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Komori at Tokyo Big Sight was *the* show to see and the booth was packed from start to finish. Four offset presses, including two new machines, two digital printing systems, a robust collection of postpress machines, and a full range of retrofit options and consumables. Total showstopper.



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A coffee-themed Packaging Experience Days at KIE, Print4All in Milan with a window on the KGC-E showroom, the Highcon Engage VIP event at KGC-A, and the Impremia NS40. Plus, a close-up of Wen Weijian, Assistant Manager of Komori Hong Kong and longtime go-to service engineer.





IGAS 2018 Report

INNOVATE TO CREATE



The three elements indispensable for manufacturing — digitalization, automation and, above all, knowledge — as three feathers.

Smart Factory Conceived by Innovate to Create

IGAS 2018 took over the Tokyo Big Sight from July 26 to 31, 2018, for an incredible show. The Komori booth realized a printing plant with processes linked by connecting the latest machines with KP-Connect Pro. Visitors were totally captivated.

Printing plant optimization by Connected Automation

‘Innovate to Create’ was the expression most overheard in the Komori booth. That is, the shift from ‘how to make’ to ‘what to create.’ **Komori intends to lead the change from using human abilities in manufacturing to mobilizing them in the creative realm – where people produce added value.** Connected Automation is the approach for realizing this change, and the Komori booth was its embodiment.

Connected Automation is the concept of linking prepress, press and postpress and optimizing work throughout the plant by automated

production facilities. Based on this idea, Komori is advancing development in a range of fields. The objective is to achieve laborsaving and unmanned operation in the transfer of job data between processes and in the materials flow in the plant, and to implement centralized control of all processes.

At IGAS, Komori materialized a smart factory. By connecting 10 machines with KP-Connect Pro in the center of the booth, the entire booth became a printing plant.

Factory signage showed operating information in real time, enabling visitors to see the centrally controlled action throughout the plant.



LITHRONE GX40RP AND APRESSIA CTX132

Demonstration of automatic operation by Autopilot and Parallel Makeready. The Lithrone GX40RP showed automatic performance of three jobs.



By just scanning the product slip with an iPad, preview information, cutting dimensions and cutting order are automatically set on the Apressia CTX132.

Demonstrations Spotlight Operator Action

The background to Connected Automation is the problem of securing manpower. Worker shortages are due to difficult working conditions such as long shifts and night shifts and a significant reduction in the working population in some countries. It is critical to improve labor productivity in the printing workplace. By exhibiting and demonstrating machines that advance automation and laborsaving, Komori showed how the workplace and the operator's job will change.

Autopilot is the automatic operating system that completes everything from test printing to production printing nonstop. And Parallel Makeready performs the job changeover processes in parallel and sharply reduces

preparation time. Equipped with these latest technologies, the Lithrone GX40RP (eight-color 40-inch front/reverse multi-color offset printing press equipped with H-UV L (LED)) received the job ticket for automatic operation from KP-Connect Pro and performed a total of three jobs in 10 minutes: ganging of an imposition of various sized images and two 16-page A4 catalog jobs. Fully automated printing.

The Lithrone GX40RP first laid down four colors, instantly dried with H-UV L (LED), then printed four colors on the reverse side and instantly dried with H-UV L (LED). Powderless one-pass printing and instant drying with the work ready for immediate finishing. Samples from production printing were passed out for checking.

The point of the demo was the changeover from one job to the next. Parallel Makeready handled three processes simultaneously – blanket washing, plate changing and pre-inking – letting the audience experience the considerable reduction in makeready time. The 4K camera-equipped PQA-S V5 Print Quality Assessment System began color control and automatic register adjustment after the completion of plate changing by A-APC (asynchronous automatic plate changer) at the start of production printing. The automatic adjustment of densities and register wowed the crowd.

The demo introduced the tie-up with the Apressia CTX132 (programmable hydraulic clamp cutting system) equipped with an automatic

paper transport system, which was installed across from the Lithrone GX40RP. The product slip for the first job output from KHS-AI along with the printed sheets was passed to the Apressia CTX132 operator, who scanned the two-dimensional code on the product slip with an iPad camera. The processing data created by Equios was automatically passed to the Apressia CTX132, and preview information, cutting dimensions and cutting order were automatically set. The automatic links between processes implemented by KP-Connect Pro's Connected Automation were particularly impressive.



KP-CONNECT

KP-Connect in the center of the Komori booth. Factory signage indicating operating status shows all machines are connected with and centrally controlled by KP-Connect Pro. A mini-seminar introduced KP-Connect features.





High Interest in Machine Performance



LITHRONE GX40, APRESSIA DC105 AND APRESSIA MB110E

The Lithrone GX40 showed six-color printing, drip-off effect by coater varnish, instant drying by H-UV L (LED) curing system, simultaneous blanket washing, ink roller cleaning and asynchronous automatic plate changing, plus short job changeover including color changes by a newly developed film-type ink fountain. Following printing, demonstration of cutting by the Apressia DC105 and blanking by the Apressia MB110E, both seamlessly linked for optimized production through Connected Automation.



Apressia DC105



Apressia MB110E

In addition to the Lithrone GX40RP, other demonstrations of Connected Automation were presented. The Lithrone GX40 (six-color 40-inch offset printing press with in-line coater equipped with H-UV L (LED)) was linked with the Apressia DC105 (automatic flatbed die cutting and creasing machine) and the Apressia MB110E (high performance blanking system). In the demonstration, the operator checked the job ticket sent from KP-Connect Pro and simply pressed the start button. Packaging sheets with drip-off effect printed by the Lithrone GX40 were then cut by the Apressia DC105 and blanking was performed by the Apressia MB110E. Similarly, following wide color gamut digital printing by the Impremia IS29 (29-inch sheetfed UV inkjet digital printing system), the work was sent to the Highcon Euclid to be made into final products by creasing, cutting and fine processing.



The Impremia IS29 introduced in the demonstration of Connected Automation drew remarkable attention. A B2 inkjet digital printing system that prints directly on a wide range of stocks and performs double-sided printing, the Impremia IS29 is Komori's answer to the question: What is essential in a digital printing system for professional printers? Ordinary offset printing stock can be printed as is, no precoating is necessary, and the system produces high print quality approaching offset. Equipped with a sheet reversal mechanism that allows both straight and double-sided printing and offering the ability to start postpress work immediately after printing thanks to instant drying, the Impremia IS29 is seeing an upsurge of installations as demand for small lots and short turnarounds increases.



IMPREMIA IS29 AND HIGHCON EUCLID

Demonstration of wristwatch package production. Output of seven special colors at 3,000 sph on Impremia IS29, immediately followed by creasing and laser cutting on Highcon Euclid, showing capability with short turnaround package jobs.





