's book publishers, who have their books produced by us and need various forms of finishing, some of which are unusual. They currently make up about 50 percent of our production. The share of printed matter for the point of sale is also growing. Other work on board accounts for 30 percent of our total volume. We therefore needed a universal press that could process a wide variety of substrates, had a high degree of automation and short makeready times due to the large number of short and medium runs. We also wanted a press equipped with appropriate control and measuring systems to ensure high colour stability in production. After Koenig & Bauer presented us with an offer, we visited several printing plants with presses in identical configurations.”

**Impressively short makeready**  
“We were particularly impressed by the short makeready times. The

Rapida 106 is unbeatable in this respect. The press also meets other criteria that are important to us. That is why it has prevailed in the decision-making process.” Wiktoria Majewska, executive board member at Vilpol adds: “The markets we serve demand more and more flexibility from us. A large part of the books we produce ends up in discount stores. This puts us under enormous time pressure. In addition to this is the rapid adjustment of circulations to suit demand.”

“Hence the investment in a press that guarantees maximum flexibility: fast job changeover, the possibility of printing on one side or with perfecting with different types of ink, full process control thanks to the corresponding software or the option of inline finishing with dispersion coatings. These are all important arguments for negotiations with current or future customers. We know that clients are interested in how the printing plants are equipped. News that we have acquired such a modern press quickly got around. The standardisation process in our printing activities carried out in recent weeks was also noted.”



**At the press inauguration l-r: Grzegorz Szymczykowski, Jan Korenc (both KBA-CEE), Agnieszka Chetczyńska, Andrzej Chetczyński and Wiktoria Majewska (all Vilpol)**





### Flexibility: lightweight stock to board

The Rapida 106, delivered a few months ago, produces at speeds of up to 18,000 sheets/h in straight printing and 15,000 sheets/h in perfecting. It has a CX package that enables carton board printing, as well as a lightweight stock print package. DriveTronic SPC simultaneous plate changing with Plate Ident for pre-registration, optical recognition of the printing forme and job, and control of the assignment of the individual plates to printing units, and CleanTronic for roller, blanket and impression cylinder washing are just a few examples of the press' high level of automation.

The Rapida 106 is equipped with ErgoTronic ColorControl for ink density measurement, ErgoTronic ACR for register control, QualiTronic Professional for inline ink control and sheet inspection,

QualiTronic PileView for error image storage and display, and LogoTronic for the communication between press and MIS and pre-press.

### An advantage in a tough market

"Our press operators worked closely with Koenig & Bauer printing instructors for the first few weeks as the Rapida technology was completely new to them," explains Wiktoria Majewska. "This support was very important to us as it allowed the implementation process and team training to run smoothly. We now work in three shifts and are already working at 80 percent capacity. Operators who had previously used older technology quickly got used to the Rapida. They appreciate its high level of automation."

Andrzej Chetczyński adds: "We have significantly improved comfort in the pressroom thanks to the investment in the new press. At the same time, the Rapida has given us a major advantage for our customers in an increasingly demanding market. As a contract printer, our plans do not run more than two-three months in advance, which is also due to Vilpol's specialised products. We need to remain very flexible and versatile, which has been achieved thanks to our investment in the Rapida press."

### Customer focus

The past years were a very intense time for Vilpol and the company

**Left: More than 200 Vilpol customers and business partners attend the ceremony**

**Right: Vilpol's executive board members L-r: Agnieszka Chetczyńska, Andrzej Chetczyński and Wiktoria Majewska**

went through a lot of changes. The print shop built another production hall. In addition to the eight-colour press, the main investment was in new bookbinding technology. "We have purchased all the necessary binding and finishing machines in the field of postpress and finishing to be able to carry out our customers' orders completely under our roof," explains Andrzej Chetczyński. "Our 160 employees are also a major asset. We carry out so-called cross-trainings with them so that they are qualified to operate several machines, especially in postpress. This gives us an additional competitive advantage when it comes to the large number of production orders we receive."

Wiktoria Majewska: "Vilpol can be described as a supplier of all complex graphic arts services. Our offerings not only include the printing job, but also the packaging of products including shipping. We strive to serve our customers in such a way that they feel well looked after in all areas."

This was also the case in the spring, when more than 200 customers and business partners attended the inauguration ceremony for the Rapida 106. "We were very pleased that they were with us that day and hope that the new technology will contribute to expanding our partnerships."

**Left: Jan Korenc (centre) hands over a model of the new Rapida 106 to Vilpol's management**

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US packaging printer expands finishing offerings

# Eleven-colour Rapida 106 with double coating at Curtis Packaging

Headquartered in the rolling hills of the Berkshire Mountains of Connecticut, Curtis Packaging Corporation delivers some of the most decorated, award-winning innovative and inspirational packaging solutions for world-renowned companies that none of its competitors can match.



Curtis fired up a new eleven-colour Rapida 106 double-coater press with a printing unit after coating in spring. It was installed next to two Rapida 130 and replaces a further Rapida 130. Curtis' intentions are to leverage the innovations and advanced technologies found on this fully automated model to address its significant growth rate with additional specialty coating capabilities.

## Quality, sustainability and innovation

"When our customers describe our company, the three words they use are: excellent quality, sustainability and innovation," says Kerry C. Brown, vice president of operations at Curtis Packaging Corporation. "Our new Rapida 106 addresses all of those apt descriptions. It is a key press for us, dedicated to short-run, fast

**A closer look at the Rapida 106: ten printing units, coater, two interdeck dryers, a further printing and coating unit as well as an extended delivery**

More information:  
[curtispackaging.com](http://curtispackaging.com)

changeover jobs. We have completely customized its capabilities with a unique double coater and other exclusive configurations. We're projecting a 60 percent improvement in makeready and a 40 percent improvement in run rates."



Curtis wanted to maintain its perch as having the utmost inline colour control and to distinguish itself among its competitors. To that end, Curtis Packaging chose to have the new Rapida 106 specified with the combination of QualiTronic Color Control and System Brunner Instrument Flight print quality measuring system. Having earned worldwide acceptance as the leading inline colour control system on the market, Koenig & Bauer QualiTronic Instrument Flight emphasizes colour balance and grey balance, taking into account more than 30 process variables. It has been expanded to include new balance control apps and new global standards. The unique five-star appraisal system will notify a Curtis press operator of the print quality achieved under the selected standard and can ensure compliance with different standard specifications every day.

“The new press makes us more efficient and more innovative. It distinguishes us from our competitors. We already have a reputation for producing a higher level of complexity and innovation. We’re pleased that brands seek us out to launch and create new packaging with us. We have a fantastic group of supply partners that knock on our door wanting to launch products with us,” says Brown.

### Environmental stance

Another important aspect at Curtis is its environmental stance. As consumers and brands have become more concerned about the environmental impact of packaging, they are seeking printers that share their commitment. Curtis is the first packaging company in North America to be 100 percent carbon neutral, use 100 percent renewable electricity, and be Forest Stewardship Council (FSC) and Sustainable Forestry Initiative (SFI) certified. In late 2016, it made a €2.1m (\$2.5m) renovation to improve energy efficiency at its headquarters.

**From left to right: Kerry C. Brown, vice president of operations, and Don Drop-po, president of Curtis Packaging Corporation, are 40 percent more effective with the new Rapida 106 than with their old technology**



**In addition to two Rapida 130 presses, a highly automated Rapida 106 is now in operation at Curtis Packaging**



“We’re very proud that we’ve reduced our energy consumption at our facility by 40 percent since 2012,” says Brown. “Our most recent project that included conversion to natural gas, new energy efficient HVAC and lighting systems and a roof-top solar array will result in energy cost savings of €4.1m (\$4.5m) over the life of the project.”

“We tested three other press manufacturers before choosing Koenig

& Bauer,” says Brown. “After careful consideration, we felt that Koenig & Bauer delivered better print quality, better service, and was focused on packaging. We feel that we have formed a long-term partnership with Koenig & Bauer. They completely understand our business, our goals, and long-term vision.”

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**L. N. Schaffrath in numbers**

Founded:	1743
Production space:	18,000m <sup>2</sup>
Employees:	225
Paper processed annually:	25,000 t
Binding per year:	40m
Stitching per year:	50m
Addressing per year:	50m
Number of titles produced:	approx. 200
	periodical products
Sales:	€34m (\$40m)



L. N. Schaffrath with high-performance Rapida 106

# New sheetfed offset kit for 275<sup>th</sup> jubilee

When L. N. Schaffrath celebrated its 275<sup>th</sup> anniversary on September 8, visitors were able to experience the latest printing technology live at one of Germany's oldest printing plants. A few weeks before the event, the media house in Geldern commissioned an eight-colour Rapida 106 with perfecting for four-over-four production and an additional coating unit. It is intended to break new ground in magazine production in terms of process technology.

L. N. Schaffrath has been producing covers on a five-colour Rapida 106 plus an additional coater since 2011. Since its commissioning, it has been running in the classic 24/6 rhythm at high speed. Despite its young age, the press has almost 300 million sheets on its back. This number proves its high reliability. It's therefore no surprise that the company tried to print almost every job on the Rapida, even if another sheetfed press was available.

**Technologically flexible**

This experience prompted L. N. Schaffrath to invest again in a Rapida 106. However, it should no longer be a classic straight printing press, but one that offers the company real added value and technological flexibility. A long perfecting press was the ideal solution.

On the one hand, covers can be produced in a single press pass including coating the outer sides.

**Above left: Martin Sellmann, operations manager, is pleased that the Rapida 106 is not just a replacement investment, but offers the company real added value**

**Above right: Up-to-date headquarters of a 275-year-old printing and media company: L. N. Schaffrath has a production area of 18,000m<sup>2</sup> and an extremely modern press fleet (© Axel Breuer/plan b photography)**

This alone makes the company more economical, as a second press run, including the necessary drying times, is no longer necessary. On the other hand, the new press will also be used for the first time for content and thus typical web products.

