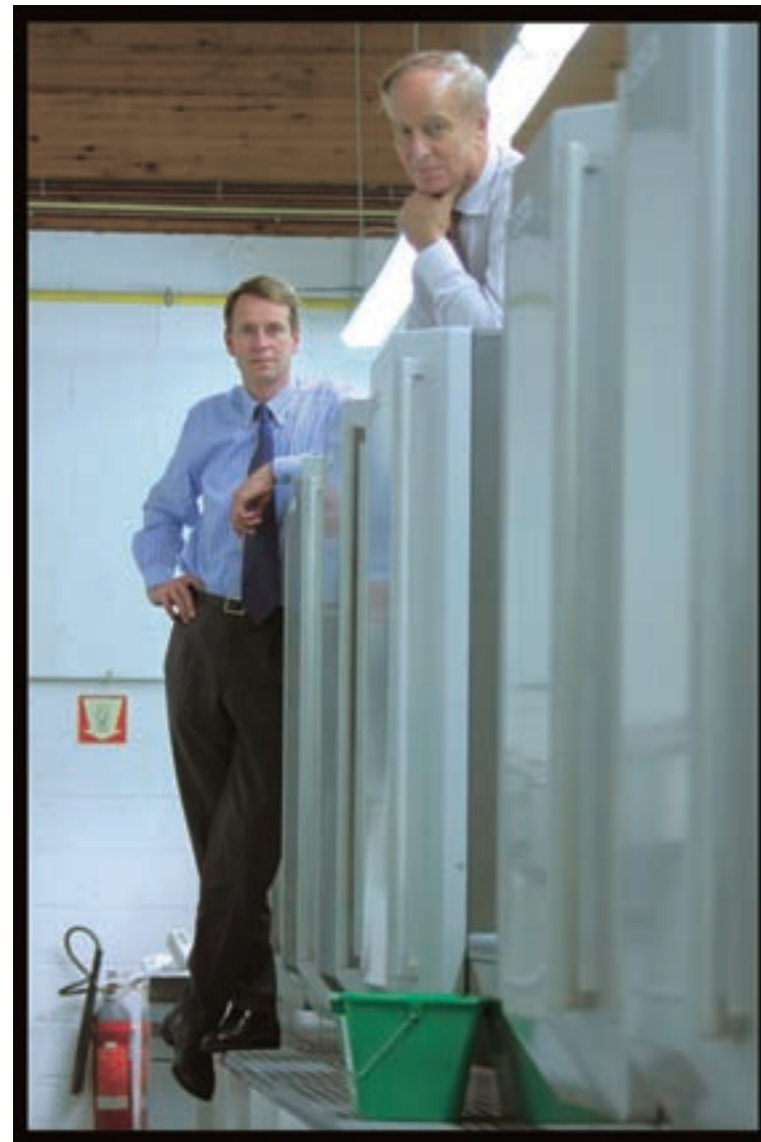


Dereume, Belgium

Komori 6-color Lithrone S40 with Coater and 10-color Lithrone S40P convertible perfecter deliver enhanced capabilities, reduced costs and expanded scope of business.

BELGIAN PRINTER COMPLETES REVAMPED LINE WITH KOMORI LS-1040P AND LS-640+C



From left: Marc Naumann, Raymond Naumann, Owners

"Our brand new 5+5 colour press LS-1040P can process carton of up to 400 grams on both sides, in perfect register, something that other major manufacturers just can't offer. The simplicity and consistency of the product line is a major advantage of Komori versus its competitors," says Marc Naumann, managing director of Dereume Printing Company.

Taking a chance on success

At the respectable age of 103 years, Dereume has a long tradition of quality printing but it maintains a strikingly modern perspective. This Belgian printer has implemented production processes using the most leading-edge technologies available today. The progressive enterprise has 46 employees and is headquartered near Brussels.

In 1996, Dereume made the decision to replace its complete range of printing presses. The objective was to increase productivity and to be able to print on both paper and carton. Current owners Marc Naumann and Raymond Naumann investigated the various options on the market and were intrigued by Komori's reputation of performance, flexibility and user convenience. The Naumanns toured Europe to visit printers using Komori equipment and were readily convinced. "We could see that the Komori machines were doing such a good job versus the competition," states Marc Naumann.

