

# The **Connected** Future Komori at drupa 2016





# CONNECTED PRINT

KOMORI

# C O N T E N T S

## Feature

### Open New Pages: drupa 2016

drupa 2016 was the stage for Komori's rollout of massive technical firepower and breakthrough innovation. New offset presses and digital printing systems. Revolutionary cloud-based software connecting the printing shop floor to Komori. New printing systems, inks, quality control strategies and business models. The post-show wrap-up of a remarkable exhibition headlined by Komori.

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## Case Study

### Early Adopter Case Study: The Impremia IS29

Worth Higgins & Associates is an early adopter of the Impremia IS29. The shop-floor view of how this revolutionary UV inkjet fits into a Lithrone pressroom, the applications it provides specific advantages for, and the benefits for customers it delivers. The graphics, the economics and why they matter now.

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## The Komori Printer

### Leading a Pro Team

The 'team behind the scenes' is given great credit by Pro-Print CEO Barry Roberts in this close-up account of a unique family-owned printing house in colorful Durban, South Africa. Employees are proud of their jobs and share in the profits. And the power of this team spirit has taken the company to the top of the demanding pharmaceuticals packaging industry.

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## User Profiles

### A Passion for Printing. With Komori.

Commercial printers have backgrounds as diverse as the work they produce. Whether founded by a family or entering the commercial space as a former state-owned printing house, Komori printers are unanimous in their high assessment of Komori print quality, reliability and service. And they like their chances in the years ahead.

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## KGC, K-Supply, Topics & Shows

### Committed on Every Front

From open house events throughout the world to tie-ups with other major players in the printing industry, and specialized exhibitions and forums, the many branches of the Komori Group are immersed in every facet of the business. Covering every area from screen printing to currency production and every constituent from ink to workflows. Also, a Komori man in the Rio Olympics!

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ON PRESS

no.

88

Printing specification of this issue:  
All pages printed by four-color process  
K-Supply H-UV ink (KG-911).  
Cover laminated with matt polypropylene film.



Flying the flag of its drupa themes, 'Open New Pages' and 'Connected Print,' Komori put on a show for the ages in Düsseldorf, Germany, for 11 days, from Tuesday, May 31 to Friday, June 10. The impossible became doable, the leaders of the printing industry presented the roadmap to the future, and the machines wowed the crowds from start to finish.

'Connected' was very much the watchword. Komori connected digital and offset through every stage of the print production process with both hardware and software solutions. Prepress, press and postpress were connected through an integrated workflow driven by innovative new systems. K-Supply connected consumables, materials and equipment optimized for

Komori production machines. Komori ICT Solutions connected printers and Komori for an entirely new level of support and collaboration. And Komori partnered with other leading vendors like Landa and Kodak to present even more options for mastering the challenges faced by printers everywhere.

The Komori stand was a wonderland of new technologies, new machines and new business models geared to the future. The cloud-based KP-Connect for greater productivity by allowing both Komori and the printer to visualize the state of the job and share operating data. The new Lithrone G29 with its full redesign. And the debut of the Lithrone G37 equipped with a new LED version of the H-UV innovative curing system. The start



# OPEN NEW PAGES drupa 2016

of regular sales of the Impremia IS29 Sheetfed UV Inkjet Digital Printing System. The unveiling of the Impremia NS40 Sheetfed Nanographic Printing® System.

Cross-industry tie-ups in printing technology, ink production, workflow solutions and more. Standing-room-only demonstrations that combined cutting-edge presses with new inks and innovative substrates to introduce the ideas that will power printing in the years ahead. Lively events, presentations and a Komori World Party that was the talk of the town for days. Visitors left with no doubt that they had indeed 'touched the future.'



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Open New Pages



## PRINTERS TALK TO ON PRESS



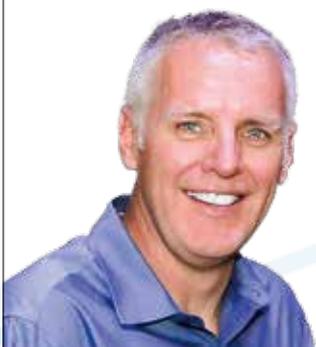
We're already in the digital age and we've been interested in Komori's Impremia IS29 for some time. We saw that the quality and reliability are extraordinary, so we plan to invest in multiple machines. Today, our biggest challenge is responding as a business to the continuing development of IT by finding new opportunities and combining conventional offset with digital printing. Five years from now, we expect Artron to be a major player in all areas of arts by using our data handling, digital, technical and other capabilities.

— Wan Jie, Chairman of Artron Art (Group) Co., Ltd., China



drupa 2016 is special for us because it is an opportunity to renew a five-color Lithrone G40 that was damaged in a fire last May. Thirty years ago our customers had to adapt to our machines and technical limitations, but now we must anticipate their expectations. Of course, digital printing will become more important in the future. During the 1980s, we were confronted with the development of nouvelle cuisine. However, 35 years later, we still eat beef bourguignon. Offset printing is still alive, and we will keep on eating beef bourguignon, even though nouvelle cuisine offers new tastes and flavors.

— Pierre Gueblez, President of Imprimerie Gueblez, France



We came to drupa to specifically see the Nanographic technology. Based on everything we have seen, it is truly the machine that will connect offset and digital. Our business is built on future-facing technology and when we saw the Impremia NS40, we knew that it was the future of print. Our 27-year relationship with Komori, and our confidence in their products, the company and its expertise, made it an easy decision to become a beta site for the Impremia NS40. We can't wait for the next evolution of print.

— Jeff Isbell, President/Owner of Sun Print Solutions, US

I have been coming to drupa since 1982, so this is my 34th year at the show. Drupa is an open university that shows us where the industry is going. Digital is progressing rapidly, but if you think that offset and digital will not coexist, then you are wrong. Unlike advanced markets, we see continued growth for commercial offset printing in India. I don't see any sunset in the next five years. I've been a very happy Komori user for 28 years. I measure machines by MTBF, and that for Komori is very large.

— Narendra Paruchuri, Managing Director of Pragati Offset, India



My visit to drupa is to keep up with the latest developments in print technology. I want to see and compare how different suppliers come up with new solutions to meet changing market demands. To me, it confirms we definitely made the right decision last year to invest in our very first Komori press, the eight-color Lithrone G40P H-UV. This highly automated press answers our growing need for more capacity, high production speed and fast turnaround. In five years' time, we might not be the biggest online print provider, but we will certainly be delivering the best and fastest service available.

— Wouter Haan, CEO of Simian, The Netherlands



A visit to drupa is a must for us since being up to date in technical matters is essential. Recent developments in the field of digital printing are truly amazing. Nowadays printers must be very flexible to meet increasingly diverse and demanding customer requirements. Also, shorter runs and delivery times and high cost pressure have to be figured in. Digital printing will certainly not replace offset printing, but it is sure to play a bigger role in the future. With Komori Lithrone offset technology, we are well-equipped for this market and we expect to meet our growth targets for the next few years.

— Michael Leissing, Executive Partner of MKL-Druck, Germany



We're at drupa to gather information on current trends and the latest printing technology, and specifically to get a more in-depth look at Komori's H-UV presses as well as web-to-print, advances in MIS, and automation in print finishing equipment. We will soon install a five-color Lithrone G40 with coater H-UV press, which will increase our customer base significantly and boost turnover by 50 percent over the next three years. We envisage run lengths continuing to weaken but the number of orders continuing to grow, which is why a press that delivers 'Print-On-Demand' is essential.

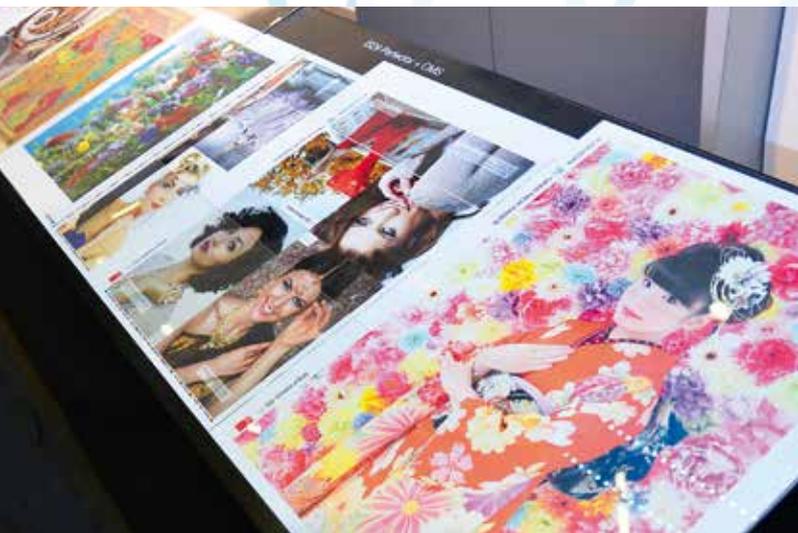
— Padraic Kierans, Managing Director of Anglo Printers, Republic of Ireland





# Connected Print DIGITAL

Impremia IS29 | Impremia NS40



**30** seconds

Over the last few years the Impremia IS29 has attracted rave reviews as it was shown in technical exhibitions and open house events throughout the Komori network. At drupa 2016 regular sales were launched and the reception was enthusiastic.