**Increase in editions and versions**

The variety of magazines and catalogues is constantly increasing. In addition, more and more publications are characterized by different editions and versions in order to better serve individual customer groups.





This is where the Rapida 106 comes into its own: with print runs of up to around 13,000 copies, sheetfed is cheaper than web production. Typical jobs from the 16-page press then go to the Rapida 106, which produces up to 18,000 sheets per hour in perfecting. In contrast to its predecessor, the press was installed in one of the web press halls. A brand-new MBO K8 RS can be found next to it which, at speeds of up to 275m/min (902ft/min), can also hold its own when folding.

The entire process chain at L. N. Schaffrath is characterized by the fact that the control of editions, versions and inserts is completely inline. Manual work is a thing of the past. Selective insert control already begins way ahead of printing and continues in the dispatch department.

#### Extensive automation

The Rapida 106 is equipped with an RS 106 reel-to-sheet device. This means that the same reels as on the C16 can be processed. Switching back and forth between the two Koenig & Bauer presses is therefore possible at any time.

The Rapida 106's comprehensive equipment includes a lightweight substrate print package as a lot of magazine contents is produced on 50 to 52g/m<sup>2</sup> (31 – 33lbs) paper. They should also be printable

**Above left: The press crew (l-r) with Bernd Susen (shift manager and sheetfed offset apprenticeship) and press operators Vivian Saupe, Oliver Janssen, Klaus Richardson and Rainer Faets are delighted with the highly automated Rapida 106, which has been in operation since the end of August**

**Above right: On 8<sup>th</sup> September, L. N. Schaffrath celebrated the 275<sup>th</sup> anniversary of the company at a grand open day, whose many highlights included a traditional "Gautschen" ceremony**

**Left: The eight-colour Rapida 106 with perfecting and additional coater processes both sheets and reels**

at high speed in perfecting mode. The range of covers extends from 90 to 250 g/m<sup>2</sup> (57 – 160lbs). 180 types of paper are available from L. N. Schaffrath for the production of magazines and other periodicals.

The Rapida 106 is not only distinguished by its high production output. Job changes should also be completed in five minutes or less. For this purpose, the press is equipped with DriveTronic SPC simultaneous plate changing including Plate Ident and CleanTronic Synchro for parallel washing processes. Unbent printing plates are used. Martin Sellmann, technical operations manager, says: "We already know single drive technology from our two C48 and C16 presses. Now it also accelerates job changes in sheetfed offset." EasyClean ink fountain coating also ensures low cleaning costs and thus quick ink changes.

#### Consistent quality control – inline

In terms of quality control, too, the press has everything that is technically possible today and makes sense in a media company. QualiTronic ColorControl for fast inline colour measurement and control, Lab measurement, ImageZoom (video magnifier and digital thread counter), ErgoTronic ACR (video camera for register control) and small measuring strips. The Rapida 106 is equipped with all the stand-

ard features that make it easier for press operators to work.

Once again, a very high level of capacity utilisation is planned. "We will print around 50 million sheets per year on the Rapida 106," says Martin Sellmann. This means that the investment will pay for itself after a relatively short time. Another new feature is that L. N. Schaffrath is gradually moving from a two-press strategy to a single-press strategy in sheetfed offset. The first one has already been dismantled and the five-colour Rapida 106 will be dismantled once the new perfecting press has reached its full performance potential.

#### Minimal production times

L. N. Schaffrath usually receives the data for a print job in the evening and the next day it must be completely printed/processed and ready for dispatch. It has to be ready to be posted at 4pm. In extreme cases, the deadlines can be significantly shorter. The media house produces a weekly magazine with two signatures in 15,000 copies, where the data is received at 3pm, and the complete order is ready on the same day at 10pm at Munich Airport. This shows how current periodicals are produced today and how the process chain has to be automated to suit.

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L-r: Felix Richter and Dietmar Heyduck, both from Koenig & Bauer, Recep Tasyanar, owner of Barem Ambalaj, and Rolf Köhle, sales director at Derele Graphic, were happy with the progress on the Rapida 164 for the Turkish packaging printer

Jumbo Rapida for Barem Ambalaj

## Turkish packaging printer invests in Rapida 164

In spring, Recep Tasyanar, owner of the print company Barem Ambalaj with headquarters in Tire/Izmir, visited Koenig & Bauer to check how work is progressing on his new Rapida 164. The six-colour double-coater press with triple-length extended delivery was shipped to a new pressroom in Gaziantep in May. It joins a five-colour Rapida 142 with inline coater and is raised by 630mm (24.8in). Following commissioning of the new press, the official inauguration of the new production plant is planned for November.

The Rapida 164 has been configured with a high-speed package and can print sheets up to a maximum format of 1,205 x 1,640mm (47.4 x 64.6in) at speeds up to 15,000sph. It also incorporates accessories for mixed UV/conventional operation and will stand on a 630mm (24.8in) raised plinth just like its sister press in Gaziantep. DriveTronic SIS side-lay-free infeed, FAPC automatic plate changers, CleanTronic Multi washing systems and lowerable non-stop rollers in the delivery are just some of the automation features. Further highlights are VariDry<sup>BLUE</sup> IR/hot-air/UV dryers, which significantly reduce energy consumption for drying, Emission Extraction System (EES) to extract unpleasant odours and other emissions from around the

printer's workplace at the delivery, and reduced-height colour bars to permit optimum utilisation of the sheet area. Inline ink density control is handled by QualiTronic ColorControl, and the Rapida 164 features a LogoTronic CIPLinkX interface to pre-press to enable the conversion of CIP3 PPF data into press presetting values.

After installation of the Rapida 164, modernisation and expansion of the company's capacities in Tire is next on the agenda. There, too, a new large-format Rapida is to be installed alongside the existing six-colour Rapida 142 coater press. The replacement of a large-format press from another manufacturer is also being discussed for the production site in Karaman. After all, Recep Tasyanar and his team

are very pleased with their sheetfed offset presses from Koenig & Bauer. The brand name Koenig & Bauer is seen to represent the newest and most advanced technologies for packaging printing. In addition, they are highly satisfied with the advice and service provided by the team from local Koenig & Bauer sales partner Derele Graphic.

Today Barem Ambalaj is the largest Turkish packaging printer in terms of turnover, number of sheets printed and number of employees. There are presently 670 employees working at the three locations of the company, which was only founded in 1999.

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Rapida RDC 106 with two die-cutting units and an additional stripping station

Rotary die-cutter receives supplier award

## Rapida RDC 106 honoured by Edelmann Group

On 19 June, the Edelmann Group, one of the leading German packaging manufacturers and system suppliers with locations in Europe, Asia and North and South America, presented its first Supplier Awards. One prize was awarded each in the categories innovation, logistics and cooperation. Koenig & Bauer received the Supplier Award in the category innovation for the Rapida RDC 106 rotary die-cutter, which has been in operation at Edelmann's Heidenheim site since mid-2017.

With this award, the company honoured ground-breaking postpress technology that makes the die cutting process faster and more economical, and at the same time calls for a rethink in process workflows.

Ralf Sammeck, CEO of Koenig & Bauer Sheetfed and Koenig & Bauer management board member, is delighted: "We are extremely honoured to receive such an award from one of our major users. The award shows that we meet the

expectations of the market and put our customers first."

Edelmann operates a Rapida RDC 106 with two die-cutting units for cutting and creasing as well as an additional stripping unit. Compared to flatbed die-cutters, it is characterized by extremely high die-cutting speeds of up to 15,000 sheets per hour. Last year a Rapida RDC 106 broke the world record for die-cutting self-adhesive labels at 17,000sph. In addition, extremely short makeready times ensure significantly higher performance and productivity. The Rapida RDC 106 is economical for both long and short runs.



L-r: Mario Gerber, senior sales manager postpress, Johannes Naumann, head of engineering, and Ralf Sammeck, CEO Koenig & Bauer Sheetfed, are pleased with their award for the Rapida RDC 106 from Edelmann Group

In addition to rotary die-cutters, Koenig & Bauer also offers Optima flatbed die-cutters in medium format and the Ipress in medium and large formats. The company has thus evolved from a classic manufacturer of printing presses to a systems provider in the postpress sector.

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The highly automated Ipress 106 K PRO is raised by 400mm (15.7in) as standard and equipped with feeders from Rapida presses

New flatbed die-cutter with integrated blanking

# Ipress 106 K PRO for even more performance

The Ipress 106 K PRO was unveiled at the Koenig & Bauer 4.0 Packaging and Connected Services open house in Radebeul. During the three event days, trade visitors experienced how sheets with twelve individual blanks were die-cut and stripped of waste at speeds of 8,500 sheets per hour. The subsequent, fully automatic blanking provides even more performance.

Since the premiere, printing and converting specialists from all over the world have been interested in the latest product from KBA-Iberica. The first orders for the new flatbed die-cutter have already been received, not surprising as the Ipress 106 K PRO combines the high production quality of Spanish die-cutters with the robust and innovative design of Rapida technology.

## Rapida feeder and infeed table

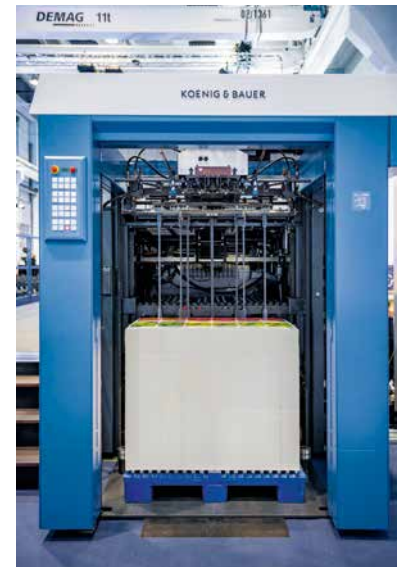
The fully automatic, shaftless DriveTronic feeder of the Ipress 106 PRO series ensures optimum sheet travel and short makeready times. The feeder which has been used in Rapida sheetfed offset

presses for years has been adapted perfectly to the needs of flatbed die-cutters. Four servo motors control all movement functions. The machine saves speed-dependent format and air settings ensuring they are available for repeat jobs at the touch of a button.

