

June 2020

56

Products | Practices | Perspectives

Report



Interprint invests in another digital press

Third RotaJET for decor printer [see page 39](#)

Did you know that...

56

issues of *Report* have appeared so far

473,280

copies of *Report* have been printed for you since 2012

All the issues of *Report* to date account for some

2,909

pages

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



Invisible to the human eye, silent and uninvited, but with massive and, to date, still incalculable consequences for the affected patients, for public health systems and for global trade, COVID-19 is also impacting the industry we all work in. The protection of all employees is our utmost priority, yet at the same time, maintaining our delivery capabilities, service readiness and spare parts supplies is of crucial importance! A task force comprising supervisory board members, managing directors and departmental managers has been set up to continuously coordinate, monitor and, where necessary, adapt measures to safeguard these activities. We can assure you, our customers, that we are doing everything we can to cater to your needs in the best way possible in these exceptional times. Many of our customers are suppliers to the food, pharmaceuticals and beverage industries, whose packaging and packaging materials have been classified as "critical and system-relevant" by the German Federal Ministry of Food and Agriculture (BMEL). This also includes the corresponding supplier industries. Our company is fully aware of its responsibility. Working to the best of our ability to keep your production running provides us with additional motivation.

To provide the Koenig & Bauer Group with more support, the supervisory board has appointed two new board members with effect from 15th April 2020: Mr Michael Ulverich as COO with a remit covering materials management, production and logistics, and Dr Stephen Kimmich as CFO.

Dr Kimmich succeeds Dr Mathias Dähn, who has left the company in consensus with the supervisory board.

We were all eagerly anticipating drupa 2020, with all our new products, solutions and a window to the future. It was with full respect and understanding that exhibitors and customers agreed to the first-ever postponement of our flagship trade fair since it was established in 1951. However, we are convinced that you will also have good reason to come and see Koenig & Bauer in Düsseldorf on the new dates between 20th and 30th April 2021.

The impact of the COVID-19 crisis and the postponement of drupa may be delaying a few of the surprises which Koenig & Bauer had in store, but none are being abandoned forever! The newly developed VariJET 106, the award-winning and uniform design for our full product portfolio, the planned open house at the Klingele company in Delmenhorst (the first user of the CorruCUT), the latest RotaJET for TetraPak in the USA, or further developments in the field of flatbed die-cutting – we promise to remain as active as ever, and hope that you all stay healthy!

Yours,

Claus Bolza-Schünemann



Large-format Rapidas in demand the world over
Page 10



Compact Evo XC sets new standards
Page 40



New Commander CL for Druckhaus Delmenhorst
Page 42



Continuous strong growth
Page 50



Koenig & Bauer Campus
Page 55

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Contents

Koenig & Bauer

Did you know that...	2
Editorial	3
drupa has been postponed – what now?	6
Cash in times of pandemic	7

Sheetfed offset

Optimised processes with Customer Community	8
Large-format Rapidas in demand the world over	10
Vagner Graphic: Successful thanks to UV printing	12
Box Print sets course for further growth	14
Two new medium-format Rapidas at Kerschoffset	16
Three new Rapidas at Silber Druck	18
France: Exclusive print products thanks to LED-UV	20
Curtis Packaging boosts sales with Rapida technology	22
PaperWorks installs new press and die-cutters	24
AST & FISCHER chooses Rapida for a fifth time	25
Solid partnership with Parksons Packaging	26

Post-press

Printing, die-cutting and folding carton gluing	28
Rapida RDC 106: Interview with Johannes Naumann	30
Investment in post-press	32
First Omega Allpro 90 in Canada	34

Digital

Ready to launch this year – the VariJET 106	36
Koenig & Bauer receives 'Company to Watch' award	38
Third RotaJET for decor printer	39

Flexo

Compact Evo XC sets new standards	40
-----------------------------------	----

Web offset

New Commander CL for Druckhaus Delmenhorst	42
Somedia Partner AG opts for Commander CL	43

Specialities

ModEX: First step to a smart coating line	44
Laser marks top product in medical technology	46
EU plant passport with alphaJET inkjet printer	48
Continuous strong growth at Koenig & Bauer Kammann	50
KBA-NotaSys to become Koenig & Bauer Banknote Solutions	52

Shorts

Koenig & Bauer – Sauer Walzenfabriken service partnership	53
Trioplast Nyborg invests in an Evo XG 8 LR	54
Koenig & Bauer Campus	55

Report

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Embrace the change!

drupa has been postponed – what now?

We spent more than a year working at full speed on our plans for drupa. We were fine-tuning our slogans, working out concepts for shows and presentations, preparing campaigns – all the details that normally keep a marketing department busy. Until 13th March – the day everything was brought to a screeching halt.



Dagmar Ringel, Director Corporate Communications and Marketing, speaks about the drupa postponement and shares an insight into what customers can look forward to in 2021

It was a difficult decision for Messe Düsseldorf to have to make, but it was the only right one to make. In the meantime, everyone involved has had time to adapt to the new situation. We have become accustomed to new ways of working. The digital world is demonstrating what it is capable of – also in the home office. Strange as it may sound, social distancing is bringing us closer together. Since the world has become a little quieter, we are paying more attention to what is going on around us.

It is worth noting that people whose services were often taken for granted in the past have now become much more visible, and are being praised for their work – at least by the media. For our part, we would like to use this opportunity to direct our gratitude and applause towards all the designers and research engineers who are working on new solutions for the printing machinery of tomorrow. This also includes the software developers who are enhancing the automation and networking features that will make us all more efficient and successful. And, not least, our gratitude and ap-

plause also apply for the many employees in manufacturing, assembly, commissioning and service who are not even able to work from home during these challenging times.

We were so looking forward to taking you, our customers, on a journey into the fascinating world of print at drupa 2020. With eight machines showcased at a stand measuring 4,400m² (47,360sq.ft), you would have had the chance to experience the full workflow for folding carton production. With machines that exhibit perfect compatibility with each other, having been developed by a single supplier. You would have been able to learn more about our press solutions for digital print, sheetfed offset and printing flexible packaging in live shows. All launched in a completely new design. We would have liked to show you how your company can become even more profitable by networking your machines and utilising digital technologies and artificial intelligence – with Koenig & Bauer 4.0. Furthermore, you could have seen our new VariJET – first promised in 2016 and meanwhile in production at the joint venture Koenig & Bauer Durst – in action for the first time. With its hybrid approach, it represents our response to the needs of future industrial folding carton production. Combining a digital printing system with the finishing and post-press units of the type you are already familiar with from our sheetfed offset presses, it removes practically all the limitations otherwise placed on the creativity of brand owners and packaging designers. Direct printing on corrugated board would have been demonstrated on the Delta SPC, another cornerstone of the joint venture.

In times in which many companies are fighting for survival, finding the right tone and the right timing for announcements about new products is something of a balancing act. How receptive is the market to product innovations? Might people be more interested in the mindset a company has, how it is responding to the crisis, and how strong its partnerships remain?

Koenig & Bauer gives the safety of its employees, customers and partners utmost priority. Over the few past months, we have been making decisions on how we can best support you as our customers and partners each and every day. Pragmatic

in our approach, but also with a requisite sense of responsibility, we are confident that we can all emerge from this crisis together.

It was therefore very encouraging to learn that the value and importance of packaging has been acknowledged. The German Federal Ministry of Food and Agriculture has explicitly listed “Enterprises producing packaging and packaging materials for products” as critical and therefore system-relevant suppliers to the food industry throughout Europe. In other words: Our sector is essential to people’s lives, and all the more so in times like these. Board packaging and folding cartons ensure that food and pharmaceutical products reach the end user efficiently and in hygienic condition. No disruptions may occur in the corresponding supply chains. That is in every-

one’s interest – above and beyond any economic considerations.

Our production, which is located exclusively in Europe, is still running. Our service staff are ready to provide assistance where needed, our spare parts centres in Europe, Asia and the USA are operating, and parts can be dispatched as required. All employees at Koenig & Bauer are dealing with the new situation professionally and with their customary enthusiasm. That is what characterises Koenig & Bauer. As it has done for more than 200 years. And that is what we look forward to showing you – albeit a little later than planned – at drupa 2021 from 20th to 30th April 2021.

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In times of pandemic

Cash remains a key payment method worldwide

In these times of the COVID-19 pandemic, media all over the world have raised questions as to potential virus transmission via different surfaces, including currency. Eric Boissonnas, CEO of KBA-NotaSys, comments: “Cash continues to play a key role in our economies, specifically also in times of pandemic.”

“Recently,” says Eric Boissonnas, “we have seen unfounded warnings – in the press, on social media and even in shops – that evoke a potential risk of COVID-19 transmission when using cash.” Worldwide health experts, however, simply recommend applying the same hand hygiene measures as for any other everyday item when handling banknotes and coins. In other words: Cash is safe to use, even during pandemics, and is furthermore the only free payment method which is available to everyone.

Many central banks conduct regular studies into whether the production or circulation of banknotes could potentially impact public health. According to their latest statements, there is no evidence of coronavirus transmission via banknotes.

The World Health Organisation (WHO), too, sees no reason to advise against using cash for payments. In times of crisis, it is all the more important for governments and public authorities

to uphold respect for and universal access to fundamental values such as security, freedom and data protection. Cash, as public infrastructure, is a form of power sharing between states and their citizens. It is also the only form of payment available to every person in the world, irrespective of their nationality, social or financial status, and access to further technology. And in times of pandemic, it is thus of the highest priority that we can all use cash, a possibility which is today even more important for the 1.6 billion people in this world who possess no bank account.



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Flexible dashboards offer an immediate overview during all phases of production



Enhancing performance:

Customer Community optimises processes in print production

For a number of years now, Koenig & Bauer has been demonstrating how creative thinking and digital data can be combined to create innovative services and solutions. Many of these developments aim to make processes within print production more efficient. This has allowed press manufacturer Koenig & Bauer to confirm its reputation as a cross-sector pioneer in the digitisation of business processes.

Apps can be used to operate a press remotely, to simplify inventory control and the order processes for consumables, to enable orders and stocks to be managed in accordance with current production needs, and to track the use of press consumables on a job-by-job basis. Process, performance and sensor-based data are recorded and evaluated automatically by means of a central platform. Performance reports provide overviews of key parameters and the first predictive services are able to detect abnormal press operation before this leads to an actual breakdown or malfunction. And there is much more to come. Koenig & Bauer is constantly developing new digital solutions to realise added value and process optimisation in daily print production. These currently include Analytics Plus, a new LogoTronic platform and improved detail planning in production control.

Analytics Plus optimises processes

Analytics Plus places print companies in a position to maximise the performance of their Rapida

presses and to optimise the associated processes, either working alone or with support from the manufacturer.

Delays of one kind or another – whether shorter or longer – are seemingly inevitable over the course of a day's production. Some are noticed, although their impact is difficult to quantify, and some may not even be noticed at all:

- Incorrect job loaded
- Incorrect plate assignments to the printing units
- Incorrect colour sequence for the selected jobs
- Incorrect paper at the press
- Incorrect press settings used
- Searches for missing tools and consumables
- Reduced printing output
- Long plate changing times
- Mistakes in press set-up

All these delays have one thing in common: they lead to production downtimes and have the cor-

responding negative effects on annual, monthly or weekly profit margins. To enable transparent presentation and an objective assessment of these influencing factors, an evaluation of press and operating data is imperative.

Using information received from the press as a basis, the analysis is extended to cover both press-related parameters and the current production data. Job histories, production times and much more besides can be visualised using flexible dashboards. Even complex trend analyses that allow the user's own long-term strategies to be monitored can be realised with just a few clicks. The data can be filtered by diverse criteria, e.g. by persons, time periods, sheet counters, or the make-ready times for a certain paper type, a certain ink or a particular customer. All these functions are cloud-based.

Koenig & Bauer helps users to generate plausible assessments of what are frequently complex data, and thereby improve, modify and optimise their production processes. After all, it is only by using straightforward evaluations of the data that valuable conclusions can be drawn to assist production.

As an element of the so-called Customer Community, performance reports now contain even more information and allow even greater flexibility in data evaluation. The previous performance report was a static snapshot.

Job processing down to detailed planning

Manufacturing execution systems (MES) and management information systems (MIS) provide the foundations for end-to-end job processing and monitoring. Planning and process control are being simplified in two areas:

- Planning, as a core element of all forms of production control, is to be raised to a new level as a tool to instantly shorten makeready times. To this end, a detailed planning tool is being developed to reduce the time required for those processes which do not contribute to value creation (makeready and auxiliary times) across all cost centres involved in the production process, and thereby allow significant savings to be achieved. Production planning receives support from a smart calculation function which proposes the most efficient path for production for any job.
- LogoTronic will be supplemented with a new platform. Each company makes use of the specific components necessary for its own internal processes. The user can grow within the platform and can unlock those performance capabilities that are required for the corresponding production phases.

End-to-end workflow

Complete workflow solutions, from job definition through to shipping of the final product, are available for both the packaging and commercial segments. All departments of a print company are covered by the management system, and the relevant information is distributed automatically to all Koenig & Bauer machines.

As a system supplier of press and post-press solutions for packaging printers, Koenig & Bauer not only provides the necessary means of production, but also integrates them into a single process workflow. In other words, LogoTronic doesn't just communicate with the Rapida sheetfed offset presses – folder-gluers from Duran, die-cutters from Iberica and the digital VariJET 106 are likewise integrated into the production planning and control system. On the basis of all acquired data and communication between the individual systems and machines, the Koenig & Bauer digitalisation solutions create genuine added value for the user.

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To date, we have been using only a small fraction of the available data for analysis purposes. As with an iceberg, it is now important to utilise the previously unseen or in, our case, unused data for complex trend analyses





The highly automated eight-colour Rapida 145 perfecter is the new centrepiece of the commercial production centre at Neografia

Large-format Rapidas from Koenig & Bauer in demand the world over

Success writ large

Large-format sheetfed offset presses manufactured in Radebeul have been quite literally a model for success on the global market for more than 50 years. With maximum sheet formats up to 106 × 145cm (41.7 × 57.1in) for the Rapida 145 and up to 120.5 × 164cm (47.4 × 64.6in) for the Rapida 164, they print at speeds up to 18,000sph and hold their own in all comparisons with their widely popular B1 counterparts when it comes to automation.

Thanks to its extensive automation, the Rapida 145 is an ideal means of production for short runs at Edelvives

Packaging and commercial printers, in particular, appreciate the large-format Rapida models for their performance, production availability and long service life. At the same time, countless online providers, book and poster printers, and many other highly specialised companies swear by their modern and economical large-format technology from Koenig & Bauer.

Strong domestic demand

In 2019, large-format Rapidas contributed significantly to a very successful year for sales of

sheetfed offset printing presses in Germany. Almost 100 printing units were ordered by the country's commercial, specialist and Internet printers, as well as by traditional packaging companies. In other words, every single order placed for a new large-format press was snapped up by Koenig & Bauer (DE) last year.

