

# Report

1 | 2010

PRODUCTS | PRACTICES | PERSPECTIVES

 **KBA**  
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The courage to invest while others waver: delivered, installed, commissioned and started up in January this year – a new Rapida 106 eight-colour press with two coaters at Bernholz Verpackungen in Bad Salzufflen, Germany, where a Rapida 105 six-colour coater press that came on stream in 2000 has already pumped out 354 million sheets

Economic recovery depends on entrepreneurial courage

## Investment key to innovation

The turbulence in the global financial and economic marketplace has continued unabated for almost eighteen months now, albeit with regional differences in intensity. While the number of more positive prognoses has increased, not even the most revered economic experts are willing to prophesy with any degree of confidence whether 2010 will bring a perceptible change for the better in current trends or whether GDP figures for the vast majority of national economies will fluctuate within a narrow band around zero growth from one quarter to the next. There is plenty of evidence to support both scenarios. The scattered growth centres that do exist, such as China, for example, cannot revive the global economy on their own. An end to the ongoing reces-

sions in the USA, in the UK and many other European economies would be a great help, and there are tentative indications that the economic situation in North America may finally be starting to improve.

When a crisis breaks, politicians are not the only ones who are tempted to sit on their hands and hope for the best. Many of the decisions and investments currently being made in the print media industry and the wider economy seem to be informed by the belief that "if you don't do anything, you can't do anything wrong!" While in some cases there may be little or no choice, for example if there is a liquidity bottleneck, the bank withholds credit lines or business has collapsed, this sentiment is more often prompted by a persistent loss of confidence in future growth

prospects, or a lack of entrepreneurial courage.

Fortunately, however, there are exceptions. Farsighted printers and media players are making the most of the current widespread paralysis in order to reposition themselves in readiness for the upturn, whenever that may occur. In pursuit of this strategy they are developing new business models or enhancing existing ones, more often than not in conjunction with judicious investment in advanced technology. The ultimate benefits are enjoyed by all, because in the long run the supply industry can only drive innovation if the customers targeted are willing to invest. Examples of both can be found throughout this issue of *Report*.

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Helge Hansen,  
president and CEO, Koenig & Bauer

State aid distorts competition and harms the print media industry

# Bloated structures should not be preserved

The global economic recession precipitated by the turmoil in financial markets has persisted for eighteen months now. In the print media and supply industries, both of which are heavily exposed to advertising cycles, its withering impact on order volumes and balance sheets has been greater than in almost any other business sector. Following decades of outstanding success in the international arena, 2009 brought reports from major German press manufacturers of plunging sales, heavy losses, short-time work, impending mergers and the loss of thousands of jobs, overshadowing the entire industry.

KBA did not escape a painful yet economically imperative adjustment of the core workforce. In the 2009 business year Group sales plunged by 31 per cent and the Group payroll dropped below 7,000. By the end of the current year it will have fallen by several hundred more. The situation at our competitors is much the same: when sales collapse and market prospects are poor, there is simply no viable alternative to a rapid and radical realignment. A merger within the industry would not have mitigated the need to downsize capacity and payrolls in response to a diminished market volume.

For all those involved, such an adjustment inflicts both personal and financial pain. It is therefore important to ensure that the conditions under which it is implemented are equal for all players. Unfortunately, the misgivings we expressed last summer following the extension of substantial state aid to one of our biggest competitors appear to have been justified. According to information we have received, the additional financial scope afforded by public credit lines and guarantees is being used to offer excessive discounts on prices and other conditions of supply in order to empty overflowing warehouses and create liquidity. Bloated organisational structures that are no longer appropriate for today's markets are thus being preserved, nullifying the impact of successful efforts elsewhere in the industry to trim fat and cut costs.

This is detrimental both to the print media industry and its suppliers. The decline in prices of new presses is undermining the market value of existing equipment, which is often offered by printers as security when seeking a loan for new investments. As if securing funds were not difficult enough already, many a printer's pleasure at obtaining a bargain price for a new press is wiped out upon finding that his bank or accountant has valued his assets at bargain prices as well.

Following a dramatic decline in sales from September 2008 to April 2009, demand for printing presses has been relatively stable since early last summer, albeit at a much lower level than in 2005 or 2006. While many countries are experiencing a mild upturn, we believe this will translate into no more than a modest lift in market demand, not a sustained recovery.

We are therefore all the more delighted to report that in this volatile market environment we posted Group sales last year of €1.1bn and thus closely approached the target we had set. In view of the current state of the print media industry the balanced pre-tax result we anticipate is some achievement. We were helped by the fact that throughout the crisis we have maintained our liquidity with no new bank loans and have not had to take up the credit lines previously secured as a precaution. While we have responded to market pressures by downsizing over the past two years, KBA remains a solidly financed, stable and innovative partner to the print media industry.

There is absolutely no truth in the rumours currently circulating in the market that we are planning to withdraw from press technology in order to focus on new business lines. What is true is that, 193 years after the company was founded by the inventor of the printing press, we are expanding from our core business into other markets. Industry insiders foresee limited growth prospects for print in today's media landscape, and exceptions such as packaging merely serve to prove the rule. While KBA has a much broader base in the print market than other press manufacturers, it makes sound business sense to establish a firm foothold in a different sector. With this move we are seeking to counteract cyclical fluctuations in the press market and safeguard our existing plants by exploiting their earnings and development potential in the medium term. KBA is fortunate enough to have the necessary room for manoeuvre. This is not the case everywhere.

2010 will bring fresh challenges for us all. However, a crisis also represents an opportunity to review and realign established structures and processes. We wish you and your respective companies every success in squaring up to these challenges. It is in the nature of economics that a recession is always followed by a recovery. Let us hope that this will arrive soon and prove to be a vigorous one for print.

Yours,



Two views of the press room: on the left the Rapida 106 six-colour press with a perfecter after the second printing unit, dedicated plate-cylinder drives and a coater, on the right the consoles for the two presses with the DensiTronic desk in between

Comprinta opens new printing centre in Zurich with two Rapida 106 press lines

# Focus on quality and sustainability

On 1 January a new sheetfed commercial printing plant went live in Zurich-Schwerzenbach at Comprinta, the product of an alliance among three Swiss enterprises: Neidhart + Schön Group, Druckerei Feldegg and Bühler Druck. As part of its avowed commitment to sustainability in commercial print production the company has installed cutting-edge technology in the form of two high-powered Rapida 106 B1 (41in) press lines. In the marketplace the three alliance partners will continue to act as independent entities.

The focal point of Comprinta's new production plant is the press room, where the two medium-format Rapida presses were installed and commissioned in December last year. One is an eight-colour version with a coater and perfecter for four backing four, the other is a six-colour hybrid version with aqueous and UV coaters plus perfecting after the second unit. These configurations were chosen to support an extensive range of products and wide choice of coating options.

Both presses are highly automated and incorporate the most advanced sheetfed technology on the market. To minimise job-changing times they also incorporate DriveTronic SPC dedicated plate-cylinder drives for simultaneous plate changing, DriveTronic SIS no-sidelay in-

feed, blanket and impression cylinder washing systems, Ergo-Tronic ACR (video magnifier), and automatic plate changing, pumping and cleaning in the coaters. Their new AirTronic deliveries allow them to handle different substrates at high production speeds.

## Closed loop for premium quality

Press specifications also included a comprehensive closed-loop quality assurance package based on QualiTronic Professional, with ColorControl inline colorimetry and sheet inspection on both sides of the sheet. Inline measurement and control not only enhance quality but also deliver substantial savings in

waste and thus contribute in no small way to sustainable print production. The two presses are linked to DensiTronic Professional spectral control software. A DensiTronic PDF sheet scanner compares a test sheet or proof with pre-press data and flags deviations in both copy (eg in foreign languages) and images. Virtually all the tasks normally carried out by a proof reader can thus be automated.

## Targeting greenery

In view of Comprinta's commitment to greener production, the Rapidas' alcohol-free capability – with the option of converting to waterless at a later date – and auto-

matic ink pumping from 200kg (440lb) drums were a crucial part of the package.

## Successful start

LogoTronic Professional's open systems architecture allows both presses to be linked to the alliance partners' management information systems. It functions as a master interface to all production processes from administration and pre-press to press, finishing and the mailroom. There are plans to maintain the plant's technological and ecological edge in the long term, and to this end Comprinta has entered a collaborative alliance with KBA with a view to exchanging information on process-related technologies and automation, finishing and sustainable production.

The installation and commissioning of the Rapidas were completed without a hitch. In the first few weeks the emphasis was on optimising process sequences, but now the two-high-tech presses can really demonstrate their capabilities to the full.



Group photo taken after the contract had been inked for the two Rapida 106 press lines (l-r): Ralf Sammeck (KBA), Peter J Rickenmann (Print Assist), Olivier Neidhart, Christian Neidhart and René Schön (Neidhart + Schön Group), Daniel Schnyder (Comprinta), Erwin Oberhänsli and René Oberhänsli (Druckerei Feldegg), Marco Benovici and Hans Neeracher (Bühler Druck)

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Calendar blocks in different colours ready for further processing by one of the automated finishing lines

Terminic enhances flexibility with Rapida 106 world makeready champion

# Wall calendars for the world

“We’re not printers, we’re calendar makers who just happen to have a press room as well.” This is how Wolfgang Rolla du Rosey, managing director of Bremen-based terminic, described his company’s line of business. A Rapida 106 with DriveTronic SPC dedicated plate-cylinder drives, a board-printing capability and inline quality control has been in operation at terminic since May last year.

While most people associate the word ‘calendar’ with seasonal business, this does not apply to industrial-scale production. Five-and-a-half million calendars leave the Bremen company every year. Terminic’s standard range comprises twelve different models, offering from three to six months at a glance, in a choice of 25 foreign languages. But products can also be customised, one example being KBA’s calendar for 2010 which shows four months at a glance and was printed in our corporate colours.

Calendar production for the following year starts in January. The first three to four months are spent



Terminic MD Wolfgang Rolla du Rosey with one of the company’s current products, KBA’s four-months-to-view calendar for 2010

preprinting up to three-quarters of the prior-year quantity on one two-and one five-colour B1 (41in) press. Sorted by language, public holidays and basic colours, the calendars are then placed in a high-bay store with 2,500 pallet slots. Production of the customised backing sheets for the calendars usually starts in March, as soon as the first customers have okayed their proofs. This is where the new Rapida 106 comes into play. The five-colour coater press with extended delivery is mounted on a 450mm (17.75in) plinth to accommodate board piles up to 1.5m (59in) high in the full sheet format. The Rapida’s simultaneous plate changing capability has reduced the

minimum cost-effective run length from 500 to 200 – a fact that is much appreciated, especially by smaller businesses. The biggest single contracts are for around 200,000 copies. In between, anything goes. Complete calendar production begins in April and continues until the end of the year, with rush jobs accepted right up to the last moment.

### Success with a single product

B.C. Heye & Co., as the company used to be called, invented the world’s first three-months-to-view wall calendar back in 1937. Since it was mainly sold to shipping lines



Press operator Andreas Landgraf (in front) and trainee printer Thore Jansen enjoy working with the new high-performance Rapida 106



Managing director Wolfgang Rolla du Rosey (l) with KBA sales manager Ralf Engelhardt at the new Rapida 106 which, like all terminic’s other presses, sports the company name



Terminic gained second place in the awards presented by a German trade magazine for the most attractive production plant

and marine enterprises it was commonly called a nautical calendar. The firm for whom the original quarterly planner was created in 1937 – the Bremen-based Unterweser shipping company – is a customer to this day, but has switched to terminic's four-month model. By the late 1950s other companies were also beginning to use this handy calendar. Its popularity as an organisational and promotional tool prompted its inventors to register the name "terminic" as an international trademark in 1967 and to focus exclusively on this type of product. In 2000 terminic was also adopted as the company's name. Today terminic has agencies and subsidiaries in many European countries and on other continents, and is one of the few enterprises in Europe which specialise in making these organisational tools. Around 75 per cent of all incoming orders are placed directly by industrial enterprises, the rest by members of the advertising industry.

Production and calendar design are subjected to a process of continual improvement and refinement. Designing such calendars demands the greatest precision to ensure that the various countries and regions receive the version with the appropriate public holidays marked. Data are gathered by a global network of sales bureaux and dealerships, assisted by embassies. To ensure absolute accuracy the proofs are checked by the same constellation, which may involve as many as five different readers.

Since the calendars must be easy to read from a fair distance, the typography has also undergone regular enhancements. The standard versions have four basic colours for the dates, including one for workdays and red for Sundays and public holidays. The calendars can also be customised with additional basic and spot colours. The vast majority of customers ordering three-months-to-view calendars still specify grey for the background of the



Prior to being finished the calendar blocks are collated and glue-bound by Pavel Grisko

months either side of the current month, black for the type on workdays, and red for public holidays and the date window. These are terminic's logo colours, in evidence throughout the premises: black floors, red partitions and cupboard doors, grey walls and details. A date block like those in the calendars encircles the production hall, there is a red date window between the production hall and administrative offices, and in the individual manufacturing rooms a number of details are also picked out in the three colours. The overall impression is of a functional, futuristic design created by professionals for this specific workflow. Last autumn terminic was among the winners in a photographic competition for the most attractive production plant.

#### Counter-cyclical investment

Wolfgang Rolla du Rosey signed up for the Rapida 106 shortly before Christmas 2008, when the financial and economic crisis was at its height. Anticipating a shift in cus-

tomers orders to the second half of the year he was keen to have a high-speed press in place to handle the increased workload. The Rapida was up and running before the end of May. Key criteria for choosing the 106 were its inline finishing capability, simultaneous plate changing and inline quality control. According to terminic's technical staff, KBA was the most convincing in meeting these specifications. Wolfgang Rolla du Rosey and plant manager Frank Loselein are also delighted with the support and advice provided by KBA following press installation. When Rolla du Rosey discovered that one of his sons was born on the same day of the year as Friedrich Koenig, the inventor of the mechanical printing press, he was sure he had made the right choice.

The coater is used almost exclusively for water-based protective coatings. Quality management has been transformed by QualiTronic and DensiTronic software. The job docket contains a proof plus a copy of the previous order as a guideline. Colour matching is checked against pre-press data and no longer by rule of thumb. With long print runs, especially, it is important that inking remains stable throughout. Many products contain tonal gradations that are affected instantly by fluctuations in ink application. Since users look at the calendars for a whole year – often several times a day – print consistency is crucial. Absolute precision during production is therefore a must. The new press controls have reduced the waste rate to just ten per cent of its former level.

#### First PSO-accredited calendar manufacturer

Some months ago terminic achieved ISO12647-2 accreditation for colour quality management proficiency in offset lithographic processes, known in Germany as the Process Standard for Offset (PSO). While such accreditation is now common practice in illustration printing, the Bremen-based company gained it for cartonboard printing. Terminic is thus the first calendar manufacturer in Germany to boast PSO certification. It is also focussing more on greener produc-

#### History

1927	Foundation of book printer B.C. Heye in Bremen
1937	Development and production of the first three-months-to-view wall calendar
1950	Resumption of calendar production following the Second World War; delivery of nautical calendars to shipping companies and marine enterprises
1958	Expansion of deliveries to include other industries
1967	Registration of the name terminic as an international trademark
1968	Relocation to production premises on the outskirts of Bremen
2000	Change in company name to terminic
2008	Return to Bremen and new, award-winning premises
2009	Installation of the first KBA printing press
Today:	Annual output of 5.5 million calendars





Grey, black and red – the dominant colours in the calendar blocks were adopted for the interior design of the offices

tion methods. FSC certification has already been completed, the compressors have been connected to the heating circuit and now provide hot water in summer via heat exchangers.



Terminic managing director Wolfgang Rolla du Rosey checking one of the trimmed calendars for which the new Rapida 106 (in the background) mainly prints the backing boards

### Fully automated calendar production

Twice as many staff are engaged in finishing as in the press hall, and they include electromechanical engineers and bicycle mechanics. This is because all the machinery used in calendar processing was specifically

engineered for terminic's product range and manufactured as a one-off item. All the production sequences following cutting, collating and glue-binding are handled automatically by a single machine: these include groove-routing the backing boards, applying the calendar

blocks, die-stamping and applying the date windows, folding the finished calendars and packing them in corrugated sleeves. All at a speed of 1,800 cycles per hour. Maintaining and setting such complex machinery demands an intimate knowledge of the mechanical workings involved.

Around 98 per cent of terminic's workload is handled in-house, with the application of a high-gloss film on luxury title images being the only task outsourced. The number of calendars produced has climbed steadily since the first post-war products came off the presses in 1950. Prior to shipment throughout the world the calendars are gently enveloped in the enticing aroma of coffee emanating from the nearby roasting plant – which, of course, is also a regular customer, in this instance for terminic's 4-months-to-view calendars.

#### Typical calendar production sequence

- Print date sections
- Cut into piles of 12
- Collate
- Glue-bind
- Groove and trim
  - Glue
  - Die-cut date window and attach
  - Fold
  - Pack
- Print backing boards
- Laminate onto corrugated (optional)
- Film laminate (optional)

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Grupo Nación: KBA showcase in Central America

## Rapidas power along in Comet's wake

For Grupo Nación in San José, 20 November 2008 was a day to remember. Eagerly watched by an audience of customers and suppliers, president Manuel Jiménez had the pleasure of inaugurating three new Rapida 105 five-colour presses simultaneously. It was also the day on which Costa Rica's leading print provider officially completed the transition to KBA for all its sheetfed technology, following a similar move in web with the start-up of a Comet press in 2004.



From the left: Grupo Nación's executive vice-president for production Mario Hernández with Jürgen Kibler of KBA agency Gevisa Artes Gráficas and Ronald Rojas, managing director of Grupo Nación's print operation, at one of the three new five-colour Rapida 105s

The trio of 18,000sph, high-powered Rapidas is regarded throughout the region and beyond as having redefined the benchmark in sheetfed offset.

**Service package plus**

But the production start-up was by no means the end of the Rapida project for Grupo Nación, whose intensive association with KBA will continue under the terms of a “service package plus” contract that entails regular in-depth training for press operators, and preventive press maintenance. To make the most of the Rapidas’ potential the training courses are also attended by design and pre-press staff.

Mario Hernández (executive vice-president for production), Ronald Rojas (managing director of Grupo Nación’s print operation) and head of maintenance Mario Gonzáles are delighted with developments to date. Says Mr Hernández: “The Comet project was a huge success, so we knew we could rely on KBA to deliver the goods. When it came to choosing the sheetfed presses, it wasn’t the price that informed our decision but our confidence in KBA and its cutting-edge technology. Our four existing presses from other manufacturers had reached the limits of their capabilities and we realised it was time to re-engineer our entire sheetfed operation and realign our objectives. The quality, performance and productivity of KBA’s presses gave them an immediate advantage, and this was underscored

Costa Rica’s leading print provider completed the transition to all-KBA sheetfed and web press technology just over a year ago



by solid evidence gleaned on fact-finding tours in Germany, Spain and the USA.”

**Expanding the product range**

“The three Rapida 105 five-colour presses boast just about every possible whistle and bell,” declares Ronald Rojas. “They each have a coater, double extended delivery, a shaftless feeder, no-sidelay SIS in-feed, automatic plate changing, Inkline ink pumping, a cartonboard package and UV/hybrid capability. All three presses had a smooth, trouble-free production start. So we can offer our customers products of the highest quality, with a faster turnaround than ever before. This is particularly true of jobs requiring UV and hybrid inks and coatings. Interest among our customers in the new finishing options is steadily

growing, and we are well equipped to handle an emerging demand for heavier stock weights. All three presses feature dual-purpose chilling devices to support low-alcohol print production in compliance with Costa Rica’s rigorous environmental regulations.”

Mario Gonzáles is equally impressed: “The training provided by KBA’s print instructors, and the service provided by Radebeul and KBA agency Gevisa Artes Graficas, have given our staff a detailed understanding of the presses, enabling them to get the maximum out of them in terms of both performance and quality. The Rapidas are extremely reliable and will do us proud for many years to come.”

**Cost savings cushion impact of crisis**

The inauguration of the Rapidas at the end of 2008 was accompanied by an extension to the Comet press line from eight towers to ten. “The Comet is in operation for 16 to 19 hours a day, and is well utilised for both coldset and semi-commercial production,” explains Mr Hernández. “The quality it delivers closely approaches that of commercial offset. In addition to our three in-house daily titles, *La Nación*, *La Teja* and *Al Día*, and a weekly, *El Financiero*, we also contract print around 50 other newspaper titles with small circulations.”

He goes on: “The production start of the three Rapidas and the extension to the Comet coincided with the breaking of the financial



Grupo Nación’s president Manuel Jiménez (l) and KBA sales manager Ulrich Wicke with a plaque commemorating the inauguration of the three Rapida press lines



The controls for the new KBA sheetfed presses include a DensITronic Professional closed-loop densitometric colour measurement and control system to the left of the ErgoTronic console

and economic crisis. Nevertheless, we look forward to the future with confidence and optimism. We have compensated for smaller circulations and reduced pagination by trimming production times and dramatically cutting costs. We are not losing any money and our business is as sound as ever.”

