

## ULTIMATE PRINT SOLUTIONS

### Feature

#### Web-to-Print Goes Global

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Online printing businesses are growing fast and making an impact. Pixartprinting and PressUP in Italy and Wuhan New Only Printing in China each have different visions and market approaches but all share confidence in the future as well as trust in Komori. The shape of tomorrow.



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Impremia IS29s in the U.S. and China, a Lithrone G44 UV/IR in Indonesia, the first Lithrone G37P in Europe, and a Lithrone G40 along with a Lithrone G44 in Thailand. Each printer has a tale to tell that reveals how the specifications match the application.



### K-Supply, KGC, Postpress

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Corlet in France depends on K-Supply inks, blankets and cleaning cloths for its eight-color Lithrone G40P. Also, a new look for KGC-E in Utrecht, The Netherlands, where the Apressia CTX cutting system is bringing Komori Connected Automation to the postpress arena. And the CTX115 goes to work at Daikoku Printing as well as in Postpress Note.



### Topics

#### Reintroducing Komori Banknote Presses

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Milestones: global sales of H-UV presses pass the 1,000 mark, and Komori acquires Shenzhen Infotech. Plus, the new Komori currency website reintroduces the Currency series of banknote printing presses, and the 30,000th visitor is welcomed to the Tsukuba Plant.



### Shows and Komori People

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High Security Printing Asia in Hanoi, Vietnam, Currency Solutions 2019 at Tsukuba, Printpack India 2019 in Greater Noida, India, the Innovate to Create Show 2019 at KGC-J and Expografica 2019 in Guadalajara, Mexico. Plus, an introduction to Philippe Carteron, PESP Consultant at Komori France.



# Web to Print VISIONARIES

—Innovate to Create—

The web-to-print model for printing companies is registering startling success around the globe. The secret of these ventures isn't hard to find. It's the same revolution that's transforming every realm of business and life: the Internet. The ability to order print on the web — with design, formatting, special effects and finishing on any substrate conceivable — is a dramatic change with enormous impact. This issue looks at two printers in Italy and one in China. Each has a unique approach, with different emphases and visions of the market. Their common thread is a commitment to bold change and allegiance to Komori equipment.



“Online shopping is now part of our daily lives. There are no conceptual barriers anymore but only established habits that can be overcome with knowledge.”

Vincenzo Cirimele, CEO



PressUP



“First of all come our customers. We base our decisions on their demands and needs. Our website is designed to make their shopping experience unique and effortless.”

Paolo Roatta, CEO



Pixartprinting



“To provide a place for customers to have a better experience and to raise productivity, the company decided to build a smart printing industrial park near Wuhan Tianhe International Airport.”

Zhou Yitao, General Manager



Wuhan New Only Printing

Setting records in just about everything

# Throughput: 3 Million Jobs a Year

Located on the outskirts of Venice, in Quarto d'Altino to be exact, Pixartprinting has been in the market for over 25 years and is now one of the most important web-to-print operations in Europe. The secret of their success is the 770 passionate and talented people who manage some 10,000 jobs a day, ensuring a yearly turnover of over 150 million euros.



Paolo Roatta, CEO

Pixartprinting currently holds a European record — the largest number of Komori presses configured with H-UV/LED curing systems on the continent.

The headquarters sits on an area of 35,000 square meters, and a constant flow of work ensures seven-day-a-week service for 750,000 customers throughout Europe. “Over the years we have grown,” explains Paolo Roatta, CEO, “to the point of joining, in 2014, Cimpress, a Nasdaq-listed world leader in mass customization. With more than 3 million products and over 50 new products each year, our catalogue is our weapon to respond to any type of communication need, from small to large format, from printing on paper to printing on wood, aluminum or PVC, and from packaging to exhibition stand outfitting.”

### A record in Europe

The European pioneer of online printing has no intention of slowing down the growth of the company, and so it continues to bet on one of its winning cards: production innovation. It is therefore no coincidence that Pixartprinting was one of the first printing companies in Italy to invest in new Komori machines equipped LED technology, which has revolutionized the drying process of printed matter. In fact, the entire market is closely watching this technology. But what were the

reasons behind this choice? First of all, the awareness that replacing traditional printing technologies would help eliminate drying times between printing and finishing for light paper and for coating on heavier paper. The elimination of powder in the pressroom is also seen as an opportunity to simplify the printing department cleaning process and overall operation.

Another advantage for Pixartprinting is the possibility to further extend the types of substrates in use, guaranteeing the same quality and production speed that is available today on standard materials. The LED curing system makes it easy to achieve what could be complicated or time-consuming without this technology.

Pixartprinting currently holds a European record. In fact, the Quarto d'Altino plant, which is also the company's headquarters, has the largest number of Komori presses configured with H-UV/LED curing systems on the continent. To be precise, four eight-color Lithrone G40Ps with LED curing, two conventional machines with standard H-UV retrofits along with three conventional Lithrones.

### Experimenting is in the company DNA

Pixartprinting has continually invested in cutting-edge solutions, thus winning the nickname of “small drupa” since they operate only equipment that is not more than three years old. All manufacturing processes are regulated by the strictest quality standards and more than 90 percent of customers are professionals, in particular printers who do not possess adequate technology or sufficient production capacity to meet the very tight delivery times that the market increasingly demands.

“We currently have more than 100 industrial machines installed here, and we are constantly growing,” explains Mr. Roatta. “We have not only advanced traditional and digital printing technologies but also a wide range of finishing solutions – lamination, creasing, cutting and binding.”

### Automation is key

“The automated systems we have installed over the years have enabled us to make processes faster and more efficient. Today, for example, the entire paper feeding system is automated as is the end-of-line palletizing for the small format.



Even for large format we invested to automate the packaging process for rigid panels, which not only removes a heavy burden from operators but also allows us to create more solid packaging for our products and, ultimately, a better quality of service for our customers,” Roatta says.

### The customer at the heart of the strategy

“First of all come our customers,” concludes Roatta. “We base our decisions on their demands and needs. Our website is designed to make their shopping experience unique and effortless. In our online shop, customers can view

the offer, select the products they need, proceed directly to the free quotation wizard, and start the order by uploading the print file. To guarantee assistance at every stage of the order, we also have a pool of 80 in-house consultants who respond to any question or problem. To date, over 50,000 printing companies throughout Europe have chosen Pixartprinting as their partner – from France, Spain, Italy, of course, the United Kingdom, Portugal, Germany, The Netherlands, Belgium, Sweden, Switzerland, Ireland, Austria, Poland, Russia and Romania.”

Covering the continent.

The H-UV curing system shapes quality at an Italian leader in online printing

# Lithrone G40s Power Up PressUP

The web-to-print market is growing fast, with positive results and optimistic prospects. The increase in the number of companies devoting themselves to this service goes hand in hand with the expansion of e-commerce, where the worldwide increase in users, the means used to access the Internet, and total turnover are impressive. Therefore, web-to-print can only be positively affected.



Vincenzo Cirimele, CEO

PressUP was born and developed as a pure tech company, focusing on a proprietary workflow customized to the needs of online sales channels.

In general, the trend is showing further growth, especially in the B2B sector. But to be fully in line with market expectations, operators in the sector must focus their attention on increasing marketing activities, expanding the range of products and services, and constantly improving and enhancing the technologies used.

It's precisely in this direction that PressUP is moving. Established in November 2010, the company has built its success story on the optimal combination of typographic know-how, an innovative web-to-print concept and the latest generation technologies.

### A tech company dedicated to excellence

"We are a relatively young company, and in just a few years we were able to establish ourselves among the leaders in Italy," says Vincenzo Cirimele, CEO of PressUP. "There is no doubt that our genesis is different from that of many other web-to-print players who have come online by switching from traditional printing operations. PressUP was born and developed as a pure tech company, focusing on a proprietary workflow customized to the needs of online sales channels. Among the assets

on which our identity is based, the devotion to excellence that we pursue with meticulous quality control throughout the supply chain is certainly a priority. This dedication ranges from customer care consulting to free verification of the print file and same-day delivery with our exclusive PressUP NOW service. Another of our distinctive features is our 'green soul,' thanks to which we achieved the prestigious FSC and PEFC certifications by complying with the highest standards of environmental sustainability. Operating as a global solution provider, we immediately realized the need to offer value-added online services driven by Komori H-UV offset printing technology and special print finishing."

