

April 2019

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Report



"Be part of Koenig & Bauer 4.0"

Coding becomes intelligent

Pages 54-55

Did you know that ...

2,695

billion dollars

represents the volume of the worldwide print market – twice that of the pharmaceuticals market.

180

new magazine titles

were published on the German market in the last two years.

in Germany alone, over

1.5

billion consumer magazines are sold every year.

Dear business partners and customers of the Koenig & Bauer Group,



Last year, 2018, was another successful year. We would like to thank you for your many orders for presses, additional equipment and maintenance work, as well as for your ideas and the challenges you set us. As digitisation continues, we were able to further expand our online services. Our spare parts webshop, which has already been rolled out across a large proportion of the group, has been exceedingly well received by users, has boosted delivery volumes and has improved especially the speed and tracking of parts flows.

Further progress has been made with the introduction of SAP S4 Hana. The almost inevitable difficulties when converting a complex ERP system have resulted in a few delivery problems, some of which have also affected you, our valued customers. We would like to apologise for any inconvenience and ask for your understanding! In addition to these 'home-made' bottlenecks, our robust business situation also led to delays on the part of numerous suppliers, again impacting our ability to deliver on schedule. Through modifications to our ordering, manufacturing and assembly processes, however, we have done everything in our power to be a reliable partner.

Besides various operational improvements and optimisation measures, the Koenig & Bauer Group has taken further strategic steps towards establishing an all-embracing product portfolio. Continuing the purposeful expansion of our activities in the field of folding cartons, we acquired a majority stake in Istanbul-based manufacturer Duran Machinery at the beginning of December 2018. The company which will in future trade under the name Koenig & Bauer Duran is an acknowledged specialist for folder-glueers – after printing and die-cutting, the final stage in the production of folding cartons.

Similarly in December, a letter of intent was signed between Koenig & Bauer AG and Durst Fototech-

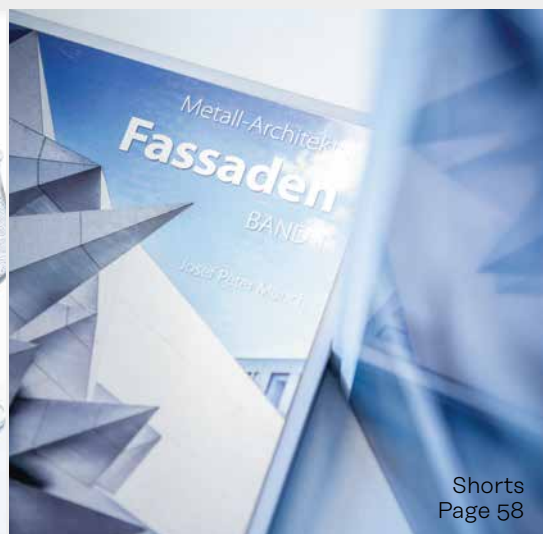
nik AG from Brixen, Italy. The future joint venture is to assume responsibility for the development, integration, manufacturing and worldwide distribution of water-based single-pass digital presses for folding carton and corrugated board printing. The first activities are already planned for the second quarter of 2019.

Following successful in-house testing in Würzburg, Koenig & Bauer has now delivered the first CorruJET digital press for post-printing on corrugated board. Parallel to this customer installation, another press designed specifically for the corrugated board industry, the 2.8-metre-wide flexo press CorruCUT, is being assembled at the factory. The flat-bed die-cutters produced by Koenig & Bauer Iberica have also experienced continuous further improvement. Paired with the practice-proven feeders used by the Rapida series, the first machines have given impressive proof of their performance capabilities and we are delighted at the growing number of satisfied customers!

Yours,

Claus Bolza-Schünemann

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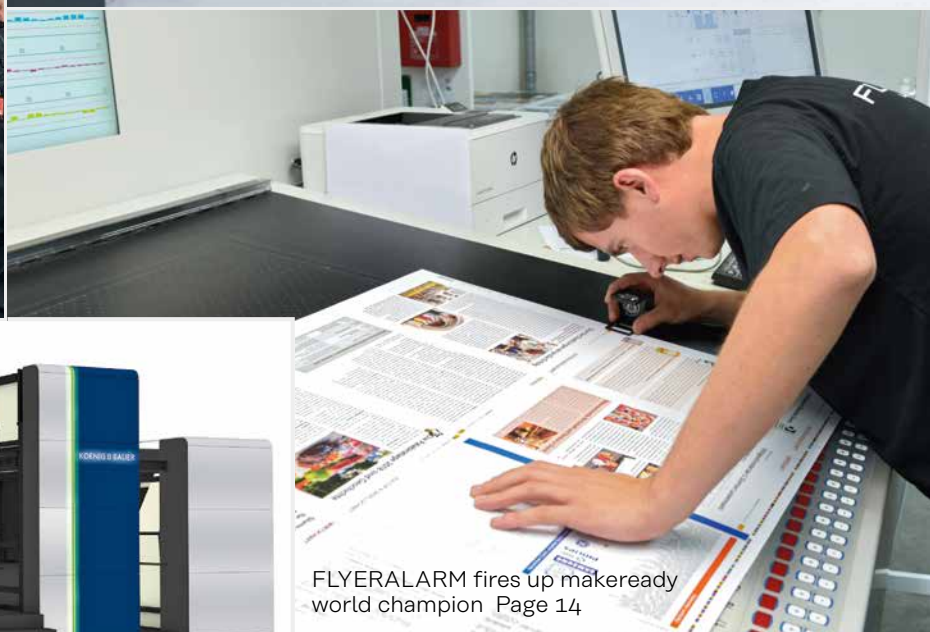
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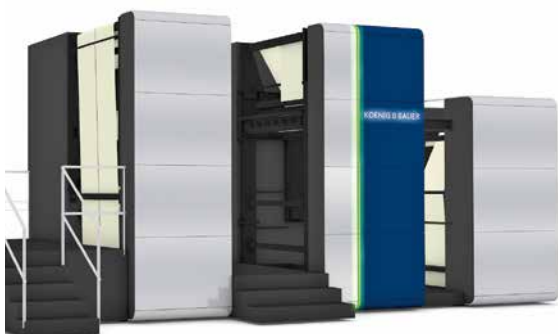
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Report

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Koenig & Bauer starts a new image campaign

We print your world

Over a year has now passed since Koenig & Bauer initiated a branch relaunch on the occasion of its 200-year anniversary. The most visible element was the return from the abstract abbreviation KBA to the names of the two company founders: Koenig & Bauer.

The ampersand which links the two parts of the name also serves to transport values which characterise the company: Tradition & Innovation, Approachability & Professionalism, Inks & Substrates. And there is hardly any substrate on which Koenig & Bauer is unable to print. From banknotes, via board, film, metal and glass packaging, through to book, display, coding, magazine, advertising and newspaper printing – products which can be printed on machines from Koenig & Bauer accompany us at every stage of our daily lives.

There are probably few people who take the time to think about all the different products which we encounter in printed form. Even though the diversity of substrates is actually quite fascinating. For Koenig & Bauer itself, for our customers and for their customers. Print is about more than just a printed product. Print means immersing ourselves in brand worlds, extends the shopping experience to embrace also the packaging, conveys notions of value and luxury, stands for aesthetics and creativity, arouses emotions, or simply makes our life easier.

With our image campaign “We print your world”, we would like to draw attention to the added value attributable to print. Under the overarching brand name Koenig & Bauer, we offer our customers the full spectrum of solutions for production on the most varied substrates. Our message: The world of print is fascinating – not only for Koenig

& Bauer, but in fact for the whole branch and its customers.

This world naturally includes also die-cutting, coding, customer services, consumables and finishing as inherent aspects of the print industry. We are communicating on the image level, and so we can take the liberty of being more abstract and universal.

We bring inks and substrates together, enabling creation of a boundless variety of printed products. And we have been doing so for over 200 years now. Because print makes the world what it is! Your world and ours!

The brand relaunch has changed not only the logo. In the meantime, the abbreviation KBA has disappeared from most of our company names. We have earned numerous awards for the new product design and our communication measures. The latest honour is the renowned iF DESIGN AWARD, which we received on 15th March for the VariJET press.

You have probably noticed that this magazine, too, has been treated to a more modern and now “airy” appearance. The new layout is part of our plan to place applications – and thus you, our customers – in the foreground. We hope you like it.

Dagmar Ringel
dagmar.ringel@koenig-bauer.com

**The iF DESIGN AWARD
was presented to Koenig &
Bauer for the VariJET
press on 15th March**



KOENIG & BAUER

We print
your world



We combine inks and substrates,
enabling creation of a boundless variety of
printed products. For over 200 years now.
Because printing is our world.

koenig-bauer.com

we're on it.

Ralf Sammeck on strategies relating to commercial and packaging printing, digitisation and service

One year until drupa

There is a little over a year to go until the branch comes together at drupa in Düsseldorf. Preparations for the flagship international trade fair of the print industry are gathering speed. To learn more about the strategies being pursued in the sheetfed division in the run-up to the fair and beyond, as well as the new products and services which await our users, we spoke with Ralf Sammeck, CEO of Koenig & Bauer Sheetfed and member of the Koenig & Bauer management board.



Report: Preparations for drupa are under way. What impetus can we expect from the branch's flagship trade fair next year?

Ralf Sammeck: My feeling is that the next drupa will be the most exciting ever. We have seen some fantastic further developments over the past four years. That includes key areas such as digitisation and service, where we want to present the latest outcomes to our customers. At the same time, we will be presenting an embodiment of the packaging strategy which we have adopted – the whole process from printing via die-cutting to folding and gluing, as a live experience. All these steps can be handled by machines from Koenig & Bauer. We aim to be an important one-stop partner, with integrated solutions geared to boosting the profitability of our customers.

Report: Let us remain with packaging: Recent company acquisitions have changed the overall product spectrum. How are the new product offerings progressing?

Ralf Sammeck: Last year was already a very successful year with Iberica. Turnover has doubled. The rotary die-cutter Rapida RDC 106, which was developed by our engineers in Radebeul, has already convinced many users in the labels segment. And we have also recorded the first installations with folding carton producers. That confirms that, with our new products, we are able to offer our customers highly competitive and highly efficient machines.

The takeover of Duran has also received exceptionally positive feedback from the market. The first machines have already been sold. Duran

Digitisation and service are key elements of the strategy pursued by Koenig & Bauer. At a special event last year, users from all over the world were able to experience this at first hand

supplies customer-tailored equipment and thus fits in extremely well with us. The users welcome the fact that, as a strong supplier for all processes along the folding carton production chain, we can offer them ideal support through a worldwide sales and service organisation.

Another focus is digital print. The recently agreed joint venture with Durst will be one of the highlights of the fair. Visitors can look forward to corresponding products.

Report: Everyone is talking about digital. How do you see the future for offset?

Ralf Sammeck: We are convinced that coming developments in print technology will be realised in combination with digital print. Digital will not simply replace offset, but instead complement it. There is a place for digital print above all in versioning applications such as special promotions and customised or seasonal packaging, as well as for ultra-short runs. Our aim is to meet the quality demands of the customers in their entirety, and to offer them an attractive TCO (Total Cost of Ownership).

As Koenig & Bauer is continuing the development of both technologies – also in combination with the complete workflow for folding carton production – we are the number one supplier for many users. We cover their whole production chain. That is the basis for our vision of technological market leadership, which we have already attained as a leading manufacturer of printing presses, and will also attain for die-cutters and folder-glueers. The first claims in this direction will be staked out at drupa.

Report: How do you assess the current market shares in packaging production?

Ralf Sammeck: It is very pleasing that we have further strengthened our market position in packaging and in large formats: Our market shares are around 75 per cent in large formats and about 45 per cent in packaging. We view that as confirmation that we have struck the right chord in the industry with our automation concepts.


Report: What about commercial printing?

Ralf Sammeck: In the same way as for packaging, we have also gained many new users among industrial commercial printers and have further strengthened our market position. I am thinking about recent deliveries to Druckhaus Mainfranken, or to Rotolitho Lombarda and De Groot. The customers appreciate especially the extremely fast makeready made possible by our dedicated

drive technology, and the minimal start-up waste thanks to our fast measuring systems.

Report: You already mentioned digitisation. How important is this aspect?

Ralf Sammeck: When it comes to digitisation, we are the pioneers in the branch. We are not only driving theoretical developments, but also implementing the first efficient steps in an increasing number of actual projects. The current state of progress will be showcased at our customer events on the subject of Industry 4.0 in May.



"It is so unbelievably exciting at Koenig & Bauer. We have already moved so much with our strategic alignment, and we plan to move much more in the future."

Ralf Sammeck

The first users have already been able to record successes attributable to digitisation. Through evaluations of their own production data together with our remote maintenance specialists, based on a combination of analysis tools, performance reports and benchmarking, they have significantly enhanced the performance of their presses. Predictive maintenance is for us no longer just theory, but already implemented in practice. In future, forthcoming service needs can be identified and planned well in advance, and then realised at a time when there is no critical impact on the user's production. *[Editor's note: See also the following article.]*

Report: How was the business year 2018?

Ralf Sammeck: It was a good year. We can be happy that we are in strong financial form and can thus push forward with the further development of existing and new products, and with our digitisation and service ideas. In this way, we are laying foundations for long-term partnerships on an equal footing with our customers. The proximity to our users is especially important for us. After all, we have realised so many successful developments by working together. Our greatest motivation is to help make our customers successful.



Ralf Sammeck

- Born 1962
- Married
- Father of two children
- Printing engineer
- From 2000:
Assistant vice-president and sales director for digital systems at Koenig & Bauer
- From 2002:
CEO of Koenig & Bauer (US) in Williston/Vermont (USA)
- Since 2007:
Full member of the management board of Koenig & Bauer
- CEO of Koenig & Bauer Sheetfed

Report: To come back to our starting point: Is there any reason for a user to invest in new equipment now rather than waiting for drupa?

Ralf Sammeck: The old impression that design engineers only work from one drupa to the next can certainly be dismissed today. Presses undergo permanent further development also between the trade fairs. Many of the results are new software solutions which, in most cases, can later be incorporated into an existing press as an upgrade. The times in which developments were held back are over, and so there is no need to worry about 'waiting for drupa'. Development is today a continuous process.

Report: Mr. Sammeck, thank you for the interesting conversation.

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360-degree perspective on the user's activities

How digital transformation is leading the world of print into the future

It is not just a technology. It goes beyond the mere offer of remote maintenance for presses. It is a pivot point for the transformation of an entire industry. Digital transformation will alter business processes, produce new service offers, and could even herald a cultural transformation. What is more: It is already happening. And Koenig & Bauer is at the very forefront.

"One essential ingredient for a successful digital transformation is permanent concentration on the customer's perspective. Only if we make our customers successful can we be successful ourselves."

**Thomas Göcke, head of marketing & CRM,
Koenig & Bauer Sheetfed**

Koenig & Bauer has already been using remote maintenance to evaluate press data as the basis for subsequent service work since 1995. In the wake of digital transformation, the communication between users and suppliers will no doubt continue to change dramatically in the future, giving rise to a new customer experience. But digital transformation – or digitalisation as it is sometimes called – is not an end in itself. It is a tool which helps to make users successful – based on technologies which are freely available.

A 360-degree perspective on the user's activities is not a danger. Quite the opposite is true. It uses production data from the press to ensure that printers can work more profitably. Digitalisation and networking today reflect the expectations of the users. They want to know how they can become better and more successful. It is the task of the manufacturer to develop offers around the core product of the printing press to enable these expectations to be met.

Data-driven services for Rapida sheetfed offset presses

More and more examples are emerging to show how user-oriented services can be developed on the basis of press performance data and log files. Performance reports record monthly outputs and present them in clear graphic form. User and manufacturer alike can see at a glance how the press is running, and whether there is scope for improvements in productivity. Benchmarking permits anonymous comparisons with the performance data from equivalent installations at other companies. If performance declines in international comparison, the user and manufacturer can work together on a solution – whether by correcting settings, planning training sessions for the printers or agreeing other relevant support measures. The service staff thus assume the role of a trusted advisor. And it is ever less frequent that they need to come to the press in person

to assist the customer. Their task – in line with customer expectations – is increasingly to generate genuine added value for the customer and to provide assistance relating to the overall process. In this way, they are able to enhance the productivity and availability of the presses and improve performance. And the users are excited by the opportunity to follow how the performance data of their presses shape up in the benchmarking comparisons.

