

ON PRESS

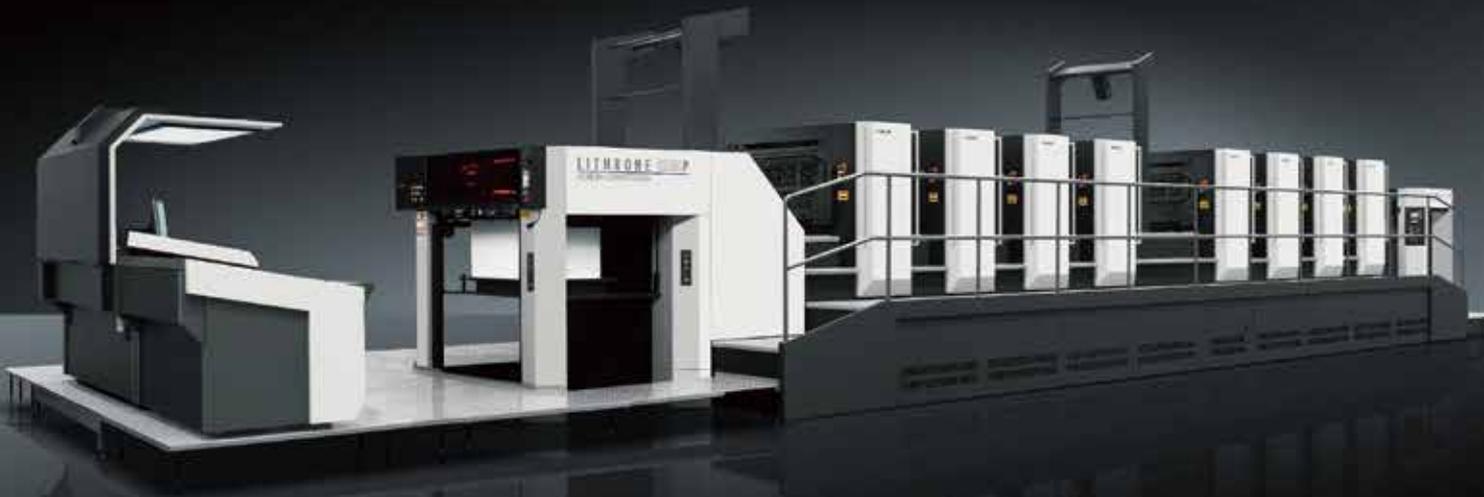
KOMORI | No. 97
2019

Perfecting Power

Double-sided Printing Solutions



Lithrone GX40P Debuts



Pinnacle Perfector Power

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Double-sided Printing Power

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The new, exciting Lithrone GX40P has joined the Lithrone GX40RP and the Lithrone S40SP in the most innovative lineup of perfecting presses on the planet. And Komori International (Europe) showed off the new perfecter at a first-class launch event highlighted by a full web-to-print simulation.



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Print engineering involves hardware, software and the all-important transfer of knowledge. The scene is Modinagar, India, Borgo San Dalmazzo, Italy, and Dorset, the U.K., and Komori is on-site. KGC trains India's MM Printers, Tipolito Martini's Apressia CTX132 increases production, plus a look at dealing with pallet overflow. And Remous Print is totally satisfied with K-Supply H-UV Ink.



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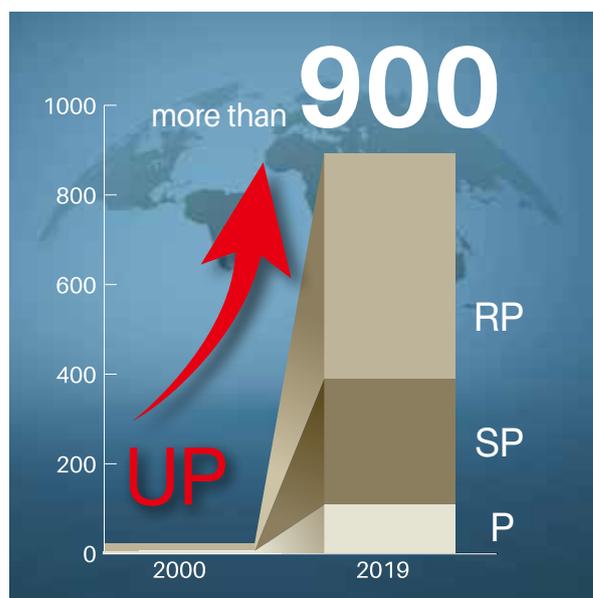
Double-sided Printing Power

— Lithrone GX40P Recharges Komori Lineup —

The Lithrone GX40P perfecter has joined the Komori lineup of double-sided printing presses. The new press has a maximum printing speed of 18,000 sheets per hour and prints B1-size images.

This machine was developed as the latest press incorporating technologies for high-speed, stable operation, such as the independent drive system of the feeder in the flagship Lithrone GX40, and advanced mechatronics technologies, such as the PDC-SX Spectral Print Density Control - SX Model and the PQA-S Print Quality Assessment System (Sheet). These technologies support the operator and ensure high productivity.

The current Komori lineup of double-sided presses is represented by three leading models, each with a different mechanism: the Lithrone GX40P, the Lithrone GX40RP and the Lithrone S40SP. Since 2000, Komori has shipped more than 900 double-sided printing presses worldwide. Here we look at the features of these models and what sort of printing they are used for.



Total shipments of full-size double-sided presses

From 20 presses in 2000 to more than 900 by 2019



Eight-color Lithrone GX40P

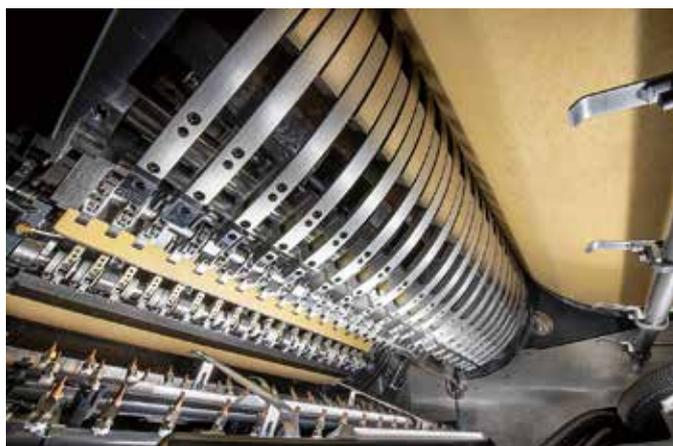
New: Lithrone GX40P

Equipped with a perfecting cylinder that reverses the sheets, this convertible perfector-type press is capable of not only one-pass double-sided printing but also single-sided multi-color printing. Thus, this highly flexible press provides the productivity of double-sided printing and the added value of multi-color printing.

Komori's unique configuration uses three double-size cylinders, for the impression, transfer and sheet reversal cylinders, reducing bending of the sheets by the cylinders and lessening stress on the sheets as they are transported. This design enables smooth single- and double-sided printing – even with thick sheets.

The Lithrone GX40P differs from the Lithrone G40P in realizing high-speed, stable operation at 18,000 sph in double-sided printing due to the use of a new sheet reversal mechanism that is both simple and very rigid. Also, the parts maintenance load is low and quality stability is such that change in front/back register accuracy due to aging is limited because of this simple construction.

On the Lithrone G40P, when the sheet width is changed, the sheet reversal unit suction points manually adjust sheet size. On the Lithrone GX40P, however, these are linked to the paper size and adjustment is automatic. And Smart Sequence, the automatic print changeover function, not only shortens changeover times but also eliminates operator adjustment errors. The front/back register measurement function of PDC-SX is very well suited to double-sided printing presses. In adjusting the front/back register marks by the conventional method, the operator checks their positions by holding the sheet up to the light. For thick sheets, which cannot be checked by this method, the amount of difference between front and back registration is determined by piercing the center of the register marks with a needle.



New Lithrone GX40P sheet reversal mechanism is simple and rigid for stable operation at 18,000 sph

These methods are not quantitative. PDC-SX quantitatively measures the amount of difference between front and back register and, by feedback to the press, reduces front/back register checking and adjustment time as well as paper used for adjustment, thus lightening the operator's workload.

In addition, PDC-SX and PQA-S support test printing to production printing by means of in-line quality inspection, color control and automatic registration functions. The automatic OK sheet assessment function, an approach incorporated in Autopilot, automates all processes from test printing to production printing, not only shortening print start-up time but also standardizing test printing processes. The combination of Smart Sequence, Autopilot and one-pass, double-sided printing with the Lithrone GX40P enables standardization and maximizes productivity.

By using high-sensitivity UV (H-UV) or LED UV systems before the perfecting unit and in the delivery, one-pass, double-sided printing with UV coating can be performed with instant curing. Since there is no waiting for drying and the work can be immediately passed to the next process, printing productivity is high and the time for finishing processes is shortened, assuring total productivity improvement.



Eight-color Lithrone GX40RP



Four-color Lithrone S40SP

Paper Saving: Lithrone GX40RP

Although the Lithrone GX40RP double-sided printing press also has a maximum printing speed of 18,000 sheets per hour and prints B1-size images, this press does not have a perfector-type sheet reversal mechanism.

