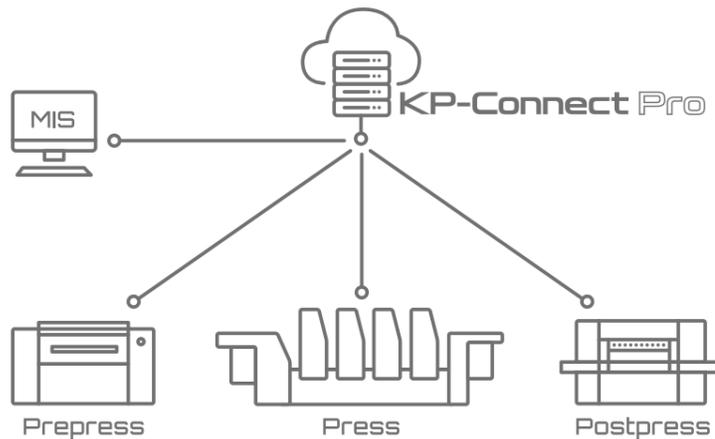


Connected Automation

Linking print manufacturing processes and making them visible, automatic and labor saving



The concept of connecting automated production equipment and plant optimization is called “connected automation.” Work progress status and transfer of job data between processes is centrally managed with the aim of increasing efficiency and reducing manual tasks. KP-Connect Pro, the core system, enables digital process management by compiling work schedules and progress information for all printing processes in real time and provides not only visualization but also automated linkage to MIS and production scheduling functions.

C O N T E N T S

Feature Web-to-Print

Web-to-print is a sales and marketing-oriented business model for printers that runs on software hosted on web sites. Conquest Graphics in Virginia and Next Day Four Color in Texas have both grown rapidly using this model and operating multiple printing plants. And both printers have found that Komori Lithrones are the ideal hardware for succeeding in this fast-paced arena.

4



User Profiles Advanced Presses for Diverse Applications

An Impremia IS29 in Germany, a Lithrone G37 in India, a Lithrone G40 in Colombia, two Lithrone G40s in the U.S. and a Lithrone GX40RP in China. Multi-color configurations with H-UV and LED curing systems and a host of automation options to meet diverse market opportunities.

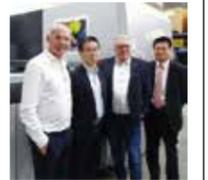
14



K-Supply, KGC, Postpress Around the Presses

Inoue General Printing adds K-Supply ink to their Lithrone GX40RP H-UV, Bootyman installs an Apressia CT115 to handle the output of two Lithrone G29s, tips on preventing stress on people and paper in postpress — and the utterly fabulous Komori 2019 calendar. The motif: exquisite Kyo-Satsuma earthenware.

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Topics New Look for Komori Website

The Komori website has been updated and redesigned. Packed with a wide range of information and offering downloads of product catalogs and *On Press*. Now accessible from mobile phones, so you're never more than a click away from komori.com.

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Shows and Komori People Shows Everywhere, Plus Komori People

An international printing exhibition in China, the Autumn Fair in Japan, the Autumn Open House in The Netherlands, an international graphic arts exhibition in Taiwan, and a Printology roadshow all over South Africa. Plus, the man behind system development at the Tsukuba Plant.

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ON PRESS no. **95**

Printing specification of this issue:
All pages printed by four-color process
K-Supply H-UV ink.

WEB TO PRINT

W2P

Networked — Smart — Lightning Fast

The internet has changed the world since it became mainstream in the early 1990s. According to Statista, an international data collection provider, in 2017 an estimated 1.66 billion people made online purchases — resulting in 2.3 trillion U.S. dollars in sales. The printing industry has not been immune to this global digitalization. Many printed products, such as newspapers, directories and magazines, are in decline as consumers flock to online sources. Print, however, remains a critical part of marketing strategies for consumers and businesses, and online ordering of printed products is on the rise. A new market study, the Outlook for the Global Web-to-Print Market, conducted by U.S.-based Association for Print Technologies (APTECH), shows good news for the web-to-print (W2P) market. In 2018, the global W2P market was roughly \$23 billion U.S. dollars and is projected to grow to \$30.5 billion by 2023. Worldwide, web-to-print activity is led by Western Europe and North America, but faster growth from 2018 to 2023 will be seen in Africa, Asia, Latin America, the Middle East and Eastern Europe.

Businesses and individual consumers are customers of web-to-print with different dynamics and product sectors. B2B is growing at a faster rate, particularly the rapidly developing trade services

that allow print service providers to offer a wider range of products more efficiently. Sheetfed offset is the primary print process used in web-to-print, accounting for 51.2 percent of all print production. W2P technology has developed rapidly, allowing the creation of sophisticated and complex print products through an intuitive user experience for customers. Systems provide real-time information on production and account history.

W2P is growing on a global basis as it simplifies the print buying process and provides high quality, well-designed printed products to individuals and small businesses with little or no design skill. It simplifies trade printing services, making the collaboration easier between print brokers and print providers. Next-day and sometimes same-day print service demand is growing as a result of online buying experiences from Amazon and other online retailers. Today's print buyers no longer have the traditional sales contact relationship that has been historically associated with print and packaging buying. Printing technology, including prepress, press and postpress, has improved and standardized to the level that a buyer can be assured of receiving consistent quality, which will ultimately drive more W2P purchasing.

Conquest Graphics



“Print buyers today are online consumers. They are very different from print buyers of the past. They are performing many different jobs; they don't have time to spend with a sales rep. They aren't looking for a consultation.”

Next Day Four Color



“We invest significant time in ensuring our website is a valuable tool for our customers and strive to make it not just easy to use but also a management resource for our customers.”

Conquest Graphics

Fourth-generation printer expands reach across country

Making history in historic Richmond Conquest Graphics



Richmond, Virginia, located along the James River, has a long and colorful past. From John Smith and Pocahontas to Patrick Henry's incendiary "Give me liberty or give me death" speech that helped to launch the American Revolutionary War, it is steeped in history.

For almost 100 years, Conquest Graphics has been part of the historic business community of Richmond, and is one of the largest and oldest privately held printing companies in the nation. Today, as a fourth-generation family-owned business, and under the leadership of President Chris Lewis, the company continues to grow and evolve with the ever-changing demands of the print marketplace.

Founded in 1922 by Mr. Lewis's grandfather as Lewis Printing, the company specialized in legal printing, a huge market in that era. Passed down through the generations of Lewis sons, the company grew into a



Conquest Graphics is located in Richmond, founded in 1737. It became the capital of the Colony and Dominion of Virginia in 1780, replacing Williamsburg.

general commercial printer. President since 1989, Lewis eventually took sole ownership of the company, and the organization's name was changed to Lewis Creative Technologies to more accurately reflect the company's changing business. The Conquest Graphics name was initially an entirely separate line of business in Lewis Creative Technologies that focused on less specialized printing products.

As the company continued to evolve and grow, it eventually moved to its current 90,000-square-foot facility in 2006, and with an e-commerce site added shortly after, adopted the Conquest Graphics name for its entire organization. The company expanded its reach to the western U.S. through the purchase of a company in Salt Lake City, Utah, formerly known as Lorraine Press. "We like the name Conquest Graphics and it made good business sense to consolidate our brand under one name," says Lewis. Conquest offers services that include digital and offset printing, graphic design, mailing and fulfillment, kitting and even data management. Two of Lewis's sons joined him in the business: Sam Lewis, who manages IT, and Josh Lewis, who spearheads pricing and quotations.

Lewis has grown his business by taking a concentrated marketing approach and making strategic decisions about process, equipment and customer service. The company's customer base is primarily medium to large business-to-business accounts. As one of the first commercial printers to recognize the value of an online



"The beauty of e-commerce is that it significantly reduces errors. The customer sees exactly what they are getting. Nothing gets lost in translation or is misunderstood. It not only improves our efficiency but also speeds delivery to the customer." — Chris Lewis



frequencies are changing. This is our fastest-growing sales channel," says Lewis.

