

Report

PRODUCTS|PRACTICES|PERSPECTIVES

MARCH 2015

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Sheetfed Offset
**KBA PSO-Match helps with ISO 12647-2:
Comply easily with ProcessStandard Offset**



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Claus Bolza-Schünemann
president and CEO, Koenig & Bauer AG

Fit@All is progressing well

Actively tackling the structural shift

For KBA 2014 was a year characterised by the realignment of our traditional commercial and newspaper press business to realistic future prospects as well as of our company to existing potential in growth markets, such as digital and packaging printing, under the working title *Fit@All*. We have made very rapid progress with the most extensive restructuring project in the company's recent history and we were pleased to see its positive results earlier than expected. More detailed figures will be announced with the publication of our consolidated financial statements for 2014 on 20 March.

In light of the less dynamic market developments, massive interference to established processes and structures, and a painful rescaling of our capacities for all involved, positive figures for the first year of the implementation of such a comprehensive restructuring programme were by no means a matter of course. However, they indicate that KBA is on the right track with *Fit@All*. We will push ahead with this consistently and I hope that in 2016, the year of Drupa, we will achieve our goal of an even more flexible and long-term profitable KBA Group.

Economic issues, turbulence on the financial and foreign exchange markets as well as global conflicts have made many investors in our industry uneasy. We felt sizeable effects of this on our order intake for commercial and newspaper web presses in 2014. Demand here fell sharply and is expected to fall still. This is why we bundled the significantly smaller business volume with web offset presses and our offerings for the growing inkjet printing market in one business unit with the goal of a sustainable outlook. The collaboration with Hewlett Packard (HP) to produce a web press for the digital corrugated printing segment is expected to contribute to positive sales and earnings. Moreover, we also anticipate a continued increase in profitability from the restructuring measures carried out in 2014 and those planned at our web press facilities.

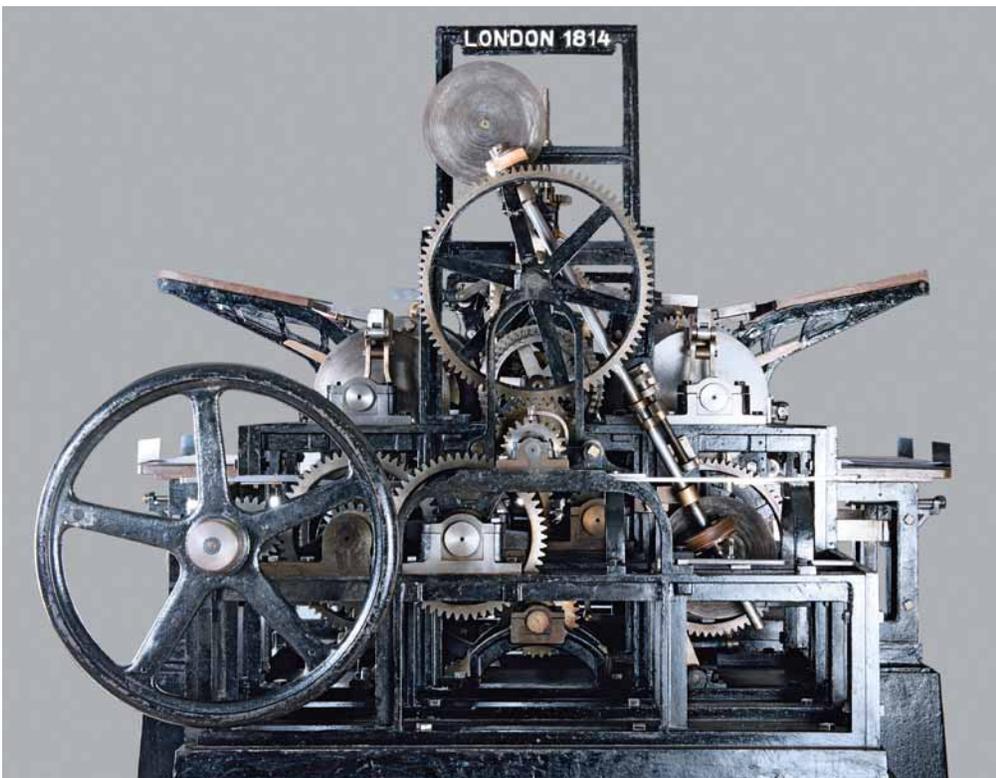
Sales and incoming orders in our sheetfed offset segment in 2014 were roughly on par with the previous year boosted by our strong footing in folding carton printing and metal decorating. This is in addition to expansion in further growth segments of the packaging market initiated by our subsidiaries KBA-Flexotecnica and KBA-Kammann.