The core machine in Komori's strategy for the fusion of digital and offset, the 29-inch sheetfed UV inkjet digital printing system is designed expressly to meet the needs of commercial printers – substrate freedom, the ability to print on the same stocks with offset and inkjet without any precoating or special processing, high print quality that mirrors offset quality, and the ability to print single- or double-sided.

The Impremia IS29 at drupa displayed these capabilities by printing the same image produced by the flagship Lithrone GX40RP. Komori's K-ColorSimulator 2 made possible color matching of digital and offset that had been considered inconceivable before. This highlighted the Impremia IS29's ability to handle short runs while long runs of the same work are printed on offset.

The Impremia IS29 showed off other possibilities – first printing 30 posters in 30 seconds in exceptionally vivid colors using wide-gamut RGB, and then a file folder on heavy stock that was immediately sent for creasing and fine die cutting on the Highcon Euclid 2 Digital Cutting and Creasing System.



Impremia IS29

Komori also demonstrated the Impremia NS40 Sheetfed Nanographic Printing® System, a digital printing system incorporating a revolutionary new print process that uses Landa Nanoink®. This system meets the essential requirements to become a mainstream printing system: outstanding print quality, high printing speed, low cost per page, excellent area coverage and the ability to print on any substrate. The Impremia NS40 features a perfecting system that facilitates one-pass, double-sided printing, the most efficient production method and the ideal mode for commercial printing. Printing at its 6,500 sph maximum printing speed, the machine demonstrated variable printing of different images and then instantly executed job changeover for continuous printing. Samples exhibited a very wide color gamut and extraordinarily sharp, glossy dots.

The Impremia IS29 and Impremia NS40 together establish Komori – the leading offset press manufacturer

6,500  
sph

– as a major player in the digital realm. The Impremia IS29, perfect for short runs and personalized packaging in tandem with an offset fleet, and the Impremia NS40, soon to emerge as a unique alternative for work that falls between the ‘sweet spots’ of digital and offset. Both with unprecedented tight integration in workflow control solutions. Both with distinctive strengths in color reproduction. And both are the only digital systems on the planet built on the foundation of Komori’s unbeatable expertise in the development of sheetfed presses.

At drupa 2016, the future suddenly became much more exciting.



Impremia NS40



## Connected Print OFFSET

Lithrone GX40RP | Lithrone GX40 | Lithrone G37 | Lithrone G29

Four powerful Lithrones, each packed with innovative new technologies and all designed to address a range of printing needs. Never before has such performance, quality and precision offered such new printing potential in such promising business models.

The flagship Komori offset press for commercial printing stole the show at drupa. At its maximum printing speed of 18,000 sph, the Lithrone GX40RP state-of-the-art double-sided front/reverse multi-color press for OffsetOnDemand not only cuts paper costs with its single-sided gripper configuration but also delivers drop-dead color as well as low environmental impact with its H-UV system. The A-APC plate changer and parallel control slash total job changeover time to just

two minutes. Equipped with PQA-S V5 for both color and register adjustment control, the machine itself automatically checks and maintains quality throughout the run. At drupa, finishing information was sent to the Horizon pXnet workflow, which directed cutting and binding. Offset and digital, hardware and software. All connected. All the time. The Lithrone GX40RP.

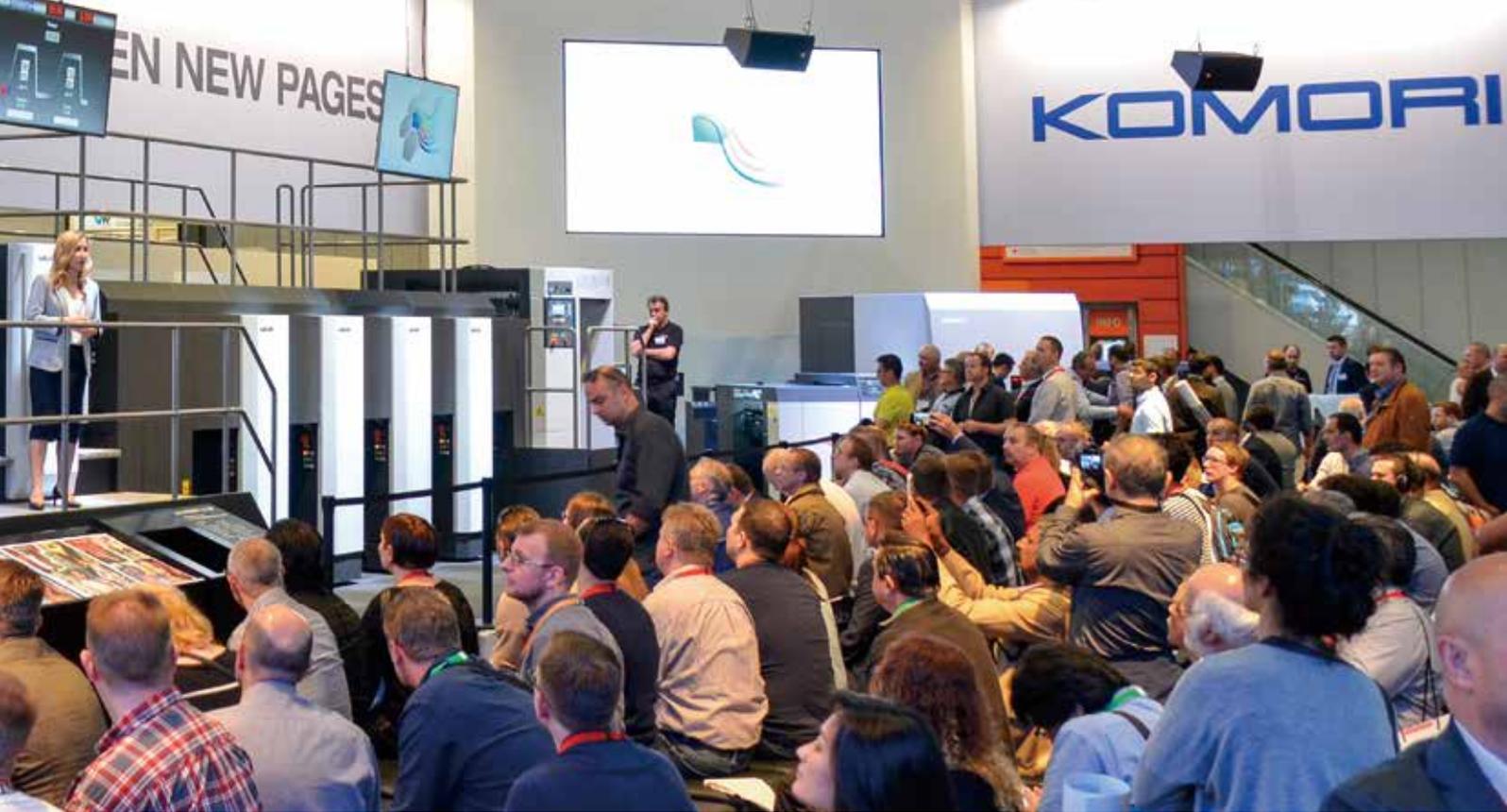
The other heavyweight in the booth was a six-color Lithrone GX40 with coater expressly specified for package production. The new operating console featured

# 18,000

sph



Lithrone GX40



Lithrone GX40RP



Lithrone G37

a built-in PDC-SX. The machine was also configured with the KCB Komori Chamber Blade System and the KDS Komori Drying System. Because pharmaceutical and food packaging requires extraordinarily accurate quality control, the Lithrone GX40 also demonstrated Komori's PDF Comparator System, which compares the PDF with the actual printed sheets scanned by PQA-S V5 and its high definition 4K camera. And to ensure full traceability whenever a defect does occur, an inkjet sheet numbering system stamped a serial number on all sheets. The total solution for packaging: the Lithrone GX40.

The new Lithrone G37 debuted in a four-color configuration that also introduced a new addition to Komori's renowned H-UV lineup: H-UV L (LED). This variation employs an LED lamp – and Komori has also developed K-Supply H-UV L (LED) ink to ensure optimum results. The press was equipped with the new, reasonably

priced scanning-type PDC-SG print density control system that digitizes colors, facilitating quick color matching. And PQA-S SG offers in-line color control with Komori's innovative color feedback technology. "Everything is just right" – the Lithrone G37.

Finally, the all-new Lithrone G29, with a completely new and stunningly updated body design. Configured with five colors, coater, extended delivery and KDS Komori Drying System, this press is available in a lineup of H-UV, UV and IR types. The machine was also specified with the PQA-S V5. And since high productivity is a must in today's world, the latest version of KHS-AI was on board to ensure blindingly fast makereadies. Changeover between light and heavy stock is accomplished by simply changing sheet thickness on the touch panel. Printing has never been easier, faster or more precise. Totally beautifully new: the Lithrone G26/G29.