Improved communication in remote maintenance

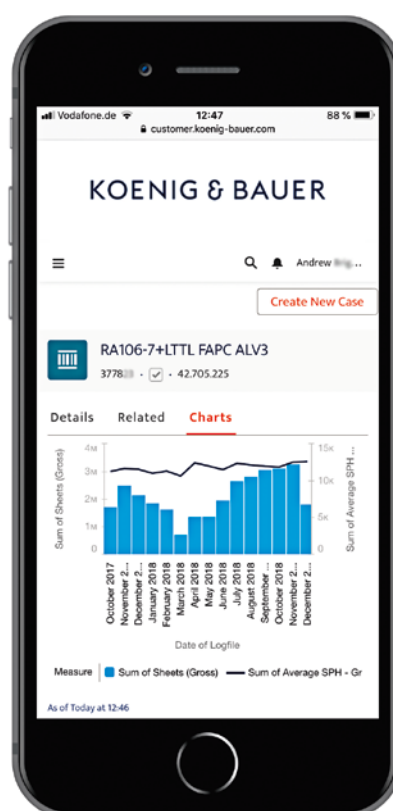
The PressCall function improves communication in case of a call to the remote maintenance hotline. The press of a button on the console suffices to send all the necessary information to the remote maintenance technician – from the serial number of the press and a fault description to the names of the caller and the company. The data exchange is direct and gapless, communication is smoother and a faster overview accelerates processing of the remote maintenance call – and press availability increases as a result.

Already within reach: Predictive maintenance

The objective of predictive service is to avert faults and error states before they actually impact production or, in the worst case, result in downtimes. One simple example: The press settings stored in the programmable controllers (PLCs) are safeguarded

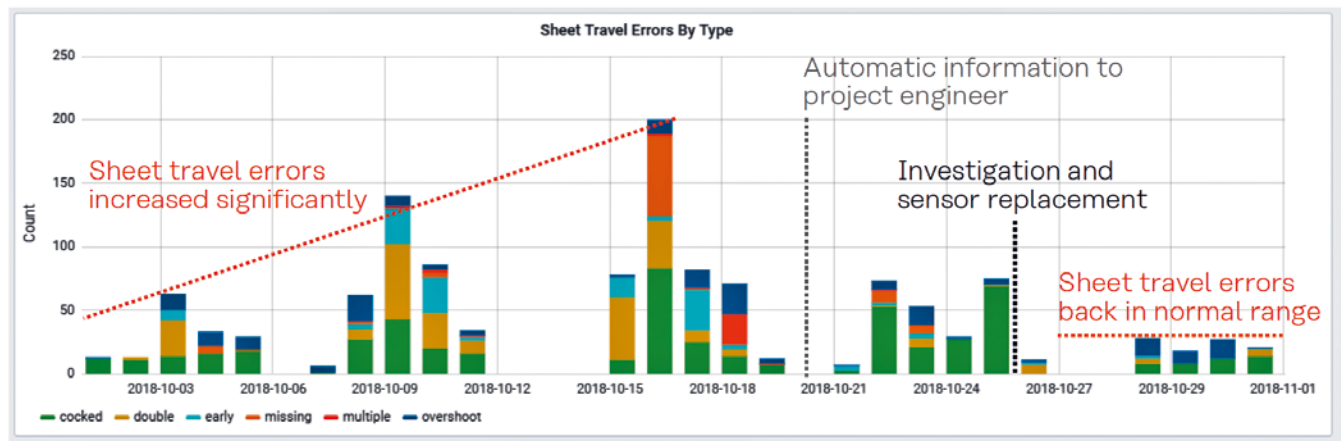
Digitisation, digitalisation, digital transformation

The term 'digitisation' refers in general to the conversion of originally analogue values into digital formats. This is not to be confused with 'digitalisation', the process underlying the wider concept of 'digital transformation'. Digital transformation describes the consistent use of digital technologies and data (both digitised and natively digital) in order to create additional revenue, to improve business, and establish a new business environment with digital information at its core. It leads to the emergence of new habits and needs in both the private and business worlds. Digital transformation embraces social media, big data, cloud services, smart services, the Internet of Things or blockchains, for example – developments which not only accompany, but also influence and change our daily lives.



The customer portal grants users access to essential performance data from their presses. It can be seen clearly here, how the press performance (printed sheets and production speed) is improved after the service visit

Data Analytics



Increase in sheet travel errors relative to the number of sheets printed: The service department receives an automatic message and can plan a visit by a technician together with the user. After this service visit, the press functions as expected once more



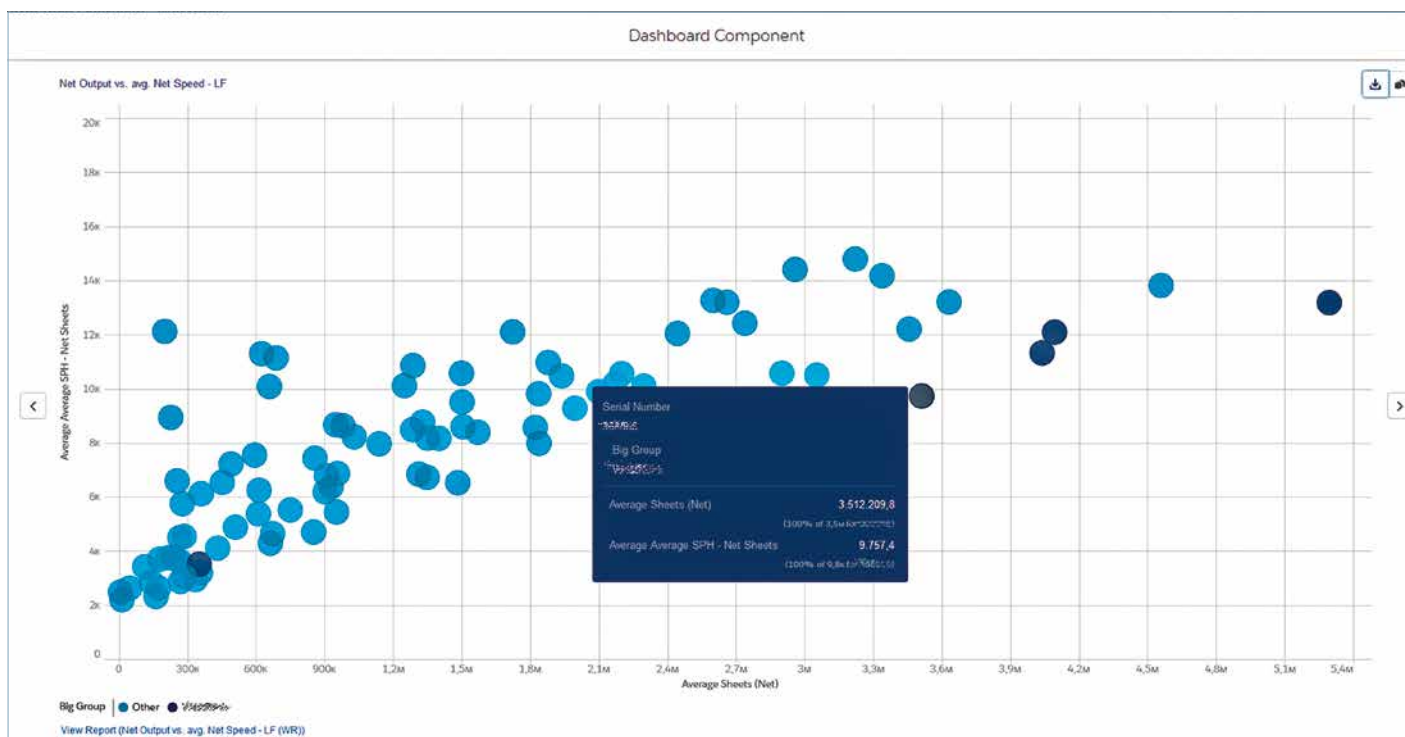
"Today, we can benefit from more than just a classic 360-degree overview. With our knowledge of the customer's performance data, we can even add a further dimension – for a 3D 360-degree perspective. By analysing performance data from the press, we can assess what exactly is happening at which customers. Pairing this with our understanding of the presses and our data-driven services, we can then help them to be faster, more efficient and thus more successful on the market,"

says Thomas Göcke.

by back-up batteries. If a battery fails, these settings will be lost when the press is shut down. Time-consuming efforts to re-enter the data are unavoidable.

If, on the other hand, the press indicates the pending battery failure in good time, this information can be forwarded to the user and an appointment can be made to replace the batteries. An unplanned downtime is averted, and no time must be spent re-entering data.

Predictive maintenance uses measurements, performance data and event messages from the press to recognise forthcoming maintenance requirements. That is one of the important topics which is being addressed within the framework of "Koenig & Bauer 4.0". The challenge is to acquire vast amounts of data and to evaluate these data with high performance and precision. To this end, Empolis Industrial Analytics supplies rule mining and machine learning methods of artificial intelligence, for example artificial ignorance, with which data relating to normal behaviour can be filtered out of the overall data streams. This leaves only data which relate to abnormal behaviour of the press. Unusual circumstances which lead to faults thus become detectable and learnable. If knowledge derived through data science, algorithms and artificial intelligence is combined with the know-how of service technicians and engineers, it becomes possible to predict failures with a high degree of certainty. Subsequently, Koenig & Bauer can plan a corresponding service visit in



Digitisation

Driven by: Technology

Existing processes are digitised

e.g. fax today superseded by e-mail)

Objective: Increased efficiency

Digitalisation / Digital transformation

Driven by: Change

Continuous process of change based on digital technologies

digital technology as the enabler

Objective: New business models, new markets, new culture

Anonymised benchmarks visualise the segment-specific performance of individual customer presses in a point cloud

good time, further optimising the availability of the press and thus enhancing productivity for the customer. The larger the database and the more polished the algorithms used for analysis, the greater the reliability of the predictions derived from the information.

New customer experience

Modern customer relationship management, as implemented at Koenig & Bauer on the basis of the leading CRM platform Salesforce, offers more than just a 360-degree perspective on the user's activities. It provides for transparency in analyses of the market and the installed base, as well as enabling faster response times and greater customer satisfaction. The needs and wishes of the user are placed at the focus of attention. By utilising the digital potential, they become highly profitable and gain new opportunities to distinguish themselves from competitors.

"For us, our CRM platform is not merely a 'system of record', but rather a customer-centric 'system of engagement' – a platform which enables both innovation and communication with our customers via the most varied channels and across all departments."

Thomas Göcke

In the next issue of Koenig & Bauer Report, you can read about how a company can be prepared for digital transformation– and which steps and "ingredients" are necessary to make this digital transformation successful.

Thomas Göcke
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Eight-colour Rapida 106 in operation at top online print provider since spring 2018

FLYERALARM fires up makeready world champion

A Rapida 106 with eight printing units and perfecting for 4-over-4 production came on stream for FLYERALARM at Druckhaus Mainfranken in Marktheidenfeld near Würzburg in April 2018. Standing alongside the company's large-format Rapidas, this is the first 3B press to be installed.



The high-speed press for printing speeds of up to 18,000 sheets per hour was ordered at the end of 2017. It is raised by 225mm (8.9in) and tailored exactly to the needs of the online printing service provider in terms of print spectrum and plate formats. All eight printing plates on the Rapida 106 are changed simultaneously in less than 40 seconds. DriveTronic SPC ensures not only fast plate changes but, together with CleanTronic Synchro, also the simultaneous washing of impression cylinders, blankets and rollers. The Plate Ident feature is furthermore a guarantee for extremely short job changeover times including register setting. The press not only offers high production outputs, but is also the perfect production tool for the frequent and fast job changes which are commonplace in web-to-print business, a segment driven by shorter runs, high quality and very short delivery times.

With run lengths ranging from 100 to approx. 5,000 sheets, the number of sheets printed in the first months of operation was relatively unspectacular. Nevertheless, FLYERALARM Industrial Print's management was impressed by how quickly the press achieved good performance figures

after installation and how quickly the staff, few of whom had previous Rapida knowledge, got used to working with the new press. The total of 9-10,000 plate changes per month, on the other hand, is a clear indication of the market segment in which the Rapida 106 is at home and can show off its strengths. Job changes account for 60 to 70 per cent of production time. "Makeready, makeready, makeready," is how Ulrich Stetter, managing director of Druckhaus Mainfranken, describes the demands placed on the press. "Plus availability and performance," adds Michael Deml, managing director of FLYERALARM Industrial Print.

LED-UV printing for minimal production times

What is more, the new press is equipped with the latest generation of LED-UV dryers. The 4/4-colour printed sheets can be processed straight out of the delivery. The need for storage space is eliminated, throughput times are slashed and customers receive their products faster. The significantly reduced use of powder in printing also reduces cleaning cycles on the finishing machines.

FLYERALARM's production specialists have many years of experience with UV printing in all its

December 2017 (l-r): Rolf Possekel, Koenig & Bauer (DE), Ulrich Stetter, managing director Druckhaus Mainfranken, Reinhard Marschall, managing director Koenig & Bauer (DE), and Christofer Hugel, Koenig & Bauer (DE), sign the purchase contract for the eight-colour Rapida 106

A year later: The Rapida 106 has already been in operation at Druckhaus Mainfranken for over six months. Ulrich Stetter (l), managing director of Druckhaus Mainfranken, and Michael Deml, managing director of FLYER-ALARM Industrial Print, here with Christofer Hugel (r), Koenig & Bauer (DE), are very satisfied with the new press



forms – from classic processes to HR- and LED-UV. All ensure that dry products are processed and delivered – without the need for any coating. There is no abrasion or set-off during transport.

Despite all the automation:
Press operator Karl-Josef Christ checks the register before starting the new job

Some 50 per cent of the production on the Rapida 106 is on uncoated and recycled papers. Other products use matt art papers, various critical

substrates or uncoated board. These are all demanding choices which are very popular on the market. Depending on the job and delivery time, production planning decides whether production is to be carried out using conventional or LED-UV processes. Thanks to coordinated colour profiles, the company is able to deliver practically identical print products regardless of process, press operator or day of the week – even where repeat jobs use different processes.

Highly automated production

Fast measurement and control technology monitors production. QualiTronic ColorControl measures and controls the ink densities on the front and back of the sheet. Intelligent job sequencing, depending on substrate and colour content, also helps to shorten makeready times and reduce waste. The particularly narrow colour bars (only 3mm high) allow optimum utilisation of the substrate area for marketable products. There is hardly any cutting waste. In addition, there are functions such as LiveView and inline register control. The Rapida 106 also features LogoTronic Professional production planning and control software with an integrated JDF interface for data exchange with an MIS and with pre-press.



An automatic ink supply relieves the operators of further routine tasks. Coated ink duct plates (EasyClean) simplify the cleaning of the ink ducts

Makeready, makeready, make-ready: Karl-Josef Christ and Sofie Hetzer load the eight plate-changers with the printing plates for the next job

Below: The eight-colour Rapida 106 is in operation day and night. Pile logistics can be added at a later date as the press is raised



whenever ink changes become necessary.

Printing in medium and large format

Medium-format systems are rather an exception in FLYERALARM's production fleet. "Paper can be printed most efficiently with eight-colour large-format presses," says Ulrich Stetter. "But if you look at the entire process, medium format offers clear advantages for some products." That's why the Rapida 106 came into the company. Druckhaus Mainfranken now has the right technology for every product and can decide in the context of the overall process which format is most economical for production. For example, it can make sense to switch to 3B for complex finishing processes.

Ulrich Stetter and Michael Deml are certain that web-to-print will continue to grow in the coming years. FLYERALARM, too, has its sights set on growth. This will be achieved primarily through expansion of the product portfolio to include cross-media products, new digital services and



offerings in the field of advertising technology and promotional items. In addition, the online printing service provider invests in solid support during the purchasing process. FLYERALARM is one of the first to take on a product whenever it is necessary to produce small runs efficiently and particularly quickly.