Sheetfed offset presses transport paper by gripping the sheets with grippers. The sheet reversal mechanism of the perfector-type press, however, changes the grip from the leading edge to the tail edge when reversing the sheets, and therefore a gripping margin on both edges of the sheets is necessary.

However, the Lithrone GX40RP enables one-pass double-sided printing by passing the sheets through three double-size transfer cylinders and one suction drum (RP unit) when changing from back-side to front-side printing.

In other words, since changing gripping from the leading edge to the tail edge is unnecessary, there is no front/back register gap when changing grippers and paper cost can be reduced because there is no tail-edge margin.

Although paper sizes vary worldwide, the regular sizes for printing stock in Japan are 625 x 880 mm and 636 x 939 mm. When printing an 8-up A4-sized image on one side or 16-up on both sides, a perfector-type double-sided printing press must use 636 x 939 mm paper since a tail-edge gripper



margin is necessary. However, since the RP-type double-sided printing press does not need a tail-edge gripper margin, it can print on 625 x 880 mm stock, thus saving on paper costs.

In addition, since the Lithrone GX40RP has no complex sheet reversal mechanism and provides simple sheet transport with single-edge gripping, it can print on thicker paper than the Lithrone GX40P. The perfector-type press can print paper up to 0.6 mm in thickness, while the RP-type press offers the advantage of being able to print on paper up to 0.8 mm in thickness.

More and more printers are implementing one-pass double-sided printing with special colors on the back side and added value printing on the front side using the RP-type package specification press with one or two colors on the back side, six or seven colors on the front side and a coater.

The Lithrone GX40RP, however, is structurally unable to perform the multi-color printing that the Lithrone GX40P is capable of. It is a dedicated one-pass double-sided printing press.

While not able to perform one-sided multi-color printing, the Lithrone GX40RP is the press for high-speed one-pass double-sided printing with lower paper costs. For high speed and the flexibility of both one-sided multi-color and one-pass double-sided printing, the Lithrone GX40P is the answer. Users in Japan and Asia are tending to choose the RP type, while those in Europe and North and South America are favoring the perfector type.



Space Saving: Lithrone S40SP

The cylinder array of the Lithrone S40SP, released in 2005, is a unique structure that prints the front and back sides alternately and uses no transfer cylinders. The advantage of this structure is that it allows installation of a four-color double-sided press in almost the same space as a 40-inch four-color single-sided press. Particularly where factory buildings are small, as in Japan, the Lithrone S40SP is an extremely good match for sites that will not accommodate a Lithrone GX40P or a Lithrone GX40RP double-sided press. Although the Lithrone S40SP cannot perform single-sided multi-color printing because it uses a single-edge sheet transport system like the Lithrone GX40RP, many single-color, two-color and four-color double-sided machines capable of printing books, catalogs and textbooks have been installed in Japan and China.

In the unique cylinder array that prints the front and back sides alternately, a special ceramic jacket on the surface of the alternately arranged front- and back-side impression cylinders is necessary to prevent the adhesion of conventional ink on wet sheets to the surface of the next impression cylinder. While this may seem to suggest UV printing, such an option would require installing a UV lamp on each printing unit since the front and back sides are printed alternately, an impracticality from the viewpoint of UV lamp installation cost and running cost.

Since the front- and back-side impression cylinders are arranged alternately in this array, this press is able to print paper up to 0.2 mm in thickness due to the gap between the cylinders. Therefore, the Lithrone S40SP is utilized as a dedicated double-sided press in commercial printing using conventional ink, holding down installation space requirements and running costs.

Since 2010, UV has increasingly spread into commercial printing with the release of high-sensitivity UV ink, and there are more and more installations of perfector-type and RP-type double-sided presses capable of not only conventional printing but also UV printing. In recent years, the adoption of LED UV systems has increased in line with the desire to save energy.

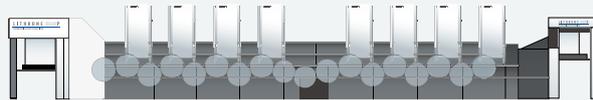
Komori provides three types of outstanding double-sided printing presses to raise customers' productivity and cost performance.

Lineup of double-sided presses

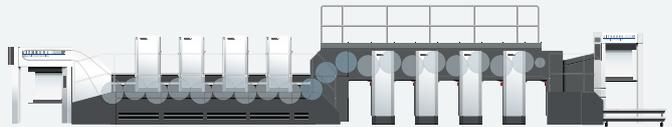
Lithrone S40SP (Super Perfector): 15,000 sph



Lithrone GX40P (Perfector): 18,000 sph



Lithrone GX40RP (Reverse Print): 18,000/16,500 sph





Komori International (Europe) Lithrone GX40P Launch Event Highlights



Komori International (Europe) hosted their official eight-color Lithrone GX40P Launch Event on June 6, as part of the global campaign to highlight this latest addition to the product portfolio. Organized to inform and inspire those who have a specific interest in this perfecting press and its possibilities, the invitation-only event welcomed over 100 selected visitors from the EMEA (Europe, Middle East and Africa) region.

The newly revealed machine handles both double-sided one-pass and straight multi-color printing perfectly. The eight-color Lithrone GX40P guarantees high productivity and profitability due to its distinctive Komori perfecting mechanism, which uses three double-size cylinders. Printing up to 18,000 sph, even on heavy stock, the press displayed outstanding performance in both single- and double-sided printing modes during live demonstrations.

Visitors were treated to a full web-to-print simulation by the experienced Komori Graphic Center-Europe (KGC-E) team. The high-end perfecting press produced several short runs of double-sided full color jobs with very fast changeovers. During the same live demonstration, the press showed its potential



for catering to the added value market by adding two additional colors whilst printing single-sided. Teamed with the Apressia CTX132 automated cutting system, these solutions can be tailored to specific requirements. As proven this day, Komori is expanding its already rich portfolio of perfecting solutions across the board, with the new Lithrone GX40P being the first to print high-speed and double-sided. Whether it is digital, sheetfed or web



offset, Komori has a long history and the expertise to supply customers with unique solutions.

Perfecting at high speed: the perfect addition

Peter Minis, Komori Europe’s Marketing Manager: “This new eight-color Komori Lithrone GX40P press offers perfecting printing in a unique combination with high-speed jobs, which makes it a perfect addition to the pressroom of a web-to-print business. High volume, shorter changeovers and, therefore, more productivity. The combination of perfecting and high speed works beautifully with small orders as well, since this machine cuts makeready time on every printing job. This press fits in perfectly in the overall Lithrone press range, where the ‘G’ stands for Green. It is manufactured in our environmentally conscious factory site in Tsukuba, Japan, where the efficient use of energy is promoted by solar and wind power generation. The Lithrone GX40P saves energy and space while it also reduces exhaust heat during production.”

“We have launched this new addition to the perfecting printing range by organizing this event and welcoming customers into our Center. We started off with the official opening by our president, Ken Sagawa, followed

by a rundown of Komori’s perfecting solutions and a demonstration of the Apressia CTX132. We then served an outstanding seated three-course lunch to customers and their distributors and ended the event with walk-throughs. Our KGC-E demonstrators managed to really take their time and answer all the questions the guests had, while also showing Komori’s true engineering excellence by opening the press.”

The decision to create an invitation-only event for VIP customers is a new one for Komori Europe. Mr. Minis: “We always do our best to welcome visitors to our Komori Graphic Center-Europe, whether it is for a demonstration or an event like this. But with this new press and the possibilities it offers, we wanted to give our attention to those most likely to favor it. Give a demonstration and several walk-throughs, have demonstrators take the time to answer questions and show them what is happening inside the press. That works best with a smaller audience. We warmly welcome everyone to visit KGC-E for a personalized demonstration of this brand new eight-color Lithrone GX40P and get inspired.”

KP-Connect

Eyes on the Pressroom

KP-Connect from Komori. The system doesn't just make machine operating conditions clear and provide visibility. KP-Connect is a tool that figures out pressroom bottlenecks, improves productivity and increases customer revenue.

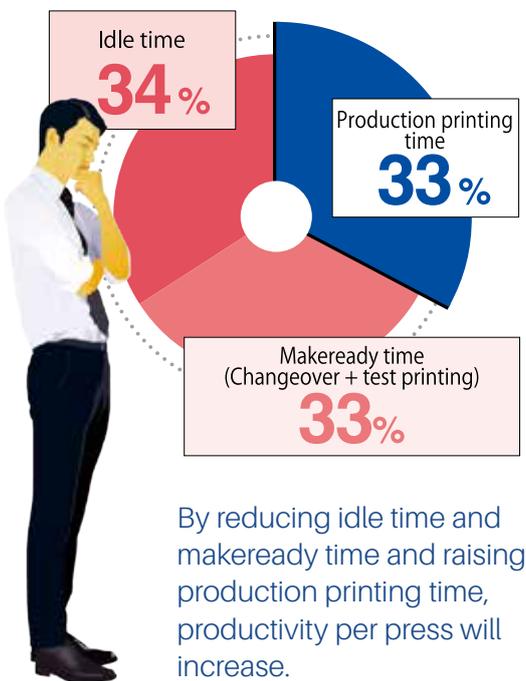


The printing industry is facing severe conditions, including an increase in work characterized by many different products, small lots and short turnarounds as well as falling unit prices. A variety of efforts are being made by companies to raise productivity, but many of these endeavors have not yet found a breakthrough. However, one is gaining attention – KP-Connect, the Komori solution that promotes press and printing optimization by providing printing companies and Komori with detailed press operating information using the secure environment of the cloud.