A Rapida 145 with six printing units and coating equipment was installed at Gundlach Packaging in Oerlinghausen, for example. This was the company's first sheetfed offset press 'made in Saxony' after almost exactly 30 years. In May, Mugler Masterpack in Crimmitschau received a Rapida 145 with seven inking units, coating equipment, quadruple-length extended delivery and a whole host of further automation options, as well as the PDF-Check quality control system for sheet inspection with comparison against a pre-press PDF.

Print provider Walter Grieger Offsetdruck in Nettetal is another typical Koenig & Bauer user which has now opted for a new large-format Rapida. A Rapida 164 with seven inking units, a coater and extended delivery is set to come on stream in just a few weeks. In addition to displays and packaging printing for corrugated board products, it will be used to print gang formes for the folding carton industry. The new press is furthermore an entry card to the world of printing with an extended colour gamut.

Valued by international packaging printers

A year ago, Werner Kenkel, a Polish specialist for corrugated and solid board packaging, celebrated



Left to right: Adam Kenkel, Wiesław Grabsztunowicz, Damian Kenkel (all Werner Kenkel), Jan Korenc (Koenig & Bauer), Waldemar Borowiak (Werner Kenkel) and Grzegorz Szymczykowski (Koenig & Bauer) at the official inauguration of the latest Rapida 164



the 40th anniversary of its foundation. And taking this as a fitting occasion to further expand its production capacities, the company commissioned what was already its third large-format Rapida – a Rapida 164 with six inking units, a coater and triple-length extended delivery.

Superior Litho in Los Angeles, on the other hand, chose a Rapida 145 to add another 40 per cent to its printing capacity. The seven-colour coater press is the third large-format press from Koenig & Bauer which the company has installed in the space of a decade. The feature list includes UV dryers, inline colour control and PDF-Check. Superior Litho supplies packaging for the food, electronics and cosmetics industries, as well as for special products.

Commercial users in the spotlight

Bell & Bain, one of the oldest independent book and magazine printers in the United Kingdom, ordered two Rapida 145 presses last year – one an eight-colour perfecter for 4-over-4 production, the other a four-colour version, likewise with perfecting. With these two highly automated presses, Bell & Bain is targeting a significant increase in production capacity. Since 2004, it has installed a total of 36 large-format printing units, including two further eight-colour presses.

Neografia in the Slovakian city of Martin also owns an eight-colour Rapida 145 with a perfecting unit for 4-over-4 production. It is able to print both sides of 32 A4 pages in a single press pass. That adds up to some 10 million A4 pages per day.

The Edelvives Group is one of the few Spanish publishing houses whose company history stretches back more than 100 years. It is an important supplier to the education sector, and is similarly well known for its children's and young adult literature. In response to the trend towards ever shorter run lengths, the company installed a four-colour Rapida 145 last year. Today, up to 60 jobs are printed on the press on any given day.

Back to Germany: With Flyeralarm/Druckhaus Mainfranken, one of the market leaders in the web-to-print business relies on a fleet of Rapida presses. When defining the required features, the focus was placed above all on the fastest possi-



ble makeready, enabling clients to benefit from ultra-short delivery times for their print products.

Perfect technology for every application

Thanks to a broad range of configuration options, accessories and automation solutions, the large-format Rapidas are an efficient means of production for both established and niche markets. They can be equipped with a reel-to-sheet feeder, a double-pile delivery, intermediate drying units, additional printing units after coating and perfecting facilities, as required for the individual application. For packaging printing, they can also be placed on raised foundations and integrated into a fully automatic pile logistics system. Presses with up to 16 printing and finishing units are already in daily use.

But as if that were not enough: Rapida sheetfed offset presses are especially robust and are manufactured to provide many years or even decades of reliable service. A few of them have already passed the magic figure of 1 billion printed sheets. You can always rely on a large-format Rapida – now and over a long service life.

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Commissioning of the new Rapida 145 at Superior Litho in Los Angeles with members of the company management team and representatives from Koenig & Bauer (US)



Managing director Dominique Houot (left) together with his printers Jeremy (centre) and Ahmet in front of the new Rapida 105

Vagner Graphic boosts production capacities with a Rapida 105 LED-UV

Successful thanks to UV printing

In summer 2019, a four-colour Rapida 105 with LED-UV capabilities started production at Vagner Graphic, a long-standing Koenig & Bauer user and member of the European printers network Impriclub, in Nancy in eastern France. The new press is replacing a small-format press and is now teaming up with a further Rapida 105 already in operation at the company. It not only allows for the printing of a broad spectrum of commercial products with added value for the customer, but also gives a significant boost to its production capacities.

UV specialist

Vagner Graphic was established in the heart of the Lorraine region in 1843 and is one of the oldest printing companies in France. What began as a small local printshop gradually evolved into a

widely respected offset and book printing operation. With up to 80 people on the payroll at times, it was also one of the area's major employers. After the company faced financial difficulties, it was acquired by the current owner and managing

director Dominique Houot in 2001. From the very beginning, Houot adopted a strategy of ambitious investment in order to put the company back on course for further success.

Just three years later, Vagner moved to the purpose-built premises in Fléville-devant-Nancy, where it is still located today. Concurrent renewal of the machinery base also heralded the arrival of the first two Koenig & Bauer printing presses at Vagner. When the Genius was commissioned in 2011, the company increasingly began to specialise in printing high-quality commercial work using UV technologies. Polypropylene, PVC, vinyl and lenticular printing became the company showpieces. Alongside classic, four-colour commercial products with and without coating, Vagner today primarily produces shelf stoppers, polyart covers and lenticular products with 3D effects. In 2019, it counted some 20 employees and generated revenues amounting to €2.7m (\$2.93m).

Capacity expansion and enhanced productivity

In 2019, management decided to replace its B2 press with a new Rapida 105 with four printing units and LED-UV capabilities. Dominique Houot: “Given the collapse of our smaller-format market, I saw no real alternative to a complete switch to medium formats. Only in this way could we expand our production capacities and improve productivity, both of which were urgently necessary. The decision to invest in a press with LED-UV technology was the logical next step to take to maintain our long-standing specialisation in UV printing.”



Alongside production speeds up to 16,000sph, the Rapida 105 is distinguished by its substrate flexibility. Configured with automatic plate changing and the inline colour measuring and control system QualiTronic ColorControl 4K, which scans the print on every single sheet and then adjusts the inking accordingly after every ten sheets, the Rapida 105 is in a position to print a wide range of high-quality commercial products with added value. The LED-UV technology makes it easier than ever before to print on uncoated papers, design papers and substrates with plastic content, thereby adding new options to the product portfolio. Since there is practically no heat input into the pile when LED-UV is used, and because the sheets are already dry when they reach the delivery, powdering becomes superfluous, power consumption is reduced, less maintenance is required and job production times are shorter.

The Rapida 105 LED-UV allows Vagner to print a wide range of commercial products with added value, such as shelf stoppers, polyart covers and lenticular products with 3D effects

“The decision to invest in a press with LED-UV technology was the logical next step to take to maintain our long-standing specialisation in UV printing.”

Dominique Houot

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Two Rapida 106 presses have been used for production in the modern Box Print printshop since last year – one five-colour and one six-colour model, each with an inline coater and triple-length extended delivery

Largest ever investment for Brazilian packaging printer

Box Print sets course for further growth

Dynamic and at the same time challenging – these are two characteristics that are frequently associated with the printing industry and above all the packaging segment. The year 2019 was one of countless ups and downs in Brazil – with constant interest rate cuts and historic highs and lows for the exchange rate against the dollar. This is why it is now so important for those companies that believe in Brazil and are prepared to invest in the country to come to the fore.

And this is precisely where Box Print has a role to play. The company has already existed for 61 years and has consistently been one of the first to embrace the latest developments on the packaging market. In 2019, the primary goal was to invest in machinery that would position the company as one of the best equipped in the whole of Latin America. “Box Print invested more in machinery in 2019 than ever before. In doing so, we have not only brought our machinery base into line with the state of the art, which in turn makes our printshops more modern and more efficient – we have also expanded our production capacities at all three company locations.” This is the message communicated by the Box Print directors.

Keeping pace with the times

In order to modernise its printing operations, the company decided to invest in sheetfed offset

presses from Koenig & Bauer. After all, the latter can draw on more than 200 years of experience in the manufacturing of printing presses.

The company management attaches great importance to ensuring that Box Print keeps pace with the times and is always receptive to the latest developments on the market. “The focus on innovation has always been one of our basic principles. For many years, we have been observing the markets and the needs of our customers. That was no different for this investment. A good part of the year was spent on conducting detailed studies and on travelling abroad to help with the development of the ideal new printing press generation for our company.”

Box Print is focussed on fulfilling its orders as quickly as possible and in the highest print qual-



Conventional and UV production

Within the framework of a holistic approach that, above all, factors in the needs of the customer, Box Print urged Koenig & Bauer to engineer presses in its Rapida product family for a wide range of consumables and substrates. “The presses are configured for production both with conventional inks and coatings, and for a UV process. This enables us to handle an even broader variety of substrates. Our main objective is to increase our production capacities to ensure we are able to satisfy our customers in every respect,” says the technical department.

Ever since it was founded in 1958 – back then under the name ‘Cartonagem Campo Bom’ – and through to the present day as ‘Grupo Box Print’, it has always been evident that the company is determined to establish a lasting legacy.

Company innovation centre

It is no coincidence that the company has developed a variety of groundbreaking technologies over the decades. The company management points to its in-house innovation centre as a source of countless finishing solutions: “We want to maintain our market reputation for technical expertise, innovation strength and a commitment to value benefits for our customers.”

Paulo Faria, general director of Koenig & Bauer (BR), views Box Print as a perfect example for efficiency. “The presses are among the most advanced that the industry has to offer. The people at Box Print know every detail of what the printing industry demands and can tell us exactly which features are required in daily printshop operations,” says Faria.

As Koenig & Bauer pays great attention to the demands of the print market and therefore of its customers as well, the printing systems offered cater to all current market trends.

For Box Print, the new technology is inherent to its philosophy: “Our job is to make every interaction with our packaging an unforgettable experience.”



“Our job is to make every interaction with our packaging an unforgettable experience.”

Box Print

ity, and can now enter 2020 with added confidence. For the company management, the road ahead is clear: “We want to improve our production speed and keep boosting our productivity. At the same time, it is crucial to maintain our high standards and to keep our quality promise. Our standing on the market is that of a business partner whose central aim is to create added value for the customer through its services and special expertise. Our investments reflect precisely this philosophy.”



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Bird’s-eye view of the Box Print production centre in Campo Bom, just a few kilometres from Porto Alegre



High production speeds and fast makeready enable Kerschoffset to consolidate its leading position on the Croatian market

Two new medium-format Rapidas at Kerschoffset

Aiming high

Kerschoffset in Jezdobec, close to the Croatian capital Zagreb, has implemented an ambitious investment package. The core elements of the project are two sheetfed offset presses – an eight-colour Rapida 106 with perfecting for 4-over-4 production and a Rapida 105 PRO with five printing units and coating facilities. This new equipment will allow the company to pursue its plans to expand its leading position on the Croatian market and boost its export business.

Danijel Kerš (r) and production manager Danijel Vlastic are delighted with the cutting-edge Rapida technology in their printshop

Kerschoffset has invested a total of €6.5m (\$7.24m) in new machinery over the past three years, flanked by comprehensive training measures to prepare its employees for the technological leap forward. “We intend to remain the number one on the Croatian market and aim to ex-

pand our printshop into one of the most cutting-edge companies in the region,” says owner and managing director Danijel Kerš. The company currently employs 150 people at its plant near Zagreb and recorded a turnover of around €10m (\$11.1m) in 2018 – with 12 per cent of that revenue generated by exports. In this regard, the managing director also has a clear objective: “We want to increase our share of exports to 35 per cent in the coming years.” A particular focus is to be directed at markets such as Austria, Germany, the Netherlands and Great Britain.



One-stop supplier

The Kerschoffset product portfolio covers the full spectrum of commercial printing, such as brochures, magazines and catalogues, though books also play a significant role in the company’s activities as well. With the sole exception of hardcover books, the company is able to handle all production steps from pre-press to print and through to post-press in house. For Danijel Kerš, this is an important factor as it safeguards quality, while at the same time because it guarantees availability in three-shift operation.

Provider of choice

The media branch is currently experiencing a major upheaval, yet Danijel Kerš is convinced of the strengths of print and remains optimistic about the future. “It is precisely in the broader media mix that print is able to score points with its multisensory appeal.” To optimise its position on the print market, Kerschoffset relies on both offset and digital printing technologies. This combination is the key to absolute flexibility in terms of formats, substrates, finishing effects, run lengths and personalisation options, and has established the company as the provider of choice for many print customers. This is also borne out by a string of industry awards. The company picked up multiple prizes at Croatia’s PRINT.fest and CROPAK Awards in 2016, 2017 and 2018.

Consistent development

To live up to this aspiration, as Danijel Kerš says, it is necessary to make continual investments in the company’s further development – and this both in the know-how of the employees and in technology. This insight was also the starting point for the investments made in recent years. Kerschoffset and Koenig & Bauer can look back over many years of cooperation based on trust, and that naturally played a central role in the decision-making process. The plans took on concrete form with the installation of a Rapida 105 PRO in 2017, followed by the Rapida 106 perfector press a year later.

Clear division of responsibilities

When asked to pinpoint the improvements embodied by the current Rapida 106 and Rapida 105 PRO generations, Danijel Kerš mentions three aspects: the entire system of sheet transport from infeed to delivery, including sheet travel through the perfecting unit, along with the optimised printing and inking units, and the comprehensive measuring systems. “The extensive automation tools help us to improve our competitiveness, while the innovative measuring and control systems ensure constant print quality,” he says. There is a clear division of responsibilities between the two presses: Perfecting jobs on substrates up to 175gsm (118lbs) are printed on the eight-colour press. All single-sided jobs and substrates over 175gsm are assigned to the five-colour press. For finishing, the five-colour Rapida 105 PRO is configured with an inline coater. Danijel Kerš can testify to both the straightforward handling and the high quality of the effects achieved, which often make all the difference for his customers. Both



presses incorporate numerous quality control solutions. Registration, for example, is managed and monitored with ErgoTronic ACR, while inking is controlled at the console using ErgoTronic ColorControl.

Overall package for operating efficiency

Non-stop systems and preset capabilities extending from the DriveTronic feeder, via fully automatic plate changing (FAPC) through to the AirTronic delivery, ensure that both Rapidas are quick off the mark when carrying out short runs yet at the same time ensure they lack none of the stamina required for long runs. “Nowadays, it is imperative to trim your production for maximum efficiency at both ends of the run length spectrum, and we have definitely achieved that with our investment in the two presses from Koenig & Bauer,” says Danijel Kerš, before continuing: “The overall package of automation modules provides for increased efficiency and profitability.”

In this context, attention must also be paid to press availability, a concern which is immediately answered by Koenig & Bauer’s dense service network. The remote service desk is already able to solve many questions immediately; the planning of service visits has greatly improved, and any maintenance work due can be scheduled more effectively. The managing director summarises his experience to date as follows: “The two Rapidas have made us more competitive, and that allows us to be optimistic about the future.”