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Continued innovation and investment are the keys to success

Calidad Gráfica-Araconsa takes the next step

A portfolio of outstanding products has been one of the constants in the development of Spanish printer Calidad Gráfica-Araconsa. Countless prizes are more than adequate proof of that. After overcoming the past economic crisis, the company has adopted a course of steady investment, most recently in a new Rapida 106 with a raft of cutting-edge features.

Having emerged from the amalgamation of the widely renowned continuous forms specialist Araconsa with two further companies which had built up a reputation as print and pre-press leaders ever since 1990, Calidad Gráfica-Araconsa (CGA) entered the field of packaging printing in 2007. This turned out to be a very clever strategy, as it was possible to develop synergy effects through the interactions of existing print expertise and the growth sector of packaging. This not only secured the survival of the company, but in fact heralded a transition to strong and stable growth. Neither the economic crisis nor the spread of new digital media were able to hold CGA back.

Always on the lookout for added value

Paco Callejo, managing director of CGA, explains: "In 2008 and 2009, we shifted our focus to packaging printing and started to install the necessary machinery and infrastructure. Our growth in the field of packaging is based on a philosophy of innovation and investment, as a means to escape the vicious circle of price-driven competition. Traditionally, the customer asking for a quotation is only interested in the price. But you need to be

ready to propose innovations with added value for his business."

For many years, CGA has been viewed as a pioneer for the print industry in the Aragón region. The company was the first in the country to install CtP technology, the first to use automatic plate changers, and the first to operate sheetfed offset presses with ten printing units. Mention must also be made of the first packaging press for the 100 x 140cm (39.4 x 55.1in) format. With the UV technology from Koenig & Bauer, CGA was able to take an important step in the direction of new products and markets which demand the highest quality and refined finishing on a daily basis. All these investments have helped to establish the company as a market leader.

Proactive from the first moment

Thanks to the boundless know-how of its staff, CGA is able to respond proactively to customer wishes right from the outset of a packaging project. Paco Callejo: "We have installed systems which already facilitate cooperation with our engineers at the early design phase. That is naturally

Left page: Paco Callejo shows displays and packaging designed and produced at CGA

Paco Callejo, managing director of Calidad Gráfica-Araconsa, is proud of his company's modern machinery line-up – here, the new Rapida 106





Above: The printers enjoy working on the new press

CGA is also outwardly a modern packaging company

a continuous learning process, because our objective is to develop together with our customers. Projects geared to maximising added value call for particular dedication on the part of the designers and sales desk staff, in order to find answers to all arising questions. That starts with the packaging design, which must be matched to the needs of industrial production and filling, continues with research into new inks and substrates, and then involves finding an ideal supplier to realise the benefits of a given material combination. We offer the full range of services, including die-cutting, folding, etc."

Diversification and market expansion

CGA serves local markets in the perfumery, cosmetics and food sectors, but also produces for agencies and other small to medium businesses. The company commands a total of 7,500m² (80,000sq.ft) of production floor space. The majority of the work done is short-run premium packaging, with new and one-off projects accounting for around 70 per cent of those jobs.

The diverse product portfolio was also one of the reasons for the investment in a new six-colour Rapida 106 with inline coater and triple-length extended delivery. The new press is set up to use both conventional and UV inks and coatings. This permits greater flexibility in the choice of substrates, as it is now possible to print not only board, but also polyester, PVC, polypropylene and many other interesting materials.

In view of the enormous production quantities demanded in general packaging, CGA has opted to focus on exclusiveness and sophistication. That explains the configuration of the new Rapida. "We needed a press with the capability to deliver a broad spectrum of novel and innovative products," says Paco Callejo.

Quality as a reference

The Rapida 106 possesses integrated quality control systems to ensure sheet-to-sheet colour stability and to realise necessary corrections automatically. Paco Callejo: "Everyone knows that premium packaging is a segment with extremely high quality demands. The appearance of every single product must be identical. Presses based on 10- or 12-year-old technologies without such integrated quality control systems are simply unable to guarantee that."

The company infrastructure ranges from R+D, via pre-press, print, die-cutting, folding and laminating, through to facilities for individual product refinement. Prototypes are developed on digital 3D systems with cutting tables and plotters, so as to provide a realistic impression of the final product. The CGA pre-press department works with CtP systems using the very latest imposition and layout software. And then there is the new Rapida 106 in the press hall. With this equipment base, practically every customer wish can be realised. Die-cutting machines in the 75 x 105cm (29.5 x 41.3in) and 100 x 140cm (39.4 x 55.1in) formats round off the line-up.

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Rapida 106 for Frischmann Druck und Medien

First sheetfed offset press for 50-year-old printing company

"Enhanced performance and more stability in the printing process" were the reasons behind Jürgen Frischmann's decision to purchase a Rapida 106. At the beginning of January, the managing director of Frischmann Druck und Medien visited Koenig & Bauer in Radebeul to learn more about the assembly status of his five-colour coater press. It has since been delivered to the family-run business in Amberg/Germany, where it is the first Koenig & Bauer sheetfed offset press in the company's 50-year history.

With state-of-the-art automation solutions, printing speeds of up to 18,000 sheets per hour and short makeready times, the medium-format press replaces an aging predecessor. The new press is expected to enhance productivity at Frischmann, because the pressroom is already running at maximum capacity in three shifts. "The Rapida 106 will make us more flexible during peak production periods and will streamline our processes," says Jürgen Frischmann. It is to process substrates between 90 and 400g/m² (57-257lbs), including solid bleached sulphate board and other high-quality substrates.

Quality down to the last detail

A host of automation modules ensure maximum performance. QualiTronic ColorControl with PrintCheck for monitoring of the print quality is one of Jürgen Frischmann's most valued features. The reporting functions provide unbroken proof of the print quality. "We can show our customers just how production went," says the managing director.

The latest measuring technology from Koenig & Bauer combines multiple functions: The Rapida 106 for Frischmann Druck und Medien is equipped with systems for colour density control and production monitoring with just one camera system. The press crew is notified if any deviation from the reference parameters is detected. At the same time, a tag inserter marks the waste sheets in the pile. The operators can then sort out flawed sheets before they are passed on to post-press.

DriveTronic SPC changes the printing plates in all five units simultaneously, while Plate Ident adjusts the register before the first print by means of special measuring marks on the printing plates. In addition, the system checks the correct assignment of the printing plates to the units and to the coming print job, and interrupts the makeready

process if any assignment is incorrect. All this shortens makeready times and saves waste.

A non-stop roller rack ensures interruption-free production, and VariDry^{Blue} contributes to environmental protection through energy-saving drying in the delivery and extended delivery.

Continuous growth

Jürgen Frischmann's father founded the company in a disused mine building in 1968. The two-man business gradually developed into a print service provider with 6,000m² (65,000sq.ft) of production space and 80 employees. In 2016, Jürgen Frischmann took over sole management of the company. Five years before that, his son Uli joined the company as general manager. Frischmann Druck und Medien celebrated its 50-year jubilee in 2018. Some 300 guests were invited to the anniversary celebration and could witness the company's potential for themselves. In addition to printing, Frischmann's product portfolio includes additional services such as advertising technology, direct mail and dialogue marketing, software solutions and fulfilment offerings.

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Jürgen Frischmann,
managing director of
Frischmann Druck und
Medien, visits his Rapida
106 in the assembly hall
in Radebeul together with
Christofer Hugel (r) from
the sales department at
Koenig & Bauer (DE); the
press was delivered in
March



Bernholz Packaging takes a new approach to quality assurance with its Rapida 106

As exact as you can get

A new eight-colour Rapida 106 with twin coaters has been in production at Bernholz Packaging in the North German town of Bad Salzuflen since November. It is the second press in this configuration at the company.

Printer Michael Uthoff sets up a cigarette packaging job at the console of the new press



Straight printing with up to eight colours and practically all the finishing variants which can be realised in a double coating process is the core business of packaging specialist Bernholz, an independent company founded almost 100 years ago. After all, its main product line is cigarette packaging, where spot colours dominate alongside the standard four-colour set for the illustrations required by present-day legislation. Bernholz also serves the premium segment of the confectionery industry. Managing director Mark A. Hoffmann: "With a six-colour press, we would simply be too limited in our options."

Gapless sheet inspection

One special feature of the new Rapida 106 is that it incorporates the inline inspection system QualiTronic PDF HighRes. This enables Bernholz to monitor quality to a standard which is normally only required by suppliers of pharmaceuticals and similarly quality-critical products. The reason for such complex quality monitoring lies in the demands which Bernholz customers place in every aspect of their packaging. To meet these demands, also in respect of print quality, it was

deemed essential to employ professional inspection methods.

QualiTronic PDF HighRes compares every printed sheet against a reference generated from the pre-press PDF. Production monitoring is then effected at resolutions up to 290 dpi, right up to the maximum printing speed. Errors in a 6pt Arial font can be detected with ease. To enable flawed sheets or blanks to be sorted out before or during the further processing, each sheet is already marked with a unique code as it leaves the feeder. If an error is detected, the number imprinted by the Sheet Ident inkjet system is entered in an error report, and it is then a simple matter to identify the flawed sheets or blanks for removal before the transfer to post-press.

Increased production capacity to serve additional customers

The latest Rapida 106 is already the fourth at Bernholz and has been installed in a new production hall. An identically equipped Rapida 106 stands in the neighbouring hall, allowing Mark A. Hoffmann and his team to make a direct compar-

Interesting website:
www.bernholz-gmbh.de

ison. The advances in sheetfed offset technology over the course of just a few years are immediately evident: Productivity and output of the new press are much higher. Makeready time has also been reduced to an equally significant extent.

“We bought the press to increase our production capacity,” says Mark A. Hoffmann. The targeted market diversification means expansion into new fields of business, and thus new customers. If they require extensive and sophisticated finishing, for example for packaging for the cosmetics, pharmaceuticals or food industries, Bernholz would be glad to fulfil such wishes. But finishing is not an absolute must, because the company also promises the flexible and cost-effective production of less complicated packaging. And for customers who are additionally concerned about sustainability, Bernholz Packaging is certified to the FSC and PEFC standards.

New sheetfed offset technology, experience with high-quality products and the sheet inspection system are unique selling points which could also be interesting for other customers. A further plus is that Bernholz is able to produce both folding cartons and labels, all thanks to the exceptional substrate flexibility of its two highly versatile Rapidas.

Finishing in all dimensions

With the combination of twin coaters and UV capabilities, practically every conceivable form of finishing can be realised on the two Rapida 106 presses: Primer and UV for matt-gloss effects, soft-touch, sand texture, coloured coatings, metallic effects and many more besides. General manager Oliver Speckmann was very much in favour of a triple-length extended delivery: “The longer time for drying brings a tangible improvement.” After all, total ink coverages continue to increase, the trade-off for the use of food-compliant inks is poorer drying, and the customers are dependent on especially resilient finishes for their ever faster packaging machines.



Managing director Mark A. Hoffmann (centre) and his general managers Torsten Mauk (l) and Oliver Speckmann are more than pleased with the capacity boost from their new eight-colour Rapida 106 with twin coaters

The cigarette industry, in particular, attaches exceptional importance to the design of its packaging. Colour deviations are an absolute no-go, because the packaging is effectively the only vehicle left for advertising – and that with only minimal space available alongside the prescribed shock images and warnings.

After very successful testing on the previous double-coater press, the new Rapida 106 has also been fitted with DuraPrint rollers from Sauer. They were found to be more stable than others and bring the press into colour slightly faster. Good cleaning results are achieved with shorter washing programs and the intervals between individual washing cycles can be extended. These benefits are especially noticeable when working with spot colours.

Comprehensive investment in equipment and technology

Bernholz has always invested strongly in its production facilities. In 2016, for example, new die-cutting machinery was installed. This was followed by a new 600m² (6,500sq.ft) production hall in preparation for the arrival of the Rapida 106 last year. LED lighting ensures perfect illumination in the production areas. The renaissance which began when Mark A. Hoffmann and Reiner Krug took over the company seven years ago has since transformed every aspect of its business.

The company today counts 35 employees, who work in two shifts. Another four employees work at Bernholz Digital Services (pre-press, CtP and digital print), the most recent acquisition by the packaging specialist. With production floor space totalling 7,100m² (76,000sq.ft), the company is situated practically in sight of the motorway and thus in a logistically ideal location.

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Two additional cameras provide for gapless sheet inspection right up to the maximum printing speed. Even the tiniest deviations are detected through comparison with a reference generated from the pre-press PDF



Russian packaging printer on course for further growth

Luxupack goes for the Rapida 105 PRO



The company logo is displayed proudly on the facade of the new Luxupack premises

Board packaging accounts for a large share of print production in Russia, and there are consequently many companies operating in this market segment. A number of them can point to a very interesting past, for example Luxupack in Tver, around 150km from Moscow. The city boasts a high concentration of print companies: Two major book printers, one of the largest private publishing houses, a whole host of packaging printers and smaller commercial businesses.

Alexander Leonov, owner and managing director of Luxupack, is very happy with his new Rapida 105 PRO

Alexander Leonov, the owner of Luxupack, has been active in the print industry for around 20 years. At first, he worked for a company which printed simple board boxes. Later, he decided to found a company of his own together with a number of his colleagues. They began by purchasing a stop cylinder press, cutting machines and various accessories, and in doing so already set the direction of further developments – packaging printing. Step by step, the company expanded by purchasing new equipment. Sheetfed offset presses from what was at that time Planeta added to the quality and colour capabilities. Die-cutting machines and folder-glueers were also installed and the packaging products became better and more complex.

The initially relatively small business gradually developed into an important packaging producer with an ever wider market. Alexander Leonov: “Our customers are spread all over the country. Many are from the major centres such as Moscow, St. Petersburg, Belgorod und Oryol.”

Constant growth

“We are experiencing very strong demand for packaging,” says Leonov, “and we work very quickly. That makes us attractive for our customers.” The first generation of machines has since been upgraded with newer models, and a CtP system from Kodak arrived in 2013. The company then invested in a five-colour Rapida 105 with inline coating. That also marked the entry into UV printing.

The past five years have seen another significant development leap. The volume of packaging produced has tripled, investments were made in post-press and finishing systems, and a new production facility was set up in 2018. At the beginning of 2019, the new location became home to a Rapida 105 PRO. The six-colour press is configured with a coater and extended delivery, and packs a raft of automation features, such as FAPC fully automatic plate changers, non-stop pile changing and inline measuring systems, including QualiTronic PDFCheck. The latter checks every printed sheet against a reference generated on the basis of the pre-press PDF. Alexander Leonov: “That helps us to avoid errors and ensures that any flawed sheets can be removed easily.”

Perfect price-performance ratio

The investment was preceded by a thorough selection process, during which various manufacturers and configuration options were compared. Numerous factors played a role in the final decision. “We were very impressed by the platform concept of the Rapida presses from Koenig & Bauer. And so we took a closer look at all three medium-format series. Our final choice was the Rapida 105 PRO, which for us offered the best value for money. In addition, it met all our needs with regard to plates and plate formats,” says Leonov.

Luxupack attaches great importance to the relationships with its most important partners. Management representatives from Luxupack visited Koenig & Bauer in Radebeul together with a group of important customers to see the press in the assembly hall. In this way, they could become acquainted with the latest developments, and also experienced some of Dresden’s art and cultural highlights. Alexander Leonov: “My staff are very





The new six-colour Rapida 105 PRO with coater, extended delivery and fully automatic plate changers has been installed in a brand new production hall

important for me. I am happy that our team is continuing to grow with the Rapida. Together, we can stay lean.”

Modern production conditions

The new company premises provide modern and spacious offices for sales, controlling and production management. Further rooms have been set aside for the CtP equipment and pre-press technicians. Luxupack is active in two main fields of business. Firstly, packaging is produced for various segments of the food industry, for example confectionery, chocolate, coffee and tea. At the same time, cosmetics and pharmaceuticals com-

panies entrust their packaging to Luxupack. The demands placed on the packaging have also risen significantly. Window cut-outs and matt-gloss effects (e.g. drip-off) are increasingly standard expectations.