Further key features of the feeder include:

- Continuous, infinitely adjustable pile lift
- Automatic skew sheet correction at the feeder head during production
- Automatic pile-edge control for exact alignment at feeder
- Non-stop feeder with the option of non-stop systems

**The feeder is taken from medium-format Rapida presses**



The new suction-belt feed board is made of stainless steel with an antistatic surface structure. A central suction belt and two outer belts, which complement the well-known Rapida suction belt table, help to process heavier materials. The individual adjustment of the suction air by means of a multi-chamber vacuum system ensures smooth transport into the system. Electronically controlled sheet deceleration ensures optimum sheet arrival speeds at the front lays.



**Broad substrate spectrum and high performance**

With its high degree of automation, the Ipress 106 PRO processes a wide range of substrates from 100g/m<sup>2</sup> (64lbs) to 3mm (0.11in) thick corrugated board and solid board up to 1.5mm (0.59in) thick. Its maximum production output is 9,000 sheets/h on the standard press and 8,500 on the Ipress 106 K PRO with integrated blank separation. Maximum sheet size is 750 x 1,060mm (29.5 x 41.7in), making it perfectly suited to medium-format Rapida formats.

Sheet monitoring is carried out conventionally via the sheet edge

**Simple operation via touchscreen**

or with the optional OPMR system (Optical Printed Mark Register), which uses sensors and cameras to detect a printed mark. Switching between the two systems is quick and easy via an intuitive touchscreen monitor.

A number of user-friendly functions save time when changing jobs and ensure maximum performance in postpress. This includes, among other things:

- Pneumatic locking system in the chase (Fast Flow) for reduced makeready
- Easy-lock system for thin die-cutting plates

- Automatic locking and unlocking of frame and counter plate

All machines also have an IP remote connection system, which allows remote maintenance and the installation of updates and upgrades at any time.

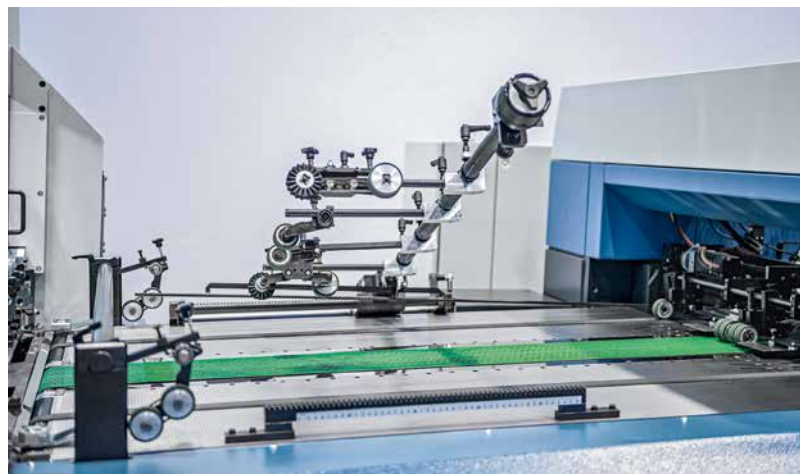
KBA-Iberica has more than 75 years of experience and its products are an excellent complement to Koenig & Bauer's versatile solutions for packaging printing.

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**The suction-belt feed board was adapted to suit die cutting conditions**

**Technical data:  
 Ipress 106 K PRO (overview)**

Max. sheet format	750 x 1,060mm (29.5 x 41.7in)
Max. die-cutting format	736 x 1,060mm (30 x 41.7in)
Min. sheet format	350 x 400mm (13.8 x 15.7in)
Max. pressure	300 t
Production speed	8,500 sheets/h
Pile height feeder	1,690mm (66.5in)
Pile height delivery	1,400mm (55.1in)





American packaging printer serves unique niche with blister card printing

# Optima 106 boosts capacity at Lithographic Industries

With an expanding market and the “best business in years” Lithographic Industries, a packaging printer located in Broadview, IL, chose to invest in its business by adding a new KBA-Iberica Optima 106 die-cutter after thoroughly investigating what was competitively offered in the marketplace.



Lithographic Industries, which is known for its high-quality blister card printing in combination gang runs, has always remained a bit under the radar due to its location. Nevertheless, its customers have long recognised the firm’s fine heritage as the oldest combination blister card manufacturer in the USA.

For nearly six months, the KBA-Iberica Optima 106 has proven its ruggedness, efficiency, and high speed as an integral part of the firm’s production, providing Lithographic Industries with a competitive edge as the demand for blister packs has posted a sharp rise. It is paired with the firm’s unique 11-colour Rapida 105, the only one of its type in the

U.S., offering two sided printing for nine-over-two combination blister card and insert card printing.

“We produce unique solutions for our customers and we depend on equipment that is operating smoothly and efficiently with minimal downtime,” says Louis A Ebert, president of Lithographic Industries. “The superior technology from KBA-Iberica on the Optima 106 die-cutter has significantly increased our throughput and led to enhanced client satisfaction. It has completely eliminated variability right from the start. It registers the sheet perfectly. Additionally, it reduced waste and increased our productivity, which is especially important as the need for more capacity has grown.”

**The team at Lithographic Industries celebrates its new Optima 106 die-cutter: Louis Ebert Jr, vice president sales; Roman Ebert, vice president manufacturing; Louis A Ebert Sr, president & CEO; and Lalo Abarca, die-cutter operator (l-r)**

## Perfect, like the Rapida 105

The Optima 106 is incredibly robust and fits perfectly to the Rapida 105. It is also significantly more productive than the firm’s previous die-cutter from another manufacturer. “The Optima 106 die-cutter is our workhorse,” says Ebert. “We’re running it day in and day out at 8,000 sheets per hour. Due to its increased automation and technology, we’re finding that our sheets run through the die-cutter very smoothly. We’ve also seen an increase in quality. Plus there’s been no downtime because the machine is so dependable. It is a real time-saver for our operators and our company, and let’s face it, time is money.”

“Like our Rapida 105 press, which I feel is far superior to any other press model on the market, our new Optima 106 die-cutter is very industrial, precise, and of course very well-engineered,” says Ebert. “It will deliver higher returns for our company and we’ve calculated an extremely fast payback on our investment. We are delighted with our Optima. Koenig & Bauer is a first-class company to do business with and you can trust their people to deliver on any promise made.”

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Successful partnership continues

# Clifton Packaging invests again in Koenig & Bauer flexo technology

Clifton Packaging Group is one of the UK's fastest-growing companies in the field of flexible packaging. The investment in a third flexo printing press from Koenig & Bauer Flexotecnica now represents the continuation of the successful partnership between the two companies. "We are very satisfied with our two existing flexo presses. Service, quality and further technological advances convinced us once again that we can continue to grow with Koenig & Bauer technology."

"With the high level of performance we've seen so far, and based on a close working partnership forged over many years, Clifton Packaging were happy to work with Flexotecnica once again," says managing director Shahid Sheikh OBE. "Furthermore, Clifton Packaging sees the synergies that the wider Koenig & Bauer group can offer to flexible packaging markets, and we look forward to seeing

**The Evo XD for Clifton Packaging is already its third Koenig & Bauer press**

new developments and new solutions from Koenig & Bauer." The new Evo XD was fired up in Leicester, England, in early 2018 and will primarily print flexible packaging.

## Innovation, growth and a broad product portfolio

Clifton Packaging was founded in 1981 and has since established an excellent reputation and brand for itself especially when it comes to innovation. In recent years Clifton has grown considerably which resulted in the company being recognised by the London Stock Exchange as one of the top 1,000 most aspiring and fastest growing companies in the UK. The company specialises in high-quality packaging for FMCG markets and the wet protein sector. These products are sold throughout the world, including Africa and the Middle East. Thanks to its very broad portfolio of materials and packaging options, the company can react quickly to customer requirements. However, Clifton Packaging not only regards itself as an innovative packaging printer, it also offers its customers a complete packaging solution, from the idea to the finished product. Furthermore, the Clifton group not only prints packaging and supplies pouches, it also offers contract packing services and sells food processing and packing machinery

including multihead weighers and ancillary equipment. It is believed to be the only company of its type in the UK to offer the full packaging solution.

## New technology for Evo XD

With its eight printing units, a new dryer generation and newly developed drive and control technology, the cutting-edge Evo XD is tailored to meet high quality requirements on a wide range of substrates. The CI flexo press has a web width of 1,320mm (52in) and a cut-off of 370 to 1,000mm (14.6 – 39.3in). The technical highlights include a highly efficient energy-saving ventilation system in the bridge dryer and the fully automatic AIF impression setting system, which needs no ink during the adjustment process. The user-friendly ARF register setting system ensures that start-up waste is reduced to a minimum. All of the important automation and control functions are integrated in the new touchscreen panel, assuring intuitive press operation. As far as automation for fast job changes is concerned, the Evo XD is state of the art. The press can run at speeds of up to 500m/min (1,640ft/min) depending on substrate.

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Retrofit project at Mediaprint in Austria

# “Bold decisions bring major advantages”

Over the next few months one of Koenig & Bauer’s most extensive retrofit projects in Austria will enter its final phase: for over three years the 13 newspaper printing presses belonging to newspaper and magazine publisher Mediaprint Zeitungs- und Zeitschriftenverlag in Vienna-Inzersdorf, St. Andrä and Salzburg have been updated mechanically and electronically, and new software has been installed all under the direction of Koenig & Bauer as general contractor.



**One of Koenig & Bauer’s largest retrofit projects to date is entering its final phase**

time before production reliability would have suffered. And this is a top priority for daily newspapers.” Thomas Hofinger: “We were able to convince our owners that this bold decision is also the company’s greatest advantage.” This advantage lies above all in the fact that all Mediaprint locations are at the same technical level.