Knud Wassermann

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Constant print quality thanks to inline measuring and control systems



The three long Rapida sheetfed offset presses in the Silber Druck print centre. A fourth is already on order

Long perfectors at Silber Druck

“We only do the things we’re good at!”

Silber Druck in Lohfelden near Kassel is one of the most renowned printers in the business when it comes to the fast completion of brochure print runs. Tonnes of paper are – literally – moved through the company’s enormous production centre every day. With three new Rapida long perfectors, the Silber family is well equipped to remain competitive on the fiercely contested print market. But what makes the ecologically oriented print centre so special?

With three Rapida long perfectors, joint managing director Wolfgang Silber (r) and production control manager Christian Mergard are well equipped for the fiercely contested print market

One of the largest brochure printers in the country is Silber Druck. The company, which meanwhile has a staff of more than 100, is based in Lohfelden.

According to joint managing director Wolfgang Silber, 99.9 per cent of the production run by Silber Druck is accounted for by brochures, magazines, catalogues and other periodicals, whether saddle-stitched or with perfect bindings. Up to 1 million sheets are often printed on any given day – working around the clock – and a good 9,000 tonnes of paper are used over the course of the year. It is not every day that you encounter such systematic specialisation. Most print companies have a rather more diversified portfolio.

only these presses, but also the recent major upgrade to the finishing department, the company has more than 7,000m² (75,350sq.ft) of production space available. This was achieved by adding an extension to the existing premises, primarily as installation space for a range of post-press machines.

The longest Rapida used at Silber Druck is a Rapida 106-10+L SW5 SPC ALV2 (delivered at the end of 2018). It is configured with the Lightweight Speed package (for a maximum capacity of up to 18,000sph) and a 2.4m (7.9ft) extended delivery. A camera system is used for sheet travel monitoring, and other equipment features include DriveTronic SPC, DriveTronic PlateIdent and Flying JobChange. An ErgoTronic console with wallscreen, QualiTronic ColorControl, QualiTronic LiveView (real-time visualisation of every printed sheet), QualiTronic ICR (inline register control) and QualiTronic PDFCheck (sheet inspection), together with an online link to LogoTronic Professional with its maintenance manager and information cockpit (displaying of performance data), are the distinguishing features of the systems used to maintain print quality.

Printing and more

The press line-up used to handle this production volume comprises a Rapida 106-8SW4 SPC, a Rapida 106-10+L SW5 SPC ALV2 and a Rapida 106-8+L SW4 SPC ALV2 with Complete Workflow. To adequately accommodate not



At Silber Druck, what is referred to as the digital job docket is practically ubiquitous, whether at the printing presses or the various post-press machines, whether for gang formes (four-page and eight-page products, covers, etc.) or for single jobs.

Considerable post-press power

But what would the extremely high printing capacity be without corresponding post-press capabilities? Three combination folders with six crease lines, two buckle folders with ten crease lines and one combination folder with nine crease lines cover the company's everyday folding needs. Three stitchers, namely two full gatherer-stitchers and one booklet stitcher for smaller jobs (four pages), along with a perfect binding machine (16 stations, 24 grippers) perform binding. Cutting, film wrapping and paper drilling machines are also available.

The jobs, which are produced almost exclusively in sheetfed offset, vary from 300 to 200,000 sheets and more, with the average run length totalling between 3,000 and 5,000 sheets. The number of offset printing plates used each day is no less impressive: at least 2,000 (for which three Magnus 800 platesetters from Kodak are available).

It is often the case that jobs are received one day and can (must) be shipped back to the customer on the next day – and that sometimes with a five-figure run length. Finishing requirements are outsourced to a dependable external provider in the local East Westphalia region.

Ideas and solutions

When Wolfgang Silber is asked about unique selling points and recipes for success, his answer is short and succinct: "We only do the things we're good at! At the same time you have to be the cost leader – and to achieve that, you need to get your products through the print centre as quickly as possible by the technically optimum route." Furthermore: "We work with extremely short delivery times and very fast decision-making channels. For the majority of our customers, we know precisely what they want and what they do not want, and can therefore see matters from their perspective," says Wolfgang Silber.

"The moment a customer places an order, he receives a link for the data upload," adds production control manager Christian Mergard. An Optimus MIS used together with Koenig & Bauer's LogoTronic platform ensures trouble-free data communication across all process steps. The order processing staff know precisely how the work is progressing at any given moment, and



can intervene in the job at any point they need to. The MIS therefore renders the entire workflow transparent.

Finest screens

Special mention must be made of the pre-press department, which uses a digitally modulated screening technology called Auraia. This name is derived from the Greek word for 'beautiful'. "The print results achieved with Auraia certainly are impressive when it comes to their visual impact," says Wolfgang Silber. The flat tints are absolutely smooth and, above all, free of any rosette structures, moiré effects or disturbing cloudiness, and there is no different angling. Colour gradations and the finest details are reproduced in brilliant quality. "This not only allows us to provide a practically photorealistic print, but also reproduce this result faithfully at any subsequent point in time," says Christian Mergard. Having originally trained as a bookbinder and printer, today he is responsible for full production management and digital order processing at Silber Druck.

Silber Druck is certified in accordance with ISO 12647, the ProcessStandard Offset (PSO), for both autotypical screening and Auraia DMS. The company has also been certified by the FSC (FSC-C044084) and prints using mineral-oil-free inks as part of a carbon-neutral production process. Eco-friendly inks make a significant contribution to an improved ecological footprint for every printed product.

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The three sheetfed offset presses run at full capacity around the clock

Interesting website:
silberdruck.de



Imprimerie Bellêmeoise in Western France is investing in a five-colour Rapida 105 with inline finishing capabilities

Exclusive print products thanks to LED-UV

Imprimerie Bellêmeoise, a print company based in Normandy and a member of the Renard Group, commissioned its first printing press from Koenig & Bauer, a five-colour Rapida 105 with an inline coater and LED-UV capabilities, in spring 2019.

The new sheetfed offset press produces a wide range of print products that create added value for the customer, and is fully consistent with the company's deep commitment to sustainability and environment-friendly printing.

Commercial printer since 1898

When Georges Lavayer founded Imprimerie Bellêmeoise in 1898, his company was a small family-run business specialised in letterpress printing, primarily producing local advertisements and notary proclamations. In 1966, the company was acquired by Guy Baron, moved to the premises spanning more than 1,000m² (10,760sq.ft) which

it still occupies today, and invested in its first offset presses. When the company merged with Jacques Bihel in 1987, its machinery was modernised once again and the small family business was transformed into a widely acclaimed specialist for technically demanding brochures, enjoying with a sound reputation among suppliers of luxury goods. Towards the end of the 1990s, a general economic crisis put acute financial pressure on the company, resulting in its most recent acquisition by its present owner, Michel Renard, in 2003. Renard industrialised production, introduced automation and established standardisation processes. The Renard Group today comprises three

production units, each with its own very specific product and customer typology, and employs a total workforce of 70, with 24 of those employees based at Imprimerie Bellémoise.

A bold decision

In 2018, the Renard Group decided to invest in a new printing press, and its final decision fell in favour of a five-colour Rapida 105 with LED-UV capabilities and the CX equipment package, allowing heavier substrates with a thickness of up to 1.2mm (0.047in) to be used. Configured with the inline colour measuring and control system QualiTronic ColorControl, which scans every single sheet and issues colour control commands after every ten sheets, the new high-performance press was installed at Imprimerie Bellémoise in spring 2019.

“First of all, the investment was necessary to safeguard the future of our printing operations,” says production manager Anthony Chartier. “At the same time, however, we wanted to expand our product portfolio and establish a lead over our competitors by offering technically sophisticated products with high added value, which explains our decision to choose the LED-UV technology and an inline coater. Sometimes, you have to make a bold decision to be successful.” The Rapida 105 is just one element within a comprehensive investment project which includes also a new Bograma die-cutter, a folding machine with interposer unit from H&H, and a new CtP system. Anthony Chartier: “A new press was necessary to systematically expand our product portfolio, but not sufficient in itself. We also needed to modernise our post-press equipment in order to be able to offer our customers innovative products.”

Productivity, flexibility and added value

Taking stock after eight months of full production, the overall verdict is highly positive. Anthony Chartier: “We are fully satisfied with our Koenig & Bauer press. Around 15 per cent of the products we are able to offer today would not have been feasible with a typical offset press. The special equipment that our Rapida features allows us to print in flawless quality on all sorts of different substrates: coated and uncoated papers, board, laminated paper or non-absorbent films, for example. We are now in a position to produce sealed brochures with supplements, window films and carton packaging. There is great demand for new products like these from our customers. We are outsourcing far fewer jobs to subcontractors, and the coater allows us to realise fantastic effects, for example drip-off finishes, which lend our products an unbelievable added value. Furthermore, thanks to the LED-UV technology, we have been able to improve our production processes and de-

livery times. The fact that the printed sheets dry immediately has helped us to reduce production times to such an extent that we are now in a position to ship an order for 500 copies of a brochure in less than 24 hours. That is a game-changer for our daily work practices, and also for those of our customers.”

LED-UV and sustainability

The Renard Group has been championing sustainability in print since 2007, as confirmed by a variety of certificates and labels: Imprim’Vert, PEFC and ISO 9001. This is why it was so important that the new press also reflect these values. Anthony Chartier: “When we learned that Citeo, the French institute for paper recycling, was applying a 5 per cent penalty to all UV print products from 2019 on, we were really impressed, because eco-friendly production is a matter close to our heart, and because we are convinced of the benefits of the LED technology for the environment. LED-UV allowed us to reduce our power consumption, eliminate powder and reduce our use of coated papers. We therefore sat down with our different suppliers and obtained ‘INGEDE 11’ certificates, which confirm the good deinkability of paper printed using LED-UV. This has enabled our customers to be exempted from the 5 per cent penalty.”

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Left page: The Rapida 105 can print up to 16,000 sheets per hour and boasts unbelievable substrate flexibility – from coated 80gsm paper to 1.2mm board, uncoated papers and non-absorbent films, everything is possible

The team at Imprimerie Bellémoise in front of their first Koenig & Bauer press (l-r): Production manager Anthony Chartier, printer André Ripeaux and team leader Pascal Héroult

Sheetfed offset

The latest investment at Curtis Packaging: A Rapida 106 with 15 printing and finishing units

Interesting website: curtispackaging.com



Growth on the luxury packaging market with new Rapida technology

Curtis Packaging boosts sales by 20 per cent

On any given day, countless colourful sheets destined to become luxurious packaging are printed, coated, embossed, hot-stamped and die-cut by Curtis Packaging at its headquarters in Sandy Hook, Connecticut. They are produced for globally recognised brand retailers in the health and beauty, sport, liquor, entertainment, software and pharmaceutical markets.

To help make this happen, Curtis invested in a Rapida 106 with 15 printing and finishing units, as well as UV capabilities, in 2018. Don Droppo Jr., president and CEO of Curtis Packaging, is delighted: "This is the only press in the world in our unique configuration. We can apply up to 11 colours and multiple coatings in a single inline process. This fully customised Rapida 106 gives our company endless possibilities."

Immediately after the installation, the Rapida 106 was already meeting Curtis' expectations with some amazing work, and contributed to reductions in internal costs from the very beginning. "Our job changeover times have improved by 65 per cent," says Kerry C. Brown, vice president of operations. "We have been able to line

up so much more work on the press as a result. The press is easily paying for itself. We have seen a 30 per cent increase in production, and that has helped us to increase our sales dramatically. We could not be more pleased."

Sales grow by 20 per cent

As an established leader in the luxury packaging market, Curtis has recently gained at least 10 to 15 new customers. "2019 was our best year yet," says Don Droppo. We posted strong 20 per cent sales growth, and the investment in the new press has definitely contributed to this growth. It gives us higher speeds, faster production and increased embellishments with only one pass. This new press has certainly surpassed the expectations of our business plan."

To maintain its exceptional printing promises, Curtis has invested in a whole suite of sheetfed offset presses from Koenig & Bauer. The latest Rapida 106 is a perfect complement to the existing seven- and eight-colour Rapida 130 models, and ensures that Curtis can operate competitively across the full spectrum of run lengths from as little as 500 to over five million sheets.

To safeguard the efficient handling of such a variety of jobs, performance data from the Rapida 106 are acquired automatically and analysed via the LogoTronic Professional management system. Detailed reports are generated on all activities taking place on the press – right through to OEE data. It is thus possible to evaluate performance in every situation, with the result that print quality, waste reduction and increased production output become measurable indicators.

Expectations exceeded

Curtis is always glad to open its headquarters for customer visits. “We had one valued client who came to visit while we were printing their job,” says Kerry C. Brown. “Their graphic designer came along too and brought a new design which they wanted us to print. With our new Rapida with its colour control and one-pass efficiency, we were able to produce both high-end jobs in ten minutes. We knocked it out of the ball park.”

Curtis Packaging produces high-quality folding cartons for discerning global brands. Its prod-

ucts are characterised by both outstanding beauty and enduring value. Each carton produced at the company passes through the hands of numerous experienced packaging professionals. Dedication, knowledge and tradition have been cultivated ever since Curtis was established in 1845.

The company is a global leader in innovation and environmental stewardship. It can point to a rich heritage of excellence in production, not to mention an exemplary environmental record. Curtis is the first packaging company in North America to achieve 100 per cent carbon-neutral production, using 100 per cent electricity from renewable sources and with certification from both the Forest Stewardship Council (FSC) and the Sustainable Forestry Initiative (SFI). Responsible action is a core business principle.

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Acceptance testing in the Koenig & Bauer assembly centre (l-r): Don Drop-po, president of Curtis Packaging Corporation, Chris Travis, director of technology at Koenig & Bauer (US), and Kerry C. Brown, vice president of operations



The finest printing technology over a length of more than 33 metres

Facility expansion at PaperWorks in New York

PaperWorks installs new press and die-cutters

Three is the magic number for PaperWorks: The North American packaging provider has celebrated the official inauguration of a Rapida 145 offset press and two Ipress 144 K die-cutters at its facility in Baldwinsville.

The Baldwinsville location produces packaging solutions for some of the big names in consumer goods with a workforce of 240 employees. “We are excited to begin production on our Rapida 145,” says C. Anderson ‘Andy’ Bolton, president and CEO of PaperWorks. “Our customers expect consistent and high print quality, as well as unique enhancements to ensure that their products stand out on the shelf. The new Rapida 145 meets these requirements. We now have the largest offset press in the region in terms of format, and also the fastest. We chose Koenig & Bauer on the basis of its competence in folding cartons, alongside the superior training and good partnership with the users.”

PaperWorks is investing in new offset printing technology to satisfy customer demands pinpointing exceptional print quality and innovation. Baldwinsville is thus the company’s fifth plant with offset production capabilities, and one of two working in both flexo and offset.