### Our mantra: print quality, fast delivery and customer care!

Today PressUP has 75 employees, averaging 30 years in age, and over 100,000 customers throughout Italy who account for an average of 1,000 jobs per day. In the current fiscal year, the company turnover is expected to exceed 20 million euros. The company targets the B2B market and the historical core business is catalogues, magazines and books of every kind, all with

excellent printing quality. Over the years, PressUP has always added new products to its lineup with the aim of constantly enriching the range of online solutions. The printer has a particular focus on large-format printed products. "This market recognizes our human approach, which is reflected in our client-oriented practices," explains Mr. Cirimele.

"Selling online inevitably brings with it an impersonal business relationship that we manage to overcome in a distinctive way thanks to the consulting we offer through customer care and personalized management of special requests – going well beyond the pure e-shop portfolio. Ensuring that customers can rely on a technology partner for peace of mind and security is at the heart of our business strategy. This approach has been rewarding and translates directly into the exponential growth of the business. By focusing mainly on SMEs, we relate to stakeholders who do not always have the necessary know-how to use online services with full autonomy. They need to be guided and often advised, and in PressUP they find skilled professionals who provide prompt answers and solutions. In the near future, we plan



to further develop markets that are still untapped, starting a process of acculturation that makes our online printing service one of the top choices of anyone who needs to print. Online shopping is now part of our daily lives. There are no conceptual barriers anymore but only established habits that can be overcome with knowledge. The payoffs are speed, plus more efficiency, more convenience and more time to devote to one's own business. In the end, printing with PressUP has to be a pure pleasure," says Cirimele.

The other main differentiating aspects of PressUP are the timeliness

of its service and the quality of the printed matter. The company has the technological skills and technical expertise that are necessary to produce hexachrome prints, Pantone colors, special varnishings and special processes such as screen printing and drip-off. In a word, all the applications that can embellish printed matter.

PressUP has a total of 60 printing units in different formats and technologies, including two eight-color Komori Lithrone G40 H-UV 700 x 1,000 mm format presses.

Understanding the customer and meeting his needs pays off.

Two 8-color Lithrone GX40RPs drive fast growth

# Wuhan New Only's gang-run model

Today is truly the age of time and efficiency. Providing quality work with a quick turnaround brings maximum value to the company. Having made a fast response to customer orders its primary competitive weapon, New Only Printing is a genuine trailblazer in this arena.



Zhou Yitao, General Manager

Zhou Yitao, General Manager of Wuhan New Only Printing and architect of the gang-run commercial printing model

In the roughly 20 years since its founding, New Only Printing has evolved with market changes, adopted gang-run printing (multiple jobs in the same production run) as its new growth strategy and steered a single-minded course. Boosting turnover by 1,000 percent in just eight years, the company became a star performer throughout China. The key to this strategy is worth a look.

### Powering up through change and delivering top quality

New Only Printing was established in July 2000 in Wuhan, the geographic heart of the Chinese economy. At the outset, it concentrated on commercial printing and delivered printing services to advertising agencies and large corporations. With the rapid uptake of the Internet, General Manager Zhou Yitao forecast that printing industry growth would accelerate by using the power of the web. New Only Printing consequently began gang-run printing in 2011. Over the next four years, the company organically integrated gang-run and commercial printing using the web-to-print model. Now a mega commercial printer in central China with more

than 200 employees, the company has become one of the 'best 10' in Wuhan City. According to Mr. Zhou, New Only Printing's current business is mainly divided into 10 categories, and printed matter in each category is further subdivided. The principal printed products include business cards, cards, leaflets and catalogues, special-order printed products, PVC products, stickers, small packages and calendars.

### Needed for commercial printing: gang-run skill

From Zhou's viewpoint, the future beyond commercial printing is undoubtedly gang-run printing. He explains his rationale: "Have you ever imagined promoting yourself or your company using print for a cozy restaurant, a small gym or an individual. It's not a bad idea, but actually it can't be done easily.



Further, is it really possible for an individual to spend several hundred or several thousand yuan on printing a family album? The answer is obviously no. Gang-run printing was created to meet these needs."

"It is very difficult to expand a business when doing commercial printing aimed only at large companies. However, based on understanding print, judging future market trends and adopting many ideas from Internet businesses, New Only Printing concentrated on shifting to gang-run printing," says Zhou. He says the superiority of gang-run printing is threefold. First, it has changed printing from a process industry to a commodity-based industry. Second, the new production model of gang-run printing brings higher production efficiency and delivers products to customers with higher cost performance. Third, gang-run printing is higher-order thinking. In Zhou's view, gang-run printing will be the essential skill for commercial printers in the future.

The low cost, high efficiency and fast turnarounds of gang-run printing will stimulate consumption, and more people will want to create promotional activities using printed material. This will bring about a



LED UV is essential for commercial printing in the years ahead. UV curing not only benefits the environment but also improves printing and three dimensionality.

transformation of printing into a consumer goods industry. New Only Printing's gang-run flow is as follows: With a real shop as the relay, a completed printing document is sent to New Only over the net. New Only Printing receives the printing document, issues a job ticket, starts print production and makes delivery the following day. Currently New Only Printing has three order-receipt systems developed in house:

a CRM (customer relationship management) system, a gang-run production system, and an ERP (enterprise resource planning) system. Since the volume of orders is extremely heavy, the company has not yet fully developed its printing design business. New Only Printing's existing customer base consists of 20,000 accounts. More than 10,000 printing jobs are processed each day, making New Only Printing a



model for the application of Internet technology by traditional printing companies.

The most important thing in gang-run printing is adopting a new way of thinking. First, it is essential to accurately forecast market growth. Second is resolution – an unwavering belief that you are proceeding in the right direction. And third, courage. It is necessary to invest boldly by accurately judging the flow of work. Based on these three factors, New Only Printing increased its turnover by more than a factor of 10 in just eight years.

Zhou says, “Some people feel that market prices are depressed because of gang-run printing. Or that it is hard to be optimistic about the growth of the gang-run printing market. But I don’t concur with

these market reactions to gang-run printing. I’ve consistently believed that gang-run printing will increase. If quality should decline and prices rise, the industry would collapse. However, if quality improves and prices drop, consumer confidence will be stimulated. I believe gang-run printing will play this essential role.”

**Kando: Beyond Expectations**

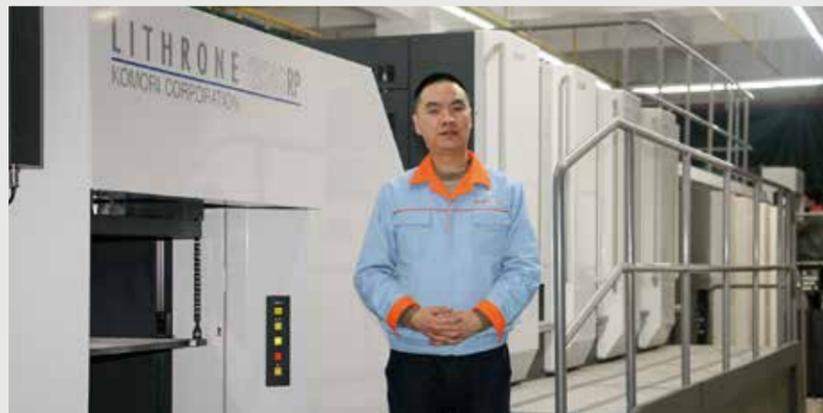
In 2018 New Only Printing began a mammoth project. To provide a place for customers to have a better experience and to raise productivity, the company decided to build a smart printing industrial park near Wuhan Tianhe International Airport with an investment of 180 million yuan (26.8 million USD). After the new plant is completed, New Only Printing will use smart



Wuhan New Only Printing has won wide recognition for its achievements, including numerous printing industry awards.

technology, Internet technology, and printing technology to achieve the prodigious goals of Made in China 2025. “We intend to spare no expense in investing in printing facilities,” says Zhou.

When it comes to the selection of printing equipment, Zhou is very clear about his decision-making process. This is because of a relationship with Komori of more than 10 years. Since purchasing its first Komori press, New Only Printing has installed one after another to support smooth gang-run printing. Zhou points out that there are already 12 Komori presses in service.



Zhang Feng, General Manager



There are blossoms ahead for mass market printed matter because something that has persisted for thousands of years isn’t going to be eliminated today.



According to Zhou, Komori never creates an opportunity to select another brand. Komori has turned the corporate slogan – Kando: Beyond Expectations – into genuine action by listening carefully to customers’ opinions and providing timely and effective feedback.