On the company's website, conquestgraphics.com, customers can find resources for print buyers, and serious attention is given to web analytics and converting website visitors to customers. "Our inside sales team will reach out to website visitors and assess their needs. We've added many customers through this approach."

Customized e-commerce channel

The e-commerce portion of the business is also seeing considerable growth. "The beauty of e-commerce is that it significantly reduces errors. The customer sees exactly what they are getting. Nothing gets lost in translation or is misunderstood. It not only improves our efficiency but also speeds delivery to the customer," says Lewis. There are other advantages for customers who use the e-commerce site. Each customer can login to their account to reorder, update print materials and track mailing, to name just a few of the options. "It is basically a management tool for our customers and streamlines their processes as well. It's really all about efficiency."

In-house W2P solution

The backbone to Conquest's business is its business management system that drives the entire company. Instead of an off-the-shelf web-to-print software solution, Conquest developed proprietary software that runs the entire business. "We started our online presence about 10 years

presence, Conquest has a robust website and social media program, which includes an e-commerce site that was added in 2008.

'The market is rapidly changing'

With many commercial printers reluctant to enter the web-to-print market, Lewis says the only decision forward for Conquest was to take the leap. "What scared me was looking around and seeing who was going out of business. You can't stay in this business doing things the same way. The market is rapidly changing, and people are buying in different ways."

Providing the best customer experience possible coupled with recognizing the changes in buying patterns is the backbone to the company's sales approach. That's why the company has three distinct sales channels – traditional sales, inside sales, and online or inbound sales. "We live in the Amazon era of ordering, and print buyers today are online consumers. They are very different from print buyers of the past. They are performing many different jobs; they don't have time to spend with a sales rep. They aren't looking for a consultation. They just want to order print," says Lewis.

Inside sales: fastest growing channel

The inside sales group covers the entire United States, and in addition to prospecting for new clients, provides outreach to existing customers. "We have software that specifically facilitates their ability to make calls. We monitor customer-buying patterns and use our inside sales team to stay on top of customers whose buying



Chris Lewis with sons Josh (left) and Sam

ago, and we've rewritten our software three times. It's constantly evolving," he says.

The IT part of the business is now handled by Sam Lewis, who is a technology prodigy. "We had four developers here and within a year we were down to Sam and one other full-time programmer. We've been able to continually adapt our system to our needs." The company has approximately 150,000 different products in its database, each with a specific predetermined workflow that routes through the entire production process.

According to Brian Redden, Vice President of Sales and Marketing, the proprietary IT system is especially important in multi-plant companies to maintain maximum efficiency. All jobs are prepped and imposed in Richmond and then routed on to the appropriate location. "Our system will automatically send the print job to the plant or device that is best suited to handle it, either because of equipment or because of ZIP code. Mailing and shipping costs play a big part in how we manage our production and maintain the levels of efficiency that are critical to our success."

The beauty of Conquest's three-pronged sales approach is that the print buyer experience can be tailored to each customer. "While our efficiency and our lowest price points will be with, let's say, standard print jobs that fall into our sweet spot, we are always able to do something very



Brian Redden, Vice President of Sales and Marketing



specific for a customer. Do you want a specific paper or synthetic stock? We can do that. Do you want to specify the print process? We can do that, too."

Lewis purchased an eight-color Lithrone G40P perfecter with H-UV for his Richmond facility a few years ago. The plant in Salt Lake runs an older model Lithrone. "When we were making the decision to buy a new press, we looked at a number of manufacturers – and Komori was the best choice for us. The press has performed very well. Komori is always there when we need them," says Lewis.

What lies ahead for Conquest Graphics? According to Lewis, it's all about keeping an eye on the future and rolling with the changes in the marketplace. "I look at the printers who went out of business, and it was really about fear of change. We definitely have a five-year plan and plenty of opportunities." Inkjet technology is of interest to Lewis as are opportunities for additional acquisitions. "Nothing is really off the table. We have specific geographic areas where we want to add capacity. I think we do a great job of marketing – and expanding product lines might be in our future. We want to make sure that we are maintaining our high levels of efficiency and that we stay agile. We're in a good place right now."

Next Day Four Color

High quality and low cost of ownership

Texas printer excels with Lithrone G40P



When people think of Texas, the first images that come to mind are often cowboys and cattle. Houston, however, defies those stereotypes, and, as the fourth most populated metropolitan area in the United States, ranks among the most culturally diverse cities in the nation. Home to over 20 Fortune 500 companies, including many in the energy sector, Houston is also known for world-class medical facilities and the Johnson Space Center, hub of NASA's manned spaceflight activities.



Houston offers a dynamic economy based on energy, manufacturing, aeronautics and transportation. Nicknamed the "Space City," it is a global city, with strengths in culture, medicine and research.

Houston is also home to Next Day Four Color, a wholesale trade printer specializing in fast turnaround four over four jobs for the reseller market. CEO Todd Frost is a second-generation printer. Growing up, Mr. Frost worked at his family's printing company, and in 2010, when his father retired, purchased the business. Since that time, the company, with a second location in San Antonio, Texas, has

seen annual double-digit growth and is now a major provider of wholesale printing to Texas as well as the Gulf Coast and Midwest regions.

As a trade printer, ND4C's customers include smaller printing companies, ad agencies, promotional product distributors and even small sign shops. All customers have their own log-ins, which provide them their templates and order information. "Being a high-volume trade printer allows us a certain flexibility. We've developed our own proprietary system that runs all processes in the business. We can gang run jobs – by combining short runs on the same sheet, which allows us to keep costs down and further our position in the marketplace as a provider of high quality, fast turnaround, low-cost print. A big advantage is that we have no accounts receivable since all business is conducted online." Next Day provides products to the reseller market that include everything from business cards and brochures to pocket folders and door hangers – and everything in between. User-friendly templates are provided for print products, streamlining layout and design for ND4C customers.

The company's growth has been primarily organic, and its easy-to-use website is what attracts many buyers. "We invest significant time in ensuring our website is a valuable tool for our customers. We strive to make it not only easy to use but also a management resource for our customers where they can track the



Todd Frost with his wife, Brandy

"We looked at other manufacturers, but the technology on the Komori press was exactly what we needed for our business. We knew it would produce more than any other press we were considering. We need fast job-cycle times, fast order turnaround and high quality print.

— Todd Frost, CEO



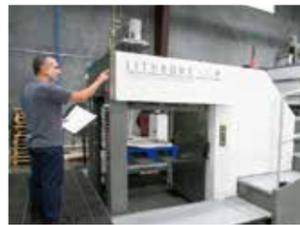
progress of their jobs and make sure they are meeting their customers' expectations," says Frost. Marketing efforts for ND4C include email and direct mail as well as participation in trade shows and exhibitions.

Efficiency is critical to all trade printers, and in 2016 Frost began the search for a new, more automated offset press for his Houston facility. "All of our equipment is focused not only on quality but also on efficiency. We were looking for a press that would have a low cost of ownership, provide high print quality and be extremely efficient," says Frost.

'Exactly what we needed'

He did his due diligence and compared all the manufacturers, visited other printers, and at drupa 2016 purchased an eight-color Lithrone G40P perfecter press equipped with LED curing technology. "We looked at other manufacturers, but the technology on the Komori press was exactly what we needed for our business. We knew it would produce more than any other press we were considering. We need fast job-cycle times, fast order turnaround and high quality print. We are very pleased with our decision to buy the Komori press and have never looked back."

The new machine was installed



LED curing has contributed to a vastly cleaner pressroom and the ability to go straight to finishing, vital for meeting tight turnarounds.

in early 2017 in the company's new Houston plant. Experience with LED at its San Antonio plant led Frost to make the decision to go with LED on his new press. "LED curing has been simplified over the years, so we weren't overly concerned with a learning curve. We had some understanding when it came to chemistry, blankets and inks."

When asked how LED curing has impacted the business so far, Frost says, "LED curing has had a phenomenal impact on the efficiency of our day-to-day operations." He pointed out that they no longer use spray powder, which has led to a cleaner pressroom. "The pressroom has gone from a typical offset print shop to the cleaner environment that you would see in a digital print shop."