The Rapida 145 and the two Ipress 144 K die-cutters are set to contribute significantly to a com-

petitive advantage built around agility, transparency and a collaborative approach to customer partnerships. PaperWorks is proud of its packaging development team (PacDev) and the detailed seminars offered to customers on all aspects of project development, design and production. The PacDev group is a team of design and technology professionals who provide a comprehensive range of development services and elaborate innovative solutions demonstrating the company’s dedication to revolutionary packaging design.

Recycled board from own paper mills

As part of its commitment to the environment, PaperWorks produces its own coated board made from 100 per cent recycled content and with performance characteristics to match any other board on the market. By operating its own paper mills, PaperWorks retains control over the board supplies for its packaging activities. “We compete very effectively within our market because we offer our customers a major competitive advantage,” Bolton explains. “We deliver positive experiences and innovative solutions. And we promise customers fast turnarounds by collaborating with them and completing their projects with speed and efficiency.”

Folding cartons for a broad market spectrum

PaperWorks is full-service provider of recycled board and folding cartons. It offers its services to the food, beverage and personal care sectors, as well as to the pharmaceutical industry and suppliers of dietary supplements and medical devices. The company is certified by the Forest Stewardship Council (FSC) and a member of the 100% Recycled Paperboard Alliance (RPA100).

The team at PaperWorks Industries celebrates the official start-up of its latest investments



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Inline sheet inspection in commercial printing

AST & FISCHER chooses Rapida for a fifth time

From classic pre-press and print service provider to a full-service marketing partner for SMEs: What began in 2010 with a merger between the Swiss companies Ast & Jakob, Vetsch AG and Fischer AG has continued to grow ever since. With offices in Wabern near Berne, Ast & Fischer AG today counts 65 employees. Partnerships and strategic cooperation agreements are the basis for constant expansion of the service portfolio.

AST & FISCHER lives for individualised marketing. The company provides its customers with support across the whole spectrum, from systematic data processing and enrichment to individualised communication utilising print and digital channels. It is out of conviction that AST & FISCHER invests in interfaces, automation and end-to-end workflows, enabling customers to benefit from faster and simpler processes.

Sustainability at all levels is one of its trademarks. With its label 'ASTrein', a play on a German word meaning 'on the level', AST & FISCHER shines a spotlight on issues related to social, ecological and economic sustainability, and is in this respect has now become one of the leaders in the Swiss printing industry.

Innovative: the new Rapida 106

To further broaden the service portfolio and to maintain a high level of customer satisfaction, innovative ideas need a foundation of visionary, high-performance and high-quality means of production. With a high-tech medium-format Rapida 106 press, AST & FISCHER is setting standards well beyond its local region. The new Rapida 106, which replaces two existing Rapida 106 models, is a highly automated five-colour press with inline coater, sidelay-free infeed (SIS) and the facility to disengage unused inking units. It also accepts

unbent printing plates. Further highlights are the extremely fast and precise inline measuring and control system QualiTronic ColorControl, and extensive networking capabilities with the management information system (MIS) at AST & FISCHER. No other Swiss commercial printer had previously incorporated the PDF-Check feature for inline sheet inspection. This system uses the QualiTronic camera to compare every printed sheet with the pre-press PDF first and then with a defined reference sheet during production. This is an especially interesting option as it enables errors on the sheet to be spotted before actual production begins and thereby helps to avoid cost-intensive re-runs.

In addition, process-related flaws such as blanket damage, hickies or smearing are detected and reported to the operator. This ensures maximum production reliability and gives customer satisfaction a corresponding boost.

Support for digitalisation

AST & FISCHER maintains a focus on topics such as networking, cloud solutions and digitalisation. Over recent years, the company has built up comprehensive know-how in this field. Koenig & Bauer provides support for such endeavours with tools like PDF-Check and integration of the Rapida 106 into the printshop workflow by means of the production management system LogoTronic Professional. The LogoTronic Cockpit provides immediate overviews of relevant performance data – whether for analyses or for KPI benchmarking. The Rapida LiveApp (ErgoTronicApp) even allows the press to be monitored and controlled using mobile devices.

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Swiss premiere: Inline sheet inspection in commercial printing with QualiTronic PDFCheck

Smiles after commissioning the new Rapida 106 (l-r): Peter J. Rickenmann, CEO Koenig & Bauer (CH); Daniel Büsch, key account manager, Koenig & Bauer (CH); Samuel Messer, technical manager, AST & FISCHER; and Olivier Zeier, PPS/offset production manager, AST & FISCHER



It was two years ago that Ramesh Kejriwal, Parksons Packaging (centre), signed the delivery contracts for three seven-colour Rapida 106 coater presses, two of which feature DriveTronic SPC and QualiTronic ColorControl. Here in the photo (left to right): Aditya Surana from Indo-Polygraph Machinery, with Dietmar Heyduck, Bhupinder Sethi and Sascha Fischer, all Koenig & Bauer Sheetfed



Solid partnership with Parksons Packaging

Over 100 Rapida printing units for packaging production

Parksons Packaging is one of the biggest packaging solutions providers in India. Alongside its headquarters in Mumbai, the company, which is overseen by chairman Ramesh Kejriwal, operates five ultramodern production plants at locations all over the subcontinent. Only recently, a newly installed Rapida 76 was commissioned. This means there are now exactly 101 printing and finishing units from Koenig & Bauer in production for the Indian packaging giant.

The first Rapida sheetfed offset presses started arriving at the company in 2005. At the time, Parksons Packaging was looking for presses to handle UV production. The Rapida 105 with its facility to switch dryer modules between multiple installation points was the industry yardstick in those days, not only at Parksons, but indeed for UV production throughout India. Later, Rapida 106 models joined the line-up – seven-colour and eight-colour presses and others in double-coating configurations. At the beginning of 2020, the company purchased its first Rapida 76 – in a six-colour version with coater and extended delivery. This latest installation includes the printing units 100 and 101.

a half-format press alongside its medium-format Rapidas. The combination of high production speeds and a small footprint tipped the scales in favour of the Rapida 76. No less important were the short job changeover times – especially when using DriveTronic SPC – and an enlarged sheet format.

Fast job changeovers, high production speeds

The capacity to disengage individual inking units, a feature unique to Rapida presses, also caught Ramesh Kejriwal's attention: "We can already prepare the unused printing units for the next job while the press is still running the current production job. And as an extra bonus, that also reduces wear on the rollers."

Faced with changing market demands, Parksons Packaging decided that it needed to install

Kejriwal is equally impressed by the high productivity of the other Rapida presses: "DriveTronic

Interesting website:
parksonspackaging.com



**Impressive dimensions:
The Parksons Packaging
plant in Chakan, Pune**



**At a ceremony to mark the
commissioning of the Rapi-
da 76, Dietmar Heyduck,
Koenig & Bauer Sheetfed
(2nd from right), honoured
Ramesh Kejriwal, Parksons
Packaging (centre), as an
important partner. Also
present: Aditya Surana
from Koenig & Bauer sales
partner Indo-Polygraph
Machinery (left), Siddharth
Kejriwal (2nd from left)
and Subhasis Roy (right),
both Parksons Packaging**

SPC allows job changeover times to be shortened by 30 to 40 per cent. And the number of jobs which we handle on the new presses has increased by 30 to 35 per cent.”

On average, it can be said that each new Rapida is able to replace two older models. In addition to the high speeds, waste is also reduced. Parksons is very satisfied with the presses, the print quality and the installation and commissioning process. This is reflective of the fast and comprehensive service provided by Koenig & Bauer sales partner Indo-Polygraph Machinery. And so, with each new press, the company is building up a full package geared to the most important criterion for any type of production technology: Performance.

Folding cartons in all dimensions

All Parksons Packaging plants place their focus on folding carton production. The corresponding jobs can be assigned to a total of 22 offset production lines, 13 of them from Koenig & Bauer, and one digital line. Nevertheless, there are differences between the individual plants and their specialisations. Digital and screen printing are based in Daman, together with the production of pharmaceuticals packaging. Pantnagar is specialised in packaging with high-quality cold foil finishing.

And Chakan produces beverage cartons. Additional production plants are located in Sricity and Guwahati.

This nationwide base allows Parksons Packaging to supply a wide range of packaging products to customers in all corners of the country. Domestic production is complemented by a global export business. The product portfolio includes, among other things: Mono cartons, litho-laminated cartons, liner cartons, transport and retail packaging, shelf-ready displays, promotional and gift packaging, a broad spectrum of custom packaging, beverage cartons and blister packs. One of the company’s specialities is an ingenious slider pack design.

In 2019, Parksons Packaging recorded a turnover of around €150m (\$167m). Almost 18,000 different articles are produced, and approx. 100,000 tonnes of paper and board are processed every year. More than 1,700 employees work in plants with a production floor space totalling almost 100,000m² (1,075,000sq.ft).

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Vogtland Kartonagen boosts efficiency with end-to-end solutions for packaging production

Printing, die-cutting and folding carton gluing

It could be said that Vogtland Kartonagen from Reichenbach in eastern Germany already foresaw Koenig & Bauer's recent activities and company acquisitions relating to the packaging market many years ago. The company has been using die-cutting equipment from Iberica since 1998. The original purchase was replaced with a newer model in 2005. One year later, the first folder-gluer from Duran was installed. In the meantime, both suppliers have been integrated into the Koenig & Bauer Group. Alongside, large-format sheetfed offset presses from Koenig & Bauer have been the printing machines of choice since 2002.



All swear by the Omega Allpro 110 (from right): Production manager **Denny Polsfuß** and managing partner **Hagen Sczepanski** from Vogtland Kartonagen, as well as **Ronny Neugärtner** and **Oliver Fuchs** from the sales department at Koenig & Bauer (DE)

Above right: **Janet Vogel** enjoys work on "her" **Optima 106**

Over the past two years, managing partner Hagen Sczepanski has been investing once more. Given the very good experience with machines from Duran and Iberica, he saw no reason to take his custom elsewhere. An Optima 106 was installed in 2017, and an Omega Allpro 110 went into production just a few weeks ago.

High flexibility and performance

Both machines naturally incorporate significant further developments compared to their predecessors. The Allpro from Koenig & Bauer Duran implements many of the ideas and wishes resulting from ten years of production with the earlier machine. Hagen Sczepanski: "Many of the things which we had identified as desirable improvements to a folding carton gluer, irrespective of the manufacturer, have already been integrated into the Allpro. The feedback between users and Koenig & Bauer Duran functions perfectly."

Meetings ahead of the first investment already left a lasting impression. "I was asked how many reference installations I wanted to visit," Sczepanski recalls. As many as 20 were offered almost immediately. "We looked at several different folder-gluer, visiting printers who were working for pharmaceutical companies and thus boasted a configuration with all the bells and whistles, as well as simpler businesses where higher-volume production also ran like clockwork day after day."

Even though the new Allpro has only been in use for a few weeks, it has already enabled an increase in output of around 20 per cent. This is attributable firstly to the high production speeds, which in some cases can only be maintained by deploying additional personnel to remove the boxes. At the same time, the fast changeovers between different constructions, formats and materials are convincing. If the box construction remains the same,

most of the work is done in just 15 to 20 minutes. But even for a more complex changeover, for example between different styles and materials, the makeready for a brand new job does not take more than two hours.

Positive experience with the Optima

With regard to die-cutting technology, too, the specialists in Reichenbach have no doubts that they have backed the right horse. During the 12 years in which they operated the previous machine, there was only one breakdown of any note – and even that was rectified in next to no time. With the purchase of the current Optima, performance parameters could be raised by another 20 per cent. Hagen Sczepanski also describes the cooperation with Koenig & Bauer Iberica as absolutely uncomplicated: “We travelled to Iberica and explained our wishes. The operators from here and the mechanics from Iberica then discussed everything on equal terms. By the time the machine was delivered, all the open points had been dealt with and we received exactly the machine we wanted.”

Economical alternatives to the mainstream

Like the Allpro, the Optima has fulfilled the company’s expectations in every respect. Hagen Sczepanski views the two machines as genuine alternatives to the standard equipment installed by many other companies. In his opinion, any investment should be preceded by a careful assessment of all the machines available on the market: “From my experience, the price-performance ratio is simply fantastic.”

Hagen Sczepanski expressly welcomes the integration of the two manufacturers into the Koenig & Bauer Group. Service is easier to coordinate under the single umbrella of the press manufacturer than with separate companies. Furthermore, spare parts deliveries should arrive faster when they are dispatched from Germany. And the investments can also be expected to retain a higher long-term value compared to products from a smaller, independent supplier.



Packaging for the brewing industry is a focus of production at Vogtland Kartonagen

Interesting website: www.vogtland-kartonagen.de



Up to 70 million units of packaging each year

Vogtland Kartonagen is continuing a century-old tradition of packaging production in Reichenbach. The 40 employees produce between 50 and 70 million units of paper, solid board and corrugated packaging every year. The customers are primarily SMEs from various branches of industry, for example brewing, medical equipment, agricultural and food products or fasteners. Products are supplied throughout the German-speaking regions of Europe.

The Omega Allpro 110 is instantly recognisable as a member of the Koenig & Bauer product family

As was already the case when the ‘Green Dot’ scheme was introduced, Hagen Sczepanski sees the current ecology debates as a major opportunity for solid and corrugated board packaging. Everyone wants to replace plastics wherever possible. “We promise appropriate solutions for environment-friendly packaging,” he says, “and can respond flexibly to every product and customer requirement.”

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Output, output, output ... great productivity with the Omega Allpro 110



“Rotary die-cutters are more than equals to their flatbed counterparts”

Rapida RDC 106 as an IML and folding carton die-cutter

It has now been four years since Koenig & Bauer first showcased a rotary die-cutter for folding carton production at drupa. In the meantime, countless advances have been made. The Rapida RDC 106 has evolved into a highly automated folding carton die-cutter characterised by exceptional productivity. The *Report* team spoke to Johannes Naumann, head of design at Koenig & Bauer Sheetfed, about this alternative to classic flatbed die-cutters.

Report: When did Koenig & Bauer first start developing rotary die-cutters? And what motivated it to do so?

Johannes Naumann: Interest was first expressed by IML printers several years ago. Production in this segment is generally a continuous process on narrow webs. An emerging trend to production in wider formats in sheetfed offset, however, left no alternative to finishing on flatbed die-cutters, which are rather slow for such substrates. Consequently, users began to ask about die-cutters which could run at higher speeds.

Report: What makes the Rapida press platform suitable for rotary die-cutting?

Johannes Naumann: Rapidas are designed for universal use and are capable of handling a broad spectrum of substrates, as the size of their cylinder systems has been doubled. Rotary machines also allow continuous sheet travel, which is a prerequisite for significant improvements in speed. Flatbed die-cutters, in contrast, function discontinuously and are therefore subject to limitations

in terms of maximum operating speed.

Another important factor: many components of the Rapida presses can also be used for rotary die-cutting. This starts with the feeder and includes the in-feed, where the sheets are aligned in exactly the same way as for printing, and continues through to machine operation, many details of which are identical

to a sheetfed offset printing press. Accordingly, die-cutter units can also be integrated into a sheetfed offset configuration.