The two most recently installed presses, both eight-color Lithrone GX40RPs, are genuinely futuristic machines. “This model is worthy of being called the high-efficiency, short-run king,” says Zhou. For this reason, New Only Printing bought two of these presses at the same time, an industry first. The eight-color Lithrone GX40RP offers a maximum printing speed of 16,500 sph (18,000 sph optional) and is equipped with A-APC (asynchronous

automatic plate changer). All eight plates are changed in just 85 seconds. The sheet transport system features single-edge gripping with no sheet reversal. Printing efficiency is further raised by the LED curing system, a feature greatly admired by Zhou, who says LED UV is essential for commercial printing in the years ahead. UV curing not only benefits the environment but also improves printing and three-dimensionality. Most importantly, since curing is ultrafast, this system meets the needs of the short-run printing market.

Zhou’s passion for the industry is profound. In his words, “Springtime is here for the real estate industry, and springtime will come for the printing industry, albeit somewhat later.” The reason he believes there

are blossoms ahead for mass market printed matter is that something that has persisted for thousands of years isn’t going to be eliminated today. People have a connection with printed material. All people need printing, and as consumer goods become higher in quality and thus higher in price, more money will be spent on print marketing collateral, catalogues and packaging. And New Only Printing will have a role in creating this ever brighter future.



# Color Ink goes **digital**: It's not your father's press

Roughly 20 miles northwest of Milwaukee, Wisconsin, situated on approximately 25 acres of family-owned farmland in Sussex, Color Ink continues to evolve and reinvent itself to stay ahead of competition and grow its business.



From left: Todd Meissner, President, and Austin Meissner, Sales and Sourcing Manager

Founded in 1984 by Jim Meissner as an offshoot of the design studio he began in the 1970s, Color Ink today remains a three-generation family business. While Jim is still involved, the company is led by Jim's son Todd Meissner as president. Todd's son Austin Meissner joined the company two years ago as the company's sales and sourcing manager.

Being third generation means everything to Austin. "I'm so fortunate to be able to contribute to a business that my grandfather started and that my father is the president of."

With each generation, the Meissners have steered the company to be ranked among the top 400 printing

companies in the U.S. by *Printing Impressions*. Jim focused on the design and creative side of print, Todd has worked on expanding print productivity by investing in advanced Komori offset presses, and now Austin is focusing on the next stage – inkjet printing technology.

In the early days of Color Ink, its primary focus was the greater Milwaukee commercial print market. Back in the 1980s and 1990s many large industrial companies had their

headquarters in the Milwaukee area, which created substantial business for the many printers who served those industrial clients. In fact, Wisconsin was at that time the single largest employer in the U.S. printing industry. "Those industries were really our biggest market, but we were primarily just a general commercial printer. The advantage we had is that we offered creative services as well as print," Todd says.

With the printing industry in decline in certain areas, Color Ink has had to diversify and evolve their business model. Over the years they've transitioned to be more of a retail marketing firm. Their primary business today has expanded nationwide and focuses on retail visual signage and visual displays. They also serve a component of the direct mail market revolving around loyalty marketing and loyalty programs for their customers.

Customer demands have been integral in determining Color Ink's future path. What they hear most from customers is 'give us value' and 'add more value,' as clients' budgets shrink. The other factor is that run lengths have decreased dramatically. And in the retail store market, stores are closing. "This decline has caused us to analyze how we're producing things," Todd says. For many years, Color Ink had legacy litho sheetfed equipment but over the past few years much



From left: Mike Dorn, Pressroom Manager, and Austin Meissner

of that work has shifted to digital inkjet, in both wide-format and cut-sheet production inkjet. "Komori is a big part of that transition," Todd adds.

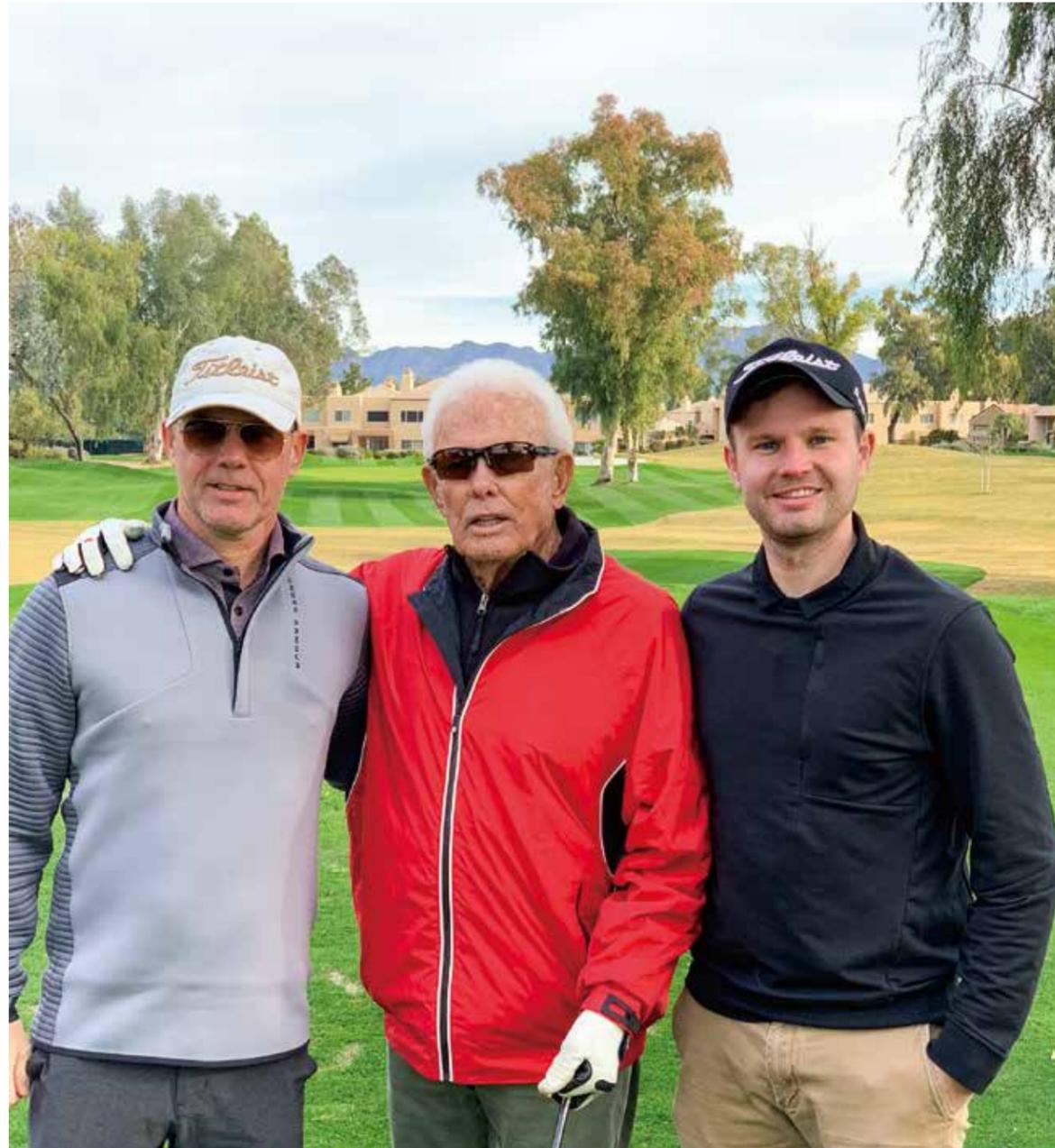
## Enter the Komori Impremia IS29

The 23 x 29-inch (585 x 750 mm) sheet size of the Impremia IS29 works perfectly in the retail market because there's a format called a Stanchion Sign that is 22 x 28 inches (559 x 711 mm). The Impremia IS29 allows Color Ink to print those signs much more efficiently. While they don't print high volumes of variable data, they do print what Todd calls "versioning." Todd explains: "For example, when printing store graphics, 10 stores might get one graphic, another thousand stores get another set of graphics, and only 500 stores get yet a third graphic. We need the ability to switch between these different forms and these different versions very quickly. Rather than having a makeready for each form, we can just batch process and run those as versions. Meaning that we can go from one version to another without stopping the machine. This is way more efficient. There are no plates and no makeready, so we can move quickly from one form to another. That feature alone has allowed us to win a good portion of that business."