Where does productivity improvement start?

It should start by objectively understanding the important factors that affect productivity, such as whether the printing presses are operating efficiently and whether the operators are getting the best performance from the machines. The starting point, in other words, should be making press operating conditions visible. Just as starting a diet begins with checking your weight and making a record of your meals.

Springboard for Productivity Improvement: Making Operating Conditions Visible



In-house survey of 45 companies using KHS-AI. Results calculated from 31 companies running mainly four-color jobs.

Why is visibility important?

It is important because it lets you know the problems to be solved. Because without visibility, the specific problems that are hampering productivity cannot be understood and it will not be possible to take concrete actions.

How well are the presses operating? How many waste sheets are used for each job? Is the condition of the presses good or bad? Are operators' work methods free of problems? Only by making these things visible does it become possible to take actions for improvement.

However, Komori found out that many printing companies are having difficulty making visibility a reality.

Why is visibility difficult to implement?

In 2013, Komori started a service that analyzed KHS-AI data collected in USB memory using software that automatically recorded press operating conditions. We discovered that the time used for production printing by these valuable printing presses – the percentage of time that the machines are making money, in other words – is just 33 percent. The number of waste sheets at print start-up was also higher than estimated.

These actual conditions of printing press operation are major issues that must be solved. But even more important, many printing companies are not aware of these conditions. Many companies were surprised when they saw our report. They had no system for obtaining visibility of their own printing operations. In this state, it's impossible to know where to start on improvement.

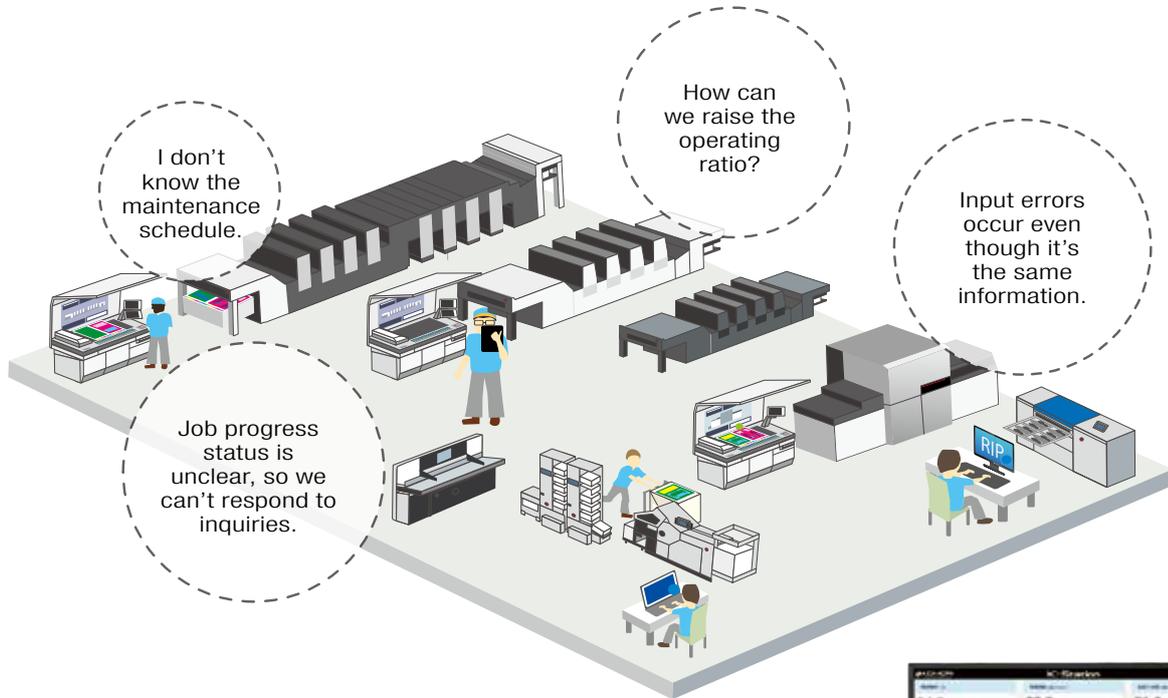
What can Komori do for visibility?

KP-Connect was developed as a support system for improving printing productivity and has been offered to customers since 2016. It is already boosting effectiveness by implementing visibility on many presses. KP-Connect is a cloud-based system that uses the Internet of Things (IoT). Press operating information is automatically sent to the cloud, and visibility is realized in a variety of forms. Simply speaking, think of it as a system that automates the creation of the operators' daily reports and the analysis of the printing manager's daily reports.

Specifically, it's possible to check press operating conditions from not just a personal computer but also the browser of a tablet or smartphone using KP-Connect's Cloud Dashboard function – thus providing users with significant convenience. The

Pressroom issues

Before K P - C o n n e c t



KP-Connect

All information is digitized and problems are visible.



Issues before KP-Connect

Prepress and pressroom lack easy access to information and have difficulty handling common problems. Productivity and efficiency are adversely affected.

KP-Connect Advantages

All problems easily visible, fewer errors, easy access to schedules, and greater workplace awareness of all relevant information shown as digital data.

many items that can be checked with KP-Connect, including operating results and analysis findings such as daily, weekly and monthly reports, press maintenance conditions, job progress status every 30 minutes and detailed trend analysis, are displayed in an easy-to-understand format. Press operating conditions can be checked anytime and anywhere with an Internet browser.

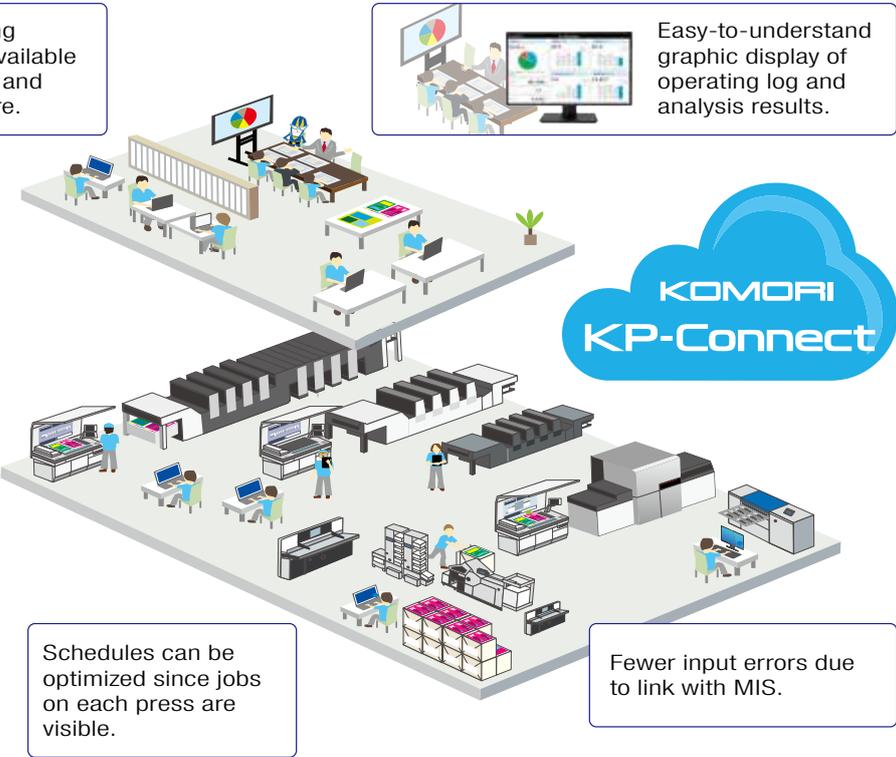
In addition, users can take advantage of video instruction on press maintenance and best practices that was created by trainers at the KGC Printing College, the Komori training facility.

KP-Connect is not used simply for finding problems by providing visibility. The important thing in productivity improvement is standardization of improvement actions. In other words, it is critical to not terminate short-lived improvement efforts but to ensure that the same effectiveness is attained even if the operator changes and to guarantee that the effectiveness will be sustained even six months or a year later. The ability to always grasp objective digital data with KP-Connect makes it the foundation of improvement actions.

Pressroom solutions

After

K P - C o n n e c t



Operating status available anytime and anywhere.

Easy-to-understand graphic display of operating log and analysis results.

Productivity obstructions are visible.

Operators' daily reports and manager's daily analysis created automatically.

Video instruction on press maintenance and best practices.

Schedules can be optimized since jobs on each press are visible.

Fewer input errors due to link with MIS.

KOMORI
KP-Connect

Solutions after KP-Connect

Operating status available anytime and anywhere, reports automatically generated, schedule optimization and elimination of input errors. Productivity and efficiency raised and waste drastically reduced.