Report: What were the principal steps in the development process?

Johannes Naumann: First of all, we swapped the plate cylinder for a magnetic cylinder, and added replaceable jackets on the impression cylinder. Another challenge was to guarantee the torsional rigidity and stability of the die-cutter units. Heat-related deformation also needed to be brought under control. Just one degree of temperature difference can result in a 7.5µm (0.3thou) deviation in the cut. This is why the die-cutting units operate with temperature compensation. In other words, they are equipped with temperature control systems.

Moreover, the die-cutting units are also equipped with a very sensitive motorised cutting depth adjustment system, allowing settings to be made in increments of 1µm (0.04thou).

Report: And the time scale?

Johannes Naumann: Four years ago, we were offering the Rapida RDC 106 as an IML die-cutter, and showcased a folding carton version at drupa. The next step was then to find users for the first industrial trials. The Edelmann Group received one of the first machines with creasing and die-cutting units, as well as a stripping station. The great advantage of this machine is that each process step is performed in its own unit, which means that they can also be configured separately. The compromises that combination dies make necessary are thereby eliminated.

Two years ago, we launched development of an automatic blanker. At the same time, optimisa-

Johannes Naumann with a cutting die from cooperation partner Wink



tion of the die-cutting, creasing and embossing units continued, as did work to further improve the tooling. drupa visitors can now look forward to a Rapida RDC 106 for high-performance automatic folding carton production at speeds up to 15,000sph.

Report: How do things stand today?

Johannes Naumann: The RDC can be supplied both as a label die-cutter, and for industrial folding carton production. It has been developed to cater for these two applications, though further improvements and optimisations are, of course, possible in future. The following process steps are available for the folding carton market: embossing, creasing, die-cutting, stripping and blanking. Depending on the particular job, the machine achieves a throughput of up to 15,000sph.

At the same time, with an eye to one-pass production, die-cutting units can also be integrated into a Rapida 105/106 sheetfed offset press.

Report: Where is the Rapida RDC 106 being used? And for which products?

Johannes Naumann: We have already placed a significant number of machines on the market, for example in Germany, Denmark, Belgium, France and Poland, but also in Brazil and Australia.

The applications range from 55µm (2.17thou) label substrates to folding cartons in thicknesses up to 0.6mm (0.024in). The different properties of the individual substrates are reflected in an assortment of special accessory equipment that has been developed for label and folding carton production. Typical products are inmould labels and folding cartons for the pharmaceutical and food sectors.

Report: Flatbed or rotary die-cutters: What do you recommend to users?

Johannes Naumann: Both types have their specific strengths. Rotary die-cutters achieve higher outputs; they are, however, subject to certain limitations in terms of the range of substrates that can be processed. The die-cutting principle is different. Users must rethink the production process, and take the special physics of rotary die-cutting into account. The cutting forces are much lower than those of a flatbed die-cutter. Rotary die-cutters do not require special foundations. They run as quietly and smoothly as a printing press.

If the properties of the two machine types are cleverly combined to cater to a company's individual product spectrum, very high productivity can be achieved with both technologies.

Report: Can you name a few performance parameters of the RDC?

Johannes Naumann: Users have found that the output of the Rapida RDC 106 is around 25 per cent higher than that of flatbed die-cutters. The average speeds of 12–13,000sph play a major role in this.

The RDC is also much faster in makeready. Repeat jobs in folding carton production, with the typical die-cutting, creasing and stripping processes, can be set up in 15 minutes. For new jobs, we reckon with about 25 minutes. The precise figures do, of course, depend on the job in question. This makes it possible to plan a large number of makeready processes in a single day, ensuring the machine is suitable for both short and long runs.

Report: How do the costs for consumables compare to those for a flatbed die-cutter?

Johannes Naumann: There are hardly any differences. The tooling costs for a rotary die-cutter are comparable to the costs for high-quality flatbed dies. Separating the processes means that separate tools are needed for the rotary machine. The different dies are produced by specialists. We work with Wink for die-cutting and creasing dies, and with hinderer & muhlich for embossing tools. Other tool suppliers are also possible.

Stripping tools are produced on a plotter using flexible letterpress or coating plates. This is usually done by the folding carton producers themselves.

Report: What lies ahead?

Johannes Naumann: Rotary die-cutters are becoming established in the high-performance folding carton segment. Their die-cutting and embossing quality is, for all intents and purposes, equal to that of a flatbed machine. Where it is technically feasible, and assuming that it makes sense for a certain application, integrating die-cutting and creasing units into a printing press is also conceivable. As with the digital VariJET 106, for example.

Report: Mr Naumann, thank you for the interview.

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The process units of the rotary die-cutter are based on the established Rapida system



The Ipress 144 K

Investment in post-press

Offset Print and Packaging stays with Koenig & Bauer for folding carton production

British high-quality carton manufacturer Offset Print and Packaging has returned to Koenig & Bauer for two further investments: An Ipress 144 K flatbed die-cutter and an Omega Allpro 145 folder-gluer. This double investment establishes Offset Print and Packaging as the first company in the UK to be equipped with both printing and post-press equipment from Koenig & Bauer.

Vince Brearey, managing director at Offset Print and Packaging, has now opted for both printing and post-press technology from Koenig & Bauer



Vince Brearey, managing director of operations at Offset Print and Packaging, explains the background to the purchases: "We had been looking into replacement and expansion investments for the past 18 months, in line with our strategic growth

plans, but were initially undecided as far as format and manufacturer were concerned. Having considered the alternatives and after reaching a decision on the format, we were impressed by the build quality and operator-friendly concept of the equipment offered by Iberica."

"The Omega Allpro 145 was not part of our original plans. But after seeing a machine at an open house in Radebeul, we decided to add to our investment and upgrade our gluing department with the Allpro to maintain our position at the forefront of production technology." Both machines are manufactured in Europe, to a high specification, and offer a cost-effective solution for the company's ever-growing business.

Ipress 144 K

The Ipress 144 K chosen by Offset Print and Packaging provides for additional capacity alongside the existing equipment and was delivered in March 2020. It has a maximum speed of 7,500sph with 600 tonnes of cutting pressure. Paper, board and corrugated stocks are processed up to a

thickness of 4mm (0.157in). The machine has also been adapted to use the existing formes and thus to save retooling costs. The incorporated options include the OPMR system for sheet alignment at the front and side edges.

Omega Allpro 145

The Omega Allpro 145 folder-gluer ordered by Offset Print and Packaging has a maximum speed of 300m/min (985ft/min) and handles carton-board from 200 to 600gsm (135 to 405lbs). N-, F-, E-, C-, B-, EC- and EB-flute corrugated substrates can also be processed. The machine incorporates a multitude of time-saving and efficiency-boosting features, as well as improved quality control systems such as a side register unit for precise squaring of the carton blanks. A touch-screen facilitates fast makeready.

High quality and ease of use

Duran folder-gluer are recognised as particularly operator-friendly. They also offer comprehensive remote service functions. Chris Scully, director of sales at Koenig & Bauer (UK): "I am delighted that Offset Print and Packaging has once more chosen us as their supplier – this time for post-press equipment from our Iberica and Duran business units. We expect this to be the first of many similar installations in the UK. Offset Print and Pack-



aging is an extremely successful company which continues to invest in mature, high-end technologies in order to stay ahead in the game. We have continued to build on our already strong relationship, and they now have a complete solution for print and post-press from us."

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Sales director Chris Scully from Koenig & Bauer (UK) is delighted to have extended the already strong relationship with Offset Print and Packaging



Interesting website:
offsetgroup.co.uk/



The Allpro 90 in its full glory

Folder-gluer from Duran sets Ellis Paper Box apart from the competition

First Omega Allpro 90 in Canada

Canadian packaging specialist Ellis Paper Box has always placed its customers at the heart of its business philosophy. To further improve the services offered to international pharmaceutical companies, a new Omega Allpro 90 folder-gluer was installed last spring and is now in production at the 5,600m² (60,000sq.ft) facility in Mississauga (Ontario).

President Dave Ellis is proud to own the first Omega Allpro 90 in Canada



“We have developed a successful reputation as one of the most valued manufacturers in the pharmaceutical industry, because we understand and respect its demanding standards,” says company president Dave Ellis. “Our customers are constantly challenging us with unique value-added features. We listen carefully in order to understand what drives their business.

And we have learned a lot in that way – from packaging engineering considerations to distribution issues. We have recognised that, to be truly different from our competitors, we need to provide these services under one roof.”

When Duran became part of the Koenig & Bauer family at the end of 2018, Ellis took a very close look at the Omega Allpro line. “We had been interested in the Omega for some time,” he says. “Duran possesses more than 30 years of experience in the designing and manufacturing of folder-gluer in various formats and configurations. And market share gains have established the company as one of the leading manufacturers in its field. We had purchased Iberica die-cutting technology the year before, so it seemed to be the right time to install also an Omega. I believe Koenig & Bauer will continue to be a very important partner to the Ellis Group for many years.”

Extremely versatile

Ellis was attracted to the Omega Allpro because it handles such a wide range of substrates, up to and including corrugated board. At the same time, it is extremely versatile and capable of producing a



“We have developed a successful reputation as one of the most valued manufacturers in the pharmaceutical industry, because we understand and respect its demanding standards.”

Dave Ellis, company president



complex spectrum of carton styles – pairing minimal makeready with high productivity and profitability. Allpro folder-glueers produce straight-line, double-wall, crash-lock and 4-/6-corner packaging, and optionally also inner-partition, Z-fold, conical crash-lock and CD boxes, at speeds up to 400m/min (1,312ft/min). All Omega glueers feature touchscreen control panels and routers for remote diagnosis purposes, and are built for strength and reliability.

“As we continue to grow our market share, we have added new business with new requirements,” says Ellis. “In the past, we had to outsource some of this work. But since the installation of the Omega, we can keep all our finishing in-house. The machine is very quick in makeready and delivers very high quality. It has been running so well that we are yet to make a service call.”

Well-honed quality process

Ellis prides itself on a well-honed quality process and expertly trained employees. Pharmaceutical manufacturers look for well-organised, clean facilities with an emphasis on Good Manufacturing Practices (GMP), a system to ensure that products are manufactured and controlled according to consistent quality standards. The objective is to minimise the risks involved in pharmaceutical production.

Dave Ellis: “Our success is in part due to our commitment to the industry, to our employees and to our relentless efforts to remain the most progres-

sive carton company in Canada. We possess full in-house capabilities to control all aspects of structural design, the proofing process and die-making. Our three-phase electronic verification is critical to our assurance of full responsibility for product quality and GMP compliance. In other companies, the folder-glueers are often undervalued and under-utilised. But for us, they are an integral part of our quality system and value chain.”

Traditions in packaging production

All three facilities which make up the Ellis Group are located in the Toronto area. Ellis Packaging has its headquarters in Pickering, on the shores of Lake Ontario, while Ellis Packaging West is to be found further south and inland in Guelph. The facility in Mississauga, south of Toronto, is an unmistakable two-storey glass building.

Founded in 1946, the Ellis Group today counts more than 250 employees. The company is specialised in packaging for the food, confectionery, pharmaceutical and beverage industries. Ellis has acquired an excellent reputation for its designing, production and distribution of carton packaging. Its customers are above all North America’s major brand-name companies.

The finishing department occupies a large share of the Ellis facility in Mississauga. An Optima can be seen behind the Allpro.

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Interesting website:
www.ellispkg.com



A new generation of digital printing systems for folding carton production

Ready to launch this year – the VariJET 106

Market developments in packaging printing essentially depend on three factors: flexibility, agility and the ever shorter lead times between the initial idea and the finished product (time to market). Consequently, it is imperative for packaging printers to venture previously untrodden paths to meet the changing demands of their future markets. The VariJET 106 with its hybrid approach offers ideal prerequisites for this. It pairs the strengths of inkjet printing with those of a classic offset process.

Above: Digital and hybrid – the VariJET 106 in its basic configuration with an inkjet pre-treatment unit and coater

Where it used to take around four months to complete a product launch, and then a further year and a half for a global roll-out, the corresponding periods are dramatically shorter today. Brand owners need only a few days to develop an idea into a market-ready product, and its subsequent launch is effected simultaneously all over the world. In addition, product diversity has also increased up to fiftyfold.

Changes like these call for significantly greater flexibility and agility on part of packaging producers, alongside a readiness to embrace new production methods, to allow products to be launched within a drastically shorter time. Another ever more frequently encountered requirement is for seasonal, regional and target-group-specific differences to be taken into account.

Complementary digital and offset systems

The VariJET 106 offers solutions for these changing scenarios. Its digital printing system is ideal for the implementation of last-minute changes. As a complement to offset printing, it enables jobs of all lengths to be produced in comparable print quality, whether that means a single copy or a million sheets.

The VariJET 106 is developed and manufactured by the joint venture Koenig & Bauer Durst, while distribution has been placed exclusively in the hands of the Koenig & Bauer Sheetfed sales organisation. The new printing system marries the time-tested press engineering of the Rapida 106 with the latest generation of single-pass printing technology from inkjet pioneer Durst. Due to the modular design of the overall system, the digital



Economical production for ultra-short runs

The VariJET 106 delivers individualised print products in consistent quality. The strengths of this press can be found in the economical production of test packaging, new packaging designs and packaging for special campaigns. Folding cartons with high regional, seasonal or channel-specific diversity can also be realised in a highly flexible manner. Accordingly, print providers can react immediately to sudden changes in market demands. Modifications can also be made at short notice at later points in the production chain.

The VariJET 106 makes folding carton production economically viable for ultra-short, short and medium run lengths. Print-on-demand capabilities strengthen customer ties and optimise the supply chain. The full costs for intermediate storage can be saved as well.

Brand owners have adapted every aspect of their market activities. The generations X, Y, Z and α are revolutionising markets, along with their expectations. These young 'digital natives', in particular, are enablers of what can be termed mass customisation – this being customer-specific mass production. This megatrend is forcing brand owners to focus on catering to the needs of their customer demographic better. Classic mass production does, of course, still exist. And that is why digital and offset systems – the VariJET and the Rapida – complement each other perfectly.

“By combining the best components of the Rapida system from Koenig & Bauer with seven-colour digital printing technology from Durst, we were able to develop a press which promises ultimate productivity and uncompromising reliability when it comes to print quality. This offers folding carton producers countless opportunities to exploit the potential of digital printing, for example in the production of customised packaging.” Robert Stabler, joint venture CEO, Koenig & Bauer Durst

printing unit can be perfectly integrated into other units based on the Rapida platform to produce a hybrid solution. This makes high-quality product finishing with one or more inline coaters possible, while also allowing die-cutting processes to be implemented. The configuration of the VariJET can therefore be tailored precisely to the specific needs of the individual user.

Personalised and individualised

The key to personalised and individualised folding carton production is the inkjet printing unit. The sheets are transported through the unit while lying flat on a metal suction belt. This defines the clearance to the printing heads exactly over the full sheet length and width. Board and other flexurally rigid materials can be printed in offset quality.