LITHRONE G37P

Demonstration of double-sided one-pass printing with instant drying by H-UV L (LED). Explanation of density and register checking by PDC-SX spectral print density control as well as color control by PQA-S V5.

The Impremia IS29's power goes beyond just handling short runs with quick turnarounds. In the demonstration, it presented new printing possibilities by output of a photo collection with variable printing and a wide RGB color gamut using a book-block imposition, cards on a white plastic substrate, and packaging that introduced unrestricted reproduction of special colors. Nearby stood an exhibit of products printed by customers internationally who have installed an Impremia IS29. The wide range of applications evoked great interest.

At IGAS 2018, in addition to the Apressia CTX132 cutting system and the Apressia MB110E blanking system, the Lithrone G37P (eight-color 37-inch convertible perfecting offset printing press equipped with H-UV L (LED)) and the Lithrone

G37 (four-color 37-inch offset printing press equipped with H-UV) were exhibited as the newest products.

Featuring instant curing with H-UV L (LED), high print quality and perfecting printing, the Lithrone G37P enables one-pass double-sided printing. In addition, its primary attraction is responsiveness across a wide range of work, from double-sided to multi-color straight printing, including special colors, by changeover from perfecting to straight mode. The demonstration showed a test printing sample scanned by the PDC-SX Spectral Print Density Control, with both densities and register checked with one measurement for feedback to the press.

The outstanding characteristic of the Lithrone G37, a 37-inch machine, is its ability to print

8-up A4 impositions, thus reducing plate costs compared to a 40-inch press. At IGAS, the Lithrone G37 was equipped with the powderless H-UV instant curing system, Parallel Makeready for simultaneous blanket washing and pre-inking, and the Full-APC Automatic Plate Changer. This press is characterized by the expression 'everything just right.'

Next-generation machines ready for immediate application in a variety of printing scenes, the Lithrone G37P and the Lithrone G37 drew highly appreciative audiences.





Komori-Kare: Materials, Service and Maintenance



Komori provides the perfect support system for customers. The optimum materials and maintenance for maximizing the performance of presses were introduced. In the Komori-Kare and Komori Ecology areas, materials and maintenance optimized to derive maximum performance from products were shown and representatives answered questions from showgoers.

A lineup of all the equipment and materials necessary for printing, including retrofit products and K-Supply products, was also displayed. An easy-to-understand exhibit showed consumables such as inks, rollers, blankets and pre-soaked cloths. Here, a proposal area presented routine working improvements as well as points for restoring performance from the effects of aging. Also, the installation benefits and case studies

Seminars IGAS 2018 KOMORI SESSIONS

Komori held four seminars in the Conference Tower. The content was a rich variety of topics geared to printing plant issues, including an introduction to the possibilities of process control and automation by KP-Connect Pro, how operating data can reveal problems and how to improve productivity, a panel discussion of digital printing led by a creator and a printing director, and guidance on digital control and troubleshooting on the print shop floor.



Koshi Hatano, Group General Manager for Information System Group and General Manager for ICT Business Promotion Dept.

Process control and automation by KP-Connect Pro Toward the smart factory

Mr. Hatano opened by saying, "The world has changed. Printing companies must change too." He proposed the smart factory not as something from the future but as do-able and realistic for immediate introduction in the worksite. Hatano focused on communication cost as the point for raising productivity. Since this cost is the same for large and small lots, small lots in particular will benefit from the KP-Connect Pro scheduler function.



Impremia IS29: Understanding by using A creator and a printing director offer their thoughts on digital printing

Both had a negative image of digital before the introduction of the Impremia IS29. Printing Director Nakamura said, "We couldn't use it. It was just for small lots." Designer Sato noted, "It limited me as to paper, and it wasn't something I could provide to a customer." After using the Impremia IS29, they praised its ability to print on any paper and to print without converting RGB to CMYK, its excellent color development of special colors and its offset-like ink volume. A discussion followed that highlighted the need for talent capable of using digital printing and for quickly developing the necessary human resources.



From left: Asami Sato of SATOSANKAI DESIGNER and Kazuhisa Nakamura, Manager of Information Communication Media Department and Toyonaka Plant Production, Kosaido



of retrofit products together with a mini-seminar introducing the voices of customers were presented.

During the six days of IGAS 2018, Komori's vision for a dynamic printing industry driven by kando innovation was unveiled. Innovate to Create – the future with Komori.

On Press Talks with Komori Customers

International print exhibitions such as IGAS always attract visitors from various countries operating in different segments and seeking distinct solutions. *On Press* spoke with printers from Asia, Europe and North America who had come to the Komori booth to discover the right answer for their company's future. Their interests were as broad as the Komori lineup — sheetfed and web, offset and digital, and postpress too. But trust in Komori and its people was also fundamental to their thinking.



Fusión Gráfica S.A. DE C. V.

M E X I C O

Mr. and Mrs. Francisco Morales

We've been a Komori user since 2008. We bought our second Komori machine three years ago, and now we have come to IGAS to purchase our third Komori press. And also to say hello to Mr. Komori because we always have a great time with him. We're looking at printing machinery mainly, but we've also seen postpress and prepress equipment that we might be interested in buying. The pace of change in the printing industry is very fast. We are very happy in the packaging segment, but we also think that digital holds the key to the future. So, packaging and digital. We like Komori machines, but the thing that we like best is their people. The way they treat you, the way they talk to you. They don't sell you machinery, they sell you solutions. They go beyond what we expect. I love the people, I love the technology. My wife and I are delighted with the opportunities exhibited here at IGAS.



Indigo Press

G R E A T B R I T A I N

From left: John Ellis, Joint Managing Director; Tony Swift, Joint Managing Director; Rob Thorn, Sales Executive of Komori U.K.; Richard Docherty, Joint Managing Director

We actually just installed an eight-color Lithrone S29P H-UV after installing another machine with the same specifications two and a half years ago, so we are the only printer in the world running two of these presses. We were coming to Japan anyway and wanted to come during IGAS and see the Komori booth. We're also very impressed with Komori's new Apressia DC105 guillotine, and we want to learn more about digital and inkjet. We've had Komori presses since before we bought Indigo Press. And since we became the owners in 2004, we've bought four Komori presses: a brand-new five-color press, a brand-new 10-color press and now two eight-color H-UV perfectors. But to us, the most important thing is that we have a partnership with Komori. The machine is obviously a major item, but our partnership with Komori and their people is the real key.



Kyoeido Printing Co., Ltd.

J A P A N

Toshinaga Hagiwara, Representative Director and President

My purpose in coming to IGAS is to see the latest developments in printing technology and search for the right machine to take our company into the future. With that in mind, we purchased the Impremia IS29 digital printing system being demonstrated here in the Komori booth. We think that this machine has amazing color output capabilities. It puts us where we want to be. We want to be a print manufacturer specializing in color using state-of-the-art color control. The Impremia IS29 will let us achieve this goal. It will be a foothold for our growth. By succeeding with this machine we will be able to install an offset press like the Lithrone. I am also very interested in die cutters and other postpress equipment.