Gerhard Renn  
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The press operators at Grupo Nación are proud to be working with the most advanced medium-format press in Central America

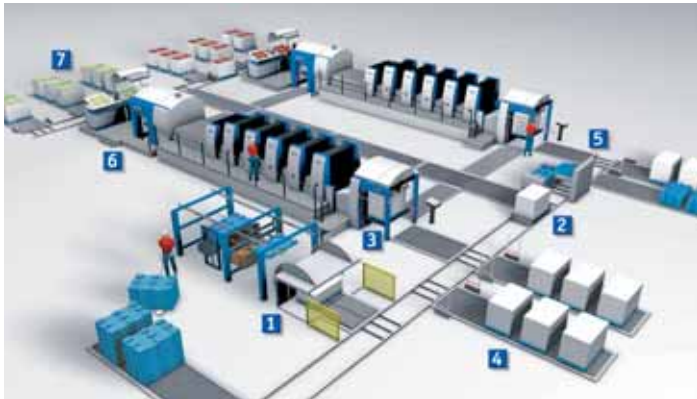


Cheaper kit can prove expensive

# Productivity – a key cost factor

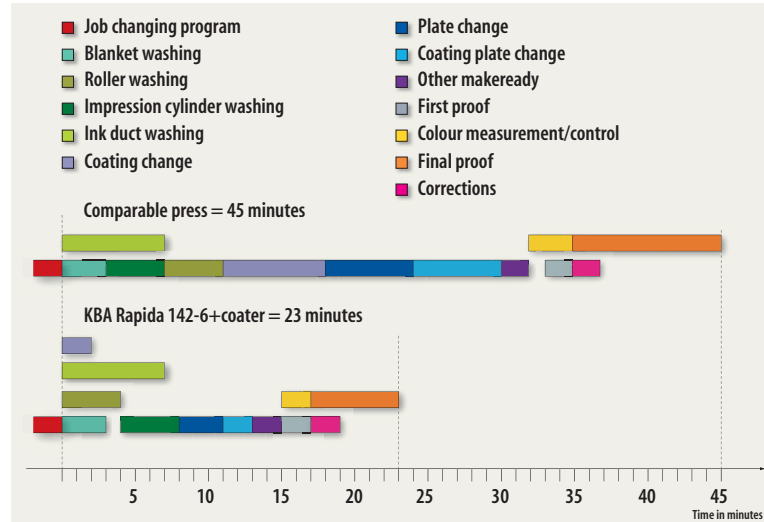
A lot of printers are hoping to survive the current crisis by clinging to outdated kit and economising on maintenance and service. Others are pursuing a policy of counter-cyclical investment to hone their competitiveness in an ever harsher market climate in preparation for an eventual upturn. When investing in a new press, decision-makers often place far too much emphasis on price. As the following calculations taken from large-format packaging printing illustrate, economising in the wrong place can prove expensive: initial capital savings, for example, may later be outweighed by costs further down the line, in production.

## PileTronic automated logistics workflow



- 1 Pile turner with pallet dispenser
- 2 Pile conveyor to the relevant feeders
- 3 Automated DriveTronic feeder with nonstop facility
- 4 Park positions for prepared piles
- 5 Automatic turner for empty pallets
- 6 Automated nonstop delivery
- 7 Park positions for printed piles

## Comparison of makeready times



When printing packaging on an industrial scale two basic aims are to maximise output while minimising changeover times. Where the substrates used are identical, the key parameters influencing a press line's economic efficiency and total production costs are net productivity in conjunction with the labour and energy input required for the various jobs. It there-

fore follows that extensive automation may well justify the higher capital investment cost.

### Do not compare apples with pears

In our examples we employed a classic calculation of machine overheads (see chart on opposite page) to compare the productivity and cost efficiency of a highly auto-

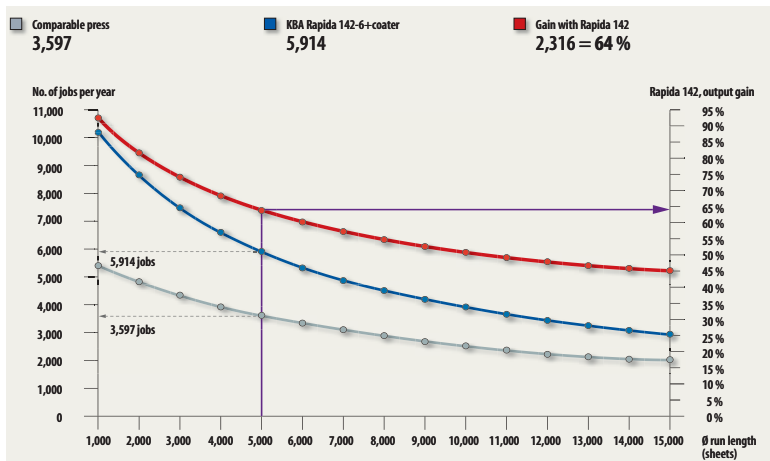
mated Rapida 142 large-format six-colour coater press (Rapida 142-6+coater) with automated pile logistics – a constellation commonly used to print packaging – and a less highly automated press from another German manufacturer in the same 1020 x 1420mm (40.15 x 55.9in) format but with no automated pile logistics. The higher capital cost of the Rapida 142-6+

coater (100%) relative to the other press (85%) was partially attributable to the automated pile-logistics system in which it is embedded.

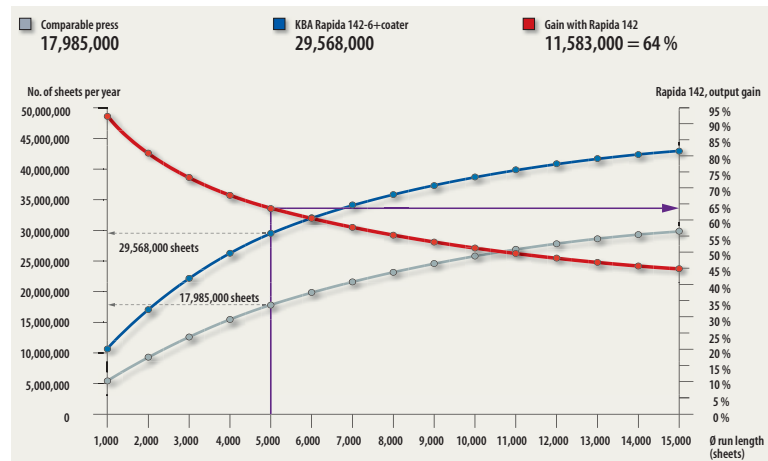
### Lower hourly rate despite higher capital cost

However, this also (beneficially) influences the hourly rate and the total payback period. Even though the initial capital cost of the com-

## Annual production output in jobs



## Annual production output in sheets





parable press is 15% lower than for the Rapida 142 with peripherals, its hourly rate is 18% higher. The Rapida's reduced rate is largely the result of its higher output in tandem with a fully automated, interlinked logistics system. Lower labour costs and much lower energy consumption with KBA's VariDry dryer also helped trim costs (see article on energy efficiency, pages 22-23).

When calculating the respective output levels of the two presses we took as our basis the makeready times and average run length per job. As the top right-hand graph on page 8 illustrates, a complete job change on the Rapida 142 takes just 23 minutes – little more than half the time on the rival press. A major reason for this is the Rapida's advanced level of automation and simultaneous washing cycles. Higher automation is also the reason why changes of coating, printing plates and coating plates are also much faster on the Rapida.

## 2,300 more jobs per year

Shorter makeready times mean that the Rapida can print a much larger number of jobs per shift or day.

Assuming an average run length of 5,000 sheets per job, the 15,000sph Rapida 142's higher level of automation and modestly higher production speed enable it to print 2,316 more jobs or 11,583,000 more sheets per year than the cheaper rival press.

The two graphs at the bottom of page 8 show the output in jobs and sheets respectively on the Rapida

### Specifications

Plinth	✓
Automated nonstop feeder	✓
Automated nonstop delivery	✓
Interlinked pile logistics	✓ PileTronic
Automatic plate change	✓ FAPC
Washing system	✓ Blanket/impression cylinders, rollers
Simultaneous washing	✓ CleanTronic Synchro
Automatic coating plate change	✓
Coating system cleaning	✓ Automatic
Register system	✓ Automatic Camera Register
Energy-efficient dryer	✓ VariDry
Inline colour measurement/control	✓ QualiTronic CC
Online PDF control	✓ DensiTronic PDF

### KBA Rapida 142-6+coater

Plinth	✓
Automated nonstop feeder	✓
Automated nonstop delivery	✓
Interlinked pile logistics	✓ PileTronic
Automatic plate change	✓ FAPC
Washing system	✓ Blanket/impression cylinders, rollers
Simultaneous washing	✓ CleanTronic Synchro
Automatic coating plate change	✓
Coating system cleaning	✓ Automatic
Register system	✓ Automatic Camera Register
Energy-efficient dryer	✓ VariDry
Inline colour measurement/control	✓ QualiTronic CC
Online PDF control	✓ DensiTronic PDF

### Comparable press

Plinth	✓
Automated nonstop feeder	✓
Automated nonstop delivery	✓
Interlinked pile logistics	<input type="checkbox"/> Not interlinked
Automatic plate change	<input type="checkbox"/> Semi-automatic
Washing system	✓ Blanket/impression cylinders, rollers
Simultaneous washing	<input type="checkbox"/> Not available
Automatic coating plate change	<input type="checkbox"/> Manual
Coating system cleaning	<input type="checkbox"/> Manual
Register system	<input type="checkbox"/> Not available
Energy-efficient dryer	<input type="checkbox"/> Not available
Inline colour measurement/control	✓
Online PDF control	<input type="checkbox"/> Not available

### Machine overheads

Working days per year	250
Working hours per shift	7.4
Number of shifts	3
Gross capacity utilisation rate	300 %
Net capacity utilisation rate	90 %
Printing as proportion of production output	90 %
Makeready per job	23 minutes
Maximum production speed	15,000 sheets/h
Energy-efficient dryer	VariDry
Average run length	5,000 sheets
Price of press	100 %
Payback period	37 months
Calculated hourly rate	375 euros

### KBA Rapida 142-6+coater

Working days per year	250
Working hours per shift	7.4
Number of shifts	3
Gross capacity utilisation rate	300 %
Net capacity utilisation rate	90 %
Printing as proportion of production output	90 %
Makeready per job	23 minutes
Maximum production speed	15,000 sheets/h
Energy-efficient dryer	VariDry
Average run length	5,000 sheets
Price of press	100 %
Payback period	37 months
Calculated hourly rate	375 euros

### Comparable press

Working days per year	250
Working hours per shift	7.4
Number of shifts	3
Gross capacity utilisation rate	300 %
Net capacity utilisation rate	85 %
Printing as proportion of production output	85 %
Makeready per job	45 minutes
Maximum production speed	14,000 sheets/h
Energy-efficient dryer	Not available
Average run length	5,000 sheets
Price of press	85 %
Payback period	38 months
Calculated hourly rate	443 euros

142 and the comparable press for average run lengths of between 1,000 and 15,000 sheets. They can be calculated individually for any printing plant.

The per-job costs for the two presses depend to a large extent on output. In the graph below it can be seen that, for an assumed average run length of 5,000 sheets, the per-

job costs with the Rapida 142 are €259.30 lower than with the comparable press.

### No false economies

While there is some truth in the much-repeated argument that a highly productive press is only worth the extra money if it is utilised to the full, it is wrong to conclude that a cheaper, less productive press is the right choice where order volumes leave a lot to be desired. This defensive investment philosophy ignores the significant cost drawback of competing with rivals whose equipment is much more productive.

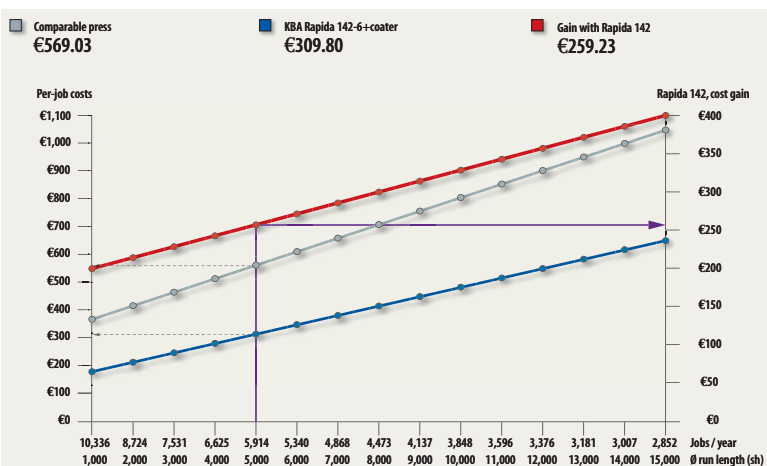
### Pre-investment analysis

The examples given, based on an average run length of 5,000 sheets, indicate that even if the initial capital cost is higher, it may still be wiser to go for a highly automated press line with correspondingly shorter makeready times. Where run lengths are generally long and there are fewer changes, makeready

times necessarily play a minor role. But where short runs dominate the production schedule, and this typically applies to printers of cosmetics and pharmaceutical packaging, they can be a key factor – along with labour costs, energy consumption and waste rates – in determining economic viability. In view of the flexibility demanded today, a press that performs well on every measure may therefore prove to be the better business option. The Rapidas fit the bill.

Printers' job structures differ enormously. When contemplating the purchase of new kit, these differences can be addressed by conducting individual productivity and cost-efficiency analyses. KBA is always happy to help.

### Per-job costs



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The four Rapida 106 press lines were erected in pairs

Euradius Group pursues ambitious investment strategy in the Netherlands

# Ramping up book production with four Rapidas and flying job changes

The Euradius Group in the Netherlands has squared up to mounting competition with the purchase of four Rapida 106 press lines featuring KBA's new Flying JobChange automation module. This major capital investment was the final component in an ambitious project that united four printing plants under a single roof in less than four months.

On 2 December 2009 the headline on the title page of the *Meppeler Courant* read "All systems go at Ten Brink printing plant!" For Meppel, which was once the graphic arts capital of the Netherlands, this was a major event, safeguarding as it did around 260 jobs. Four printing plants were merged to form one large-scale operation in the record time of four months. According to the newspaper, the 'icing on the cake' was the fact that this new entity had invested heavily in new press technology: four identical Rapida 106 four-colour perfectors for two-backing-two, with DriveTronic SPC dedicated plate-cylinder drives, DriveTronic Plate-Ident pre-registration and a software package for switching flying plate changes to printing units 1 and 3 while a monochrome perfecting job is printed on units 2 and 4, then vice versa for the next job. The presses are the first in the country to feature this capability, which is a world first.

## Too many books left on the shelf

Ten Brink is a subsidiary of the Euradius Group. One of the companies that relocated to Ten Brink is HooibergHaasbeek, a prominent printer of literary books. "Books are generally impulse buys, and that impulse is stimulated by seeing the book in the shop and leafing

through the pages," says Ed van den Ham, deputy sales director of HooibergHaasbeek. "A book standing on a shelf or lying on a pallet in a warehouse is dead. In fact a book on a pallet is not just dead – it's costing money."

He continues: "Editions have been declining for years, and pro-

duction times have been steadily shrinking." Which is why, according to Mr van den Ham, publishers are busy searching for alternative business models. "You can only afford to maintain a large stock of books if you produce a bestseller from time to time." Publishers today prefer to print short runs rather than incur the risk of having a dead weight of books lying around."

**"For us, flying job changes are key to addressing the growing demand for shorter print runs and faster turnaround." René de Heij**



## Flying JobChange

With Flying JobChange, the plates on the printing units not required for the current production run can be changed 'on the fly' and the press made ready for the next job rapidly and more or less automatically, with virtually no down time. This substantially enhances net press productivity.

**The Rapida 106 with Flying JobChange is a Formula 1 machine that demands a similar level of performance on the part of the press crew**





Managing director René de Heij: "Down times on our presses are virtually zero."



Operations manager Hans Kleijn: "If you're printing on an industrial scale, the individual links in the production chain must be 100 per cent co-ordinated."



HooibergHaasbeek deputy sales director Ed van den Ham: "You can only afford to maintain a large stock of books if you produce a bestseller from time to time."

### Internationally active

The Euradius Group is active in many sectors of the graphic arts market. Ten Brink and HooibergHaasbeek print books, magazines and business stationery under a single roof in Meppel, while Printforce in Alphen aan den Rijn delivers a range of other printed products. Euradius also has operations outside the Netherlands, for example Cross Media Solutions and Stürtz in Germany and Eurasia in the Middle East.

### Move towards books on demand

So just what is required to produce short runs of books in a minimum of time and at a profit? Euradius opted for automation of the production chain and the installation of four KBA presses with an unrivalled level of output. Managing director René de Heij says: "Our press fleet has enabled us to corner some twenty per cent of the market. The Rapidas' cutting-edge technology is a major advantage, since it allows us to address a market shift towards

shorter print runs and faster turnaround. Thanks to the new flying job change capability we can match output to demand. Down times on our presses are virtually zero."

In the months preceding the press installation De Heij and his team had to resolve a number of knotty issues. How do you integrate four disparate companies, each with its own culture, into one healthy enterprise? How should the new logistics system be organised? How can disruption to the production

routine be kept at a minimum? The solutions were eventually found after some long and strenuous working days.

The pre-press department has four 70/100 ctp platesetters. These are needed to maintain an uninterrupted supply of plates to the fleet of nine KBA presses, which have a total of 45 units. With so many plates being changed at such frequent intervals, mistakes can easily occur. To eliminate this risk each plate is automatically furnished with its own individual data matrix code prior to leaving pre-press. With the aid of this code – KBA calls the module it has developed internally Plate-Ident – the system recognises whether the plate is new or used and to which printing unit it has been assigned. The module also checks whether the correct language version is being loaded.

ing on an integrated production chain that starts at order reception and ends when the contract has been completed and the goods delivered. If you're printing on an industrial scale, the individual links in the production chain must be 100 per cent co-ordinated, and this demands highly sophisticated systems. We connected KBA's LogoTronic Professional software directly to our management information system. So on my computer I can view all the relevant management, production, purchasing and logistics data in real time. We have automated wherever possible."

### Three minders for two presses

Ink feed to the KBA presses, for example, is via a central pumping system. The Rapidas were erected in pairs, side by side, with a raised platform in between so that the operators can move to and fro. This enables three minders to operate two presses.

The press crews in Meppel work in three shifts, and there are plans to expand this to continuous production. At present Ten Brink is training 23 press operators to handle the new presses. Says René de Heij: "In our line of business, job losses are inevitable. For those affected this is a bitter pill to swallow, but at the same time everyone is well aware that, however tough this may be, we simply have no other choice. The only way to maintain profitability is to streamline operations and invest in the most advanced equipment and processes on the market. This is what we have done in Meppel."



Ten Brink in Meppel is the product of a merger by four printing plants to form one big operation



During a flying job change the plates are changed in one pair of printing units (1 plus 3 or 2 plus 4) while mono perfecting takes place in the other pair



Print production in 2010: multiple short-run jobs

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Vis Offset's Rapida 75 four-colour press with automatically convertible perfecting after the second unit

Dutch printer Vis Offset installs its first Rapida 75 perfector press

# “With our new Rapida we are more flexible than we previously were with two presses”

What audacity! Purchasing a new Rapida 75 perfector press in the midst of a recession. Not only that – this single press line at Dutch print enterprise Vis Offset in Alphen aan de Rijn has taken the place of two others. “It has increased our flexibility enormously,” says founder Arie Vis.

All over the world the graphic arts industry is in the throes of a radical transformation, and the Netherlands is no exception. According to statistics released by the Grafische Bedrijfsfondsen (GBF, the agency which administers pension schemes for the Dutch graphics/media industry), at the end of 2008 the sector had a total of

40,555 registered employees covered by collective wage agreements. On 31 August last year, the most recent date for which figures are available, there were 3,687 fewer – a 9.1 per cent decline in just eight months. Which means that at present there are still 36,868 people employed by trade printers, screen printers, newspaper publishers and

printers and the outdoor advertising industry.

This year employment in this sector is expected to be approximately 20 per cent below the 2008 level. However, a closer look reveals something else behind these figures: while employment is dwindling, productivity continues to climb rapidly.

## Rational decision

Vis Offset is a typical example. The company has been supplying printed products to the retail trade since 1949, along with magazines. Founder Arie Vis started off doing duplicating work for his father's administrative office. He was joined soon after by his brother Jan. In 1954 the two siblings decided to expand into small-format offset, and were among the first to do so. Nowadays the company is run by two of the brothers' sons: Arjan has followed his father into the technical side of the business, while Daniel – also like his father – is in charge of sales and administration.

In August 2009 Mijdrecht-based Wifac, KBA's sheetfed and commercial web press agent in the Netherlands, installed the first Rap-



A touch-screen (right) at sheet delivery allows rapid intervention





Cutting-edge control technology makes life much easier for the press crew



The Rapida 75's compact footprint and low energy consumption make it the press of choice for an increasing number of printers, both in western Europe and beyond

ida 75 perfector press in the town. Says Arjan Vis: "We signed the contract with Wifac in November 2008, when the crisis had already broken. If we had to make a decision today it would be no different." At that time Vis Offset employed twelve staff, but this has since been reduced to ten.

Daniel Vis explains: "A press operator and a print finisher both reached retirement age. We had been printing on a mono press that was almost twenty years old and on a two-colour press that had served us well for ten years or more. When we came to take a closer look at our order structure, we found that a large proportion entailed two passes, for recto and verso production. Armed with this information we set to work and came to the conclusion that a four-colour press with a perfecting capability would be the best choice. In the end we opted for the Rapida 75, largely because what struck us particularly about this press is that it can perfect at maximum speed. Another point in its favour is that job changeovers are remarkably short because the impression cylinders and blankets can be washed simultaneously."

#### Enhanced flexibility

Vis Offset generally runs just a day shift, and management would like to keep it that way. Says Arjan Vis:

"The Rapida prints up to 15,000 sheets per hour. But even more important than its maximum speed is the time required to prepare the next job, and the speed with which it runs up to colour. This is where we save both time and waste. One of our customers has his letterheads printed with four PMS colours, which means the press must be cleaned as thoroughly yet as rapidly as possible prior to impression. This is one of the Rapida's main strengths, alongside extensive automation with a CIP3 interface."