Lithrone G29



## Connected Print ICT KP-Connect | K-Station

Komori long ago secured its reputation as the premier supplier of proven hardware to the commercial offset printing industry. But things have changed in the digital age. So for years, Komori has also developed and deployed software solutions aimed at maximizing the productivity of Komori machines. Core systems such as KHS-AI and K-ColorSimulator have transformed the performance of both sheetfed and web offset presses, becoming virtually essential for thriving in today's intensely competitive marketplace.

At drupa 2016, Komori unveiled new advances that will, in the years ahead, shape every aspect of printing with Komori machines. The bedrock concept that underlies the entire Komori approach is 'Connected Print.' The idea is to connect every manufacturing process, every piece of production equipment and every participant through

Komori Information Communications Technology (ICT), the general name for Komori solutions using the latest technology to boost productivity. These solutions accomplish three objectives: print visualization, process management and workflow automation.

KP-Connect, a revolutionary cloud-based platform, enables the operating status of the machine to be automatically uploaded to the cloud. Which in turn means that this information can be seen anytime, anywhere, from a PC browser, tablet or smartphone. This information can also be shared with Komori, so service and sales representatives can provide suggestions for

# Solution Cloud





improvement. Productivity can be increased by tracing the causes of obstacles and bottlenecks, allowing appropriate action to be taken immediately.

For connecting to older Komori presses and third-party machines as well as linking to MIS by CIP4/JDF, KP-Connect can be upgraded to K-Station 4, the printing task control software positioned between MIS and the pressroom. It includes a scheduler that checks the constantly changing pressroom situation in real time for maximum flexibility. K-Station 4 also collects the real-time operating status of KHS-AI Version 5/6-equipped presses, enabling checking of job schedules, job tickets and the job tracking process for all presses in the plant. And finally, K-Station 4 Advanced Option makes possible an end-to-end workflow for process automation covering prepress, press and postpress that breaks logjams and improves productivity.

Postpress automation is also in range with this end-to-end setup. By linking the Komori Apressia CT Series

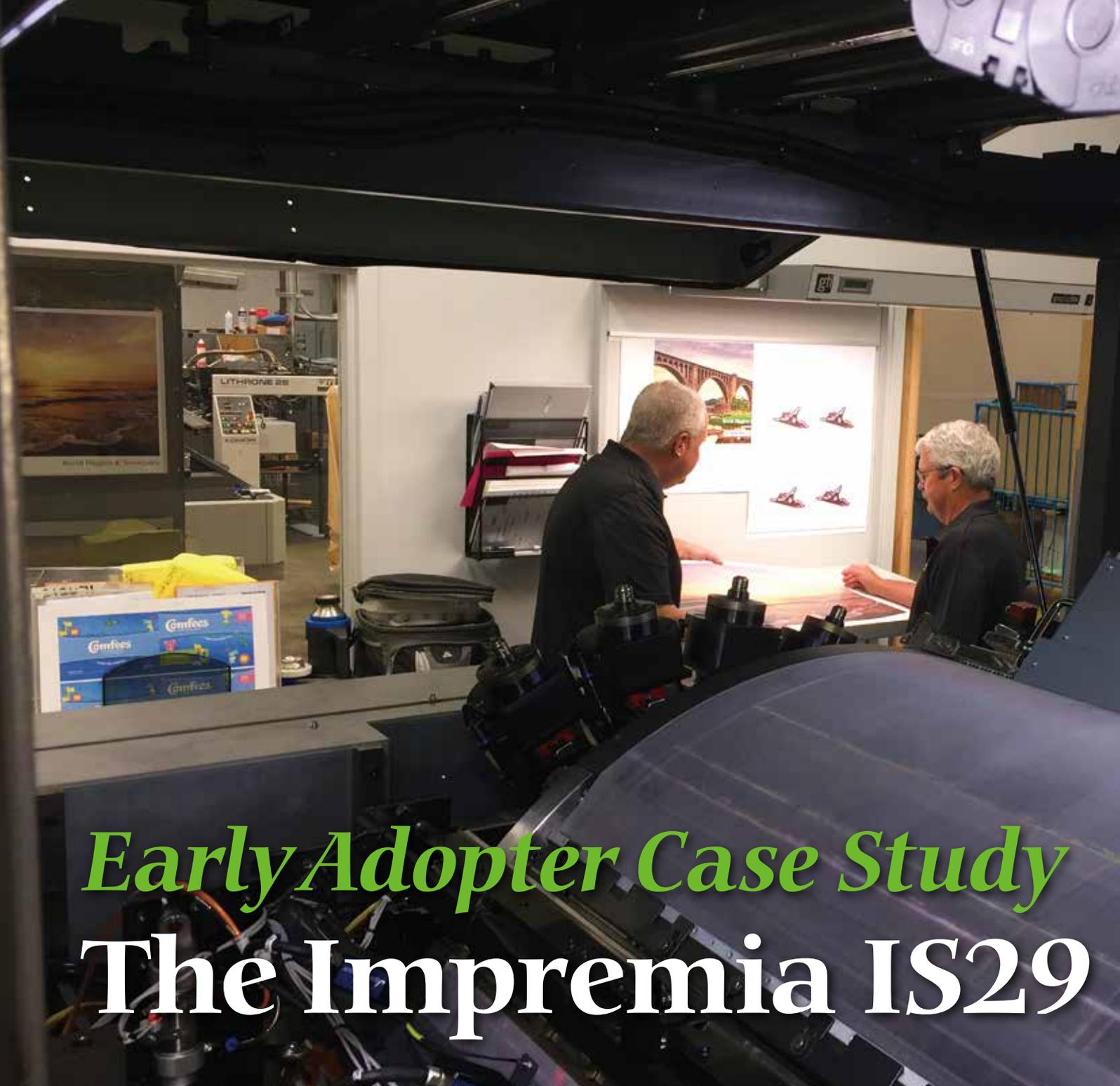
cutter with CIP4/JDF, the postpress JDF created by the prepress RIP is sent to the finishing device by K-Station. The settings for the cutter are made automatically, reducing the operator workload. No more errors, either.

In the Komori booth at drupa, Komori's collaboration with Kodak was shown in the form of a demonstration of the Prinergy Workflow. This makes print even more connected: instructions for prepress output to the prepress RIP and imposition output for a digital printing system can be set with the K-Station 4 Scheduler. In fact, this makes possible a hybrid workflow through the fusion of offset and digital. And when connected to the Impremia IS29 by an automatic link function, CMS automation is made possible by the combination of the K-Station 4 task control system and K-ColorSimulator color management software. The color profile matching the paper type is automatically set in the Impremia IS29. No expertise necessary.

Integrated management of all presses – offset or digital, Komori or third-party – for optimization of the entire print workflow. Prepress, press, CMS and postpress. Only with Komori.



Open New Pages



# *Early Adopter Case Study* The Impremia IS29

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First-of-its-kind 29-inch sheetfed UV inkjet printing system opens the door to the future of print

Worth Higgins & Associates, headquartered in Richmond, Virginia, is the state's largest commercial sheetfed printer. The core technologies of the company include offset, digital, wide-format and letterpress printing, with a pressroom that keeps two 40-inch Komori presses, a 28-inch six-color Komori press and a 29-inch four-color Komori press quite busy. Additionally, Worth Higgins & Associates is a full service operation, offering a host of capabilities that include on-demand print, web-to-print systems, custom finishing, fulfillment, warehousing and mailing options.

Known for the variety, quality and sophistication of its work, the printer's client base encompasses organizations of all sizes in the financial services, government, education, ad agency and business-to-business corporate fields.



“We were getting requests for unique applications that we weren’t able to produce on the digital presses that we had on our floor.”

The Impremia IS29 offers two features that the team at Worth Higgins & Associates appreciated immediately. First, it can handle a 23" x 29" (584 x 737 mm) sheet, giving the company a larger print area of 22" x 28" (559 x 711 mm). Second, it doesn’t require any special substrates or special coatings on the paper. Other digital presses require a special coating on the paper to make the ink adhere to it. With the Impremia IS29, the company can run virtually any off-the-shelf paper without worrying about the expense of buying special papers that will accept the ink.

#### **Saying yes to innovative applications**

While there are other digital presses on the market with larger sheet capabilities, the fact that the system incorporated UV curing was another feature that set this printing system apart for the company. “We were bidding on a project for one of our customers to print all of the parking placards that employees hang in their car windows. The work required printing variable data on two sides of a plastic sheet,” says Mr. Hudson. “As we were testing that application using a traditional digital press that didn’t have UV curing, we realized we would have issues with the ink because the ink wouldn’t adhere as readily to the plastic and would fade more quickly in the sunlight. Having the UV curing capability was extremely important for us to be able to win the contract and successfully produce those placards. This was just one example of the way we could expand our business. We also knew there would be plenty of other work out there that we could capture by having the Impremia IS29 at our facility.”