Hunan Tianwen Xinhua Printing Co., Ltd.

C H I N A

Xiang Rong Xu, Chairman

I'm at IGAS to study the global printing industry and current trends as well as look at how far automation has progressed. Also, Komori has been our trusted partner for many years. I am most interested in the System G38 H-UV web offset press, which I intend to invest in. We generally print textbooks, reference books and children's books. The volume of this work is not changing but the demand for higher quality is growing all the time. Our current equipment is inadequate for this need, so we must acquire presses that will help us attain a higher level of quality. We're located in Hunan Province, a growing region, and we're getting orders from India and Vietnam. We want to increase this business, which is another reason we need to upgrade our equipment. I also think the System G38 will be an environmental plus since it uses H-UV. We will configure the press with a sheeter.



Kyobo Printing & Book

K O R E A

Yeo-Byung Lim, President

Today's printing industry is undergoing tremendous change. I came to IGAS to learn about current trends and the future of the industry. I am particularly interested in the Lithrone GX40RP, which I plan to install in the new factory we are building. The Korean industry faces a shortage of experienced operators and difficulty in recruiting new candidates. In Korea, working hours are being shortened by law, so without raising productivity, competitiveness will decline and sales will fall. We think that it is important to cut costs by investing in efficient, highly automated equipment to deal with this situation, and it also necessary to select presses capable of handling small lots of diverse products. We decided that the Lithrone GX40RP can maximize our productivity and plan to install it for printing educational materials and books, which are our key products.

Bulckens aims for bright future with Komori

Belgian printing house Bulckens has been making some significant investments lately. The company – also known as ZwartOpWit for its online domain name – installed not only a fully equipped eight-color Komori Lithrone G40P perfecter with H-UV but also the very first Komori Impremia IS29 sheetfed UV inkjet digital printing system in mainland Europe. CEO Manu Lemeur is confident these investments, totaling some 4 million euros, will be worth the money: “We always focus on opportunities.”



“We have pioneered new technology before,” says Mr. Lemeur about his decision to invest in a brand new B2 sheetfed inkjet press. “We know what it is like, having to learn from experience. It’s not always the easiest way, but it does bring us an advantage over competition.” His vision and approach to the market stem from the fact that he was

not schooled as a printing professional but actually studied economics: “I don’t like to get emotionally involved when it comes to investing in technology. I prefer to have a rather rational and practical approach to such matters. Komori, and its Belgian



distributor Albyco, understand this way of thinking. By putting a real effort in getting to know what drives this company, they were able to come up with solutions that exactly fit our needs.”

Taking business online

Lemeur took charge of the Bulckens company in the 1990s, after his parents sold their publishing business to the Belgian publishing house Roularta. It proved quite a challenge to transform the remains of the company, employing 15 people at the time, into a true printing house, recalls Lemeur. He started investing and pioneered new ways to bring in additional print volumes: “In 1999, we were one of the very first printing houses to deploy the internet as a communications and sales channel.” This was also the moment for him to claim the ZwartOpWit.be (‘BlackOnWhite’) domain name: “Remember, this was still in the pre-Google era. So it was very important to have a catchy name to stand out. Ever since, we’ve operated under both names.”

Ahead of the competition

The company has prospered: it now employs over 85 people. “These people are very important to me,” says Lemeur. “I put a lot of effort into creating optimal working conditions. Employees who take pride in their jobs are key to building a successful business.” Running a number of sheetfed offset presses and a range of finishing and

embellishment equipment enables the company to offer a broad portfolio to its B2B customers. Lemeur had already invested in a large-format UV inkjet in 2007: “Again, we were well ahead of the competition. This has brought us a wealth of knowledge and experience over the years, all of which we can now use to our advantage!”

On the right track

After installing an eight-color Lithrone G40P featuring H-UV curing, Lemeur decided to become the very first printing house on mainland Europe to put in the Komori Impremia IS29 sheetfed UV inkjet digital printing system: “We tested the machine quite extensively before we made our final decision.” Bulckens has gone through a learning process since installing the inkjet press, putting its knowledge of UV inkjet to good use. Also, support by Komori has been outstanding, says Lemeur: “Although inkjet technology is pretty much mature by now, it still remains quite a challenge of course to print a perfect picture in full color at a running speed of 3,000 sheets an hour.” He sees huge opportunities for the Impremia IS29 to create added value on paper and special substrates: “I am very pleased with the route we’ve taken. It is an important step toward a bright future.”

Heading for **tomorrow** with the Impremia IS29

Fukuhaku Sogo Printing started out in 1929 as the Fukuhaku Printing Office. The company expanded in partnership with manufacturers and in 1970 became the first in Japan to install web offset presses for commercial printing. In addition to printing, Fukuhaku has recently broken into the IT visual solutions business. In July 2017, the printer installed an Impremia IS29 29-inch sheetfed UV inkjet digital printing system to create new printing business. *On Press* spoke with Chairman Junichi Mizuuchi and Plant Manager Eijiro Fukuhara.



Junichi Mizuuchi, Representative Director and Chairman

In 2010 Fukuhaku installed a 40-inch four-color Lithrone and a 26-inch four-color Lithrone, both equipped with H-UV, in response to greater demand for short runs of many diverse items and short turnarounds. The three machines – the two H-UV presses as well as a conventional five-color Lithrone 44 – are all sheetfed offset devices. Up to now Mr. Mizuuchi has been skeptical of digital printing systems.

“People on the shop floor and in the sales department were

asking for an inkjet machine, but I said no because, in addition to the cost, I thought such systems were useless due to the quality,” says Mizuuchi.

So why did he change his mind and install an Impremia IS29 sheetfed UV inkjet digital printing system?

“Previously almost all of our work has been long runs. Sales were increasing, but competition was so cutthroat we were forced to cut our prices. With short runs, on the other hand, charges are so much per job, so there isn’t the competition that exists when charges are calculated by how much per sheet. Since we didn’t have any machines for short runs, we started to consider a digital machine. We trust Komori, so we decided to purchase their latest model, the Impremia IS29,” says Mizuuchi.

Fukuhaku asked Komori to modify the machine when they installed it. “Thanks to these improvements, I think we have the best print quality in Japan,” says Mizuuchi. “When printing with the Impremia IS29, although there isn’t as much gloss as with offset since there is no impression, the colors are clear and beautiful. I was amazed that it was possible to print such good work. The first thing we printed was a PR poster that featured dark-to-light gradation. It would have had ghosting and roller marks if printed with conventional offset. What’s more, since it was a short run in multiple languages, it required all of the colors to match. With the Impremia IS29, this was a one-shot job. There’s also no need to worry about changes over time. Sheets are printed one at a time and additional printing can be done with the same colors. I don’t think any other machine is capable of this.”