### The company

Mediaprint Zeitungs- und Zeitschriftenverlag has been a production service provider in the areas of advertising, printing and sales since 1988 and generated sales of just under €430m (\$499m) in 2016/17. Mediaprint operates 13 Commander newspaper presses from Koenig & Bauer: eight in Vienna-Inzersdorf, three in St. Andrä (Carinthia) and another two in Salzburg - a joint ven-

There is currently a strong trend towards retrofit projects on the market, stated Jochen Schwab head of service, projects and contract management at Koenig & Bauer, at Mediaprint’s customer event in Vienna at the end of April. Following detailed evaluation, Austria’s largest newspaper printing house also decided to modernize its existing heavy plant. This is certainly not entirely the fault of Mediaprint’s operating technology, which has kept the presses in a very good overall condition since they went into operation in 2001/02 despite the weekly output of 10 to 14 million copies.

### The reasons

Nevertheless, hardly any area of the Mediaprint retrofit project remained untouched. “Our owners support our idea of achieving maxi-

mum production reliability for at least ten years through a comprehensive modernisation campaign. At the same time, we want to use the latest automation and quality assurance solutions to exploit potential for sustainable cost reductions and production improvements,” says Thomas Hofinger, printshop manager at Mediaprint’s Vienna-Inzersdorf site. The investment drive proves that they have high expectations: the publishing houses of *Kronen Zeitung* and *KURIER* are investing around €35m (\$40m) in retrofitting the printing technology.

Ernst Mühlmann, head of technical operations at Mediaprint, talks about the “end-of-life” problem: “There were no more spare parts for many press components. It was therefore only a matter of

**Storage capacity was extended by 60 places as part of the upgrade to the reel logistics**







ture with the Salzburger Nachrichten publishing house. A total of 680 full-time employees work in printing, expediting and logistics. Each year Mediaprint produces about 800 million copies (including forms), for which 76,200 tons of paper are required. This rather unusual ratio can be explained by the small format of Austrian newspapers: The 39 printing towers (each for 48 broadsheet or 96 tabloid pages) have a cut-off length of 900mm (35.4in) and a maximum web width of 1,200mm (47in).

The fact that the two national daily newspapers *Kronen Zeitung* and *KURIER* alone have around 790,000 subscribers shows the wide reach of the Austrian press in a country with a population of 8.5 million. Ernst Mühlmann considers the small newspaper formats to be extremely reader-friendly and sees this as a reason for the stable circulation numbers.

#### **The retrofit project**

The extensive retrofit project, consisting of numerous individual projects, was launched in 2015.

Koenig & Bauer began the mechanical overhaul of the folders in 2015. This meant replacing all folding cams and carrying out maintenance on a “large” folder, as is usual after 30,000 operating hours. In cooperation with Baldwin, all spray dampening systems were replaced with the latest generation of “Constant C” technology at all

#### **Open house at Mediaprint in Vienna on 24 April 2018**

three locations the following year to keep paint mist and dust away from the spray nozzles. In 2016 Koenig & Bauer began overhauling all drives and associated controllers together with Bosch Rexroth. For this purpose, Bosch Rexroth provided Mediaprint with a prepared exchange parts set for a printing tower and a folder (preparation package). Mediaprint’s production engineers then sent the removed components to Bosch Rexroth for refurbishment and all printing towers and folders at the three locations were successively re-equipped. This individual project was completed in August 2018.

At the end of 2016, Mediaprint awarded the contract for the “large electrical retrofit” at all three locations. This essentially included the change from the previous ABB to new EAE control consoles including new printing unit and folder controls as well as the upgrade of the reelstand controls including Patras. The latter was carried out directly by Koenig & Bauer and has already been completed in Vienna and St. Andrä, with the exception of some remaining work. This step will not take place in Salzburg until the beginning of 2019 in line with the EAE retrofit. The Mediaprint project is the largest retrofit order to date for the Hamburg-based control specialist EAE. Q.I. Press Controls equipped the presses at all three locations with IDS-3D ink density control systems. This hap-

pened in Vienna and St. Andrä in 2017 and in Salzburg in the first quarter of 2018.

Koenig & Bauer was also in charge of upgrading the reel logistics control system. This individual project was scheduled for mid/end 2017 and was carried out in cooperation with the companies Rocla, Schmachtl and Swisslog. The storage capacity was expanded by 60 places, taking into account the variety of papers used at Mediaprint that has grown over the years. The Austrian company also had a roller alignment system retrofitted on all sections.

#### **Mediaprint on Koenig & Bauer’s role**

While the entire retrofit project is nearing completion, Ernst Mühlmann says of the partner who handled the project as general contractor: “As a press manufacturer, Koenig & Bauer is the key partner for us in all aspects of printing technology. A retrofit project raises a host of questions that can only be solved in close cooperation with the press manufacturer. Recommissioning after retrofitting is almost the same as recommissioning on the control side. This means that the know-how and skills of our long-standing and proven partner are indispensable, just as in process planning.”

**Gerd Bergmann**

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Shortly after signing the contract (l-r): Stefan Hechler, head of plant technology WE-Druck; Harold Grönke, managing director WE-Druck; Günter Noll, sales manager Koenig & Bauer Digital & Webfed; Margit Schweizer, head of newspaper postpress WE-Druck; Stefan Segger, sales director Koenig & Bauer Digital & Webfed; and Rainer Neugebauer, head of web printing WE-Druck



Printing house in Oldenburg banks on Commander CL from Koenig & Bauer

# WE-Druck invests in Koenig & Bauer newspaper press

WE-Druck in Oldenburg, Germany, has opted for a highly automated newspaper press from Koenig & Bauer for the first time with the investment in a Commander CL. The printshop can now pump out up to 110,000 four-colour newspapers per hour in the customers' preferred format.

"We upgraded our entire post-press equipment three years ago and the investment in a new newspaper press line was the next logical step. We were bowled over not just by the technology, but also by the team from Koenig & Bauer. The Commander CL will be the new heart of our printing house," says Harold Grönke, managing director of Nordwest-Zeitung Verlagsgesellschaft. The company views this latest investment as an important step in producing its numerous print titles more efficiently and cost effectively, as well as meeting today's demands for high quality. Koenig & Bauer Digital & Webfed sales director Stefan Segger: "We are currently seeing a focus on practical and highly automated presses when it comes to new investments. And we have an outstanding reputation in these areas with our Commander CL, Commander CT and Cortina. The Commander CL is extremely popular with our customers at the moment given its high level of performance and flexibility."

The Commander CL is scheduled to come on stream in summer

2019. "Our talks with Koenig & Bauer were very constructive right from the very beginning. However, it was also important for us to visit print firms which operate Commander lines in order for us to get feedback. This was incredibly positive," says Margit Schweizer, senior manager at WE-Druck.

## Young, modern and independent printshop

WE-Druck is a division of the NWZ-Mediengruppe media group and has been on the market as an independent printing house since 1982. 80 employees currently make sure that more than 1.5 million newspapers are produced and some 7 million supplements are inserted. Alongside daily and weekly newspapers the *Nordwest-Zeitung*, the *Ostfriesen-Zeitung* and several Sunday titles, the company also prints various monthlies.

## Highly automated, productive and easy to use

The Commander CL will have three four-high towers for four-back-four printing, two KF 5 jaw folders and three Pastomat C reelstands embedded in a Patras A automat-

ed logistics system. The extensive automation package, which includes RollerTronic roller locks, CleanTronic cylinder washing systems, colour and cut-off register controls, and automatic plate change, reduces makeready times, waste and operating and maintenance efforts to a minimum. The Commander CL will be controlled by an ErgoTronic console incorporating EasyTronic for optimal press start-up and automatic run-down, and embedded in a complete EAE workflow with an open interface architecture.

The Koenig & Bauer Mobile-Console, a Tablet compatible with industrial use as a fully mobile console with all operating functions, is also new and helpful. Press operators and maintenance personnel can make changes or corrections from any position at the press. Provision has been made for the future additions of an automated colour measurement and control system, and a further printing tower.

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New UV coating unit for Koenig & Bauer C16 successfully commissioned

# New products for Koenig & Bauer commercial presses

On the one hand there are short jobs, a raft of different orders and high-quality products, and on the other hand the focus is on high-volume print runs – customer demands placed on commercial printers are becoming ever more versatile and challenging. Koenig & Bauer has been successfully tackling both of these developments for years.

Stefan Segger, sales director Koenig & Bauer Digital & Webfed: “We are in constant communication with our customers. On the one hand we develop new products with our partners, and on the other hand we are proactively rep-

**Above: New superstructure design with cutting-edge ribbon lead**

resented on the market with new innovations.”

## New UV coater for C16

The new UV coater from Koenig & Bauer offers production speeds of up to 60,000rph, high automation, simple and self-explanatory operation, the stability of a printing unit, automatic cleaning at the push of a button and anilox roller change within a few minutes. Whether for the full-solid finishing of covers or as spot coating for the partial finishing of printed images, the coating unit is already being used very successfully by customers. A compact UV dryer is integrated into the superstructure after the coating unit to enable the widest possible range of paper substrates to be processed. The UV coater processes substrates with a grammage of between 60g/m<sup>2</sup> - 250g/m<sup>2</sup> (38 – 160lbs). Between 2 and 5g/m<sup>2</sup> of coating is applied depending on the anilox roller.

## Intelligent copy control in quarterfold

Intelligent, patented copy control in the quarterfold makes for a trouble-free folding sequence. Production conditions are therefore always consistent irrespective of operator skill. Copies are slowed effectively and with a minimum of



abrasion, and aligned in the direction of fold during deceleration. The automatic copy control system is self-adjusting and exceptionally reliable regardless of production speed and copy thickness. As a result folding is consistently accurate, even during changes in press speed. Stefan Segger, sales director Koenig & Bauer Digital & Webfed: “We continue to be very successful in the market and expect investments to be made this year. Our presses are known for their quality. With our know-how we have worked on many new developments for our commercial presses.”