Komori's groundbreaking technology proved to be the ideal solution for the company's growth strategy. The first acquisition was an L-540 in 1997, and an LS-640 equipped with a coating unit was acquired a short time later. The performance and reliability of the presses exceeded all expectations and generated promising revenue streams. "At this point, we were confident that we had made the right technical investment to support our company's



long-term growth. Our interactions with the Komori sales and technical teams reassured us that this was a trusted relationship that we could depend on," says Naumann. Within two years, Dereume acquired two additional Komori presses, a five-colour Lithrone 28 and a four-colour Lithrone 40.

Solid investment in changing economy

Dereume's Komori presses have helped the company maintain healthy margins even during economic downturns. In 2001, Dereume renewed their confidence in Komori and invested in a Komori L-440SP, a double decker 4+4 colour double-sided perfecting press. This major investment coincided with the tragic events of Sept. 11th. "The economy came to a standstill, but the new acquisition proved to be very profitable for our

company," recalls Naumann. "The L-440SP enabled us to produce at significantly lower prices and so we maintained our margin."

Thanks to the SP, the firm was also in a position to expand into profitable high-volume runs. "We were already specialized in high-quality book production and we extended this capability to high-volume magazine orders. Our Komori presses indeed deliver high-volume runs while maintaining the superior quality that our customers expect," says Naumann.

5+5 colour press offers new advantages

A steady flow of work has enabled Dereume to invest in a new building and to expand its capacity with two additional Komori presses, which have just been installed in 2005. The new equipment consists of a Komori LS-640, a 6-colour press with coat-

ing unit including anilox varnish chamber, and a Komori LS-1040P Convertible Perfecter 5+5 colour press. These presses have replaced an older generation L-640 with coater and an L-540.

The key element in this purchasing decision was the ability of the Komori equipment to handle a large range of paper weights, including carton. "This remains a major differentiation item of Komori. Our brand new 5+5 colour press can process carton of up to 400 grams on both sides, something that other major manufacturers just can't offer," asserts Naumann. "The simplicity and consistency of the product line is a major advantage of Komori versus its competitors."

Naumann confirms that the improvements are "substantial." He cites significantly higher throughput (as well as faster varnish drying), shorter changeovers, and a high level of automation that requires minimum manpower to operate the equipment. Technical advantages include better control over inking and a very effective solution against paper-based dust particles.

Trusted partnership delivers results

Denis Salmon, chief maintenance engineer at Dereume, was originally somewhat cynical but is now 100-percent convinced about the Komori technology. "I have to admit that I was initially opposed to the switchover to Komori. But I quickly changed my mind when I saw the results. In retrospect, it was a brilliant decision which helped the company experience new business growth," concludes Salmon. "From a technical perspective, we freed ourselves from outdated equipment and a supplier that couldn't support our objectives anymore. Komori has proven to be a flexible and responsive partner with a great product line that's constantly improving."

Desbouis Grésil, France

"Komori presses offer the best value for money on the market today," remarks Bruno Barbier, Managing Director of Desbouis Grésil, which has just added two Lithrone presses to its stock of Komori machines in Ile-de-France.

DESBOUIS GRÉSIL ACQUIRES TWO LITHRONES: LS-440 & L-528



From left: Bruno Barbier, Managing Director, Robert Hanvic, Production Director, Jérôme Grésil, President

Based in Montgeron on the outskirts of Paris, this sheetfed offset printing plant has recently reconfirmed its confidence in Komori by acquiring two state-of-the-art Lithrone presses. Specializing in magazine and catalog printing, Desbouis Grésil currently has a workforce of 38 employees. Managed by Jérôme Grésil, this printing plant pursues a sustained investment policy that is resolutely forward-looking. When he took over the company in 1995,

Jérôme Grésil, who descends from a long line of printers, set out to transform the company from a small, family-run business into an industrial organization. This development strategy focused on two main areas. The first consisted of securing new business by expanding the sales force. The second was tackling challenges facing the printer by investing in the latest technologies.

Aim: industrial transformation

Jérôme Grésil is the kind of person who constantly strives to find innovative solutions by undertaking major projects. He took his first major step in 1996 by acquiring a Komori offset press, which marked the start of a long-lasting partnership between the press manufacturer and the printer. Over the years, as Desbouis Grésil continued its industrial transformation, another milestone had yet to be achieved. The company wanted to irrevocably enter the industrial era and invest for success.