Key features: front/back register accuracy and wide color gamut

Plant Manager Fukuhara of the Manufacturing Division’s Katakasu Factory assesses the Komori system: “What makes the Impremia IS29 so much better than its competitors is its extremely high front/back register accuracy due to paper transport with grippers. I feel that the color gamut it can reproduce with four colors is exceptionally wide – broader than offset.”



“For production of a sample from this system, we showed output of 35 DIC colors and 49 Pantone colors using four-color process in one pass.”

Eijiro Fukuhara,
Plant Manager of the
Manufacturing Division,
Katakasu Factory



“I want to use the Impremia IS29 to create new communication.”

Kenji Hara, Representative Director and President

Wider range of and more interesting work with Impremia IS29

Mizuuchi plans to use the Impremia IS29 to attract new work, saying, “We launched an IT visual solutions business and set up a media production department, and it has been in the black for the past few years. Sales for this department are not limited to IT. If a customer wants to take part in an exhibition, for example, we can take care of everything from preparation of the booth to the uniforms.”

“Our future sales depend on taking advantage of the Impremia IS29’s wide color gamut and agility. Since the Impremia IS29 can use any paper and does not require further processing, it can produce a great variety of products. Creating sales promotion items for small shops is just one possibility. I enjoyed working in sales because you’re free to do anything. I expect our employees to take the capabilities of the Impremia IS29 to the limit.”

Fukuhaku will expand its sales potential considerably with the opportunity presented by the Impremia IS29.

Fukuhaku Sogo Printing interview video is shown on Komori’s special site. See page 35.

Xiamen Hongluyuan: Progress through values and growth

Xiamen, formerly known as Amoy, is a long-flourishing seaport in southeastern China. Today the scenic beachfront city surrounded by mountains and sea is a relaxing locale that is home to a species of egret and one of the rising stars of the printing industry.



Mei Guangming, President

Compared to many of its competitors, Xiamen Hongluyuan Printing Company is an up-and-coming enterprise, eager to make its mark in the industry. President Mei Guangming radiates confidence and works with single-minded determination.

Founded in 2006, Hongluyuan started out with just two employees. The company now has about 50 employees and a 10,000-square-meter plant. For print production, it operates a four-color Lithrone G29, a four-color Lithrone G37 and a four-color Lithrone G46.* Its work consists mainly of

magazines and books, high-end catalogs and paper cartons.

Trust and honesty are the management ideals that Hongluyuan has followed unflinchingly. The company puts these qualities first in dealing with customers and employees. Among the clientele are some of China's most well-known companies as well as many small manufacturers. What's more, numerous customers have evolved from

partners into friends. "Many of our clients have long relationships with us and have become old friends," says Mr. Mei. "They know that they can depend on our quality and service."

The printer's strong values and relationships have secured the firm a solid reputation. And because Komori's values matched the traits that the printer fostered, Hongluyuan in 2012 invested in the four-color Lithrone G29. The Lithrone quickly earned high marks from customers. Three years later, the company purchased the four-color Lithrone G37 to keep up with growth, and in 2018 installed the latest high-performance four-color Lithrone G46. These three Lithrones, commissioned within the space of a few years, now form the backbone of the company's print production facilities.

Choosing Komori and growing nicely

"I first chose Komori because I'd heard they delivered relatively high cost performance," says Mei. "After seeing the Lithrone demonstration at the 2011 Print China show in Dongguan, I purchased the Lithrone G29 with almost no hesitation. I soon found out that I'd made the right choice. The arrival of the Komori machine brought about a large increase in our turnover and drove our growth. When it came to efficiency and service, Komori's performance was excellent. We were very satisfied. Therefore, we followed up with the Lithrone G37 and the Lithrone G46.

The Komori press did not disappoint Hongluyuan, where quick, accurate and decisive are watchwords. The speed, production efficiency and unmatched print quality of Komori machines were recognized by many customers, who soon directed their work to the printer. When producing high-end catalogs, books and magazines as well as packaging, customers' demands are extremely high. It's critical to not only reproduce color perfectly but also meet turnaround times and price requirements.

"The Lithrone G46 that we installed quite recently delivers incredible performance and gives us a decisive edge," says Mei. "It features a maximum sheet size of 872 x 1,160 mm, a sheet thickness range of 0.04 to 0.8 mm and a 15,000 sph maximum printing speed. These specifications give us a tremendous advantage in package printing. It's my weapon of choice for breaking

"Compared with the 102 cm and 92 cm presses on the market, the Lithrone G46 provides twice the productivity. It's really a productivity monster! We had high hopes and we're totally satisfied."

Mei Guangming, President

through in the packaging market."

"With the new Lithrone G46, staffing and space costs have been reduced to half of previous levels, so the running cost is economical. The costs of consumables such as PS plates and electricity have been cut while productivity is much higher. Compared with the 102 cm and 92 cm presses on the market, the Lithrone G46 provides twice the productivity. It's really a productivity monster! We had high hopes and we're totally satisfied."

According to Yu Gaijun, chief operator of the press, "One Lithrone G46 provides the productivity of two full-size presses. It is very efficient. Moreover, it's easy to operate, and the smart software integrated in this press boosts productivity. It's a high-spec machine, indeed."

Looking ahead

Brimming with optimism, Mei says, "I saw opportunity in the printing industry and joined Xiamen Hongluyuan mid-career. Once you set foot in this business, you have to do your best, no matter what difficulties you face. Right now we're running several Komori presses, including the Lithrone G46, and we intend to build core competitive strengths."

The company is determined to make an impact in the Chinese printing industry and create a new legend. Keep an eye out for this one.

* The Lithrone G46 is sold in China.



First in **complex** packaging based on individual solutions

Nosco is a full-service packaging solutions provider serving more than 400 customers across the healthcare industry. Headquartered in Gurnee, Illinois, the company is a subsidiary of Holden Industries, Inc., a 100 percent employee-owned company. Nosco finds value in a business model that results in virtually all employees “owning” the business – with a vested interest in creating extremely satisfied customers. And it is a model that is working.



From left: Clark Scherer, Director of National Accounts of Komori America; Melissa Cross, Quality Engineer of Nosco; Chris Rauscher, Director of Operations of Nosco

With over 110 years of experience, Nosco enjoys a loyal customer base that includes a roster of leading companies in the personal care, natural health, pharma and confectionery markets. This loyalty stems from the company's ability to understand its customers' packaging challenges and

deliver innovative, customized solutions that are always supported by excellent customer service.