Luxupack has no intention of resting on its laurels, however. Plans to further optimise production processes and to extend the company's market share in other regions of the country are already on the table.

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Print products from Luxupack

“We were very impressed by the platform concept of the Rapida presses from Koenig & Bauer. And so we took a closer look at all three medium-format series. Our final choice was the Rapida 105 PRO, which for us offered the best value for money.”

Alexander Leonov





The highly automated eight-colour Rapida 106 from Koenig & Bauer is equipped with the inline colour measuring system QualiTronic ColorControl and handles production with both printing and coating on both sides of the sheet at speeds up to 15,000sph

IDC Imprimerie acquires its first Koenig & Bauer press

From standard to high-end with a twelve-unit Rapida 106

IDC Imprimerie, a printing company based in Bondues in Northern France, has invested in a highly automated eight-colour Rapida 106 which permits not only printing, but also coating on both sides of the sheet in a single production pass.

It was in connection with the takeover of a neighbouring printing business that IDC Imprimerie acquired a press configured for high-quality commercial production. Over the summer of last year, the service team from Koenig & Bauer (FR) then took care of relocation, a comprehensive overhaul and recommissioning.

Complementary means of production for a diverse customer base

With its staff of 40, IDC is specialised in the production of advertising materials of all kinds in

medium to long runs. It was founded as a small, local business in 1984, before being taken over by the present managing director Nicolas Quivron in 1990. Regular investments in four-colour sheet-fed and web presses followed, and the company embarked on a successful journey characterised by continued growth. "Our customers were for a long time primarily local mail-order companies," says Nicolas Quivron. "But when the mail-order trade began to slip into decline about ten years ago, we were forced to completely rethink our customer structures. Today, our customer base is

extremely diverse in terms of both size and market segment. We are active not only in France, but also in Belgium and Switzerland.” Two factors which define IDC Imprimerie are its absolute flexibility and a line-up of complementary means of production which permit further development of any given product, for example through versioning.

External growth

Following the takeover of fellow printers Imprimerie Lefèvre in 2010, IDC Imprimerie also integrated the printing department of nearby Deschamps Arts Graphiques in April 2018. Among the assets acquired was a highly complex Rapida 106 equipped with the full range of time-saving automation features. Configured specifically to support production of the highest quality, for example with the inline colour measuring system QualiTronic ColorControl, the eight-colour perfecter press enables both printing and coating on both sides of the sheet in a single pass. Nicolas Quivron: “When we heard about the winding-up of Deschamps, a print company which enjoyed a fine reputation on the market thanks to its high-end products, we sat down to elaborate a renewed takeover plan. IDC Imprimerie subsequently took over both the Koenig & Bauer sheetfed press and nine employees from the printing department. In this way, we acquired not only an ultra-modern press, but also outstanding competences which

we had been lacking until then, and which have permitted us to grow further by adding work with water-based coatings to our product portfolio. Our turnover amounted to €8m (\$9.1m) in 2017, and our goal is to increase this figure by 40 per cent by the end of 2019.”

Rapida 106: Relocation, overhaul and commissioning done by professionals

The service team of Koenig & Bauer (FR) began work on relocation, a comprehensive overhaul and commissioning of the Rapida 106 in mid-June 2018. Within just six weeks, up to five technicians spared no effort to dismantle, re-assemble and commission the press. From transport and handling to overhauling of the gripper systems and the replacement of defective parts, everything was taken care of by Koenig & Bauer (FR). “We didn’t want to take any risks with the relocation of such a complex press, and so it was an easy decision to entrust the work to Koenig & Bauer,” says a delighted Nicolas Quivron. “We appreciated having just one partner for every aspect of the relocation. Everything was completed right on schedule and the first sheets printed were already good quality.”

A broad portfolio and higher-quality products

After just a few months of production, Nicolas Quivron can give a very positive summary: “The commissioning of the new press was a blessing for our sales reps. They are picking up new orders every day. One big reason is that we now have the eight-colour press and can also offer products with coating. This is our first press from Koenig & Bauer and we are highly satisfied. The incorporation of the inline colour measuring systems means additional convenience for our printers and extra confidence in the results for our customers.” The company has always served an increasing number of customers from within the printing industry, above all web printers who have their covers printed by IDC, a phenomenon which has become even more noticeable since the arrival of the Koenig & Bauer press. Nicolas Quivron: “In addition, we are currently working to win back former Deschamps customers, because they naturally had to turn to other providers during the three months that the press was out of production. But things are looking good, and numerous customers have been glad to return.”



Printing company IDC Imprimerie, founded in Bondues near Lille in 1984, has specialised in the production of advertising materials of all kinds in medium to large runs

“The commissioning of the new press was a blessing for our sales reps. They are picking up new orders every day. One big reason is that we now have the eight-colour press and can also offer products with coating. This is our first press from Koenig & Bauer and we are highly satisfied.”

Nicolas Quivron

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DS Smith Packaging invests in a hybrid Rapida 145 with double coating in France

Alcohol-free printing of FMCG packaging

With 32,000 employees in 37 countries, DS Smith is one of the most important packaging producers in the world. Customer orientation and innovation are guiding principles for the company. Recently, DS Smith invested in a six-colour Rapida 145 with double coating and provisions for alcohol-free printing with both conventional and UV inks and coatings for its plant in Fegersheim, France, which specialises in the production of FMCG packaging using solid and corrugated board.



Left to right: Laurent Fuchs, Grégory Bapst, Cédric Renard and Pascal Krencker

The Rapida 145 is replacing a similarly sized press from another manufacturer and has been configured with a full range of automation systems geared to makeready savings, for example fully automatic plate changing, EasyClean ink ducts, automatic CleanTronic Synchro washing systems and pile logistics. An absolute must in the eyes of Cédric Renard, plant manager at DS Smith Pack-

aging: "Our customers, many of them big names, expect to receive their deliveries as quickly as possible, and our goal at DS Smith is to satisfy that wish at all times. That requires on the one hand exceptional know-how along the entire production chain, but at the same time also powerful and reliable means of production."

One special feature of the Rapida 145: The press prints without alcohol, in both conventional and UV production. Cédric Renard: "That was a particular demand on our part, because ecological aspects play an increasingly significant role for our customers, and alcohol-free printing is thus an important sales argument." The Rapida 145 is the first press with facilities for alcohol-free production at the DS Smith plant in Fegersheim.

After the first months of production experience with the new Rapida 145, Cédric Renard is extremely satisfied: "The press has met all our performance criteria with regard to productivity, makeready times and waste. Our printers appreciate the ergonomic operation, as well as the speed and ease with which they can switch from one job to the next. The commissioning of the new press heralded a veritable technology transformation." Thanks to the comprehensive training given by experienced and highly qualified instructors from Koenig & Bauer, both directly on site and at the factory in Radebeul, the DS Smith printers soon mastered their new press and are in the meantime exploiting its capabilities to the full.

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One of the dedicated drives of the DriveTronic feeder can be seen here in the background

Errestampà with Rapida 164

Large press format for book and magazine production

With a fleet of five large-format presses, Errestampà is one of the largest commercial printers in Northern Italy. The company devotes the vast majority of its time to publishing work, in particular to the production of art books, school books and short-run magazines. The production centre is located in Bergamo, at a crossroads of important communication routes.

Company owner Raul Montanari already installed a five-colour Rapida 162a with automatic plate changing in 2004. Last year, the time had come to purchase a new large-format press. After careful assessment of the different configuration proposals, Errestampà opted for a straight four-colour press. The contract was signed at the Print4All fair which took place in Milan at the end of May 2018.

The Rapida 164 went into production just before Christmas last year, and was ready to handle demanding quality jobs right from the beginning. The press incorporates a special accessory package for the printing of lightweight substrates from 0.06mm (0.002in), alongside a DriveTronic feeder with dedicated drives for the individual feeder motions and simultaneous plate changing with DriveTronic SPC. That means that plate changes can be performed simultaneously in all printing units, and at the same time parallel to other makeready processes such as washing. Thanks to CleanTronic Synchro with its dual washing beams (one fixed and one swivel-action system), washing times are also reduced by up to 50 per cent, as washing processes for the blankets, impression cylinders and ink rollers

can be combined. Further features of the Rapida 164 include the inline colour measuring system QualiTronic ColorControl and the LogoTronic Professional management system for the administration and processing of customer orders via interfaces to pre-press and the company MIS system.

Errestampà has furthermore chosen to conclude a maintenance contract for the new press. This provides for regular inspections and a variety of additional services to maintain and improve the productivity of the press. These systematic analyses and optimisation measures ensure that the Rapida 164 can realise its full performance and production capacities at all times.

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The new Rapida 164 already went into production at Errestampà before Christmas



Lebanese print company invests in another Rapida 106

Arab Printing Press modernises its printing options

Arab Printing Press in the industrial city of Sid El Bauchrieh near Beirut has been using Koenig & Bauer technology for decades. At the beginning of 2019, another press joined the growing list – a Rapida 106 with four printing units, inline coater, extended delivery and a perfecting unit for 2/2 production. Given the positive experience with the predecessor press, an eight-colour Rapida 106 for 4-over-4 perfecting installed in 2014, and in particular the extremely efficient and cost-effective production enjoyed ever since, it was only logical that the company chose this high-performance medium-format press again.

Arab Printing Press was founded in 1968 and today counts 110 employees. The product portfolio covers books (e.g. text books), labels, packaging and commercial work of all kinds. The demands placed on the company's machinery base are correspondingly diverse. Alongside the aforementioned eight-colour Rapida 106, the press hall also accommodates a two-colour Rapida 104 and a five-colour Rapida 105. The new Rapida 106 is thus the fourth medium-format press. Its enormous productivity enables the replacement of two older presses.

Fast job changeovers with DriveTronic SPC

The Rapida 106 is designed to handle substrates from 0.04 to 1.2mm (1.6 to 47thou) at produc-

tion speeds up to 18,000sph. As was already the case with the previous eight-colour model, the new press is able to change all the plates simultaneously thanks to DriveTronic SPC. Further outstanding automation features are DriveTronic Plate Ident and CleanTronic washing systems for the blankets, impression cylinders and rollers. Mention must also be made of EES (Emission Extraction System) and energy-saving VariDry^{Blue} IR/hot-air dryers in the delivery and extended delivery. To manage print quality, the Rapida 106 is equipped with ErgoTronic ColorControl, where the use of narrow colour bars with a height of just 3 mm enables optimum utilisation of the sheet format. Register control is realised with ErgoTronic ICR.



ErgoTronic ColorControl serves to manage print quality at the console of the Rapida 106



Arab Printing Press produces for local and international markets. The company operates through several subsidiaries, including a sales office in Great Britain and two further printing facilities. Production is organised very efficiently and complies with numerous international standards. Arab Printing Press is certified to ISO

9001:2015, ISO 14001:2015, FSC, UN Global Compact and SEDEX.

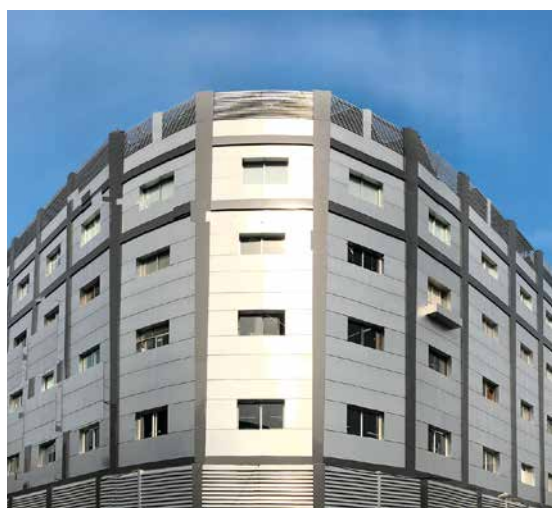
Ecological production

Besides quality, ecological aspects are priority concerns for Arab Printing Press, which was one of the first industrial companies in Lebanon to install solar panels on its hall roof. Ecological considerations were already placed in the foreground ahead of the installation of the eight-colour press five years ago. Criteria for the purchase were its minimised environmental impact, low powder and alcohol consumption, and quiet running. Energy consumption was reduced by 45 per cent compared to the predecessor press. That translates to an annual cost saving of almost €25,000 (\$28,000) and a reduction of 118 tonnes in CO₂ emissions.

Arab Printing Press is active not only in sheetfed offset, but also in digital and 3D printing. The total production space in Sid El Bauchrieh amounts to 5,500m² (60,000sq.ft). In future, too, the prime objective for the Lebanese print specialists is to combine production efficiency with the highest possible ecological standards.

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In January, Nabil Asmar (l), chairman and general manager of RAK Paper & Board, Koenig & Bauer's sales partner in Lebanon, handed the new Rapida 106 over the Elie Raphaël, chairman and general manager of Arab Printing Press



Arab Printing Press was one of the first industrial companies in Lebanon to install solar panels on its roof

Eight colours, coating and LED-UV

Highly automated Rapida 76 at Stäger

The Stäger packaging group is a leading European supplier of bespoke packaging solutions using transparent and thermo-formed plastics. With extensive know-how and wide-ranging customer services, it sets branch standards for the latest generation of design-optimised packaging. This helps to achieve the best possible advertising results and perfect protection for the customer's products.



Rapida 76 with a total of nine high-tech units (eight printing units + coater)

Stäger possesses pioneering development competences and flexible production capacities, as well as a proven track record in the use of recycled/alternative film materials. Novel hybrid packaging solutions combining plastic and board, alongside a raft of industry awards, highlight Stäger's impressive innovative strength.

Experience and expertise

With over 200 employees at locations in Switzerland, England, Germany and the Czech Republic, Stäger has served customers all over Europe for more than 40 years, offering packaging solutions

using the most varied materials. Stäger is an efficient and competent partner in the development and production of quality-finished transparent folding boxes and tubes, as well as trays, blister packs, clam packs and technical components for the confectionery/food, cosmetics, textile/non-food, technical and automotive industries. The prime focus in all these activities: Continuous improvement in quality, efficiency and customer service.

Packaging offers much more than just protection. It is at the same time a communication tool and brand promoter, and packaging design is therefore a significant factor in the success of a product. Accordingly, Stäger is committed to product and process innovation, so as to be able to offer customers an optimum design and construction, while shaping and implementing new product trends.

New high-end Rapida 76 with LED technology

Guaranteed customer satisfaction and trendsetting performance are dependent not only on the innovative strength within the company, but also – and in particular – on future-oriented, efficient and high-quality means of production. Here, too, Stäger is seeking to set the standards with its investment in high-end Koenig & Bauer technology. A new, highly automated Rapida 76 with eight printing units, coater, four variably deployable LED-UV interdeck dryers and two UV final dryers went into production at the end of 2018. It incorporates equipment packages for both plastics and board printing, and features an enlarged sheet format, sidelay-free infeed (SIS), fully automatic plate changers (FAPC) and automatic disengaging of the inking units.

Left to right: Daniel Büsch (key account manager) and Peter J. Rickenmann (CEO), both Koenig & Bauer (CH), with Thorsten Seufert (CEO) and Alois Koch (print and pre-press manager), both Stäger & Co AG, after signing the contracts



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Rapida 106 at PAWI Packaging

»Big Blue« in production

Following successful commissioning at the end of 2018, PAWI Packaging celebrated the official inauguration of a new Rapida 106 with the whole workforce in February. The high-end press is an impressive 25 metres long and incorporates a total of 12 units on raised foundations (eight printing units, two coaters, two drying towers), in addition to a Schur logistics system. Internally, the Rapida 106 is referred to almost affectionately as “Big Blue”.



PAWI is a Swiss packaging specialist with headquarters in Winterthur and develops its innovative marketing and packaging concepts at two company locations. Board and paper packaging are produced, stored and delivered in all their forms, and PAWI contributes to the success of its customers with a portfolio of services geared to packaging as a complete solution.

Whether prototyping with intelligent design solutions and special forms, marketing presentations and launch samples, or other highly innovative packaging solutions, PAWI accompanies and supports its customers from the initial idea to a final product. The individual packaging solutions are rounded off with appropriate high-quality finishing, for example hot foil stamping, lamination, embossing or matt and gloss coatings.