Support for both the press and the operator

Generally speaking, printing press manufacturers are seen as thinking primarily of the sale of the press. For printing companies, on the other hand, the challenge begins with the installation of the press. How high can the press operating ratio be raised? How much can pressroom productivity be increased with a state-of-the-art press? As a Print Engineering Service Provider (PESP), Komori is committed to total support for printers. For this reason, KP-Connect is available as a tool to provide visibility to areas of customer concern.

How is KP-Connect installed?

KP-Connect Basic can be installed immediately on any KHS-AI Version 5/6-equipped press with Internet access. For customers without an Internet environment, an optional mobile closed network arrangement is available. A trial period for KP-Connect Basic is also offered.

Products and services and timing of availability differ according to area.

Loretoprint purchases **first** Impremia IS29 in Italy

The year 2016 marks a half-century of business, but to all intents and purposes, Loretoprint is still a young company – ever keen to put itself to the test and face the new challenges of the market by continually investing in state-of-the-art technology.



Vito Ferrone, Owner

Unlike many of its competitors, it has managed to transform itself several times, evolving from a company that produced stamps (hence the original name Timbroloredo), nameplates and black-and-white photocopies in 1966 to the modern realities of digital printing under the new name Timbroloredo Copylino in 2003, and on to the company's rebranding in 2008 as Loretoprint. What has not changed in all these years is the location – via Andrea Costa, near Piazzale Loreto –

right in the center of Milan, and the style of the store, with beautiful shop windows exhibiting some of the company's print products, such as standard or glossy business cards as well as personalized T-shirts, posters, photographic prints and much more.

To tell us about the history of the company and the most recent investment in particular,



Vito Ferrone, owner of Loretoprint, agreed to meet with *On Press*. “Technological advancement has always been part of our DNA and has been the common thread throughout these 53 years of business. Over time, we have continued to expand our range of services and products, not to mention the actual floor space of the company! Just recently I bought 200 square meters of space above our store and now I am considering what activities to allocate to the new area.”

Enter the Komori Impremia IS29

The new Impremia IS29 was installed in Loretoprint in September 2018, the first of its kind in Italy. The machine is the result of combining offset and digital, and has been designed with a precise objective: to meet the requirements of short runs with variable data. This UV inkjet combines the very best color quality and reliability of offset printing with the versatility of inkjet and the ability to print on a wide variety of media, including normal offset paper. It accepts 585 x 750 mm sheets and accommodates simplex printing (at a speed of 3,000 sph) and duplex printing (1,500 sph) without requiring the use of precoated paper.

“In choosing the Impremia IS29, we changed not only the format, migrating from 35 x 50 cm to 50 x 70 cm, but also the technology,” Mr. Ferrone explains. “In fact, the Komori UV inkjet has replaced our previous digital printer that was built on electrophotographic technology. Before making this sizeable investment, I conducted some careful market analysis and examined a series of digital printing machines



from other manufacturers offering the 50 x 70 cm format, mainly because the investments that I had made in the finishing, folding, varnish and laminating solutions, among others, were already compatible with that format. One maker's machine caught my eye due to excellent print quality, but it did not offer a duplex printing option. We concluded that another well-known system was already an old design from a technological point of view. I ran tests in several showrooms and demo centers before deciding on the make and manufacturer of machine. Certain elements pushed me toward an inkjet solution and toward Komori in particular, a supplier that immediately proved to be very customer oriented, with a dedicated team and fast, efficient decision-making processes."

Productivity doubled with Impremia IS29

"For some years now, I have realized that we needed greater production capacity, and I began to think about switching to a larger format. However, I then realized that there were other fundamental parameters that needed to be assessed when choosing the machine, such as the production speed, which, for us, is essential given the extremely varied jobs that we receive from our customers, and also because of how many people come in to the store with last-minute requests. Today, thanks to the Impremia IS29, my print speed has doubled





compared with the previous printer, and I have also expanded the range of media on which I can print: the machine allows you to print 0.06 to 0.6 mm in simplex and up to 0.45 mm in duplex and, thanks to LED UV curing, you can print on plastic substrates and especially on natural paper, which is now often preferred to its glossy counterpart.

Another great advantage with this Komori inkjet investment was that it allowed us to carry out a considerable part of the production in-house, work that until a short time ago was outsourced to traditional printers. This resulted in a considerable savings in cost and time. The first project that was carried out on the new machine was a book for a union with a run of 850 copies. We are now also producing posters for shops and billboards for advertising, for example, and the goal for the near future is to also produce cartons in-house." To this end, the company intends to invest in a folder gluer machine.

"Our real strength is the print finish," explains Ferrone, "so much so that we have processes in operation alongside the inkjet, such as a special system for our varnishing needs, and die-casting, paperback, trilateral and other types of processing

solutions. With the Impremia IS29, we have overcome the difficulties that we were experiencing before with our print products that required a finish to be applied. Lastly, I was really attracted to the simplicity of use of the Impremia IS29, which has paper trays just like the offset machines and is currently being managed by two people over a shift and a half, an operator for prepress and one for print. We still run a 35 x 50 cm format machine next to the Komori machine."

Plans for the future: web-to-print

Loretoprint's next ambition is to manage the entire workflow more efficiently by automating some of the more time-consuming features, such as providing quotes.

Vito Ferrone showed us a preview of the web-to-print platform that he is planning to launch – having worked on this project for a good 10 years now with Dynamicssoft, a software house. This platform is something that is needed now more than ever, given the average 24,000 orders that Loretoprint manages annually. Loretoprint's customers range from visual design school students to small entrepreneurs, publishers to cosmetic houses and chains of shops in various sectors.

"The web-to-print platform will allow me to be more competitive on small print runs," concludes Ferrone. "The launch of the platform is imminent and I intend to advertise this new service on a variety of media."

Original Impremia IS29 installation video produced by Loretoprint is shown on Komori's special site. Use this two-dimensional code or the URL below.

https://www.komori-event.com/movie/feature/index_en.html



Lithrone GX40RP for success in **Industry 4.0** printing market

Thirty years at the helm of Mineon Printech is not simply a matter of time to President Kim Sunkui but rather the result of his relentless dedication. After a generation spent in the printing industry, Mr. Kim says becoming a partner of Komori and installing an eight-color Lithrone GX40RP was an excellent decision for his company's future.



Kim Sunkui, President

Founded in July 1986, Mineon Printech celebrated its 33rd anniversary this year. A publishing and commercial printer producing a variety of books and publications, Mineon Printech moved in October 2018 to a new factory located in the city of Paju, Gyeonggi Province, Korea.

The area in which the new factory is located is packed with Korea's leading printing companies, and while accessing industry information is easy, competition is very stiff.

Mineon Printech installed the eight-color Lithrone GX40RP when it moved to the new factory to fortify its competitive edge through more efficient production and higher print quality.

Cue for investment in the Lithrone GX40RP

Kim says, "It wasn't that we trusted the technology in Komori presses right from the beginning. Our first connection with Komori presses began quite a while ago with the installation of a used Lithrone S32. As a result of managing a printing company for a long time and operating presses from various manufacturers, I determined that no press could rival Komori in providing the advantages of print quality and ease of maintenance."

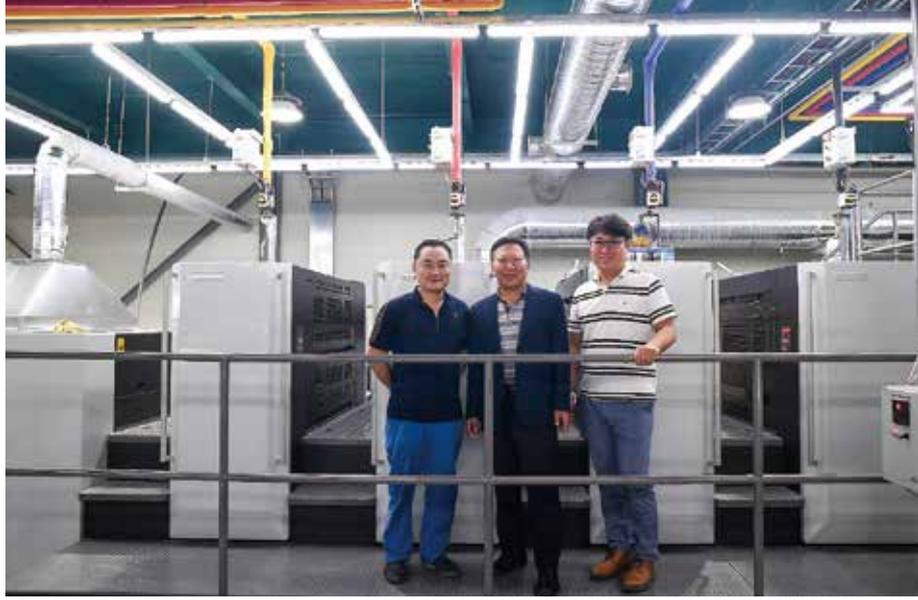
"I also did not decide to trust Komori technology simply based on operating results," explains Kim. "It was important to me that ever since its founding in 1923, Komori Corporation has invested unsparingly in the development of presses and demonstrated the possibilities of growth in various printing technologies, including offset presses."

In the past few years, shorter work hours, increased wages and greater customer and environmental demands have put increased pressure on Kim. He decided that the overall solution was to invest in automated printing equipment. Says Kim: "We selected Komori because the Lithrone GX40RP, which is drawing attention in the Korean market due to these industry trends, is the model that gives us the most confidence at just the right time."