Internally, Nosco is committed to continuous improvement as well, working every



day to optimize efficiencies related to supply chain, cycle time and lean initiatives. Every investment Nosco makes requires a thorough understanding of value, total cost of ownership and product lifecycle – and that includes the printing presses that it chooses to produce great packaging solutions. In 2017, the company made two acquisitions that added even greater capacity, and with these acquisitions they inherited two Komori presses in operation. The management team at Nosco was immediately impressed with the low maintenance, minimal downtime and productivity performance of the Komori equipment. Hence, in 2018, when it came time for the company to invest in new press technology, it was a Komori six-color Lithrone GX40 that was chosen over competitive machines being considered.

“We looked at several options, even some used options. We chose a new Lithrone GX40 largely because Komori's value proposition is aligned with an industry where the product lifecycle is changing rapidly – and that was very important to us,” said Russ Haraf, President of Nosco. “You are no longer making a 20-year investment in technology because it isn't cost effective. The older presses can't keep up. A company must continuously improve efficiency to keep pace in this industry. Komori gets that and advances its technology to stay in step with a bar that keeps getting raised.”

Customers at Nosco partner with an entire team devoted to developing a color-accurate folding carton project – no matter the run size. The company's packaging engineers work to meet a client's specific needs, providing CAD services, graphic design, packaging line services and serialization capabilities. And with the Lithrone GX40, Nosco has a powerful platform to meet clients' needs. It is designed with the leading-edge technologies necessary to achieve significantly shorter makeready times. Energy consumption has been reduced considerably by using modern eco-drive motors and DC blowers – vital for carton production. In addition, the press's

overall efficiency equates to a dramatic reduction in cycle times and paper waste.

Moreover, the 40-inch multicolor press delivers high-speed printing with great stability, making it possible for Nosco to run high-quality print on paper boards and synthetic substrates ranging from 0.008 to 0.032 inch (0.2 to 0.8 mm) to meet complex packaging requirements.

“We have aggressive growth targets, and with this press we are able to meet them. Since purchasing the Lithrone GX40, the company has seen a 15 percent increase in capacity from the press it replaced without any additional direct labor,” said Chris Rauscher, Director of Operations at Nosco.

Support that fosters productivity and growth

Other significant productivity improvements have been noted as well. In addition to extremely stable printing at the 18,000 sph maximum printing speed, even with heavy stock, the Lithrone GX40 delivers both exceptional print quality and enhanced agility for color changeovers. Both high-end print quality and speed are particularly important to Nosco, and Mr. Haraf reports the Lithrone GX40 is easily handling the challenges of the sophisticated carton printing applications Nosco delivers.

Haraf also notes that being able to access Komori America's Komori-Kare 24/7 service team shortens lead time for the parts and supplies needed to stay at top performance. “Komori's open platform allows quick and widespread access to parts and supplies, and enables us to do a lot of our own maintenance, improving uptime reliability,” says Haraf.

Three tenets are the core on which all Komori products are based – product reliability, outstanding print quality and substrate flexibility. The Lithrone GX40 is delivering on all three for Nosco, expanding its ability to take advantage of a package printing market that continues to grow.



From top left: Raul Domingez, Gary Johnson, Jesse Meyer, Kevin Wierzbicki; below from left: Rich Anderson and Ivan Cepeda



Komori Web Offset Systems Eye the Future

Komori Europe web specialist Tony Carter talks about the state of play in web offset printing.

“Komori is often underrated as a major player in the web market but has remained the world’s number one supplier of 16-page and 32-page commercial web presses for many years, with a global installation rate currently running at over 20 presses a year, so we feel well placed to provide insight on the current web marketplace.

This market has undoubtedly undergone considerable change over the last 10 years. True, the overall market for web print is somewhat smaller than it was. But conversely, there are fewer players in the market, there’s more short-run web work, and technology has advanced. So web printers can operate on a level that is commercially attractive for them and for their customers.

The winners are the web houses utilizing streamlined, versatile technology equipped to handle the booming shorter run market and, at the same time, cater to the equally demanding long-run publishing and direct mail business.

For those in doubt about the stability and potential of the web market, witness Komori web printers as far afield as Spain, Turkey, Norway, Latvia and the UK who have experienced growth sufficient to add further commercial web presses to their production portfolios over recent years.

Because of Komori’s strengths and wealth



Tony Carter

Tony Carter has been with Komori since the formation of Komori Europe in 1984, operating first as service manager, then progressing into web sales for Komori across the European continent and beyond, gaining an enviable wealth of experience along the way. Now Komori Europe’s Director of Distributor Sales covering the full Komori range, he additionally continues to be regarded as Komori’s European web guru. So, his views on the web market carry unprecedented authority.

of experience across diversified print markets, our R & D activities have continued relentlessly despite economic fluctuations around the world. Indeed, Komori continues to be at the forefront of technological breakthroughs.

A shining example is the outstanding Komori H-UV fast curing system, where we can genuinely boast the adage: we lead, others follow! Orders for more than 900 sheetfed presses incorporating this proven energy-saving instant drying process have already been received, and H-UV has now been developed by Komori for our web systems. The effects are revolutionary – the most significant being the total elimination of any need for a hot air dryer.

Seventeen web systems equipped with in-line H-UV curing are already installed in Japan, providing a myriad of previously unattainable benefits, including instant drying on both sides of the sheet without paper expansion, contraction or distortion. Print quality and print appeal are enhanced, and the footprint is the same as for a B1 eight-color sheetfed long perfecter.

Those already printing with System G38 H-UV equipped web presses will agree that its productivity enables them to challenge markets once the domain of the sheetfed printer. It provides a true bridge between sheetfed and conventional web offset print and really stands as an example of the Komori ideal of Innovate to Create.”

Twin System 38S Webs for Turkey’s Ertem Printing

Ertem now provides a one-stop turnkey operation under one roof for clients worldwide, including blue chip publishers such as *National Geographic*, Cambridge University Press, Walker Books, and Klett Publishing. The bulk of its workload comprises top-quality books for children’s leisure and education, university publishing, fiction and nonfiction books, catalogues and newsprint.

This year Ertem made a mega investment in two Komori System 38S 16-page web presses. Their first two Komori machines were installed simultaneously at its purpose-built facility in Turkey’s capital, Ankara, where it employs over 350 personnel.

Founder Mustafa Ertem explains the rationale behind the move to heat-set web and the selection of two Komori 16-page presses, purchasing both in the same timeframe: “It was initially a customer-driven investment. The Ministry of Education in Turkey decided to produce its educational books on coated paper. Several other customers followed suit, including those who sell educational books to private schools.”