Big impact on turnaround

In terms of benefits, Frost says that the LED system has decreased ND4C's setup and production times, allowing them to be more competitive on bids for both shorter and longer runs. "Turnaround has absolutely been impacted. With LED, the sheet comes off the press and is immediately bindery-ready. While with other UV curing systems the bindery may have a wait time. Even if it's only 30 minutes, that can be critical to meeting deadlines."



Frost says the automation on the Komori press has also played a huge role in speeding up production. "Eighty percent of the time we're printing to the numbers, letting the press do its thing and getting to color in 50-100 makeready sheets. That's a huge savings on press consumables and paper. We can even produce some short-run jobs of 250 sheets more efficiently on offset than on digital."

Quality on par with high-end commercial printers

Frost says in the past trade printers had a reputation for producing lower quality work. Today that just isn't so. "With the technology on the newer model presses, both digital and offset,



A second-generation printer, Todd Frost has put the company on the path of double-digit growth.

our work exceeds most commercial print shops. We think that's a good differentiator for us and is what keeps customers coming back to us."

Another new addition at ND4C is the hiring of its new COO, Kent Carney. Carney has a long history in the printing industry, working in his family's print business even before he could drive. During his career, he has worked for some of the big powerhouse commercial printers as well as large trade printers. "I was looking for an opportunity to work in an organization that was forward thinking and where my experience could help it grow and expand. Next Day Four Color is just that kind of company," says Mr. Carney. And says Frost, "Kent's background is a perfect fit for our organization. His experience and expertise will play a huge role for us going forward."

What lies ahead for Next Day Four Color? "We definitely will keep growing the business," says Carney. Whether that is through additional products, production capabilities or acquisitions remains to be seen. Frost says, "We are in a really good position right now. We have great people, great equipment and great customers. We're excited to see where the future takes us."



From left: Kent Carney, COO, and Todd Frost, CEO

First Impremia IS29 boosts direct mail printer in Germany

Wirtz Druck is situated in Datteln, a town in the northern part of the Rhine-Ruhr metropolitan region in the German state of North Rhine-Westphalia. This family business, founded in 1889 by Vinzenz Wirtz, is now run and managed by fourth-generation brothers Jürgen and Vinzenz Schmidt, who in the 1990s transformed the traditional printing shop into a very innovative and successful direct mailing printer. The registered trademark MailingLiebe® is one of the most successful brands in the German direct marketing business.



From left: Vinzenz Schmidt, Managing Director; Yutaka Iwata, Representative Director of Komori Machinery; Jürgen Schmidt, Managing Director; Ken Sagawa, President of Komori Europe



2017 Druck & Medien Awards winner Wirtz Druck won in three categories

The first-ever Komori digital printing system in Germany, an Impremia IS29, a 29-inch sheetfed UV inkjet digital printing system, was installed at Wirtz Druck in Datteln, North Rhine-Westphalia, in July 2018. In 2017 Wirtz Druck won the Druck & Medien Awards in three categories, including the prestigious Direct Mailing Printer of the Year.

'It's all about innovation and creativity'

Direct mail is a marketing tool in which carefully targeted brochures with tailored offers for goods and services are provided through the mail. A 2016 market report estimated that "the value of European direct mail printing will be €4.657 billion." This represents a huge business although, as stated in the same report, "direct mail has decreased its share in total European advertising expenditure since the early 2000s, with digital (internet, email, social media, etc.) growing strongly." What's more: "There is no doubt that volumes in direct mail are in continuous decline; but as one door closes, another will open with innovations in technology, such as quality full-color continuous inkjet printing." The strengths in this market were defined as "versatility and the ability to connect to all senses, innovation and the use of the latest technology and added value."

Clearly the owners of Wirtz Druck could have written this report themselves. Co-owner Jürgen Schmidt explains: "We are a true direct mail printer and are always looking for ways to improve both quality and process to get ahead. One of the reasons we chose this Impremia IS29 is that it gives us the ability to print on both sides simultaneously, something we had not seen anywhere before."

Another major factor in our decision is the wide color gamut the system offers. The variety of colors and their vitality is something our customers will most definitely like. In the end, it's all about innovation and creativity."

MailingLiebe® – made for response

Wirtz Druck offers a wealth of creative solutions for direct mail. From the classic self mailer to elaborately designed pop-up cards, slipcases, boxes, packages and special surprise items, such as paper cubes jumping out of slipcases when opened, and lots of tailor-made solutions, including products with haptic effects. The registered trademark MailingLiebe® ('mailing love') is the printer's brand for all these high-quality products, which are described as 'made for response' and the 'right tool, if you want to conquer the heart of your target group.' The huge product portfolio and individualized solutions are the basis of the company's success.

The figures speak for themselves. The direct mailing business started in the 1990s on a very low level, but today accounts for almost 97 percent of printing orders. Wirtz Druck produces more than 50 million mailings per year, resulting in a total turnover of € 7 million. Many employees are involved in the success of the company, with 62 people working in the production, administration and sales departments, and another 70 people working in fulfillment, packing and shipping of the product items, which is almost all done manually.

Wirtz Druck has a real full-service offer for a wide clientele, including customers from all industries, from small businesses to renowned blue chip companies. The printer has won accolades for numerous stunning products. Vinzenz Schmidt says: "We have won several awards but we're most proud of the Direct Mailing Printer of the Year award. Direct mail is our core business, so to get recognition for this work is hugely gratifying. It's also important that it's an award for the entire company. We're all about team effort."





Key technology for the direct mail market

The first Komori Impremia IS29 installed in Germany marks another step in the very successful story of this state-of-the-art 29-inch sheetfed UV inkjet digital printing system. The Impremia IS29 is a perfect match for the needs of the direct mail market. It offers a maximum sheet size of 585 x 750 mm, and digital printing in the 29-inch size greatly expands the range of work. The machine incorporates a perfecting mechanism, thus accommodating not only single-sided but also 8-up double-sided impositions. In addition, the Impremia IS29 incorporates a direct printing method by means of UV inkjet. Printing that emphasizes paint-like contrast can be performed on a huge variety of substrates that are difficult to handle even with offset presses.

Digital printing systems like the Impremia IS29 also offer unique print capabilities, such as variable data printing and versioning. Another powerful feature is full gamut RGB printing. Komori systems are implemented with Pantone and DIC Color Guide-compatible applications. The flexible and variable printing adaptability and the wide color gamut will bring enormous advantages to Wirtz Druck's printing business. Jürgen Schmidt says: "We were looking for a digital

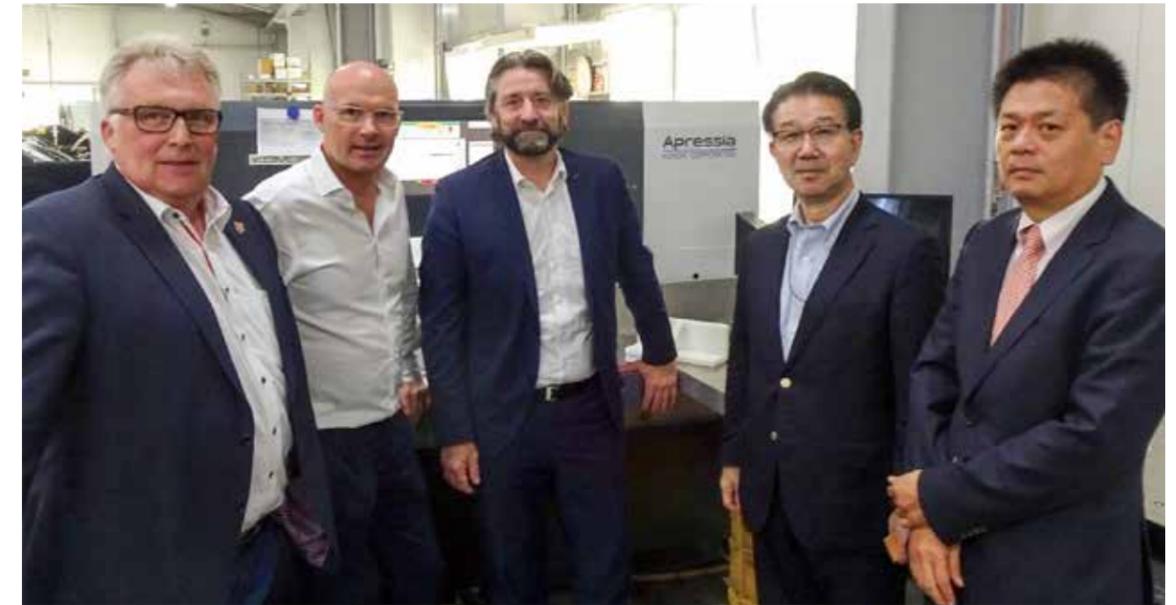


system because of current customer needs. With today's lower printing volumes and the demand for a wider range of colors, digital is the way to go. What made us choose Komori's digital system was, most of all, its ability to print double-sided sheets instantly. That's a huge time saver! Another deciding factor was the far wider color gamut and the ability to print on different substrates. Of course, quality, speed and pricing also played a part. But it wasn't just the product itself that did it. It was Komori's open attitude and their extensive knowledge of printing that sealed the deal. Komori dealer Hubertus Wesseler also really listened to our needs and made us feel good about this machine."