Technology powers growth

It's no exaggeration to say that printing industry growth is proportional to total equipment investment. Kim says: "It is necessary to fully push technological capabilities to achieve market growth, and companies must create profits in this way and contribute more to society."

"Many publishing and commercial printers should be worried about their future rather than their past. In the past, there may have been periods when the printing market was brisk, with high unit prices and the consumption of large volumes of print. But now we are facing the paperless age and must implement measures that respond to the present. Since our customers will demand better print quality and also more reasonable prices in the future, we must solve two crucial issues: production site



From left: Jeong Chango, Director, Production Control Department; Kim Sunkui, President; Kim Seungjun, Senior Managing Director, Sales Management Department

automation and print quality," says Kim.

As a solution to both the automatic equipment and print quality requirements, KHS-AI (Advanced Interface), specified on Mineon's Lithrone GX40RP, not only enables quick register and color matching settings but also maintains and improves stable print quality by optimizing preset data. The A-APC (Asynchronous Automatic Plate Changer) can change all plates in just 85 seconds, minimizing manpower and work time.

These are important because the speed of a company's growth is a function of how quickly it can introduce and apply advanced technologies in order to keep up with the pace of market growth.

Duty to provide solutions

Worried voices have been heard regarding the declining volume of orders from publishers, the main clients of Mineon Printech.

"Rather than the simple transactional relationship of taking orders and making deliveries, I believe that finding solutions together with the customer is the better road," Kim says.

"The Lithrone GX40RP, with its high production speed of 16,500 sph, stable print quality, efficiency and low maintenance costs, is capable of short-run production and reasonable prices, enabling us to provide solutions that satisfy our customers," he adds.

Vision of Mineon Printech's future

"We want to do everything possible to become an innovative company in the new market of Industry 4.0. Offering not only high quality printing but also the know-how acquired during 30 years of operation, we are able to satisfy customers with our outstanding technical capabilities. Winning customer trust through our service and quality, we can grow together with customers by delivering our unique customer kando. This is our vision, and we are committed to doing our best together with Komori to achieve it," concludes Kim.

Deltabach in **pole position** with Lithrone G40P

Marc De Jong, CEO and owner of Deltabach in Nieuw-Vennep, The Netherlands, wants his company to be in the Formula One category of the printing industry. And he likes to be in the lead as well. By investing in a new Komori eight-color Lithrone G40P, De Jong has managed to move into pole position once again.



Marc De Jong, CEO and Owner

Four years ago, Deltabach was the first printing house in The Netherlands to adopt LED UV by retrofitting one of its existing four-color presses with an LED UV system. While others hesitated to do the same because of the more expensive UV inks, Mr. De Jong was convinced that the benefits would outweigh the higher costs: “And they absolutely did! You can get a lot more work done in the same amount of time. Also, since you don’t need to use any spray powder, you save a lot of time not having to constantly clean your equipment. And your printed jobs are completely dry on leaving the press, so they can be finished and delivered immediately.”

Increased productivity and efficiency

Looking for ways to further increase productivity and efficiency, De Jong’s next move came in 2016. He decided for a new Komori four-color Lithrone G37 H-UV L (LED) – another first for the Dutch market – to replace a B2 press. This new compact A1-sized Komori press joined an existing B1 press, boosting both capacity and flexibility at Deltabach: “This is how we can continue to differentiate ourselves in the highly competitive market that we serve. Because we cater only to print resellers, such as print brokers and online printers, we need to be fast, efficient and versatile. At the same time, we focus on producing ‘specials’ – by offering die cutting, foiling or unusual sizes – to prevent ourselves from ending up printing commodity products only at the lowest price. We don’t need to win each and every job: we know what we are good at, and we know what we want.”

“It has always been in our DNA to continuously look for more clever ways of producing,” explains De Jong. “I would even argue that I am actually more into process improvement than into the printing itself. I’m always calculating, looking at the numbers and trying to figure out the pros and cons of doing things differently.” And so it was not very long after successfully installing the Komori Lithrone G37 that De Jong again started to consider new options. Triggered by a trip to Japan together with other Dutch Komori-users to see the new eight-color Komori Lithrone G40P in action, he set out to find the perfect solution for Deltabach: “We always need to be alert, looking for opportunities and investing at the right moment. Automation will allow us to bring costs down and remain lean and mean.”

Full-spec eight-color Lithrone G40P H-UV L (LED)

After good consideration – including looking at several alternatives from various press manufacturers – Deltabach decided for a new fully equipped eight-color Komori Lithrone G40P H-UV L (LED) to replace its two current machines. “In fact,” says De Jong, “this new press offers us the capacity of not two but three machines because of its high level of automation and process control.” Next to its technical capabilities, De Jong was also impressed by its excellent price/performance ratio. “And of course it is very convenient for me to talk directly to specialists at the Komori Graphic Center-Europe in Utrecht, which is not that far from our premises.”

The Lithrone G40P was installed in July/August 2018 at Deltabach, and Marc De Jong is 100 percent convinced this was the best decision to make. “Having this one machine now at the heart of our company has created a lot of confidence and clarity for the whole



organization. All press operators are now part of the same team, responsible for the same machine. We are working two shifts and are able to handle many more jobs than previously because of the higher productivity on this perfecting press. At the same time we are cutting down on waste, as the automation and quality controls of the machine ensure both very fast setup times and stable print quality throughout the entire job.”

High expectations of KP-Connect

De Jong has also invested in both new CTP and finishing equipment to further optimize production. Still, he is convinced there are many next steps to be taken. “We will be further automating our administrative processes. There is also the clear need to link one system to another, both internally and externally. Online ordering and API-connected services will become increasingly important to us. I want to be able to move into dynamic pricing, so we can better balance market demand and available capacity. Also, we have not yet explored gang-run printing, which could be a great opportunity for us.”

He also has high expectations of KP-Connect, Komori’s cloud-based productivity solution offering both real-time pressroom status and extensive reporting: “Being able to analyze and compare all these data in detail will provide us with valuable information on how to continuously improve on our productivity and efficiency.”

New market opportunities

Having the Lithrone G40P in place, Marc De Jong sees a lot of new market opportunities to tap into: “First of all, we will need to change the market’s perception that an eight-color B1-press is only suited for very high volumes. Thanks to H-UV L (LED) and the use of K-Supply inks, our machine is also capable of producing small volumes very fast at a very competitive cost point. This will help us break into new markets. Furthermore, the H-UV L (LED) technology fits in perfectly with our aim to put a stronger emphasis on our environmental credentials, now that more – and larger – customers are increasingly demanding their suppliers to be ‘green.’”



Produlith: Packaging printer unleashes Lithrone GX40

Situated in Boucherville, 23 miles outside of Montreal, is Produlith – a strategic packaging solutions service provider founded in 1981. Shawn Desmarchais joined the company right out of school in 1993 and has been there ever since, holding almost every position and becoming president of the second generation printer in 2006.



From left: Mario Ouellet, 2nd Pressman & Feeder; Jean Francois Vezina, Head Pressman; Bruno Lemay, Operations & Technology Manager; Annick Garcin, Sales & Shareholder; Patrick Leclerc, Production Director; Sylvain Vanier, Production Supervisor; Guillaume Leblanc, Financial Manager; Shawn Desmarchais, President & Shareholder

For Produlith, Printing Industries of America (PIA) was the 'go-to' for all things industry related. In the early 2000s, Shawn's father, president at that time, attended a PIA meeting that set the future course for Produlith. Commercial print was predicted to decline to double digits, and digital printing wasn't quite ready for prime time. The printer needed to make a decision: "The future is packaging, and we have to get into it," he said. So, at the next sales meeting, the team was handed business cards for their newly formed division, ProPack, and they were told to go out and sell packaging. And sell they did. "The biggest strength of our company has always been the pig-headed determination to figure things out and get it done," says Shawn.

From 2004 to 2008, Produlith made a 100 percent transition from commercial to packaging printing. They began with traditional offset folding cartons, then moved into the digital packaging arena. About five years ago, they became the first printer in Canada with a digital packaging press. Last year, they invested in flexo so that they would have the full range of packaging printing services to offer.

Technology as a factor in success

For Produlith, the most important thing in packaging was to have a complete offer for any customer, any size, in any industry – food, pharma, cosmetics, tobacco or household products. According to Shawn, “We have a 360-degree offer for the customer, which is critical because of our competition. They’re either billion-dollar companies or mom ‘n pop shops. I think of Produlith as a mature mom ‘n pop shop because we still have that attitude of ‘Bring it on. We can get it done.’”

When they were an all-commercial print shop, Produlith had two presses, purchased in 2000. After 19 years of operation, the printer knew their presses weren’t built for an all-packaging print shop. Shawn knew that investing in new technology was the only way to move forward. “We were comfortable with the Japanese technology, and Komori was always an interesting manufacturer to us,” says Shawn.

It was also important that his pressmen got on board early in the game. “We made a scorecard comparing the models of the top manufacturers,” explains Shawn. “What we liked about the Lithrone GX was that it scored very strong in speed and had all the features necessary for folding cartons.”