But when a company replaces two older presses with one single new one, isn't it taking a considerable risk, like skating on thin ice? Not unnaturally, the two cousins devoted a great deal of thought to this issue. "If a really serious problem were to arise, we could always turn to Wifac," explains Daniel Vis. "Much more important for us is the enormous flexibility we have today, which allows us to take on much bigger contracts. An added advantage is that the fast run-up to

saleable colour means there is very little waste, so we can insert rush jobs more easily into the production schedule. Press operators don't like having to stop in the middle of one job in order to do another, but with the Rapida that's no longer an issue."

Arjan Vis agrees: "Don't forget this press has twice the output of the previous two combined. While our sales figures have not yet doubled, we have gained enormous time savings. One press operator is now doing the work of two."

#### Holiday installation

Wifac and KBA's specialist installation team erected the Rapida during the company's summer break. "We always close down for three weeks in the summer. That may sound like a luxury, but it means our staff can take the number of days off that they are legally entitled to, and we have found that business is normally slack at that time of year. The old presses were dismantled and removed on 17 July, and on 13 August

the Rapida printed its first job – without a single hitch. Right from the start we had complete confidence that everything would run smoothly. As a small-format offset operation we were already well acquainted with Wifac, and they have never disappointed us."

"Initially our press foreman found that the Rapida 75 took some getting used to – as soon as the machine was up and running he had virtually nothing more to do," declares Arjan Vis. "At times the press crew still find this hard to believe, but they are delighted with the Rapida's print quality. Regardless of whether it is handling lightweight paper or heavier grades, the results are immaculate. On top of this its ease of operation and practical level of automation, with semi-automatic plate changing and washing, save our operators a lot of work. They also reduce our consumption of fount solution and cleaning cloths."

Vis is a dedicated offset printer and has no intention of changing. "We print jobs for customers from all over the country. I cannot believe that a market with annual sales worth 7.5 billion euros is in danger of vanishing at a stroke. While we are obviously aware of a shift towards the internet and digital print production, we certainly do not see ourselves as the last of the Mohicans. Our investment in the Rapida 75 is an investment in our future."



Even though the print media are experiencing a period of wrenching change, Vis Offset management is confident that offset printing has a promising future

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He identified the fully-specified B2 KBA as “the perfect replacement” for a Heidelberg as CL’s frontline press and says: “The results speak for themselves – being able to offer high-quality short-run colour print competitively has been essential to our survival in the current economic climate. We would have gone under without the Rapida 75.

“Now we are completing 50% more colour book work. Customers want shorter runs completed faster and we never would have been able to do that before in such a price-sensitive way. Also with the quicker makereadies we are able to change jobs over faster, allowing us to get more small runs out of the door to meet the tighter turnaround times. Some former customers who had moved away because we weren’t competitive enough have started coming back.”

The new press investment was part of the Connemara printer’s strategy to drive up quality, improve efficiency and increase capacity in order to boost competitiveness for new business as well as existing accounts – these include Aer Arann’s prestigious in-flight magazine, *express-it*, and the annual order of 120,000 handbooks for the Central Applications Office attached to the Department of Education.

CL Print also has a strong traditional customer base within the region and beyond, a mix of independent publishers, authors and government bodies as well as key commercial clients.

#### All-rounder in Irish and English

As its dual name suggests, the west coast printer works in both the English and Irish languages. Its language advantage in the Gaeltacht (Irish speaking) regions has created a sound base historically, although as more than 40% of output is now in English the ability to compete as a commercial print house at every level is essential.

Before investing in the Rapida 75 all the major manufacturers were considered, with print quality and productivity key concerns. Then it came down to operational benefits and value for money. “KBA has incorporated a lot of the fea-



Micheál Ó Conghaile, owner of CL Print, is happy to have the Rapida 75 on side in today’s challenging market environment

CL Print: Rapida 75 makes the difference

## Quality and productivity sharpen competitive edge

A “company-saving investment” is how Micheál Ó Conghaile, owner of Clódóirí Lurgan Teo (CL Print Ltd) in Inverin, County Galway, has described the addition of a six-unit B2 (29in) Rapida 75 to his pressroom firepower. “We would not still be in business if it wasn’t for the KBA,” said Ó Conghaile, who was the first printer in the UK and Ireland to install the new Rapida 75 following its world launch at Drupa 2008.



CL Print’s premises on the Emerald Isle

tures from its larger presses into this machine – like the automated sidelays, the self-adjusting grippers and the cocking system,” says Mr Ó Conghaile. “It also has a strong construction but a small footprint and, most important for us, it is very energy-efficient. That has given us a key operational advantage and reduced our carbon footprint. This is an increasingly important factor when tendering for government and blue-chip contracts.”

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Gráfica Biblos's Willy (I) and Alfredo Yoshimoto with their press crew at the new Rapida 105 universal

Healthy expansion from half- to medium format

## Gráfica Biblos shines with “Río Amazonas” and Rapidas

In 2007 Lima-based Peruvian print enterprise Gráfica Biblos won the much coveted Benny Award, the highest accolade bestowed by the PIA (Printing Industries of America) for various printed products in 100 different categories. In the category “hard cover trade books, journals and other books” Biblos’s entry, a book entitled “Río Amazonas River – 7,000 km” scooped the award against some 5,000 competitors from all over the world. At the end of 2008 the company’s first B1 (41in) press, a Rapida 105 universal, launched into action alongside its two existing B2 (29in) Rapida 72 presses.

**B**iblos has been in the market for twenty years. Its foundation in 1989 by two brothers, Alfredo and Willy Yoshimoto, coincided with the fall of the Berlin Wall in Germany. Initially they offered print services which they outsourced to other firms, but in 1991 they installed their first press, a four-colour SRA2 (25in) model. Three years later it was joined by a

second four-colour press, this time a B2 (29in). There followed extensive investment in pre-press and finishing kit as the company’s customer base and order volume grew along with its capabilities.

### From a Rapida 72 to a Rapida 105 universal in ten years

In 1998 the two brothers purchased a four-colour Rapida 72

which delivered a big boost in print quality and productivity. Repeated difficulty in maintaining a ready supply of imaged plates prompted them to install the first ctp system



Alfredo Yoshimoto proudly displaying the Benny Award the company won in 2007 for a book entitled “Río Amazonas River – 7,000 km”



Alongside the B1 Rapida 105 the company operates a Rapida 72 six-colour coater press

in Peru – an Agfa-Galileo UV with ApogeeX workflow. The result: a reduction of around 80 per cent in pre-press preparation time, a much sharper image and a surge in orders for hardback anthologies and coffee table books.

The sheer volume of new orders created the need to expand pressroom capacity once again. So in 2004 Biblos signed up for a Rapida 72 with six printing units and a coater. This established the company as the country’s showcase for modern printing technology. A good year ago the Yoshimotos installed their first medium-format press – a five-colour Rapida 105 universal, also with a coater. Alongside its bigger format and an output of 15,000 sheets per hour, the new Rapida’s automatic plate changing, ErgoTronic ACR (video register) and DensiTronic measuring and control system delivered a further huge productivity boost. Automatic washing systems for the impression cylinders, blanket cylinders and inking rollers have vastly improved the working environment for the press crew by reducing both labour input and emissions. With the CIP3 workflow, initial ink-key presetting values are a 90 per cent match with the proof.

### New premises provide greater capacity

Early last year Gráfica Biblos moved into new company premises which are just a few minutes from Peru’s financial centre, giving it 3,200m<sup>2</sup> (34,500ft<sup>2</sup>) of floor space for pre-press, press and post-press production. 106 employees work two twelve-hour shifts producing catalogues, non-fiction and school books, diaries, travel guides and a lot more besides. The plant consumes up to 1,000 tonnes (1,100 US tons) of paper per year. At present Biblos is busy expanding its publishing arm with the aim of promoting its own products not only on the domestic market but also in Central America and on the West Coast of the United States.

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Conservation is a major focus in the town of La Rochelle, whose commitment to the environment is widely known. Pascal Sabourin and Dominique Boucard, president and managing director respectively of Imprimerie Rochelaise, have a similar philosophy. The company was awarded the “Imprim’Vert” certificate for green print production in 2003, has also gained PEFC and FSC accreditation and is currently preparing for ISO 9001 (quality management) and ISO 14001 (environmental management) compliance. It has even created its own QSE (quality, safety, environment) unit, hiring a skilled engineer to fill the post, and has drawn up its own carbon emissions balance sheet. Dominique Boucard says: “Our aim is to reduce emissions of greenhouse gases by ten per cent within the next three years.” Printing inks based on vegetable oils, zero per cent IPA, waste minimisation, air humidifiers, osmosis systems for fount solutions – the two partners are working towards environmental production using every tool at their disposal. Since 2008 they have invested heavily in finishing equipment (folding machines, gang stitchers, foil laminators) with the aim of reducing the number of suppliers and also the number of lorries making deliveries to the plant. This year a 300m<sup>2</sup> (3,230ft<sup>2</sup>) photovoltaic system will be installed on the roof.

**Printing plant with a social conscience**

Imprimerie Rochelaise, which sees itself as a “socially oriented” printing plant, devotes a lot of energy to helping young people. One quarter

of its workforce qualified through youth or sandwich (intern) training schemes. The firm is also closely aligned with the town training centre, supports youth work via diverse

sports clubs and other associations, and nurtures a social working climate with profit sharing by employees. “For us, sustainability is key in every aspect of the business,” de-

clares Pascal Sabourin, “and that includes investment.” Total investment in 2009 and 2010 will top €4 million (\$5.7m). The biggest item on the agenda was the new eight-colour Rapida perfecter for four backing four. Two new ctp systems and a new gang stitcher will follow later this year. The Rapida 106, which is the company’s first KBA press, joined a four-colour coater press for a slightly smaller sheet size (740 x 1040mm or 29.31 x 41.15in) and a five-colour B2 (29in) press.

**Unparalleled productivity**

“Our Rapida 106 is a real workhorse, with unparalleled productivity,” says Sabourin. “It has enabled us to hone our competitiveness, cut



Imprimerie Rochelaise president Pascal Sabourin (left) and managing director Dominique Boucard are delighted with their first KBA press

Imprimerie Rochelaise on growth trajectory with Rapida 106

# DriveTronic SPC enhances productivity

Following ten years of uninhibited growth, a few months ago 55-year-old French printing enterprise Imprimerie Rochelaise in La Rochelle ushered in a new period of rapid expansion when it pressed the button on a high-performance Rapida 106 eight-colour perfecter with DriveTronic SPC dedicated plate-cylinder drives. The competitive gains delivered by the world makeready champion are most evident for run lengths of up to 3,000 copies.



Imprimerie Rochelaise derives its name from its location in the beautiful town of La Rochelle on the Atlantic coast





The KBA LogoTronic production management system supports data transfer from pre-press to press and also the creation of a detailed environmental balance sheet by furnishing production and consumption data

delivery time-frames and enhance our customer service.” In 2009 the 50-employee company posted sales of €7.7m (\$11m). Annual profit for the past two years has averaged 3%. “This proves that sustainability and profitability are not mutually exclusive,” he says.

Productivity and fast turn-around were key criteria in the choice of press. The LogoTronic software not only allows ink and paper consumption to be calculated but in conjunction with the high level of automation also boosts net output and cost efficiency. Drive-Tronic SPC supports fast, simultaneous changes of all eight plates while the blankets and cylinders are being washed, which saves a lot of time.

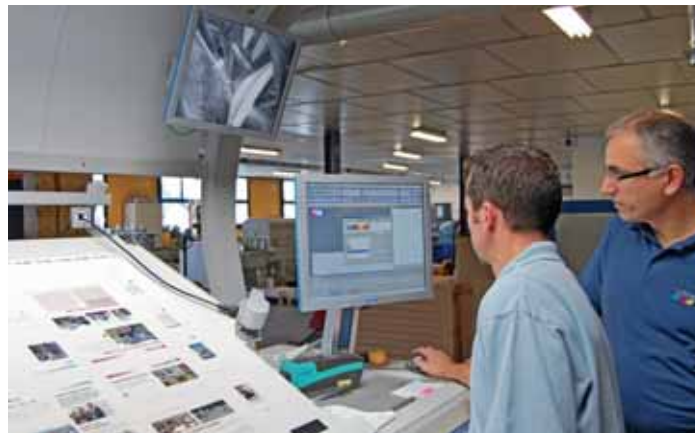
### Shared values

Imprimerie Rochelaise’s focus on sustainability and craftsmanship may be attributed to its family tradition. It was founded by René Chevalier, grandfather of the current president Pascal Sabourin, who took over in 1989. René Chevalier was a charismatic man with strong humanistic principles. However, a printing plant is no “long quiet river”, and in the 1980s and 1990s Imprimerie Rochelaise experienced two structural crises, resulting in the closure of its web offset division

in 2000. Thanks to Pascal Sabourin’s pugnacity and his young team’s fighting spirit, the company

was brought back on course again. “The new logo, ‘R’, stands for renaissance, reinvestment, reorganisa-

tion, reactivation and return to profitability,” the president explains. Corporate philosophy and culture also played a role in the choice of press manufacturer. Says Sabourin: “Imprimerie Rochelaise shares many values with KBA. The founding family still plays a significant role and, like us, KBA operates according to the maxim ‘we say what we do and we do what we say.’”



A video system (upper screen) monitors sheet travel through the perfecting unit in the Rapida 106

### Tests prove the Rapida 106 is the most productive of all

“The decision in favour of KBA was a no-brainer: tests conducted on a number of eight-colour presses using our own data and paper proved that the Rapida 106’s performance was way ahead of the rest,” declares Dominique Boucard. “When we gradually increased stock weight, the other presses were already producing deep scratches and buckling while the KBA press had barely started leaving fine streaks.” Says Sabourin: “What most impressed me was the perfecting unit.” Boucard agrees, adding: “We were also pleasantly surprised to find that the Rapida consumes less ink and is much quieter.”



All the inks consumed at Impression Rochelaise are based on vegetable oils, and the quick response inking units are connected to a central pumping system

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Express Packaging managing director Henry Breban (l) and production manager Régis Coffin: "Our new Rapida 142 is a high-powered production tool."



The KBA Rapida 142 stands on a 420mm plinth

Rapida 142 UV coater press at Express Packaging in France

## Growth through skill and versatility

French print enterprise Express Packaging, formerly part of the glass manufacturing group Arc International, has installed a six-colour Rapida with an aqueous and UV coating capability plus automated pile logistics to support a superior print quality on an extensive range of substrates.

Express Packaging and its sister company Express Découpe, a trimming and print finishing operation established in 1997 by Henry Breban, are located within easy reach of each other in Arques and Saint Omer (northern France) respectively. Express Découpe specialises in trimming and finishing paper products as well as cutting and converting board. Its customer base includes some of the world's leading paper manufacturers (eg International Paper, Arjowiggins) plus packaging merchants in Europe, the USA and South America.

### Outsourcing broadens options

The current 27,000m<sup>2</sup> (290,630ft<sup>2</sup>) of warehouse space will be increased this year by a further 12,000m<sup>2</sup> (129,000ft<sup>2</sup>). "Our aim is to offer our customers a one-stop service, complete with logistics," says Henry Breban. For the past three years Express Découpe has been pursuing a policy of ongoing service enhancement supported by an extensive investment programme. Express Packaging – a major plank in this strategy – was originally a captive printing plant owned by Arc International, the global leader in domestic glassware (Cristal d'Arques, Luminarc and

others). It was given its present name following its acquisition by Breban at the end of 2006. Today Express Packaging employs 110 staff. It still has an exclusive contract to supply Arc International with packaging, and enjoys the benefit of diverse specialist services provided by the Arc International group, which include a photographic studio, graphic design and packaging engineering.

The highly automated Rapida 142 six-colour coater press with UV capability represented another key component in Breban's investment strategy. This was no coincidence. Under the aegis of Arc International Express Packaging had acquired a wealth and depth of know-how that has made it one of the most proficient cartonboard printing outfits in Europe. A Rapida 142 five-colour coater press has been strutting its stuff there for some years now.

Production manager Régis Coffin says: "In 2001 we were the first printing plant in France to install a KBA press with a dual conventional and UV capability. Since then we have gained a lot of experience. The choice of new press was more or less a foregone conclusion: we wanted to make sure that our operators could switch easily from one

machine to the other. Also, the test results from the KBA press were by far the best."

### Automated, sophisticated and flexible

The new Rapida 142, which stands on a 420mm (16.5in) plinth, has a triple delivery extension, automatic plate changing, ACR Control autoregistration, automated colour density control and UV dryers. Another unusual feature is the fully automated pallet logistics system in which it is embedded. In conjunction with nonstop facilities at the feeder and delivery this saves the press crew a lot of hard physical effort.

Since all the jobs printed on the Rapida 142 are coated, Express Packaging also invested in a cutting table for making coating plates. A Kodak Magnus large-format ctp platesetter was installed in pre-press, and the converting department is similarly well equipped.

"Ninety per cent of all the jobs printed on the new Rapida 142 are packaging made of 130 or 700 gram substrates, while seventy-five per cent are printed in six colours and coated," says Régis Coffin. "The print quality and stability are fantastic." The press configuration even supports matt/gloss effects in-



An automated pallet preparation system (pictured) and automated pallet logistics allow the Rapida 142's nonstop capabilities to be exploited to the full

cluding drip-off. "Thanks to our new Rapida 142 and the ongoing exchange of know-how with KBA we have enormous potential for growth," declares Coffin.

"The Rapida 142 offers an additional benefit: its versatility," explains Henry Breban. "Although we are specialists of exceptional skill, we also have much broader capabilities: alongside millions of folding cartons we can print short runs of posters on all types of substrate. We are keen to expand our customer base beyond Arc International and are thinking about food packaging, for example."

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Rotolito Lombarda's press room in Pioltello, with an older large-format Rapida in the foreground

Counter-cyclical investment: as well as installing new presses Rotolito Lombarda is building a new production hall



World makeready champion now at Rotolito Lombarda

## Piling on the power in Pioltello with Rapida 106 and 162a

Rotolito Lombarda is one of the biggest and oldest users of KBA sheetfed and web offset technology in Italy. Rapidas constitute virtually the entire press fleet at its sheetfed production plant in Pioltello, while three Compacta web presses are in operation at its Cernusco facility. Rotolito Lombarda recently placed an order for two more Rapidas.

A B1 (41in) eight-colour Rapida 106 for four backing four was delivered in January. As befits the reigning makeready champion of the world, the press is equipped with just about every automation option going.

### Total automation with the Rapida 106

Alongside DriveTronic SPC dedicated plate-cylinder drives for simultaneous plate changes in just sixty seconds, these options include CleanTronic Syncro high-speed simultaneous washing of the inking units, blankets and impression cylinders during plate change. No-sidelay DriveTronic SIS infeed – a feature unique to KBA – supports a fast and convenient change of substrate, while DriveTronic Plate-Ident ensures precise plate pre-registration and allocation, thus ensuring that wrongly positioned plates are a thing of the past. The post-perfect-

ing printing units are fitted with jackets to eliminate set-off, and an alcohol-free package enhances press ecology by cutting emissions.

In large format, too, Rotolito Lombarda continues to rely on the superior experience of KBA, the

global market leader in this sector. In February the Pioltello production plant took delivery of a 7B (63.75in) Rapida 162a five-colour press capable of printing books at a maximum rated output of 13,000sph. In addition to fully au-

tomatic plate changing, which is virtually obligatory in large format, job changeover times are minimised by the insertion of a second washing bar for simultaneously washing the blanket and impression cylinders. The press also boasts an optional capability for printing lightweight stock.

Rotolito Lombarda's extensive fleet of presses also includes web offset and gravure equipment from other manufacturers. In addition it has a bindery and a fully automated paper store. Since being established in 1976 the company has made a number of farsighted decisions that bucked established traditions. Its investment in the two new sheetfed presses in the midst of an economic meltdown is a typical example. Rotolito Lombarda's avowed aim is to emerge from the crisis stronger and more productive than ever.



The existing large-format press at Rotolito Lombarda has been joined by a B1 Rapida 106

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President Rhonda and chairman/CEO Larry Chatzkel are delighted with the performance of their new Rapida 106

Makeready Champion Rapida 106 at Hanover Packaging

## Delivering that environmental edge

Rhonda and Larry Chatzkel, president and chairman/CEO respectively of Hanover Packaging, have implemented strong environmental initiatives at their nearly 85-year-old family-owned packaging and printing business in central Pennsylvania where they cater to the world's market leaders in the cosmetics, gourmet food, health and beauty, publishing and consumer products industries. These initiatives have resulted in Hanover being designated as one of only 284 companies in the US as an EPA Climate Leader. When they decided to purchase a new printing press, it, too, had to fulfil those same requirements. The firm's new KBA Rapida 106 B1 (41in) six-colour sheetfed press with conventional aqueous and UV capabilities installed during the summer of 2009 delivers their mandate.

Hanover's environmental initiatives were implemented for two reasons. "We need to preserve our resources as a legacy for our children," says Rhonda Chatzkel. "Plus, these initiatives make good business sense. When our customers can play up the fact that their products are packaged in environmentally-friendly packaging, this helps to differentiate the product and build consumer loyalty at the retail level."

Packages can be printed with Hanover's renewable choice logo showing that it was manufactured using 100% renewable energy. Consumers who see this logo know that efforts have been taken to be "green". Many of Hanover's customers sell to Walmart, where an environmentally-friendly package helps them score higher on Wal-

mart's online packaging scorecard. "This helps our customers increase their sales to Walmart and when our customers sell more, so do we," says Rhonda Chatzkel.