“We checked on all the suitable commercial heat-set webs, which is new territory for us. The combined benefits

of Komori’s reputation and reliability in this field and our long-standing excellent business relationship with Aras Grup, who have always supplied us with great service, put the System 38S at the top of the list. Aras and Komori provided us with the opportunity to take a very close look at a similar Komori 16-page web in Brazil, where we were able to put our own work on the machine. The results confirmed that the System 38S was right for us. We believe Japanese technology is the most advanced in the world, with even the smallest details considered to ensure that the machine and print quality are as close to perfection as possible. And that’s certainly true of the System 38S,” he adds.

“Our desire is to produce high quality books for students, and the Komori System 38S webs give us the quality and capacity to extend our educational print business even further afield internationally. Educational book production tends to be seasonal, but outside the peak times, our new production facilities will enable us to produce more insert and brochure print for the advertising and promotional markets, where very fast turnaround time and high quality are of paramount importance,” Ertem says.



Ertem, Turkey

Ertem Printing was founded in 1986 by Mustafa Ertem who, after working part-time as a typesetter to help finance his university studies, bought a Gestetner duplicating machine to print small jobs for his clients — and has enjoyed continued growth for 32 years since then.

From left: Hamdi Kaymak, Managing Director, Aras Grup, and Mustafa Ertem, Ertem’s Founder



From left: Tom Norland, Founder and CEO, and Paul Loyning, Managing Director

Third Komori System 38S 16-page Web for Ålgård

In a massive 12 million euro (14 million U.S. dollar) investment, Norway's Ålgård Offset has doubled its factory space, adding a new 5,000-square-meter production extension into which it has installed its third Komori System 38S 16-page web offset press. Like the previous machines, the first of which was installed in 2003 and the second in 2009, the new four-color System 38S has a 625 mm cut-off, web width of 965 mm, and a double-chopper combination folder that delivers a multitude of different folded

Ålgård Offset, Norway

Established in 1980, the 25 million euro (29.5 million U.S. dollar) turnover company takes its name from the town in which it is located, close to the North Sea coastal city of Stavanger and 500 kilometers from Norway's capital Oslo.

products. The new System 38S also has Komori's latest automated systems including Full-APC Automatic Plate Changer and the self-learning KHS-AI Advanced Interface for short makeready with its one-step register adjustment, color matching and folder adjustment.

Magazines make up almost 40 percent of Ålgård's work, with direct mail contributing a similar volume. Run lengths average around 50,000 but sometimes exceed a million, although these longer runs often involve regional copy changes.



Believing in print

Three years ago, with its two 16-page System 38S webs running constantly at full capacity, Ålgård needed to examine what the web market would have in store over the long term. Founder and CEO Tom Norland explains: "We run with the slogan 'Print isn't everything. It's the only thing!' From that, you can see that we truly believe in print! The Norwegian market is still big – even with a lot of production going outside the country. With the best equipment, high automation and additional capacity, and with web reels always available from our big paper store, we knew we could hold down our production costs and attract a substantial volume of that work back to Norway."

"We knew we needed to stay with the 16-page format. Naturally, we spoke to other web press manufacturers, but we've always been able to rely on our two 16-page Komori webs to deliver consistently high quality with fast changeovers and very little waste. Training and spare parts availability and our operators' knowledge made it a simple decision to continue with what we consider to be the best 16-page press on the market."



Ålgård movie
<https://youtu.be/BQGPnzHVDH4>

With our new System 38S changing all eight plates within two minutes and delivering 60,000 16-page sections an hour, we now have the flexibility to turn around both long- and short-run work even faster than before."

Says Managing Director Paul Loyning: "The enormous reduction in Norway's quality print capacity over the last five years has contributed to the need for print buyers in our country to buy elsewhere. Fifteen years ago, there were over 10 heatset printers in the market here. Now we're alone in this country, but certainly not across Europe. Our rationale in investing in our new building and the new Komori was that the investment would ensure that we become competitive enough to reduce the import of print into Norway and also attract work from other Scandinavian countries such as Sweden and Denmark."

"Three compatible System 38S webs that can be run in tandem undoubtedly give us more scope to adjust and adapt job scheduling, making us more competitive on magazine and catalog runs as low as 3,000. Plus, we have all the necessary production facilities in-house, such as UV curing, stitching and perfect binding, to complete production swiftly and efficiently. Even more so now, as we can print our own covers internally at the new Kando Print development, where we've recently installed the eight-color Komori Lithrone G40P perfecter with the remarkable H-UV curing system. With this on-site facility working three shifts and able to feed our finishing department with instantly dry covers, we're tightening delivery times even further."



K-Supply
K-Supply H-UV Ink

Australia's Prism Printing Feels the **Kando** in H-UV Ink

Located near Melbourne, Australia, Prism Printing started out with a single-color press and now operates four Komori Lithrones. The printer runs K-Supply H-UV ink in its latest press, a four-color Lithrone G37 H-UV, and is reaping significant benefits.



Andrew McHenry, Operator

on matt stocks, the operator has more time to plan his next job. The consistency of the ink allows the operator to reach and maintain ISO standards throughout the run with no ink misting issues.

Prism Owner Greg McHenry says: "The four-color Lithrone G37 press and K-Supply ink have enabled us to retain work in-house that previously would have been sent out to screen printers. We have successfully printed on plastic, vinyl and silver foil board with instant drying."

"In a very short time, we have been able to grow our business simply by having the benefits of an H-UV press. Our expectations of Komori and its K-Supply ink have been of the highest standards. The investment we have made in this press had to give us instant benefits. After six months, those expectations have been not only met but exceeded. We could not be happier with our decision and the complete package."



Prior to the installation of the Lithrone G37 H-UV press, Prism often had issues with drying time on short-run jobs. There were also problems associated with spray powder as well as scratches and marking with short-run double-sided work. In addition, matt stocks and other ordinary offset stocks would often cause major issues in the binding area, with slow ink drying causing difficulties in meeting short turnaround times.

The acquisition of the Lithrone G37 and printing with K-Supply H-UV ink have allowed Prism to become more competitive thanks to the complete elimination of drying time. This change let the firm retain its A2 market while expanding into the A1 market with its existing client base.

The finishing side of the business also improved dramatically with the elimination of spray powder. Short double-sided jobs are now once again profitable, especially on art board.

Prism recently produced 250 double-sided A1 posters with heavy ink coverage. After a 60-sheet makeready on the press, the job was printed on both sides, guillotined, packed and ready for shipment in just under 30 minutes, with complete matching of ISO density and dot gain standards.

The Komori Lithrone G37 and K-Supply H-UV ink have made the job much more enjoyable for press operators. Since there are no powder issues, no marking or scratching, and no need for a matt sealing varnish

KGC

KGC-E Training: In-House and In **Depth**

One of the focus points of Komori International (Europe) is to support our customers by offering tailored solutions. To bring customer support to a higher level than ever before, an in-house training for the Komori sales staff was held at the Komori Graphic Center-Europe.