Shawn adds, “There was an economic advantage if you compared the total package of the Lithrone GX to the machines of other press manufacturers. Once this was clear, we linked up with Komcan, the Canadian distributor.”

“To compete in this industry – to achieve speed and print quality – you have to invest,” says Shawn. “Customers appreciate the investments we’re making and understand that our cutting-edge technology is critical to their success. We listen to and stay very close to our customer base.”



19th century automatic card press

Benefits of new technology

Produlith’s six-color Lithrone GX40 includes Komori’s PQA-S V5 system, which will let them get better control of their print production and standardize the work of all press teams. They also invested in KP-Connect, which they are looking forward to implementing. “KP-Connect will provide us great feedback on how we are running the press. This tool will allow our management and press teams to access their report card instantly and then set goals for improvement,” Shawn says.

“The large size lets us get more ups on a sheet, so we run fewer sheets and gain more output in an hour versus our old presses. The average speeds we run are more than 50 percent faster than our old presses, and the makeready times have improved from an average of 60–75 minutes to 25–30 minutes. Waste per job has been reduced by 25–40 percent. And we’ve only had the press for two months,” he says.

Reinvention equals growth

Produlith has completely reinvented themselves over the past decade and especially the past five years. In the last five years, they purchased the building where they are currently located and did a complete renovation. They bought a digital press, die cutters and gluers as well as their new Komori Lithrone GX40. “We’ve invested more than five million dollars recently, so now it’s time to stabilize and let the dust settle,” Shawn says.

Today, Produlith has 60 employees and annual revenue of approximately 14 million dollars – double the level of 2013. Continuing their robust growth, they are 38 percent ahead of this time last year.

Shengda's Lithrone G46 drives **gang-run** printing

Growing from annual revenue of one million yuan to several billion yuan, and experiencing terrific productivity, very rapid expansion and the miracle of becoming a leading global company. How did Henan Shengda Printing transform itself from an unknown printer into a major worldwide player? To find out what lies behind their success, *On Press* looks at this legendary printing company in Henan Province that specializes in gang-run printing.



In 2000, Chairman Cui Wenfeng started a print shop called Today First Printing for his wife to run. This was the forerunner of Shengda. It may be that there is some latent aptitude for printing in the people of Henan, but in just 10 years this small print shop grew into a model enterprise in commercial printing that is now influential worldwide.

It's said that outsiders often have a better grasp of the situation, and because Mr. Cui had not specialized in printing and was a newcomer in the industry, he had management ideas that were different from industry regulars. Under Cui's leadership, to generate printing that went beyond the ordinary boundaries, Shengda concentrated on short-run color printing.

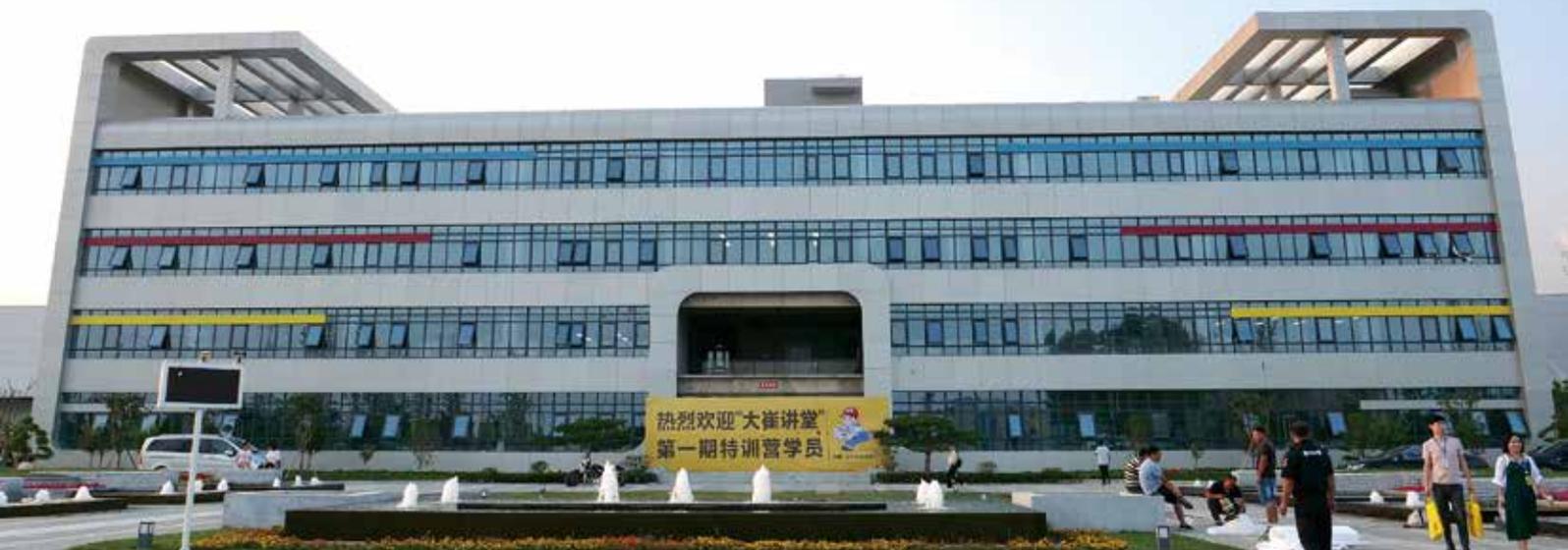
From its founding, Shengda pursued rapid growth by deploying technological innovation. It was the first printing company in China to take orders online. The company also pioneered in providing free delivery by building a

dedicated distribution system. In addition, it established more than 100 subsidiaries in Henan and Sichuan provinces as well as in Beijing and Shanghai.

Efficiency through advanced equipment

In a market environment where short-run jobs are increasing while the number of printed sheets is falling, selecting high-efficiency presses is critical. Large-format presses that emphasize efficiency have gradually become mainstream in the market, and customers' quality requirements have steadily grown more exacting.

As Cui explains: "High quality, high efficiency and low cost are deeply connected with state-of-the-art production



equipment, so investing in Komori presses was completely natural. Shengda and Komori have built a cooperative tie-up over many years, and we have great trust in the Komori brand. Komori delivers advanced production technology, high efficiency and stable, outstanding print quality that meets user needs. In addition, Komori's strong service team solves problems in a very short time whenever there is an issue. We have completely relied on Komori since we invested in our first Lithrone G40. Shengda today runs two Lithrone G37s, six Lithrone G40s, one full-spec Lithrone GX40RP and three of the newest Lithrone G46s."

Cui has a very high opinion of the latest Lithrone G46. "The Lithrone G46," he says, "not only offers high speed and high print quality but also delivers peak performance to companies seeking high productivity. Thanks to its unique machine design, there is no better choice for gang-run printing."

As Komori's newest large-format printing press, the Lithrone G46, with its extraordinary productivity, is the successor to the 44-inch large-format Lithrone G44 offset press. With its 872 x 1,160 mm

maximum sheet size, 0.04–0.8 mm sheet thickness range and 15,000 sheets per hour maximum printing speed, this press is capable of meeting a wide range of printing needs. As a full-size model, the Lithrone G46 can handle Chinese A4 x 16p impositions and can actually achieve twice the productivity of 92 cm presses that are common in the market. Printers who install a Lithrone G46 can greatly increase efficiency, boost revenues and secure profits, producing double the results with half the labor.

Small steps and great ambition

"The outlook for the future will be two or three companies making nearly all products and managing by size. Production equipment secures the manufacturing capabilities of the company. For this reason, Shengda this year has again concluded a high-level strategic cooperation agreement with Komori, and the investment in machinery is more than 300 million yuan. As part of this agreement, Komori will renew and upgrade the presses and make every effort to meet Shengda's unique needs. In addition, at Shengda's request, Komori will from time to time invite Shengda's press chiefs to Japan for customized training. Komori will also regularly visit Shengda's plants and provide specialized training. This will ensure maximum value from the presses, greater stability and optimum print quality," Cui says.

For the long term, Shengda has set goals for each stage of its growth. When asked about its goals in the next stage, Chairman Cui says: "In the next two years, we are going to lay a solid foundation for the Yongcheng Plant and strive to make annual sales of 2 billion yuan. At the same time, I aim to make annual sales of 500 million yuan at the Chengdu Plant. Moreover, we will continue to build new plants in Beijing, Tianjin, Guangzhou and other locations."

Facing a market where competition is intensifying daily, the production facilities lineup has once again been fortified, bringing Shengda a step closer to realizing its great ambition of becoming the largest-scale printing company in China. The company is looking forward to an even better future.



From left: Cui Wenfeng, Chairman, and Yoshiharu Komori, Chairman of Komori

* The Lithrone G46 is sold only in China.

Lithrone G40 H-UV strategy **fulfills** Colombian printer's vision

The year 2019 is very special for Ingenieria Grafica SAS not only because the company celebrates its 30th anniversary but also because it has fulfilled the vision laid out five years ago by its founder, Harold Tascon Casasfranco, with a team led by his brother Javier Francisco. This vision embraced the goal of a complete modernization of their production equipment, both in printing and other areas of the company.