Color Ink has always been committed to reinventing themselves. "As technology evolves to produce things faster, with better quality and at less cost, you always have to stay in tune with these changes and use them to your benefit. We made that commitment many years ago with Komori," adds Todd.

## Veteran revolutionaries keep reinventing

"Back in the mid-1990s we installed a Komori CTP Computer to Plate System – and it was very revolutionary. And 30 years ago Macintosh computers began to replace Scitex equipment on the prepress side. In both of those scenarios, we were



From left: Todd Meissner, President; Jim Meissner, Founder; Austin Meissner, Sales and Sourcing Manager

using technology to do things better, cheaper, faster with less effort and reducing our need to outsource,” Todd says. “We were looking to add not only more capacity but also more capability. The common theme here is that we were looking at ways to do things better.” In July 2018 Color Ink added the Impremia IS29, which has certainly allowed them to do just that. “The Impremia IS29 has also allowed us to win business that we wouldn’t have won otherwise,” Todd says.

When Todd looks back at all the investments they’ve made in technology, a single word sticks out in his mind: digital. Whether it’s CTP or the Mac from 25 years ago or the new Impremia IS29, digital has been the common theme for Color Ink in moving forward. In fact, “Doubling Down on

Digital” has been their social media hashtag when posting. They recently put in a digital embellishing device that has the ability to apply foil, hot stamp foil and raised UV coatings digitally.

What drives their decision to invest in technology? It’s pretty simple – trying to do things better and in a better way. Often that process involves asking questions such as ‘how can we reduce our labor costs’ or ‘how can we improve quality’ and ‘how can we minimize waste.’ All these factors are key drivers for technology investment. “Are

we on the bleeding edge or are we on the leading edge? And honestly, it’s a fine line. But if you’re always in fear of being on the bleeding edge and you never pull the trigger, then before you know it you’re going to fall by the wayside,” remarks Todd.

#### How to stay ahead of the competition

“I think new technology has allowed us to stay relevant and ahead of our competition,” Todd states. Because they can do things better and faster, minimize waste, reduce labor costs and win more business, Color Ink continues to explore new technology, ultimately to improve and expand their business.

For Color Ink, the Impremia IS29’s versatility has substantially increased the capabilities they offer their customers. It has been integral to helping Color Ink stay ahead of the competition. With the new system, they found a wide range of products to produce and market segments to serve. In addition to retail signage, they’re finding that they’re winning greater prototype packaging work. Many of their clients want prototype packaging before they go to production rollout, and this machine fills that need.

On the commercial side, what’s really exciting for them is that they no longer have the need to print folded signatures for short-run catalogues or books. They can print book blocks in collated sequence, slip a sheet between each set, take it to the cutter and then cut those book blocks apart. The Impremia IS29 is a much more efficient way of producing books that are inherently printed in shorter runs.

When asked what the future looks like for Color Ink and the printing industry, Todd thinks the future is very bright. Technology has transformed many plants, including theirs, into a cleaner facility and environment, and he believes there are tremendous market opportunities with digital technology. “I can’t think of a more exciting time to be in the business.”

#### What’s the next big move?

It’s their focus on the “Doubling Down on Digital” idea, according to third-generation Austin Meissner. Color Ink is truly focused on digital processes of production, both on the print and finishing side. The next big move is going to be closing the loop when it comes to digital print production. “My vision for the



Jim Meissner in his design studio

future is to continue on the track we’re on but always looking forward to see what’s becoming available in technology for the print industry.”

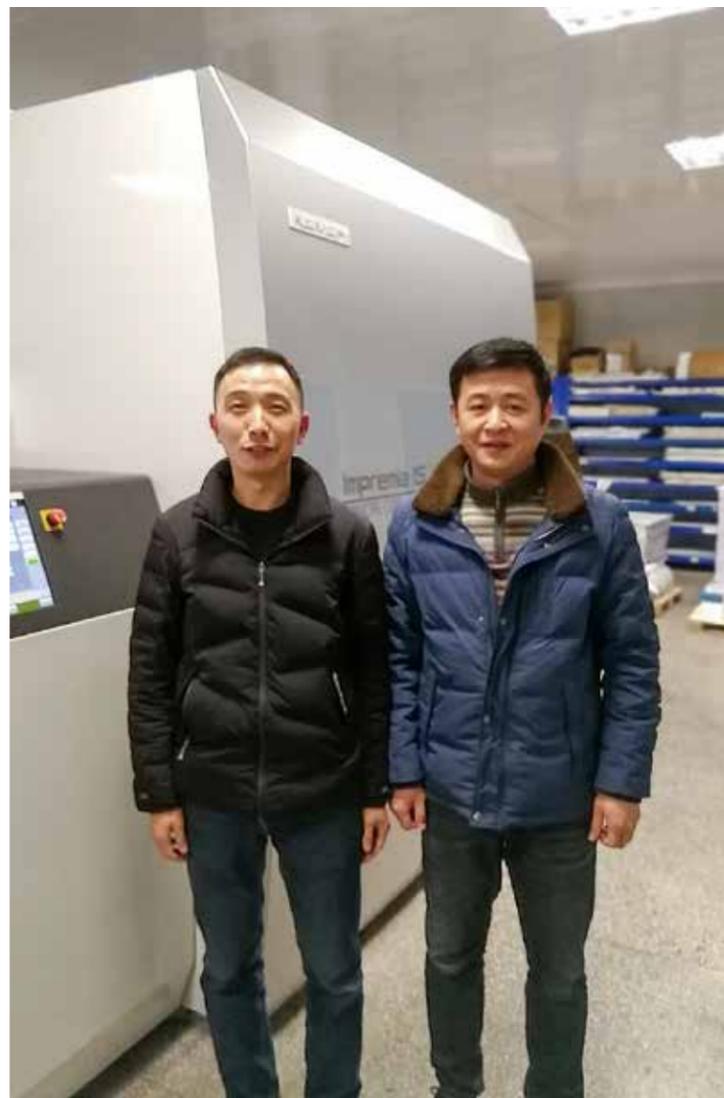
Color Ink interview video is shown on Komori’s special site. Use this two-dimensional code or the URL below.

[http://www.komori-event.com/movie/feature/index\\_en.html](http://www.komori-event.com/movie/feature/index_en.html)



# Hangzhou Xingchen installs China's **fourth** Impremia IS29

In the second half of 2018, business was very brisk at Hangzhou Xingchen Printing. Orders were surging, people were coming to Xingchen Printing on their own, business negotiations were active, and many customers sought strengthened business cooperation. "It's hard work, but we were very happy," says Deputy General Manager Zheng Jianguo.



From left: Sun Xuping and Zheng Jianguo, Deputy General Managers

Xingchen Printing also became very well known in the industry around this time. The same question – "What kind of company is Xingchen?" – was asked by people in the industry, and there was no end of printers visiting the company.

This standout success began with some firm decisions taken by Xingchen's senior management.

#### Up front: devotion to customers

Established in 1995, the company took the name 'Xingchen' because the pronunciation is similar to 'xincheng' (sincerity), thereby emphasizing its spirit of honesty in business and devotion to customers. Set up as a private company, the printer is engaged in various areas of offset commercial and package printing and digital printing. Zheng Jianguo, who joined the company in 2015, is in charge of production and engineering. He gives off the air of a true techie who grows excited whenever the talk turns to technology.

#### Digital for all printers

"Just as the topic of cars that run on alternative fuels and drive themselves has seeped into people's everyday conversations, certain topics are now mainstream in the printing business, such as orders for many different products, short runs and customized work. I think that computerization and digitalization are vital for production and management, and digital printing will be adopted by all printers," says Zheng.



At the demonstration of the Impremia IS29

With many years in the printing industry, a creative spirit and a bold readiness to take on new challenges, Zheng along with General Manager Zhang Baohua and Deputy General Manager Sun Xuping turned their eye to digital printing and sought to capture the opportunity. And the machine that caught their attention was the high-end Komori Impremia IS29 29-inch sheetfed UV inkjet digital printing system. After only a month of investigation, the purchase, installation and commissioning into regular operation were completed with ease.

Xingchen Printing became the fourth Chinese company to invest in this state-of-the-art machine, after Artron, Gain-How of Taiwan and Hong Xing.



The Impremia IS29 is the Komori-developed high-end digital printing system that meets today's needs. It has attracted great attention since debuting at drupa 2016. Manufactured at Komori's Yamagata Plant, the system combines cutting-edge digital inkjet technology and industry-leading offset printing technology, producing print quality comparable to offset. With digital printing characteristics that enable short runs of many different products and short job cycles, the machine brings printers many significant advantages.