Indeed, Komori distributor Hubertus Wesseler played an important role in the selection and purchasing process. Managing Partner Dirk Teuber: "We are very happy to see that Wirtz Druck chose the Impremia IS29 digital system. It offers them the chance to fill the gap between offset and digital printing – with personalized jobs and variable needs. We were able to show Wirtz Druck the capabilities of the machine, for example, by attending demonstrations at the Komori Graphic Center-Europe tailored to their needs. This helped Komori to understand this company's needs and gave Wirtz the confidence to choose an Impremia IS29."

The first Impremia IS29 installed in Germany is a great success for the Sales Department of Komori Europe as well. Robert Holscher, Sales Director Digital & Finishing Equipment at Komori Europe, concludes: "The Impremia IS29 is the new standard in digital printing, offering greater possibilities to printers. More and brighter colors on ordinary paper,



From left: Jürgen Schmidt, Managing Director; Vinzenz Schmidt, Managing Director; Dirk Teuber, Hubertus Wesseler; Yutaka Iwata, Representative Director of Komori Machinery; Ken Sagawa, President of Komori Europe

a wider sheet thickness range and instant curing. These benefits of our system ensure that our customers fulfill the printing needs of their customers. Exactly what Wirtz Druck has been doing ever since the installation."

An Apressia CT115 on top of everything

Only two months after the installation of the Impremia IS29, Wirtz Druck decided to replace an older Polar cutter with a brand new Komori Apressia CT115, a programmable hydraulic clamp cutter. There was a need for more efficiency in the postpress department, and the old cutter had been identified as a weak link in the workflow. The Apressia CT115 installed in September combines ease of

use, flexibility and safety as well as outstanding productivity and great cost-performance. The cutter is equipped with a 19-inch touchpanel that allows easy operation, and the tightly arranged air nozzles on the air table improve sheet handling for cutting. The Wirtz owners are especially impressed with the excellent cutting accuracy and the high speed of the back gauge movement, which contributes to high efficiency and reduced working time. First the Impremia IS29 and then the Apressia CT115 on top of everything – Wirtz Druck and Komori promise to become a good partnership.

Wirtz Druck 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



Weepac **scaling** the business model with Lithrone G37 UV

Naimesh Naik, Founder and Managing Director of Weepac, is a go-getter in life and business. Weepac is based in Surat, Gujarat, 300 km from Mumbai, the financial and commercial capital of India. Mr. Naik's never-die attitude was behind his decision to scale up his business based on his confidence in Komori.



Naimesh Naik, Founder and Managing Director

Naik has been in business for the last 15 years, buying and running used machines and struggling at times. The startup was very small but the fire in the belly to grow was always there. He started by supplying print to small commercial businesses. Later he ventured into carton making for the textile market, which is one of the major industries in Surat.

Naik explains that today Weepac has expanded its business portfolio to include high quality short-run print jobs, catering to industries of high value products such as cosmetics, perfume and textiles. Weepac will continue to invest in niche markets to bolster its bottom line and enhance mid- to long-term sustainability. The company's core competence is the design and printing of PET and paperboard packaging,

particularly high-value display cartons for customers.

Love at first sight

Ever since installing the Komori six-color Lithrone G37 UV with coater, Naik has noticed a dramatic upward swing in business and has also seen customer satisfaction levels shoot up. He described his decision to invest in a new press and multiply the business: "I was open to all the suppliers and also visited another Japanese supplier and some European suppliers, but once I saw the



Lithrone G37 in the first trials at the Komori plant, I seemed to have fallen in love with it."

Naik states that his experience with Komori has been great and the support provided was superb. "The feel-good factor – kando – was truly beyond expectations. The Komori team worked as a group of highly focused professionals from the very start of the installation. The handover was so smooth that Weepac was able to get to full-scale production in less than three weeks with this fully automated press. Today I can see from KHS-AI that our average print run is around 8,000 to 10,000 sheets. But we do longer and shorter runs as well, totally depending on customers' orders."

UV business to grow threefold

"As our business is mainly for exports, our overseas customers appreciate the sudden jump in quality and the quantum of business we have been able to turn out. We expect that our UV business is likely to grow threefold if there are no external disruptions in our business," he says.

"Because our customers tell us that they see a dramatic change in the quality of the work from Weepac, I am encouraged to pursue other endeavors with Komori technologies. Working with the Komori Lithrone G37 with coater is a totally wonderful experience. Some of the technologies were new to us, such as the PDC-SX and fully automatic registration. But at the end of the day, the numbers provide the proof. The underlying bonus is the surprisingly low wastage with special colors and Pantone inks."

Mr. Rajesh Sangani is also very positive about the new Lithrone, saying, "Buying a Komori for us has been a very wise decision, and we have a great deal of confidence in the Komori technology."

When asked the reason for their success, both men smile. Naik explains, "Weepac is very passionate about what we do, and we're passionate about ensuring that we meet our customers' needs. We work with our heart and mind together." "We're a team of managers, designers, packaging craftsmen and artisans who work relentlessly, burning the midnight oil to ensure that we deliver products meeting international standards, however big or small the consignment. That is why we're constantly updating with the latest in printing technologies, sourcing the best products from the industry, evaluating the quality and variety of papers and boxes, and updating our skills through training so that we can deliver the best solutions," Naik adds.

"We will vouch for Komori and their technical know-how as well as their impeccable products like the Lithrone G37 that are perfect for the Indian packaging segment. This is something we have long been waiting for from the house of Komori. We are grateful that the manufacturer understands our needs so well," Naik concludes.

Weepac 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



From left: Rajesh Sangani, Partner, and Naimesh Naik, Founder and Managing Director

Alianza Gráfica innovates packaging with Lithrone G40

"It all started in 1976 when my father, Juan de Jesus Bermudez, a tireless and visionary worker, made the decision to start a graphic arts business, which with time, dedication and tenacity became a beautiful company called Gráficas Jaiber," says Juan Luis Bermudez, General Manager of Alianza Gráfica.



From left: Patricia Bermudez, Commercial Manager, and Juan Luis Bermudez, General Manager

Juan Luis and his siblings contributed to the growth of this company, which started out with typographic equipment and migrated to its current state-of-the-art lineup of machinery focused on the packaging industry. In 2001, due to the need to supply an important client, Gráficas Jaiber moved from Bogota to Valle del Cauca, where Alianza Gráfica (Aligraf) was born. The company decided to make Aligraf a modern, sustainable company with integral growth. It is driven by a great team that prepares every day to meet the challenges of a

globalized, dynamic and demanding market.

In 2011, together with five other companies in the area, they took the opportunity offered by the government to join the Zona Franca regime and operate in the free trade zone. The printer is now qualified as an industrial user offering free trade zone services, with 180 employees and facilities covering 10,000 square meters.

Innovators in the packaging industry

Aligraf's target is the packaging industry. It delivers print solutions to the pharmaceuticals, foods, cosmetics, education and general industries markets, and offers a wide portfolio of products (folding cartons, labels, inserts, POP materials and covers) and complementary services.