A seven-colour (CMYK-OVG) water-based inkjet process from Durst is used to achieve a larger colour gamut. The ink is delivered using Fuji Dimatix Samba printing heads with variable drop size. The system also incorporates an automatic cleaning function. Engineered for production speeds up to approx. 5,500sph, the VariJET 106 prints sheets up to format 750 × 1,060mm (29.5 × 41.7in).

The VariJET 106 is controlled using a console featuring touchscreen operation. Error diagnostics and remote maintenance are integrated in the same way as they are in all sheetfed offset presses. Similarly, inline quality monitoring and control with the established QualiTronic components is possible.

Martin Dänhardt

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“With the VariJET 106, industrial digital folding carton production is becoming established in the packaging printing branch. New business models facilitate profitable growth for our customers. Print is becoming agile, individual, modern – and we are setting the standards.” Maik Laubin, sales director for digital solutions, Koenig & Bauer Sheetfed

Coveted honour bestowed by executive attendees at the Fifth Annual Digital Packaging Summit in the USA

Koenig & Bauer receives 'Company to Watch' award

At the Fifth Annual Digital Packaging Summit, which was held in Ponte Vedra Beach/Florida in November 2019, Koenig & Bauer was honoured with the coveted 'Company to Watch' award. The three-day event is organised and coordinated by NAPCO Media and the magazine Packaging Impressions.

It played host to 95 executives from the printing and packaging industries who were keen to find out about the latest developments in digital technologies for use in packaging printing. During the event, the attendees were also asked to vote for the company which they considered the 'Company to Watch'.

Some 43 solution providers were in attendance at the event to present their products and answer questions. Eric Frank, senior vice president of marketing and product management at Koenig & Bauer (US) explains: "The Digital Packaging Summit was a unique opportunity to present our company's digital vision in close cooperation with our joint venture partner Durst. It also provided a forum for personal discussions on the future direction of our industry. And we are naturally very proud of the award."

Maik Laubin, sales director for digital solutions at Koenig & Bauer Sheetfed, spoke about the VariJET 106 for digital folding carton production and the hybrid approach it uses. His summary: "The event was an outstanding venue for us to inform

potential users about the VariJET 106 and to gain a better understanding of the exact needs of the folding carton market." The VariJET 106 is to be launched sometime this year. The development partners Koenig & Bauer, Durst and their joint venture expect tremendous interest in the new press, which will help users to enhance their competitive standing, to grow into new markets and to extend their product portfolios.

The VariJET 106 combines the strengths of digital inkjet with those of classic offset printing and inline finishing by integrating inkjet technology from Durst into the platform used for the high-performance Rapida 106 sheetfed offset press. The fully modular concept enables process steps such as coating, offset printing or subsequent die-cutting to be combined with inkjet printing in an inline process. This makes printers ideally equipped to handle the folding carton production of the future, whether that means personalised, regionalised and individualised print products or regular alternation between short and medium runs. Each VariJET 106 can be configured exactly the way a print company requires for its particular production needs. It is this unique flexibility which defines the VariJET 106 as the most productive and most cost-efficient hybrid printing system on the emerging market for digital packaging printing.

"Koenig & Bauer (US) has been a loyal supporter of the Digital Packaging Summit ever since we started the event," says David Pesko, executive vice president at NAPCO Media and event director. "We congratulate them on winning this coveted award. Votes for the "Company to Watch" award are cast by all our executive attendees, with the award going to the company which they feel is the most innovative and one to keep an eye on moving forward."

Left to right: Brian Ludwick, Packaging Impressions, congratulates Eric Frank, Koenig & Bauer (US), and Maik Laubin, Koenig & Bauer Sheetfed, and presents them with the coveted "Company to Watch" award along with David Pesko, NAPCO Media



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Interprint invests in another digital press from Koenig & Bauer

Example of a RotaJET for digital decor printing

Third RotaJET for decor printer

Interprint GmbH from Arnsberg, Germany, and a member of the Toppan Group since October 2019, is continuing its successful strategy of investing in digital print. The company recently ordered another RotaJET digital web press from Koenig & Bauer.

The new press is scheduled to start production in the first half of 2021. The RotaJET 225 will allow Interprint to process web widths up to 225cm (7.4ft). "We are convinced that the future is digital. And with the digital printing technology offered by Koenig & Bauer, we can both accelerate product development and extend our design flexibility. For our customers, variable job volumes, longer repeat lengths and colour combinations that were previously impossible are becoming ever more important," says Robert Bierfreund, managing director of Interprint GmbH.

Barely half a year has passed since Interprint last decided to expand its digital printing capacities by installing a second RotaJET, and the company is now back again, having placed an order for its third industrial digital printing press from Koenig & Bauer. Koenig & Bauer supervisory board mem-

ber Christoph Müller: "We view it as a sign of particular appreciation for our work when Koenig & Bauer is not only successful with new customers for its digital presses, but also convinces companies like Interprint, which pioneered industrial single-pass inkjet printing in the decor industry, to return to invest in another RotaJET."

More than 15 industrial single-pass digital presses from Koenig & Bauer (including HP PageWide T1190 and T1100 models), with web widths of up to 2.8m (9.2ft) and production speeds of up to 305m/min (1,000ft/min), are currently already in use or have been sold and are awaiting installation.

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Newly developed compact CI flexo press from Koenig & Bauer Flexotecnica

Compact Evo XC sets new standards

Koenig & Bauer Flexotecnica is launching an extremely compact and highly productive CI flexo press as the latest addition to its already well-established Evo series.

The new Evo XC is to be offered in two different standard versions, both characterised by an exceptionally compact design, and provides for maximum repeat lengths of up to 850mm (33.5in), depending on the version chosen. Printing speeds up to 400m/min (1,312ft/min) are possible.

For a number of years, we have observed sustained growth in packaging printing. Around three-quarters of all flexible packaging produced in Europe is printed, and flexo printing accounts for the lion's share. Stable growth in this segment is driven by current trends. These include not least the increases in single-person households and online shopping. At the same time, packaging is unequivocally a brand ambassador. Product cycles are also becoming shorter, and the numbers

of different product variants continue to grow as product individualisation gains popularity.

As a consequence of this fast-moving change, print jobs are becoming shorter and more individual. In order to safeguard economic success, print companies are in the meantime seeking new ways to enhance efficiency and productivity while nevertheless reducing investment outlay. In this context, reduced space requirements, high performance and fast job changeovers play a decisive role.

The circular economy places ever higher demands on modern printing companies. Alongside conventional substrates, they are also increasingly required to print recyclable and biodegradable



**Newly developed compact
CI flexo press from Koenig &
Bauer sets new standards in
the industry**

The latest generation of the AIF system permits faster makeready, reduces start-up waste, and in doing so provides for enhanced productivity and optimised availability. This innovative solution is achieved through automatic control of the correct impression position with a minimum of material waste, thus enabling a faster and more efficient production start. The new press control functionality is fully integrated into a new HMI with touchscreen operation for simple and intuitive handling. Another special feature is the facility to perform all impression adjustments simultaneously and thus in next to no time on all printing units.

materials. The Evo XC was designed to facilitate an efficient printing and drying process when using environment-friendly water-based inks, not only on paper, but also on plastic films. Koenig & Bauer's specially developed Energy Saving Package is a sustainable technical solution enabling energy recovery during production. This represents a far from insignificant contribution to the sparing use of natural resources.

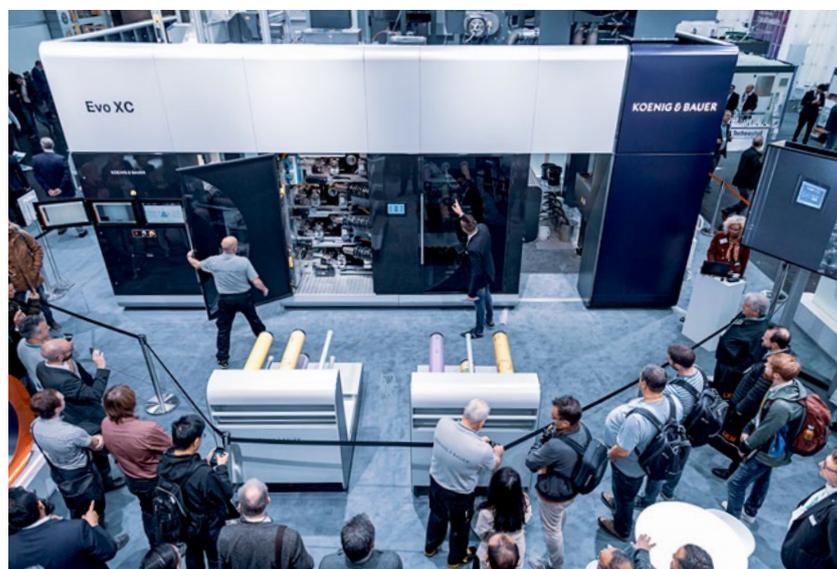
To meet today's market demands, the extremely compact CI flexo press Evo XC has been designed with the smallest possible footprint, enabling installation alongside the wide-web machines in an existing hall without necessitating additional building investments. The new Evo XC series is offered in a basic version with eight printing units for printing widths from 620 to 1,020mm (24.4 to 40.2in) and in an enlarged version for printing widths from 820 to 1,420mm (32.3 to 55.9in). Thanks to the traditionally robust engineering, high stability and durability are also guaranteed in production with medium run lengths. Particular attention was paid to ease of operation when designing the press.

The Evo XC incorporates innovative technology solutions for highly efficient drying. The chosen drying tunnel concept is at the same time the key to both minimised space requirements and considerable energy savings in the drying process itself.

It goes without saying that this new press series can also be used in conjunction with the award-winning service tool AR-DataGlass, which implements simple and direct communication between the customer and Koenig & Bauer to accelerate the rectification of any production disturbances. This serves to reduce downtimes and maintenance costs to a minimum.

**Koenig & Bauer
Flexotecnica presented its
new extremely compact
and highly productive
8-colour CI flexo press for
the first time at the K 2019
trade fair**

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The new Commander CL will be starting production at Druckhaus Delmenhorst in the fourth quarter of 2020



Koenig & Bauer sells 28th Commander CL since its market launch

New Commander CL for Druckhaus Delmenhorst

The floor-mounted Commander CL comprises three four-high towers, two KF 5 jaw folders and three Pastomat reelstands with a stripping station and Patras A paper-reel transport system.

It is scheduled to come on stream in the fourth quarter of 2020. "Our existing Commander CT is already very well utilised, and so we needed to expand our production capacities ready for a series of new jobs which we will be printing from December 2020 onwards. Given our longstanding partnership and cooperation with Koenig & Bauer over the past decades, it was soon clear that we would once again be choosing a press from Würzburg," said Gerhard Tapken, the owner of Druckhaus Delmenhorst. Starting at the end of this year, the new press will be responsible for production of the newspapers Weser-Kurier, Bremer Nachrichten and Verdener Nachrichten among others. Günter Noll, head of sales at Koenig & Bauer Digital & Webfed: "We at Koenig & Bauer are delighted that Druckhaus Delmenhorst has followed up the installation of its CT 6/2 in 2013 with a renewed expression of confidence in our products. With a total of four state-of-the-art folder deliveries, Delmenhorst will then become one of the major newspaper printing locations in northern Germany." Since its initial market launch just a few years

Shortly after signing the contracts: Gerhard Tapken (left), owner of Druckhaus Delmenhorst, and Günter Noll, head of sales at Koenig & Bauer Digital & Webfed



ago, Koenig & Bauer has now sold 28 presses of this type to clients in Germany, France, China and the USA, and it is currently the most frequently ordered newspaper press.

From managing director to owner

Established as DruckHaus Rieck in 1822, the company was bought out by managing

director Gerhard Tapken in 2018 and renamed Druckhaus Delmenhorst. With prudent investments and innovative ideas, Gerhard Tapken has since guided the company out of its financial difficulties and returned it to a solid footing. "Many people thought I was crazy at the time. But when I look back now, I can definitely say that it was the right decision." Aside from the aforementioned new jobs, the company is already kept busy printing numerous supplements and weekly titles as contract production, amounting to several million copies every week.

Flexible, automated and reliable printing of high-quality products

Engineered for a maximum web width of 1,400mm (55.11in) and a cylinder circumference of 1,000mm (39.37in), the new Commander CL can print up to 100,000 four-colour newspapers per hour. Like the existing Commander CT, it incorporates a whole host of automation features. RollerTronic roller locks, inking unit and cylinder washing, fan-out control, colour measuring and control systems, colour and cut-off register controls and fully automatic plate changes combine to simplify operation and reduce job makeready times, waste and maintenance requirements to a minimum. The Commander CL is controlled by means of an ErgoTronic console with EasyTronic for optimised press start-up.

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Somedia Partner AG opts for newspaper press from Koenig & Bauer

New Commander CL for Switzerland

Swiss media house Somedia Partner AG is investing in a highly automated newspaper press from Koenig & Bauer. A Commander CL will be installed as replacement for a competitor's press at the print centre in Haag in St. Gallen Rhine Valley and is scheduled to come on stream in summer next year.

The new press will then be used to print more than 120,000 daily and weekly newspapers every day. Urs Zieri, managing director of Somedia Partner AG: "We wanted to, and indeed needed to, invest in a new press. The discussions with Koenig & Bauer were straightforward and focussed on partnership from the very beginning. The overall package simply felt right. We are convinced that it was the right decision to go with Koenig & Bauer."

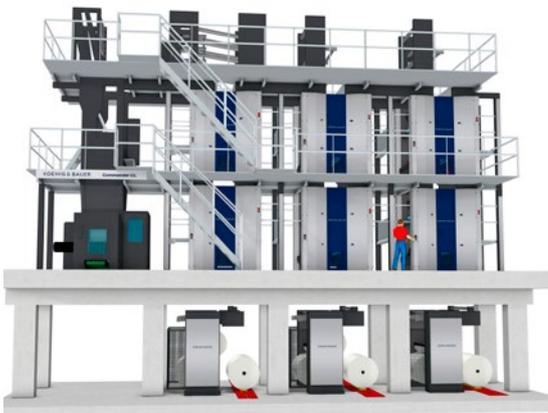
The Commander CL comprises three four-high towers, a KF 5 jaw folder, a section stitcher and three Pastomat reelstands with a stripping station and Patras A paper-reel transport system.

Over the past years, European newspaper printers have frequently opted for presses from the highest performance class made by Koenig & Bauer. "Given the situation presented by general market developments, we are delighted to see that companies like Somedia Partner believe in print and are making investments. We are also very satisfied with the level of orders we have received for newspaper presses. Further projects



are in the pipeline and decisions are expected soon. Above all, the products currently in high demand when making new investments are flexible, practice-oriented and automated presses, and we have an outstanding image in this respect with our trio represented by the Commander CL, Commander CT and Cortina," says Stefan Segger, sales director at Koenig & Bauer Digital & Webfed.