Another benefit that Worth Higgins & Associates is seeing directly in the pressroom with the machine’s larger sheet size is that it can run jobs six-up, increasing throughput. This is especially important to the pressroom manager, who often works on stringent deadlines. “We produce postcards with variable data and personalized maps for a medical center,” says Butch Kelly, pressroom manager for Worth Higgins

#### **Taking digital capabilities to a new level**

Recently, Worth Higgins and Associates became an early adopter of the new Komori Impremia IS29, a first-of-its-kind 29-inch inkjet sheetfed UV printing system. The company chose the system to expand its ability to economically meet increased demand for variable data, short-run, high quality color printing on a sheet size not feasible on its other equipment. “Before acquiring this machine, the space we were able to play in digitally was limited to an 11" x 17" (279 x 432 mm) plus bleed sheet,” says Scott Hudson, director of corporate communications for Worth Higgins & Associates.





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“The Impremia IS29 goes beyond just producing quality digital print. From a standpoint of economy, we can be more competitive in the digital market. It is innovative technology that successfully fills the gap between both mainstream offset and digital.”

— Rick LaReau, CEO



& Associates. “The medical center mails them to residents to notify them when a new clinic or office opens in their area. I am thrilled that we now produce these three times faster with the Impremia IS29 due to the larger sheet size.”

Four metropolitan areas are particularly important sources of business for Worth Higgins & Associates – Washington, DC, and Richmond, Charlottesville and Norfolk/Virginia Beach in Virginia. To market its new capabilities with the Impremia IS29, the company created a pocket folder for each of those locations that included a series of insert sheets providing the technical specifications and ideal applications for the press. The folders also included four photographs of a well-known landscape from each city printed on gloss coated, dull coated, uncoated and a textured white cover stock. The company’s sales reps add any additional samples to the pocket folder that they think will resonate with particular customers.

“For each of those locations, we also printed a beautiful poster of the local landscape to showcase the maximum sheet size and image area – with our logo and Komori’s logo in a white border. The image was sized to fit in a standard poster frame so that our customers could frame it if they wanted to do so,” says Hudson. “They’re great marketing pieces that show the quality output of this press – and the customers love them.”

#### **An economical solution for customized short runs**

Worth Higgins & Associates’ customers began asking for personalized short run pocket folders and short run posters. Previously, when the company had a short run order for pocket folders, it had to print the

outside of it on a digital system and then attach the inside pockets manually or print them on a conventional press. But the setup costs using offset made a small run of pocket folders very expensive for the customer.

Now, Worth Higgins & Associates can offer short run pocket folders for a third of the price it could offer if produced on a conventional press – and with quick turnaround. One of the company's customers is a financial services firm that brings on 30 to 50 new hires at a time. Worth Higgins & Associates is producing short run pocket folders for the firm so that when new employees walk in for training, they can be given a pocket folder with their name printed on it.

Another customer enjoying the advantages of the Impremia IS29 is a theater company that hires artists to create artwork for each of its productions. Producing posters for each of the shows used to put a huge strain on the theater's budget. With the new system, Worth Higgins & Associates can print 40 each of 10 different show posters at a very reasonable cost. "Of course, the price is something that is very attractive to them, but so is the quality of the images. The Impremia IS29 makes it possible for us to deliver on both – price and quality," says Hudson.

Mr. Kelly also appreciates the durability of the ink when cured with UV. "With our other digital press, if a piece was going to go through the mail, the ink had a tendency to get scuffed. The UV inks are much harder and they don't scuff," said Kelly. "The production coming off the UV press can also go straight to bindery. It doesn't have to sit on the floor and dry as it would with a non-UV press."

Worth Higgins & Associates is finding it makes sense to migrate more jobs to the Impremia IS29.

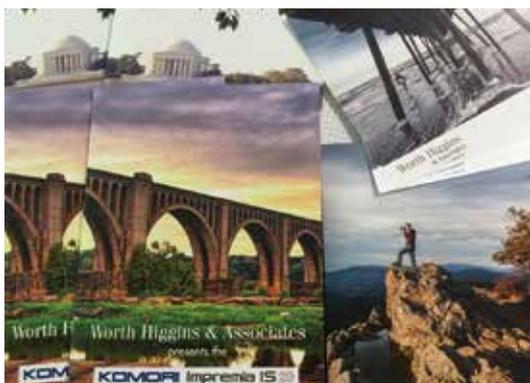


One example is letters that print with variable data for banking and university customers. In the past, the company printed the shell of the letters on an offset press, trimmed them to 8.5" x 11" (216 x 279 mm) and then imprinted the variable data from a digital device. Now it can migrate that work and do everything at once on the Impremia IS29, saving time and expense.

#### Sharing the future with customers

Worth Higgins & Associates held an open house to show off the Impremia IS29 on September 15, 2016 from 4 pm until 9 pm. The open house included a food truck court with some of the more popular food trucks in Richmond. "We were so proud to put on this event and share with our customers our expanded capabilities," says Hudson. "We conducted tours through our facility and then took smaller groups of 10 to 15 people at a time to show them a video about the press and then gave them an up-close look at the Impremia IS29 in action. Everyone was equally impressed with the color quality, the substrate flexibility and the complex variable data capabilities of this system."

Rick LaReau, CEO of Worth Higgins & Associates, sums it up: "We have been offering digital printing at our facility for approximately 20 years. However the Impremia IS29 goes beyond just producing quality digital print. From a standpoint of economy, we can be more competitive in the digital market. Fewer sheets needed yields more cost-effective products that we can produce, and we pass the savings on to our customers. It is innovative technology that successfully fills the gap between both mainstream offset and digital. One of our favorite expressions at Worth Higgins & Associates is that we are not only good at what we do, we also celebrate others who are good at what they do. Komori is a company that continues to demonstrate this excellence to us, and we jumped at the chance to get our hands on this exciting product. We see the Impremia IS29 as the future of technology, and we are thrilled to partner with Komori to see where this technology can take us."





# PRO-PRINT

Established 1964



## *Leading a Pro Team*

*A sports-mad father and daughter (he refereed soccer for 15 years and she's an Iron Man athlete) management team have used core values of dedication, loyalty and respect to build one of the most motivated workforces anywhere. The pride and tradition at Pro-Print is the basis of its outstanding achievements in one of printing's most demanding fields: pharmaceuticals packaging.*

Yvette Roberts, Managing Director (left), and Barry Roberts, CEO

*Distinguished by a fine collection of colonial architecture, a climate that draws millions to its extensive beaches on the Indian Ocean, and a large and diversified economy, Durban is the largest city in the South African province of KwaZulu-Natal.*

The city is a major manufacturing hub, a tourism center, the busiest port in South Africa and one of the biggest cities on the Indian Ocean coast of the African continent. A large Indian population also gives Durban an oriental aspect possessed by no other city in South Africa.

The city prides itself on a storybook history. The first permanent settlement in the Bay of Natal was made by a small party, under British Royal Navy Lieutenant F. G. Farewell, that had set out from Cape Town in 1824. Although numbering no more than several hundred residents for the next few decades, the township became the principal town in Natal. In the 1860s a sugar cane industry was established, leading to the introduction of indentured laborers from India on 25-year contracts. As a result, Durban has the largest Asian community on the African continent and the largest Indian population outside of India. In fact, beginning in Durban in 1898, Mahatma Gandhi became the guiding hand of a printing press and the multilingual newspaper it produced. The print shop in the Phoenix Settlement that Gandhi built is today a tourist destination for Gandhi devotees from around the world.

#### **Tightly knit team drives success**

Another printing establishment in Durban is Pro-Print, a producer of packaging for pharmaceuticals and cosmetics makers that is distinguished in different ways. While having one of the most diverse workforces in the world in a country that is literally a living affirmation of diversity, Pro-Print maintains a tightly knit team that consistently meets the highest standards of the industry, as attested by its walls of awards and prizes recognizing printing excellence.

In the printing and packaging industry specifically, technology advancements continue to push speed, versatility and print precision to the max, creating fresh and exciting market opportunities. Yet it's not these developments alone that guarantee long-term success. According to Pro-Print CEO Barry Roberts, having a cohesive, highly skilled and dependable team to get the job done right the first time is critical. And he



*Ernest and Doreen Roberts were given an opportunity of a lifetime when in 1964 they bought the print division from the then-Allen Hanburys, now GSK. Barry joined them after an apprenticeship in photography and a stint in the army.*

should know. Together with his daughter, Managing Director Yvette Roberts, he's successfully steering the company into its 53rd year.