Multiple awards

PAWI has already received numerous industry awards for its packaging designs. Most recently, it earned a “Special Mention” for its Yamasa star pack when the German Design Awards 2019 were announced. But prizes and awards are not

Handshakes after signing of the contracts (l-r): Alexander Honsel, PAWI; Andreas Keller, CEO PAWI; Peter J. Rickenmann, CEO Koenig & Bauer (CH); Robert Schmid, PAWI; Daniel Büsch, Koenig & Bauer (CH); Remo Fehr, PAWI

everything for PAWI. Sustainability and environment protection are important priorities.

With its new, highly automated and “tailor-made” press, and the uniquely fast makeready for sheet travel, inking and coating, PAWI can offer its customers ultimate quality, efficiency and flexibility. Whether on lightweight substrates or 1.2mm (0.47in) board, the Rapida 106 can print with either conventional inks and coatings or hybrid inks in combination with UV final drying. Realisation of an extended colour gamut is among the decisive benefits enjoyed by PAWI customers.

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Second Rapida 106 supports significant growth at Crossmark Graphics in the USA

Wow effects on an especially broad range of substrates

To answer the daily challenges put forth by its design and brand customers and to reward them with high-quality award-winning products, Crossmark Graphics is able to rely on Koenig & Bauer as a partner which has helped the company to record sales figures. The Wisconsin-based outfit, with its workforce of 60 employees, provides printing on plastics and lenticular films, packaging and direct mail products, in addition to a range of commercial work.

The management team at Crossmark Graphics, with Brian Dobrzynski, Mark Dobrzynski, Tammy Rechner, Jim Dobrzynski Sr. and Jim Dobrzynski (l-r), are able to celebrate the firepower of a second Rapida 106

In less than two years, Crossmark has invested in two new Rapida presses. They form the backbone of the production facility with their reliability and productivity, and enable Crossmark to offer its clients innovative print products in a form which is beyond the reach of most other companies.

Jim Dobrzynski Sr., founder of Crossmark: "Our goal is to make magic on paper or whatever unique substrate we are using. Every day, we are faced with new challenging jobs from our customers in the pharmaceutical, retail, automotive and technology markets. It is our mandate to use individually adapted processes for whatever we are producing: Lenticular greeting cards, promotional giveaways or food packaging. Our success

is based on being a solution-oriented customer-centric business."

Less than two years ago, Crossmark installed its first Koenig & Bauer Rapida press at its 6,000m² (65,000sq. ft) facility. "It became our workhorse," says Jim Dobrzynski, "and to keep up with the extraordinary demand, we have now

added a second six-colour Rapida 106 to run in tandem. Why did we choose Koenig & Bauer once again? Because our existing Rapida 106 is more than 20% more productive than the other press which we are removing from our facility and that press is less than five years old. Plus, our customers actually ask to have their jobs printed on the Rapida 106 due to its exceptional high quality."

Both Rapida 106 presses support the use of conventional, LED-UV and UV inks, and include inline gloss, matt and spot-effect finishing options. Jim Dobrzynski: "There are a number of benefits to using LED-UV drying. There is no heat or odour, and it allows for sustainable production practices by reducing energy consumption. It also gives us greater colour fidelity and simply gorgeous results."

With a select mix of different jobs, Crossmark's employees are faced with constantly new challenges. Given the broad range of substrates handled, Crossmark chose to have its new Rapida 106 equipped with the lightweight, plastic and board-handling packages. One of its most popular areas is lenticular film, where very fine lens spacings of 150lpi are the order of the day. The conclusion reached by Crossmark: No other sheetfed offset press produces the quality which the Rapidas achieve with this demanding work variety.

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Print products for the retail trade

Rapida 75 PRO delivers tremendous added value at Dana Industries in Canada

When well-known retailers in the USA and Canada seek a world-class full-service print provider, they turn to Dana Industries. The company was founded 25 years ago and operates from headquarters in Toronto. Further facilities are located in the USA, China and Singapore. Its portfolio includes custom store fixtures and displays, large format printing and product packaging, all delivered with incredibly fast turnaround times, incomparable quality and outstanding service. The privately owned company prides itself in offering premium marketing tools to its clients.

As the retail marketing landscape focuses ever more intensely on individual target groups, Dana Industries produces the shelf signage which enables major brands to speak directly to these niche markets. John Ricci, president of Dana Industries, explains: "We are seeing trends where brands are requesting more pop, more vibrant colour, more messaging and customisation. There is a wider age group of shoppers and niche groups such as those who seek healthy living or prefer low salt or vegan products, senior citizens, pet owners and so on. They are all busier than ever and increasingly time-sensitive. Our mandate is to reach these shoppers with effective, engaging campaigns – as with a mini billboard."

To cater for these trends, Dana Industries recently installed a Rapida 75 PRO with LED-UV drying at its 3,300m² (35,000sq.ft) facility outside Toronto. It is the first half-format press incorporating this innovative drying technology in Canada and is accommodated in a purpose-built 370m² (4,000sq.ft) production hall. The new Rapida 75 PRO expands the company's capabilities for both its customers and its own production.

"Let's talk about the advantages of the LED-UV curing process," says Ricci. "Not only does it bring tangible economic benefits, such as reduced energy consumption and significant material savings, but we are also able to print our shelf signage using plastic substrates. The products run cooler and there is no longer the risk that they could crack, peel or split. If we had to run the job through a press in two or three passes, the substrate would be more brittle. With the

John Ricci, president of Dana Industries, and press operator Luis De Oliveira (r) see tremendous value in the new Rapida 75 PRO with LED-UV drying



Rapida 75 PRO, we no longer have to face that challenge."

Dana Industries has established industry leadership as a full-service provider of retail solutions with maximum customer orientation. As a trendsetter, the company promises to deliver innovative solutions exceeding its customers' expectations. John Ricci: "Our goal is to drive sales for our retail customers and to help enhance their brand presence. Our shelf talkers continue to be unique and appealing while representing one of the simplest yet effective tools to draw a consumer to a product. Our new Rapida 75 PRO will be a key component in fulfilling that promise."

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Jerry Theoret, president and CEO of Battlefield, with production director Matt Theoret and Koenig & Bauer regional sales manager Aleks Lajtman (l-r) on the steps of the new Optima 106 die-cutter



Perfect investment for Canadian full-service print provider

Battlefield Press chooses Optima 106 for die-cutting

Battlefield Press, a family-owned full-service print shop located in Burlington, Ontario, distinguishes itself from its competitors by offering superior craftsmanship on a broad diversity of substrates, including also clear plastics. UV capabilities enable the company to cater admirably for its demanding high-end customers.

One factor central to its success is access to the best available die-cutting equipment. Battlefield learned that the Optima 106 is able to process the full spectrum of paper, cardboard, plastic and corrugated board substrates up to 1.5mm (0.6in). This flexibility is also necessary for the variety of work handled by Battlefield. In addition, the Optima offers top running speeds as the basis for greater productivity and efficiency.

Battlefield president Jerry Theoret explains: "The Optima 106 provides for faster makereadies, it runs much faster than our previous machines, and the sheets are much easier to strip. We are also

pleased that the Optima 106 features an anti-static kit, which enables improved performance when die-cutting plastic materials. That is a feature which our previous die-cutters lacked. We are thrilled with the operator-friendly innovations on the Optima 106 and its ease of handling. It has been an important addition to our post-press department, allowing us to keep all of our jobs in-house. The Optima has performed magnificently for our customers' demanding work."

Looking ahead to the future, the 60 employees are well positioned to achieve further growth and increased revenue. With the installation of the Optima 106 and further important equipment purchases, the company is targeting 15-20% growth per year, and thus a 50% increase in revenue in the next three years. "The Optima 106 was the perfect investment for our company, providing us with high productivity and a long-life piece of machinery," says a delighted Jerry Theoret.

"The Optima 106 was the perfect investment for our company, providing us with high productivity and a long-life piece of machinery."

Jerry Theoret

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Koenig & Bauer Duran:

Leading manufacturer of folder-gluer becomes a member of the Koenig & Bauer Group

Koenig & Bauer has reached an agreement with Duran Machinery in Istanbul to take over 80 per cent of latter's folder-gluer business and to integrate it into the group under the name Koenig & Bauer Duran.

With this latest acquisition, the world's oldest printing press manufacturer is once again strengthening its activities in the growth segment of machines and systems for packaging production. By combining Rapida sheetfed presses, flatbed die-cutters from Koenig & Bauer Iberica and the folder-gluer from Duran, the company can now offer complete lines for the printing and processing of folding cartons from a single source – with products made in Europe. This gives Duran a clear advantage over other suppliers of folding carton gluers, who are left to fend for themselves in this competitive market segment.

Ralf Sammeck, CEO of Koenig & Bauer Sheetfed and member of the Koenig & Bauer management board, explains: "Over the past few years, Duran has set new standards and successfully strengthened its position among our customers in the industrial packaging sector. We are pleased that we can now further expand our worldwide presence as the press and die-cutter manufacturer with the broadest product portfolio."

Oktay Duran, chairman of Duran Machinery, adds: "We are proud to be a part of the great Koenig & Bauer Group and we are certain that we will achieve even more success in the global folding carton market with our new synergy."

Duran has been designing and manufacturing folder-gluer in various formats and configurations for more than 30 years. Thanks to market share gains, Duran has today established itself as one of the leading manufacturers in its field. Alongside six standard series of Omega folder-gluer with different specifications and ancillary equipment, the company also provides R&D services to meet specific production requirements. With tailor-made machinery, even individual and unusual



With the acquisition of Duran Machinery, Koenig & Bauer has further expanded its activities in the growing packaging market. Smiles all round after signing the contracts (l-r): Christopher Kessler, legal counsel for Koenig & Bauer AG; Patrick Masson, CEO of Koenig & Bauer Iberica; Ralf Sammeck, CEO of Koenig & Bauer Sheetfed and member of the Koenig & Bauer management board; Oktay Duran, chairman of Duran Machinery; Apo Küçükcaras, Duran Machinery

packaging designs can be realised on an industrial scale. Duran machines are used by manufacturers of cardboard and corrugated board packaging all over the world.

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**A look behind the scenes:
The first VariJET 106
already boasts the new
Koenig & Bauer design**

Complex and iconic at the same time

VariJET 106 receives iF DESIGN AWARD

The demands placed on equipment by the packaging market are changing constantly. But from 2020, packaging producers will have access to the ideal means of production with which to shape and drive this change themselves – the VariJET 106. This digital hybrid sheetfed printing system recently received a coveted iF DESIGN AWARD in Gold.

In its award statement, the international jury of 67 design experts praised the VariJET 106 with the following words: “Complex and iconic at the same time! The clearly structured printing press, with a highly individual yet sophisticated design language, impressed the jury. The colour contrasts with illuminated highlights are a classy approach to this highly complex device.”

The VariJET was first unveiled as a concept study at drupa 2016, and is to be made available to run the first individual tests for interested users in 2020. Enormous efforts have already been invested in development work over the past couple of years.

Parallel to all this, Koenig & Bauer and Durst Phototechnik from Brixen/Italy have agreed to pool their know-how and strengths in a joint venture. As a digital printing pioneer, Durst has

gathered over 25 years of experience with inkjet applications, and is already very successful in digital printing on ceramics, textiles and corrugated board. This wealth of experience and the high self-imposed quality demands will now benefit the VariJET. Completion of the press has been declared the first priority objective of the joint venture.

The VariJET 106 occupies a unique position in its class. It is a press for print jobs with genuine added value. To this end, the unique hybrid system combines the advantages of digital inkjet with those of a classic offset process. At the same time, users will be free to incorporate the broad spectrum of inline finishing and refinement solutions offered by sheetfed offset: Single and multiple coatings, cold foil application and die-cutting will be possible as inline processes.

The performance parameters are set to exceed all other systems on the market so far. Further potential fields of application, besides packaging printing, include calendar and games production.

Technology at a glance

| | |
|--------------------|--|
| Basis: | Rapida 106 |
| Max. sheet format: | 740 x 1,060mm (29.1 x 41.7in) |
| Inks: | Water-based inkjet in CMYK+OVG |
| Output: | Up to 8,000sph (at a future development stage) |

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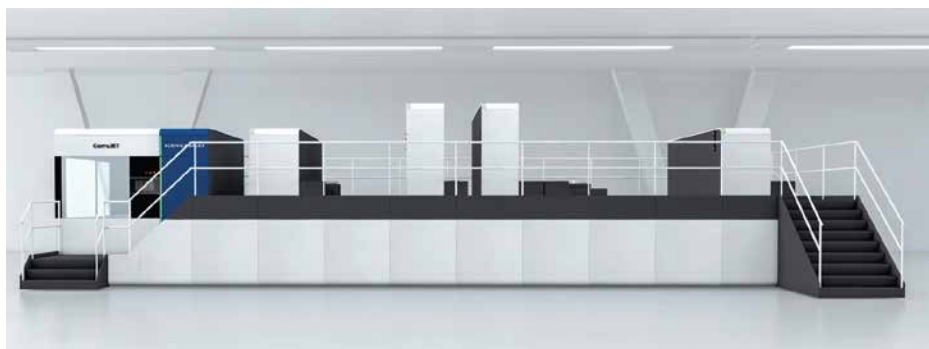
CorruJET – Digital post-printing on corrugated board for HANS KOLB Wellpappe in Memmingen

First CorruJET installed at KOLB

Its focus on growth markets such as digital packaging printing is part of the successful Koenig & Bauer strategy. With the installation of the first CorruJET press at the KOLB company group in Memmingen, it has now taken the next step along this fruitful path.

Koenig & Bauer management board member Christoph Müller: "In exactly the same way as for our analogue presses, the CorruFLEX and CorruCUT, we based the project specifications on a careful evaluation of the market and customer wishes. The KOLB Group is here an ideal partner with whom to further the development of our new CorruJET for digital post-printing on corrugated board." The CorruJET is set to enter production in the second quarter of 2019.

New premises for KOLB DigitalSolutions were opened in Memmingen-Amendingen just last year, barely a stone's throw from the KOLB group headquarters in the town. The CorruJET will form the heart of a new production plant with integrated finishing and conversion. "Differentiation, fast time-to-market scenarios, or reduced run lengths in conjunction with increased versioning – the demands expressed by our customers are forever changing," says Dr. Bernhard Ruffing, managing director of HANS KOLB Wellpappe. "Against this background, focus is naturally turning to the option of digital post-printing. With Koenig & Bauer and the CorruJET, we are well equipped to respond to future customer demands and can also open up new markets."



Successful for almost 90 years

HANS KOLB Wellpappe was founded in Memmingen in 1933 and is currently led by second generation managing partner Alwin J. Kolb and managing director Dr. Bernhard Ruffing. The company is an international supplier with a workforce of around 1,100 employees, who develop and produce a broad spectrum of packaging, packaging materials and special corrugated board products.

3D schematic of the new CorruJET from Koenig & Bauer

Digital post-printing on corrugated board

When developing the new CorruJET press for the corrugated board industry, Koenig & Bauer was able to call upon extensive experience already gained with the RotaJET. The CorruJET delivers high-resolution digital print at production speeds of up to 6,000sph and handles formats up to 1,700 x 1,300mm (66.9 x 51.2in). All customary outer liners, whether coated or uncoated, are printed in exceptional quality. This combination of high quality and maximum throughput is a key distinguishing feature of the CorruJET. As the sheet infeed via a newly developed feeder was designed for a hard-edge sheet orientation, it can be combined easily with typical peripheral equipment (pre-feeder, stacker) and harmonises with the standard logistics of every corrugated board plant. The incorporation of a coating unit provides for gloss or matt coating of the four-colour images printed using water-based inks.



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The CorruJET packs all the latest technology



RotaJET 168 for Tetra Pak

Tetra Pak offers new levels of customisation and flexibility with digital printing technology

A first for the beverage carton industry, this investment taps the power of digital on-package printing to offer new possibilities for beverage brands.