## Superstructure with new ribbon lead

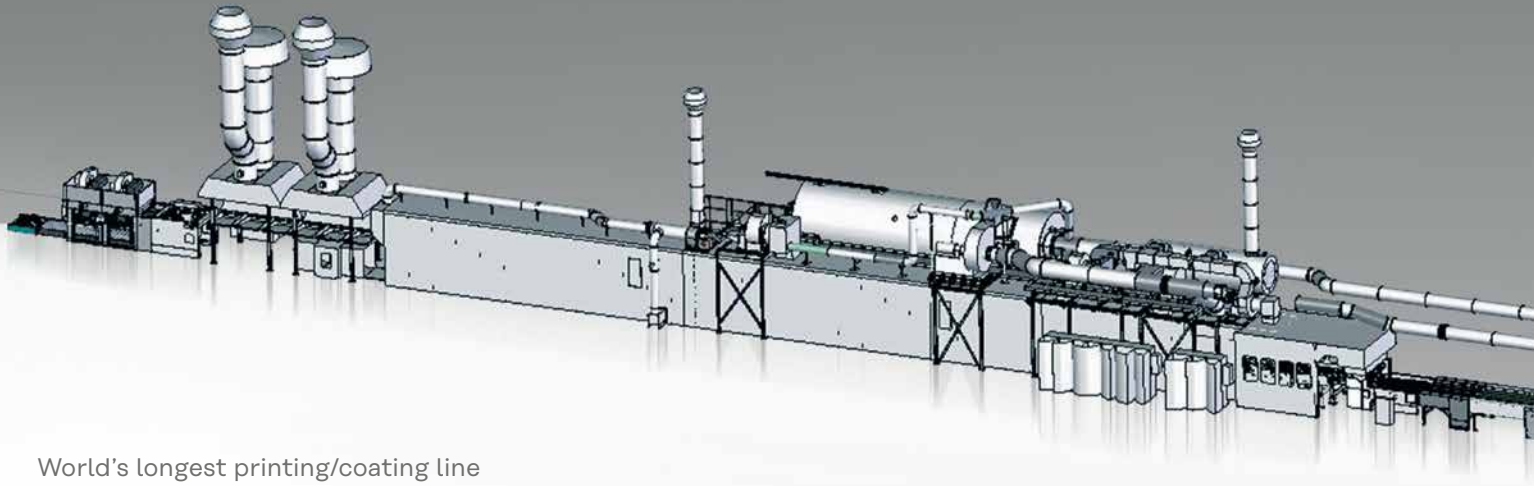
The microporous, patented turner bars are one of the many proven features that are unique to Koenig & Bauer. They no longer need to be set for different ribbon widths, and operate reliably with minimal air cushioning and superior ribbon guides. A modular design and dedicated drives throughout allow the superstructure to be customized for specific production scenarios. The short and stable web lead allows a more even web tension.

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**New UV coating unit for the Koenig & Bauer C16**





World's longest printing/coating line

# Glud & Marstrand A/S goes big

A printed metal sheet goes through various production steps before it becomes a can. As a rule, four layers (base coat, printing ink, top coat, inner coat) are applied to metal packaging to protect the printed image, the product and, depending on the product, the metal packaging itself. Each of these production steps requires one production run on a printing or coating machine. For this reason, every metal decorator strives to combine these production steps in order to produce more cost-effectively. Glud & Marstrand has succeeded in combining three production steps in one with its latest investment.



**Material savings have the highest priority in metal printing. Here scroll-cut sheets are printed and coated. These panels are punched out to make optimum use of the substrate**



**On the coating dwell section the coating applied has time to spread on the sheet, which prevents unwanted structures**

## Specialist in operating long lines

Glud & Marstrand A/S in Denmark is one of the most experienced users of so-called tandem coating lines. Tandem coating lines are lines in which the coating and drying takes place twice in one process step. Depending on configuration, the metal sheet can be coated on one side twice or once on both sides. Tandem coating lines are usually 90-110m (295-360ft 10in) long. Glud & Marstrand A/S has been operating four of these tandem lines at its production site in Denmark since 2011. The Envases Universales group, to which Glud & Marstrand belongs, operates eleven tandem coating lines worldwide and is by far the largest user of this machine configuration.

## But that's not all

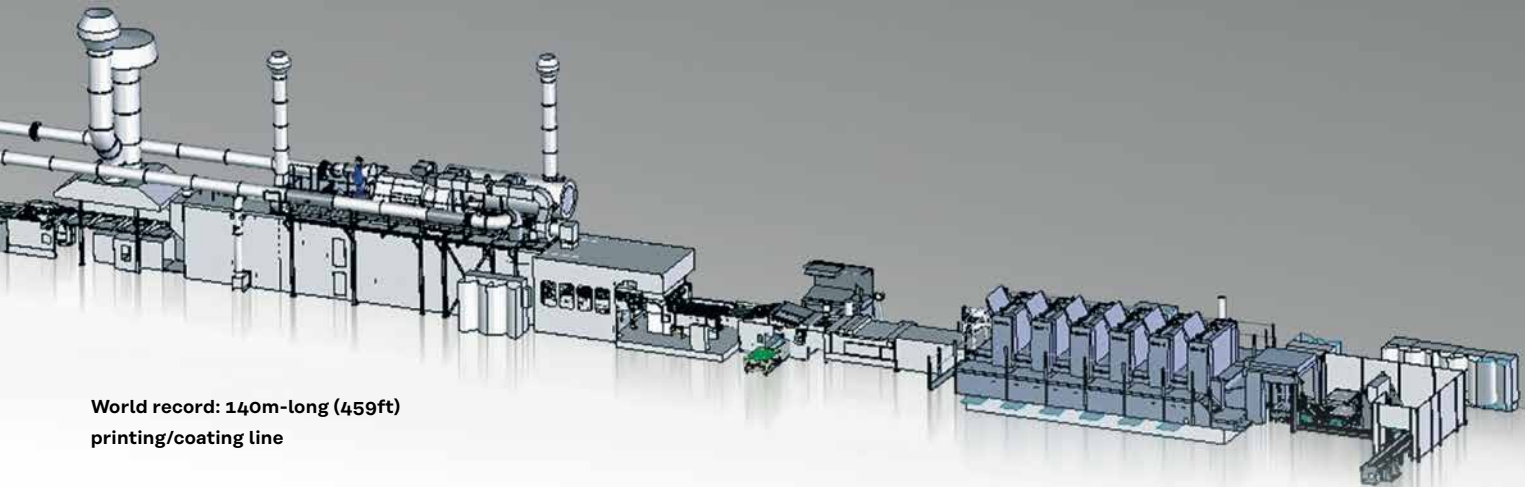
Glud & Marstrand decided to invest in a new MetalStar 3 from Koenig & Bauer in 2016. The new MetalStar 3 was installed in front of a tandem coating line, making it the world's longest printing/coating line in the field of metal printing with a total length of 140m (459ft). At a normal production speed of 6,500 sheets per hour,

a metal sheet travels for approx. 15 minutes from the MetalStar 3's feeder to the double stacking unit.

## Innovative solutions from the press ...

Installing a 140m-long (459ft) production line and operating it economically is a challenge. The MetalStar 3 feeder was equipped with an automatic pile changer to speed up the pile changing process. This was specially developed for metal printing, the remaining stack weights can be up to 100kg (220.5lbs). The automatic pile changer changes a pile within 20-30 seconds and automatically removes the empty pallet from the feeder. Up to three pallets with metal sheets weighing 2.5t (5,511lbs) each can be lined up on the roller conveyor to be processed one after the other.

The new MetalStar 3 has been equipped with CleanTronic Synchro, DriveTronic SRW and ErgoTronic ACR to reduce makeready times. In addition, it is designed for the use of UV inks and equipped with interdeck UV dryers and an end-of-press UV dryer.



World record: 140m-long (459ft) printing/coating line



**MetalStar 3**  
automatic pallet  
changer



A view from the  
delivery gives an  
idea of the length  
of the tandem  
lines

### ... to the dryer

Sheet metal dryers are major energy consumers if they are operated only with gas. Metal sheets are dried in the dryer at 200°C for ten minutes. Glud & Marstrand uses a 15m-long (49ft) pre-dryer and a 36m-long (118ft) main dryer. An ECO-TNV (thermal incinerator system) was integrated into the line to drastically reduce the high energy consumption of these dryers. This burns the solvent-laden fumes produced during the drying process. The energy obtained in this way is fed into the dryer, which means that a large proportion of gas can be saved. The line is also equipped with HighEcon AFM (Air Flow Management), which automatically reduces the exhaust air volume in standby mode and reduces energy consumption further.

If the line is not used in tandem operation, i.e. only one sheet dryer is used, the exhaust air volume is automatically regulated by the HighEcon AFC (Air Flow Control) to ensure the optimum production settings for the operation of a single sheet dryer.

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Vetters in Radeburg builds its own tailor-made press

# Web offset retrofit with PHS

Over the past two decades news of new increasingly powerful web offset presses has dominated the headlines in the printing industry. The example of printshop Druckerei Vetters in Radeburg, Saxony, shows that there are also other ways. Vetters designed their own individually tailored press with the help of Koenig & Bauer subsidiary PrintHouseService (PHS).



in 2006, manroland had long discontinued the Octoman. Vetters decided instead to invest in a Polyman and then a Rotoman three years later.

At the same time, however, the web offset printer found a successful market niche, namely complicated folded products and, above all, thin-print brochures. This market is considerably less competitive, but it means more development work. Just right for Jürgen Vetters and his team. “We make the smallest formats, that no one else can do. And more importantly, that no lithographer can do,” says Vetters. This means that the Octoman in particular is always running at maximum speed. Therefore, additional capacity and a backup for this press had to be created urgently.