The Chatzkel's were first attracted to the emissions-tested Rapida at Drupa 2008. Hanover Packaging is at the forefront of sustainable packaging production, including the use of materials with a very high recycled composition. Since the Rapida 106 emits zero VOCs when printing UV, it has become key to the firm's environmental commitment, as have its quick makeready and minimal waste. Plus, the new press can apply an inline metallic coating that can simulate foil, mylar or stamping with much less expense but maintain its environmental friendliness.

The new Rapida is equipped with KBA DriveTronic dedicated drives for simultaneous plate changing, and the GATF InterTech award-winning sidelay-free infeed, DriveTronic SIS. In order to make quick makereadies between conventional and UV, Hanover had the press equipped with CleanTronic multi wash-up systems and the ability to print 155gsm (40lb) paper to 1.2mm (48pt) board and E-flute. "Within a week and a half, the press was up and running and producing a variety of very difficult and beautiful jobs," says Larry Chatzkel.

Since its installation, the press has become a manufacturing workhorse in producing high-quality packaging jobs on all substrates, especially board and plastic, as well as both aqueous and UV coatings. The press allows the firm to produce

both high and low gloss coatings, strike-throughs and even a reticulated texture for a cosmetic customer. The firm is also working with a coatings company to develop a new proprietary metal foil technique to be called HanoFoil.

"This press allows us to run multiple short runs with extraordinarily low waste, and therefore more cost effectively," says Larry Chatzkel. "Many of our customers, this year in particular, are asking for just-in-time deliveries and this press enables us to be even more responsive to this need. For long runs, the press has a maximum speed of 18,000 sheets per hour, which makes it an industry leader and a cost-effective solution."

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“We wanted to be one of the first to operate the new KBA Rapida 75 23 x 29-inch press when it came on the market,” says Doug Silsbee, vice-president of 4D Printing. “We’re staying busy but we wanted to position ourselves for the print market when it rebounds after the recession. Having the new half-size press along with our two-year-old KBA Rapida 105 41-inch six-colour one-over-five perfecter press with aqueous coating capability allows us to produce whatever jobs our clients give us.”

Silsbee has kept his word. The firm quickly took delivery and began production on its Rapida 75 five-colour plus coater press after it made its North American debut on the KBA stand at the Print 09 trade fair in Chicago last September. The press fitted perfectly into 4D’s environmental mantra by bringing a high level of automation to its production output and decreasing waste significantly while using much less power than any other printing press.

The six-up Rapida 75, a 605 x 750mm (23.75 x 29.5in) press, offers a 15,000sph output, is configurable with two to eight colours plus coater and four-over-four perfecter, and incorporates some 30 new features. These include non-stop facilities for the feeder and delivery, the DensiTronic density measurement and control system and a CIP3 interface. The press is able to wash the impression cylinders parallel to blanket washing, permitting further significant savings in makeready time.

Once the new press was installed, 4D had it fingerprinted to its existing two-year-old Rapida 105 B1 (41in) perfecter press with aqueous coating capability. In its short two years of being on the job, Silsbee praises the Rapida 105 for its quality and versatility, allowing the firm to print or perfect jobs on heavier board, such as 0.6mm (24pt) for posters, as well as its fast 15-minute makeready and extremely productive throughput.

**The Rapida 75 is exceptionally energy efficient, highly automated and easy to operate**



Donna Silsbee and her husband Doug at their new Rapida 75 five-colour plus coater press

Rapida 75 follows Rapida 105

## 4D Printing grows with Rapida 75

4D Printing, a general commercial printer located in Conyers, Georgia, outside Atlanta, has always been ahead of new market trends. Before environmentally friendly and the term “green” became popular, 4D Printing had already been certified environmentally safe. Early on, the firm paid close attention to delivering its clients’ needs and providing a safe work environment for its employees. And today, 4D Printing is ready to take advantage of the upturn in sales as the recession ends.

Now Silsbee can move jobs from one press to the other and produce the same high quality.

Every six months 4D Printing has an independent firm inspect its facility to ensure that the company



is environmentally safe and maintains its certification. “We feel that it is responsible to our company and our employees to be in OSHA compliance,” says Silsbee. “If OSHA ever does a pop-up inspection, we’re ready.” OSHA is the Occupational Safety & Health Administration, the main US federal agency charged with the enforcement of safety and health legislation.

Silsbee has already seen how productive the press can be. In the past, the firm was producing eight jobs in one eight-hour shift. But on the new Rapida 75 the press operators were able to produce 13 jobs in an eight-hour shift using different substrates and different size jobs. “This new press has shown us how much more efficient and productive we can be in the press room,” says Silsbee. “We can produce jobs on a variety of substrates from 50lb offset to 18pt board with much less makeready time.”

Established in 1985, 4D Printing is located in the historic Olde Towne district of Conyers. Many of the buildings along the main street are preserved under a historic ordinance, creating a family-friendly idyllic town to raise a family and a business. The four Ds in the company refer to Doug and his wife Donna along with their two sons who are active in the business and work in the pre-press and customer service departments. Silsbee proudly cites that half his workforce has been with the company 12 of the 25 years in business. “We have an open door policy at the company,” says Silsbee. “I know all of the employees, go fishing with them, and we support the town’s local sports teams and elementary schools. We donate paper to the two local grammar schools and sponsor the baseball team.”

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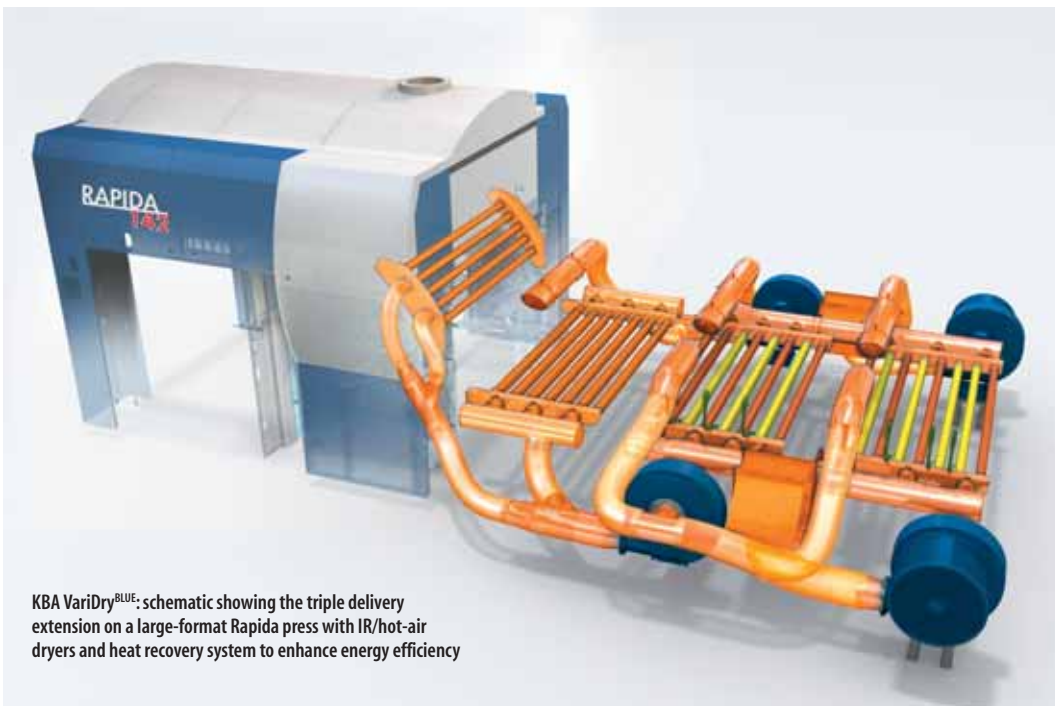


New option for enhancing cost efficiency and green credentials: following the successful completion of an exhaustive test phase our big Rapidas with coaters can now be configured with energy-efficient KBA VariDry<sup>BLUE</sup> IR/hot-air dryers

The new-generation KBA VariDry dryer is no plutonium-powered “blue” time machine, though a time-leap “back to the future” certainly would be a sensation. But Doc Brown from the cult sci-fi classic hasn’t cornered the market in ingenious inventions – our new VariDry<sup>BLUE</sup> infrared/hot-air dryer redefines the benchmark in energy efficiency. Drying at high production speeds while achieving enormous energy savings has thus been transformed from a distant vision to immediate reality.

Heat recovery can halve energy consumption

## Enhancing energy efficiency with KBA’s new VariDry<sup>BLUE</sup>



KBA VariDry<sup>BLUE</sup>: schematic showing the triple delivery extension on a large-format Rapida press with IR/hot-air dryers and heat recovery system to enhance energy efficiency

### Counting the calories

Dryers basically consume a lot of power. Did you know that the infrared/hot-air drying process accounts for around 40 per cent of the total energy consumed by a printing press? The dryer is thus one of the biggest energy guzzlers in the entire print production chain. And who wants a hyperactive electricity meter? Put your dryer on a low-energy diet! Have no fear, you won’t have to hang up your wet coated sheets on a washing line and let them dry in the sun and the wind in order to conserve electricity.

So how would you describe your “dream” dryer? Short drying time. Perfect results. Maximum gloss effects. Minimum energy consumption. And all that in one device! Can’t be done? Can be done! VariDry<sup>BLUE</sup> is the embodiment of your dream. This new generation of VariDry IR/hot-air dryers was specifically engineered to dry high-gloss coatings energy efficiently and to a superior standard of quality. VariDry<sup>BLUE</sup> slashes power consumption by as much as 50 per cent, even at maximum output levels,





Classic packaging configuration: six-colour Rapida 142 coater press with triple delivery extension for housing KBA VariDry<sup>BLUE</sup> IR/hot-air dryers and heat recovery system

while at the same time supporting high production speeds. What is more, it is easy to access when the sheet guides need to be cleaned. Following their official market launch at Ipex 2010 from 18 to 25 May our new range of VariDry<sup>BLUE</sup> IR/hot-air dryers will be available for all large-format Rapida presses configured with triple delivery extensions. They can even be retrofitted on existing press lines.

**Conserve your heat, don't waste it!**

Recovering and re-utilising ambient circulating air in the VariDry<sup>BLUE</sup> dryer can substantially reduce

- Compelling benefits of KBA VariDry<sup>BLUE</sup>**
- More efficient energy utilisation = lower energy consumption, fewer carbon emissions
  - Lower energy consumption = fewer overhead costs
  - Higher production speeds
  - Lower specific energy consumption per good sheet
  - Smaller volume of exhaust air
  - Enhanced image quality = less powder consumption

power consumption compared to conventional IR/hot-air dryers. And this is how it works: the air drawn in is heated by two rows of lamps to the drying temperature pre-selected at the console. Optimised air nozzles with a uniform flow profile along their entire length are used to

ensure that the air is distributed evenly onto the substrate surface. The unsaturated hot air from modules 1 and 2 in the delivery extension is recirculated through the system (see schematic at the bottom of page 22). The recirculated air can subsequently be reused in module

3 and in the swan neck. With this method it is possible to reduce the installed heating power by 2 x 17.5kW. Reusing the warm air several times over also has the advantage of reducing the volume of exhaust air compared to other conventional IR/hot-air dryers. With our new VariDry<sup>BLUE</sup> dryer energy is utilised with maximum efficiency, not blasted out into the environment.

**Measuring efficiency in euros**

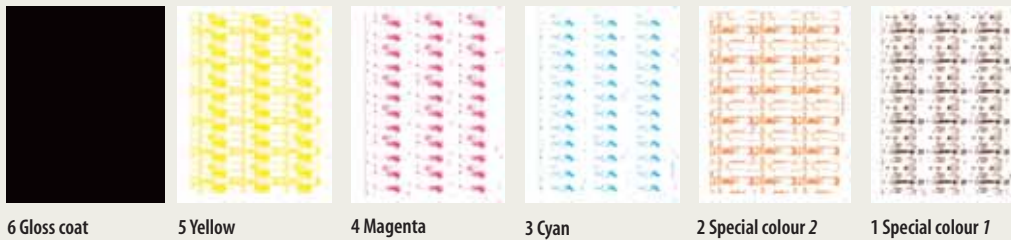
The savings potential can best be demonstrated using an example from the shopfloor: a five-colour item of packaging was printed and given a protective coating on a Rapida 142 six-colour coater press with triple extended delivery and IR/hot-air dryer. The power consumed by the dryer during the production run was measured. The model calculation was based on an average price of 13 cents per kilowatt hour of electricity, although this may of course vary according to the energy provider and region. The sustainability of the VariDry<sup>BLUE</sup> dryer is reflected in the potential savings. Calculated over an average machine life of eight years, a few kilowatts and cents quickly mount up to a sizeable item: the reduction in power consumption delivered a saving of approximately €140,000 (\$198,000). In the long term – and at a time when energy prices are rocketing – you can achieve big cash savings.

So although the laws of physics may mean that a journey through time will remain nothing more than a vision, you can still fulfil your dream!

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**Table 1: Job and production data**

Anilox roller specifications	100 lpc; ART (Anilox Reverse Technology); 12 m <sup>3</sup> /cm <sup>2</sup>
Substrate	GD2 (300 gsm)
Production speed	13,000 sph
No. of workdays per year	220
No. of shifts per day	3
No. of hours per shift	8
Level of utilisation	85 %
Average electricity price per kWh	€0.13

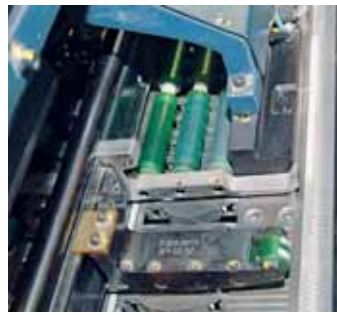


**Table 2: Energy and cost savings with KBA VariDry<sup>BLUE</sup> versus conventional IR/hot-air dryer**

	KBA VariDry <sup>BLUE</sup> dryer	Conventional dryer
Average power consumption measured (kWh)	33	70
Power consumption (kWh/year)	118,500	251,300
Electricity cost (euros/year)	15,400	32,700
Carbon emissions (t/year)	71	150
Energy saving (kWh/year)	132,800	-
Energy saving (%)	53	-
Cost saving (euros/year)	17,300	-
Carbon reduction (t/year)	79	-



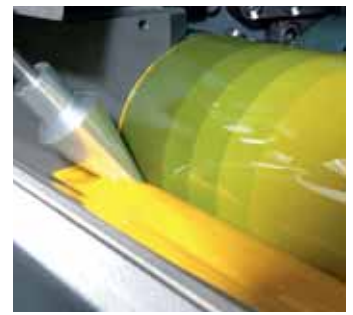
Fleece-covered sheet guide in the DriveTronic feeder



Synchronised rollers with air blasts



Chromium-plated side lay



Ink agitators prevent skin formation on highly viscous UV inks

Printing on synthetics, plastic and other non-absorbent substrates

# No competition for cartonboard

Marketing specialists are constantly seeking more effective ways of differentiating their products at the point of sale (POS). Their primary objective is to create an attractive, eye-catching design which, coupled with unusual shapes, colours and materials for the packaging, will inspire among consumers a desire to purchase these products.

One in three purchasing decisions is made in less than ten seconds, and 47 per cent of such decisions are made directly at the point of sale. As a proportion of total sales in the German food retail trade, which amount to some €130 billion (\$184bn), this represents a purchasing volume of around €60bn (\$85bn)!

Consumers today prefer functional, modern and environmentally friendly packaging. While cardboard is still the material of choice, it is now closely followed by various types of synthetic material. And where direct-printed synthetic packaging previously dominated the

field, the situation has perceptibly changed over the course of time.

### New potential for sheetfed offset

Synthetic packaging has become much more diverse both in form and design. Thanks to the advent of in-mould labelling (IML), surfaces no longer have to be flat and smooth for printing. This is good news for sheetfed printers since in-mould labels can easily be printed in offset. They also address the demand for a high-resolution print quality with brilliant colours. UV offset is frequently used for this particular application because it eliminates the risk of set-off and is exceptionally scratch-resistant.

### The UV press

It is not just the UV process that poses a challenge when printing plastic. The thermal sensitivity and scratch-resistance of the (generally fairly thin) plastic sheets will soon be tested to their limits if the press configuration is inappropriate. The plastic sheets must travel through the press without sustaining scratches or becoming deformed. The following recommended features for our Rapida presses will ensure that UV print production on synthetic substrates will be trouble-free and compatible with a high output:

### 1. DriveTronic feeder

- Fleece-covered overhead sheet guides to prevent scratches
- Chromium-plated side lays
- Synchronised rollers with air blasts
- Flat, synthetic guide rollers
- Flat, polished cover lays
- Synchronised guide bars with rollers and air blasts
- Suction and blower units at the guide plate beneath the feed drum
- High-performance antistatic system for effective sheet separation

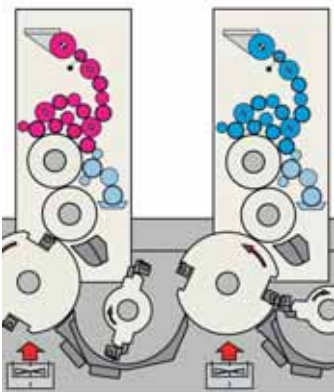
### 2. Printing units and sheet guides

- EPDM-covered rollers: being compatible with UV inks and washes, EPDM does not swell and therefore causes no change in roller volume
- Hoses and seals: UV wash-resistant hoses eliminate the risk of leaks
- Inking-unit temperature control maintains constant ink viscosity and a stable ink/water balance
- Ink agitators prevent skin formation on highly viscous UV inks
- Sheet travel monitoring at each transfer point eliminates the risk of damage from dropped sheets
- Sheet-guide plates feature venturi airblast control (presettable)
- Fans divert a cold (8°C) stream of air onto the impression cylinder

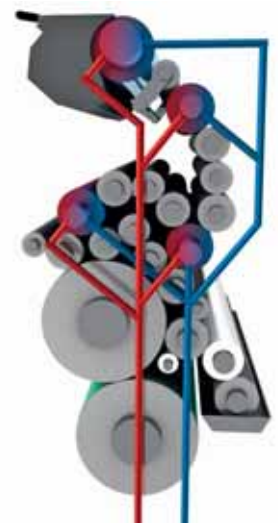
to cool it and prevent the thin plastic sheets from shrinking or deforming.

### 3. Coater

The anilox roller system is particularly effective at applying a consistently uniform coating film. The volume of coating is determined by the roller's pick-up volume. The pumping system for the coater is controlled from the console and is cleaned automatically. The coater can be converted from one type of coating to another in one to two minutes. Viscosity-controlled coat-







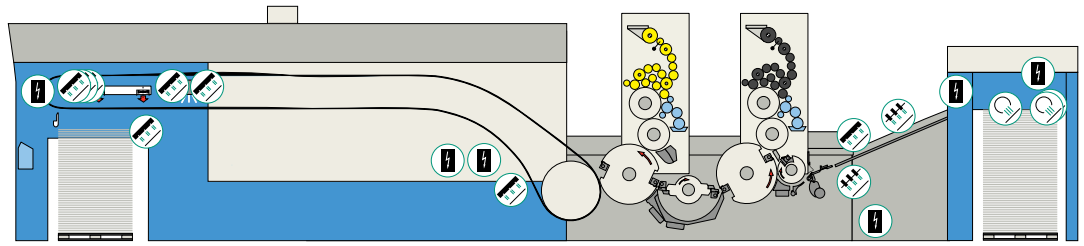
Impression cylinder cooling in a KBA Rapida 106



Maintaining a stable working temperature at the inking unit ensures constant ink viscosity and a stable ink/water balance



-  Antistatic nozzles and heads
-  Antistatic array
-  Antistatic power packs and generators
-  Antistatic electrodes



High-performance antistatic system in a Rapida 106

ing feed ensures that pump capacity is automatically adjusted to coating viscosity. The benefits are consistent production conditions, the elimination of manual pump adjustments and the automatic setting of the washing cycles to suit viscosity.

Another key feature is semi-automatic changing of the coating plates, which cuts the sequence to just two minutes. It is also advisable to equip the press with remotad-justment capabilities both for printing pressure and for sidelay, circumferential and diagonal register.

#### 4. AirTronic delivery

The shape of the nozzles for the new multi venturi sheet-guide plates, and their distribution beneath its surface, have been optimised to ensure that the sheets float at a uniform distance from the plate. The result is a scratch-free sheet transfer, a rapidly reproducible setting and the ability to handle a wide range of substrates.

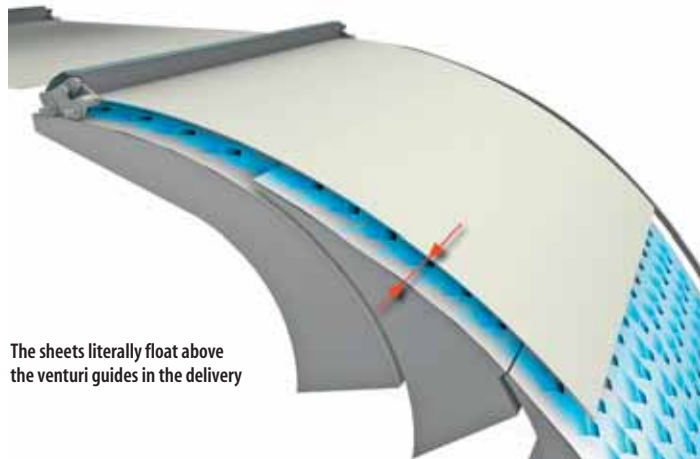
Where heat-sensitive materials such as in-mould films are to be printed we recommend fitting additional water-cooled sheet guides. To

support scratch-free sheet travel the venturi guide plates feature a regulated air flow system that can be switched from sucking to blowing. For greater efficiency the guide plate before the suction roller is Teflon-coated.