#### Impremia IS29's 'unexpected yields'

The performance of the Impremia IS29 from its first day of operation in May 2018 to the present has won Zheng's highest praise. And he was deeply impressed by the many 'unexpected yields' that the new machine has brought to Xingchen.

"With a conventional offset press, ghosting and other problems tend to occur if there is tint laying when printing, which was a worry. Sometimes adjustment of the press would take more than a day. Now if it's a small job, we print it on the Impremia IS29. Productivity is much higher, and the assurance of print quality is more certain. Since it uses UV ink, when we print on the Impremia IS29, the color is stable. And because there is no human involvement and wear resistance is stronger than with ordinary printing, the problems that trouble many printing shops are solved," says Zheng.

"The Impremia IS29 is a professional digital printing system, so it is solid and highly reliable. It is manufactured by Japan's Komori, which has roughly a century of experience in producing traditional offset presses and an understanding of the needs of conventional printing houses for digital printing," he adds.

Of course, making the substantial investment involved in introducing a digital printing system is not an easy decision. Particularly amid conditions such as the downward trend in the business climate, declining profits and fuzzy prospects for digital printing systems, cost is a sword hanging high over the heads of printers. Zheng has his own view of cost: "The number of orders received affects whether the cost is high or not. Jobs that many printers have decided they cannot handle can now be printed by Xingchen Printing quickly with high quality. Looked at this way, isn't the concern over cost resolved?"

#### Longtime (happy) Komori user

Trust in Komori is one reason for Xingchen Printing's bullish sentiment. Actually, this is not the first cooperation between the two companies. Back in the 1990s right after Xingchen Printing was founded, it installed the first Komori half-size press in Hangzhou. Now it runs a five-color Komori Lithrone G40 with coater, a four-color Lithrone A37 and a five-color Lithrone S40 – all with complete stability.

In this cooperation spanning more than 20 years, Komori print quality has sustained Xingchen Printing's business growth. Komori China's attentive service has also inspired kando in Zheng: "Komori is founded on customer needs and is truly committed, responding whenever there is a need and understanding customer thinking." Kando – customer satisfaction beyond expectations – is Komori's guiding principle in delivering service to customers.

To understand the many concerns of those in the industry, a Komori Impremia IS29 Applied Presentation and Seminar on the theme 'Capture your creative heart and gain the future together' was held in Hangzhou on November 29, 2018.

Some 60 attendees from printing companies gathered under one roof. After the seminar, to enable the visitors to experience the special appeal of the machine, Xingchen Printing invited participants to the Impremia IS29 site to see a printing demo up close.

At the seminar venue, Komori Corporation DPS Promotion Department General Manager Shogo Kitabayashi, Komori Printing Machine (Shenzhen) Vice President Luo Yandao, and Komori Digital Printing Department Xiao Bo offered the audience a presentation on Komori creative and digital printing technologies. Mr. Luo noted: "Printing will never disappear as a carrier of information and culture. However, printing methods will definitely change." Seminar participants gained confidence that Komori's creative spirit will illuminate the digital era ahead.

Hangzhou Xingchen Printing video is shown on Komori's special site. Use this two-dimensional code or the URL below.

[http://www.komori-event.com/movie/feature/index\\_en.html](http://www.komori-event.com/movie/feature/index_en.html)



Visitors to Komori Impremia IS29 Applied Presentation and Seminar

## CRESTEC ramps up package production with Lithrone G44

CRESTEC is located in Shizuoka, the prefecture home to Mount Fuji, sacred to the Japanese, immortalized by poets and painters, and since 2013 a UNESCO World Heritage Cultural Site. Helmed by President Akira Takabayashi, the company began translation and printing of multilingual technical documents, such as user manuals, with a global footprint and a clientele of primarily Japanese manufacturers.



From left: Sumardi, Production: Supervisor Head; Naoki Dohaku, President; Arif Budiman, Production: Assistant Manager; Siswanto, Printing: Supervisor

Around 2014, CRESTEC launched an orderly growth strategy of expanding new business for its 11 sites in Japan and its 20 locations in 11 other countries. As one element of this strategy, CRESTEC began package printing at the Jakarta Plant of PT CRESTEC Indonesia, the company's largest overseas subsidiary. Once orders increased, it installed a six-color

Lithrone G44 UV/IR press with in-line coater and the PQA Print Quality Assessment System and ramped up production.

President Naoki Dohaku has set a striking goal for the investment in this press: "I want to ensure that the importance of production speed, high added value and quality control gets through to all employees so that we attain our highest ever sales."



#### Expanding orders through speedy, proactive sales

CRESTEC was founded in 1984. As customers began to shift operations to other countries in the 1990s, calls to reduce the cost of printing technical documents grew, and the company began to move production overseas. Presently, it operates its own printing plants and sales offices in North America, Europe, China and Southeast Asia.

CRESTEC Indonesia runs plants in Jakarta and Surabaya. The Jakarta plant is the group's largest, with some 350 employees. Before the most recent installation, the plant operated a five-color 44-inch press and four-color and two-color 40-inch presses, all printing with conventional ink.

The company recorded its greatest sales in 2009. Following that, cost pressure from customers increased, and orders for documents were dispersed throughout the world to reduce risk. About five years ago, to shore up its business, the Jakarta plant began color printing on light stocks for magazines and similar work, then gradually started taking orders for package printing – and sales showed signs of recovery.

President Dohaku, appointed in 2016, strongly supports package printing as the concrete plan for new business. "Documentation is more and more being replaced by electronic media, but packaging is a growing segment. It's necessary to develop this with a sense of speed," he says.

Pursuing orders is also done with an emphasis on speed. The company tries to become engaged when a customer is in the new product development stage by quickly making proposals for package design and construction. By installing a sample cutter, it can present a prototype in as little as one day, enabling it to get a head start on competitors. Orders from local firms and overseas companies are on the increase.

#### 40 percent increase in jobs, 3-hour work speedup

Not only are orders increasing steadily but also large-scale projects for global rollout are making progress and installation of presses specialized for package printing is on the fast track.

Mr. Dohaku explains why the printer selected a Komori press, "The Lithrone G44 was best suited for small cartons for consumer goods, which make up the core of our orders. In terms of size, Komori was the only choice. With regard to specifications, nearly all of the jobs require coating and two special colors. We were losing a great deal of time by having to make multiple passes, so our biggest priorities were an in-line coater, one-pass printing and maximizing production efficiency by UV printing."

The new press along with a die cutter and gluer is installed in a space divided by partitions. The system takes sheets that are instantly dried by UV curing to the adjacent postpress area and then onto finishing. "By getting this speed, we've been able to really prevail against the competition," says Dohaku.

Printing Supervisor Siswanto also has high praise for the new machine: "We are doing



40 percent more jobs than we did previously." Production Assistant Manager Arif Budiman adds with a smile, "Due to insufficient experience in operating this press, the time for settings is still not much different than with our previous machine. However, due to the in-line coater and the instant UV curing, our impression is that daily work is about three hours faster than before. We're counting on this for the future."

#### Lithrone G44: Core for further added value

CRESTEC Indonesia is now concentrating work on the new press. "I am directing all new jobs and all runs that are longer than 10,000 sheets – even if they are not packaging work – to be printed with UV. Our ability to meet short turnarounds will grow, and our use of conventional oil-based presses will be enhanced," says Dohaku. He is aiming for a ripple effect, saying, "I want our operators to experience the speed and be inspired even on our other presses."

The plant is also taking on a variety of high added value work that takes advantage of the characteristics of UV printing. Printing on aluminized paper has already been commercialized. "Right now we're testing various kinds of printing, such as plastic substrates, spot varnish and drip-off effect," says Mr. Siswanto. "We're getting technical guidance from Komori, so we want to quickly make these technologies our own. They've



almost never been seen in Indonesia," says Mr. Budiman enthusiastically.

Also, the PQA system will soon be deployed as a new weapon. According to Dohaku, inspection standards are presently set for jobs where the highest quality is required. "However, we want to set standards for each product, efficiently remove defective sheets according to the customer's demand and assure high quality," he says.

Since installing the UV press, the morning meeting where ideas are bounced off of each other has become spirited. President Dohaku says, "If ideas from the plant floor are made reality, CRESTEC Indonesia will be reborn with great strength." Everyone in the company is on board and all set for the effort to attain the highest ever sales.