### Supra + Octoman = Supman

This meant that the used Octoman purchased in 2011 had to get an identical “twin sister” press. The same technical prerequisites were required as Vetters individually converted Octoman. Finding suitable technology turned out to be tricky, and the company wasn’t sure whether to invest in used or brand-new technology, especially as the new press market had long since made huge technological progress. The creative company’s CEO therefore decided on a combination of the existing, very robust Supra printing units and an Octoman folder. A technically demanding combination, but not inconceivable, since the formats of both press types are identical.

Druckerei Vetters was founded in 1949 as book printshop Buchdruckerei Ulrich and by the mid-1980s Jürgen Vetters was faced with the task of keeping his father-in-law’s print company running. He quickly learned how to improvise. The final transitional phase to a fully functioning market economy in Germany, massive changes following the opening of the east-west German border and sudden opportunities for printing companies - Vetters experienced all of this close up, yet it grew to a 130-strong company.

**Innovative console technology including cutting-edge register and colour density control**

sheetfed offset perfecting presses - like many other printshops - or to take the plunge further into web offset printing. At that time, the eight-page web was still a popular press size. The so-called “East German web press”, the Zirkon Supra 660, signalled Vetters’ entry into web offset in 1998 and it was expanded into a double-web press in 2002. This was followed by a second Supra 660 in 2004. A press which, at least in part, was expected to become the heart of the press hall and play an important role in future.

### Finding a niche

“We were not courageous enough to make the leap to 16 pages,” Jürgen Vetters remembers. As the next investment drive approached

### Perfecting or web

Vetters began to enter the offset printing market with small formats. In 1997 a decision needed to be made as to whether to install

Vetters found a partner in Koenig & Bauer subsidiary PHS who was used to thinking out of the box and not only supervised maintenance





**The Vettters  
"Supman"**

projects but also implemented unusual ones.

### Riding the same wave

Project "Supman" was launched in 2015 and gradually a web offset press line developed that is now fully equipped with state-of-the-art control, console and automation technology.

PHS tracked down another Octoman for Vettters - in bad condition, but in the right configuration. The next steps involved relocating, inspecting, completely dismantling and initiating repairs. However, a Zirkon does not fit to an Octoman at all electronically and in terms of drive technology. Additionally, after several decades of use, the folder was not in the best state: Everything had to be overhauled. But is this even possible? Is it financially viable? How long will it take? And what are the risks involved? Jürgen Vettters and PHS first had to find the answers to a lot of questions. They were also under immense time pressure. The newly complied technology had to be fully operational by August 2017. Nevertheless, PHS' plan was compelling: Everything from a single source, in close cooperation and - as it turned out later - in the required time.

### Better than expected

New electronics for the section of the Octoman from the cooling unit on, a newly designed gear and drive concept to connect the Octoman was developed and an entire me-

chanical, electrical and pneumatic overhaul of all components took place. After a successful assembly, the Saxon Institute for Printing Technology (SID) confirmed the quality of the "Vettters Supman" in a print and fold test. The folder in particular delivered far better results when it came to folding tolerances after the overhaul than the data promised by a brand-new Octoman. Today the press is operated via a cutting-edge touch screen and software from PHS. Timo Valentin, head of the PHS site in Plauen, is pleased with the outcome: "With this project we were able to show how a seemingly exotic project can be implemented cost-effectively and quickly with the right know-how."

### PHS: a general contractor

"Numerous project discussions and workshops took place," says Harald Klein, head of system service at PHS - this was how intensive the cooperation with Vettters on the Supman project was over months. "Until the end of 2015 we were not really a press manufac-



**A great team:  
Jürgen Vettters (r),  
Druckerei Vettters,  
and Harald Klein,  
PrintHouse-  
Service**

turer," he admits, "but 'just' a service provider. This project required a lot more."

Further specialists were involved. Christian Göbel and his company Ideego developed a "Vortex" blanket washer for the special geometry of the Supra printing units, as a prerequisite for economical production with the lowest possible downtimes. The automation systems for the Supman were supplied by Q.I. Press Controls. "First and foremost, our intention was to meet the increased quality requirements," says plant manager Gerd Helwig. "But our employees can now operate the presses much more effectively thanks to the QIPC systems."

### Modifications during operation

Jürgen Vettters considers his project to be groundbreaking: "Something like this is feasible and will become increasingly important in the future since there are hardly any press manufacturers left and presses like the ones we need are no longer being built." The assurance from PHS that the press only had to be down for a very short time on a few weekends was extremely important for the Saxon company. Otherwise, the project was completed "almost without downtime". Harald Klein: "The new control system was built in parallel, tested section by section and then implemented. We had determined at an early stage exactly the days on which we could access the press for work." It is also not just a question of the costs of such a project. Vettters: "I have orders that have to be done. If not, I lose my customers."

This was not the first project under such conditions for PHS. It's common practice in newspaper companies. The machinery must be running at night. It can be rebuilt and tested until late afternoon. The test result is decisive: Does it work? Or does it have to be dismantled?

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From simple to even simpler

# Inkjet printers, hand-held scanners and code-M software boost production diversity

Cost pressure in companies, especially in production, is increasing. At the same time, the variety of products is growing. Koenig & Bauer Coding's modular software suite code-M for efficient product coding helps to reduce costs and simplifies individual design options.

Contactless alphaJET continuous inkjet printers mark products with dates, text, marking lines or complex barcodes. Each printer can be controlled directly from the control panel.

Once production lines are networked, operations involving manual printer handling often are limited. Frequently changing product jobs can cause additional errors in manual operation and control. Typing mistakes or incorrect configuration can lead to unpleasant consequences. For many years now, Koenig & Bauer Coding has been simplifying the optimisation of production processes by integrating a hand-held scanner. The code-M software suite complements the increasing networking

of production within the context of Industry 4.0 and enables rapid adaptation to new trends. Thanks to its integration into the company network, job order preparation and production planning have direct access to the coding systems in operation. The seamless integration of code-M is possible for the latest generation of alphaJET printers, as well as for new or existing systems.

## **HEW-Kabel specialises in superior cables and lines**

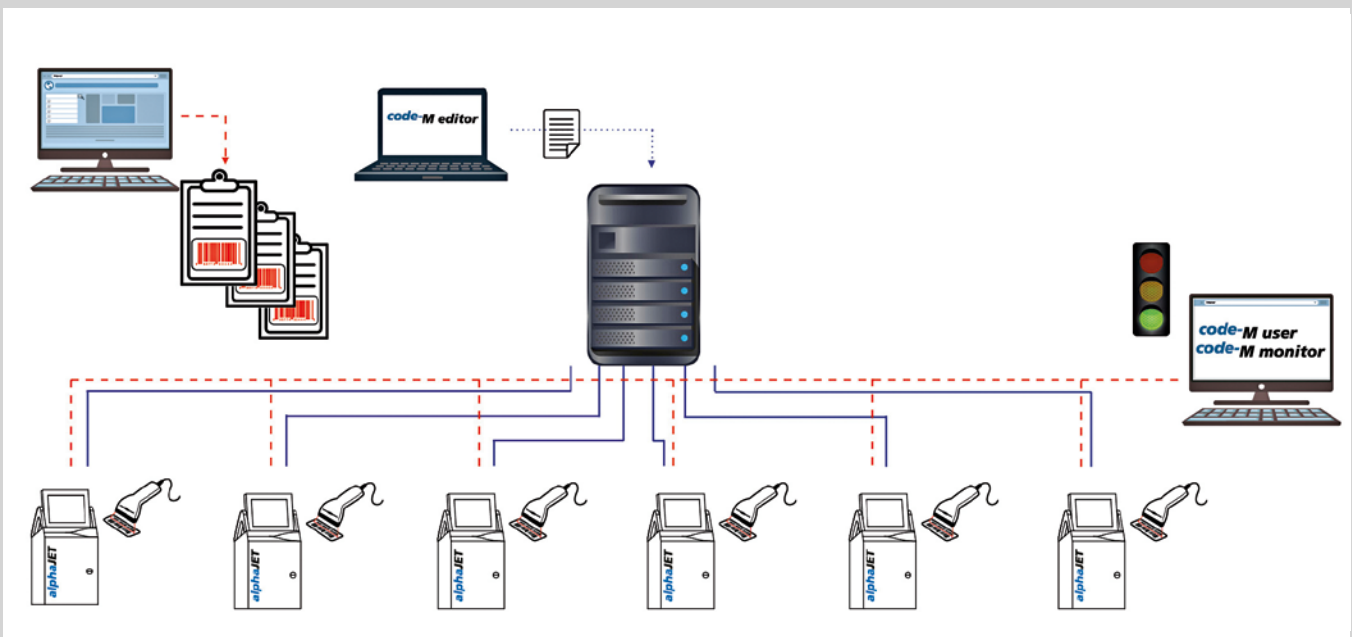
With over 350 employees in R&D, production and sales, HEW-KABEL in Wipperfürth, Germany, develops and produces customised cables and wires for customers in Germany and worldwide. Its customers include companies in

the automotive industry, medical technology sector and robotics, as well as in control technology and energy mechanical engineering.

Over a period of more than 50 years, the company has developed numerous cable solutions with material expertise and an especially wide range of production activities.

All HEW-KABEL's products and processes are geared towards fulfilling stringent requirements and consistently manufacturing suitable products with a high degree of precision from its wide product range.

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### 01 Extensive product portfolio

HEW has integrated more than 25 alphaJET continuous inkjet printers in several production lines for marking a wide variety of cables and wires. Depending on the ink required, the inkjet printers in the lines are exchanged and configured vis-à-vis at the device. Over time the inkjet printers were set up in an individual and unclear manner. This is a potential source of errors which needs to be eliminated.