A new company structure with the parent, Koenig & Bauer, as a holding and legally autonomous operating business units is expected to contribute to us reaching our goals in the relevant market segments. The KBA AGM on 21 May 2015 will decide on the implementation of the new company structure. Internally we have been working in accordance with this new structure with the business areas sheetfed offset (KBA-Sheetfed Solutions), digital and web (KBA-Digital & Web Solutions), securities (KBA-NotaSys) and production (KBA-Industrial Solutions) at our sites in Radebeul and Würzburg over the past few months. In the future special and niche markets served by our subsidiaries will be pooled together in one segment, Special.

We have learned that it is better to actively counter structural shifts in the print industry accelerated by changes in media consumption and new technology than simply hope for the revival of lost markets. The current somewhat fragile economic and political environment, and the fast pace of this shift make future predictions and long-term projections difficult and risky. Nevertheless, I am confident that the positive development of the KBA Group will continue in 2015 and that together with our dedicated customers and employees we will continue to press ahead with print in all of its facets.

Yours,

Claus Bolza-Schünemann



1814 - 2014: 200 years steam-driven cylinder printing press

Friedrich Koenig's invention changed the media world

On 29 November 1814 a new steam-powered double-cylinder printing press from Friedrich Koenig and Andreas Bauer was used for the first time to print *The Times* in London. In 2014 mechanical newspaper printing celebrated its 200th birthday, 360 years after Gutenberg invented the hand press.

Possessed by the idea of using steam power to replace the back-breaking labour involved in printing with the hand press, trained printer and ingenious inventor Friedrich Koenig implemented a rotating cylinder into the printing process. Precision instrument-maker Andreas Bauer helped him build a fully functional press in England, which was then an industrially advanced country. With their cylinder press Friedrich Koenig and Andreas Bauer did not simply replace muscle power with machine power.

Inventor Friedrich Koenig (1774 – 1833, left) and his partner Andreas Bauer (1783 - 1860) made printing history



They created the technical requirements for the distribution of printed media to less prosperous social classes and made an important contribution to establishing an informed society.

On 9 August 1817, the two pioneers founded the world's first printing press factory Schnellpressenfabrik Koenig & Bauer in a secularised monastery in Oberzell, near Würzburg. All other German press manufacturers originated later from this Franconian cradle of press engineering.

Key landmark

The double-cylinder press for *The Times* in 1814 was an important landmark in the 500-year plus history of printing. Its hourly output of 1,100 printed sheets compared to 240 by Gutenberg's hand press increased productivity by almost five times. Printing and distributing thus became faster, more up-to-date and cost-effective. This ground-breaking invention by Friedrich Koenig to guide paper, and later also many other substrates as

The era of mechanical printing began in the night of 28 to 29 November 1814 with the production of "*The Times*" newspaper on the double-cylinder press in London (The photo shows a 1:2 scaled replica found in the KBA museum)

individual sheets or as a web from a roll, over a rotating cylinder and to print directly or indirectly using a mechanically inked printing form is still used in analogue printing today. Digital printing is at times contact-free (inkjet), nevertheless, even this process involves rotating cylinders and drums for the paper run.

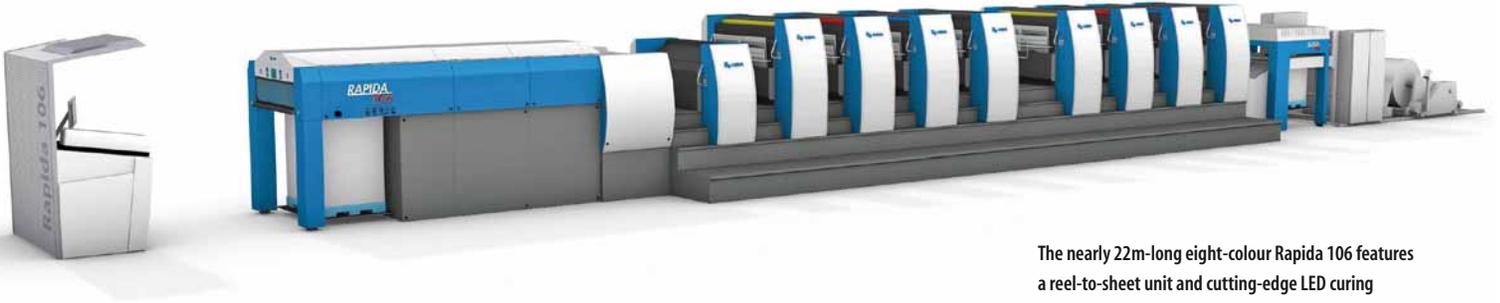
Books, magazines, catalogues and much more were printed mechanically shortly afterwards. The "*Times* press" printed paper sheets on just one side (straight printing). However, Friedrich Koenig applied to patent his perfecting press almost at the same time. The presses became increasingly more refined more powerful and the print quality improved. In 1832 Friedrich Koenig documented his vision of a web rotary press. Nevertheless, the inventor was not able to implement it as he died in 1833. His widow Fanny Koenig and Andreas Bauer continued his life's work. Other manufacturers in Germany, England, Austria and the USA sprung up and drove technical advances in press engineering with their ideas.