Shortly after signing the contracts (back row, left to right): Stefan Segger, sales director, Koenig & Bauer Digital & Webfed; Urs Zieri, managing director, Somedia Partner AG; Bruno Rothmund, press manager, Somedia Partner AG; Peter Rickenmann, managing director, Koenig & Bauer (CH) AG, (front row): Günter Noll, sales manager, Koenig & Bauer Digital & Webfed, and Paul Frei, supervisory board president, Somedia Partner AG

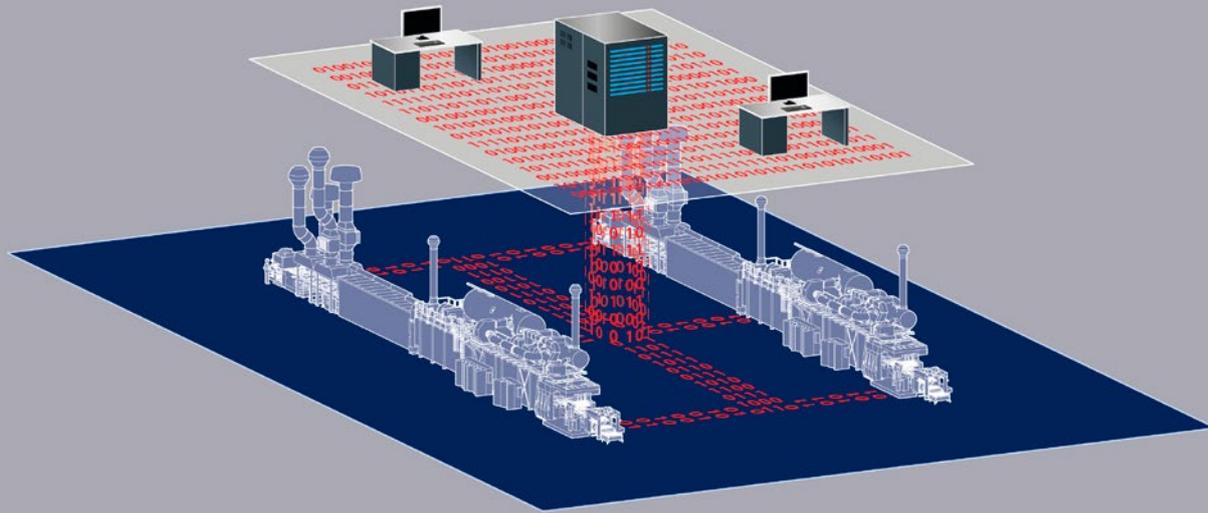


The new Commander CL will be starting production at Somedia Partner AG in Haag in the second quarter of 2021

Three partners and a modern print centre

Somedia Partner AG comprises three independent publishing companies: Somedia AG, Sarganserländer Druck AG and Vaduzer Medienhaus AG. Together, they produce eight regional daily titles, including the *Südostschweiz*, the *Sarganserländer* and the *Liechtensteiner Vaterland*. At the weekend, the almost 50 employees at the Somedia Partner print centre in Haag also produce two weeklies, the *Liewo* and the *Schweiz am Wochenende*.

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The modular exchange system ModEX presents new opportunities for the smart operation of coating lines.

Your first step to a smart coating line

ModEX

Transparency and automation are among the key drivers for any production facility nowadays. Being able to collect all production-relevant data from the production lines, allows every company to gain a detailed understanding of the potential for process improvements.

A coating line with multiple machines offers a diversity of possibilities for cost savings. Smart and automated connections between the machines can help to achieve this. The modular exchange system ModEX from Koenig & Bauer MetalPrint presents new opportunities for the networked and automated operation of coating lines.

Modularity for maximum flexibility

As the demands and ideas regarding digitalisation and automation differ from customer to customer, ModEX is designed as a fully modular system. This means the customer can decide which exact functionality he wants to use. At the same time, it is possible to add additional modules at a later stage. This allows the customer to grow and learn with the new possibilities ModEX has to offer.

Base module

The foundation is the so-called ModEX base module, which enables all individual machines used in a coating line to connect with the customer MES, PPS or MIS system. The necessary interface follows the OPC-UA standard, a common, industry-wide interface for machine networking. The coating line is provided with an OPC-UA server, which is additionally secured with an integrated firewall to separate the machine network from the shop floor or customer network. With this technology, each machine is now able to supply

machine status information, fault messages and parameter values to the customer system in real time. With the base module, the communication between coating line and customer system is uni-directional.

Data exchange with the customer system

With the ModEX Data Exchange module (DEM), ModEX establishes bidirectional communication with the customer system. This allows ModEX to receive advance information about the next production job. This job information can include various parameters, such as:

- Sheet format
- Sheet thickness
- Production number
- Job number
- Oven temperature
- Fan frequencies
- Number of sheets overall
- Number of sheets per pallet

All the information for the next job is sent from the customer system to ModEX shortly before the job start.

In addition to the information from the base module (status information, fault messages, parameter values), the data exchange module passes much more information back to the customer system.

This includes:

- Sheets per pallet
- Pallet ID
- Overall number of sheets
- Gas consumption
- Oven temperatures recorded during production

All information is sent to the customer system automatically at the end of each job. The operator can focus on the actual production, as ModEX provides all relevant information fully automatically.

Cost reductions through automation

One of the biggest cost factors in production is still the operator. It is thus no surprise that robot technologies and camera-based systems are on the rise as means to support the operator and to accelerate processes. ModEX brings this form of automation to coating lines.

The benefits begin with automatic starting and stopping of production in accordance with the specified run length, information which is conveyed to ModEX from the customer system. In other words, ModEX stops the sheet feeder as soon as the required number of sheets has been fed to the production line. If a double or triple stacker is installed, ModEX even switches the active box as soon as the desired quantity per pallet is reached. The number of coated sheets actually produced is now not dependent on the operator. Assuming an annual production of 5,000 jobs and a sheet cost of one euro, the savings already amount to €50,000 (\$55,000) per year if the operator no longer produces 10 sheets more than is actually necessary for each job.

The makeready of a coating line includes processes such as the conversion of various machine components to new parameters or the documentation of production data. As ModEX performs these tasks automatically via the communication with the customer system, the operator can save time and increases the available production time per year. Taking the same example of 5,000 jobs, a time saving of 5 minutes per job helps to reduce costs by more than €100,000 (\$110,000) per year.

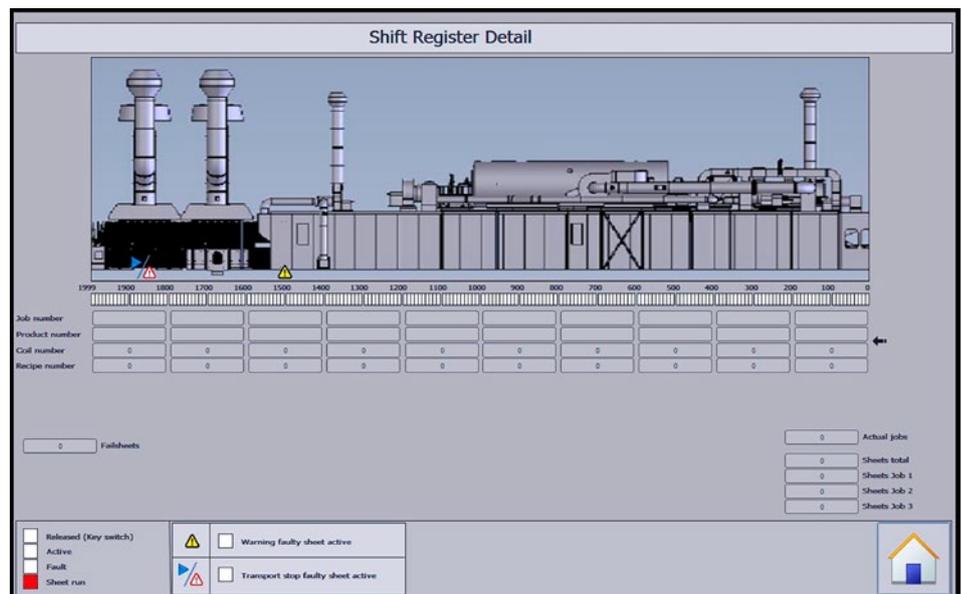
A smart and networked line

As all machines in the production line are connected to ModEX, the state of each machine is

known to the system at any time and is also displayed on the ModEX operator screen. The overview shows which job is now on which part of the line, and which parameters are set on the corresponding machine. With this information, ModEX is now able to complete makeready processes without operator interaction.

Example: Job 1 is current being coated. The required temperature in the heating zone is 200°C. The next job planned by the MES is Job 2, which requires a heating zone temperature of 210°C. ModEX will now automatically trigger the temperature rise as soon as the last sheet of Job 1 leaves the heating zone, so as not to lose time during the makeready process. Again, all without operator intervention and the possible delay for manual actions.

With such technology, the vision of a smart, self-adjusting line comes even closer.



Basis for future developments

ModEX represents the start of a new automation and digitalisation strategy from Koenig & Bauer MetalPrint. Further ModEX modules are currently at the development and design stages and promise constant expansion of the range of possible functionalities and upgrades. ModEX is available for all new coating and printing lines. Retrofits are also possible upon request.

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**Screenshot: Line overview with current job numbers, product numbers and load-
ed parameters**



Laser from Koenig & Bauer Coding marks top product in medical technology

Quality level with the plus

In the medical sector, the high-quality precision parts for medical devices must be manufactured with extremely close tolerances in order to guarantee functionality and the required dosing accuracy at all times.

Projects in medical technology, from initial engineering and development through to the production of high-precision parts and the resulting assemblies made of plastic and metal, are demanding and require the highest quality. Trusting

cooperation with competent partners is indispensable for the innovative development of new products and optimised solutions. The realisation of such a project depends on the decisive factors 'high quality standards' and 'economic efficiency'.

Maximum quality and competence

The Röchling Group has been shaping industry. Worldwide. For nearly 200 years. Röchling transforms the lives of people every day with customised plastics: They reduce the weight of cars, make medication packaging more secure and improve industrial applications. The workforce of around 11,000 people is located in the places where the customers are – at 90 locations in 25 countries. The Group's three divisions generated joint annual sales of €2.14bn (\$2.44bn) in 2018.

The Medical division offers customers a wide range of high-quality, customised components and assemblies, right through to end-to-end OEM

"We are enthusiastic about the laser competence at Koenig and Bauer Coding. Both the sampling to identify perfect plastic polymer combinations and also the future-oriented and perfect realisation of our marking requirements convinced us."

Ralf Suffel, project manager, Röchling Medical, Brensbach

products. The product portfolio also includes standard plastic products, with special expertise in the fields of diagnostics, fluid management, pharma, surgery and interventional. These areas of competence are complemented by an enhanced range of services for development and regulatory affairs, right through to approval of end-to-end medical products.

The analysis

A newly developed and patented medical delivery system is composed of three different components. These are made of various polymers and colour pigments (white, blue and transparent). These parts must be given a durable and resistant marking.

The filigree typeface of the scale must be reliably and easily legible. A constant quality is essential. At the same time, marking must be done as quickly as possible with a maximum of 5 seconds per component. For an alternative solution, the cost-intensive use of two lasers would be necessary.

A recommendation with potential

The recommendation of a pigment supplier initiated the contact between Röchling Medical and Koenig & Bauer Coding. An ideal combination of pigmentation, basic material and laser system was evaluated within the shortest possible time in close cooperation between all project participants.

The best results for the high-contrast marking, on both the transparent and opaque plastic components, were delivered by a solid-state laser from the broad laser portfolio. Until the final series production is completed, an iLASERBOX 450

has been installed as a stand-alone solution. It marks the components with only one laser in an ISO-certified clean room. The special laser lens for large working areas and the sophisticated workpiece holder have reduced the marking time to approx. 2 seconds per component.

The result exceeds even wishful thinking

Certified according to laser protection class 1, the all-in-one solution, including manual workstation, laser, fume extraction and 21CFR Part 11 software for tracking the production steps, has been tailored using standard components to meet Röchling’s requirements.

Should the shape of the individual product solution be modified before series production begins, the workpiece holder in the iLASERBOX can be changed quickly. For series production, the laser can easily be integrated into the production line.



The precise scale markings on this innovative medical delivery system are produced with a solid-state laser

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“Nuances determine the quality level when manufacturing our high-quality plastic products for the medical sector. Our partners, too, must understand and live this awareness.”

Ralf Suffel, project manager, Röchling Medical, Brensbach



Perfectly suited for this application: The iLASERBOX with class 1 laser protection



The flexible workpiece holder allows optimisation of the customer application



Inkjet alphaJET turns duty into pleasure

EU plant passport marking right onto the plant pot

As of 14th December 2019, the plant industry is obliged to implement the statutory requirements of the EU Plant Health Regulation 2016/2031/EU (PHR), or 'plant passport' for short, to ensure the traceability of all potted plants and plant products intended for planting. There are still many producers who are unsure how to meet such a requirement.

Relevant nurseries must provide precisely defined information in a specified sequence directly on the trading unit for the B2B sector – clearly visible and unchangeable. Regional associations and producer cooperatives offer assistance for the in-company implementation. The final choice of an appropriate technology, however, remains a matter for the plant company.

Engaged and future-oriented

Topfpflanzen Velmans produces more than 3 million potted plants a year in Kevelaer in north-west Germany. Around 20 different plant varieties are processed for the retail trade using modern technology. The family business headed by Stephan Velmans is very proud of the know-how built up over a successful, 50-year company history.

In the spirit of responsible corporate development, they have shifted the focus from cut flowers to potted plants and have steadily expanded the areas available for cultivation.

With 22 committed employees, Velmans is a reliable partner supplying trade partners with decorative, herb and vegetable pot plants according to strict criteria and customised wishes.

Consistently sustainable

Velmans uses the mandatory implementation of the plant passport to further ongoing execution of its future-oriented sustainability strategy. The avoidance of plastic labels and the introduction of ecologically degradable plant pots are a consistent step towards more sustainable action.

"We are very satisfied with our solution. The daily maintenance for the printers is around 1 minute. Because we can now prepare and save the print images in a quiet environment on the PC, misprints have dropped to zero. We now produce not only in a more environment-friendly way, but also more cost-effectively."

Stephan Velmans, owner

With the installation of alphaJET inkjet printers, the plant pots are now marked directly, i.e. without a label. In spite of the investment costs for the alphaJETs, the elimination of the otherwise required variety of labels and their storage results allows for a rapid payback and permanent cost savings.

Added value for trading partners

By installing two alphaJET inkjet printers on either side of the conveyor belt, one step now suffices to mark a) the EU plant passport and b) an individual, machine-readable EAN 13 barcode on the pots of plants subject to mandatory identification. In contrast to the previous label solution, the code is now printed horizontally. This looks better, is more professional and simplifies scanning at the point of sale in the retail trade. The pot filling determines the cycle and the belt speed. With 8,000 pots/hour, alphaJET inkjet printers

still have plenty of free capacity in reserve. The fact that the alphaJETs work almost silently also pleases the employees at the conveyor belt.