### 02 Centralise, please

Apart from the production line and printers, **code-M editor** now makes it possible to use a PC to create the print text centrally. These are then stored on the server computer. All alphaJET printers are connected to the server via Ethernet; and are updated with the latest text every 5 minutes. Furthermore, the production order from production planning carries a barcode. By scanning the barcode, the operator activates the job and the correct configuration and text is loaded directly onto the alphaJET.

### 03 Simple networking

Sources of errors were eliminated by networking the alphaJETs through a central server, and by using a hand scanner to activate the print jobs. The status of the printers is monitored centrally with the **code-M monitor** software which runs on a PC. A single glance is all it takes to see whether the printer is ready for printing, whether, for example, the printing head flap is open or if ink needs to be refilled. All of the printers can be operated centrally via **code-M user**. The identical user interface of the printer appears on the PC screen.



*“We are very satisfied with our inkjet printers. We are currently updating the alphaJET C series with the new generation of alphaJETs.”*

*“Code-M software allows us to react even faster to the individual wishes of our customers. Central inkjet printer management makes a significant contribution to reducing costs.”*

Lisa Tintelnot, technical purchaser at HEW-KABEL



After-Sales & Service: a key element for industrial companies

# Trust with a plan

Today companies are characterised by the continuous change in their target markets and the requirements associated with their own activities need to be constantly adapted.

Gone are the days when after-sales & service played the role in a customer service department which merely had to sort out problems. Preventive maintenance of production facilities reduces malfunctions and prevents emergency situations. It also increases a system's service life. Regular servicing and maintenance activities

preventively secure the reliability of production, improve the satisfaction levels of operative employees and sustainably strengthen customer loyalty.

Qualified personnel make it possible for companies to independently carry out as many machine servicing operations as possible.

Predictive maintenance enables companies to predict the ideal point in time for repairs or device replacements in advance. Predictability saves time and money.

### Custom-made cables connect our world

The number of different cable solutions is very large indeed. Individual customer support goes hand-in-hand with HEW-KABEL's longstanding experience and extensive service portfolio. The company's internal processes are subject to the highest demands in terms of quality management.

**Iris Klühspies**  
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*“Our highly qualified, dedicated employees from the production department make it possible for us to respond to our clients' special wishes in a speedy, flexible and often creative manner.”*

Lisa Tintelnot, technical purchaser at HEW-KABEL

## 01 Unlocking opportunities

Changes to operating and maintenance personnel have been made over the years during which the company has operated 26 continuous alpha-JET inkjet printers using pigmented and non-pigmented inks to carry out marking tasks. Although knowledge has been transferred from employee to employee, naturally some know-how and skills have been lost. This has resulted in more frequent production disruptions which could only be rectified with the help of telephone support from the helpdesk/hotline or by way of short maintenance visits carried out by Koenig & Bauer Coding.

## 02 Solution with potential

HEW-KABEL attaches great importance to qualified employees, and considers this to be a contributing factor to its success. In 2015, the new operating personnel participated in the adapted USER operator training programme at Koenig & Bauer Coding. In addition, the OPERATE training programme provided the technical personnel with training pertaining to maintenance and repairs. Furthermore, all marking systems are serviced and checked regularly; this is done in a manner that is both predictable and calculable (thanks to maintenance contracts) and regularly-scheduled refresher training sessions allow the employees to build on their knowledge.

## 03 Satisfying conclusion

The attractive conditions in the maintenance contracts and plannable maintenance dates regarding the inkjet printers demonstrably contribute to making the company more successful. The dedicated production personnel can once again concentrate on the company's core business. Special customer requirements are once again being fulfilled in a bold and creative manner. Moreover, cable marking is no longer a production bottleneck. The maintenance appointments are used as an opportunity to exchange views with Koenig & Bauer Coding's service technicians.



Digital printing makes it possible

## Trend – Personalisation and individuality

The importance of individualised products has increased noticeably in recent years. People strive to stand out from the crowd, to be unique, and like to underline this 'lifestyle' with equally personalised unique products.

Digital printing concepts are particularly useful in the drinking glass sector. There are examples of this in almost every segment - be it the printers of decorated drinking glass who uses the advantages of inkjet printing in conjunction with a digital web shop and a corresponding workflow, the contract printer who wants to expand his finishing spectrum, or the glassworks. Demand for personalised and customised products is very high.

The innovative digital printing process makes it possible to decorate hollow objects exactly according to these requirements. Photore-

alistic motifs, small batch sizes and changeover times have so far presented print decorators with an economic challenge.

### Digital printing is the solution

However, contactless printing has other advantages. Demanding product shapes with de- or embossing as well as concave articles can only be partially finished with conventional printing processes. Digital inkjet printing, on the other hand, can easily decorate such areas on the object.

Koenig & Bauer Kammann offers two machine concepts in connection with the digital printing pro-

cess in order to optimally cover different customer requirements: The K15 series, a rotary system for greater output and more flexible configurations, and the K20 linear system, which has been on the market since 2016. The K20 series consists of the K21, which is equipped with an article holder that moves to the individual pre-treatment, printing or drying stations, and the K22, which is equipped with an additional article holder to significantly increase output.

Koenig & Bauer Kammann has successfully placed numerous digital presses and hybrid systems for a wide range of materials and applications on the market.

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# Successful Print4All for Koenig & Bauer

Print4All in Milan was a big success for Koenig & Bauer. The world's oldest printing press manufacturer has not only presented itself as a reliable technology supplier, but also as a strong partner for the future.



Koenig & Bauer manned a stand measuring almost 300m<sup>2</sup> at Print4All from 29 May to 1 June. Information on Koenig & Bauer's wide range of products, from Sheetfed and Flexotecnica to Iberica die-cutting technology, rounded off the world's oldest press manufacturer's exhibition stand. Print4All was held for the first time as a merger of the Converflex, Grafitalia and In-printing trade fairs. Customers from the commercial, editorial and industrial printing segments were addressed. The new format offered visitors the opportunity to find out about latest developments in the graphic arts industry at the exhibition and associated conferences. The fair also offered the opportunity to introduce two new CEOs, Dr Peter Lechner at Koenig & Bauer Flexotecnica and Peter Andrich at KBA-Italia.

The "Active Corner" presented existing service offerings that are already successfully used in web offset. These products are now also available from Koenig & Bauer Flexotecnica. For example, it was shown how Augmented Reality, can eliminate possible press malfunctions more quickly with the aid of data glasses. The glasses enable specialists at Koenig & Bauer to track the customer's service technician in real time and help to correct any errors quickly. In addition, a number of new integrated solutions to reduce make-ready and waste were presented –

as well as further optimizations to improve quality and reduce energy consumption.

Sheetfed offset users were able to find out about Koenig & Bauer's wide range of reactive, proactive and connective services. This includes inspections and maintenance to avoid production interruptions and to significantly improve the availability, quality and performance of the press. The use of original spare parts also contributes to increasing the performance and availability of the technology. Samples were shown on the stand.

**Established and new service offerings were presented in the Koenig & Bauer Flexotecnica "Active Corner" at Print4All**

**Successful Print4All for Koenig & Bauer**

Koenig & Bauer also offers PPS and MIS systems for end-to-end digital workflows in printshops. Rapida LiveApps allow sheetfed offset presses to be controlled via smartphones and tablets. They also have a convenient maintenance manager and warehouse management with batch tracking. The networking of the presses with the manufacturer's plant also opens up a range of connected services for increasing efficiency. These include Visual PressSupport for extending remote maintenance (see article on pages 14/15) and Performance Reports, with which printing companies can anonymously compare the performance of their presses with similar technology.

Today it is more important than ever to automate the processes of the production chain in order to fully exploit the potential of technology. This is the only way to increase the company's productivity and competitiveness.

Koenig & Bauer's fully automated presses are further enhanced by new applications – autonomous printing of commercial products, short runs or multiple signatures and printing in various languages. The stand staff also provided information on the Ipress and Optima series flatbed die-cutters in formats 106 and 144 from KBA-Iberica.

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# Koenig & Bauer and hubergroup cooperate on conventional sheetfed offset inks

Koenig & Bauer recommends the use of conventional sheetfed offset inks from hubergroup for its high-performance Rapida presses. Both companies have entered a strategic partnership. The aim of this global partnership is to offer joint users the ideal complete service and quality package. The inks bearing the “Recommended by Koenig & Bauer” quality seal are available from the hubergroup sales network.



Rapida users applying hubergroup inks benefit from Koenig & Bauer's experience with these inks. Both partners will constantly check and optimize this package to meet changing market requirements. The result is consistent, repeatable and high quality print products. Process standardisation achieves a new quality.

Dirk Winkler, head of printing at Koenig & Bauer Sheetfed, says: “I see particular strengths in the optimum starting performance

and stable ink-water balance. In addition, the combination of press and ink is characterised by very good colour brilliance and high print contrast, a smooth printing and excellent printing of solids. However, the cooperation in the development of new ink systems and their standardization and, of course, the joint support of users, e.g. in the field of food packaging, is crucial.”

**The team from hubergroup Germany and Koenig & Bauer as part of a joint workshop on an eight-colour Rapida 106**

Thomas Kleps, head of sales Europe at hubergroup, emphasizes the advantages this partnership brings to printshops: “Our customers have always appreciated hubergroup's special service in application technology and process optimisation. The close cooperation with Koenig & Bauer will further expand this know-how and directly benefit our joint customers in the area of business development. All segments of sheetfed offset printing worldwide - be it commercial, packaging, food packaging or labels - are guaranteed the same high quality of the standard and spot colour series.”

As with other strategic partners, Koenig & Bauer Sheetfed works with hubergroup on a global scale in the areas of sales, customer training and product development. In addition, the experts from both companies exchange views in regular strategy workshops.