Above: 3D visualisation of the RotaJET 168 from Koenig & Bauer

Tetra Pak is to become the first company in the food and beverage carton industry to offer full-colour digital printing on its carton packages, working in collaboration with Koenig & Bauer.

The digital printing technology will simplify the complexity of design handling, reducing the time from design to print and opening up new opportunities for flexibility in order placement and product customisation. Beverage brands can take advantage of added benefits such as dynamic on-package printing and the ability to include a variety of designs within the same order.

Charles Brand, executive vice president for product management and commercial operations at Tetra Pak: "We are committed to helping our customers explore new avenues with a truly 'smart' package, supporting their need for product customisation, smaller batch sizes, improved traceability and the ability to interact with the consumer. The digital revolution transforms the way we all do business, and our investment in this digital press demonstrates our determination to support customers with future-proof technologies."

The large-format RotaJET 168 is currently being built by Koenig & Bauer and will be installed at Tetra Pak's converting plant in Denton, Texas. Field testing of the new, digitally-printed carton packages with North American customers is expected to begin in early 2020.

Carmen Becker, president and CEO of Tetra Pak U.S. and Canada, explains that "brands continue to look for opportunities to deliver greater customisation and personalisation of their products. We are thrilled to offer our customers new and innovative ways to engage with consumers, all while increasing flexibility in the design and order process."

Christoph Müller, member of the board at Koenig & Bauer: "We are absolutely delighted that Tetra Pak has decided in favour of our digital press. Collaboration between our companies is on an extremely constructive and trusting basis. I am sure that, together, we will transform the market to the benefit of Tetra Pak customers."

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Interprint GmbH renews its commitment to digital printing technology from Koenig & Bauer

Further RotaJET for decor printer

Interprint GmbH from Arnsberg, Germany, has confirmed the success of its 2014 investment decision with the purchase of a second RotaJET from Koenig & Bauer. The new digital press will be entering production at the end of 2019. "Back in 2014, we were the first decor printer to invest in wide-format single-pass inkjet technology. That was an expression of our unbridled pioneering spirit, and we have continued to contribute to further improvements together with Koenig & Bauer over the past years. For us, it was clear that we would eventually purchase another RotaJET," says Robert Bierfreund, managing director of Interprint GmbH.



The RotaJET 4/0 for decor printing enables significant expansion of the company's product portfolio and will help to open up new markets. The new press is to be installed directly alongside the existing RotaJET 168 at the headquarters facility in Arnsberg. Koenig & Bauer board member Christoph Müller: "Digital technologies are becoming increasingly important for our customers, both in decor printing and in the packaging sector. Shorter runs, individualised products and fast time-to-market scenarios are playing an ever greater role."

Interprint Group is one of the leading decor printers

With around 1,300 employees worldwide, of whom 390 are based at the headquarters in Arnsberg, the Interprint Group is one of the leading decor printers. The company was founded in Arnsberg exactly 50 years ago and in the meantime counts eight production locations around the world. Every year, Interprint develops more than 100 new decors.

RotaJET

The RotaJET series pairs high productivity and efficiency with outstanding quality. The central cylinder and superior print array design deliver optimum colour accuracy and job-to-job repeatability. The combination of precision engineering, latest-generation inkjet technology and carefully matched consumables guarantees constant print quality. The paper supply for 4/0-colour inkjet production is realised by a Pastomat reel-stand with Patras M reel handling. An intelligent web lead and optimally matched high-performance NIR dryers safeguard a high print quality even at the fastest printing speeds.

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RotaJET from Koenig & Bauer



Customer samples printed
on the MetalDecoJET



Discover MetalDecoJET

Live demonstration of the new digital decorating line in Stuttgart

Seeing is believing – with this wise saying in mind, prospective customers accepted an invitation from Koenig & Bauer MetalPrint to participate in a series of live print demonstrations on the MetalDecoJET in November 2018. The objective was to convince the customers of the print quality and performance of the digital metal decorating line. And as icing on the cake, each customer was given the opportunity to print his own products on the MetalDecoJET. Koenig & Bauer MetalPrint welcomed potential users to Stuttgart every day over a period of two weeks.



Every detail counts – even
for a small crown cap

“The branch is still noticeably sceptical when it comes to digital printing. That is why we decided to start this series of demonstrations. We wanted to show our customers that, with our MetalDecoJET, we have reached a level at which commercial production is a viable proposition,” says the responsible product manager Rainer Simon. The easiest way to convince a customer that a press meets his quality expectations is a print test with his own products. For this reason, Koenig & Bauer MetalPrint asked each customer to bring along individual job data to the agreed appointment.

Digital print hands-on

When a customer is thinking about investment in a new printing technology such as inkjet, the quality must at least match that of his previously used technology, for example offset. For each demonstration, therefore, the customer's data were loaded into a ColorGate workflow and prepared for the RIP.

Subsequently, the data were passed to the MetalDecoJET software, and from there directly onto the metal sheets via the inkjet heads. The customers were then able to compare the printed

sheets with samples from their current offset process, and colour matching or other requests for changes from the customer could be implemented immediately.

The quality was convincing. “The best quality I have ever seen in digital print,” said one customer with an acknowledging nod. But it was not only the print quality which caught attention. The haptic properties of the water-based inks also met with a very positive response. The structures and uneven ink films which are typical with UV inks were nowhere to be seen. The ink film holds its own with the high-quality properties of an offset ink. Each customer was invited to take the print samples home for testing with regard to further processing of the sheets. The test results have since confirmed those of previous tests at Koenig & Bauer MetalPrint: The customers were able to report that “the printed ink film even remains completely unaffected by tough forming processes such as draw-drawing.”

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Kammann illustrates the potential of digital print at glasstec 2018 with a specially created craft beer

Kammann Craft – Individual ... and not only in its taste

Individualisation was one of the inherent premises driving the craft beer trend which first emerged in North America in the 1970s. In the meantime, the idea is equally popular in Germany, where seemingly endless creativity and passion is invested in the special art of brewing a home-crafted beer.

Two things are important among craft beer brewers: Courage and a will to experiment – and, on the other hand, retaining and preserving the good results of the past! These basic principles can also be transferred – successfully – to the art of mechanical engineering.

The digital printing process makes it possible to apply individual, personalised and photo-realistic images on the most varied materials and object forms (e.g. round, oval, conical, flat or cornered).

Alongside the significant decor diversification, this also paves the way for expansion into new markets – keyword: Customising. To demonstrate the strengths of the digital printing technology, Koenig & Bauer Kammann treated interested visitors at the recent glasstec trade fair to a taste of its locally brewed Kammann Craft – a golden ale developed to satisfy individual preferences, filled in digitally decorated glass bottles and paired with a special craft beer glass.

Both the taste and appearance met with a widely positive response.

glasstec 2018 was held in Düsseldorf from 23rd to 26th October and is considered the world's flagship get-together for the glass industry. More than 42,000 visitors from over 120 countries flocked to the nine exhibition halls, where 1,280 exhibitors from 50 countries were waiting to present their product highlights.

In addition to the K22 Digital, an optimised linear machine concept, Koenig & Bauer Kammann also unveiled the innovative image monitoring system K28 A at glasstec.

There was no mistaking the exceptional interest in the fields of mass customising and the decoration of micro-series. Individualisation and personalisation are the undeniable trend!

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Marcus Kaiser, managing director of Kaisercraft (I), and Matthias Graf, managing director of Koenig & Bauer Kammann

Above: Beer glasses decorated in an innovative inkjet process

Interview with Claus Bolza-Schünemann and Dr. Peter Lechner

The aim is to at least double our business in flexo

Five years after acquisition of the flexo press manufacturer, an open house for customers was held for the first time at Koenig & Bauer Flexotecnica in Tavazzano (Italy). In an interview conducted on the sidelines of the event, Claus Bolza-Schünemann, president and CEO of Koenig & Bauer AG, and Dr. Peter Lechner, managing director of Koenig & Bauer Flexotecnica S.r.l., spoke about the flexo printing market and their plans for Flexotecnica.

Report: We are sitting here almost exactly five years after Koenig & Bauer became involved in Flexotecnica. Back then, Koenig & Bauer acquired a 90 per cent interest in the company, while 5 per cent remained with Officine Meccaniche G. Cerutti (OMGC) and the other 5 per cent with Adriano Canette from the founding family – is that still the situation today?

Claus Bolza-Schünemann: No, not any longer. At the time of the acquisition, it was agreed that we would be granted a call option after three years, and we subsequently chose to exercise this option. We are thus today the 100% owner of Koenig & Bauer Flexotecnica.

Report: In the 2018 reports of Koenig & Bauer AG, the subject of packaging, and specifically flexible packaging, was emphasised very positively. How would you describe the position of the subsidiary in Tavazzano? How important is Flexotecnica for the group?

Claus Bolza-Schünemann: In terms of volume, it is still very small, but that is hardly a secret. We are nevertheless very happy, because we view things from the medium- and long-term perspective. A number of years ago, we made it our declared aim to continue to expand in packaging – irrespective of the substrate. Whether we are talking about folding cartons and corrugated boxes, or flexible packaging printed on films and paper – that is not important. This was also a decisive factor in the decision to approach Flexotecnica. It was not that we would have been unable to design the presses ourselves. But then we would have become another new competitor, and that doesn't really make sense. Flexotecnica has always had a good reputation with the customers.

Report: What share of the worldwide market is held by Koenig & Bauer Flexotecnica?

Claus Bolza-Schünemann: When we acquired Flexotecnica, its market share was around 4 per cent. Today, it lies somewhere between 8 and 9 per cent, which is a very decent figure. Further growth is naturally very welcome. Not only in quantity, but also in terms of quality. And Dr. Lechner and his team are certainly on the right track in that respect. We had some homework to do, no question. When a German company takes over an Italian one, the structures, culture and working methods are different. But we have aligned ourselves to each other quite well in the meantime.

Report: In the past, under the Canette family, the output was probably 10 to 15 presses, and then under Cerutti 20 to 25 ... How has the capacity utilisation developed since those times?

Dr. Peter Lechner: We are today building twice as many presses as in the Cerutti times. In 2018, we also began to assemble presses in Würzburg. Our contribution to group turnover may be small at the moment, but the aim is to at least double our business in the next few years. That will also increase our share of group turnover.

Report: Where are the hot-spots in the flexo market? A conspicuously large number of Polish visitors has come to the open house in Tavazzano, for example.

Dr. Peter Lechner: That is the big difference to offset, which is quite literally at home all over the world. In flexo printing, there are certain key markets. The ratio of flexo to gravure in the packaging market is also quite interesting: North America, for example, is almost 100 per cent flexo, compared to a 50:50 split in Europe. In Asia, by contrast, we have at the moment maybe 5 per cent flexo, but 95 per cent gravure. The reason why so many Polish customers have come

to Flexotecnica: Poland is one of the strongest flexo markets in Europe with around 250 companies operating CI flexo presses. It is thus also one of the markets where we are currently very active. Another region displaying strong growth is Asia – starting from a very modest level. But if you consider only China – there is already an installed base of around 650 presses, but only 50 to 70 of those are imported presses. The majority come from Chinese manufacturers. On the other hand, China is exporting more and more and thus also producing for international brands, which means we can expect significant growth there.

Report: Does the same also apply to India, as the other very highly populated country in Asia?

Dr. Peter Lechner: The situation is indeed similar in India. Both markets are currently growing at the same rate. In the past, they used to receive ten new presses each in any given year. Today, we can already count 15 to 20 presses, and it is easy to forecast that the figures will grow further – perhaps up to around 50 presses per year. When you consider that North America buys between 70 and 100 presses per year, that is still a relatively small share.

In China, state regulation also plays a role. Investments in gravure presses are being reduced, and in some cases even forbidden, for environmental reasons. Some companies which operate only gravure presses are being closed. And flexo is here the only real alternative. That means that we, as Flexotecnica, are currently concentrating on key markets and on the major growth regions. Africa is also not to be neglected, because a number of African countries are advancing in leaps and bounds. Last year, for example, seven new presses were sold in Kenya alone.

Report: Flexotecnica is now part of the very comprehensive global sales organisation of Koenig & Bauer. How is flexo integrated into its workings?

Dr. Peter Lechner: We have made it our priority to utilise existing channels wherever that makes most sense. One example: In North America, we already have quite a large installed base and a very strong organisation with three sales staff who are working solely

for Flexotecnica. And then there are two service technicians who provide service exclusively for our presses. There are other subsidiaries where we are still at an early development stage, but are integrating staff with flexo experience. Plans to retrain colleagues from the offset side are not always successful. In smaller markets where we have no branch office, we can fall back on freelancers, and sometimes the best approach is a combination of the two. I am currently in discussion with all the Koenig & Bauer subsidiaries to sound out these possibilities.

Report: The management in Tavazzano is a German-Italian cooperation, so to speak. How is the relationship, and how difficult was the integration of Flexotecnica into the German group structures?

Dr. Peter Lechner: I had previously worked in Germany, the USA and the Czech Republic – and so I had some experience of business interactions with people from other countries. For me personally, therefore, it was not really difficult – much less so than I had first thought.

In the meantime, we are manufacturing at two locations, and most components are currently sent from here to Würzburg. That also has a positive effect. The colleagues in Würzburg see that Italy also builds top-quality machinery. Our presses are a blend of 'Made in Germany' and 'Made in Italy', which fits the overall picture quite nicely: The German manufacturers are the worldwide number one in terms of sales volume, followed by the Italian manufacturers.

Claus Bolza-Schünemann (I) and Dr. Peter Lechner plan to strengthen brand recognition for Flexotecnica presses with a new design





Claus Bolza-Schünemann and Dr. Peter Lechner in conversation with Gerd Bergmann (Flexo+Tief-Druck magazine)

Report: So Italy is a good environment for press manufacturers?

Dr. Peter Lechner: The Italian flexo and packaging branches are both highly innovative. The whole country is full of food manufacturers and producers of alcoholic beverages, full of top perfume manufacturers, all of whom need luxury packaging. And we are here in the middle of all this. In other words, our environment offers practically ideal conditions for packaging printing. In addition, the Italians have a very pronounced feeling for appearance. Go into the city in the evening and see how the people are styled. 'Bella figura' is a way of life. Ideally, we could make even more use of synergy effects within the Koenig & Bauer group: Even though we are already producing in Italy, Spain, the Czech Republic, Germany, Austria and Switzerland, we are here still at the beginning. Certainly from the perspective of Flexotecnica.

Report: There are naturally many technology developments in the group for the different companies and individual markets. What have you already been able to integrate into the Flexotecnica presses?

Claus Bolza-Schünemann: The whole area of drive control technology, for example. In this respect, the Flexotecnica series are today practically identical to our other web presses. We also use identical software – not least with an eye to making the work of our service technicians as simple as possible.

Report: When you took over the company, there were about 100 employees here in Tavazzano. Where do you stand now?

Dr. Peter Lechner: Our official workforce is currently 135, but if you add the staff at other sub-

sidiaries who are also working exclusively for us, then the real figure is around 150 employees who are responsible for our turnover.

Report: What has changed here since the takeover in 2013?

Claus Bolza-Schünemann: I would start by mentioning the way the employees view themselves. The feeling of belonging to Koenig & Bauer is in the meantime very strong. I have spoken with the employees at all levels, including the workers on the shop floor, as I often do, and my impression is that the Flexotecnica employees also feel 'at home' within the group. In addition, the warehouse has been restructured, as has the production area. A lot has been redesigned in the offices, and the sales department has been reorganised. I think you can say that things are really moving in the company.

Report: Let us turn to the product portfolio of Flexotecnica ...

Dr. Peter Lechner: We presently have three press series. A compact press, the mid-level Evo XD series, and finally the Evo XG as the high-end version. We supply a large number of hybrid presses – flexo plus gravure. We are there one of the suppliers with the most experience.

Report: Do you buy the gravure units from outside?

Dr. Peter Lechner: At the moment, yes, though we could manufacture everything ourselves. We possess the necessary know-how – and we have already realised both variants.

Report: Koenig & Bauer in Germany was once the manufacturer of the widest gravure presses on the market ... Is there any connection there?