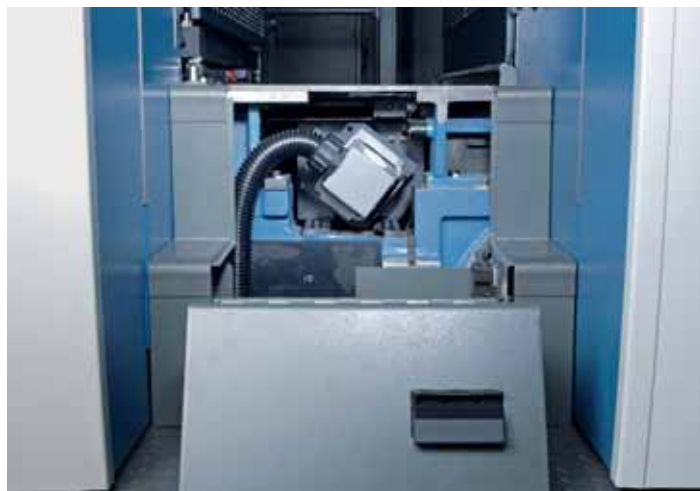
At the sheet extraction point there is a screen of special darkened glass to protect the press crew from scattered UV radiation. During polymerisation UV inks and coatings emit non-hazardous odours which can be filtered and vented with the aid of an optional extractor system.



The exceptionally user-friendly KBA VariDry plug-in dryer is controlled from the ErgoTronic console



The sheets literally float above the venturi guides in the delivery



The walkway floor between the units is free of obstacles because the interdeck UV dryer is located underneath

#### 5. VariDry technology

- Interdeck UV dryers: the number required depends on production speed, the number of printing units, solids coverage and the use of hues (opaque white, metallic inks, dark hues). The standard number of interdeck dryers recommended for a press with six printing units is three. Additional plug-in points enhance press versatility. Since all substrates, and plastic in particular, are sensitive to heat, it is advisable to work with the lowest effective lamp power.
- End-of-press UV dryer: this is normally equipped with three UV lamps which if necessary can be plugged into any of the interdeck dryers. No other system on the market affords the same level of flexibility.

#### 6. Static elimination

Non-absorbent substrates, especially synthetic materials, are prone to a build-up of static charge that causes them to cling together. In the most extreme cases the sheets can no longer be separated. Special antistatic components prevent or reduce the static charge on the substrate surface. The schematic above depicts the high-performance static elimination system fitted in the Rapida 106.

#### 7. Fount solution preparation

The most common method of printing on metal-coated surfaces is to apply opaque white as a primer and then print the other colours on top. We urgently recommend bypass filtration for applications such as this in order to safeguard process stability.

Filtering the fount solution delivers a number of benefits: it eliminates contamination, thus promoting consistent printing conditions and a superior print quality; it reduces the frequency with which the fount solution must be changed; and it trims maintenance costs and therefore enhances the press utilisation level.

Printing synthetic and other non-absorbent substrates demands highly specialised production methods. These are discussed extensively in issue no. 5 of our technology publication *KBA Process*, which can be obtained free of charge from the marketing department in Radebeul or downloaded from [http://www.kba.com/en/news/presseservice/download\\_kba\\_process.html](http://www.kba.com/en/news/presseservice/download_kba_process.html).

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**H**eider Druck is the printing arm of Joh. Heider Verlag, a publishing house which was established in 1889 and brought out a daily newspaper for Bergisch Gladbach and the surrounding region the following year. Despite the fact that this was sold off to the Kölnische Rundschau in 1952, among locals the name Heider is still synonymous with newspapers. Now a publishing, printing and media enterprise, Heider has long since expanded its web-based portfolio to include freesheets, trade and federation publications, magazines, supplements and telephone directories etc. It has also moved into sheetfed with brochures, magazines, books, calendars and many other commercial products. The publishing house's media activities primarily focus on ad acquisition for print customers. Heider sees itself as a service provider to a customer base embracing publishers, federations and advertising agencies.

**Cutting energy consumption with coldset**

The two KBA newspaper presses which are currently in the press hall – a two-tower Journal installed in 2002 and a Colora tower added four years later – are used to print freesheets. Today Heider can print coldset copies with a maximum of 64 pages in the Berliner format or 48 pages in full colour. The presses were the first step towards enhancing energy efficiency, since their energy consumption is relatively modest compared to heatset: in fact when printing a 48-page product in the Berliner format they consume



Others may have a tiger in their tank – Heider has one on the fifth printing unit of the high-speed Rapida 106, symbolising the company's commitment to conservation and performance

Heider Druck proves that sustainability can be compatible with performance

# Greener print production in sheetfed and web

German print enterprise Heider Druck in Bergisch Gladbach makes no secret of its driving passion, and this is reflected in its logo, "Ecological printing". The owners have been vigorously greening up their production chain since the turn of the millennium. New technology promoting this goal has broadened their options for conserving natural resources while at the same time enhancing efficiency and profitability.

as much as 85 per cent less energy per operating hour. Not unnaturally, coldset production imposes a restriction on the range of stock that

can be used because only uncoated and recycled paper is suitable. However, this is in keeping with Heider Druck's environmental goals and

led to the second step on the road to green print production: FSC and PEFC accreditation to support sustainable forest management.

**Next step: greening-up sheetfed**

The next step the company took towards reducing its carbon footprint was to fire up a new Rapida sheetfed offset press in May 2009. Once again the press of choice was a KBA, not least because in 2000 the Rapidas were the first offset litho presses worldwide to be awarded the German Industrial Safety Council's "emission tested" environmental certificate. The 18,000sph Rapida 106 five-colour coater press at Heider has run alcohol-free right from the start. The risk that operators might add IPA to



Frank Wipperfürth of the North Rhine-Westphalian Print and Media Federation presenting the PSO certificate to Guido Heider in 2009



Hans-Martin, Guido and Roberto Heider (l-r front) couldn't be happier with their first KBA sheetfed press



the fount solution in a moment's aberration was nipped in the bud by the simple expedient of removing all alcohol measuring and monitoring kit. Only ecologically approved inks based on vegetable oils are run on the press. The cloth-based washing system, which dramatically cuts the consumption of washing agent compared to a brush-based system, is a further contribution towards greener production – as is the LogoTronic networking software for press preset. Hans-Martin Heider, one of the fourth-generation family members heading the company, is delighted to report that “As a result, a lot of the products we print are of saleable quality from the very first sheet.”

### Closed-loop inline colour control

To help minimise waste the press incorporates a QualiTronic colour control system that scans every sheet and automatically adjusts colour density values accordingly. The press is also linked to a DensiTronic Professional system that measures colorimetric values in the measuring strips or directly in the printed image, and carries out the relevant adjustments. This continuous, integrated quality control package enabled the company to achieve PSO accreditation in summer 2009.

The economic impact of the new Rapida 106 became apparent within a few weeks of its production start. The average print output across the board (short and long runs) climbed well above the 10,000sph mark. Whenever possible the Rapida 106 is run at its maximum speed of 18,000sph. Most of the short- and medium-run work is



Even though quality monitoring with QualiTronic colour control eliminates the need for adjustments at the ink keys, Michael Dörpinghaus still checks the sheets out of sheer habit



For Benjamin Ommerborn, pumping out 18,000 sheets per hour on the Rapida 106 is a cinch

scheduled on this press in order to make the most of its high-speed job changes. Its advanced level of automation, which encompasses plate changing, suction-ring positioning, height-adjustable nonstop rollers and sidelay-free SIS infeed, has boosted output by almost 40 per cent compared to its predecessors.

### Sustainability does not preclude finishing

The Rapida 106 offers a raft of additional benefits over the company's previous presses, which were two- and four-colour B1 (41in) and B2 (29in) models. For example, it is possible to apply a special colour in the fifth printing unit and a standard aqueous coating in the coater, or a matt paste in the fifth unit followed by a matt/gloss aqueous coating to create a drip-off effect. So Heider Druck's ecological bent certainly doesn't preclude

value-added finishing options. In fact the company is keen to move upmarket, away from high-volume, low-margin products. Wherever possible it seeks to provide premium-quality products expressly tailored to customers' needs. This goal dictates the processes within the company: the broad range of services offered encompasses product design, image processing, editing, mailing, proofreading, addressing, numbering (eg for prize draws in freesheets), inserting and attaching (eg packets of seeds in or on direct mail).

### Farsighted investment

Heider Verlag is headed by Hans Heider senior and his third son, Roberto. Their portfolio encompasses publications on business and social politics, books of regional interest and pictorial volumes. Alongside ad acquisition the media



Thomas Walder printing one of many freesheet titles on the Journal tower



An 18,000m<sup>2</sup> plot of land acquired in the 1950s offers plenty of room for further growth



Heider Druck's "ecological printing" logo reflects its environmental credentials

services the company also provides for its print customers include ad management.

At present Heider has almost 6,000m<sup>2</sup> (65,000ft<sup>2</sup>) of production space at its disposal. Since a plot of land acquired by Hans Heider senior's father is more than three times as big, there is ample room for healthy growth. “We are a dynamic enterprise with ambitious plans for the future, so it's good to have plenty of reserves for future expansion,” declares Roberto Heider. The publishing house and printing plant employ a total of 90 permanent staff, and there are also part-timers and temps. Print production normally runs in two shifts, though this is increased to three whenever there is a surge in incoming orders.

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“It was the recession that drove me to invest in new technology,” says Dominique Houot, Vagner Graphic’s managing director for the past nine years. “Because the future doesn’t wait.”

Situated in Fléville, Lorraine, Vagner Graphic is the oldest printing plant in the Nancy area, having been started by Nicolas Vagner 167 years ago in 1843. Following growth of around 25 per cent the previous year, in 2009 the 20-strong workforce generated sales worth some €2.8m (\$4m), boosting value-added in the process.

Vagner Graphic has seen no sign of the recession in its order volumes. For Dominique Houot the key to success is to make sure you stay ahead of the curve. In 2004 the company purchased a 6,000m<sup>2</sup> (65,000ft<sup>2</sup>) plot of land on which it built a 1,500m<sup>2</sup> (16,000ft<sup>2</sup>) bespoke production plant, equipping it with two new KBA sheetfed presses. It also expanded the finishing department.

Just four-and-a-half years later, in September 2009, the presses were replaced with a four-colour Rapida 105 and a five-colour Rapida 75, both fitted with coaters.

**Hard work, dedication and innovative technology**

“If your production chain is working at full capacity and the economy starts to slow down, that’s the time to invest in new kit. You can get it at an attractive price and it puts you one step ahead of the field, which is a real morale booster for the entire workforce,” explains Houot. “I saw no need to switch to a different brand because I had never had a problem with our two previous KBA presses. Having said that, the new ones are naturally that much more



167-year-old French print enterprise Vagner Graphic is situated in Fléville, not far from Nancy

“If your production chain is working at full capacity and the economy starts to slow down, that’s the time to invest.” Vagner Graphic managing director Dominique Houot (r)

Boosting output with two Rapida coater presses

# Vagner Graphic: the future doesn’t wait

French print enterprise Vagner Graphic picked the height of the recession to gear up for the future with a new press fleet. The kit it replaced was just four-and-a-half years old. An example of unshakable optimism at a time when the print media industry is facing major upheavals.

productive and therefore more cost-effective.”

Job changes on the new Rapida 105 are even faster than on the press it replaced, while its high-speed package increases maximum production speed by a full 1,000 sheets per hour to 16,000. Dominique Houot is delighted: “It’s like piloting a Formula One racing car.” Yet despite the Rapida’s advanced technology it is exceptionally ergonomic and easy to handle. The practical automation modules deliver substantial savings both in time and labour, while also enhancing quality. “The optional package for printing lightweight stock is also

a boon, since it allows us to ionise the sheets to remove static. This is becoming increasingly necessary as the quality of the paper delivered is steadily deteriorating.”

He continues “The new five-colour Rapida 75 is also much faster than its predecessor, and delivers an even better print quality. We use the coater for just about every job because it means the sheets can be finished without delay. The two new KBA presses complement each other perfectly.”

**Targeting organic growth**

Vagner Graphic was awarded “Imprim’Vert” certification in 2008 and

is well on the way to achieving PEFC accreditation. All the inks used on the presses are vegetable-oil-based and there is no alcohol in the fountain solution. Run lengths average between 3,000 and 4,000 sheets. A high print quality is a vital instrument in promoting customer loyalty.

Dominique Houot has no intention of resting on his laurels: “Over the next four to five years I’m planning to add another big building that will comply with all the latest environmental standards. I’m an optimist by nature and act accordingly. I have supreme confidence in the future of the print media industry and I love my job. In life you have to be prepared to take chances, you have to be bold, innovative and, of course, invest in the future. The secret of Vagner Graphic’s success is that we take our work extremely seriously, but not ourselves.”



Automatic register setting with ErgoTronic ACR (video magnifier) is simple and reliable



The Rapida 75 five-colour coater press is the perfect complement to its big sister, the Rapida 105

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Abril CEO Giancarlo Civita, KBA sales director Kai Trapp and Abril chairman Roberto Civita (from the left) poised to press the start-up button

Editora Abril in Sao Paulo

## Compacta 618 swings into action at market leader

Sao Paulo-based Editora Abril, part of Grupo Abril, one of the biggest media groups not just in Brazil but also in Latin America, has fired up a 48pp Compacta 618 commercial web press ordered at Drupa 2008. The company celebrated the inauguration with an open house attended by staff, customers and representatives from fellow Brazilian printers Oceano, Plural and Santa Marta.

In their commemorative addresses, Grupo Abril CEO Giancarlo Civita and chairman Roberto Civita emphasised the huge

capacity boost delivered by the Compacta. The press then printed a corporate publication, *Fique Sabendo*, the quality of which was

rated as excellent by the discerning audience. The highly automated Compacta 618, which features KBA's unique automated Roller-



Roberto Civita personally checking the quality of the freshly printed magazines

Tronic roller locks, has a fifth printing unit for handling special colours.

### One of the biggest communications enterprises in Latin America

Since being launched in 1950 Grupo Abril has grown into one of the biggest communications enterprises in Latin America, with over 7,000 employees. Of these, 1,100 work at Editora Abril's 55,000m<sup>2</sup> (almost 600,000ft<sup>2</sup>) production plant near Sao Paulo city centre. Abril is the only printing company in Latin America to operate publication gravure presses. It has an annual consumption of over 100,000 tonnes (110,000 US tons) of paper for printed products totalling more than 350 million copies comprising some 50 different titles.

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Customers, suppliers and staff thronged to the open house commemorating the inauguration of Editora Abril's first KBA press



In 2008 Editorial Primavera's workforce of around 220 generated sales worth approximately 38.6 million bolivar (US\$18m). The Compacta 215 represents the biggest investment in technology since the company was founded by Don Armando De Armas Melendez in 1967. From a modest printshop in Caracas it has evolved into a high-powered full-service provider.

#### Laying the foundations for growth

The total investment package, which cost the equivalent of \$15m, included a technology upgrade in both the pre-press and finishing departments. Editorial Primavera is part of Bloque De Armas, a family-owned trade federation whose interests encompass television broadcasting, publishing and commercial printing as well as daily newspapers (*2001*) and sports titles (*Meridiano*).

The Compacta 215 press lines have been in operation since the middle of last year in a new building on the 10,000m<sup>2</sup> (110,000ft<sup>2</sup>) site that has been the company's base in the satellite town south of Caracas since 1979. The Compactas joined an existing fleet of six 16pp web presses. Primavera has made the most of this formidable production capacity to become one of the top ten commercial printers in Latin America.

The two new Compactas, which replaced two much older presses in a fleet dominated by American and Swedish brands, underscore the high reputation that KBA commercial web presses enjoy in Latin America. There are already a number of Compacta installations in Brazil, Chile, Colombia and Mexico.

#### Broad product spectrum

The left-hand Compacta 215 is a standard press line with four double printing units, a heatset dryer and an F3 gripper folder, while the right-hand one has six printing units, a UV coater, a dryer and a Vits-Rotocut sheeter. It supports the production of copies featuring spot colours, special-effect coatings and scents etc. A transverse link be-



Editorial Primavera deputy managing director Benjamin de Armas (l), who is pictured here with one of his press operators and Francisco Beaz (centre) of KBA's agency Pack Print, is delighted with his new duplex press

Editorial Primavera holds pole position in Venezuela

## Duplex Compacta opens up new options

Editorial Primavera in Guarenas, near Caracas, has reaffirmed its position as the leading commercial and magazine printer in Venezuela with the production launch of a new Compacta 215 duplex installation totalling ten printing units. The mirror-image constellation of two 16pp web presses is the only one of its kind in Latin America.

tween the two presses allows both webs to be guided through a single folder to produce 32pp sections which are generally collated into catalogues. The two Compactas can be operated separately as well. The sheeter also allows the right-hand press to print covers in heavier grades of stock.

#### Surpassing all expectations

For Editorial Primavera's deputy managing director Benjamin de Armas, the Compacta 215 project was an unqualified success. "The award of the contract at Drupa 2008 was the culmination of an exhaustive screening process. Our objective was clear: we were looking

for a high-output press at the very cutting edge of technology, capable of delivering a superior print quality and handling a wide range of products, yet still within our budget."

He continues: "We didn't just rely on manufacturers' demonstrations – we set about gaining a com-



Catalogues, magazines and supplements for the Venezuelan market make up the bulk of Editorial Primavera's broad product spectrum





The webs of the two presses can be guided over a transverse link to a single folder



Benjamin de Armas (in shirt and tie) with his press crew at the new Compacta



prehensive and detailed picture out in the field. We weren't interested in the chef's recommendations, we wanted to see what the customers were eating." The project team inspected KBA installations at Panamericana in Colombia, Sogapal in Portugal and major customers in Mexico. The basis of trust created in the process was reinforced by the punctual delivery and commission-

ing of the press by KBA personnel. "We received every possible assistance with training our operators. We are delighted with our decision, and so are our customers."

#### Catalogues, magazines and *Playboy*

One of Editorial Primavera's biggest customers is Avon Cosmetics, a household name whose bulky catalogues it has printed for the past eighteen years. "Catalogues account for sixty per cent of our entire production, and most of them are for Avon," explains Mr de Armas. "Every three weeks we receive an order for around 1.5 mil-

lion copies. Our other two major lines of business are fashion magazines and newspaper supplements. At present we print twenty to thirty magazine titles, each with a circulation of 30,000 to 60,000 copies, in fortnightly or monthly cycles. Our insert business, too, is growing fast."

Three years ago Primavera also started printing the Venezuelan edition of *Playboy*. Says de Armas: "We have a long-term licence to print around 35,000 copies per month. This is a premium quality contract which we now run entirely on KBA presses. While we serve a huge customer base in Venezuela, govern-

ment currency restrictions sadly prevent us from exporting on the scale that we would like."

The company operates a round-the-clock shift system six to seven days a week. "After three months of working with the presses we are confident that we made the right decision. The quality, output, make-ready times, waste levels and ease of operation are on a whole new plane and have allowed us to slash turnaround times. In 2010 the Compactas will handle fifty per cent of our entire output," says a beaming Mr de Armas.

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## KBA Compacta 215 for Litografica Gonzales in Gran Canaria

One of the most prominent printers on the holiday island of Gran Canaria is Litografica Gonzales, a family enterprise based in Las Palmas, the capital.

Litografica Gonzales has been printing commercials since the late 1970s, and in recent years these have mainly been promos for supermarkets and the tourist industry. In 1995 the company bought a second-hand Albert A101 eight-page web press, followed by a 16-page KBA Compacta 214 in 1998 and again in 2001. Now the 1998-vintage Compacta is to be replaced by a new 16-page version of the Compacta 215.



Pictured after signing the contract for a new Compacta 215 (l-r): Juan Diaz of KBA's Spanish web press agency, KBA-Lauvic, Litografica Gonzales' proprietor and manager Antonio Gonzales and KBA commercial press sales manager Fernando Ramos

The new press will have four printing units, a 620mm (24.5in) cut-off on a maximum web width of 1000mm (39.37in), and shaftless drives throughout. It will be configured with an F3 gripper folder, gluing and softening devices and a Pastomat C reelstand for a maximum reel weight of 1.8 tonnes (2 US tons). Reel feed will be manual with Patras M. The KBA ErgoTronic console will feature LogoTronic production management and a CIPLink interface to pre-press.

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The slim-line Compacta 818 is custom-configured for D'Auria's production requirements

D'Auria Printing, Italy

# Taking the high(-volume) road with slim-line Compacta 818

When D'Auria Printing Group in Sant'Egidio alla Vibrata set out to raise its corporate profile in Italy's fiercely competitive high-volume commercial market, the press type and configuration it chose were anything but run-of-the-mill. The Darfin Partecipazioni subsidiary opted for a slim-line 64pp Compacta 818 with a maximum web width of 1,680mm (66.14in) instead of the customary 1,905mm (75in). The new press rolled into action last September and has fulfilled all expectations.

D'Auria Printing's entry into the high-volume league of commercial printers at a time when the Italian economy was reeling from the global crisis was a bold decision. In addition to the 48pp and 56pp copies that dominate D'Auria's production schedule the new 90,000cph double-circumference press can print 64pp copies with an untrimmed page format of 210 x 299mm (8.25 x 11.77in).

In opting for the Compacta 818, managing director Dr Cristiano D'Auria continued an association with Koenig & Bauer dating back to the installation of a sheetfed press in 1998. The choice of press also reflected the firm's unwavering focus on customer-oriented growth: "Just as in 2006, when we moved into web offset with a 16-page Compacta 215, our objective was to signal to our customers that we are aiming to expand our portfolio while enhancing performance and service on an ongoing basis."

D'Auria Printing's production plant on the Destra Tronto industrial estate has been steadily expanded to its present capacity of more than 12,000m<sup>2</sup>(130,000ft<sup>2</sup>).