From left: Harold Tascon, Founder, and Valentina Tascon

This modernization is why Ingenieria Grafica today has five years of experience with H-UV technology, thanks to the five-color Lithrone G40 UV/H-UV press installed in 2015. The printer was the first in Colombia and one of the first in Latin America to adopt the new technology. With the exceptional support of Komori, it has created new markets and commercial opportunities. To achieve this essential growth, the management of the company has made great efforts in researching, developing and training in new printing techniques, creating their own know-how. All of this progress was made possible by the commitment of Komori technicians and PPS, the distributor in Colombia.

“Our experience with H-UV technology has been gratifying,” says Mr. Tascon, “because now we can create print with characteristics that are almost impossible to produce with high quality using conventional technology. Today our customers see us as printers not only far superior to competitors but also with an extensive product portfolio. Additionally, we have the advantage that many of our suppliers develop raw materials, thus helping us innovate new products based on H-UV technology.”

Extending the Lithrone G40 line

Based on an excellent experience with its first Lithrone G40 UV/H-UV press, Ingenieria Grafica decided in 2017 to invest in a new four-color Lithrone G40 UV/H-UV press. The addition of another Lithrone strengthened its place in the market and gave customers the best option in terms of quality and response



From left: Harold Tascon, Valentina Tascon, Carolina Posso and Javier Tascon

time due to the machine's maximum printing speed of 16,500 sheets per hour. With this press, the printer was able to retire two of its older machines, improving management and productivity indicators from all perspectives. "Today all the company's production during most of the year is handled by the two Lithrone G40 presses operating round the clock to fulfill our commitment to keep customers happy and satisfied. Indeed, our customers' indicators of satisfaction are much greater than a few years ago," says Tascon.

Adding youth power

To continue to grow and to meet the demanding goals of modernization realized through Komori H-UV technology, the printer is bringing new people on board.

Valentina Tascon Silva, the founder's firstborn, only 23 years old and just graduated in psychology from Florida International University in the United States, joined the firm in mid-2018, strengthening the commercial and marketing team with the aim of continuing to build the family legacy.

"Valentina brings youth and optimism, so the company is experiencing a feeling similar to the arrival of the Lithrone G40 presses in 2015 and 2017, where the company was practically revolutionized – managing and moving at higher speeds," says her father.



Official Colombian Soccer World Cup uniform printed on four-color Lithrone G40 using sublimation printing

"Today at Ingenieria Grafica, we consider it vitally important to have young people committed to the future of the company and working alongside more experienced staff to ensure the company's advancement."

"Parallel to the technological advances implemented in the company, our product portfolio was drastically expanded, allowing us to offer customers totally innovative and unique services. These include state-of-the-art premium packaging with added value and multiple finishes that achieve the products our customers envision," Tascon concludes.

KGC

KGC training for Indian printer makes the **difference**

MM Printers in Uttar Pradesh, India, had a problem not uncommon in that country. Surging demand and a fleet of used presses lacking the automation and modern technology needed to succeed. Komori provided the ideal solution and the Komori Graphic Technology Center (KGC) supplied the training and expertise to implement a winning strategy.



From left: Glenn Wong, Director; Meghna Modi, Owner; Hirofumi Hoshino, Managing Director of Komori India

MM Printers, situated in Modinagar, Uttar Pradesh, India, has invested in a six-color Lithrone G37 UV with in-line coater to meet the surge in demand that its used machines could not keep up with and to create a world-class printing facility. The company prints cartons, labels, product catalogs and all kinds of cards.

Komori Graphic Technology Center (KGC) provided a course in basic

press operation for the company. Wanting to expand business, Glenn Wong, Director of MM Printers, decided on the Komori press once he was assured that his operators would be trained in the automation technology of the new press.

The first hurdle was to understand the technology and functions of the press. In India, there aren't many operators who are experienced with new packaging presses such

as the six-color Lithrone G37. It was very important for Mr. Wong and Mr. Ashok Singh, Plant Manager, to learn the basics so that they could share their new knowledge and skills with other operators on the team. They both took part in the course. Ms. Meghna Modi, Mr. Wong's wife and owner of the company, also participated in the training.



From left: Hirofumi Hoshino, Managing Director of Komori India; Ashok Singh, Plant Manager; Glenn Wong, Director



Purpose of training

"We were completely new to this Komori technology. KGC taught us the basic operations of the press and gave us firsthand experience in the printing environment. The instruction was very detailed – and there was a lot to learn from KGC technicians about the cutting-edge technologies of Komori. The course was designed to make us fully confident and able to teach our operators how to run the machine," says Wong.

"During the training, the instructors

emphasized the technologies that will enable us to maximize production and take optimum advantage of this press's capabilities. The five-day extensive course provided a comprehensive understanding of the press: beginning with the core construction of the press and then covering press functions, including feeding and delivery of sheets, sheet thickness setting, Automatic Plate Changer training, blanket mounting, color management and press screening," he continues.

"The Komori automatic technology software – the KHS-AI productivity enhancement system and the PDC-SG Spectral Print Density Control with color management – is easy to grasp. The press comes with an in-line coater so we learned about UV and aqueous coating. Our hands-on experience during the five-day intensive training was invaluable," says Wong. "Now we feel completely capable of running our press, and we think this investment will help us maximize production and enhance our ability to deliver quality work to our clients."

The Komori India Pvt. Ltd. service team along with Mr. Hirabara, a Japanese engineer who is stationed



in India to provide complete support, and Mr. Shishikura from KGC installed the press and the inauguration has been held. The press is now up and running.

The Komori Graphic Technology Center provides first-time customers with the knowledge required to operate Komori cutting-edge presses.

MM Printers interview video is shown on Komori's special site. Use this two-dimensional code or the URL below.



https://www.komori-event.com/movie/feature/index_en.html



Postpress/Cutter/Apressia CTX132

A super-configured **Apressia** line for a constantly evolving printer

Tipolito Martini in northern Italy needed a solution for its packaging department. The printer required more production capacity from its cutting line and a system that would connect with its MIS. The Apressia CTX132 programmable hydraulic clamp cutting system proved to be just the answer.



Veronica and Marco Martini, Owners

about 1.3 million euros. Although the core production is still driven by commercial printing, the company is getting more and more into packaging printing, which at the moment accounts for only 25 percent of the annual turnover but is targeted to reach 50 percent in the near future. “For us, packaging is the only real alternative to commercial printing, which is flat at the moment,” says Marco Martini. “We design and manufacture product-customized packages for food, cosmetics and pharmaceuticals.”



The Komori Apressia wins over the competition

Last December, Tipolito Martini installed a complete Apressia CTX132 cutting system – the first of its kind in Italy – configured with a pile lifter, a jogger, and an automatic cutting and unloading device. With 44 cuts per minute, this line, which came into operation shortly before Christmas and replaced two Polar cutters, has significantly increased

Since 1963, when Giovanni Martini decided to launch his own company in a small shop in Borgo San Dalmazzo, about 80 kilometers south of Turin, many things have changed. Tipolito Martini, as the business was named, evolved in the 1980s into a modern organization of 1,500 square meters in the industrial area where the company still has its headquarters and where, shortly afterwards, Marco, Giovanni’s son, took over the reins of the printer and set up a photolithography department to produce offset plates in-house.

Tipolito Martini has consistently invested in new technologies, including a five-color sheetfed offset press with coater, which toward the end of 2018 was retrofitted with an LED UV system.

In 2008, the arrival of the family’s third generation represented by Veronica, Marco’s daughter, brought a new wave of enthusiasm and desire for change.

Commercial printers by birth, but heading toward packaging

Today, Tipolito Martini employs 13 people and has a turnover of



the company's production capacity. "We chose a Komori solution for its excellent cutting quality and for the automatic loading and unloading of materials, which thanks to the stacked pallets brings a considerable physical relief to our three operators employed in the packaging department," continues Martini. "Moreover, Komori was the only manufacturer among those we researched to make it possible for us to connect the cutting line to the existing Edigit MIS, thus allowing us to meet Industry 4.0 requirements."

The setup of the Apressia was perfect teamwork coordinated by Roberto Camboni, head of the Komori Italia technical assistance department. A technical solution was implemented with the optional Cut Tronic, by which data from the cutting system is directed to the Edigit MIS for perfect end-to-end harmonization.

The Apressia CTX132 productivity solution meeting current and future needs.



POSTPRESS NOTE

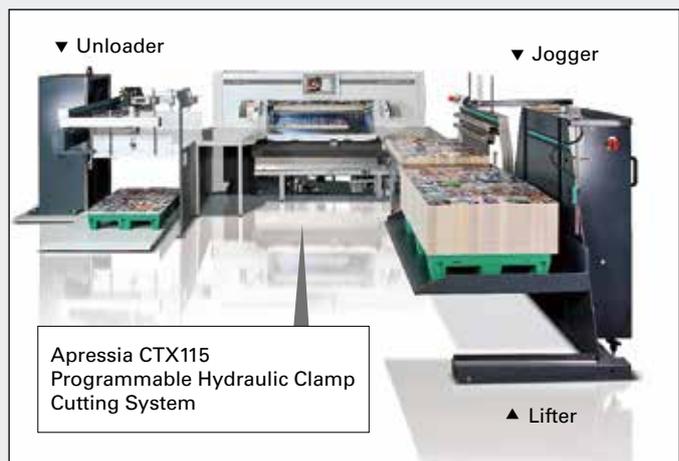
**Printed Sheets Waiting for the Cutter?
Make Improvements at the Jogger**

How to properly maintain the productivity balance of the printing process and subsequent postpress processes is always a difficult issue. A small difference in production timing can result in full pallets accumulating around the jogger.