# First European 8-color Lithrone G37P goes to Linderoths

Mats and Jonas Wangenfors have been Managing Directors of Linderoths Tryckeri since taking over from their father and uncle, who succeeded the founding Linderoth family in 1951. Together, the Wangenfors brothers in 2018 were responsible for a turnover of 2.3 million euros and a staff of 25. Founded in 1898, Linderoths Tryckeri is based in Vingåker, 170 km from the Swedish capital of Stockholm.



From left: Mats Wangenfors, Owner; Per Lundberg, Owner of Lundbergs Grafiska; Jonas Wangenfors, Owner

The current Managing Directors have a keen sense of business, combining innovative equipment that pushes both print quality and processes with old-school techniques. That is certainly the case with the Komori eight-color Lithrone G37P LED perfecting press, the first-ever installation of this model in Europe. The Lithrone G37 was reborn as a new model combining functionality and design in 2018. Now an eight-color Lithrone G37P perfecter capable of one-pass double-sided printing has been added to the lineup. This press features outstanding performance and advanced Komori

technologies, including the ability to feed 940 x 640 mm sheets and the capacity to print 16-page A4 impositions. The paper thickness range of 0.04–0.45 mm offers Linderoths the option of choosing the paper type for each printing job. Jonas Wangenfors: “We specialize in commercial printing, advertising and package printing. We also have ‘old’ machines such as letterpresses, which allow us to expand our service by punching,

embossing and printing. We combine classic techniques with innovative technologies to meet customer demands all under one roof. We mostly work for direct customers, small and midsize companies who are located up to 200 km from Vingåker.”

## Choosing a press unseen

Per Lundberg is the owner of Lundbergs Grafiska, the Komori Swedish distributor for over 15 years now: “It says a lot about the level of trust Linderoths has in Komori that they choose a press unseen. Being the first European printing company to purchase an eight-color Lithrone G37P means that we could not experience a demonstration of this specific press. We visited the Komori Graphic Center-Europe instead, where they witnessed the processes and workflow of a five-color Lithrone G29 and saw how a somewhat similar press works. The Linderoths team has relied on the possibilities the perfecting press offered them on paper as well as on Komori’s reputation for reliability in the printing industry. They knew that they could count on Komori and their Service Department if needed, which gave them the confidence to choose this press.”



“We had a pretty straightforward installation process and experienced no major problems. Whenever you change your main press, you must stop production, which is the biggest problem we experienced. However, it is a step you take to redefine yourself as a professional printing company,” says Jonas.

## Changing the day-to-day job

“This is our first Komori press and the first one that prints on A1 format, a more common format in Sweden. We needed to respond to that difference and decided to change all the equipment in our pressroom. We can also



double production by printing 16 pages at once, which means we can meet customers’ demands for fast delivery. And when they visit us, we show them final results due to instantly dried sheets because of the LED technology. The built-in camera helps our operators secure a stable printing run and we have a reduced makeready time. All of these are major benefits that increase our productivity and change our day-to-day jobs,” he adds.

## Future forward

By bringing this new Komori eight-color Lithrone G37P perfecting press into their pressroom, Linderoths Tryckeri is working toward a promising future. “This press allows us to maintain a high level of quality and service, while simultaneously improving our workflow. We intend on staying a small to midsize printing company, with a focus on customer relationships and satisfaction. We added more work space a couple of years ago, have now changed our equipment, and are looking forward to the years ahead,” concludes Jonas.



# Sirivatana: Mammoth Thai printer adds two **high-spec** Lithrones

The origin of Sirivatana Interprint Public Co., Ltd. can actually be traced back to the first job ever landed by Pornthep Samatiyadekul, the company's founder. "After working at a shipping firm for 10 years, I'd gained sufficient experience and was ready to start my own business."



Pornthep Samatiyadekul, President

"After I'd seen all the beautiful details of international printing work, I chose to open a printing business. I started on a small scale by running the business in my house with only one small printing machine and two employees," says Mr. Samatiyadekul.

In a few years, his business started to grow rapidly, and he had to expand from operating from home to renting a shop. "I had a lot of friends from the shipping industry who became my customers in the first few years," he says. Now his company is one of the biggest printing houses in Asia, with more than 3,000 employees serving both Thai and international customers.

## Marketing principles

"Our marketing strategy is to focus 70 percent of our resources on the international market and 30 percent on the local market. However, our customer base in Thailand has grown rapidly in the past few years, so we have adjusted our strategy to focus more on the Thai market. Being a player in the international market has given me an understanding of the level of quality required," Samatiyadekul says.

Apart from making a profit in his own business, Samatiyadekul always repays society through his CSR (corporate social responsibility) activities. "We run charity jobs every weekend, especially for the underprivileged. We donate wheelchairs, money and educational support to shelters. Moreover, during the enormous flood disaster in 2011, Sirivatana's management team donated to the victims both directly and via the government," he says.

## Expansion to packaging and security printing

Due to the downturn in commercial printing over the past 10 years, the management team decided to establish Siri Media to support digital printing, which is a growing business, and also Sirivatana Security Printing to produce security printing jobs such as passports, bank checks and confidential government documents. Soon after, Sirivatana expanded to neighboring countries and decided to invest in two state-of-the-art high-tech printing machines, a

six-color Lithrone G40 UV press with in-line coater and an eight-color Lithrone G44 press with in-line coater, to print packaging jobs, an area that continues to grow. This brings to 21 the number of Komori presses in operation at Sirivatana.

Production Director Boontham Siriso explains the background to these investments: "For several years, Sirivatana Interprint was trying to make a deal with a well-known customer. However, print quality with our existing equipment did not meet the customer's requirements. We decided to purchase the six-color Lithrone G40 UV with coater and the eight-color Lithrone G44 with coater to achieve the needed quality. After receiving the new Komori presses, we were able to conclude a long-term contract with this customer."

These investments were driven by print quality, waste paper reduction, time saving (only 30 sheets are used for register adjustment), color consistency and accuracy. Moreover, only two to three operators are needed for each machine and the presses run 24/7.

In addition, customers with stringent quality standards have been very satisfied. For example, food packaging work has grown by 40 percent, with these two machines playing an important part.

Mr. Siriso describes his impressions of Komori printing presses: "Our opinion of Komori machines has always been great because it was the first printing press we used back when the company was established. Nowadays at our company, Sirivatana Interprint PCL, there are a lot of presses, and still about 90 percent of the machines are from Komori. They are not only easy to operate but the manufacturer also provides an on-site expert for training. This really helps to reduce the lead-time for learning how to operate the new machines. Hence, it will be easy to make a decision on purchasing more machines from Komori in the future. It can also be said that part of the success of Sirivatana Interprint today is from Komori."



Boontham Siriso, Production Director

**K-Supply**  
K-Supply H-UV Ink, Blankets and Cleaning Cloths

# Corlet: **K-Supply** products for optimum H-UV performance

Based in Condé-sur-Noireau, in the French region of Normandy, the Corlet Group is a perfect example of a successful family business that has grown over a span of two generations to become a 360-employee printing powerhouse, generating 45 million euros in revenue from sheetfed offset, web offset and digital printing.

The group has three production sites and several sales offices across Normandy and in the Paris area. Corlet's environmental focus has earned the company the Imprim'Vert® label (awarded to printers in the European Union that meet the environmental specification of the French Printing Innovation Centre) along with ISO 14001 and PEFC certifications.

### 25-year partnership with Komori

Corlet is also a long-standing Komori client and partner. Today Corlet's sheetfed offset production site operates an eight-color Lithrone S40P perfecter installed in October 2008 along with an eight-color Lithrone G40P perfecter installed in January 2014 and a four-color Lithrone S29 with coater installed in March 2016. The latter two are equipped with the H-UV instant curing system, of which Corlet was one of the early adopters in France. The system has generated positive results for the group.

"The H-UV system offers a high level of print quality," says CEO Jean-Luc Corlet. "Also, at a time when customers are demanding ever shorter turnaround times, the instant



From left: Michel Aumont, Chief Operator; Jean-Luc Corlet, CEO; Hervé Le Moyne, Technical Manager

drying that comes with H-UV curing gives us the reactivity we need to deliver just-in-time. From a practical standpoint, the H-UV system also allows us to set the inking level we want without incurring any extra drying time. We are therefore able to start the finishing sequence right after printing. This is the true competitive advantage for us." Mr. Corlet also stresses that the H-UV systems make it possible to print on a wide variety of creative substrates, including offset paper that would otherwise require 48 hours of drying time.