#### **Starting from letterpress**

"Looking around our plant today, it's difficult to visualize our humble beginnings five decades ago when my parents, Ernest and Doreen Roberts, acquired the print division from the then-Allen & Hanburys (now GSK) in a management buyout bringing in just 12 staff and modest equipment. Dad was a compositor by trade in a letterpress print shop that produced labels for chemist shops. My mother joined the company after the buyout, and I joined three months later as soon as I got out of the army. We had no litho equipment. We bought our first litho machine, a single-color press, in 1968. We bought our first Komori in 1974, a two-color Sprint. Eventually we bought four of those machines. In 1988, I went to Japan to see the Yamagata Factory in connection with our



Pro-Print in Durban, South Africa

*Facing the Indian Ocean on the southeast corner of Africa, Durban is an ethnically diverse beach city offering a blend of cultures and architecture. The Golden Mile is a top tourist attraction, providing excellent swimming and surfing possibilities. The vibe and cuisine is an idiosyncratic mix of Indian, Zulu and post-colonial influences.*



# P

ro-Print has been repeatedly recognized by its elite clientele of advertising agencies and pharmaceutical manufacturers as Supplier of the Year. The Sappi Africa Printer Awards have also been given to the company in many categories — brochures, calendars, annual reports and, of course, packaging and labels. And Pro-Print is a four-time Sappi Printer of the Year Gold Award Winner.



first four-color press, a Lithrone 28. Over the years, we've purchased 17 Komori presses. We invested in four Lithrone 28s before we bought our first 29-inch machine. Now we have all 29-inch machines except for the two Lithrone A37s that we purchased recently — a one-over-one for pharmaceutical leaflets and a five-color model for cartons," Barry remarks.

### Sticking to the KISS principle

"In the 1990s, we introduced more automation, such as automatic plate changing and eventually CTP. We follow the KISS principle of 'keep it simple, stupid' because we don't have enough engineers to support cutting-edge futuristic systems. We stick with what's been proven to work. For example, our prepress department uses a Basys CTP that drives a UV platesetter for digital imaging of conventional offset printing plates, so we can keep them for repeat work," he adds.

Pro-Print has won scores of printing awards, but Barry takes these in his stride: "We've received many honors — Sappi Printer of the



Year and so on — but we don't go all out to win these laurels. We take jobs out of stock. We aren't like some companies that spend weeks producing something for the show. When it's entry time, we just look through the boxes of the jobs we've completed and choose the one we like. We just take whatever comes our way, and if we have something decent we enter it."

### Profit sharing covers everyone

The team spirit at Pro-Print didn't happen by accident. It comes from a tradition Barry inherited from his father and a number of programs designed to motivate the staff. Maintaining a quality skills pool is critical to Pro-Print's future. "Each employee has a stake in the business and, if performance and profit levels are achieved, each benefits yearly from our Share of Profit Scheme," states Kathleen Cleator, the company's human resources manager. "Individuals are also incentivized to improve on-the-job skills and are offered the opportunity to study further if required."

"Today, we're a family of 187, and still growing, yet our philosophy remains constant — guaranteeing service excellence and world-class quality every time. Employing the right people with top-class skills has ensured our consistent reputation," adds Barry. "It's



Photo by Barry Roberts

all about understanding individual brand owner needs and working together, internally and with our suppliers, to deliver beyond expectations. Besides me, several staff members have been with us for 30 years plus. They're playing a vital role in mentoring and inspiring our newer employees to constantly raise the bar. In short, we wouldn't be where we are today without our top-class 'team behind the scenes.'"

### **Second generation's pride in the legacy**

Recently retired Administration and Procurement Director Brian Lardant and Barry have been firm friends since primary school and maintain a tight, brotherly bond to this day. Joining the team in 1984, Brian was instrumental in establishing an efficient costing, estimating and procurement process. "Barry is a hard taskmaster, but he always has the staff's best interests at heart. Like her father, Yvette has the right nose for business and sterling principles to take the organization to the next level," he says.

"I'm extremely proud to be a part of our family business," Yvette remarks. "And I've had the amazing opportunity to learn firsthand from my father. He has exceptional business acumen and is at his happiest when

sharing his knowledge." Since joining Pro-Print in 1998, she has learned the complexities of print, from operating production machines to providing expert customer service and quality finished packaging. "We're currently the largest Komori user in the Southern Hemisphere, with 13 Komori presses among our fleet of 23 printing machines," says Yvette. "Much of our success with the brand stems from the consistent print quality and productivity we achieve. And I'm confident that each staff member will support me in reaching our dream to become the printer to rely on for quality, service and innovation."



# First six-color Lithrone GX40 in U.S. powers Utah printer

Head southeast out of Salt Lake City and the Wasatch Valley and you'll find in the high mountain desert plateau the town of Price, Utah. Located in Carbon County, Price is in the heart of coal country and is also home to family-owned printing company Peczuh Printing.



From left: Tim Peczuh, Production Manager; Judy Peczuh, CFO; Frank Peczuh, Jr., President

Founded in 1962 by Frank Peczuh, Sr., the company has become a stalwart institution in this tightly knit community. “My dad got into printing by necessity. My grandfather was a coal miner who suffered an injury that prevented him from returning to the mine. My dad needed to go to work to help support the family, and a parish priest helped him get a job at the local newspaper, where he learned printing from the ground up,” says Frank, Jr., who now runs the company. “Eventually Dad knew it was time to forge ahead and start his own printing company, and we’ve been at it ever since.”

## Speaking the language

The company grew slowly, starting as a community printer and, as customer demand increased, becoming a regional business. “When I graduated from high school, my dad brought me into the business. We knew we were going to have to expand our business outside our area in order to grow revenue. We knew coal mines and we knew power plants, so we headed to Wyoming where they have both. We could speak their language, and they were comfortable that we would be a good partner. And we learned that we could sell print and deliver it over a longer distance and still be competitive and profitable.” With that confidence, in the late 1980s the printer began to expand into Utah County and the city of Provo and added to their direct sales and marketing efforts.

Peczuh says customer demand has always driven their equipment buying decisions: “When we bought our first four-color press, it was a really big deal.” He says they initially approached Heidelberg but eventually settled on manroland, and remained a manroland shop until 2014. “We were approached by the team at Printing Resource in Lindon, Utah. The

owner was ready to sell his business and felt that our companies would be a good fit. They were a Komori shop and spoke very highly of their Komori presses. It's been a great acquisition for us and has helped us build our growth strategy."

When it was time for a new press in the Price operation, Komori and Heidelberg were the two options they explored, but Peczuh says Komori was always in the lead position. "We went to visit a Komori shop in Kansas City that had H-UV technology on an eight-color perfecter – I was really impressed with the H-UV. Then I sent two of our press operators to visit the Komori Graphic Center in Chicago, and they crawled all over that machine. They also visited Heidelberg, but in the end they really liked the Komori technology."

#### **A real story to tell**

Peczuh chose the six-color Lithrone GX40 – the first installation in the United States – because packaging is an important part of their growth strategy. The press is also equipped with conventional UV and the PQA camera system. "The value of the PQA is that it gives us a real story to tell. It allows us to show customers our commitment to technology and to meeting their expectations," says Peczuh.

The company has continued to grow, operating out of four facilities that span over 300 miles, but they have worked hard to keep the family feel of their company. "I became the steward of this business simply by birth order," says Frank, Jr. His brother, Tim, is the production manager and his mother, Judy, still manages many of the accounting functions. "If you can't trust your mom with the money, who can you trust," jokes Peczuh. The kitchen table is the company boardroom, and they have a family meeting over cake and coffee while updating Frank, Sr. on the state of the business. And, with children and grandchildren coming of age, Frank, Jr. envisions a long line of Peczuhs in the company's future.

With the company continuing to expand, Peczuh brought on Jay Harris as vice president of manufacturing and Steve Pilkington as executive vice president. "Jay used to be a vendor, and we really rely on vendors who come to us with solutions and ideas – Jay was one of those guys. Out here in Price, Utah, there is a small labor pool, and Jay was a natural fit for our organization. Steve comes to us with years of experience in sales and marketing – he's helping us shape our long-term strategy."



#### **Lithrone GX40: Cornerstone for growth**

What does that strategy look like? "We're expanding our geographical reach into Colorado and Southern California – places we can still service quickly," says Pilkington, "and eventually we'll move into the Northwest. This new Lithrone GX press is a great cornerstone for helping us grow our business."

Peczuh believes that their high level of customer attention has played a key role in the company's success: "We provide service that is on par with some of the biggest printers in the country. Add that to our state-of-the-art Lithrone GX with the opportunities UV brings, and we believe we can meet our growth goals."

Peczuh says the installation of the Lithrone GX press and training went extremely well: "Komori did a great job of teaching us best practices. Our team communicates really well with the Komori team, and it's just been a really great relationship. We couldn't be more pleased." He says that while many printers gravitate to other press manufacturers because of presumed status, "Every person we've interacted with at Komori has been helpful and engaged. Komori not only has great technology, but you feel like 'real' people to us. We are proud to be part of the Komori family."

Family will always be at the core of Peczuh Printing, and that pride in community and willingness to give back are what make it a great place to work, says Pilkington: "It's been great for me and for Jay to work for a family-owned business, especially one that has a desire to stay rooted in its community. It's a great opportunity."

"We are lucky to live in this community, and happy to inject money into our local economy. We want our company to stay strong so we can be part of whatever the future holds for Price, Utah," says Frank, Jr. "I have a great job. I feel lucky every day. I get to travel and see customers and research new products and ideas. We will keep investing in new technology, like the Lithrone GX40, to make sure we can continue to grow and meet our customers' needs. It's humbling to bring something of value to our community. I feel very blessed."