## Opting for the happy medium

Production manager Iolando De Luca says: "We started planning the next step in our development in 2008, just before Drupa. Initially we were contemplating a 48-page web press because a 32-page press would have been too small and a standard 64-page press would have



D'Auria Printing Group's headquarters in Sant'Egidio alla Vibrata has over 12,000m<sup>2</sup> of production space



The Compacta 215 installed in 2006 is also embedded in the KBA Patras A automated reel-logistics system





EasyTronic control software supports time- and waste-saving production



D'Auria production manager Iolando De Luca (right) and his press crew appreciate the Compacta 818's high level of automation

been too big relative to our existing 16-page press. Having worked with KBA kit for more than twelve years now we have learned to value and rely on KBA's competence and customer focus. After discussing the various options with them we decided to go for the 818 as the happy medium – a means of securing a competitive edge by promoting growth and efficiency in equal measure.”

**Customised press line for D'Auria**

The lean, mean Compacta 818 was custom-configured to meet D'Auria Printing's specific production re-

quirements. The prime focus was on the ability to print products that could previously only be printed on wider presses, and on selecting the optional equipment that would



On 1 January 2010 the D'Auria Printing Group merged its sheetfed and web offset activities in a new enterprise, D'Auria Printing

maximise profitability, energy efficiency, production reliability and quality. De Luca says: “Electricity and gas are a major cost item in Italy – compared to other EU countries we must contend with much higher prices. Another key criterion in favour of the 818 was that it can be started up, stopped and made ready for the next job in a minimum of time and with a minimum of waste.”

**High level of automation**

The Compacta 818 is extensively automated to minimise maintenance work and roller wear. Automated features include RollerTronic roller locks, EasyTronic control software, a LogoTronic production management system and Grafikontrol's Densiweb colour density control. The press rolled into action on schedule and just in time for the pre-Christmas surge in business. Since then it has run in three shifts, five to seven days a week. “The fact that our operators had already worked with the Compacta 215 for some years, and were therefore familiar with KBA presses, proved to be an enormous advantage. Thanks to the support provided by KBA, our departmental head Flavio Martinelli and our longstanding technical consultants Attilio Dalfiume and Norberto Bucciarelli, press commissioning and training went with-



Even with a narrower web width of 1,680mm the Compacta 818 can print 64pp copies measuring 210 x 299mm untrimmed in addition to 48pp and 56pp copies

out a hitch. We are confident that we can achieve the ambitious targets we have set ourselves,” says Iolando De Luca.

**Positive market response**

The slim-line Compacta 818 has aroused a lot of interest among both customers and other commercial printers, and according to De Luca the press hall has already had a stream of visitors. At present around 70% of the products printed are flyers, the remaining 30% catalogues and magazines, all in long runs and consistently high quality on stock weights of between 36 and 130gsm (24 -90lb book).

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The five-colour Rapida 162a installed in mid-2008 is D'Auria's fourth KBA sheetfed press since 1998

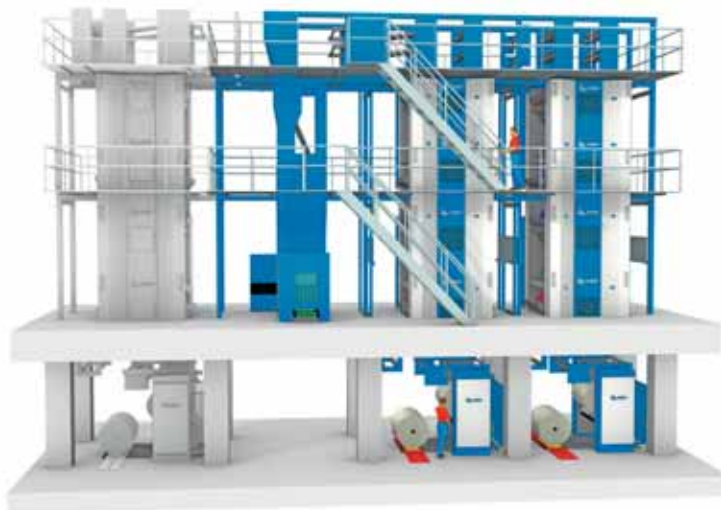
Commenting on the choice of a further KBA press Armin Alt, Parzeller's print production manager, says: "We have worked successfully with KBA for decades and are happy with the performance of the presses from Würzburg. After running a rule over all the possible alternatives we opted for the high productivity, acknowledged superior quality and persuasive price/performance ratio of a Commander satellite press." Publisher Michael Schmitt agrees: "The innovative newspaper press technology will allow us to meet our challenging production targets. This in turn will furnish the foundation for safeguarding the future of our regional title, and the many other titles we print, in a media arena where competition is becoming increasingly fierce. We are firmly convinced that print will continue to play a major role in a multimedia environment."

#### Innovative media enterprise

Parzeller was established in 1873 in Fulda, whose abbey houses the tomb of Devon-born English missionary St. Boniface, who later became the patron saint of Germany. The Parzeller media group now comprises eight companies. Its flagship title, the *Fuldaer Zeitung*, has evolved strongly in recent years as the result of a consistent market focus and skilled expansion. Says Schmitt: "A media analysis in 2008 revealed that the *Fuldaer Zeitung's* modern layout and the targeted structure adopted last year has enabled it to attract a much higher proportion of young readers than any other daily."

#### Broad spectrum of printed products and services

In addition to newspapers Parzeller prints mono- and polychrome books, catalogues, dictionaries, telephone directories and similar publications, complete with post-press and distribution. The group's portfolio also embraces media-neutral data handling services and website design. "Today Parzeller is a major European player in the market for compact colour books, and from the payroll perspective we are the biggest commercial printer in Hesse," says Armin Alt.



The Commander press line for Parzeller Druck- und Mediendienstleistungen in Fulda

#### Investing amid crisis

## KBA Commander satellite press for Parzeller in Fulda

Parzeller Druck- und Mediendienstleistungen in Fulda signed up in late summer 2009 for a double-wide KBA Commander satellite press. The 32pp press for high-quality full-colour production is slated to go live this summer in a new, conveniently located printing plant on the Eichenzell industrial estate. Alongside the *Fuldaer Zeitung* and diverse local editions with a total daily circulation of some 50,000 copies the Commander will print external and in-house freesheets, such as *Marktkorb*, with a weekly circulation of 250,000 copies, plus other publications including address directories.

#### Focus on flexibility

The double-wide KBA Commander press can pump out 90,000 copies per hour in straight production and handle a range of infinitely variable web widths to accommodate multiple print formats. On top of this the press has been configured to accept 7/8 and 3/8 webs and a broad choice of stock weights for printing unusual ad formats such as half covers and spadias. Armin Alt, a print savant with a reputation extending well beyond Hesse, has plenty of other ideas up his sleeve, and these will feature more fully in a later issue of *Report*.

#### Advanced level of automation

The highly automated press will comprise two Pastomat reelstands with Patras A automatic reel handling and stripping, two towers of stacked nine-cylinder satellites, two double turner bars, a folder superstructure with two formers, a KF 5 jaw folder and diverse auxiliaries such as a cross perforator and section stitcher. Provision has been made for the optional addition of a skip slitter, Zip'n'Buy variable length perforator, card gluer and ribbon stitcher. The press will have automatic washing systems for the



The stacked nine-cylinder satellites deliver a top-quality print and allow straightforward 4/4 production, which will not be confined solely to newspapers

blanket and impression cylinders plus the inking and dampening units. Other productivity- and quality-enhancing automation modules will include ink pumping, colour density control, RollerTronic roller bearings, cut-off register, web-guidance and web-travel controls plus pre-former web guides. The press line will be controlled from two EAE consoles with PRINT job-scheduling and press-presetting software, a VIP statistics system and a logistics and maintenance system (LMS). The digitally downloaded pages will be checked visually via a proofing system.

"We are firmly convinced that print will continue to play a major role in a multimedia environment."

Publisher Michael Schmitt

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Koenig & Bauer ships further Comet press line to China

# KBA newspaper press technology for Beijing Daily

Beijing Daily Group has switched to KBA for a new press line following a detailed market comparison and a tour of inspection in Germany. Comprising three reelstands, three towers and one folder, the KBA Comet will go live this coming summer printing a free title launched last year for distribution in the Beijing underground (subway). Provision has already been made for the addition of three more towers for printing further titles.

## Leading media group in China

Beijing Daily Group publishes nine daily newspaper and three magazine titles, among them *Journalism and New Writing*, *China Campus* and *Beijing CPC Party Monthly*. The newspaper titles have a combined daily circulation of around two million copies in the Beijing metropolitan area alone. Alongside the *Beijing Morning Post*, *Beijing Suburbs Daily*, *Beijing Business Today*, *Beijing Social News*, *Capital Con-*

*struction News*, *Beijing Daily Messenger* and *The First* the group also owns the *Beijing Evening News* and *Beijing Daily*, established in 1958 and 1952 respectively. *The Beijing Daily's* circulation of 400,000 copies per day makes it the capital's most popular newspaper. In addition to maintaining its own foreign correspondents the *Beijing Daily* cooperates with the *China Press* and *International Daily News* in North America, *China Today* in Canada,

*The Australian Chinese Times* and the *Europe Times*. It also distributes news items under the name *Beijing Today*.

## Comet wins on quality and productivity

Single-width Comet presses from KBA's Würzburg production plant are in operation the world over. According to Beijing Daily Group, what tipped the balance in favour of a Comet was its outstanding quality

Pictured after signing the contract in Beijing (seated, l-r): Walter Zehner, head of KBA's sales and service organisation in China; Mei Ning Hua, president of Beijing Daily Group; and Li Jun, vice-president of the importing corporation. Looking on are the project teams including Beijing Daily Group printing plant manager Guan Hong Jin (8th left) and his deputy Jia Fu Dong (on his right), KBA China web press sales managers Andreas Friedrich (behind them) and Wang Hong Feng (3rd left), and web department manager Han Shao Sheng (4th left)



David Brandstätter (l), managing director of the Main-Post in Würzburg, expounding the benefits of the company's new, compact KBA Commander CT to Beijing Daily Group president Mei Ning Hua (2nd right) and his colleagues during an information-gathering tour of the printing plant

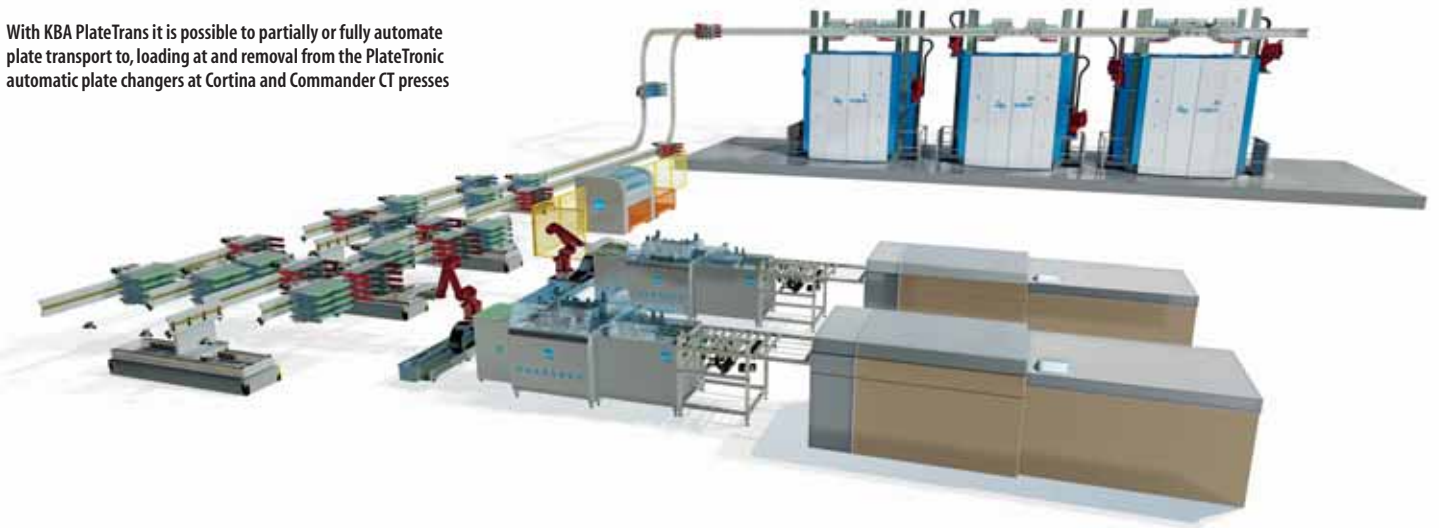
and productivity. The press line for Beijing will be capable of handling web widths from 635 to 880mm (25 - 34.64in), have a cylinder circumference of 1092mm (43in) and a maximum rated output in straight production of 78,000cph. It will also feature fan-out compensation, automatic ink pumping and blanket washing. The highly automated KF 3 jaw folder will be fed via two stacked formers. The press line will be controlled from three KBA consoles with ink-key presetting software, a RIP interface and a diagnostics PC for remote maintenance.

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The Comet, which will be Beijing Daily Group's first KBA press, will go live in summer 2010

With KBA PlateTrans it is possible to partially or fully automate plate transport to, loading at and removal from the PlateTronic automatic plate changers at Cortina and Commander CT presses



Closing the automation gap between pre-press and press

# Automated plate logistics with KBA PlateTrans

In the industrialised world, rapid advances have been made in automating and integrating the individual sequences in newspaper production. And, as so often, Koenig & Bauer has taken the lead in the empowering technology. As early as Drupa 2000 we launched a totally new type of newspaper press – the waterless, ultra-compact Cortina boasting automatic plate change. This was followed in 2007 by a conventional counterpart, the equally compact Commander CT. At Ifra Expo 2009 we unveiled a key link in the printshop automation chain. Developed in collaboration with Beil-Registersysteme in Abensberg, the modular KBA PlateTrans plate-transfer system closes the automation gap between pre-press and press in plate logistics for these innovative compact presses, allowing productivity and cost reserves to be exploited to the full.

Depending on the equipment chosen, KBA PlateTrans fully or partially automates the supply of plates to the feed magazines at the Cortina and Commander CT and the disposal of the used plates – sequences which at present are executed manually and entail a lot of legwork. KBA PlateTrans can even be retrofitted on recent models. The automatic register-true plate change itself is still performed by our practice-proven KBA PlateTronic system. But this new development

eases the press crew's workload by relieving them of peripheral tasks so that they can concentrate on controlling the printing process to de-

liver the best possible product. The result is a substantial boost to productivity and cost efficiency, particularly where large numbers of

plates are processed. PlateTrans eliminates the risk of costly down times due to misallocation – a frequent occurrence with manual



KBA teamed up with the Beil Group at Ifra Expo 2009 to demonstrate KBA PlateTrans, a module-based system for automating plate logistics between pre-press and press. The photo shows the PlateRail track with PlateTrain transport vehicle for PlateBox transport magazines

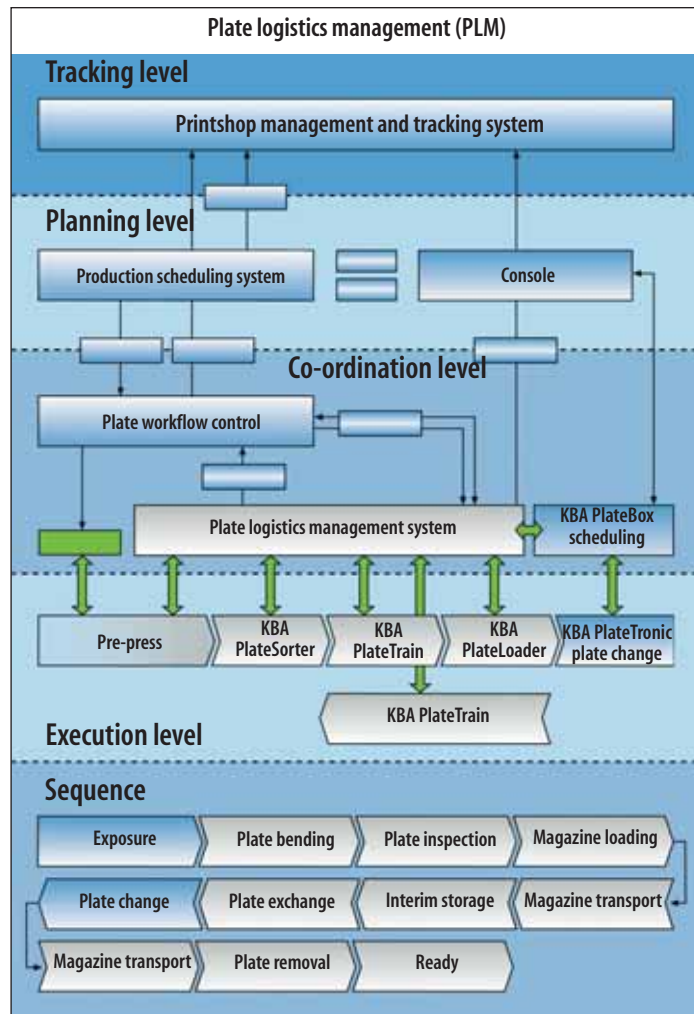


plate loading and mounting. The system can be automated in stages.

### Plates conveyed as if by an unseen hand

Automatic plate feed and disposal at the press are controlled by a computer-assisted plate logistics management system (PLM). In the first step the exposed plates are seized from the delivery of the punching and bending machine by KBA PlateSorter, an intelligent robot gripper. They are then identified via a barcode, subjected to a quality check (optional) and sorted according to the designated printing couple into the KBA PlateBox transport magazine, which has already been locked onto the transport vehicle.

The intelligent transport vehicle, KBA PlateTrain, can hold up to five magazines, one of which is reserved for the first used plates to be removed from the tower. Each of the other magazines holds four new single plates or two new double-spread plates plus slots for used plates. Two and three carriages respectively are required for one side of a 4/2 and a 6/2 tower. KBA PlateTrain, which is suspended from an overhead rail that is freely configurable to suit plant architecture, conveys the plates to a position above the relevant tower.



The computer-controlled PLM system co-ordinates, monitors and controls all individual sequences as well as the entire KBA PlateTrains plate-logistics process

KBA PlateLoader removes the PlateBox magazines from the PlateTrain transport vehicle and passes them, correctly positioned, to the PlateTronic automatic plate changers in the press



## Specifications

### KBA PlateBox transport magazine

- Max. weight: 3 kg
- Capacity: 4 single or two-double-spread plates plus used plates
- Identification via 2-D matrix code

### KBA PlateTrain transport vehicle

- Max. load: 50 kg
- Average speed: 0.7 to 1 m/s

## Unrivalled plate-changing speed

In the next step the PlateBox magazines with the new plates are transferred by the KBA PlateLoader robot to the KBA PlateTronic automatic plate-changing units in the press. Prior to this the robot will have removed any magazines with used plates and transferred them to the train.

The plate-changing sequence itself takes just two minutes or so and is thus twice as fast as any other robotic systems available on the market.

## High-performance Multicar system

KBA PlateRail is an unmanned system for conveying plate magazines to the Cortina and Commander CT printing towers. Unlike similar systems from other manufacturers KBA PlateRail incorporates Swisslog-Telelift's MultiCar system, which allows the individual towers and optional buffer sections to be reached via a system of switch-points.

On its return journey the train stops at an offloading station where the used plates are removed automatically and the PlateBox magazines reallocated. The magazines are subsequently reinserted in the train at the loading station ready to accept new plates.

The flow chart above shows how the relevant sequences are co-ordinated and controlled, how the processes in subordinated systems interact, and how the entire process is safeguarded and monitored by the computer-assisted plate logistics management system PLM.

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Over 2,000 guests attended an open house on 14 November last year commemorating the inauguration of a new printing plant – Print Planet – in Ahmedabad

Gujarat state Chief Minister Narendra Modi (centre) officially fired up the big Prisma production line in Ahmedabad attended by a host of political and business luminaries



Successful completion of major project at DB Group

## Going for growth with fleet of Prisma presses

In December 2007 Diligent Media Corporation and DB Corporation, two enterprises owned by Indian media major Dainik Bhaskar Group (DB Group), signed a contract with KBA for seven Prisma newspaper presses, totalling 25 printing towers, for multiple locations. The first Prisma, a four-tower configuration, went live in December 2008 at the group's Bangalore operation, and was followed in July 2009 by an eight-tower press in Jaipur. On 14 November last year the biggest installation, comprising three sections and nine towers, was officially inaugurated at the group's production plant in Ahmedabad, northwest India. The ceremony was attended by over 2,000 representatives from politics, business and the media industry.

### Host of VIPs at official launch in Ahmedabad

The new press line, which has nine reelstands, one double folder, one single folder and four control consoles, was set in motion by Narendra Modi, Chief Minister of India's business-friendly Gujarat state. The commemorative publication printed at the inauguration illustrated the course of the project from the initial investment decision to successful completion. The inaugural ceremony in the presence of DB Group chairman Ramesh Chandra Agarwal and guests of honour from all over India was an event of major significance for the fast-growing Indian newspaper industry.

### Cutting-edge newspaper press technology...

The double-width, single-circumference KBA newspaper presses in Bangalore (Karnataka), Jaipur (Rajasthan) and Ahmedabad (Gujarat) are the most technologically advanced of their kind in the country. The fleet of Prismas is also evidence of the steep growth trajectory pursued by the Indian print media, particularly in the north-western and south-western states. While the newspaper industry in many European countries, the USA and Japan has been severely hit by competition from the internet, with many titles seeing their circulations steadily dwindle, printed newspapers in a densely populated country such as India still offer huge potential for growth fuelled by increasing prosperity.

### ... for ambitious growth strategy

This major investment in three brand-new printing plants highlights the determination shown by DB Corporation and Diligent Media Corporation to secure a sizeable slice of the expanding media pie.