### Best-in-class pressroom supplies

The other asset that makes H-UV so productive is the range of K-Supply pressroom supplies specifically

designed to take the best advantage of the H-UV system. "Identifying and experimenting with new inks, blankets and cleaning cloths that fully leverage the benefits of an instant curing system can be quite time consuming and error prone," emphasizes Corlet. "With the K-Supply portfolio of pressroom supplies, Komori has spared us the burden. We know we get the best results from products that ensure optimal print quality and equipment durability." In other words, this is all the company needs to operate full bore with forward-looking printing solutions and without the frustration of a steep learning curve.

K-Supply product lineup differs by region.



**KGC**

# KGC-E supports customers with total service solutions

Komori Graphic Center-Europe (KGC-E), 'the heart' of Komori International (Europe) headquarters in Utrecht, The Netherlands, is always busy. It holds demonstrations for printers from throughout Europe, the Middle East and Africa, provides training and has an active R&D Program.

### Demonstrations

KGC-E holds demonstrations to give users the ideal opportunity to evaluate Komori machines and systems. In fact, an average of over four demonstrations are organized each week. These feature the latest equipment. Three multi-color Lithrone presses were installed in 2018, making a total of four offset showroom presses. The full-service prepress department with integrated MIS means users can appreciate the high level of Komori's Connected Automation.

### Training

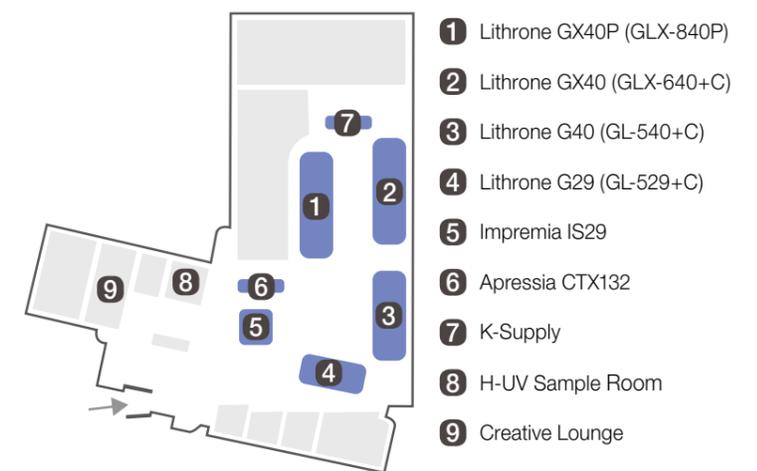
As part of the process of commissioning and installing a new Komori machine, Komori forms a partnership with the customer, assuring that all operators and production personnel are fully trained prior to the first printing job. This covers the full process – every function of the equipment along with software. All conducted by highly trained technical specialists. "I want to teach printers how to get the most out of their Komori machine and, above all, give them a great experience," says KGC-E Print Demonstrator Jeroen Grit.

### R & D

KGC-E also works on Research & Development for new products including coatings, consumables, inks, products from the K-Supply lineup and more. For example, KGC-E together with Siegwirk of Germany recently developed a new ink that meets the latest regulations. "We test products and possibilities on a regular basis. Whether it involves K-Supply products or support for a customer, testing plays a vital part in achieving the highest quality possible," says Ad Ekelschot, Manager KGC-E.

*"Our Komori Graphic Center-Europe is the pinnacle of creativity, design, innovation and overall possibilities. A visit is well worth your time, especially since we amaze all who enter our doors."*

— Ken Sagawa, President of Komori Europe



Postpress/Cutter/Apressia CTX115

# Moving toward a **smart** factory: The Apressia CTX115 cutter

Connected Automation is the basis of Komori's vision for a smart factory. The Apressia CTX series cutting systems automate postpress, a key area for implementing CIP4-based end-to-end automated operation. We spoke with Kyoto's Daikoku Printing.



Since its founding in 1965, Daikoku Printing has been meeting a wide variety of local needs as the only web offset printer in Kyoto, Japan. At present, its production is mainly newspaper inserts and catalogues. Daikoku is aiming for a 'smart factory' that achieves significant laborsaving by means of process automation. Moving forward on hardware innovation and CIP4 implementation, the printer installed a Komori Apressia CTX115 programmable hydraulic clamp cutting system in February 2018.

"The most important reason for this installation was dealing with cutting waste. The work of gathering and disposing of cutting waste was taking a substantial amount of time. With the introduction of the Apressia CTX115, a great deal of laborsaving is accomplished since cutting waste is now automatically transported to the basket by the belt conveyor, and paper stuck on the blade due



Mitsuo Yokota, Senior Managing Director

to static can be blown off by the air blow," says Senior Managing Director Mitsuo Yokota.

Plant Manager Yuki Kitagawa says: "We anticipate substantial time saving by taking out one process with the elimination of cutting waste removal." Actually, work that used to take 10 minutes now only takes six minutes, so the printer has achieved on average a 40 percent reduction.

"Printing and postpress processes are not separate in our company.

Operators on the plant floor are working in multiple roles. Reducing the workload of one operator reduces the overall workload," he adds. Currently, CIP4-based operation is advancing, and the Apressia CTX115 will soon be CIP4-compliant. Data is sent from prepress to the press by this standard, and if the same imposition data can be sent to the cutting system, it will be possible to check the work on the display during cutting. Errors at shift changes due to miscommunication of cutting settings will not occur. We want to expand the coordination of prepress, press and postpress," he says.

"We are expecting very good cost performance due to the robust specifications. I think we will have surplus resources of both personnel and time as a result of this laborsaving," says Mr. Yokota. Outlining the plant's prospects, he concludes: "In the future, we intend to pursue aggressive innovation by either adding a half-size press or installing another Apressia CTX115 in postpress and constructing a processing line."



Yuki Kitagawa, Operating Officer and Plant Manager



## POSTPRESS NOTE

### APRESSIA CTX SERIES FOR BINDERY AUTOMATION

Covers of booklets are usually designed with the front cover, spine (in the case of perfect binding) and back cover as a single item, with a bleed area of 3 mm around the periphery. While taking this as one leaf means multi-imposition on large sheets, it is general practice to set vertically or horizontally adjacent leaves together with no gutter margin. Since bleed marks are common for leaves next to each other, subdivided cutting before binding will reduce the overall number of knife drops.

Due to longtime practice, this sort of imposition layout has become the industry standard. It is actually common in bindery — and not a significant problem — to receive requests to 'extend the bleed area by a few millimeters' or to 'put a gutter margin between leaves' if paper conditions permit. The binding process consists of combining the solid parts of various grades of paper that make up the cover and signatures. For this reason, play is desired to leave room for lengthening the cover as much as possible and adjusting the dimensional error that occurs in folding with three-knife trimming. Adjusting the layout by a few millimeters leads to unimaginably increased productivity and higher quality throughout the binding process.

Even though not applicable in all jobs, it is the role of prepress to flexibly change the layout. The bindery side that receives these changes will then modify the cutting procedures. The automation on cutting systems has made tremendous progress recently. The Apressia CTX series of high-end Komori cutting systems is equipped with software that automatically creates the cutting procedures. In addition, preset data for the back gauge can be received from KP-Connect Pro, the cloud-based middleware that manages all printing processes. Today that is sufficient setoff to increase binding productivity and quality even if there are more knife drops for the cover.

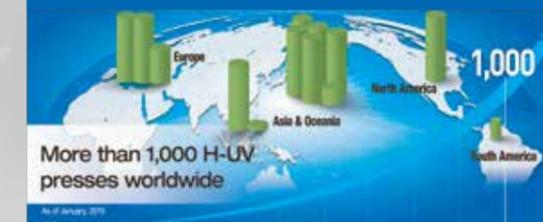


Apressia CTX132: Core of high-end cutting system (at IGAS 2018)

## H-UV PRESSES PASS THE 1,000 MARK

As of January 2019, orders for H-UV-equipped presses in the 10 years since launch have totaled 1,002 machines, including 527 in Japan and 475 abroad. The H-UV system has been in worldwide use since it was released in 2009. In 2011, it was honored with an award by the Japanese Society of Printing Science and Technology (JSPST) as a technology that has made an outstanding contribution to the growth of the printing industry or to the development of applications for other fields. The system also received the 2011 InterTech™ Technology Award that honors the development of technologies predicted to have a major impact on the graphic arts and related industries.