Claus Bolza-Schünemann: Not at all. Those presses were purely for publication rotogravure. Thin papers – that is all quite apart from packaging gravure.

Report: Dr. Lechner, you mentioned a compact series alongside the XD and XG models ...

Dr. Peter Lechner: Yes, we are currently developing a new compact press, which we plan to show at the 2019 'K' trade fair in Düsseldorf.

Report: What makes the new press 'compact'?

Dr. Peter Lechner: Many of the presses on the market are geared to high printing speeds and production output. But those are not the kind of presses which you can use for short-run jobs, and so a lot of established printing companies buy an additional smaller, in other words compact press. One key demand is a reduced space requirement. That means limiting the diameter of the central cylinder, and in turn also the printing length, but that is the compromise. The printing speed, too, is limited – only 300 to 350 metres per minute (980 to 1,150ft/min) instead of 400 to 600 metres (1,300 to 1,960ft). If you look at today's total market for CI press sold in a year, you will already find an extremely high proportion of these compact presses. We are working on what will be the smallest press on the market.

Report: Will it keep the central impression cylinder, with the same design as the XG and XD?

Dr. Peter Lechner: Our press will be the smallest, but it will nevertheless offer the longest printing length.

Report: Do you intend to remain concentrated on press technologies?

Dr. Peter Lechner: We are already building machines to complement the flexo press, and we will continue to put out feelers in the field of converting.

Report: How would you characterise the USP of the company? Which arguments favour Flexotecnica on the market?

Dr. Peter Lechner: Our presses are very robust and simple to operate. That is a very decisive factor. Our experience is that the purchase decision is often reached in a workshop bringing together all the affected employees. If the operators prefer a particular press, then that is in many cases the one which the company buys in the end. Flexotecnica has always had a reputation for high print quality, and we have constantly delivered proof of that in print tests. One unique selling point is definitely our genuinely wide-ranging experience with downstream units. That is matched by hardly anyone else on the market. And with the new compact press, we will gain further sales ar-

guments which I am not going to specify for the time being.

Claus Bolza-Schünemann: Customer contact and confidence are important. Customers must be certain that they are dealing with a long-term stable partner. Especially for such investment goods – this is not the place for quick one-off deals.

Dr. Peter Lechner: We are Koenig & Bauer. That certainly helps. Wherever the presses are actually manufactured, the quality ambitions are always the same. By the way, we are currently adapting our press design to further strengthen the recognition effect. As in the automobile industry, the customer must immediately recognise the manufacturer behind a press.

Report: One central topic at the open house is printing with water-based inks ...

Dr. Peter Lechner: It seems certain that the share of water-based inks will increase due to environmental reasons. But the branch as a whole must also be able to show that printing with water-based inks is economical. That is the decisive point. There is no questioning our ability to deliver the demanded quality with these inks. In the meantime, we are very close to the print quality achieved with solvent-based inks.

We are working intensely to further raise the attainable production speed when printing water-based inks on plastics. Everyone can print water-based inks on paper. And plastics will still be with us for some time to come. It is simply not possible to ban them all. There are no substitutes for certain plastics, at least not yet.

Claus Bolza-Schünemann: From the engineering perspective, water-based inks are a real challenge. Six times the amount of water has to be evaporated compared to solvent-based inks. That functions in practice, but collides somewhat with the customer's wish for the press to run at the same speeds. The trend to water-based inks, however, is unambiguous.

Dr. Peter Lechner: Yes, that is the clear outcome of our analyses, and our conclusion is: Our place is at the forefront of developments.

The interview was conducted by Gerd Bergmann for the trade magazine Flexo+Tiefdruck, where it appeared in the 1/2019 issue.

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300 print experts visit plant in Tavazzano near Milan

Successful open house at Koenig & Bauer Flexotecnica

Koenig & Bauer Flexotecnica has held an open house for customers at its plant in Tavazzano near Milan for the first time since the takeover by Koenig & Bauer in December 2013. Over the two days, around 300 visitors were treated to live demonstrations of the Evo XD CI flexo press and received a raft of information on printing with water-based inks.

Right: More than 300 visitors attended the two-day Koenig & Bauer Flexotecnica open house (photo: Gerd Bergmann/FlexoGravureGlobal)

"Our order books are full. We have doubled our world market share over the past years and the printing market for flexible packaging continues to grow. The open house has now convinced many customers to invest in our presses again, or even for the first time," says Dr. Peter Lechner, who has been managing director of Koenig & Bauer Flexotecnica for almost six months.

Live Evo XD press demonstrations

The live demonstration on an Evo XD was a major highlight of the open house: The first step involved makeready and printing using an extended colour gamut (seven colours plus additional opaque white) on transparent PET film (12µm). On a second press pass, the film was given a matt coating in exact register. Many guests accepted the invita-

The live demonstration of an Evo XD was a central element of the open house agenda (photo: Gerd Bergmann/FlexoGravureGlobal)



tion to take a closer look at sections of the printed film and were duly impressed. "Augmented Support" options were then shown to customers with the help of AR-DataGlass technology. Koenig & Bauer offers the data glasses on a rental basis in connection with its new, customer-tailored Service Select & More maintenance contracts. Partner companies Sun Chemical, Pamarco, Trelleborg and longstanding partner BST eltromat also gave insights into their respective portfolios, with a focus on environment-friendly printing using water-based inks. The president of the industry association FTA Europe, Sante Conselman, presented the packaging printing market in Europe and the activities of his association.

Visitors from over 20 countries

The open house was held in English on the first day and in Italian on the second day. Visitors came from more than 20 countries, with 50 companies from Italy alone registered to attend. In all, more than 300 visitors were welcomed to the plant in Tavazzano near Milan during the two days.

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MobileConsole in use at Pressedruck Potsdam

MobileConsole? What is that?

Casually speaking, MobileConsole is a press console which the operator can carry around in his or her hand. It takes the form of an industrial tablet PC with appropriate security features, which provides access to all the softkey functions of a press console directly on the operating levels. Press operation is thus possible from anywhere along the line, regardless of whether the operator is between the towers, at an upper superstructure level or in the reel room.

Maximilian Szameitat
sets up the turner bars

Pressedruck Potsdam seized the opportunity to confirm its standing as an innovative partner and has now been using MobileConsole for maintenance and operation on its Commander CL press since September 2018.

Marko Konrad, who is responsible for electrical maintenance and network administration, played an active role at every stage of the planning, integration and commissioning. He has since been using MobileConsole at every possibility when troubleshooting on the press or performing maintenance tasks such as lateral register calibration. "It is especially useful that all the control elements are available at the press itself," he says. "Functions can be tested directly and it is no longer necessary to keep walking back and forth to the console to acknowledge error messages." That saves time and spares your nerves, as Konrad sums up succinctly.

But MobileConsole is not only a benefit for Marko Konrad. That is underlined by how quickly it was accepted and appreciated by the press crews. "There was no need for lengthy argumentation and explanations of the advantages," says commissioning engineer Matthias Müller. The press crews immediately integrated the new tool into their daily routines.



Thomas Friedrich and Maximilian Szameitat, a seasoned printer and his best trainee, both use the MobileConsole almost as a matter of course, whether for format changes, when setting up the folder or ribbon-stitcher, to adjust the folding jaws for changes in the page count, or to set the web tension – after starting up the press from the tablet PC.

The list of functions available through the MobileConsole is identical to that of the central press console, but no longer bound to a single location. All function permissions are simply transferred 1:1. As press operator Thomas Friedrich says so aptly: "A welcome simplification for both makeready and press control."

And that was precisely the intention of Koenig & Bauer Digital & Webfed.

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Thomas Friedrich at the
web aligner



Shortly after signing the contract (l-r): Thomas Bergmann, head of service management Koenig & Bauer Digital & Webfed; Michael Grieswald, assistant vice-president S.E.M. Servicegesellschaft; Paul Haas, managing director Badisches Druckhaus Baden-Baden GmbH; Achim Trenkner, managing director S.E.M. Servicegesellschaft; Thomas Potzkai, head of service and project management Koenig & Bauer Digital & Webfed



S.E.M. and Koenig & Bauer in tandem at Badisches Druckhaus Baden-Baden

A service partnership with great potential

There is probably no other aspect of our daily lives which is subject to more rules than workplace safety. In Germany, these rules include the Occupational Health and Safety Act (ArbSchG), the Ordinance on Industrial Safety and Health (BetrSichV) or the Technical Rules on Operational Safety (TRBS), among others. Further important guidelines are the accident prevention regulations of the German Social Accident Insurers (DGUV). More and more companies are turning to specialists to help ensure compliance with the increasingly complex rules – for example to Ludwigshafen-based service provider S.E.M. when it comes to DGUV Regulation 3 “Electrical installations and equipment”. This regulation covers equipment from photovoltaic installations to printing presses, compensating stackers and even coffee machines.

The DGUV regulations are relevant concerns even in brand new production facilities. The recently agreed cooperation between Koenig & Bauer and S.E.M. Servicegesellschaft (see separate box) is thus a perfect fit: New printing technology can now be offered together with the know-how required to perform safety checks. A complete package from the very beginning – or equally as a service at a specifically requested time.

Specialists for specialist tasks

Badisches Druckhaus Baden-Baden (BDBB) is one of the first customers to benefit from the cooperation between S.E.M. and Koenig & Bauer. In addition to the daily title *Badisches Tagblatt*, the company also produces a number of advertising journals, alongside contract jobs for publishers, retailers and industrial customers. A Koenig & Bauer Commander CT for newspapers with up to 48 pages in Berlin format was installed at BDBB in 2014.

Efficient operation of the production facility rests in the hands of “a small but fine team of 27 employees” as managing director Paul Haas describes them. This team includes three technicians who take care of the majority of maintenance and repair work on site. Where specialist

tasks are involved, however, IT manager Heinz Klein also calls in corresponding experts. For example for inspection of the folder – or for checks on the electrical equipment.

The service provider

These checks give the management at Badisches Druckhaus the certainty that all DGUV stipulations are being observed – and that is naturally also a decisive basis for occupational safety and production reliability. Especially where the task can be delegated to external specialists. The company S.E.M. Servicegesellschaft für Elektrik und Mechanik in Ludwigshafen is well known across the printing industry as a specialist provider of maintenance and repair services for large-scale machinery. Possibly less well-known among print professionals is an area of S.E.M. business managed through its branch office in Ahrensburg, namely electrical and installation engineering. Many of the around 300 employees at S.E.M. are qualified electricians, and combine this expertise with sound knowledge of the processes in a printing company.

Checks at self-defined intervals

§5 of DGUV 3 states: “The contractor shall ensure that electrical installations and equipment

are checked regarding their proper condition." This must be done prior to initial commissioning and then, according to the regulation, "at specific intervals". These intervals are to be chosen "such that defects which are to be anticipated are detected in good time." At the end of the day, however, each company itself decides how often to have the checks performed, says Michael Grieswald, head of the electrical and installation engineering division at S.E.M. The service provider can only draw up reports and offer advice. One important factor when determining the intervals for checks is the intensity of use of the equipment concerned.

Inspection under production loads

The know-how necessary to assess the technical safety of a coffee machine is of course completely different to that required for a newspaper press line. The team at Badisches Druckhaus performs the relevant checks on a diversity of smaller appliances such as coffee machines, kettles, PCs or office printers. When it comes to the production machinery, they prefer to rely on the services of S.E.M. In cooperation with Koenig & Bauer as the OEM, the company is ideally equipped for this complex task. The access to expert knowledge, alongside assessments of individual machine data, guarantee the customer the highest possible level of safety and guidance.

Carsten Konagel, the project manager responsible for Badisches Druckhaus: "We perform our checks under production conditions, which distinguishes us from many competitors and the local electrical contractors." This is possible because the S.E.M. technicians are well acquainted with practically every type of machinery they are likely to encounter. On this basis, methods have been developed to "permit smooth realisation of the checks without hindering the ongoing production."

S.E.M. has planned around 50 man-days for the BDBB project. It is the first repeat assessment of all electrical installations. Heinz Klein: "That covers a very broad field – the building services with all the distribution boards for lighting and power sockets, the air-conditioning, the various auxiliary systems for the print process such as the dampening solution preparation and ink supply systems, the compacting containers and hoists, the finishing lines, and even the PV installation on the roof. The whole project will continue on into 2019."

Proactive approach

The two partners intend to follow a joint proactive approach, as explained by S.E.M. managing director Achim Trenkner and Thomas Potzkai, head of service at Koenig & Bauer AG, when they signed



Cooperation between Koenig & Bauer and S.E.M. Servicegesellschaft

In response to expanding service business and strong customer demand, Koenig & Bauer expanded its product portfolio in 2018. In cooperation with S.E.M. Servicegesellschaft, it can now offer almost all services relating to printing presses. "We have already worked very successfully with S.E.M. in the past, and so it is only logical that we are expanding our cooperation. Our customers are interested in having a single contact person for all aspects of their printing operations. Together with S.E.M., we can now offer them precisely that," says Thomas Potzkai, head of service at Koenig & Bauer. The cooperation between the two companies is geared to a longer-term partnership. Achim Trenkner, managing director of S.E.M. Servicegesellschaft: "The objective is clear – we plan to develop the market proactively. From repairs via maintenance to technical cleaning services. Together, we now view ourselves as a full-service provider." The responsibilities of the two companies are clearly separated, but at the same time fully complementary.

the cooperation agreement in summer 2018. In the coming years, there are sure to be many more company directors who are grateful for the proactive contact regarding safety checks in accordance with the DGUV regulations.

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Above: Inspection in progress at Badisches Druckhaus

Druckzentrum Aschendorff invests again in Commander CL

26th Commander CL goes to Münster

The Aschendorff Group is the leading media supplier in Münster, Germany, and the surrounding region. With another investment in a Commander CL newspaper press from Koenig & Bauer, the company is continuing its successful growth course.



The project team from Druckzentrum Aschendorff and Koenig & Bauer (l-r): Mustafa Ugan, project manager Koenig & Bauer Digital & Webfed; Thomas Wenge, technical director Druckzentrum Aschendorff; Thilo Grickschat, managing director Druckzentrum Aschendorff; Stefan Segger, sales director Koenig & Bauer Digital & Webfed; Markus Schrubba, production processes coordinator Druckzentrum Aschendorff; Herbert Kaiser, head of project management Koenig & Bauer Digital & Webfed; Georg Fleder, sales manager Koenig & Bauer Digital & Webfed

The company's first Commander CL was already fired up two years ago. "We are truly satisfied with our press, especially as it can print up to 100,000 copies per hour. We are also particularly impressed with how little waste it produces. This is incredibly important for us, as we print 28 different local editions," says managing director Thilo Grickschat. Technical director Thomas Wenge adds: "We carried out a comprehensive selection process before our first investment three years ago. For the current investment, everything went much faster – we are delighted with Koenig & Bauer."

The new press is set to come on stream in spring 2020 and will be very highly automated. Since its market launch a few years ago, Koenig & Bauer has now sold 26 presses of this type to Germany, France, China and the USA, and it is currently the most frequently ordered Koenig & Bauer newspaper press. "Our high-end newspaper presses are still very much in demand on the market. Our customers are very satisfied with the quality, productivity, cost-effectiveness and new features of our presses," says Stefan Segger, sales director for Koenig & Bauer Digital & Webfed.

Company leads WAN-IFRA Star Club with 15 stars

Print media has been the core business of the Aschendorff Group for more than 250 years. The company publishes nearly 30 different local editions and is known for its outstanding print quality. It is a member of the exclusive International Newspaper Color Quality Club and leads the WAN-IFRA Star Club with 15 stars. With the *Westfälische Nachrichten* and the *Münstersche Zeitung* – the daily titles belonging to the Münster newspaper group – Aschendorff prints the region's highest-circulation dailies. Together with frees and the supplements distributed by Anzeigenblattgruppe Münsterland, Aschendorff's daily newspapers serve a large proportion of the Münsterland region. Since the beginning of 2019, the company has pooled its media activities in a joint holding with the Westfalen-Blatt Group from Bielefeld. The business with daily newspapers, radio, advertising supplements and printing facilities is now managed under the umbrella of Westfälische Medien Holding AG.