They are planning to use the Prismas' formidable colour capabilities and high productivity to boost the circulations of their many titles, which include India's biggest Hindi newspaper, *Dainik Bhaskar*, Gujarat's leading regional title, *Divja*

*Bhaskar*, and an English-language daily, *DNA (Daily News & Analysis)*, which also includes an entertainment section, *After Hours*, and a business section, *DNA Money*. The DNA titles, which first hit the streets in 2005, quickly established a foothold in the market and have become a serious challenger to the *Times of India* which was first published back in 1838.

In the words of Girish Agarwal, DB Group director, the entire Prisma project has been an unmitigated success: "We are all delighted at being able to complete such a major investment bang on time despite a challenging economic environment. Our award-winning marketing strategies have been highly effective, and in tandem with our high-powered KBA press technology give us grounds for boundless optimism. Over the next few years we are confident of maintaining or even enhancing the growth trajec-



The Prisma in Ahmedabad, with its nine four-high towers, nine reelstands, one double and one single folder, has a formidable production capacity





On 14 December 2008 the first of seven Prisma press lines rolled into action at DB Group's high-tech plant in Bangalore



Senior KBA fitter Steffen Thoma (front right), Rakesh Singh (centre), the DB Group's head of production in Gujarat, and the Ahmedabad press crew were delighted at the smooth production start



A Prisma press line went live in Jaipur on 6 July 2009

ories we have achieved in the print sector in previous years. For us, the printed word is still the most authentic way of disseminating information."

### The best choice

Although the DB Group originally focussed on production plants in Mumbai, Ahmedabad and Jaipur, after conducting a painstaking market survey the final choice was changed to Ahmedabad, Jaipur and Bangalore. Of the seven Prisma press lines ordered, six were brought on stream within the space of one year. The location for the seventh press has not yet been confirmed. R D Bhatnagar, DB Group CTO, is certain that, of the possible options offered by German and Japanese press manufacturers, the KBA Prisma was by the far the best choice: "The production figures prove that we made the right decision. Our expectations have not just been fulfilled, they have often been

surpassed. We opted for the Prisma after viewing a number of KBA installations, among them those at the Bangkok Post and Singapore Press Holding. Technology, price/performance ratio and delivery deadlines were most closely aligned with our specifications."

### Smooth execution at all locations

Dinesh Sharma, DB Group head of production, emphasises the trouble-free collaboration with KBA: "The timing, installation quality, commissioning and training were excellent at every facility. The first of the Prismas, a four-tower press line in Bangalore, went live on 14 December 2008, just twelve months after the contract was signed. The eight-tower Prisma in Jaipur followed on 6 July 2009. The project culminated in the start-up of the nine-tower Prisma installation in Ahmedabad on 14 October 2009, and technical acceptance took place twelve months to the day after the start-up

DB Group publishes India's biggest Hindi newspaper, *Dainik Bhaskar*, Gujarat's leading regional title, *Divja Bhaskar*, and an English-language daily, *DNA (Daily News & Analysis)*, which includes an entertainment section, *After Hours*, and a business section, *DNA Money*



of the first press in Bangalore. For our company this represented the harmonious completion of a circle."

### Rapid transition to new technology

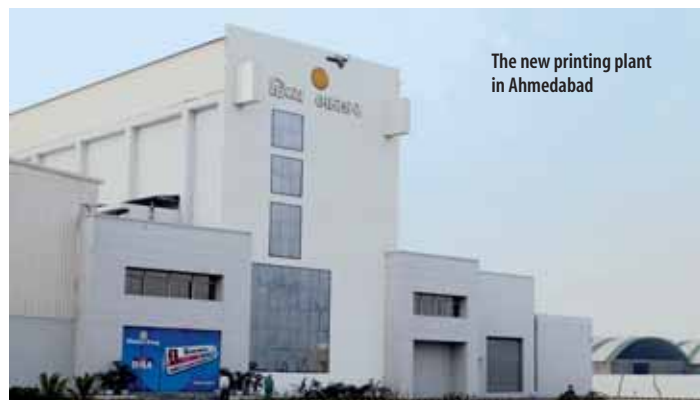
According to Sharad Patel, who is responsible for engineering at the Ahmedabad plant, the DB Group was previously the biggest user of Orient presses built by KBA's new alliance partner, The Printers House (TPH): "Thanks to the outstanding training provided by KBA instructors, our press operators mastered the transition without a hitch. Alongside their much bigger colour capabilities the Prisma presses offer us unprecedented format flexibility and output levels. Our production line in Ahmedabad can print as many as 85,000 copies per hour, each with up to 72 full-colour pages in three sections. The prefolding facilities in the KF 5 folders allow us to print quadruple spread ads or posters, which gives us additional

layout options. This is a huge bonus not only for advertisers but also for our own PR and marketing activities."

### A leader, not a follower

Rakesh Singh, head of production in Gujarat State, says: "The feedback from readers, advertisers and other newspaper publishers following the production start of the first Prisma presses has been overwhelmingly positive, they have all shown tremendous interest. Since the new press line came on stream at our plant in Ahmedabad more than 5,000 visitors have come to see the Prismas in action. We have become a showcase for cutting-edge KBA newspaper press technology in India and are helping to open the door for KBA to a market with enormous growth potential. This is typical of the DB Group mentality: we are a leader, not a follower."

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The new printing plant in Ahmedabad



The Comet press line at Khartoum-based IGPP rolled into action last summer



The press crew was given in-depth training in the Comet's new-generation technology

Premium-quality colour printing in Sudan

# Cutting-edge newspaper technology at IGPP in Khartoum

The quality and colour content of the diverse daily and weekly titles printed under contract by Khartoum-based International Group Printing Press (IGPP) in Sudan have received a huge boost following the successful start-up of a two-across Comet newspaper press. The new installation – the first of its kind in the country – is part of a growth strategy pursued by Yassir Hamad Madani, who along with two partners set up the company in 2005 on an industrial site on the outskirts of the city.

## Professional production launch

Says Mr Madani: “Coupled with our high-powered pre-press and mail-room technology the start-up of the

KBA Comet has substantially enhanced both our output and our production flexibility. Our customers are delighted with the su-

perb image and colour quality delivered by the new press, while its huge potential means we are well equipped to meet future market demands. In fact, we are already contemplating an extension.” Madani was equally impressed by the performance of KBA's installation team, who commissioned the press under challenging circumstances: “We have never experienced such a smooth press start-up as with the KBA Comet,” says Madani.

## Automated and highly flexible press

The 75,000cph floor-mounted Comet has a 578mm (22.75in) cut-

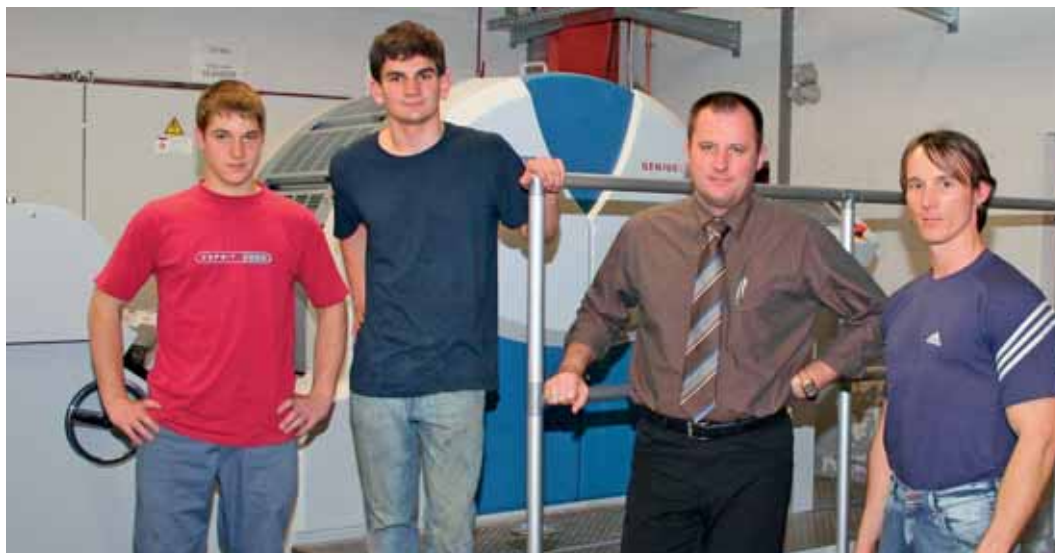
off and a web width variable between 630 and 870mm (24.85 - 34.25in), with 760mm (30in) the standard. The three Pastoline reel-stands are embedded in a Patras M reel-handling system. The two four-high towers feature automatic ink pumping, colour-register controls and pneumatic fan-out compensation. The superstructure for the KF 3B jaw folder (2:3:3 cylinder system) has a single former. Extras include gluing, perforating and quarterfold capabilities. Console technology for the press line includes ink-key presetting and a RIP interface. Remote maintenance is possible via a diagnostics PC.



Yassir Hamad Madani is making the most of the Comet's formidable print quality and output to expand his business still further

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L-r: press operators Achim Frühwald and Jonas Haupt with plant manager Bernd Schürmann and printshop manager Stefan Hagen at the new Genius 52UV

New options with waterless UV

## Onlineprinters expands offerings with Genius 52UV

When Onlineprinters, a German enterprise based in Neustadt an der Aisch, fired up a small-format Genius 52UV B3 (20in) press from KBA-Metronic at the beginning of December it expanded the range of substrates it can handle to include synthetics and non-absorbent or coated paper up to 0.8mm (32pt) thick.

The waterless Genius 52UV has increased the number of offset printing units in Onlineprinters' press room to 62, for sheet formats up to B1 (41in). There are also a number of digital presses. Alongside a broad spectrum of business stationery such as letterheads and business cards the company prints flyers, postcards, posters and even adhesive-bound catalogues and stitched brochures.

### A new dimension

"The Genius 52UV has added a new dimension to our existing fleet," says plant manager Bernd Schürmann. "Being waterless and UV, the press is ideal for materials such as high-gloss cartonboard, polyethylene, PVC and other plastic films." Onlineprinters installed the Genius with the aim of expanding into lucrative niche markets with high potential. "There are always going to be certain materials that

are beyond the capabilities of our conventional presses. The waterless Genius 52UV can be made ready in next to no time and runs up to saleable colour in just a few sheets. That's what got our vote," says Schürmann.



Onlineprinters' production plant on the Neustadt an der Aisch industrial estate

Senior manager Stefan Plomitzer agrees, adding: "Another benefit of running UV inks is that they cure instantaneously, so there are no time-wasting delays prior to sending the prints for trimming, folding, die-cutting and packing etc.

And the printing process is pretty simple because the press has no ink keys. Since our entire production process conforms to the German Process Standard for Offset Printing, the minder can rely on pre-press data being one hundred per cent accurate. Without PSO accreditation the growth our company has achieved in recent years would not have been possible."

Installing the Genius 52UV made virtually no difference as far as pre-press was concerned. The waterless plates could be exposed with the existing ctp platesetter and washed with the plate exposure device supplied by KBA-Metronic. While 70lpc (175lpi) is the standard screen used on the Genius 52UV, it is possible to print up to 120lpc (300lpi) or frequency modulated screens.

### Fast turnaround

Onlineprinters' finishing equipment includes a number of guillotines and folding machines alongside new-generation gang stitchers plus diverse creasing and die-cutting machines. So orders placed via the internet can be finished in-house and mailed without delay.

The company maintains two online printshops, one German ([www.diedruckerei.de](http://www.diedruckerei.de)) and the other English ([www.onlineprinters.com](http://www.onlineprinters.com)). "Jobs are sent in from all over Europe and are printed and finished here at our Neustadt plant in a minimum of time," says managing director Walter Meyer. Looking back on his company's dynamic growth, he adds: "Our focus on the online market over the past five years has enabled us to evolve into one of the leading print enterprises in Europe. We have really put our backs into it since the company's launch with just one employee back in 2004. In 2008 Onlineprinters became a limited company and today we employ around 250 people." The customer base includes advertising agencies, retailers, printing plants, businesses and private individuals.

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Flip-flop images / 3-D hang tags



Wine labels made of metallised paper



Menus on wood veneer



Business cards / calendars with unusual optics

Druckstoff in Horw addresses lucrative niche market

# First Genius 52UV in Switzerland

Swiss print enterprise Druckstoff in Horw, in the canton of Lucerne, was launched last summer with an attractive business model powered by the installation of the first Genius 52UV in Switzerland. The waterless press is ideal for printing new, unusual products on substrates that are often beyond the capabilities of conventional offset presses. These include diverse plastics and paper with a non-absorbent surface.



Eye-catching transparency

In the Genius, UV inks harden in the delivery. As a result it can even print sensitive substrates such as PVC, ABS, PET, PS and PC cost-effectively.

## Raising profile with premium products

The driving forces at Druckstoff are Peter Glanzmann, Stefan Scalet and Beat Vogel. Stefan Scalet says: "Our skill and inspiration in pursuing new business lines have convinced us that there is far too little diversi-



Weatherproof plant tags

fication in the marketplace in respect of everyday printed products. We are therefore specifically on the lookout for niche products made of synthetics, metal, wood or carton-board, with the main focus on premium-quality, beautifully finished promotional and packaging goods. With the first Genius 52UV to be installed in Switzerland we are able to deliver top-quality prints at competitive prices. We are also able to achieve some special effects that were previously impossible."

Conserving the environment by using sustainable resources and recycled substrates ranks high on their list of priorities. The waterless Genius 52UV dispenses with isopropyl alcohol and the other stabilisers which in conventional offset are normally added to the fountain solution. Its keyless inking system means that emission levels are exceptionally low.

## Big demand for new ideas

Druckstoff sees itself as a purveyor of ideas for unusual types of packaging and products, and creative designers from the advertising industry are on hand to offer guidance and support to the UV press operators. The company's products are heavily promoted to establish



Stefan Scalet, Peter Glanzmann and Beat Vogel (l-r) are delighted with their Genius 52UV

User-friendly mobile touch-screen console







Mousepads

Display wobblers

Flexible rulers as advertising media

them in the marketplace. Says Stefan Scalet: “We provide our customers with products that are out of the ordinary, for example with haptic properties to stimulate the user’s sense of touch. Our products attract the eye while at the same time projecting the customer’s corporate image – that is a key function of the advertising business today. Among other things they can include 3-D or flip-flop images on special lenticular film. We also use environmentally friendly products such as wood veneers and organic resources that can be processed to create unusual substrates. Examples of these are loyalty cards and stickers which are non-polluting

even when disposed of as waste. The office supplies we can print on the Genius 52UV include mousepads, transparent sleeves and document cases with personalised corporate advertising, tablemats, mobile phone cases, desk mats, smart pocket diaries, rulers and so on. There is also a big demand in the catering, hotel and manufacturing industries for durable, water-proof products. Examples of these are door hangers, restaurant menus, printed die-cutting components, wipe-clean labels, tags and signs, and magnetic foils and adhesive films that can be applied to smooth surfaces without using glue.”

Scalet continues: “We are confident that our customers consider us a competent provider of products that meet their specific needs. This is because we are a one-stop shop for both design and manufacture. We see ourselves as a creative ‘forge’ for substrates of exceptionally high quality.”

#### Waterless UV delivers raft of benefits

An anilox screen roller in each of the Genius 52UV’s five inking units ensures that the image is inked 100 per cent uniformly. Semi-automatic plate changing reduces job changeovers to just a few minutes with run-up to saleable colour in as little

as ten sheets. The press can handle substrates measuring 360 x 520mm (14.17 x 20.47in) and up to 0.8mm thick (32pt). UV curing allows the sheets to be turned and printed on the reverse side and die-cut, scored, folded, embossed or trimmed immediately after impression.

The Swiss company is delighted with the high-speed job changes and the outstanding quality delivered by its Genius 52UV. “We trawled the press market but were unable to find any other press with the same level of versatility and ability to print such a broad range of substrates as the Genius 52UV,” says Peter Glanzmann.

Sustainable print production at Fishprint

Website: [www.fishprint.com.au](http://www.fishprint.com.au)

## Genius 52UV scores high on low emissions

Emissions reduction is as big an issue in Australia as elsewhere, and to this end Fishprint in Melbourne’s Brighton East has installed a Genius 52UV five-colour waterless offset press, adding a new dimension to its range of products.

**A** pioneer of environmentally friendly printing techniques in Australia, Fishprint proudly calls itself a “100% waterless printing company”. Its existing Rapida 74 B2 (29in) press has been in waterless operation for some time now. The Genius 52UV has enabled the company to expand its portfolio to include non-absorbent paper (metallised, iridescent) and plastic (PVC, PC, PS, ABS, PP).

Fishprint strives to provide its customers with the highest quality prints while promoting greater environmental responsibility and sustainability. As far as production staff are concerned, the Genius delivers a raft of additional, process-related benefits: minimal start-up waste, re-

liable image reproduction and production run stability, a high print quality and brilliant colour.

Founded in 2001 by Peter Booth and boosted by the arrival of Tony Murphy in 2003, Fishprint was the recipient of a prestigious Australian Savewater! Award in 2007, and in 2008 was commended for its commitment to the environment at the Premier’s Sustainability Awards sponsored by the State of Victoria. The company boasts Ecolabel ISO 14024 accreditation along with the State of Victoria’s ‘Waste Wise’ certification in recognition of the fact that it recycles 98.8% of its waste.

Says director Peter Booth: “Our aim is to be at the forefront of

greener printing processes within the industry. Fishprint serves many environmentally aware corporate, local, state and federal government bodies for whom sustainable print purchasing is a top priority. For a long time now alongside our normal commercial work we’ve been looking for environmentally friendly ways to print on extravagant substrates such as magnetic foils, foil stickers, plastic cards and tags, mouse pads and table mats. The Genius is ideal for such applications.”

The decision was made last May at the Pac Print trade fair in Melbourne, where a compact five-colour Genius was exhibited for the first time by KBA-Metronic’s Australian agency Jet Technologies.



Instructor Helmut Herbert of KBA-Metronic handing over the Genius 52UV to Fishprint director Peter Booth following installation and training

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## First KBA Rapida 106 in Belarus

The inauguration of the very first KBA Rapida 106 in Belarus, at Minsk-based print combine **Polygrafkombinat J. Kolas** on 2 December, was a high-powered event attended by the Deputy Prime Minister of Belarus, Vladimir Nikolaeovich Potupchik, Minister for Information Vladimir Vasilevich Rusakevich plus a large number of directors and senior engineers from other printing plants throughout the country. Orders for three Rapida 75 half-format (29in) presses in various configurations have already been placed this year by Belarusian companies.

Polygrafkombinat J. Kolas has utilised press technology from Ra-dabeul for many decades now at its magnificent premises right in the



Belarus Deputy Prime Minister Vladimir Nikolaeovich Potupchik (2nd right) and KBA sales director Sven Strzelczyk cutting the ribbon to mark the inauguration of the high-performance KBA press

centre of Minsk. Prior to the new press installation the company ran five Planeta Super-Variant medium-format presses with four printing units apiece, plus a two-colour ver-

sion of the large-format Varimat. Most of the presses were installed back in the 1980s. The combine's main products are illustrated books for Belarusian and Russian publish-

ing houses. The Rapida 106, which features a special lightweight paper capability, sets a new benchmark in cost efficiency and print quality, while its maximum output of 18,000 sheets per hour is twice as high as that of the older presses. It also boasts a raft of automation modules, eg for plate changing, and a productivity-enhancing CIPLink interface to pre-press. DensiTronic colour control software raises quality monitoring to a whole new level.

## Beyaert Sioen Printing moves up to superlarge format

When **Beyaert Sioen Printing** in Waregem installed a five-colour Rapida 205 at the turn of the year it was the first printer in Belgium to move up into the 9B (81in) format. Established in 1882 in one of Europe's economic powerhouses – the area bordered by the Ruhr, northern France and the southern Netherlands – Beyaert sees huge potential in being the region's sole VLF print provider. "In a radius of several hundred kilometres there is currently not one competitor capable of delivering this level of quality, so we are confident that the superlarge format will open up to totally new markets. Since we are already well positioned in large format, the step up to VLF was an obvious move," explains company proprietor Bernard Ramboux.

Beyaert Printing evolved from three operations which have since been united under a single roof in Waregem. Its three five-colour 3B (41in) presses print packaging, while two Rapida 162a 7B (64in) coater presses with extended deliveries handle commercials as well as packaging. The most recent model was installed in summer 2007. In



KBA presses have been in operation at Beyaert for many years

addition the company has a four-colour 3B press that mainly prints paper. Most of the presses have aqueous or aqueous/UV coaters. Two of Beyaert Printing's specialities are bronzing and blister packaging, but the finishing department can also die-cut, score, window-glue and convert folding cartons.

The new Rapida 205, which can print stock thicknesses of 0.1 to 0.8mm (4 - 32pt), is fitted with heavy-duty pile boards in the feeder and delivery, and sheet-travel monitoring devices between the printing units. It also has inking unit temperature control and DensiTronic networking with pre-press.

Since sheets of this size are so unwieldy, automatic plate changing is a standard feature. Extensive preparations had to be made prior to the Rapida's arrival because it was installed in what used to be the paper store. Beyaert also added a new platesetter.



## Second Rapida 75 for Länggass Druck

Last year Bern-based **Länggass Druck** was the first printer in Switzerland to fire up a B2 (29in) Rapida 75 following the press launch at Drupa 2008. The company's satisfaction with the five-colour coater version it had already installed prompted it to place an order with KBA for a four-colour perfecter version of the same model. The new press rolled into action at this old-established firm in January.

This second investment within a matter of months is part of a move by Länggass Druck to standardise and modernise its press room. In the current challenging market environment the two presses will enable the company to respond to customer demands with much greater agility, flexibility and efficiency.