In 2003, in response to the constant increase in demand, Desbouis Grésil implemented an ambitious investment plan that aimed to renew its entire stock of machinery. Predictably, its first port of call was the fully automated four-color Lithrone 40 press, with a print size of 72 x 103cm, the benchmark in its category.

With this automated press, ink pro-



file curves can be integrated directly into the machine. At the same time, Desbouis Grésil bought a digital plate engraving system. Meanwhile, word of mouth about its services allowed the printer to acquire new orders.

As a result, the management team decided to initiate its final investment phase, the most impressive to date. "At first, we set out to buy a single machine, but given the expansion of our markets, we decided to buy two; one large format and one half format," explains Barbier. The printer carried out a comparative analysis of the presses available from various manufacturers to ensure that the machinery best suited to its needs was selected. "Our team visited various production sites to inspect the different presses available on the market. At the end of the process, Komori was the clear winner as its machines not only met our technical needs but also offered the best value for money," explains Barbier.

Komori makes a clean sweep

The Desbouis Grésil printing plant is now equipped with two new Komori presses recognized for their produc-

tivity and reliability. The first press, installed in September 2005, is the four-color Lithrone S40, which has a print size of 72 x 103cm. "Thanks to its highly advanced automatic functions, such as fully automatic platechanging, the operator can concentrate on quality and on monitoring the print runs," comments Barbier. The LS-440, which produces on three shifts, essentially prints magazines and brochures.

The second press, the multicolor Lithrone 28 offering a print size of 52 x 72cm, was installed in October. "This press ideally complements large format presses and optimizes imposition when printing certain magazines," points out the managing director.

Gains from PDC-Lite

In addition, the two new presses in operation at Desbouis Grésil are equipped with the PDC-Lite scanning density control system that manages the densities of samples during (and after) print runs. It analyses the color bars and automatically makes corrections where necessary. "PDC-Lite allows us to maximize inking consistency. This system facilitates the operator's task while providing raw material savings and productivity gains," observes Barbier, obviously delighted with his Komori equipment. From a small family-run business, Desbouis Grésil has grown into a major industrial organization, thus meeting the challenge set out 10 years ago. Today, the printer is already planning how to meet future challenges, together with Komori. Looking forward is a way of life at Desbouis Grésil.



Kyo Hak Sa Publishing, Korea

"The ideal press for boosting productivity and quality while addressing the market's ever-increasing demand for short-run jobs and a wide work mix."

SEOUL'S KYO HAK SA INSTALLS SYSTEM 35S WEB AND LS-940P



Kyo Hak Sa's Open House

Located in an industrial zone in Seoul, South Korea, Kyo Hak Sa Publishing Co., Ltd. was founded by C.W. Yang in 1951. Fifty plus years later, through the steady management of President Yang, the company has grown into one of South Korea's leading printing and publishing companies. Today, with 350 employees, the company publishes and produces school textbooks, reference books and monthly magazines, recording annual sales of approximately 76 million US dollars.

Heavy metal

Last year, Kyo Hak Sa placed an order for one System 35S (LR-435/546SII) web offset press and one LS-940P sheetfed perfecter. The units were installed in July and September of 2005 and are operating successfully. On November 4, 2005, a joint open house was held to show the two new presses along with a new Colbus bookbinding machine.

Full spec System 35S

The Komori System 35S web offset press was installed to provide high quality printing and improved production. The press is equipped with high-speed printing units running at 48,000 rpm, Full-APC, and KHS-AI one-step color matching, registration and fold format registration. This extensive automation provides labor-saving operation and reduced costs with maximum printing efficiency in a CIP4 environment that is linked to prepress and postpress.

Reduced manpower requirements

This digital workflow permits fully automatic operation from the web offset press to the stacker-bundler and on to the robot palletizer. Thus, through automation and digitalization, Kyo Hak Sa now only needs two operators where four were previously required.

In addition, the LS-940P sheetfed, purchased for high-quality work, operates in a CIP4 environment linked to a Screen CTP.