In recent years, the H-UV L (LED) version has joined the lineup, improving printing efficiency by further reducing power consumption and the maintenance load.



## KOMORI ACQUIRES INFOTECH

On March 25, 2019, Komori Corporation announced the acquisition of Shenzhen Infotech Technology by Komori Hong Kong. Infotech has been a Komori distributor for about 20 years, building a solid customer base and sales organization through its sale of more than 1,600 Komori presses.



## CURRENCY SITE GOES LIVE

Komori banknote printing presses have been installed in countries throughout the world. A Currency Solutions website introducing Komori's banknote printing presses has been launched. The site carries details on the features, history and design of these products as well as news and event information.



<https://www.komori-currency.com>

## TSUKUBA PLANT 30,000th VISITOR

Visitors to Komori's Tsukuba Plant passed the 30,000 mark on Wednesday, December 26, 2018. The record-breaking visitor was from Pakistan. The plant wants more people to visit, see the presses, take advantage of the Printing College, and engage with the many other activities there.



Print Quality Inspection Highlighted

## HIGH SECURITY PRINTING ASIA 2018

Hanoi, Vietnam



The 17th High Security Printing Asia conference was held for three days, from December 3 to 5, 2018, in Hanoi, Vietnam. This conference is held annually as a forum on high security printing, bringing together representatives of central banks of various countries, private banknote printing companies and security-related manufacturers. Companies made presentations on the latest technologies for printing and issuing Asian currencies, passports, identification cards and other security documents.

Komori introduced banknote printing presses and business development at its booth. Also, Komori made a presentation about print quality inspection technology for banknote printing presses in the main hall. The superiority of Komori print quality inspection technology was highlighted – in online inspection, the PQA-C system equipped on banknote printing presses was shown, while in offline inspection, the Currency-QA system was introduced. Following the presentation, many representatives of central banks visited the Komori booth and were able to gain a deeper understanding of Komori banknote printing presses.

At the close of the conference, the organizer announced that the 2019 conference will be held in Yokohama, Japan. At the 2019 Yokohama conference, Komori will work to further promote the Komori security printing business.

Banknote Printing Plant of the Future

## CURRENCY SOLUTIONS 2019

Tsukuba, Japan



Komori Corporation held Currency Solutions 2019 during the month of February at their state-of-the-art manufacturing facility in Tsukuba, Japan. This event has been held every year since 2016 with Central Banks and Commercial Banknote Printers invited to attend.

Currency Solutions plays an important role in the promotion of the security printing business, providing not only a venue for

introducing the latest Komori technologies and solutions but also a platform for exchanging views on the challenges facing our customers.

Over 40 visitors from 14 countries around the world, including North America, Europe and Asia, attended and were introduced to the Currency OnDemand concept and the full range of Komori Banknote Printing equipment. Demonstrations were held on the latest technologies



available from Komori such as the LC1232 12-color offset press, the IC532III five-color indirect inking intaglio press and the N332 three-color numbering press, together with an introduction to K-Station, our Connected Data Platform.

These demonstrations and discussions helped our customers understand the challenges facing the industry and the solutions that are available to manufacture banknotes and other security products such as passports to the highest quality standards.

Debut Show for Komori India

## PRINTPACK INDIA 2019

Greater Noida, India



The biggest printing exhibition in South Asia, Printpack India is a great opportunity for the printing industry to showcase their latest technology and machines. Printpack India 2019



had special importance for Komori as it was the first appearance for Komori India. In 2018, Komori Corporation acquired Insight Communication & Print Solution

India and inaugurated its Indian subsidiary to address the South Asian market. Komori India will also handle Bangladesh and East Africa, with the aim of providing better leadership to this market. Komori extended its Innovate to Create theme to the Indian market with live demonstrations of its newly launched four-color Lithrone G37 with in-line coater and the best-selling Enthroned 29.

Demos and Seminars Galore

## INNOVATE TO CREATE SHOW 2019

Tsukuba, Japan



The Komori Graphic Technology Center at the Tsukuba Plant was the venue for the Innovate to Create Show 2019 on February 8, 2019. Morning and afternoon sessions drew 128 attendees from 76 printing companies. Following opening remarks and an overview of the event by Senior Operating Officer Yoshinobu Komori, visitors were invited to participate in one of four individual seminars covering KP-Connect, the Impremia IS29, Komori's high-end postpress products and the KGC Printing College. In addition, a special seminar was presented by



Mr. Minoru Aoshima, a Partner in the Consulting Business Headquarters of the Nomura Research Institute.

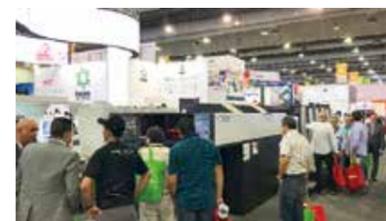
In the demonstrations, an eight-color Lithrone GX40RP H-UV L (LED) press ran three jobs on coated stock: 300 sheets of gang-run printing, 700 sheets of an A4 x 16P cosmetics



catalogue, and 300 sheets of a pet shop catalogue. Total time: 9 minutes 42 seconds!

The Impremia IS29 UV inkjet digital printing system also ran three jobs: a poster on Japanese paper, a poster on a synthetic substrate and a variable packaging job. The packaging was finished by the Highcon Euclid Digital Cutting and Creasing System.

The four-color Lithrone G37 H-UV L (LED) press received preset data from KP-Connect Pro and printed a double-sided poster. Following the run, automatic setup on the Apressia CTX115 was introduced, and a video of the state-of-the-art Apressia CTX132 newly installed at a Japanese customer was shown.



G29 H-UV plus coater was exhibited with prepress, digital and finishing equipment. GrupoSánchez is the only exhibitor to have participated since Expográfica's first show in 1979. The objective of GrupoSánchez is to present the brand's solidity and trust in the Mexican market. The customer Sentido & Significado came to the show and had pictures taken in front of the press with the GrupoSánchez team. Sentido & Significado, a package printer, purchased the Lithrone G29 exhibition press, which will be installed in their new factory.

Viva the Lithrone

## EXPOGRÁFICA 2019

Mexico City, Mexico

Expográfica 2019 was held in Mexico City from March 5 to 8. GrupoSánchez, the exclusive distributor of Komori in Mexico since 2003, had one of the biggest booths in Expográfica, about 405 square meters. A Komori six-color Lithrone

## Komori People A Thorough Professional

Philippe Carteron  
PESP Consultant, Komori France S.A.S.



"I started working for Komori 13 years ago and transitioned from demonstrator and instructor to PESP (Print Engineering Service Provider) consultant. I travel all over France to provide technical support to customers, while offering them printing solutions adapted to their specific needs through K-Supply consumables and KomoriKare software. Providing training, taking care of maintenance contracts, and production optimization are part of my job as well.

What I like about working as the PESP consultant in France is that it allows me to combine two different sides of our industry, commercial and technical, and also use my own experience from other companies, such as a package printing company. The packaging sector has allowed me to gain real experience in the graphic arts industry because the

processes are very complex due to the high added value in packaging.

I enjoy working with my colleagues, both in Komori France and with our European K-Supply team. It gives me the opportunity to have constructive discussions, which allow me to learn as a professional in the industry and have better exchanges with our customers and partners, too. I find it very rewarding to work with all sorts of people, companies and organizations. Everyone has different needs, and adapting to each person or situation makes the work interesting and varied to me.

I spend my free time as much as possible with my wife and children, Lisa and Jules. We play sports, walk in nature and take trips to discover other cultures and ways of life. I believe these are essential for the education of children. I like to be active myself and have played

many sports since I was very young, such as football, tennis and squash. Nowadays I try to run as much as I can. When I get a bit of time off, I work on my handicap while playing golf."



Philippe Carteron with Lisa and Jules

## Editor's Note

This issue's feature article looks at three 'visionaries' – printing company founders who have succeeded in creating new templates for offset printing, driven by their presence on the web. But a website alone is no guarantee of doing well. Each story paints a unique set of skills, services and printing methods that have proven extremely effective in developing business models built on creative ideas.

### Special Site

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[http://www.komori-event.com/movie/feature/index\\_en.html](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: August 31, 2019

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



<https://form.k3r.jp/komori/op96q>



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## Putting Print Online

Web-based models gain traction