**Conventional printing inks from hubergroup - recommended for Rapida sheetfed offset presses**

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## S.E.M. and Koenig & Bauer enter alliance

Koenig & Bauer is expanding its product portfolio in response to service business expansions and strong customer demand. In cooperation with **S.E.M. Servicegesellschaft**, the press manufacturer will offer almost all services concerning printing presses to customers in the future. "We have worked well and successfully with S.E.M. in the past and building on this partnership was the next logical step. Our customers want the opportunity to have one contact person for their entire printshop. We can now offer this together with S.E.M.," says Thomas Potzkai, head of service at Koenig & Bauer. This alliance is geared towards longer-term commitment. Achim Trenkner, managing director of S.E.M. Servicegesellschaft: "The goal of our alliance is clear – we want to work the market proactively together,



**After signing the partnership agreement (l-r): Janos Györösi, operations manager S.E.M. Servicegesellschaft; Thomas Bergmann, head of service management Koenig & Bauer Digital & Webfed; Achim Trenkner, CEO S.E.M. Servicegesellschaft; Thomas Potzkai, head of service and project management; Michael Braun, contract management both Koenig & Bauer Digital & Webfed; Tim Arnheiter, CEO S.E.M. Servicegesellschaft**

with services ranging from general upkeep, maintenance and technical press cleaning. Together we now

see ourselves as a full-service provider." The fields of activity of both companies are clearly separated from each other and complement each other in an ideal way.

### **S.E.M.: Electrical engineering - mechanics – maintenance**

S.E.M. Servicegesellschaft für Elektrik und Mechanik was founded in Ludwigshafen, Germany, in 1979. The company expanded beyond Ludwigshafen for the first time in 2006. It won jobs in Bremerhaven, Crailsheim, Minden, Darmstadt, Regensburg and many other German cities. In the meantime, S.E.M. has developed into a nationwide company with almost 300 employees and several locations. The company offers maintenance, electrotechnical installations in the industrial and commercial sector as well as technical machine cleaning.

## Peter Andrich takes over the reins at KBA-Italia

Peter Andrich (52) took over the management of **KBA-Italia** in Lainate near Milan with effect from May 2018. In his new position, he is responsible for sales, marketing and service for Koenig & Bauer's web and sheetfed portfolio in the Italian market. He made his professional debut for Koenig & Bauer at the Print4All trade fair in Milan from 29 May to 1 June, where KBA-Italia had an information stand.

Peter Andrich has more than 20 years of sales and management experience in the packaging industry and six years in the printing industry. Most recently, he served as president and CEO of Polytype

America Corp. and president of S-Qbism, a company that continued Polytype's digital inkjet business separately. Besides German, he speaks fluent English, Italian and French as well as some Chinese. In addition, he brings broad technical, commercial and business knowledge from his management positions with him to his new role.

KBA-Italia was founded in 1995 as a subsidiary of Koenig & Bauer. The professional support of the traditionally very strong Italian market for web and sheetfed presses is in the hands of 30 employees. One of the outstanding competencies of Koenig & Bauer's Ital-

**Peter Andrich (52) has been CEO of KBA-Italia since May**



ian sales and service subsidiary is the promising packaging market. New to the portfolio are finishing systems such as the Rapida RDC 106 rotary die cutter and die-cutting technology from KBA-Iberica. KBA-Italia made a successful start to 2018 with the sale and delivery of several large-format Rapida presses to Italian commercial, book and packaging producers.

# Management change at Koenig & Bauer Flexotecnica



**Dr Peter Lechner has been at the helm of Koenig & Bauer Flexotecnica as new CEO since May**

Dr Peter Lechner is the new CEO at **Koenig & Bauer Flexotecnica**. As planned, he takes over from Christoph Müller, who moves to the company's supervisory board as chairman. "Peter Lechner has many years of experience in the

field of flexible packaging. He will continue to lead Flexotecnica on its positive path and achieve our ambitious goals," says Christoph Müller, Flexotecnica supervisory board chairman and member of the executive board at Koenig & Bauer. Peter Lechner previously held leading positions at companies in Germany, the USA and the Czech Republic. In the coming years Flexotecnica will focus on making the best possible use of Koenig & Bauer's strong service and sales network and even expanding its flexible packaging activities. The cooperation between the various business units at Koenig & Bauer has already proved its worth. Peter Lechner, CEO at Koenig & Bauer Flexotecnica: "Our order books are full. This year a raft of presses we have sold will go into

operation worldwide. Especially in the field of flexible packaging, our Evo series is in great demand."

## **A strong team in Tavazzano**

Flexotecnica has improved the technological level of its presses over the past 18 months and now its existing product portfolio is expected to be expanded. A new press is to be launched by the end of this year. "I think we have a very strong team at Flexotecnica. The goal is, of course, to use these prerequisites in order to be able to implement the planned growth in the market," says Lechner. Flexo printing is growing at an average rate of four to five percent worldwide, and in some regions even faster. Increasing print quality, based on mature prepress and press technology, plays a key role here.

# Cartotecnica CBC fires up Rapida 105 PRO

**Cartotecnica CBC** in Turin, Italy, has been active in the graphic arts industry since 1985 with a wide range of products from folding boxes to displays and signs.

Giuseppe Berruto, Mauro Bianco and Roberto Curto, from the families of the company's three owners, explain: "We are packaging producers and offer our customers a complete and professional service through the use of suitable technology and qualified personnel." We supply to numerous established brands in the food and non-food sectors. In the latter, mainly packaging for the cosmetics and pharmaceutical industry. The company has recently obtained FSC certification

for environmentally friendly production.

At the end of 2017 the Berruto, Bianco and Curto families decided to add a new Rapida 105 PRO



**From left to right: Roberto Curto, Mauro Bianco and Giuseppe Berruto, including Lorenzo Berruto, Stefania Curto and Manuel Bianco (in front, l-r) are proud of their Rapida 105 PRO**

with seven printing units and coater to the six-colour Rapida 105 with coating equipment installed in 2009, with delivery extension and raised by 450mm (17.7in). The press, which was fired up in June, is equipped with board-handling equipment, automatic plate changing, ErgoTronic ColorControl colour measurement and control according to LAB values. In addition, LogoTronic Professional is used for continuous digital communication with MIS and prepress.

Thanks to modern equipment, CBC is able to offer comprehensive services to the most demanding customers: from development and production to delivery of the finished product.



**High commendation for the company's commitment to vocational education: Koenig & Bauer president and CEO Claus Bolza-Schünemann (left) and vocational school director Reinhard Munz (2<sup>nd</sup> left) receive a certificate of honour from the Würzburg-Schweinfurt Chamber of Industry and Commerce (IHK) on the occasion of the school's 150<sup>th</sup> anniversary from Otto Kirchner, president of IHK district (2<sup>nd</sup> right), and Max Martin Deinhard, deputy managing director of IHK district**



## Koenig & Bauer on-site vocational school celebrates 150 years

Koenig & Bauer celebrates two big birthdays barely a year apart: the company celebrated its 200<sup>th</sup> jubilee less than a year ago and the 150<sup>th</sup> anniversary of its on-site vocational training school followed this year in the summer of 2018. Employees, apprentices and a raft of VIPs and visitors celebrated the company's very own "talent forge" in July.

Founded in 1868, the "Factory Training School" laid the foundations for a successful model that has proven itself to this day: dual vocational training. CEO Claus Bolza-Schünemann proudly referred to the tradition of the world's oldest vocational school in his speech at the ceremony on 6 July 2018: "After setting up the printing press factory in the secularised Oberzell monastery, Koenig & Bauer took on another pioneering role," said Bolza-Schünemann in his welcoming address to the some 200 guests. After all, the region around Würzburg in the early 19th century was mainly characterised by wine making, a modern division of labour in the sense of industrialisation was unthinkable. The logical consequence for Friedrich Koenig, the founder's son, was the creation of an on-site vocational school in which the company was to provide unskilled employees with professional qualifications.

As a state-approved private school, the vocational training school is now responsible for the qualification of 120 apprentices. Since its foundation, well over 7,000 people

have taken the first steps in their professional careers here. Trainees can learn five technical professions at Koenig & Bauer, while the vocational training school is also a partner for dual students. With a 100 percent takeover rate, it not only secures the next generation of skilled workers, but is also a testament to Koenig & Bauer's attractiveness as an employer in the region.

At the ceremony in the demo centre in Würzburg, Lower Franconia's district president Dr Paul Beinhofer paid tribute to the vocational school as a testimony to social innovation with which



**Recognition of the vocational school's long history: 200 special guests, employees and trainees attend the anniversary ceremony**

Koenig & Bauer was far ahead of its time in the 19<sup>th</sup> century. Dr. Eberhard Sasse, president of the Bavarian Chamber of Industry and Commerce (BIHK), also underlined its pioneering achievements in the field of training: "They have done what sets Koenig & Bauer apart: They looked at a problem and developed a visionary solution." CEO Claus Bolza-Schünemann accepted the honorary certificate awarded by the Chamber of Industry and Commerce Würzburg-Schweinfurt on behalf of the 150<sup>th</sup> anniversary of the vocational school.

Today the on-site vocational training school in Würzburg guarantees the high-quality training of skilled workers. The proximity to production and development ensures a sustained innovation dynamic already in the school environment. With the most modern machines and didactic methods, it is ideally equipped for the age of digitalisation - true to the motto of the anniversary: 150 years young.

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# Fairs & Dates

09 Oct. - 11 Oct. 2018

## World Publishing Expo

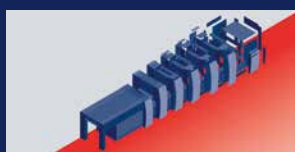
Koenig & Bauer Digital & Webfed,  
Messe Berlin, Germany



10 Oct. - 14 Oct. 2018

## Built for your needs. The B2 presses.

Koenig & Bauer Sheetfed,  
Radebeul, Germany



10 Oct. - 11 Oct. 2018

## Canmaker Summit

Koenig & Bauer MetalPrint,  
Venice, Italy



23 Oct. - 26 Oct. 2018

## Glasstec

Koenig & Bauer Kammann,  
Messe Düsseldorf, Germany



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