"Komori supports Kyo Hak Sa not only by meeting our needs through manufacturing great products but also through the provision of excellent services. Komori clearly displays the attitude of working with printing companies to grow together instead of merely functioning as an equipment and machinery supplier. It is a partner of its customers in the true sense," says Kyo Hak Sa's President Yang.

Summerhall, UK

Edinburgh-based print firm Summerhall has commissioned its first Lithrone 10-colour long perfecter sheetfed offset press. The £1.4m investment continues a period of sustained growth by the company that will help it achieve a turnover close to £5m this year.

SUMMERHALL INVESTS IN B2 LITHRONE 10-COLOUR PERFECTOR



George Pryde, Managing Director

The first JDF-enabled Komori press in Scotland, Summerhall's B2 Komori 10-colour Lithrone 28 has already attracted considerable interest and several new contracts as a result. With a strong reputation for high-quality print, Summerhall's customers are primarily based in Scotland and from the financial sector, including Standard Life, Scottish Widows, Scottish Equitable and Baillie Gifford.

The new Komori 10-colour perfecter press gives Summerhall the flexibility to print 10 colours on one side or five colours on both sides of a B2 sheet in a single pass. "A great deal of work lends itself to five over five colour B2 perfecting," says George Pryde, managing director of Summerhall. "Currently most of our work is B2, and the new Komori allows us to compete with B1 very well, particularly in the short-run

market for multisection work such as brochures and annual reports," he explains. "Plus, speedy makeready, full JDF functionality and in-built colour quality control means we can produce high quality products very quickly and with a minimum of waste. Makeready on this press is down to 40 minutes for a 10-colour job."

Much of the financial services work handled by the company features special colours. However, using stochastic screening, it has been able to move many spot special colours to a four-colour process. "This allows us to achieve the same results but much faster and very competitively," adds Mr Pryde.

JDF-driven Tharstern SQL MIS

The new 10-colour press was installed two weeks ahead of schedule and joins an existing Komori six-

colour Lithrone 28 press and an eight-colour offset press. Summerhall has invested in automated platechanging to ensure fast turnaround and temperature-controlled rollers to ensure colour consistency. Quality colour and metallic effects are a speciality, aided by UV inks and end-of-press and interdeck UV drying. A JDF-enabled Tharstern SQL Management Information System controls jobs from estimating through production planning and onto the Komori presses.

Partnering for solutions

Summerhall's success has contributed to providing a full range of print solutions from e-business, sheetfed offset litho, digital printing to data handling, direct mail, fulfillment and distribution. The company has a high reputation for quality and attention to detail and, with the addition of the new Komori 10-colour Lithrone perfecter, is capable of producing over 50 million multicolour sheets a year.

"We believe passionately in quality of service and attention to detail, and this has stood us in good stead," says Mr Pryde. "A solution for our clients is not just a more complex printing project. We focus on partnering with our clients to create solutions to their business problems — not just on selling print. It is a combination of agreed strategies, services, technology and output."

Arti Grafiche Persico, Italy

Exclusive Italian printer discovers that SPICA-429P “proves every day that it’s as good as it promised to be!”

SPEED AND QUALITY DECIDE IT FOR ARTI GRAFICHE PERSICO



(Middle) Francesco Arini, Arti Grafiche Persico's Managing Director

In April 2005 Italian printer Arti Grafiche Persico SpA installed a Komori SPICA-429P, a 53 x 75cm four-colour press with perfecting. In the printing room where Man Roland had reigned supreme for decades, the new SPICA-429P has replaced a two-year-old R202, standing next to a four-colour 100 x 140 and a five-colour 70 x 100 Man Roland.

Arti Grafiche Persico SpA, founded in 1929 in Cremona, Italy, employs a staff of 30, which grows to 50 in the peak season of calendar printing.

From the lead-printing age

Since its founding, the company has followed much of the evolution of the printing industry — from the old typesetting with lead lettering to lithographic printing with stone

engraving to sheetfed offset and finally to today's automated printing machines. Since the 1960s, they have specialized in illustrated calendars, and since the 1990s they have complemented their offerings by including top-of-the-line diaries and high-volume, high-quality catalogues, brochures, posters, tags and labels as well as super-sized bills.