They are pioneers in the production of folding packages using digital printing technology and make available a fast, personalized response on a wide variety of substrates. To meet the full spectrum of customer needs, in addition to its new six-color Komori Lithrone G40 UV/H-UV offset press with coater, the company operates a digital workflow as well as a full range of prepress, press and postpress equipment.

Juan Luis Bermudez describes decision on the six-color Lithrone G40 with coater

"We have seen that in both the Colombian and worldwide markets more and more Komori printing equipment is being installed. We have been monitoring Komori products for many years, perhaps since drupa 2008. At that time, we realized that Komori is focused on finding innovative solutions. We learned they were pioneers in in-line coating systems, fully automatic plate changing and today's technologies such as H-UV, which help us develop high added value folding products."

"We also chose Komori because we found that the Colombian distributor, Print Press, provides quick answers and support in sales and after-sales. Most importantly, though, Komori is an ally with whom we can work to strengthen our position technically and commercially in the folding carton market."

"We considered German manufacturers but found differences such that Komori ultimately won out, especially because H-UV solves drying times with nonabsorbent materials and is an ecologically beneficial



system thanks to its outstanding energy saving. Being environmentally friendly is a commitment we have made to our customers."

"Technical support from our local distributor, assistance from the factory, which we verified with a visit to Komori facilities in Yamagata and Tsukuba, and printing tests that we ran at KGC greatly influenced our decision."

Solutions to pressing problems

"The market increasingly demands shorter production times, and with the equipment we had before the arrival of the Lithrone G40, we could not satisfy this market need and our customers were not willing to wait."

"The changes achieved by the Lithrone G40 with coater that we particularly appreciate are the reduction of waste, better response times, increased plant efficiency and lower production costs. The cost of H-UV ink is balanced out by increased efficiency and quality."

"The installation was very recent and we are still on the learning curve. Even so, the results have been good, and we hope we will be at a higher level in a very short time. However, it is clear that processes have been simplified, waste is reduced and makereadies are faster. We control the work through the tools of the press."

"Our strategy is to have a strong partner in the quality printing market – and we decided on Komori. The Lithrone will certainly not be the only equipment we acquire. We have a strategic ally in Komori, and this will count when we renew our other equipment."



Second-generation owners at Solo Printing stand by Komori

When cousins Robert and Jorge Hernandez assumed management of family-owned Solo Printing Company in Miami, Florida, they remained true to one of the firm's founding principles: staying technologically up to date is a key factor in delivering the best quality to customers at competitive prices. "That's something that we've always followed from our founders," says Robert, now vice president of sales. Jorge is currently vice president of operations.



From left: Jorge Hernandez, Vice President of Operations, and Robert Hernandez, Vice President of Sales

"Our goal is to stick to what we do well and expand into new avenues from there," Robert continues. "When we do get into new things or revamp anything in the company, we make sure we invest in the most advanced equipment to allow us to be efficient and competitive while still producing the best product possible."

The company was founded by brothers Manny and George Hernandez Sr. in 1985, initially as a sheetfed shop, and later expanding into web printing. It now employs approximately 150 people and has been recognized as one of the nation's largest minority-owned companies in the printing industry. Over the years, both the founders, and now the next generation, have broadened their capabilities, improved efficiency and expanded their customer base. They keep an eye on emerging technologies in the marketplace and also pay close attention to where their clients' needs are now and where they may be headed. In addition to printing, the company offers bindery services, mailing and fulfillment, and specialty die-cutting. Customers range from small and mid-size businesses to Fortune 500 and Fortune 1000 corporations.

Continuous improvement

In terms of printing capabilities, the major assets in Solo Printing's cutting-edge print production facility are four Komori presses: two sheetfed and two webs. The two older sheetfed models are due to be replaced in early 2019 by two brand new presses – a 10-color Lithrone G40P perfecter and a six-color Lithrone G40. Both presses are equipped with LED, conventional UV and

IR curing. Taken all together, the press lineup provides an impressive range of service offerings that Solo Printing can bring to clients.

According to Jorge, the new presses are faster and offer higher levels of automation for better efficiency, color accuracy and consistency, and quicker makeready to reduce waste. Solo Printing has also purchased KP-Connect, Komori's cloud-based productivity solution that monitors press operations, even detecting potential problems before they occur and recommending preventive measures. "It's a proactive tool to help us maintain the press and keep that uptime percentage as high as possible," he says.

Solo Printing's decisions about what and when to buy are driven by both internal and external considerations. "Most often it's us looking at certain areas of inefficiency in the different departments and thinking about how we could improve," Robert notes. "Sometimes our larger customers make requests – things they see coming in the future for them – so we'll look at some of the technology from that aspect."



For example, Solo Printing is emphasizing its growing mailing and fulfillment services as well as its specialty die-cutting, which was added only two years ago with the acquisition of new equipment. "With Komori's new perfecter, we're envisioning being able to target most of the short- to medium-run markets," Robert says. "These are different products where traditionally we weren't very competitive, just because of the equipment and our infrastructure. These new presses, with their speed, uptime, makeready and perfecting capabilities, allow us to tap into that market."

The cousins also have high praise for



Komori technical support. "We have a long partnership with Komori," Robert notes. "Whenever we need them, they're there for us. They have a very knowledgeable team, starting with their salespeople, up to their head mechanics, and a great deal of support on the technology side."

Looking ahead

Both Robert and Jorge have worked at Solo Printing in various capacities for close to 20 years and are looking forward to continued growth for the firm and continued investment. Robert comments, "In the next year or two, we may need to add additional technology into our mix. We're now pushing a little harder on the digital side to grow that."

Solo Printing also invests in finding and developing young talent to sustain the business in the future, at a time when finding new employees is a challenge industrywide. While seeking new recruits from outside the firm, the cousins also continue to provide additional training and promotions to current employees.

Finally, looking ahead, Robert says, "I try not to make predictions. Once the two new Komori presses are put in place, we'll start analyzing other areas. It's a pretty big step for us to have two brand new presses in one year. That's not something you have all the time – we're really excited."



Yinbenshu rebrands for efficiency and **renewal**

The hottest topic in China over the past few years has been the idea of supplying high-end products via the internet. Shanghai Kaixinyin, now Yinbenshu ('print-a-book'), was one of the first companies in the printing industry to put into action a business model that combines printing and the web.



'Print the best catalogues using the best machines, paper and ink' was Shanghai Kaixinyin's first resolution as a printing industry neophyte. Keeping this resolution, however, was not easy in the face of the chance for enormous economic benefits and the opportunity for quick earnings. The ideas that materials are expensive but can't be cut and production processes are complex but staff can't be reduced are threaded through Shanghai Kaixinyin's mission and the change of its name to 'Yinbenshu' (print-a-book). By using Komori's cutting-edge presses, putting a very powerful management

team in charge, and following the golden rule of competition, that efficiency is the decisive factor, Yinbenshu is a new force in an environment of high costs and low profits.

Plan-oriented management

Based on a survey of user needs in the Shanghai region, Yinbenshu continues to focus on catalogue printing and raising the positioning of its own products. The company

has selected advertising agencies and design firms, who have high expertise and extremely difficult-to-meet color demands, as the target customer base. "We are committed to using catalogues as an opening and printing other commercial products with the highest quality," says Yinbenshu Chairman Guo Liwei.

Customer reviews

Doing conventional commercial printing on the net may seem to be simple, but the company's lean manufacturing system behind the scenes is vital. First, Yinbenshu adopted the internet's online ordering scheme, and all sales orders and services take place in the online environment. This raises efficiency by cutting communication costs, shortens the collection period for receivables and makes the company's nonperforming loan ratio practically zero. The printer knows that in business-to-business work, a competitive edge in both efficiency and service is essential.

The difference between Yinbenshu and traditional printing companies is that it switches the building of relationships and winning of orders through conventional customer visits to brand promotion by word of mouth in customer reviews, capturing trust by quality. With the lowest prices, best quality and fastest shipment, Yinbenshu is creating a high-end, professional brand image and expanding the effects of reviews.