The emphasis of this training was on the software solutions Komori offers. KHS-AI, PDC-SX and SG, and related software are more and more known within pressrooms around Europe, which leads to more in-depth questions than ever before. "We are always striving to increase our level of service. This time our training combined theoretical knowledge with practical aspects. We had interactive presentations

as well as demonstrations by print instructors at KGC-E of the capabilities of software and updates," says Richard Gilbertson, Director of Service Operations for Komori Europe. "By organizing an in-house training where we have the chance to really zoom into the systems, we strengthen the knowledge of our staff, who consequently will be able to advise our customers better and better."

Peter Minis, Komori Europe's Marketing Manager, adds: "We have received several requests for this in-depth training course within our own organization, which shows that there is an eagerness to learn and therefore give even better advice to our customers and distributors. This training was very interactive

and sparked a discussion between participants on several subjects. Our sales staff cares about our customers and wants to advise them on their best options."

Mr. Gilbertson adds: "In the field and in our branch offices, we have a team whose skills and expertise are vital to our goal of exceeding expectations – in both printing technology and customer support."



Postpress/Cutter/Apressia CT137

Shiv Offset **Opts** for Komori Programmable Clamp Cutter

Since 2001 this packaging printer in Central India has been providing multinational companies and export clients with high quality printing, growing from a small printing unit into one of India's leading manufacturing and export companies. Shiv Offset has now bolstered its postpress setup by installing a Komori Apressia CT137 cutting system.



Jiten Shadija, President

productivity and allowing even semi-skilled operators to run it with great accuracy. In fact, we have decided to order one more machine this year."

Shiv Offset concludes: "Komori's support and the Apressia CT137's cutting-edge technology have won totally positive feedback from the plant manager and our operators. And our customers have been happy with timely deliveries."



Shiv Offset, located in the city of Indore, Madhya Pradesh, runs a wide range of modern equipment from Japan and Germany in its plant, and Komori offset printing machines have a special place in its production setup. In fact, Komori has designated Shiv Offset a valued packaging partner.

The company's simple yet effective strategy for meeting customer requirements has driven its consistent growth and created value for its clients. Its vision is to become 'the World's Most Reliable Printer.' Understanding customer needs, nurturing long-term relationships, targeting the pharma industry and converting ideas into experiences

are the company's techniques for realizing this ambition.

Recently Shiv Offset's increasing clientele and output revealed the need for a new cutting machine, and the printer selected the Apressia CT137 Programmable Hydraulic Clamp Cutter as the right solution. Although the company considered and compared products from other companies, the Apressia CT137 was found to be the best option. The printer says, "The decisive factors in making our selection were the machine's heavy-duty performance capabilities, easy programming and effortless operation." The printer adds, "This installation solved our outstanding issues by increasing

KOMORI

Apressia

POSTPRESS NOTE

CHOOSING THE MATERIAL FOR A CUTTING MACHINE KNIFE

The printing industry has closely examined the combination of material and cutting-edge angle that offers the maximum sharpness and durability of the knives used in cutting paper. The use of high-speed steel for the cutting edge of the knife in flat cutting machines has decreased noticeably, and now cemented carbide alloy is primarily used due to its hardness.

The hardness of high-speed steel is lower than that of cemented carbide alloy, but because of high-speed steel's tenacity, it is easy to process work at an acute angle when it is used as the cutting edge. Depending on the characteristics of the paper, cutting is sometimes smoother with high-speed steel than with the alloy, although the sharpness of high-speed steel is not long lasting.

While cemented carbide alloy provides hardness, it is known to chip easily. The quality, however, has significantly improved in recent years.

A variety of papers come to the worksite every day for cutting. And because of the increase in short runs of many different items, more clients are particular about paper. Paper grades offering strength and surface processing are become even more diverse. Additionally, since some recycled paper poses difficulties when cutting, an increasing number of users feel the knife's sharpness is lost more quickly than in the past.

Although changing the knife each time to match the paper grade would be better if possible, it would adversely affect working efficiency. There is now a wide variety of knives compatible with a wide range of paper grades that do not require using different ones for different jobs.

Whether the cutting edge is sharp or not depends not just on the paper grade but also on many other conditions, such as the direction of the paper grain, the temperature and humidity around the cutting machine, clamp pressure and the number of sheets cut at one time. Talk with Komori

about selecting the knife and setting peripheral conditions to ensure optimum cutting.



Paper cutting knives

AWARD FOR CURRENCY PRESS

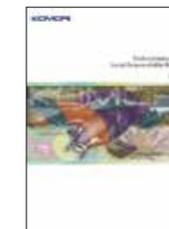
The Komori CURRENCY NV32 Combination Multiprocess Numbering and Varnishing Press for banknote printing has been awarded the 2018 Excellence in Currency Technical Award by the International Association of Currency Affairs (IACA). Inaugurated in 2014, the IACA Excellence in Currency Technical Award is a prestigious prize given to the technical development that is predicted to have a major influence on the banknote printing industry. In 2018, five finalists, including anticounterfeiting technologies developed by state and private printworks, were selected from 24 nominees. Komori received the award as possessing the most outstanding technology of the five final entries.



IACA 2018 Technical Award

ENVIRONMENT REPORT RELEASED

Komori Corporation's Sustainable Development Goals (SDGs) are introduced in the 2018 Environmental and Social Responsibility Report. The SDGs consist of 17 objectives for 2030 related to economic, social and environmental issues common to the international community. The Komori Group is working constructively on relevant goals with the objective of 'becoming a customer kando company building a sustainable society,' and is contributing to the implementation of a sustainable society. The Komori 2018 Environmental and Social Responsibility Report can be downloaded from the Komori website.



Komori Environmental and Social Responsibility Report 2018

Tasteful Komori Packaging Experience a Success

KOMORI PACKAGING EXPERIENCE DAYS

Utrecht, The Netherlands



Part of the blend: Coffee tasting

The latest Komori International (Europe) event, the Packaging Experience, was held in Utrecht, The Netherlands, on May 16 and 17, 2018. Over the two days, roughly 250 visitors from over 35 countries showed up at the Komori Graphic Center-Europe (KGC-E). The Packaging Experience was specifically aimed at packaging printers – with a brand-new machine that is perfect for their printing jobs.

The star of the show was the newly installed six-color Lithrone GX40 press with coater. During live demonstrations, Komori showed an array of automation features by producing several coffee packages. The jobs were a perfect fit for the event's 'coffee' theme. Every printing job matched the theme, with several packaging materials printed during the two-day period.

Multiple postcards were printed beforehand and used in giftbags, some in a specially printed box. A special coffee-scented ink was used to produce a poster smelling like real coffee. The theme was further incorporated into giveaways as well as catering. For example, coffee mugs were handed out at the reception, pie and cookies were available, and inside was a coffee tasting experience.