# Korea's Tara TPS: Pinnacle **quality** pays off

An hour's drive northwest of Seoul, Korea, lies Paju City, Gyeonggi Province, the home of Tara TPS, the largest printer in the country and a company widely credited with raising the level of Korean printing technology to international standards.



Chief Operator Kang

Tara TPS is the world-class printing company of the Tara Group, which specializes in large-volume commercial printing. The company's goal as a printing specialist is to provide the ultimate in customer satisfaction.

### Skyrocketing growth

The Tara Group was founded as Bareun Printing in 1989 by current Chairman Kyung-jung Kang. In the beginning, it was just a small printer with one master printing press and five employees. By 2009, however, sales surpassed 200 billion Korean won (US\$ 175.6 million), and today Tara is the largest printing company in Korea. Recently Tara has taken over Cho Gwang Printing, the printing subsidiary of the Chosun Ilbo, one of the major newspapers in Korea.

Tara TPS provides one-stop printing service, covering everything from planning to finishing. The company's main businesses are publishing printing, including textbooks, and educational materials and books; commercial printing such as catalogs; and dairy, packaging and labels. Since it handles

the full range of printing, the printer's strong point is its optimized total solutions, from prepress to print, binding and finishing, that quickly meet its customers' diverse needs. Its printing machinery consists of 14 presses in all: a Komori System 35S, two System 38S presses and two webs from other makers, a four-color Lithrone S40, an eight-color Lithrone GX40RP and seven sheetfed machines from other makers.

### Very serious approach to quality

Tara TPS has established a strict quality control system throughout the company, as evidenced by its many quality-related certifications, the most representative being Japan Color Certification received in 2014. Japan Color is well known for its rigorous examination, and Tara TPS was the first



company outside Japan to obtain this validation. Today it continues to maintain print quality within Japan Color standards. In addition, the printer has acquired G7 Process Control and G7 Expert certifications. In particular, the company was the first in Korea to receive G7 Master certification, qualifying in all three categories – proof, sheetfed and web offset. Aside from these certifications, the printer continues to improve quality and upgrade all processes throughout the company by, for example, receiving monthly training in quality assurance from a technology consultant from Japan.

The company's thinking regarding the environment is also remarkable. Having, of course, acquired FSC and ISO 14001 certifications, Tara TPS has built an environmentally friendly management system that includes use of eco-responsible vegetable inks and inks that dry at low temperature, no use of alcohol or organic solvents, and strict selection of materials and recycling.

*“Based on our increased revenue with the eight-color Lithrone GX40RP, we expect to invest next in another high-efficiency press of eight or more colors.”*

— Jae-soo Lee, President

The facilities at each production plant are automated. The printer endeavors to attain optimum production efficiency – resource fundamentals and individual costs are calculated by the enterprise resource planning (ERP) system, and systematic cost control is implemented. A real-time production control and monitoring system enables customers to check all direct manufacturing processes in real time. In November 2015, following an examination of new equipment needed to increase productivity, Tara installed Komori's newest machine – an eight-color Lithrone GX40RP.

President Jae-soo Lee explains the back-

ground to this investment: “In today's market, printing prices have fallen and it is more difficult to make a profit. We considered installing a new machine because we felt we were at the limit with our four-color press. A task force researched overseas installations and confirmed successes in Japan and elsewhere using a double-sided printing press. We decided to replace our press with an eight-color machine and received bids from several makers. Based on price, maintenance, technology, manpower and the price of used equipment, Iljin PMS, the Komori distributor in Korea, received the highest marks and we decided to purchase the eight-color Lithrone.”

#### **No looking back**

Tara TPS judges their investment in the press a success. Now that six months have passed since installation, the machine is printing an average of four million sheets a month. The press is equipped with all the features needed for automation, including A-APC, automatic air presets, KHS-AI and PDC-SX. Mr. Lee adds: “The machine is fully capable of using our in-house remote color management system. Based on our increased revenue with the eight-color Lithrone GX40RP, we expect to invest next in another high-efficiency press of eight or more colors.”

Ultimately, Tara TPS intends to become a global printing company with world-class competitive power. In 2013, the company received the prestigious Tower Award for exports totaling US\$10 million. Not content with this achievement, the activities of Tara TPS in the future are sure to be impressive.



# Litografía Rosés **ready** for the future with Lithrone G40 H-UV

Founded in 1925 and currently run by the third generation of the Rosés family, Litografía Rosés, located in Gavà, outside Barcelona, Spain, has evolved over these 90 years or so into a leading standard in the graphic industry.



From left: Enric Cuixeres, Sales Manager of OMC; Cayetano Triguero, Head of the Printing Department of Litografía Rosés; Michel Madoz, Marketing Director of OMC

Constant investment in technology and innovation to improve products and services has driven the printer's steady growth. Its latest step down this road is a five-color Lithrone G40 with coater H-UV offset printing press. With this new press, Litografía Rosés has not only increased capacity but also broadened the range of its services and improved the quality of printed products.

The new Komori Lithrone G40 began full operation last August with two shifts. One month later, a third shift was added to keep the press running 24 hours a day, five days a week. "Over the last six months," emphasizes Cayetano Triguero, Head of the Printing Department at Litografía Rosés, "we have

been able to print around five million sheets, even though the average run length has been reduced significantly and many changes are made throughout the day. We're talking about very meticulous, high quality projects printed on unconventional substrates, which would have been much more complicated had we printed with the conventional offset method."

#### **Technology at customers' service**

This new press has been integrated into a complete state-of-the-art equipment fleet



*"I think it's safe to say that all printers have asked themselves on one occasion or another how was it possible, with so much technology applied to new presses in terms of automation, that nothing had been developed to solve the problems arising from the use of spray powder."*

— Cayetano Triguero, Head of the Printing Department

that covers all phases of the production and post-production process: prepress and CTP area, multi-color web offset presses, sheet offset presses, digital printing, saddle stitching, perfect binding and more. As a result, Litografía Rosés can create any type of printed product while offering complete and comprehensive services. "One of our founding objectives has been to offer customers quality services to help them excel in their endeavors," says Mr. Triguero. As such, our company has become more than just a provider – we are a partner." The company currently has facilities that span 7,000 square meters and a workforce composed of 100 professionals who respond to national and international markets.

With the recent acquisition of SYL, a company specializing in the production of books and high quality graphic products, it was clear to Litografía Rosés that it would have to increase its offset production capacity. The Rosés family's first choice was the Komori brand, a company they have put their trust in for many years thanks to the technology Komori machines offer and also to the Japanese manufacturer's superb representation in Spain by distributor OMC. "Our experience with Komori presses, some of which we've had for 20 years, in terms of printing quality and machine uptime has been excellent," asserts Triguero.

#### **Yes to Komori, but why H-UV?**

After several months working with the new press, Triguero expressed his satisfaction with the results obtained: "A fundamental aspect of H-UV technology in addition to quality is the absence of spray powder. I think it's safe to say that all printers have asked themselves on one occasion or another how was it possible, with so much technology applied to new presses in terms of automation, that nothing had been developed to solve the problems arising from the use of spray powder: the risk of set-off, the requirement to work with smaller

piles, problems with lamination, more frequent press wash-ups resulting in lower productivity, increased drying times and other difficulties. By eliminating all these disadvantages, H-UV technology represents an astonishing qualitative and quantitative leap forward," Triguero says.

Other determining factors in choosing H-UV, especially for coated media, are quality and reliability. "This technology allows us to guarantee that what the customer saw and tested on the press is really what they will obtain the next day. This is made possible thanks to the instant ink drying process that prevents the variations caused by the absorption process of conventional inks," he adds.

"Our level of satisfaction is very high – the number of defects, errors and complaints over the past few months can be counted on one hand. Thanks to its ease of use, our operators have adapted to it in record time. Moreover, we are convinced of the potential for growth and enhancement of H-UV technology in the near future – especially as leading manufacturers of graphic consumables develop new products to improve the performance and possibilities of H-UV," explains Triguero.

Regarding inks, Michel Madoz, Marketing Director, and Enric Cuixeres, Sales Manager at OMC, emphasize: "Although H-UV inks cost more than conventional inks, they are used in smaller quantities during the printing process. If we analyze the entire process and all costs involved, this technology provides added value that cannot be obtained with other technologies: response capacity, versatility of media, quality of final product. End-customers value, appreciate and, in the end, will demand these advantages."

#### **The technology of the future**

According to Triguero, "When it comes to offset printing, H-UV will be the technology of the future. This technology is a tool that enables you to do the same thing at lower cost or to do new things that set you apart from competitors."

Litografía Rosés has witnessed firsthand the emergence of a new way of understanding and running the commercial printing business. Opportunities for growth in productive capacities will be closely linked to Komori H-UV technology.

"H-UV is a unique and exclusive offset printing technology by Komori that restores elegance to paper. Technology that amazes those who have the chance to see it in action. Why? Because they clearly see the competitive edge it can give them," concludes Madoz.

# Zhongke Printing's **growing** fleet of Lithrone S40SPs

In the Chinese printing industry, many printing companies that were formerly state-owned enterprises have gradually overcome challenges and progressed in the market. Beijing Zhongke Printing is truly one of these. In the midst of fierce market competition, Zhongke Printing has constructed a new plant, installed new equipment, increased its capital and issued new shares.