Partnership with Komori, efficiency key factor

"An artisan must first sharpen his tools if he is to do his work well," says an ancient Chinese classic of philosophy. Yinbenshu's 'tools' are Komori printing presses. The relationship with Komori goes back to 2014. Yinbenshu



had just been established and selected Komori as its press manufacturer after a thorough survey of the market and careful research. The printer invested in three Komori Lithrone A37 presses.

These machines did not disappoint. They impressed Yinbenshu with their compact construction, high cost performance, stable print quality and high production efficiency. Once in regular operation, the Lithrone A37s practically never stopped printing. These presses raised print quality and production efficiency to new levels. One press could easily handle 128 jobs a day, and efficiency in the special plates field was absolutely unrivaled.

Zhang Lei, chief operator of one of the Lithrone A37s, commented: "Previously we had never even thought of how many jobs an hour a press could finish. But the Komori press is so easy to operate and plate changing is a snap, so it can easily finish 128 jobs a day, way beyond our expectations."

The Lithrone A37s were followed in quick succession by two Lithrone G37s and a five-color Lithrone 20, which were instrumental in the sustained expansion of Yinbenshu's work volume and ensured the company's competitive edge.

"Efficiency and quality are decisive when printing internet orders. It's impossible to compete without efficiency," says Mr. Guo. "This is why we made a big investment in Komori's flagship press, the eight-color Lithrone GX40RP front/reverse double-sided press."

The Lithrone GX40RP is certainly the pinnacle machine in double-sided printing, featuring outstanding productivity, print quality, stable performance, efficiency, low cost and minimal environmental impact. The newly designed feeder enables stable printing at the 16,500 sph maximum operating speed and can be applied in a wide range of segments, from commercial printing on thin paper to package printing on heavy stock.



From left: Liuzheng, General Manager of AFA; Toshiyuki Tsugawa, Executive Officer of Komori; Guo Liwei, Chairman of Yinbenshu; Satoshi Mochida, President of Komori; Shi Bangchi, Chairman of Shanghai Bangda Color Packing Printing; Jin Guohong, Industry Area Service Center Director of Baoshan District, Baoshan District Chamber of Commerce Secretary-General; Li Yufeng, Board member of Yinbenshu; Shiyi, Board member of Yinbenshu

“These machines did not disappoint. They impressed Yinbenshu with their compact construction, high cost performance, stable print quality and high production efficiency. Once in regular operation, the Lithrone A37s practically never stopped printing.”

— Chairman Guo Liwei

“At the outset, the Lithrone GX40RP was not even in our plan for equipment purchases. But when we saw it at the Komori Graphic Technology Center in Japan, we were so impressed that we immediately made a down payment and purchased this machine,” says Guo. “When doing double-sided printing with the Lithrone GX40RP, the cost of paper can be reduced because no tail-edge margin is necessary and sheet size can be minimized due to single-edge gripping without sheet reversal. It also offers the advantage of instant drying thanks to the powderless curing system.”

“Providing our customers with the best printing services is Yinbenshu’s mission, and contributing to the protection of the environment is our social responsibility. We want our workplaces to be beautiful, bright environments. We all want to live under clear skies and white clouds,” he adds.

Yinbenshu’s founder on the future

Yinbenshu is now building China’s first model clean printing plant and will become the first Komori model press user in the Shanghai region as part of a long-term strategic partnership with Komori. To support the new growth of Yinbenshu, Komori plans to provide total service. Many of the latest Komori technologies will be featured in Yinbenshu’s plant. And plant construction conforms completely with Industry 4.0 standards. Its dedicated plant water treatment system will recycle all spray, waste water and waste fluid from the plant.

An eight-color GX40RP open house attended by Komori

President Satoshi Mochida was held November 28 and 29, 2018, at the plant.

Guo and everyone at Yinbenshu fervently believe that the clouds will become whiter and the skies clearer through the efforts of Yinbenshu and Komori.



K-Supply
K-Supply H-UV Ink

Inspiring **kando** with K-Supply Ink and a Lithrone GX40RP

Inoue General Printing installed a Lithrone GX40RP and decided to run with K-Supply H-UV ink. The combination paid off in more ways than one: stable quality and greater ease of use all round. Now the printer believes that the press manufacturer is well positioned to deliver improvements in both the machine and the ink.



Kayoko Inoue, President (far left), with staff

With its head office in Utsunomiya City and operating two printing plants and a binding center, Inoue General Printing has contributed to the region since its founding in 1996. Concentrating on high quality with an integrated production system that ranges from planning, editing and design to printing and binding, Inoue is working on customer issues through an active program of investment in new facilities. Taking notice of the exceptional performance of H-UV, the company installed its first H-UV press in 2013. Further, in November 2017, it installed an eight-color Lithrone GX40RP press. President Kayoko Inoue and Second Printing Section Chief Koichi Yokota spoke with *On Press* about the objectives and results of installing this press.

“These moves answered our customers’ issues,” says President Inoue. “Our H-UV initiative began in 2013 with the installation of a four-

color Lithrone A37 H-UV press.”

“While seeking originality, we forecast that high quality printing and work on special substrates would grow, so we installed an H-UV press. This solved many problems such as dry-down, set-off, scratches and smearing that we had been experiencing. Customers who came to watch their jobs being printed said, “It’s fast. And it’s beautiful,” feeling the kando when they touched the printed sheets. When we thought of what we might do to make the process even faster and the quality better, we decided to install the eight-color Lithrone GX40RP front/reverse double-sided press.

K-Supply ink also introduced

K-Supply H-UV ink was also adopted at the same time. Mr. Yokota explains it as follows: “We tested inks from various manufacturers. Our impression was that the conditions relating to water and oil

were just right and the key response when adjusting color was extremely good with K-Supply ink. It was also easy to use. We saw that Komori, as a machine manufacturer, was not simply dealing with ink but seeking improvements in both the machine and the ink.”

“We work saying to everyone – to ourselves, to our customers and to the community, ‘We want to be a great company.’ We’ve only just begun and the goal is still distant, but we want to make every effort,” says Inoue.

“Right now we want to take advantage of H-UV’s instant curing, inform customers about the speed of our printing, and work to have them see it. Designers and self-publishers can watch their own works being printed, experience the kando and leave with a smile on their face.”



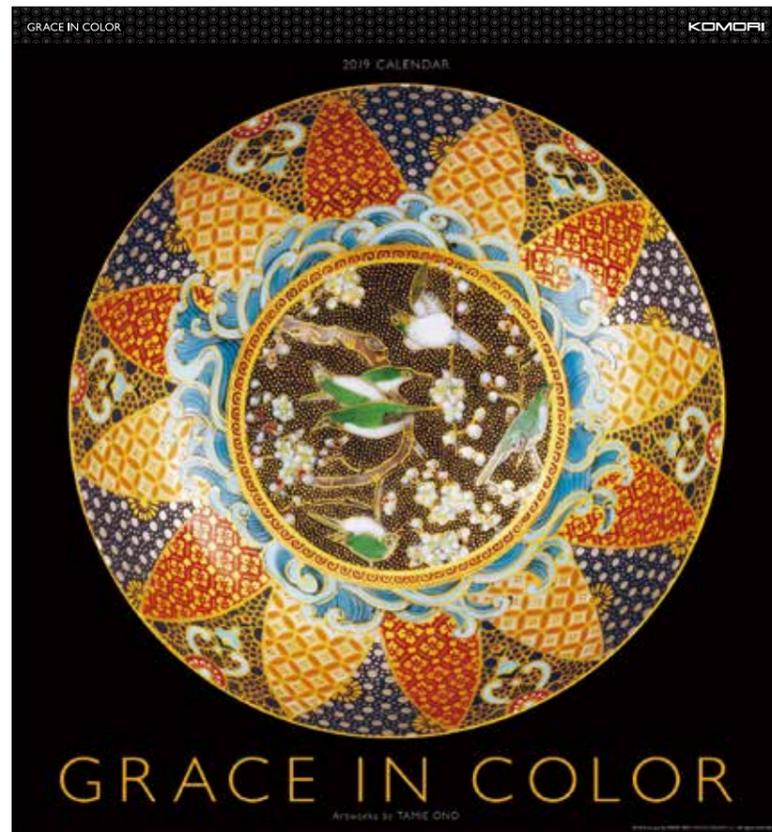
“We were worried at first about using ink not produced by an ink maker, but Komori carefully responded in detail, and now we use K-Supply ink with confidence.”