Efficient assortment changes

The printers were supplemented by the compatible software code-M. This software can be used, for example, to create print images on a PC in the office. The employee at the conveyor belt selects the suitable print image with a hand scanner and the printer immediately transfers all parameters into the new print job.

The changeover from one plant type to the next takes place without interruption. The first print is already correct. The replacement of label rolls and the manual, error-prone preparations for print image changes are eliminated with this solution. Assuming a daily setup time of 15 minutes for a labeller, this saves almost 60 hours of lost production time over a year.

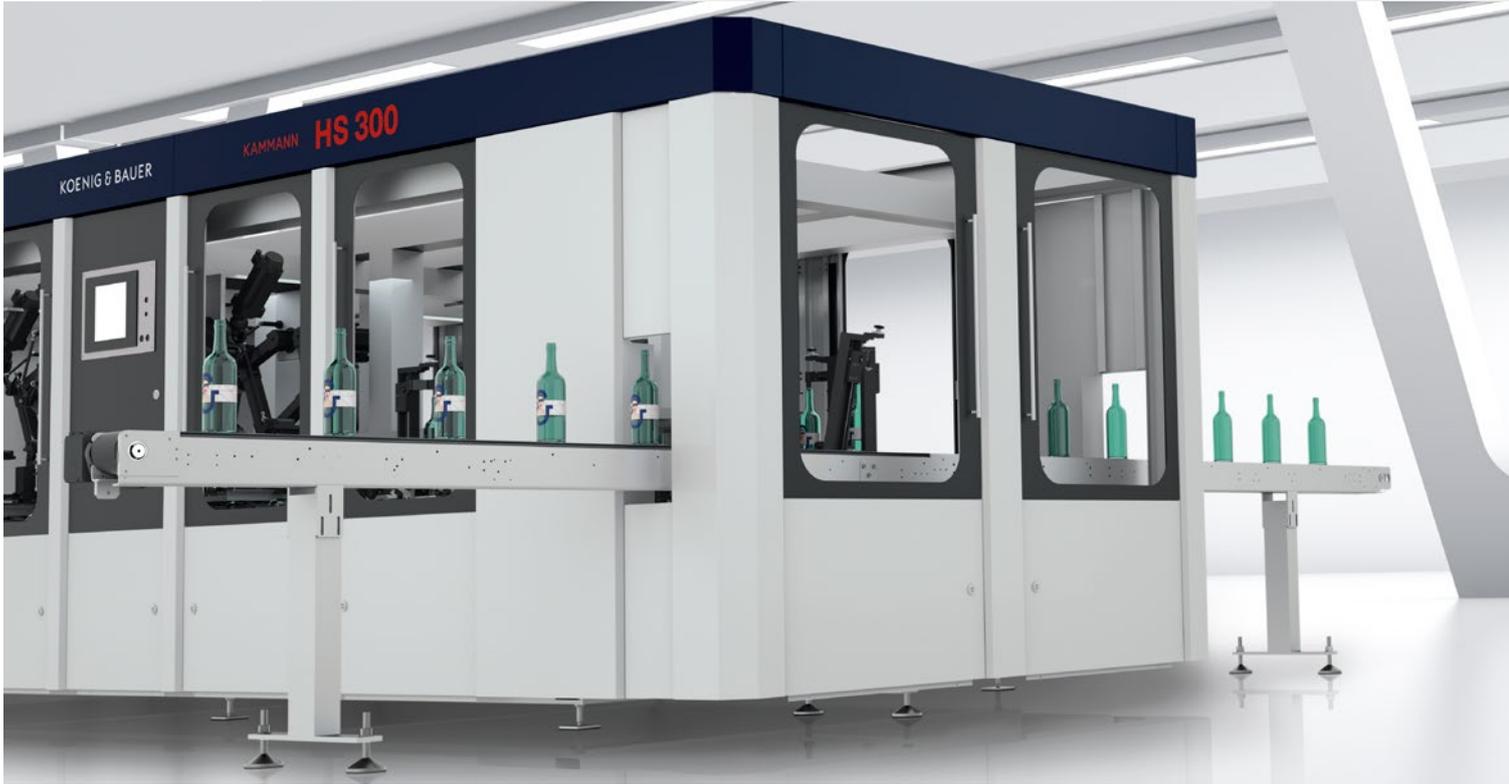


Velmans supplies more than 3 million pot plants with EU plant passport to trade partners every year

"The ecological aspect was decisive for our decision to choose the alphaJET inkjet printer. We now use recyclable culture pots and plastic-free plant pots – so it's only consistent to do without plastic labels."

Andrea Velmans

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KAMMANN HS 300

Koenig & Bauer Kammann GmbH

Continuous strong growth

Continuous strong growth in all market segments had made it necessary to expand production capacities. At the beginning of 2020, Koenig & Bauer Kammann GmbH completed its move to a new location which not only guarantees more space and optimised production sequences, but also incorporates an innovative demo and development centre.

New company location

The new factory with 6,000m² (64,600sq.ft) of production space and 3,000m² (32,300sq.ft) of offices was erected on a 27,000m² (291,000sq.ft) site with sufficient opportunities for future extension. The building possesses state-of-the-art infrastructure, such as:

- More than 65 per cent more storage space for parts and components
- Automated high rack warehouse
- Computerised on-demand retrieval with short distances from warehouse to assembly line
- Assembly space to build 12 machines simultaneously.

It was designed to offer everything which is needed to manufacture fully automatic screen and digital printing machines for the glass and plastics industries.

Demo and development centre

With several permanently installed machines, the new demo and development centre will be the perfect showroom for presentation of the company's product portfolio and all the latest machine functions. In addition, it is now also possible to print samples, to test new screen and digital printing inks, and to further develop digital printing capabilities.



Introduction of the new machine type HS 300

Parallel to the opening of the new building, Kammann is unveiling its latest development, a high-speed machine for the ceramic decoration of beer and soft drinks bottles. The new HS 300 line was designed for the highest possible speeds and maximum productivity, and achieves outputs more than 50 per cent above those of any other machine on the market with its speeds of up to 300 articles per minute and up to eight printing stations for thermoplastic inks. The first delivery is scheduled for April 2020. A double-speed machine for 600 articles per minute is expected to become available at the end of 2021.

Besides speed and productivity, the HS 300 offers a number of brand-new features, such as:

- Contactless camera pre-orientation to the bottle seam, allowing glass manufacturers to reduce the base thickness and thus the weight of the bottle.
- Freely configurable use of each printing station: Each station can be used to print either on the body or on the neck, and any combination is possible.
- Print image inspection system to detect misprints or colour deviations.

Digital print

Digital printing on glass has also contributed to massive growth over the past 24 months. The increasing demand for decorating machines capa-

ble of printing high-resolution images with up to 720dpi in a half-tone process has resulted in more than 20 machines being sold. This machine type has become the industry standard for the decoration of premium beverage bottles (spirits), drinkware and cosmetics containers in a digital process. The innovative technology opens the door not only to high-resolution images, but also to short production runs and individualisation options.

Another interesting unique feature of digital printing is the possibility to imitate embossed glass effects by applying multiple layers of clear digital ink, thus achieving any desired thickness. The results are astonishing and have drawn the attention of branch experts. For short runs or exclusive designs, this process eliminates the need to produce special moulds.

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Above left:
Digital printing of
embossing effects

Above right: 3D feel



**New company premises of
Koenig & Bauer Kammann
GmbH**

All business units, subsidiaries and sales companies will in future be united under the Koenig & Bauer brand

KBA-NotaSys to become Koenig & Bauer Banknote Solutions

In 2020, KBA-NotaSys will become the last entity of the Koenig & Bauer Group to adopt the name change. The world leader in security printing will then operate as Koenig & Bauer Banknote Solutions.

This rebranding of KBA-NotaSys was originally planned for 1st June, but will now be implemented a few months later due to the COVID-19 pandemic. The idea is to harmonise brands within the group, but without impacting organisation or structures.

tarity of the technical solutions we offer and in our visual identity. In this way, we want to ensure the continuity of our brand and offer our unique know-how under a single global name.”

Right:
Eric Boissonnas, CEO of KBA-NotaSys

Eric Boissonnas, CEO of KBA-NotaSys, explains: “The renaming reflects the operational and structural situation which has existed for many years, and ensures consistency across the whole group. It does not impact the current or future activities of our company. It’s all about fully integrating the Koenig & Bauer brand, both in the complemen-

Claus Bolza-Schünemann, president and CEO of Koenig & Bauer AG, concludes: “We are very proud that KBA-NotaSys is joining our brand. We have been offering different, but complementary technologies since 2001. The new name Koenig & Bauer Banknote Solutions reflects the unique competence of our company in the world. And in future, our combined know-how will become even clearer for our customers.”

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



Did you know?

KBA-NotaSys was founded as Organisation Giori in 1952 and became De La Rue Giori in 1964. The company has been part of the Koenig & Bauer Group since 2001, and initially adopted the name KBA-GIORI. It was re-branded as KBA-NotaSys in 2011.

KBA-NotaSys belongs to the Special business unit of the Koenig & Bauer Group, and places its particular focus on security printing, especially banknotes.

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**Successful cooperation
between Koenig & Bauer
and Badisches Druckhaus**

Koenig & Bauer – Sauer Walzenfabriken service partnership

Cost-effective and reliable

After around six years of production, a number of the parts typically subject to wear on the Koenig & Bauer Commander CT at Badisches Druckhaus are soon due for overhaul or replacement. This specifically concerns the roller locks and the inking and dampening rollers. As the intervals for re-coating the rollers and overhauling the roller locks are very similar, technical manager Ewald Adler decided to have this work performed systematically and preventively on all three towers.

In eight stages that will extend over a period of several months, a total of 336 roller locks will be overhauled and 144 rollers will be recoated. To complete this work, Koenig & Bauer is providing a 'kick-off package' with replacement roller locks and inking/dampening rollers for three printing units on a loan basis. When the project is completed, the last three sets of roller locks and rollers removed from the press will be returned to Koenig & Bauer.

The management at Badisches Druckhaus has appointed press manufacturer Koenig & Bauer to act as general contractor for the project. Key subcontractors are the companies Sauer Walzenfabriken GmbH and S.E.M. Servicegesellschaft für Elektrik und Mechanik mbH. Sauer will be making successive deliveries of 144 inking and dampening rollers for this project, while S.E.M. will assume responsibility for proper roller fitting and adjustment.

In this way, Koenig & Bauer and Badisches Druckhaus are continuing a time-tested partnership with the Sauer and S.E.M. companies. Both subcontractors have already performed similar work on other presses on multiple occasions – most recently on the four printing towers of a Command-

er CL at Westfalen-Druck GmbH in Bielefeld. The work in Baden-Baden is likely to continue through to September, as it can only be scheduled for production-free periods. Using a tried-and-tested logistics plan as a basis, Sauer and S.E.M. will be coordinating closely with both the press user and Koenig & Bauer to complete the overhaul on three printing units at a time within a previously defined period. At each of these stages, the roller locks will be renewed and three sets of new rollers (three ink forme rollers, one ink transfer roller and two dampening rollers) will be supplied by Sauer and then exchanged and adjusted by S.E.M. Finally, Sauer will perform the removal of the worn rollers, the cores of which are then to be recoated ready for the next project.

The technical manager at Badisches Druckhaus, Ewald Adler, explained the decision to award the contracts to Sauer, S.E.M. and Koenig & Bauer by emphasising their good reputation in the industry, the cost-effectiveness of the proposed approach, and their reliability as project partners.

Thomas Bergmann und Firma Sauer, Roland Glin
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Celebration on successful completion of the Evo XG 8 LR project (l-r): Massimo Forletto, Koenig & Bauer Flexotecnica; Andrea Dallavalle, Koenig & Bauer Flexotecnica; Oskar Karlsson, Trioplast; Joachim Barthelme, Koenig & Bauer Flexotecnica; Richard Warnick, Koenig & Bauer UK; Håkan Rundén, Koenig & Bauer DK, and Dario Simic, Trioplast; Niels Petersen, Trioplast (missing on the photo)



Tailor-made complex installation for a leading supplier of sustainable packaging solutions

Trioplast Nyborg invests in an Evo XG 8 LR

Trioplast Nyborg is investing in an Evo XG 8 LR for the printing of polyethylene films for industrial packaging. This tailor-made flexo printing press with its maximum repeat length of 1,400mm (55.1in) and a maximum printing width of 1,650mm (65in) delivers high-quality results on wide webs. It has been configured to handle large print jobs for industrial packaging applications and is scheduled to start production in the second quarter of 2021.

Håkan Rundén, sales and service director for Koenig & Bauer DK: "This was a great team effort. The colleagues from Koenig & Bauer Flexotecnica supported us perfectly throughout the consulting process and implemented all special customer requirements."

"After the unrivalled printing results achieved on the Evo XG press in Italy, we are delighted that Trioplast continues to view Koenig & Bauer as a reliable partner and plans to realise future growth together with us," adds Luigi Magliocchi, CEO of Koenig & Bauer Flexotecnica.

Oskar Karlsson, chief procurement officer at Trioplast, is equally proud: "This stack-type flexo press replaces three of our older presses." A further, even larger press – an Evo XG 10 LR – is to

be ordered in 2021. The Evo XG series is a family of highly automated CI flexo presses for the efficient processing of a wide range of films, papers and cardboards at production speeds up to 600m/min (1,968ft/min).

Trioplast Nyborg is part of the Trioplast Group, an industrial group with just over 1,200 employees and a turnover of €540m (\$586m). The group is one of the leading European players in innovative and cost-efficient packaging solutions based on polyethylene film. It operates production facilities in Sweden, Denmark, the Netherlands and France, and sells its products on a global market. The main owner of Trioplast is Altor Funds.

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New seminar and training centre in Würzburg

Koenig & Bauer Campus

Work lasted almost a year – first gutting the building, followed by construction work and then outfitting – but now we are ready to present the fruits of our labours: The Koenig & Bauer Campus at the group headquarters in Würzburg. Behind the venerable brick walls at the heart of the factory site, a modern seminar and training centre has been established for both customers and employees.

“We are very proud of the new facilities,” says president and CEO Claus Bolza-Schünemann. “Together with our Customer Technology Centre, which had been opened to mark our 200th anniversary in 2017, it enables us to provide a first-class learning environment for our customers and employees.”

The Campus offers rooms of various sizes suitable for versatile use for customer seminars, internal training measures and special events. Featuring modern media equipment and direct access to the Koenig & Bauer canteen, it leaves practically no wish unanswered when it comes to holding seminars. Full attention has also been paid to creating the requisite visual impression: The design

concept revolves around the corporate brand colours of Koenig & Bauer, thereby ensuring a pleasant atmosphere.

While Campus Würzburg has already been completed, the work on a new Customer Experience Centre at the Radebeul location is just entering its final phase. “At the moment, we are installing the machines,” says Claus Bolza-Schünemann. “And then we will have another 3,000m² (32,300sq.ft) available for customer demonstrations in the sheetfed segment.”

Daniel Ostertag
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