Shen Xinghua, Chairman

Today this innovative printer plays a central role in the Chinese publishing market, providing outstanding product quality, meticulous corporate control and group management.

Founded in 1957, Zhongke Printing (formerly the printing factory of the Chinese Academy of Sciences) has a site of more than 130,000 square meters with more than 60,000 square meters of floorspace, registered capital of 197 million yuan (US\$ 29.5 million), total assets of 620 million yuan (US\$ 92.8 million) and more than 1,000 employees. Zhongke has acquired many important certifications, including ISO 9001 for quality management and ISO 14001 for environmental management.

#### **Awards follow achievements**

When Shen Xinghua, the company's chairman, perceived trends in the industry, he responded with changes. Zhongke built a new plant in 2005 and installed the latest equipment. Today Zhongke is looking toward a new stage of development. Of course, innovation is easier said than done. The good part for Zhongke is that every year it has received many honors, including an award for outstanding book printing quality from the national newspaper publishing association and being listed among the top 10 companies for print quality. It has also taken gold medals for bookbinding from several publishing companies.

### Tie-up with Komori: Eye-opening

Mr. Shen says: “Zhongke and Komori are like old friends. At first, due to our reorganization, we experienced a large increase in the volume of work. We were overwhelmed by orders and the pressroom was swamped. Then one of our new shareholders brought in three Komori webs and two Lithrone sheetfed presses. We were all astonished by the speed, quality and efficiency of the Komori machines. Our pressroom manager called them ‘perfect.’ My first impression was ‘high speed and high quality with no downtime.’”

### Staying with Komori for upmost quality

‘Unceasing diligence and always aiming for the peak.’ This is Shen’s business creed. And throughout his talk to *On Press*, he repeatedly emphasized quality: “The market is developing rapidly, and competition is growing more intense. Quality is the only thing that will gain customer recognition. How can we achieve the quality customers value? One answer is to first of all consider equipment. Staying with Komori is a choice we make unhesitatingly.”

In 2015, when many companies were wavering about whether or not to invest in new machinery, Zhongke installed three four-color Lithrone S40SP SuperPerfectors. Says Shen: “We pay more attention to equipment-related investments and output than other companies. We calculate our return on investment by taking into account our cost, labor and materials. Ultimately we decided that Komori presses merit our continued investment.” As a result, Zhongke runs eight Komori presses: three webs, four four-color Lithrone S40SPs and one five-color Lithrone S40 with coater. And since the company still has a very large volume of work, Shen indicated that an additional four-color Lithrone S40SP would be purchased this year.

Zhongke President Zeng Xingqiao puts it this way: “No matter what you look at – on-time delivery, production efficiency or feedback from customers – all these indicators are proof that we made the right choice with Komori presses. The impeccable print quality and high production efficiency are perfect for handling our enormous volume of work and allowing us to meet the needs of our demanding



customers. I look forward to continuing our partnership with Komori.”

Zhongke met its high quality printing needs and gained fame by partnering with Komori. According to Shen, the company’s sales last year totaled 260 million yuan (US\$ 38.9 million), continuing its third year of high growth. As the overall industry is in a downturn, this is truly a record worth celebrating.

### Forward outlook

Chairman Shen says of the future: “We’re looking closely at Komori’s latest digital printing systems, particularly the new product developed jointly by Komori and Landa. We might make further investments and reinforce our existing digital printing capacity. This would involve strengthening both software and hardware. We go with the times, and Zhongke will give priority to Komori digital printing equipment. We look forward to staying with Komori and Infotech, Komori’s distributor, as we open new pages.”





Komori Graphic Center-America Open House

# Komori America Triple Play

Following the renewal of the Komori Graphic Center-America, Komori America staged a two-day open house for the official U.S. launch of the Impremia IS29 and seasoned the show with the roll-type inkjet Truepress Jet520HD and the Lithrone G40P Perfector.



At the open house on February 9-10, 2016, more than 70 printers heard and experienced how Komori's latest technologies can help them navigate today's ever-changing market terrain with innovative print applications that generate new revenue.

At the event, attendees were invited to walk through each step of an integrated marketing campaign, from the printing of a variable direct mail piece that invited the recipient to build a customized Jeep using a link to a landing page to the production of a full-color brochure that showcased the requested features of the new vehicle. This demonstrated how three different Komori presses can work together to produce high-end, high quality on-demand print applications. Presses demonstrated included the roll-type inkjet Truepress Jet520HD, the Impremia IS29 sheetfed UV inkjet and the Lithrone G40P Perfector.

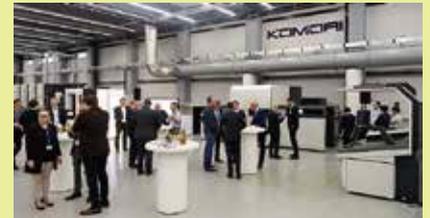
"It was exciting to show customers how fast and efficient it can be to

create variable, versioned inkjet print and high quality offset work that can generate higher response rates and build brand awareness and customer loyalty," said Jacki Hudmon, senior vice president of sales. "This open house also served as the official U.S. launch of the Impremia IS29, and visitors were extremely impressed with the print quality. We also wanted to show our commitment as a true business partner, continuing to provide our customers a roadmap for increasing profits and meeting future market demands."



## KGC-E Open House

On March 24, 2016, Komori International Europe organized a pre-drupa Impremia IS29 VIP event at the Komori Graphic Center-Europe (KGC-E). Robert Holscher, Director of Digital Sales, stated: "The combination of the B2 format, the speed, the use of UV ink and the outstanding quality makes the Impremia IS29 an excellent choice for the most demanding of customers. Just by looking at it you realize immediately that this is a heavily engineered Digital Press, rather than just a digital print device."



## KGC-C Open House

On April 27, 2016, Komori Printing Machine (Shenzhen) in China held a special open house in its Komori Graphic Center-China (KGC-C) to preview the new technologies to be shown at drupa 2016 and to present an engaging demonstration of the six-color Lithrone G40 H-UV in the showroom. Manager Naomasa Hashimoto presented the briefing on drupa and outlined Komori's development plans. Then Vice General Manager Yandao Luo of Komori China delivered a presentation on the latest offset and digital technologies. This was followed by the demonstration.



K-Supply

Siegwerk to produce K-Supply H-UV ink

# Komori Signs **Ink** Supply Agreement

At drupa 2016, Komori signed a manufacturing and supply agreement with Siegwerk for high-sensitivity UV inks for Europe, the Middle East and Africa (EMEA). The partnership is expected to broaden the range of service offerings under the K-Supply brand.



*“We are delighted to be selected as the supplier of Komori’s K-Supply ink for the EMEA region. As a leading global ink manufacturer and a specialist for UV technology, we see this partnership as an opportunity to bring our experience directly to Komori’s customers and support their efforts for excellent performance.”*

— Hugo Noordhoek Hegt,  
President Packaging EMEA,  
Siegwerk Druckfarben

Komori signed a manufacturing and supply agreement at drupa 2016 with Siegwerk Druckfarben for high-sensitivity UV inks for Europe, the Middle East and Africa (EMEA). Under the agreement, the H-UV inks that Komori offers under the K-Supply brand name, officially approved for Komori H-UV printing presses, will be produced by the German manufacturer. All K-Supply inks are defined by high-level hardness, print quality, versatility and economic performance. The agreement was signed in the Komori booth during the exhibition.

## Solid track record

With more than 180 years of experience, Siegwerk is a leading international manufacturer of printing inks and individual solutions for packaging, labels and catalogs. The company has solid expertise in and knowledge of many printing

procedures. Through its more than 30 country organizations, Siegwerk directs a global manufacturing and service network that ensures customers consistently high quality products and services.

## A new dimension in H-UV tech

“The partnership with Siegwerk will play a key role in Komori’s endeavor to strengthen and to broaden its range of service offerings under the K-Supply brand,” said Kazunori Saitoh, Director and Executive Operating Officer at Komori Corporation. “This alliance, built upon Komori’s H-UV technology, with 700 installations worldwide, and the fusion between our printing expertise and Siegwerk’s profound technical know-how, ensures that the true benefits of H-UV technology are delivered to H-UV customers and opens up a new dimension in the development of H-UV technology.”

## Support for Komori customers

“We are delighted to be selected as the supplier of Komori’s K-Supply ink for the EMEA region. As a leading global ink manufacturer and a specialist for UV technology, we see this partnership as an opportunity to bring our experience directly to Komori’s customers and support their efforts for excellent performance,” said Hugo Noordhoek Hegt, President Packaging EMEA at Siegwerk Druckfarben AG & Co. KGaA.