— Voice from the shop floor



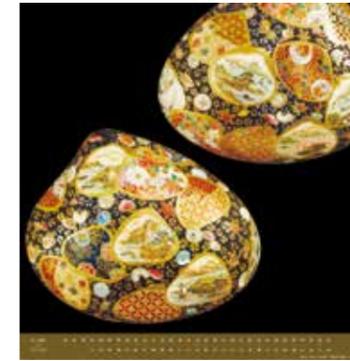
Komori 2019 Calendar Kyo-Satsuma Ceramics Revival

Adopting the Grace in Color theme from last year, the Komori 2019 calendar was produced with the exquisite and refined traditional Japanese craft of Kyo-Satsuma-Hana-Satsuma ceramics as the motif.



2018 © cu-nyo by TAMIE ONO / OFFICE SQUARE LLC. All rights reserved.

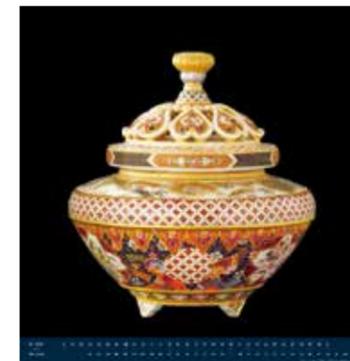
Images appropriate to the Grace in Color title were chosen for this year's calendar. Kyo-Satsuma refers to earthenware originating in Kyoto that developed over several decades — from the early Meiji era to the Taisho era. Based on the traditional Japanese craft of Satsuma ware and consisting of ceramics with even greater Kyoto-style elegance and beautiful coloring, this was very popular at the time, mainly in Europe and America. But the tradition came to an end due to the decline of the earthenware culture as a result of the rapid industrialization of Japan. Kyo-Satsuma ware now has great rarity value. Tamie Ono, an artist who has developed ceramics-making techniques to revive this elegant traditional craft for the present age, creates Hana-Satsuma porcelain works that have further broadened Kyo-Satsuma. The brilliantly colored, fine patterns in her works are drawn so delicately and elaborately as to make one think they could not be done by the human hand.



Jan-Feb



Mar-Apr



May-Jun



Jul-Aug



Sep-Oct



Nov-Dec

The actual size of the earthenware is small, less than 10 cm. To express these pieces boldly and dynamically, offset printing combined with high-resolution photographic technology, prepress technology that accentuates color vividness, and decoration with varnish are used. These printing techniques imbue the images not only with intensity but also quality. The binding (the black band at the top) printed on matte black paper uses screen printing, a core business of Seria Corporation, a Komori Group company. The title and the Komori logo are printed with a thick layer of screen white ink and a dot pattern is shown with high gloss black UV ink.

Tamie Ono

Tamie Ono is a creator and teacher of Kyo-Satsuma/Hana-Satsuma ceramics at art schools in Kyoto. In 2011 she was featured on the NHK television program *The Mark of Beauty*. In 2014 she was awarded the Kyoto Mayor's Prize at the 56th Kyoto Color Pottery Exhibition. In cu-nyo, her studio, Ono creates both Kyo-Satsuma and Hana-Satsuma works. "I am still learning, and my styles and quality change every year. I am still searching for my final destination," she says.

For details on the printing techniques, see the special Komori 2019 calendar site. Take our survey and receive a Komori 2019 calendar. For survey details, see page 35.



<http://www.komori-event.com/cal/2019>

Making the Calendar

Feb-Jun: Planning → **Aug-Sep: Design Review** → **Oct: Printing** → **Nov: Finishing**

Narrowing down proposals based on theme and specifications. Presentation to senior management followed by decision.

Run two on-press proofs to assess layout, color, gloss varnish and drip-off, carefully checking each sheet.

Final printing on high-spec Komori presses such as KGC's six-color Lithrone GX40 H-UV L (LED).

The seven sheets printed on offset are cut, assembled and bound by screen-printed binding. The calendar is complete.

Highlights

Screen Printing
Kyo-Satsuma dot pattern applied to binding with raised screen black ink. Title and Komori logo printed with screen white ink.

Background
Gloss varnish and drip-off effect are incorporated in the background of the March-April, July-August and November-December leaves.

Silver Coat Varnish
A silver coat varnish produces a metallized paper effect.

Printing Production Team at KGC
Despite challenges at every stage, the Komori team creates a stunning calendar — through trial and error and printing.

Postpress/Cutter/Apressia CT115

Apressia CT115 **changes** the game at Bootyman

The increased volume of wet glue labels produced on its two new six-color Lithrone G29s has created the need for the latest cutting-edge technology in the form of the Apressia CT115 at the UK's Bootyman Printers.



Bootyman Printers was founded by William Bootyman 104 years ago in the port city of Kingston upon Hull as a jobbing printer, initially producing stationery, small format leaflets and documents for the many local retail and commercial businesses around the city and beyond in East Yorkshire, England.

Today annual turnover is approaching €4 million as Bootyman has

become one of the UK's leading suppliers of wet glue/flexo labels and folding box board packaging, which it produces for many of the UK's major brands.

The increased volume of print progressing through to the finishing department over the last year, especially sheets of wet glue labels, highlighted the need to upgrade guillotining productivity and led to

the subsequent installation of the Komori Apressia CT115. Managing Director Andy Binks explains: "We now produce 360 million wet glue labels a year, all of which involve guillotining. With our previous cutting machine, downtimes for programming, maintenance and routine blade replacements were in danger of creating a bottleneck as our workload stepped up."

"We conducted tests at Komori Graphic Center in Utrecht, where our guillotine operators were given free rein on the machine. They were especially impressed by its continuous productivity features and fast maintenance mechanisms such as the click in-click out cutting strip replacement system, knife exchange automation and conveniently located adjustment controls."

"Guillotining, by its very nature, is an intensive job and so other operator-friendly aspects such as the programmable clamp pressure and electronic back gauge adjustment also impressed our operators. The large digital touch screen, pre-programming and memory systems were also of key importance to us, as we cut to so many different dimensions and also handle many repeat and complex jobs."

He concludes: "Now that the Apressia is installed and in operation at least 16 hours a day, five days a week, we've realized just how much the latest Komori cutting technology contributes to our throughput."



POSTPRESS NOTE

PROCESS STREAMLINING: JOGGING, CUTTING AND PALLET LOADING

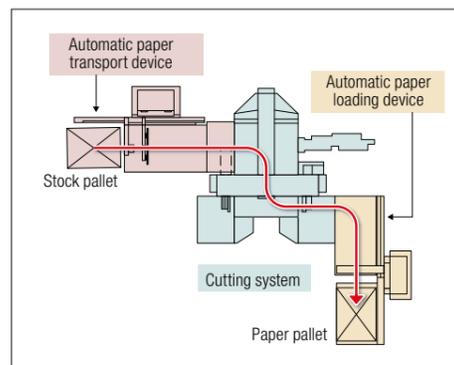
Making processes more efficient and smart is an enduring print shop theme, so let's look again at the cutting process. Specifically, let's consider the effects of heavy labor on people and stress on the paper.

For instance, recently more companies are doing in-house the job of cutting printing stock before printing. For this, the cutting process must be positioned with an important base point for loading paper onto the press. This is because the first pallet after cutting is set on the press as is. If this is not satisfactorily accomplished, it can lead to a press stoppage.

For this cutting, the usual flow is to first put blank paper on the pallet in the stock area according to the printing schedule and load it onto the jogger in front of the cutter. The person in charge can be seen bending over and loading one bunch at a time onto the jogger. Pallet loading after cutting is the same.