Recently, Firstan, a printer in the United Kingdom, added a Lithrone GX40RP to their lineup. A previously recorded video highlighted the new opportunities the perfecting press offers to Firstan, supported by footage from the actual press room.

Peter Minis, Marketing Manager of Komori International (Europe), says: "We are very happy with the number of attendees and the broad



Smelling coffee-scented ink

geographical balance. It shows how diverse Komori International Europe is, especially with our distributor network. We see the number of visitors and level of interest as confirmation that Komori has established an intriguing solution portfolio for the packaging industry. The new Lithrone GX40 gave us the opportunity to show visitors what Komori offers when it comes to high-quality carton and package printing. By integrating the Highcon Euclid IIS, we were able to show what finishing can do to add even more value to the package print industry. The connection with Firstan in the UK allowed us to bring the Lithrone GX40RP into the event as well."



Visual Experience during Print4All

PRINT4ALL

Milan, Italy

EXPERIENCE
KOMORI
GRAPHIC CENTER
EUROPE HERE



The very first Print4All was held in Milan at Fiera Milano from May 29 to June 1, 2018. This exhibition combines Converflex, Grafitalia and Inprinting, which were formerly held separately. Focusing on packaging and printing, Print4All promised to be a perfect opportunity for Komori Italia to display its product portfolio and printing opportunities and to show off Komori Graphic Center-Europe to the visitors.

Unless customers actually come to Komori International (Europe) in Utrecht, The Netherlands, it is difficult to give them an impression of the Komori Graphic Center-Europe (KGC-E). At Print4All a virtual reality tour was offered for the very first time. This interactive tour showed a full 360° view of the showroom, including all current equipment and samples. Shown on a smartphone that is placed in a Google Cardboard viewer, exhibition visitors could "walk" through the showroom. By focusing on a blue hotspot, they could move to another area of KGC-E. By focusing on a sign on the press, they were able to access videos that highlight a feature on that machine.

The first Italian sale of the Impremia IS29, which will go to Loretprint in Milan, was announced at the show. This news plus digital printing specialists and samples at the exhibition led to further Italian interest in the Impremia IS29.

Highcon Engage VIP Event at Komori America

KOMORI AMERICA OPEN HOUSE

Chicago, U.S.



Komori America hosted the Highcon Engage VIP event at Komori Graphic Center-America, where a full house came to hear how digital technology can help grow business. Komori demonstrated the power of the Lithrone GX40 and the Impremia IS29. Output from both Komori

machines was used to showcase the Highcon Euclid III's ability to cut and crease using laser technology.

Guest speakers included Brand Packaging and Innovation Consultant Mike Ferrari, President of Ferrari Innovations, who spoke to the audience about Accelerating

Growth in the Digital Economy, and Ricardo Garcia, Vice President at Hera Printing Corp., who discussed how the Highcon Euclid III has impacted his business and allowed him to grow and provide services he was unable to offer in the past.

The event wrapped up with a panel discussion with representatives from Prairiefire Communications, a design firm, Hera Printing and Highcon, followed by an audience Q & A session.



NEWS RELEASE

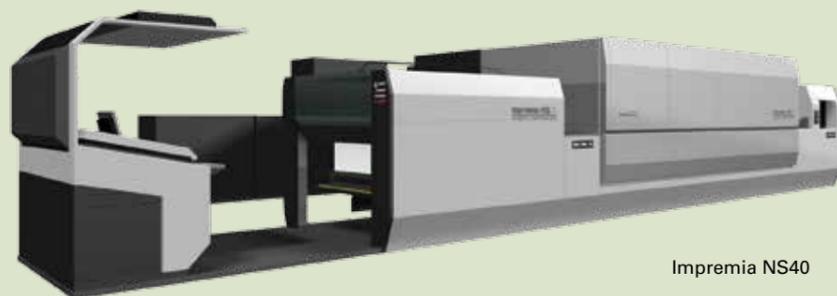
Field Testing of Impremia NS40 Set for Spring 2019

On August 1, 2018, Komori announced plans for field testing of the 40-inch Impremia NS40 sheetfed Nanographic Printing® System in spring 2019. Regular sale of the product will begin by the end of 2019.

The Impremia NS40 incorporates convenience and the wide gamut printing features of digital printing. It achieves excellent productivity in commercial and other segments, printing with a maximum printing speed of 6,500 sph. Aiming at higher reliability, stability and ease of use, the printing system will incorporate Komori's unique control technologies.

The Impremia NS40 was shown in a technical exhibit at drupa 2016. Based on the license agreement with Landa Corporation and employing

its core Nanography® technology, Komori has been developing the system for more than two years.



Impremia NS40

Komori People

Pioneering Success in Mainland China

Wen Weijian
Assistant Manager,
Komori Hong Kong Limited



Just three months after Komori Hong Kong was founded, Wen Weijian joined the company. At the time, Komori Hong Kong provided service to foreign-capitalized Komori users in mainland China, and Wen was Komori Hong Kong's only service engineer. When the Komori brand was introduced in China, sales skyrocketed for a time. Unlike his loquacious colleagues in sales, Wen took a modest and quiet approach to his job of support and service. Diligent and careful, Wen stood out from others and won high praise from customers.

Having accumulated years of experience as a press operator at Astros Printing, Wen is thoroughly acquainted with printing presses. Once he joined the Komori team, he frequently headed to Japan

for further training. Many years have now passed since Wen was assigned to take charge of machine adjustment. During this time he has spent nearly every day in the plants of Komori users.

When Wen spoke with *On Press*, his sense of responsibility was obvious. He personifies Komori's kando ideal of service and management. On the job in user facilities, he is ready for any work and focuses on providing the best quality and finest service in the shortest period of time. As more and more Komori presses are commissioned in China and more printers become Komori users, Komori China is growing.

Now an assistant manager, Wen is close to Komori customers and his colleagues. Asked about working for Komori, he says, "It's great! I found a

job that I could be passionate about, and I've forged many friendships."

Away from the company, he is devoted to his family. Playing guitar and teaming up in a trio with his two sons singing is one of Wen's greatest pleasures. The family also enjoys exploring the wonders of the natural world.



Wen Weijian and family

Editor's Note

The IGAS 2018 theme of Innovate to Create refers to the shift of people from manufacturing to creative work. This means letting unmanned machines handle automated production and giving people creative assignments that will always be indispensable. Printers can strengthen their ties with creatives such as illustrators, photographers and designers as well as develop their own in-house talent. Aiming for a creative future, Komori together with our customers will develop solutions that create new added value.

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.



http://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, 2019

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



<https://form.k3r.jp/komori/op94q>



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Innovate to Create: IGAS 2018

Connected Automation Unleashed



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