## Komori and Kodak Link Prinergy to KP-Connect for Increased Automation



Koshi Hatano (Komori), Eiji Kajita (Komori), Allan Brown (Kodak), Hiroshi Fujiwara (Kodak), Chris O'Connor (Kodak)

**K**omori and Kodak announced a strategic partnership that will deliver seamless interoperability between Komori's KP-Connect (K-Station 4) Printing Task Control Software and Kodak's Prinergy Workflow. By integrating these two systems, Komori and Kodak will increase the automation and productivity of their customers. Automating communication between the two products gives users of Komori offset and digital presses a powerful shop floor scheduling solution and automated prepress functions. With this new combination of prepress and production workflows, customers will experience the benefits of reduced labor costs, fewer errors and faster order completion, opening up additional revenue opportunities from short run and quick turnaround

jobs. The integrated workflow solution combines the powerful RBA (Rules-Based Automation) feature of the Prinergy Workflow with real-time process management from K-Station 4's scheduling via CIP4/JDF. The combined solution provides a robust yet flexible automated prepress process.

"In order to increase productivity of printing companies, Komori is promoting the KP-Connect Alliance Program in which every step of a vendor's product is bi-directionally connected with Komori's KP-Connect," said Eiji Kajita, Director and Operating Officer and General Manager, Corporate Planning Office, Komori Corporation.

## Komori and Screen Announce Strategic Tie-up in Europe

**K**omori International Europe B.V. (KIE) and Screen GP Europe B.V. (Screen GP Europe) have concluded a distribution agreement for the Belgian, French, German, Italian, Dutch and British markets whereby KIE will become the sole distributor of Screen GP's Truepress Jet520HD high-speed, roll-type inkjet press in these areas. Concurrently, Screen GP Europe will use its extensive expertise in digital printing to provide comprehensive support for KIE. This tie-up is expected to provide a solid base for continuing

development of the European printing industry in a way that is similar to the cooperative relationship introduced by the companies for the North American market in September 2015. The Truepress Jet520HD enables superior quality that goes beyond the traditional boundaries of inkjet printing, opening additional markets and applications to on-demand printing at speeds and economies unmatched in cut-sheet digital and, for many run lengths, rivaling that of offset.

Kazunori Saitoh, Director and Managing Operating Officer, Group General Manager, Global Sales and Service Group of Komori, said of the agreement: "Following the collaboration agreement in North America in September 2015, this is a great opportunity for both Komori and Screen GP, and we expect considerable synergy in our sales strategy for offset and digital products."



Truepress Jet520HD

## Security Printing Forum

Hanoi, Vietnam

**A** Security Printing Forum was held in Hanoi, Vietnam, on March 16, 2016, with around 50 officials from the State Bank of Vietnam and the National Banknote Printing Plant in attendance. In his opening address, Komori Chairman Yoshiharu Komori stated: “The new terminal of Noi Bai International Airport, the expressway connecting the airport and the city, and the Nhat Tan Bridge, the longest in southeast Asia – all completed with Japan’s official development assistance – are symbolic of the friendship of Vietnam and Japan. We look forward to actively supporting future projects of the State Bank of Vietnam and the National Banknote Printing Plant.”

The forum covered three main themes: the current status and future trends of the security functions of polymer banknotes, the innovative technologies of Komori currency printing presses, and production control in currency printing plants. The presentation on this third theme introduced the currency press manufacturing technologies of the Tsukuba Plant and discussed the roadmap to creating a high-productivity banknote printing plant.

Pham Minh Quoc, director of the central bank, described the forum as very meaningful and expressed his hope that more events of this type could be held in the future.



## Banknote 2016

Washington, D.C., U.S.



Phil Holland, Senior Sales Manager,  
Security Press Sales Department UK Branch

**S**ome 664 delegates from the central banks, national printing bureaus, and institutions requiring security printing technologies of 71 countries attended Banknote 2016 in Washington, D.C., held May 23–26, 2016. This meeting delivers in-depth insight and expert knowledge from international stakeholders – encompassing critical aspects of banknote design, production, issue and usage in today’s ever-changing business climate. And since this conference gathers figures from national printing bureaus and private banknote printers under one roof, it offers an unrivalled opportunity to Komori.

As a primary sponsor, Komori introduced the latest banknotes and currency printing presses in the Komori stand. This drew a great number of delegates and resulted in many inquiries. This very significant conference also offered occasions to discuss technical collaboration with industry partners and exchange views concerning ongoing projects.

On May 26, Phil Holland, Senior Sales Manager at the UK branch of the Security Press Sales Department, offered a presentation entitled “Preservation of the Environment when Manufacturing,” introducing Komori environmental initiatives such as the eco-sensitive Tsukuba Plant, ECO Vision 2030 and the Green Project.

Komori will continue to make full use of opportunities such as this to concentrate efforts on the banknote and security printing machinery business.

## Ceramics Japan

Tokyo, JAPAN

The 1st Ceramics Japan – Highly-functional Ceramics Expo was held April 6–8, 2016, in conjunction with the 26th Finetech Japan exhibition at Tokyo Big Sight, Japan. The Highly-functional Ceramics Expo was staged as a general exhibition representing the fine ceramics world due to increased demand for a trade fair where visitors could compare the ‘three leading materials – plastics, metals and ceramics.’ Seria Corporation, the screen printing specialist manufacturer of the Komori Group, exhibited the Pepio-F6 compact gravure offset printing press, developed for research and development applications. This press is seen as contributing significantly to the creation of a market for gravure presses. The SSA-PC250E-IP semi-automatic printing machine was also displayed, drawing enthusiastic questions from visitors who saw the exceptionally high-precision products that it printed. Visitors could take film and ceramic samples in hand, which also drew interest. In another area, observers saw the latest in advanced platemaking technology and a variety of materials. Seria’s display drew more than 500 developers and researchers from the fine ceramics industry, panel makers and display users as well as government and academic representatives. Some 1,350 exhibitors at the three-day show attracted nearly 60,000 visitors.



## JPCA Show

Tokyo, JAPAN



The JPCA Show 2016, the 46th International Electronic Circuits Exhibition, a world-class electronic circuit and packaging exposition, was held June 1–3, at Tokyo Big Sight. More than 500 visitors involved in products and technical services for electronic circuit manufacturing and R&D came to the Seria Corporation booth. The company exhibited four machines expected to play a big role in printed electronics: the Pepio-F6 compact gravure offset press, the SSA-DSV650-R double-sided vertical screen press, the SSA-PC660A semi-auto printing machine for PCs, and the SSP-860AN-II-EC Elite printing machine. In particular, the SSA-DSV650-R double-sided vertical screen press for applying resists to PCBs earned the admiration of show-goers for its revolutionary structure, functions and performance. Visitors also packed the seminar hall to hear more about these products. Seria’s advanced platemaking technology and the wide variety of materials displayed also surprised many visitors.

Seria is a screen printing press manufacturer with a strong track record in the printed electronics market. The company provides total solutions by combining the technologies and sales channels of Seria and Komori. To meet the demands of this highly specialized market, Seria is refining technologies that will contribute to the development of printed electronics.

## dCL Presentation

Tokyo, JAPAN

*Three years ago, Kosaido installed K-ColorSimulator color management software. On May 20, a briefing in the digital Creative Lounge at the Komori Head Office outlined the pre-CMS issues and the way the system is being put to use now.*

### Issues prior to K-ColorSimulator

Before K-ColorSimulator was adopted, prepress said there were no problems in the data or CMS, so poor matching of colors was the responsibility of the printing section. The printing section said there were no problems with the machines, so if colors didn't match with standard densities it was due to paper differences or data or platemaking issues. The two sections couldn't cooperate. Creating profiles was time-consuming and costly for prepress, and low accuracy was an issue. The quality of proof printing was therefore inconsistent.

### K-ColorSimulator effectiveness

All profiles are now made in-house with K-ColorSimulator, so even secondary adjustment can be performed in one hour. Color matching problems are clearly defined, and inconsistent proof printing has been resolved. Quality can be assessed by paper type during image adjustment, and differences in finishing due to paper type or process are known beforehand. Makeready time has been cut by 30 percent. Interest in CMS is higher. In fact, more than half of the prepress employees can create color profiles. They are even devising original ways to use the system, such as CMS on a display and wide-gamut printing.



NEWS

KOMORI'S FIRST OLYMPIAN



Ronald Kwemoi

## Komori Olympian Gives It His All

**K**omori gained its first Olympian! Ronald Kwemoi, a 20-year-old member of the Komori Athletic Team that competes in middle and long distance races throughout Japan, was selected to compete for his native Kenya at the Rio Olympics in the glamorous men's 1500 meter event. Following his winning a spot on the Kenya team, Kwemoi said, "I have been in Japan for four years now, and I am very grateful to Komori Corporation for giving me the chance to become a stronger runner. I will do my best to win a medal and I ask all my supporters to cheer me on."

The 1500 is often called the combat sport of track and field. Finishing in 2nd place in the quarterfinals and 1st place in the semifinals, Kwemoi took the field in the finals. As the race proceeded at a very slow pace, the athlete had an unfortunate accident as he picked up speed around the 650 meter mark and fell after coming into contact with another runner. Although he got right up and caught up with the pack, he finished in 13th place.

Komori is grateful to the fans who supported Kwemoi and we look forward to your continued encouragement.



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