The top-level quality of the products printed by Arti Grafiche Persico SpA has attracted a select international body of customers. And today, the company is at a mature stage of development. Graphic design, prepress, the making of the printing plates utilizing a large CTP, and the finishing of the products complement the functions of the printing department.

The investment in a SPICA-429P was a must to fulfill the requirements related to overprinting for exclusive calendars, the production of quality covers for various small print jobs, and the creation of two-colour printed products in straight or perfecting mode.

“The right choice”

“We needed an efficient machine with a good cost-performance ratio for our particular market,” explains Francesco Arini, managing director of Arti Grafiche Persico. “We therefore spent some time analysing what the market had to offer. The Komori SPICA has turned out to be the right choice because it has allowed us to become more competitive at limited costs.”

“Now we can print two colours in straight mode or two colours in perfecting mode at the same time, and thus take advantage of the faster production times. What really impressed us was how easy the Komori SPICA is to use, as well as the high quality of its prints,” concludes Arini. “And it proves every day that it’s as good as it promised to be!”

Arti Grafiche La Moderna, Italy

La Moderna chooses latest-generation Komori Lithrone equipment. Roman printer commissions four-colour Lithrone S40P for its commercial and publishing work.

LA MODERNA OPTS FOR LS-440P



From left: Sergio Foffi, Production Manager, Giordano Foffi, Logistics Manager and Marco Miliucci, Owner

In May 2005, Arti Grafiche La Moderna in Rome decided to augment its equipment by installing a Komori LS-440, a 72 x 103cm fully automated press with the Komori PDC-S 40 spectrodensitometer. “We were looking for a 4-colour convertible sheetfed offset machine of the latest generation,” explains Production Manager Sergio Foffi, who is also the brother-in-law and partner of owner Marco Miliucci. “We analyzed all equipment that the market had to offer at the time, and we realized that Komori machines could guarantee us exactly the performance we were looking for. And we were right about our choice. Komori Italia has given us their undivided support at all stages of the acquisition, installation and training. We are more than satisfied with our purchase.”

Based in Rome, La Moderna boasts

50 years of experience in printing, and their continuing investment in state-of-the-art equipment puts them right in the avant-garde when it comes to any kind of printing, whether in the commercial or publishing sphere. In fact, their production ranges from books and magazines to leaflets, brochures, personalized labels, posters and business cards.

LS-440P joins three Speedmasters

Founded in 1956 by Vincenzo Miliucci, father of the present owner, the family company has invested in a comprehensive array of equipment. In the printing hall, the new Komori LS-440P has joined three Heidelberg Speedmaster sheetfed offset presses, of which two are 70 x 100cm (one five-colour CD from 2001 and one two-colour convertible) and one is a two-colour convertible in 35 x 50cm.

Two Creo CTPs are used to prepare the plates and guarantee the speed and quality required by the market these days.

‘Great satisfaction’

Marco Miliucci and Sergio Foffi both agree: “The LS-440P is incredibly easy to use. It has an extremely high level of automation — and all of its functions are managed efficiently from the control panel, including AMR makeready tasks. Platechanging is completely automatic, as well as oscillating roller phase change, fan-out correction and paper thickness preset. The new Komori perfecting device, which is extremely fast and accurate, gives us great satisfaction. With its three double-size cylinders, the Komori LS-440P is the most sophisticated and the most reliable perfecter available today. The perfecting system even allows us to use the machine for one-colour double-sided jobs while keeping the printing units not in use stationary — thanks to the Komori declutch mechanism. The double transfer cylinder and the conveyor belt before the grippers are also big advantages in avoiding scratching and marking at high speeds, even in perfecting mode.”

La Moderna deserved the most modern perfecter on the market, and the Rome printer now enjoys its benefits daily.

Radin, Croatia

Croatian major finds System 38/1250 'ideally suited' to publication and commercial brochure work.

RADIN MEETS HIGH PRODUCTIVITY TARGETS WITH NEW 32-PAGE SYSTEM 38/1250 WEB



The desire to serve the predominantly short-run print market in Croatia has led progressive print firm Radin to invest in one of Europe's first 32-page Komori System 38/1250 web offset presses with immediate results.

"It wasn't a difficult decision to make."