Premium print quality for high-quality products

The Commander CL ordered comprises two four-high towers, a KF 5 jaw folder and two Pastomat reelstands with stripping station and Patras A reel-transport system. Just like the existing press line, the new Commander CL will feature an extensive package of automation modules. RollerTronic roller locks, inking unit and cylinder washing systems, fan-out compensation, colour measuring and control systems, colour and cut-off register controls, and automatic plate changing maximise operating convenience and keep makeready times, waste and maintenance efforts to a minimum. The Commander CL will be controlled from an ErgoTronic console featuring EasyTronic software for optimised start-up.

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SIB Imprimerie S.A. invests in a third press from Koenig & Bauer

Compacta 818 from Koenig & Bauer for French printer

SIB Imprimerie S.A. (Société d'Impression du Boulonnais) is investing in a Compacta 818 from Koenig & Bauer. It will be joining two existing Compacta 318 presses at the company in the north of France and is scheduled to enter production in spring 2019.

SIB print shop manager Francis Verbeke: "Our two presses from Koenig & Bauer run like clockwork. And we are convinced that Koenig & Bauer is also the right partner to have at our side for this new press. Our 20 years of trustful partnership speak for themselves." The press is able to print up to 45,000 copies per hour with up to 72 pages. "Our customers appreciate our longstanding experience and our professional team," says Martin Schoeps, head of service management at Koenig & Bauer Digital & Webfed. "We have earned a reputation for always completing our relocation and commissioning projects on schedule. And the fact that we have now received another order from SIB is naturally seen as confirmation of our successful work." The latest press was previously installed at a location near Paris.

Young print company committed to further growth

SIB Imprimerie S.A. was founded in 1974 and has pursued a strategy geared to constant growth ever since. With a turnover of €37m (\$42m) and almost 200 employees, the company is in the meantime one of the largest printing companies in northern France. In the course of digital transformation, SIB has further broadened its portfolio of high-quality and classic print products such as magazines, catalogues, posters and business cards. From layout through to the finished product, the company's digital division acts as a single contact and supplier for all process steps.

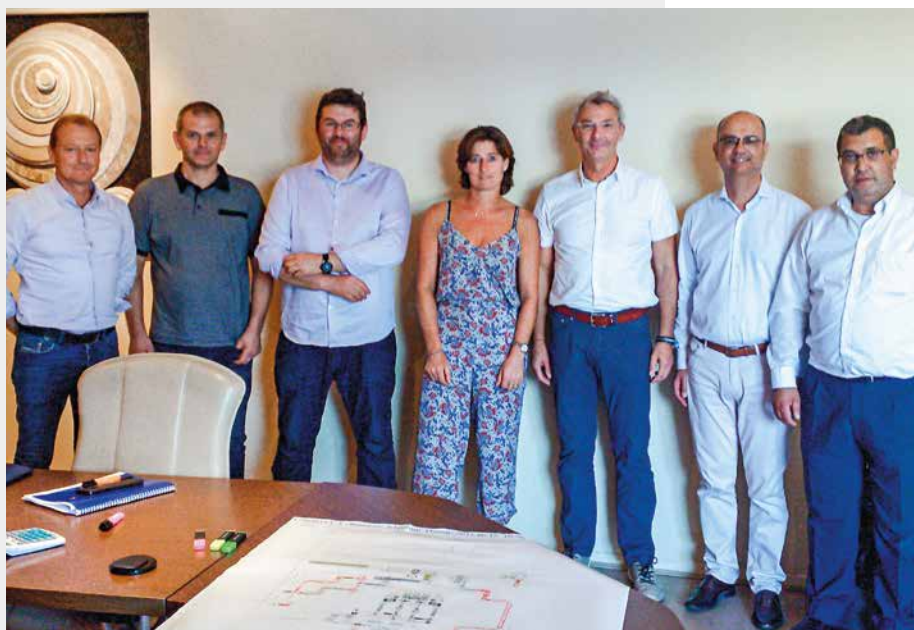
80-page press with high level of automation

The Compacta 818 is engineered with a cylinder circumference of 1,197mm (47.1in) for a maximum web width of

2,060mm (81.1in). Up to 45,000 copies with a maximum of 72 pages can be printed per hour. The press features an automatic reelstand for paper loading, four printing units with semi-automated plate changers, a high-performance Contiweb dryer with integrated afterburner, and a variable V5 folder for long- and short-grain production. An inline colour measuring and control system ensures maximum process stability, while the LogoTronic production management system handles the exchange of digital presetting data, along with production monitoring and evaluation.

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After signing the contracts (l-r): Volker Löber, service manager Koenig & Bauer Digital & Webfed; Jérôme Barlet, project manager SIB Imprimerie S.A.; Francis Verbeke, print shop manager SIB Imprimerie S.A.; Sophie Bulteau, financial director SIB Imprimerie S.A.; Martin Schoeps, head of service management Koenig & Bauer Digital & Webfed; Pierre Pommier, sales manager Koenig & Bauer (FR); Najib Mounni, service manager Koenig & Bauer (FR)





The live presentations with augmented reality revealed otherwise invisible details of the technology under the machine covers

"Be part of Koenig & Bauer 4.0"

Coding becomes intelligent

At Fachpack 2018, the European trade fair for packaging, processes and technology, Koenig & Bauer for the first time presented a concrete concept for an artificial intelligence system. Under the banner "Beyond Digital – Be part of Koenig & Bauer 4.0", the business units Coding, Sheetfed and Digital & Webfed underlined their strong common identity by presenting a joint idea for the growing packaging market of the future.

Everyone is talking about digitisation and Industry 4.0. But what does that mean in reality? We set ourselves a fascinating task: "What if you could experience the future today? – At first hand and tangible."

At Fachpack 2018, therefore, the exhibition stand placed a spotlight on the latest addition to the Koenig & Bauer family: Kyana. This is our gateway to artificial intelligence and the immense opportunities it offers for and in a digitally networked production world. As a self-learning system, it promises to support users in meeting the growing demands of the future more easily and more reliably. The technology can help to prevent operating errors, train staff and service technicians, and make processes more efficient.

The future needs an origin

This principle is translated into action with Kyana. The name is derived from the Greek word "kyanos" meaning "blue" – blue the colour and

blue as a reference to the boundless expanse of the skies. For over 200 years, the colour blue has accompanied Koenig & Bauer, a company with far-reaching visions; a perfect bridge between origins and the future. Additionally, the name Kyana alludes to the German abbreviation "KI" (standing for "künstliche Intelligenz" = "artificial intelligence" or "AI" in English) and the word "key" as in "key technology" – a perfect name, designed to intrigue while promising a fascinating future.

Recognising digital transformation as opportunity

Which opportunities lie ahead with this new technology and its fresh approaches to the ever more diverse challenges and possibilities in a world of digitally networked production? Kyana unlocks the full potential of known IoT (Internet of Things) applications. It collects, manages and reacts to data made available by the most varied sources. By identifying correlations in the flood of information, Kyana learns continuously and optimises processes on this basis.

As a trade fair application, the AI capabilities were combined with the alphaJET evo inkjet printer. To illustrate the possibilities more vividly, the presentation was designed as an augmented reality application using a modern VR headset. The use of virtual content facilitates precise communication, unhindered by language barriers, and increases safety as the user has both hands free. In typical day-to-day scenarios, Kyana could reply independently to questions from the user, or else provide pointers to aspects relevant for process optimisation. On the basis of real-time data, Kyana can re-order depleted consumables, remind the user of pending maintenance or optimise equipment settings, and in this way serves users as a valuable assistant in the daily work environment.

Digital progress does not aim to replace humans – it seeks to support and offer additional benefits. After all, we define ourselves through actions. Kyana was developed in constant dialogue with our customers. All discussions and impressions gained at Fachpack have also been recorded and evaluated. Such evaluation is essential to the further development of AI. In this way, Kyana can evolve step by step from a concept vision to deployable reality.

Modern service with Visual CustomerSupport

Further important topics, alongside the benefits which Koenig & Bauer offers as the ideal partner for packaging printing and finishing with its comprehensive portfolio of coding systems, printing presses and die-cutters, are solutions with added value and after-sales support.

With Visual CustomerSupport, many customers are already using a modern tool which simplifies communication with the Koenig & Bauer hotline



Terminology:

Artificial intelligence (AI) is used to collect and structure data, and then seeks patterns and dependencies in these vast amounts of information. In this way, a machine can learn continuously and reacts independently and dynamically to new situations.

Augmented reality (AR) describes the injection of computer-generated images and information into live videos. It extends the real world by adding virtual aspects which the user perceives as elements of this real world.

Industry 4.0 / Internet of Things (IoT) describes the ever-increasing networking and communication between “intelligent” objects, e.g. machines.

Visual CustomerSupport is the Koenig & Bauer service app using video streaming to enable instant remote maintenance and service support.

by transferring moving images by smartphone or tablet in order to visualise processes and operating sequences. The hotline staff thus gain a faster and more comprehensive overview of the situation on site, and can guide the operator through appropriate function checks or adjustments. This modern form of service support saves both time and money. And that is definitely to the benefit of our customers.

We would like to shape the road to a digital future together with our users. You can visit our website coding.koenig-bauer.com/Kyana to learn more and follow the further development of Kyana.

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Above: Live demonstrations were presented several times each day and were each time a magnet for fair visitors

AR is not a prerequisite for digital information and communication – a tablet suffices



**Traceability is important
for tunnel safety**

Markings withstand extreme conditions in the same way as the marked product

Sealing solutions for extreme applications

In tunnel building, it is only the careful sealing of all joints between the concrete segments which prevents the penetration of water and potentially harmful substances. Innovative rubber profiles are also the basis for comfort and operational safety in railway track construction. In applications such as these, the demands placed on product markings are no less strict than those addressing the materials used.

**Dätwyler manufactures
profiles for demanding
industrial applications at
its Waltershausen location**



The information markings on construction materials initially serve to simplify handling and use on the construction site. But also after many years of use, perhaps under extreme conditions, they provide for reliable traceability. Even the standard inks used in the continuous inkjet coding systems of the alphaJET series can be characterised by their outstanding adhesion properties. They are furthermore complemented with an extensive range of special inks.

Effective solutions

Dätwyler Sealing Technologies produces around 40,000km (25,000 miles) of profiles for building construction and industrial applications each year at the company location in Waltershausen in Central Germany. As a future-oriented company with high quality ambitions, Dätwyler retains a high proportion of in-house manufacturing and can call upon decades of experience and know-how in the field of extrusion.

The more than 180 employees produce not only profiles for use in railway track superstructures, but also seals for concrete tunnel segments, jacketing for submarine cables in the field of offshore wind power and other customer-specific sealing solutions. Dätwyler Sealing supplies effective solutions to protect the products of its diverse industrial customers.

Taking customer wishes into account

Where requested by the customer, Dätwyler must mark the profiles to guarantee later product traceability. In the past, such markings were applied with systems from different manufacturers. One

serious disadvantage of these systems, however, was the requirement of a compressed air connection and the high susceptibility to faults, accompanied by an increased need for cleaning around the printing heads. Operation also varied from one system to the next, increasing the risk of operating errors.

Standardisation boosts efficiency

The simple, intuitive operation and logically structured user interface of the alphaJET inkjet system reduce the likelihood of errors considerably. Gradual replacement of the old equipment with alphaJET systems has also sup-

ported standardisation, as the key to improved efficiency in production. Each printer can be deployed flexibly on different production lines, and all the systems use the same inks and solvents. Thanks to the expert instruction given, system set-up is child's play for the operators. Texts as well as logos can be changed without ado, even during production.

Strategic planning

Customer demands are increasing and cost pressures are growing. The sparing consumption of the alphaJET and the favourable cost of its consumables are important arguments. The MEK-based standard ink for the alphaJET withstands even the stresses associated with submarine cables. With maintenance contracts to ensure inspections at regular intervals, Dätwyler safeguards its production capabilities and maximises the service life of the inkjet systems.

The alphaJET system is already today suitable for in-process networking. In combination with the modular software suite code-M, operation is not only simplified, but can also be monitored from a centralised location.

Iris Klühspies

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The alphaJET inkjet coding system adds markings to the profiles

"We are delighted with the clear user interface of the alphaJET and the uncomplicated service. As the next step, we plan to network our production."

"As the world's leading supplier of sealing solutions, we are in constant dialogue with our customers to develop simple, cost-effective, but at the same time high-quality products – and that is what we also expect from our own suppliers."

Elke Eisenträger, senior quality manager



A new take on digital metal decorating

When you look at uses for a printed metal sheet, the first thoughts probably revolve around things like metal packaging, for example food cans. Book covers are rather less likely to come to mind. Thanks to the digital printing

technology embodied by the MetalDecoJET from **Koenig & Bauer MetalPrint**, however, even this unusual combination becomes reality. For the reference book "Metal Architecture – Facades – Volume 1" by Josef Peter Münch, the publishing house Alfons W. Gentner has cooperated with Koenig & Bauer MetalPrint to produce a cover

printed on metal. The cover shows a detail of the Pavillon 21 MINI Opera Space, which was erected in Munich as a temporary performance venue.

"The production of an appealing and equally informative reference book is always a team effort. Alongside the author's ideas and texts, the design and the craftsmanship of subsequent realisation are decisive factors for the success of such a book project. But 'Metal Architecture – Facades' goes one step further: The use of printed metal for parts of the book cover casts a haptic and visual bridge between the planners, architects, craftsmen and readers. It thus deserves very special consideration," says Josef Peter Münch. The high-quality book can be ordered at www.baumetall.de. But beware, this is a strictly limited edition.

DuMont and Koenig & Bauer continue partnership

DuMont and Koenig & Bauer are set to continue a successful partnership which has already lasted for more than 180 years. Halle-based subsidiary MZ Druckereigesellschaft mbH is purchasing a further Commander CL. It is a little over two years ago that the company's last investment, likewise a Commander CL, came on stream. "Our current press offers all the essential prerequisites for success: A high level of automation, reliability, exceptional flexibility and fast makeready. It was clear that we would continue along the chosen road with Koenig & Bauer at our side," says MZ managing director Bernd Preuß. The new Commander CL will enter production in the fourth quarter of 2019. Since the initial market launch just a few years ago, Koenig & Bauer has now sold

employees at MZ produce advertising supplements, brochures, booklets and other print products in the Rhine and half-Rhine formats. Further activities include extensive mailing and logistics services.

Automated, flexible and reliable

With a maximum web width of 1,400mm (55.1in) and a cylinder circumference of 1,020mm (40.2in), the new Commander CL can print up to 45,000 full-colour newspapers per hour with 32 pages in Rhine format or 64 pages tabloid. It comprises two four-high towers, a KF 5 jaw folder and two Pastomat reelstands with Patras A reel logistics. Like the existing Commander CL, the new press incorporates a raft of automation features such as pagination changes, inking unit and cylinder washing, fan-out, colour measuring and control systems, colour and cut-off register controls, and fully automatic plate changing. Together, they reduce job changeover times, waste and maintenance to a minimum. The press is controlled via an ErgoTronic console with EasyTronic for optimised press start-up and automated run-down. A comprehensive software package for maintenance and service simplifies work planning and supports transparency across all technical processes.

The new Commander CL will be entering production at MZ Druckereigesellschaft mbH in Halle in the fourth quarter of 2019



27 presses of this type to users in Germany, France, China and the USA, and it is currently the most frequently ordered newspaper press.

Alongside the *Mitteldeutsche Zeitung*, with a circulation of almost 200,000 copies, the 115

Fairs & dates



9th - 13th April 2019
Print China Expo
Dongguan (Guangdong), China



1st - 3rd May 2019
CANNEX
Denver, USA



8th - 9th May 2019
Empack
Dortmund, Germany



16th - 17th May 2019
"Koenig & Bauer 4.0 – Commercial Printing & Connected Services"
Radebeul, Germany



20th - 22nd May 2019
"Koenig & Bauer 4.0 – Packaging Printing & Connected Services"
Radebeul, Germany



24th - 26th September 2019
Fachpack
Nürnberg, Germany

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enabling creation of a boundless variety of
printed products. For over 200 years now.
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we're on it.