If this work continues for a long time, the load on the operator's body becomes a concern. Also, with regard to production, when manually loading paper onto the jogger or pallet, too much rubbing is a major cause of static electricity, an antagonist of printing. If the pile is strongly charged with static electricity when set on the press, production efficiency will fall.

Komori thinks the cutting process consists of the chain of jogging, cutting and pallet loading. A variety of systems, from semi-automatic to fully automatic, are available to enable the building of a flow that is gentle to both the people and the paper.



Example of automatic cutting system

Komori Website Gets an Update

The Komori website has been updated with a new design and filled with the latest information and materials of all kinds for downloading.



The new website provides a wide range of information, from details on products such as offset presses, digital printing systems and KP-Connect to news releases. In addition to *On Press*, product catalogues are available for downloading. Also, the new design is mobile phone-friendly, allowing easy viewing from smartphones and easy access whenever necessary when out of the office. Check out all the features of the new site at www.komori.com.



<https://www.komori.com>

INNOVATE TO CREATE IN SHOWS

Komori is starring in more shows and presenting more diverse exhibitions than ever. In China, Japan, The Netherlands, Taiwan and South Africa, the Innovate to Create theme from IGAS 2018 is headlining printing exhibitions. And the latest Komori solutions – KP-Connect smart software and Autopilot-driven nonstop one-operator production – are premiering to standing-room-only crowds.

Follow-up on IGAS 2018

ALL IN PRINT CHINA 2018

Shanghai, China



The All in Print China 2018 printing and packaging exhibition was held from October 24 to 28, 2018, at the Shanghai New International Expo Centre. More than 100,000 visitors from 22 countries attended the show.

Exhibiting under its Innovate to Create main theme as a provider of world-leading printing solutions, Komori presented a new face to the AIP show. Technologies and solutions such as offset printing technologies and Connected Automation that turns printing plants into smart factories, recently shown at IGAS 2018, as well as digital printing, lean manufacturing and eco-friendly green concepts that

overturn conventional wisdom were effectively presented and highly applauded by visitors.

Using an online simulation presentation with advanced KP-Connect smart software as its core, Komori introduced its vision for the future of printing – smart technologies, digitalization and IT technologies. Practical smart factory scenes and detailed solutions for smart factory building plans were proposed, drawing the attention of many in the industry.

Working to provide products and solutions that truly meet printers' needs by overturning traditions,

driving forward digitalization and smart technologies, and focusing on key words such as eco-friendly, energy-saving, efficient and smart, Komori will create new value together with customers.

Komori Graphic Technology Center

AUTUMN FAIR

Tsukuba, Japan



The Autumn Fair 2018 was held on Friday, October 12, 2018, at the Komori Graphic Technology Center in the Tsukuba Plant. Three seminars were presented: the first, process control and automation by KP-Connect Pro; the second, the front line of Komori digital printing systems; and the third, postpress systems offering automation and laborsaving. For the demonstrations,

an eight-color Lithrone GX40RP H-UV L (LED) showed off three jobs printed with preset data automatically sent by KP-Connect Pro and nonstop production driven by Autopilot with just one operator. Quality control was handled by PQA-S V5, and Parallel Makeready simultaneously managed A-APC, blanket washing and ink settings. Total time for three jobs: 9 minutes

21 seconds. Next, the Impremia IS29 sheetfed inkjet digital printing system was paired with Highcon's Euclid digital cutting and creasing system for two jobs: the first demonstrating high-precision color matching by K-ColorSimulator 2, and the second showing the system's wide color gamut potential with RGB variable output and detailed laser finishing.

Start Smart, Finish Better.

AUTUMN OPEN HOUSE

Utrecht, The Netherlands



Komori International Europe welcomed over 400 visitors from all over Europe and beyond to this year's Autumn Open House on November 7 and 8, 2018. With the slogan "Start Smart, Finish Better," guests could discover Industry 4.0 and Komori's adaptation of this current trend of automation and data exchange. With the entire showroom seamlessly connected, Komori displayed their

latest offset presses, digital printing systems and postpress equipment in a series of live demonstrations. Ken Sagawa, President of Komori International Europe, remarked: "The printing industry is shifting from 'how to make' to 'what to create,' and we intend to support customers in prevailing in this dynamic environment." The event was held at the Komori Graphic Center-Europe

(KGC-E), the ultimate Smart Factory, and consisted of 'Bring your own job' live demonstrations, presentations and a seminar by futurist Willem Peter de Ridder. Several visitors brought their own jobs to be produced live during this event.

Innovate to Create Hits Taiwan

TIGAX 2018

Taipei, Taiwan



TIGAX 2018, the Taipei International Graphic Arts Exhibition, was held September 20 to 23, 2018, at the Taipei World Trade Center. This year at TIGAX, Komori adopted 'Innovate to Create' as its theme. Komori aims to create new value with customers through state-of-the-art technologies that will lead the way in the next

generation of print. The messages delivered throughout the show highlighted the development and growth of printing from the customer's point of view.

While volumes in commercial and book printing are contracting, the packaging and added-value segments are characterized by stability and

improving profits. Recognizing these trends, Komori exhibited samples from offset printing, digital printing and embossing finishing to help printers generate ideas for growing their businesses. Visitors to the Komori booth were interested in knowing how these special samples were produced and whether they could print these applications on their current presses. In this exhibition, Komori successfully delivered the message that Komori has a full range of product lines and technologies as well as the know-how to produce sophisticated items.



Update for South Africa

PRINTOLOGY 2018 ROADSHOW

Johannesburg, Durban and Cape Town, South Africa



The Printology 2018 Roadshow in South Africa received a warm welcome in all three cities it visited. The whistle-stop tour featured three events in three cities on three consecutive days, from October 23 to 25, 2018.

The 'Innovate to Create' theme inspired the more than 100 visitors during the 4-hour seminars. The attendees heard from industry veterans about the direction print is heading, and a number of trends such as sustainable business practices in a

world of economic uncertainty were covered.

Komori International Europe Director of Distributor Sales Tony Carter spoke about the benefits of low energy curing/drying, and subsequent gains such as reduced ink volumes, lower power consumption, less maintenance and higher performance. Carter finished off with a virtual reality tour of the unique Komori Graphic Center-Europe.



Komori People

Onward to drupa 2020

Motoyasu Suzuki
Manager of System Development
Department, Tsukuba Plant



I manage the department that develops control systems, user interfaces and data management systems for printing presses. These include quality control systems such as the PDC Series and PQA-S Series, productivity systems like KHS-AI, and KP-Connect, the company's latest innovative development. We seek to develop systems with high value for users, and achieving this with the people in my department is vital. Leading a strong team in realizing this goal is important to me. Right now we are shaping the developments for drupa 2020. I can promise the world that Komori systems at drupa 2020 will amaze the printing industry.

What I like most about my job is giving shape to my own thinking and seeing it become a Komori product. My greatest thrill is seeing

a Komori customer use a system that we developed and succeed in his business. When I hear that kind of news, I feel great.

However, to tell you the truth, my dream is to lead Komori's overall technology development rather than just system development. After I entered the company, I was assigned to the web offset press design department, and I was in charge of analysis operations. However, I had no desire to do design work, and at first I was very dissatisfied with this assignment. But when I actually began working, I understood the appeal of design, and now I think it was good that I was assigned to it. In fact, that experience prepared me for the job that I'm doing today. Innovating, developing and creating new systems is cutting-edge work, and I would not trade this for

anything else in the world.

My private life? Well, it is not special. I really enjoy going out drinking with my colleagues. It lets us loosen up and communicate very freely. I like music, too, particularly funk. I have a playlist full of great funk hits, and I like to get down with the beat.



Suzuki with his colleagues

Editor's Note

Computers and ICT have revolutionized the printing process in recent decades, and now hardly a day passes without new digital innovations and developments. Web-to-Print, this issue's feature article, focuses on the growing print e-commerce scene. Komori presents solutions providing visualization, automation and laborsaving by connecting print manufacturing processes based on the concept of connected automation.

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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 2019 Calendar. Deadline: March 31, 2019

Winner will be notified by delivery in the mail.



<https://form.k3r.jp/komori/op95q>

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Mobilizing ICT Power The Web-to-Print Model



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