Specialising in weekly and monthly magazines and multipage commercial print, Radin wanted a highly efficient press that produced consistent quality with short makeready and minimal waste. "It wasn't a difficult decision to make," explains Jandranko Pusec, who is responsible for production and a board member. "The highly

automated 32-page System 38/1250 delivers impressive productivity but only occupies the same space as a 16-page press and needs the same number of operators."

The System 38/1250 is Radin's first 32-page web and first Komori press and completes a four web and two sheetfed press lineup operating around the clock, seven days a week. Meeting increased plate demand are two newly installed Lüscher 160 platemakers processing Agfa Thermostar plates.

Radin's strategy of providing customers with 'what they want, when they want it and at a fair price' is simple and clearly effective. "Croatia is a relatively small market so we have to have the flexibility to handle a variety of run lengths quickly and efficiently, with fast makeready and low waste," explains Pusec. "In the short time it has been operational, our System 38/1250 has handled run lengths from as low as 10,000 up to 1 million-plus copies. The publication and commercial brochure work we handle is predominantly in 16-page, 24-page and 32-page sections, ideally suited to this versatile press and ideal for fast finishing."

Komori worked closely with Radin to ensure a smooth installation. "I am impressed with Komori's high level of service and cooperation," adds Pusec. "This is a significant addition to our facilities and we have the utmost confidence in their continued support."

The successful firm has grown from strength to strength since it started operation in 1994. Today the company employs 195 people at its 6,000 sqm facility in Zagreb, serving customers not only in Croatia but also in growing export markets in Austria, Slovenia, Serbia, Montenegro and Bosnia-Herzegovina. The increased capacity brought by the System 38/1250 has already attracted considerable interest in the region and, as a result, quite a bit of new business.

Rabiscos de Luz, Portugal

Rabiscos de Luz 'customizes' SPICA-429P to fit gallery-like atmosphere of cross-media production house.

FROM DIGITAL PRINTING TO OFFSET – WITH ART & STYLE



Set up a few years ago in a converted warehouse in Lisbon, just by the Tagus River, Rabiscos de Luz was, until recently, a fully digital printing company. Like most other such companies, it offered a range of creative and printing services from design to multimedia, wide format digital printing and other specialties. Every now and then, Rabiscos received orders for offset printing jobs, but it used to subcontract them to traditional printing companies. Digital, and nothing else, seemed to be the way forward.

Perfectionist approach

But two years ago, Duarte Lukas, the founder and managing director of Rabiscos, started to have second thoughts about their operation. Being very much a perfectionist, Duarte never felt totally at ease when subcontracting his offset jobs. Sometimes everything went well but sometimes the jobs were not up to the high quality standards of Rabiscos and

its clients — some of Portugal's top advertising agencies, banks, insurance companies and others — and sometimes deadlines were not respected. Tired of this, Duarte started considering what for quite some time had been unthinkable — investing in a good colour offset machine. Given the structure of Rabiscos and its typical type of work, the machine had to be four colour, mid-size, as automated as possible and, last but not least, good looking. From the outset, Duarte was passionate about the looks of the company's installations. Like everything else, his machine had to have style.

Careful selection

For months, Duarte analyzed and compared the various options and, in the end, decided to go for a Komori SPICA-429P. In his words, "It was compact, very modern, very automated, it printed well, and it had design. We still analyzed two machines of the

same format (53 x 75cm) from other makers but they were just no match for the SPICA." Like any other perfectionist-oriented printing executive, even after confirming the order for the SPICA, Duarte kept thinking about the machine, its characteristics, what had to be done in Rabiscos before it arrived, where it would be installed.

His attention to detail is such that he still found time and energy to consider giving the SPICA a special graffiti exterior coat. As Duarte explains, "Rabiscos is not only an open space where we work — sometimes in long shifts — but also it's a space where we like to receive our clients. And everything there is special. It is almost like the creative studio of an artist. That is why the SPICA, a special machine on its own, had to have this graffiti exterior. In this way it is no longer just a machine but a mix of a machine and an art object."

New business in the pipeline

Installed in August 2005, the machine has been running 8 to 12 hours a day, doing not only the jobs Duarte expected it to do but much more. "We thought it would be used just for the jobs we subcontracted, but to our surprise, the quality of the SPICA together with our very special service has been bringing us more clients and more jobs. Life definitely has surprises!"