Even though it was a new model, the first Rapida 75 fulfilled



A sure-fire winner: Länggass Druck proprietor Michael Wasescha (2<sup>nd</sup> left) and production manager Hans Rudolf Roth (2<sup>nd</sup> right) shaking hands on the purchase of their second half-format Rapida 75 with Peter J Rickenmann (left) and Franck Rocaries, managing director and capital-goods sales manager respectively of KBA's Swiss agency Print Assist

all expectations right from the very first day, delivering a huge quality and productivity boost. The four-colour version has the same advanced technology as its five-colour counterpart: double-size impression and transfer cylinders in a seven o'clock arrangement, semi-automatic plate change, remote pre-adjustment of sidelay, circumferential and diagonal register, and the same sophisticated console technology. The washing systems for the rollers, blanket cylinders and impression cylinders can be programmed individually. The feeder and delivery are fitted with pile boards.

## 1,000th large-format Rapida rolls into action at Berlin-Mitte

On 4 December the 1,000th large-format KBA Rapida to leave the production line was officially inaugurated by German printer **Druckhaus Berlin-Mitte** (DBM) at a new plant in Wustermark. Representatives of the Brandenburg Ministry for the Environment and the Wustermark parish council were in attendance along with large numbers of customers and suppliers. After all, the inauguration of the 1,000th press from a globally popular series is hardly an everyday event.

Appropriately enough, DBM assistant vice-president Ronald Kröger and KBA sales manager Michael Grieger unveiled a plaque naming the big press Katharina (Catherine). Specifically engineered to print packaging and microflute corrugated, the highly automated Rapida 162a five-colour coater press with extended delivery can handle piles up to two metres (6ft 6in) high.



Ronald Kröger (r) starting the first print run on the 1,000th large-format Rapida to leave the KBA production line

Productivity-enhancing features include nonstop facilities at the feeder and delivery, automatic plate changing, Incline ink pumping and Impact washing systems. LogoTronic Professional software networks the press with pre-press and

DBM's headquarters in Berlin city centre, while DensiTronic Professional spectral and densitometric colour measurement and control ensures a superb print quality.

The maiden print run was hosted by KBA sheetfed marketing

Website:

[www.druckhaus-berlin-mitte.com](http://www.druckhaus-berlin-mitte.com)

manager Jürgen Veil, who took his audience through a fast, automatic change of coating plates. A world map on 135gram (36lb bond) paper was followed by a DIY Christmas tree on board.

Berlin-Mitte has gained four environmental accreditations to date, and offers the option of climate-neutral print production (Climate Partner Process). The press has been emissions tested and certified by the BG Druck and Papierverarbeitung (the industrial safety council for the printing and paper processing industry). All the lubricants used in the Rapida 162a are non-toxic, and 25 per cent of the materials consumed are FSC-certified. The company's entire operation is driven by hydroelectric power.



Amcor manufacturing manager Dave Wilson is delighted at the expanded production capacity and enhanced print quality which the new press has brought to the company

## KBA Rapida 105 at Amcor Cartons in Auckland

Auckland, New Zealand, known as the City of Sails because it has the highest per capita ownership of sailing boats in the world, now also

has its first Rapida 105 installed locally at **Amcor Cartons**. Manufacturing manager Dave Wilson says: "Increasing capacity is important

but we are also looking for more reliability, colour consistency and quality enhancement. We know the KBA Rapida 105 will give us that."

The new press is a fully specified Rapida 105 with six printing units plus a coating unit and extended delivery. It is raised up on special cast blocks eliminating the need for a costly concrete plinth and can handle substrates up to 1.2mm (0.047in) thick.

The 16,000sph Rapida features a DensiTronic system for measuring densities and making on-line adjustments to the inking profile of each printing unit. Says Wilson: "We believe the DensiTronic feature on the new KBA press will give us faster makereadies and much better colour consistency."

Usually it takes press operators a while to achieve maximum speed production, especially with an unfamiliar machine. But the Amcor press crew and production management staff mastered the new technology in no time and were soon making the most of its high speed and quality.

## Hasselt University picks KBA as technology partner for Lumoza



KBA sales director Thomas Kagemann (r) with consultant Addi Burmanje (centre)

At the official launch in November of **Lumoza**, a joint spin-off from Belgium's Hasselt University, major nanotechnology research institute IMEC and screen printing company Artist Screen, it was announced that KBA had been chosen as the technology partner for print. The new company specialises in large-format screen-printed electronics for novel forms of advertising and luxury goods etc. Potential applications include wafer-thin, luminous animated billboards or DVD covers that display special light effects in the dark. The effects, which are created by dielectric barrier layers between the individually applied inks, open up new perspectives in

product marketing and presentation for both indoor and outdoor advertising and the packaging industry. Not only that, they support a totally new genre of printed product.

The various players involved, among them professors at Hasselt University, had approached KBA at an early stage. Always keen to build on our prowess in packaging press technology and expand from print, our traditional power base, into new lines of business offering sound potential for growth, we were happy to join a project whose aim is to promote cross-platform research to create previously unimaginable products.

Website: [www.uhasselt.be/lumoza](http://www.uhasselt.be/lumoza)



Longstanding KBA customer **Oceano** in Brazil is expanding capacity with two identical heatset Comet presses. One will be installed this summer at Oceano's facility in Cajamar near São Paulo, the other in the autumn at Oceano Sul down south in Criciúma. Oceano, which is part of fast-growing Brazilian print media major Grupo Escala founded in 1992, already runs two 16pp Compacta 215 and two 48pp Compacta 618 press lines in Cajamar and a further two 16pp Compactas in Criciúma.

Since 1996 group founder Hercilio de Lourenzi has regularly invested in new KBA web and sheetfed presses. Today Oceano employs around 500 staff and prints over 200 magazine titles a month. It also prints telephone directories, a business publication, *Brasil Economico*, and numerous advertising supplements for chain stores such as Walmart, Pão de Açúcar and Carrefour. More than 3,000 tonnes (3,300 US tons) of paper and over 70 tonnes (74 tons) of ink are consumed each month. Magazine titles include the Brazilian editions of

*Vogue* and *Vogue Homme*, a popular Brazilian title, *Corpo a Corpo*, a lifestyle magazine, *Tempo*, plus diverse special-interest titles and comics.

The 75,000cph Comets will mainly print *Brasil Economico*, supplements and flyers. Both floor-mounted presses will have a cylinder circumference of 1156mm (45.5in) and the ability to handle any web width between 630 and

1000mm (24.85 - 39.37in). Each will be configured with a Pastoline reelstand linked to a Patras M manual reel-handling system, and will comprise one four-high tower for 4/4 with bustle wheels, colour-register controls and automatic cylinder washing. In addition to the heatset package with hot-air dryer and chill-roller stand, press specifications include a double turner bar with one former in the superstruc-

ture, a KF 3 jaw folder with semi-commercial capability, a quarterfold facility and gluing, perforating and stitching devices for greater product versatility. Cut-off register, web-edge and web-centre controls will ensure a high standard of quality and productivity. The press lines will be controlled from high-tech consoles complete with production scheduling software and RIP interface.



One of two identical Comet press lines scheduled for installation in summer and autumn this year at Oceano's plants in Cajamar near São Paulo and Criciúma in southern Brazil

## Two KBA Comet press lines for Oceano in Brazil

## L.N. Schaffrath orders new commercial press from KBA

Bucking the recession, major German media provider **L.N. Schaffrath** in Geldern am Niederrhein recently signed up for a capacity- and productivity-boosting 16pp commercial web offset press from KBA. Schaffrath, whose customers include a raft of prominent publishing houses, offers a complete range of services from concept, design and layout to print production and distribution. At present its primary focus is on periodicals, magazines and supplements, but it is keen to expand its offerings still further. The new press line will join a fleet of web and sheetfed presses in a modern, well-equipped production plant.

Founded over 250 years ago in 1743, Schaffrath, which is also known as Schaffrath DruckMedien, employs some 300 staff and in 2009 posted sales exceeding €43m



The new 16pp KBA commercial press line for L.N. Schaffrath in Geldern

(\$60m). Descendants of the founding family are still heavily engaged in day-to-day management.

The press line will comprise four double printing units with a 620mm (24.5in) cut-off and a maximum web width of 1000mm (39.37in). Its advanced level of automation will extend from reel logistics with Patras A, including reel loading and reel-stub ejection in the Pastomat C reelstand, to plate

changing with PlateTronic and fast conversion of the P3 folder to support high-speed job changes. The in-feed unit with its environmentally friendly regenerative braking system will be integrated in the reelstand to save space. Shaftless drives throughout will ease operation and trim makeready times. Other kit will include closed-loop colorimetry, cut-off register controls and a Contiweb hot-air dryer.



Pictured after inking the contract for the new commercial press (l-r): KBA's Martin Schoeps (sales manager) and Christoph Müller (executive vice-president for web press sales) with L.N. Schaffrath's joint managing directors Dirk Devers (finances, technology) and Dirk Alten (sales)

The ErgoTronic control console will be supplemented by a convenient operating display panel at the folder. LogoTronic Professional production management software will capture and store operating and job data for press preset and rapid conversion to both new and repeat jobs. EasyTronic and its one-button control will shorten start-up and slowdown times while minimising waste.

## Atlantic Books wins two prestigious British awards

At the British Book Design and Production Awards 2009 **Atlantic Books**, the UK subsidiary of American independent publishing house Grove/Atlantic, carried off the KBA (UK)-sponsored Trade Illustrated Award for its production of *The Wizard of Oz* by acclaimed collage artist Graham Rawle. The 304pp, 240mm x 265mm (9.5 x 10.4in) landscape book, which was printed in China by Eurasia International, features over 100 collages re-imagining L Frank Baum's enchanting story.

According to the award panel, "This book is truly outstanding in every way. The illustrations are dark, moody and totally different to anything out there. The amount of



Left to right: awards presenter Hardeep Singh Kohli, Atlantic Books production director Alan Craig and KBA (UK) area sales director Chris Scully

work it has taken to produce it is clearly visible. Stunning!"

Atlantic Books went on to scoop a second award. In deliberating the overall winners the judges

said: "*The Wizard of Oz* was chosen for its ingenious artwork style and exceptionally high standards of production. From the concept through to all aspects of the finished prod-

uct, design, colour, choice of substrate, print and bind quality this book stood out at every stage and deserves the accolade of Book of the Year."

Key KBA customer **Butler Tanner & Dennis** was also recognised for producing *The National Cookbook*, winner of the Best British Book category.

KBA (UK) managing director Christian Knapp said: "The dedication and creativity of printers and publishers in such a highly competitive and vibrant sector is inspiring."

### The environmental benefits of waterless newspaper production

## Cortina users garner eco points

In the newspaper sector, environmental awareness and emissions reduction play an ever greater role in terms of acceptance by readers and advertisers, and the acquisition of print contracts in the marketplace. Users of our ultra-compact Cortina waterless press are apparently finding that their green credentials give them a key advantage.

### Freiburg environmental award for *Badische Zeitung*

In autumn last year the German city of Freiburg, whose longstanding Lord Mayor has a reputation for launching green initiatives, con-

ferred its 2009 Environmental Award on local print enterprise **Freiburger Druck** for the *Badische Zeitung*, which is printed on a Cortina. A year earlier the same title gained first place at the Ifra Colour Quality Club, and Freiburger Druck has twice been voted newspaper printer of the year. The Cortina has enabled the company to slash annual carbon emissions by 3,500 tonnes (3,850 US tons), while waterless technology has saved around 730,000 litres (almost 193,000 US gallons) of water, 28,000 litres (7,400 gallons) of additives, 15,000 litres (4,000 gallons) of developing fluid, 24,000 litres (6,340 gallons) of washing

agents and 210,000 cleaning rags per year. Cutting waste has reduced the company's annual paper consumption by 1,300 tonnes (1,430 US tons). The above savings help trim production costs as well as conserving natural resources. In economic comparisons with conventional wet offset presses this is often accidentally or deliberately overlooked.

### EPC in Lokeren the printer of choice for WWF and Greens

Belgian media major **De Persgroep's ECO Print Center** in Lokeren also heavily promotes the ecological benefits of its big Cortina press line, raising its profile among



Print jobs for the Greens in the European Parliament, the Belgian branch of the WWF and other conservation-minded customers underscore the green image nurtured by Belgian Cortina user Eco Print Center in Lokeren

customers and an increasingly sensitised general public. After being singled out for an environmental award by the Belgian Greens in 2007, last year the ECO Print Center booked print jobs from the Belgian branch of the WWF, the Green Party in the EU parliament and from other conservation-minded customers at home and abroad. The outstanding print quality possible with waterless press technology has encouraged management in Lokeren to focus increasingly on premium coldset production with standard and improved stock. Since this consumes less energy than semi-commercial production using the press line's heatset capability it reduces per-copy costs still further – a big advantage in the recent economic meltdown. It is only a question of time before more rigorous environmental regulations are introduced in the newspaper industry. Cortina users are well prepared.



Wolfgang Poppen (r), publisher of the *Badische Zeitung*, and Freiburger Druck plant manager Patrick Zürcher proudly displaying the city of Freiburg's environmental award for 2009





Rapida enthusiast Hendrik Heidenreich (left) of specialist printer and finisher Heidenreich Print in Bünde proudly flourishing the Druck&Medien Award for Supplement Printer of the Year

Photo: Johannes Eisele

KBA users among winners of Druck&Medien Awards 2009

## KBA environmental award for Evers-Druck

At the 2009 Awards sponsored by German trade magazine *Druck & Medien*, KBA users were up among the winners once again.

However, this year the jury conferred the KBA-sponsored award for the Environmentally Oriented Enterprise of the Year on a north German company, **Evers-Druck** in Meldorf, whose presses were supplied by other manufacturers. This 350-employee sheetfed and web

offset printing plant on the North Sea coast has been steadily trimming its carbon emissions for the past 25 years. In 2004 Evers-Druck joined the EU's Eco-Management and Audit Scheme (EMAS) which entails annual certification procedures for environmental management. The jury was won over by the company's complete and detailed documentation of its environmental activities in conjunction with its

continuous reduction in carbon emissions. We are delighted that Evers-Druck, like KBA, pursues a long-term commitment to conserving natural resources, and congratulate them on winning this award.

As in previous years, the UPM Award for Magazine Printer of the Year (Web) was won by **Kunst- und Werbedruck** in Bad Oeynhausen. The full-service specialist printer of premium-quality magazines and cat-

alogues employs around 100 staff and operates a 16pp KBA Compacta 217 commercial press.

The Druck&Medien Award for Supplement Printer of the Year went to offset litho printer and veteran KBA Rapida user **Heidenreich Print** in Bünde. This highly successful family business headed by Hendrik Heidenreich specialises in sophisticated finishing and helped pioneer the UV and hybrid finishing techniques developed by KBA in recent years.

The title of Finisher of the Year was claimed by **Lechte** in Emsdetten, a company long revered in the trade for its creativity and product quality. Lechte's Rapida presses are specifically configured for the inline application of unusual and challenging coatings. The firm operates more than 40 printing and coating units in diverse configurations and employs 150 people.

**Stark Druck** in Pforzheim, whose press room includes large-format Rapidas, scooped two prestigious Druck&Medien Awards. Top place in the category Catalogue Printer of the Year was secured by a sumptuous catalogue for major tour operator TUI Cruises. Stark Druck's enduring success is largely attributable to its managing director, Hans Heer, who was voted Plant Manager of the Year. The Pforzheim production plant and a second operation in Speyer have a total workforce of 350.

The event was hosted by German actress Barbara Schöneberg.



Jürgen Fischenich (centre), head of sales subsidiary KBA-Nordwest, presented KBA's Environmentally Oriented Enterprise of the Year to Evers-Druck in Meldorf in recognition of its longstanding and successful commitment to conserving natural resources.

Photo: Johannes Eisele

## KBA and TPH enter strategic sales alliance

In September last year KBA and **The Printers House** (TPH) in New Delhi, India, entered a strategic alliance to expand their businesses worldwide. TPH now promotes KBA's high-performance newspaper and commercial web presses on the Indian sub continent and in certain threshold countries, while KBA's global sales and service network promotes TPH's 2/1 Orient web presses in the rest of the world. The alliance – the biggest of its kind in the newspaper industry – allows both partners to cater to any requirement ranging from 16,000iph to 95,000iph web offset presses.

TPH is an industry leader in web offset presses with thousands of printing units installed worldwide. The Orient range includes offset presses with speeds of 16,000iph, 30,000iph, 36,000iph and 50,000iph. The printing elements include mono units with integral reelstands, stacking units, ARC with stack, three-colour satellites, four-high towers, a tucker folder and jaw type folder including



Soon after entering the sales alliance TPH made a joint appearance with KBA at Ifra Expo in Vienna

1:2:2 folder. Outside India, TPH presses can be found in China, Russia and the Middle East.

One of the biggest press manufacturers in the world, KBA is considered an engine of innovation in the newspaper and semi-commercial sectors. Focussing on kit for medium to high performance levels, KBA offers newspaper printers a complete range of presses in all the current configurations. TPH's Orient presses expand this portfolio into the budget-priced categories.

Mon Mohan Kohli, director of TPH, said: "KBA's excellence, combined with world class price competitive machines from TPH, will open new vistas in the web offset printing industry globally."

Christoph Müller, KBA executive vice-president for web press sales, said: "TPH with its brand name Orient is a highly respected company in many growth regions worldwide. The tie-up between us will complement our product range and further enhance our standing in the global market."

## MSO Cleland, Belfast: 40 per cent productivity gain with Rapida 106

A new Rapida 106 at **MSO Cleland** has recorded a 40% increase in productivity for the Belfast-based major B1 (41in) packaging print house. The eight-colour UV coater version was chosen in addition to the two existing Heidelberg presses as part of an ongoing strategy to increase capacity and competitiveness in the high-pressure packaging market.

CEO Dominic Walsh says: "Our key focus was to improve our performance and the Rapida has certainly achieved that. In the current economic climate of uncertainty with ever decreasing run lengths and shortening lead times we can now deliver superior quality across a broad mix of output, so dovetailing our capacity to our customers' needs. Price and quality are a given in the packaging market but our dy-



A new Rapida 106 at Belfast-based packaging printer MSO Cleland has delivered substantial gains in terms of productivity, quality and flexibility

namic flexibility is definitely enhanced with the installation of this KBA press. Improved productivity and resulting increased capacity means we are well positioned for future growth, especially in the very demanding luxury packaging sector where the superior print quality achieved with the KBA is a real bonus."

Three different jobs of 4,500 sheets, 6,000 sheets and 90,700 sheets were run on the press and it achieved almost 40% increased productivity on UV packaging material compared to the existing press.

The 18,000sph Rapida, now running in a 24-hour shift pattern, was installed on a 450mm (17.7in) plinth to maximise pile heights. Au-

tomated nonstop pallet-to-pallet changeovers at both the feeder and delivery deliver further efficiencies. Among the other headline features are the automated coating unit allowing perfect registration on the first sheet. There is also the quality control aid DensiTronic Professional that scans the sheets at a resolution of 330dpi and compares them with the original PDF to identify even minimal deviations and automatically record them in the quality log; and KBA WashTronic, which strips the ink on the last eight to ten sheets reducing the amount of ink debris on the blankets at wash-up and helping to speed up makereadies.





Print Week Awards 2009:

## KBA customer expertise celebrated

The Print Week Company of the Year Award 2009 went to KBA house **Buxton Press**. The achievement is all the more remarkable since the Derbyshire-based sheetfed magazine specialist faced closure as recently as 2004. But a tightly controlled investment programme helped redefine its business model. Buxton Press, which has a bank of Rapida B1 (41in) presses, achieved commendations at the same awards in 2005 and 2006 and reached the final shortlist again in 2008. Its focussed approach has led to considerable recent accolades including Environmental Company of the Year, Environmental Printer of the Year, Best Environmental Printer and Environmental Performance of the Year.

At the same event Leicester Karat 74 user **Taylor Bloxham** claimed the title of Customer Magazine Printer of the Year. Judges particularly noted the quality of *Calibre*, a bi-annual magazine for premium watch retailer Watches of Switzerland. Another Karat 74 user, London-based **Screaming Colour**, took home the title of Digital Printer of the Year for all four of its work samples.

After twice finishing as runner-up, **Augustus Martin**, with two



KBA (UK) managing director Christian Knapp presenting the KBA-sponsored Environmental Company of the Year award to Stralfors UK group managing director John Carter. Also pictured is BBC presenter Jeremy Vine

Rapida 162s, two 105s and a 205, went one better last year to top the Point-of-Purchase Printer category. The Bromley-By-Bow operation was also commended in the Poster Printer of the Year group, while London-based **SMP Group**, which has a Rapida 162 and a 105, was a finalist.

**Cambrian Printers** received a commendation in the Environmental Company category. The latest recognition of the Aberystwyth family-owned company's dedication to environmentally responsible printing follows accolades at the BPIF Ex-

cellence Awards and People In Print Awards. It claimed the coveted Environment (>100 employees) and Corporate Social Responsibility titles at the former and the Environmental Award at the latter.

**The Blue Printing Company** of Harlow was shortlisted in the Customer Service Team of the Year category.

KBA (UK) managing director Christian Knapp presented the KBA-sponsored Environmental Company of the Year award to **Stralfors** of Redruth.

Print Week editor Darryl Danielli, Buxton Press executive director George Briddon and operations director Kirk Galloway with the host of the awards, BBC presenter Jeremy Vine

### Report

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## Ecology and economy from a single source

More and more printers are seeking to green up their image with environmentally responsible products. We have been honing our commitment for a long time now with energy-efficient, eco-accredited sheetfed presses and innovative waterless offset technology for sheetfed and newspaper production. Proving that press ecology and economy are not mutually exclusive. We'll be glad to show you how.

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