Printed sheets are semifinished products. Whether they are delivered as is after cutting or sent for additional postpress processing, raising cutting efficiency is crucial to finding the proper balance.

A printing company replaced a press with a new machine and raised productivity, but piling up in front of the jogger increased. Loaded pallets were placed directly on the floor. The normal practice was to set about 150 mm of sheets on the jogger. The machine operator on the shop floor had to bend and stretch to move each bundle onto the jogger. The company thought that there was room for improvement in this process. So the printer installed a commercial lifter, adjusting the height of the paper on the pallet. Although this did not fully solve the problem of pallets accumulating, cutting system throughput was improved by about 10 percent.

Further reducing accumulation would require improvements that take into account the particular situation on the cutting shop floor. Komori makes available a wide range of solutions, including a system that uses an automatic lifter equipped with sensors that is capable of maintaining a fixed height of printed sheets and loads the jogger by just sliding the printed sheets sideways. From conventional methods to high-level automation systems to reduce the workload, Komori is leading the development of mechanisms ideal for each workplace.



Komori Apressia High-End Cutting System

K-Supply

K-Supply H-UV Ink

Remous Print signs major contract for **K-Supply** products

To maintain its strong position in printing, Komori has evolved into a print engineering service provider, offering total printing solutions, including K-Supply consumables. UK-based printing company Remous Print recently signed up for virtually all products in the K-Supply range, including K-Supply H-UV Ink.



Alan Bunter, Managing Director for Dorset-based Remous Print, works closely with his co-directors, including his father, Graham, who started the £2.2-million turnover business in 1980. "We have been printing on a five-color Komori Lithrone S29 H-UV press for over four years now, and we know what this machine is capable of. We are happy with the support we get from Komori UK, and we were up for a test trial when they told us about K-Supply," Mr. Bunter says.

Choosing K-Supply

The print-loving team behind Remous Print is not shy when it comes to getting familiar with the latest market developments. This results from their years of experience. Indeed, Alan has worked in every

position in the company for at least 12 months since he was just 20 years old.

"We have a good relationship with Komori and open our doors for demonstrations for printers who want to see what Komori presses can do. After testing K-Supply Ink, we decided that we would use only this product for our work as it really brings colors to life. Even heavy black is very vibrant, surpassing our expectations. K-Supply Ink gives us the combined benefits of improved print quality and the ease of dealing with a one-stop supplier whom we've known for years now," he says.

Deep relationships

"Here at Remous we want to develop great working relationships. When you work closely with

colleagues, you receive all the support you need when you need it. We have known Chris Rigden for a long time," he adds.

Chris Rigden, Sales Executive for Komori UK: "I absolutely love my job and have great relationships with many customers, but Remous Print is very close to my heart. I actually did my apprenticeship here, when I started in the industry at age 16. Alan's father was at the helm in those days, and he taught me the foundation of print. I am delighted they have chosen these products specially developed for compatibility with Komori presses."

"Our future is looking bright due to our wonderful 23-person team and particularly because of our relationships with customers and suppliers. We started building a new smart factory in February 2019. Our long-term future might include a new generation of Bunters here at Remous Print. I succeeded my father. Who knows what my four children will become when they grow up?" Alan Bunter concludes.



Alan Bunter, Managing Director

Komori-Chambon, France

High speed packaging printing and converting

When a market is driven by high volumes, maintaining maximum speed and high yields all along the production process is a challenge. The liquid packaging, general folding carton and tobacco packaging industries can rely on Komori-Chambon's (KCM) webfed presses.



KCM production line, from the unwinder to the stacker delivery in the typical right to left layout. KCM is the master of all printing processes and can combine them, like here with a flexo unit after the offset units for varnish management.

Founded in 1887, Machines Chambon, a long-established packaging specialist in inline printing and converting solutions joined the Komori group in 1989 as Komori-Chambon. Laurent Bince, CEO at KCM, explains, "Inline webfed solutions allow a seamless production flow in roll-to-roll or roll-to-blanks configurations. All jobs are completed in seconds, without any interruption or human action."

Production speeds can reach 450 meters per minute (equivalent to 27,000 sph with a 40-inch sheetfed press), without any loss between printing, converting and delivery stages. Rotary die-cutting and delivery sections can be set up inline with any third-party machine.

Komori-Chambon designs and manufactures all key components in France, including machines and tools

for both printing and cutting. KCM machines achieve precision levels of less than 10 microns in grinding and engraving with cylinders of up to 3 meters and weighing up to 4 tons.

"Our manufacturing skills are augmented by our capacity to integrate any equipment, offering the best performance for any application. Ultimately, the most important point is mastering carton board from A to Z. On board from 50 to 600 gsm and up to 32 points, quality printing and high precision converting are Komori-Chambon's commitment," says Mr. Bince.

Over 130 years of experience and tremendous flexibility allow KCM to make the most of opportunities in mature as well as new markets, where packaging innovations require responsive and reliable solutions.



KCM's high precision manufacturing and extremely rigorous standards guarantee a long service life and rock-solid performance.



KCM rotary die-cutters are perfect for embossing, creasing, cutting, and stripping applications.

Delhi to Kolkata

PACKAGING SEMINAR TOURS INDIA

India



Komori India successfully organized a packaging seminar in multiple Indian cities with an expert team from Komori Japan. The objective of the seminar was demonstrating that Komori packaging presses can deliver solutions-based packaging rather than just ordinary box pushing. Held in eight cities, the seminars were attended by a large

number of customers, with an audience of 40–50 at each location. This is the first packaging seminar organized by any offset press manufacturer on such a scale. Each session kicked off with a Komori customer sharing their experience with Komori. The high printing speed and the low maintenance of new Komori packaging presses were

the topics that generated the most questions from the audience. This roadshow generated tremendous interest in Komori technology and its commitment to delivering kando 'Beyond Expectations' to customers.



Crane Currency Tour

SECURITY PRINTING CONFAB

Malta



The High Security Printing EMEA conference was held from March 25 to 27, 2019, in the Republic of Malta. With a total attendance of 346 people from more than 120 bodies, including central banks, banknote printers and suppliers from Europe, the Middle East and Africa, leading organizations presented the latest market trends and technology trends.

A plant tour of the new printworks of Crane Currency Malta, which has installed several of Komori's latest banknote printing presses, was also offered, and many participants were

impressed by the perfection of the entire factory, including the Komori presses.

In addition to presenting its latest banknote printing initiatives, Komori created the largest booth at the conference and showed its strong presence in the industry. Participants said that Komori provides crucial solutions to the banknote printing industry, and they expect the company to continue to play a central role.

Lithrone G37 H-UV

BRAZIL OPEN HOUSE

Brazil

Furnax Group, the Komori distributor in Brazil, hosted an open house featuring a Komori four-color Lithrone G37 on August 20, 2019, on the premises of Gráfica Paineiras, in

Americana, São Paulo. Customers from all over the country learned about the H-UV-equipped Lithrone G37 and Full-APC. At the end of the event, the technical and commercial team of Furnax discussed new trends in the Brazilian printing industry and Komori's technologies for reducing waste, cost and production time.



Komori People

Kando with a beat

Monshae (Shea) White,
Parts Administrative Assistant,
Komori America



Shea White has been exceeding customer expectations with Komori America for 11 years. She begins each day listening to gospel music, which keeps her humble, and then moves on to soft rhythm and blues in the afternoon, which keeps her motivated. Shea's favorite part of her job is being able to satisfy customers. Whether it's tracking their order, chasing parts or finding out the

status of inbound parts orders, she exemplifies the meaning of kando. Shea is a breast cancer survivor for two years now and is the mother of four children: 27- and 17-year-old sons, 25- and 18-year-old daughters and a 7-year-old stepson. Her favorite hobbies are movies and getting her hair and nails done. She loves horror, suspense and romance movies, and her favorite movie is "A

Walk to Remember" because it's all about unconditional love.



Editor's Note

Komori not only manufactures but also develops printing presses, pioneering new technologies that fundamentally transform printing. The double-sided printing presses featured in this issue incorporate many of the systems that will make a critical difference in the years ahead. A special article introducing KP-Connect examines its role in providing visibility to pressroom operations, a key condition for improving productivity.

Special Site

Visit Our Special Site

Visit our special site to see the latest *On Press* in PDF, event information, and exciting movies of Komori users.



https://www.komori-event.com/movie/feature/index_en.html

Survey

We Want to Hear from You

On Press has set up a survey site to help in providing more useful content to readers. Selected by a drawing, a total of 20 respondents will receive a Komori thermos bottle. Deadline: January 31, 2020

Winner will be notified by delivery in the mail. Color cannot be selected.



<https://form.k3r.jp/komori/op97q>



June 16-26, 2020
See you at Düsseldorf!



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