Under the auspices of Friedrich Koenig Jr. Koenig & Bauer delivered its first web rotary press in 1876. The conical former developed in the USA soon after paved the way for further improvements to performance. In 1888 Koenig & Bauer shipped its first four-colour web press and the very first special presses for printing luxury products followed at the beginning of the 1890s. Additionally, the company's interest in banknote printing awakened, a field in which KBA has been a leading press supplier for decades.

New ideas and courage are needed even today

The list of Koenig & Bauer's technical milestones since the invention of the cylinder press by both company founders 200 years ago is extremely long and would somewhat overshadow the importance of the 29 November 1814.

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The nearly 22m-long eight-colour Rapida 106 features a reel-to-sheet unit and cutting-edge LED curing technology

Media service provider in Nuremberg is a pioneer in the use of curing technology

Rapida 106 perfecter with LED curing at Hofmann Infocom

Hofmann Infocom in Nuremberg is the first German user and one of the first globally to fire up an eight-colour Rapida 106 perfecter featuring the relatively new, energy-saving LED-UV curing technology. The press is also equipped with a coater after the printing units and a RS 106 reel-to-sheet unit at the feeder. A major advantage of LED curing is that it permits the immediate post-press of sheets which have been printed on both sides and coated on one.

A new era of sheetfed printing begins for the traditional media service provider based in Nuremberg with this high-tech Rapida. The new press is expected to print predominantly high-quality magazines, catalogues and covers. Along with considerable energy savings and short lead times, LED-UV delivers benefits even when handling uncoated stock. Ink absorption is prevented by immediate curing and the resultant image is especially brilliant.

The 21.8-metre long (71.5ft) and 80-tonne Rapida 106 with high-speed package has a maximum output of up to 18,000sph in perfecting. Kit for UV mixed operation facilitates a broad range of finishing, e.g. various matt-gloss effects. DriveTronic systems with individual drives span from the feeder via SIS feeder to simultaneous plate changing throughout the entire press and keep makeready times when changing jobs to a minimum. Front and back sheet in-

spection as well as inline colour density measurement with QualiTronic Professional ensure that the quality of every sheet is monitored. Furthermore, LogoTronic Professional production management software and an interface to Hofmann Infocom's MIS are available.

Over 100 years in the communications business

Founded as a traditional company in 1908 it has traded under the name Hofmann Infocom since 2001. The media service provider, now in the fourth generation of family ownership, realigned itself as an integration and service partner as well as a creative provider of ideas specialising in the correct implementation of means of communication. Today companies belonging to the group include hofmann druck, hofmann media, a media company, a publishing house founded in 1971 and a letter-shop. The printshop is a fully integrated web and sheetfed business with high-performance post-press equipment for magazines and catalogues.

A new sheetfed offset era began for the media service provider with the new Rapida 106 during the Christkindlesmarkt Christmas market last year in Nuremberg. By the beginning of the 1990s the company had implemented press technology from KBA once.



Today Hofmann Infocom is a modern media service provider with a total of 150 employees

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Medium or large format?

Key aspects when planning an investment

Before investing in a new or replacement press it is important to clarify what sheet format makes sense and how the press will be utilised. This is in addition to taking into account spatial possibilities and the link to pre- and post-press.

Packaging and internet printers are increasingly investing more in large-format presses. As the gap between makeready times and the maximum performance of medium and large-format presses has narrowed considerably the daily output of super-sized presses is usually significantly greater than in medium format. Sales and profits rise sharply if the volume of orders is good and the large-format presses are well utilised. Nevertheless, if the press' capacity is not sufficiently utilised the downward curve is steeper than with smaller format presses and results in spiralling costs. Good forward planning is therefore essential.

Internet and packaging printers are increasingly investing more in large format due to productivity

A double-size sheet format does not automatically mean double output!

The table below shows the maximum image areas (2) of the Rapida 106, Rapida 145 and Rapida 205 at a ratio of 1:2:4, whereby each larger press is approved for a somewhat smaller maximum speed (3) due to machine-dynamic and technical reasons.

As an approximation it is assumed that in practice companies print with an average net output of 80 per cent of the maximum speed. The maximum printed area (4) per hour is thus 67 per cent larger with the Rapida 145 compared to the

Rapida 106, and the Rapida 164 generates approx. 90 per cent more output (5), nearly twice that of the Rapida 106.

A larger format is therefore significantly more productive, but results in higher running costs for room hire, energy, printing plates, blankets, paper and possible remaining special ink costs which have to be compensated by smart job planning.

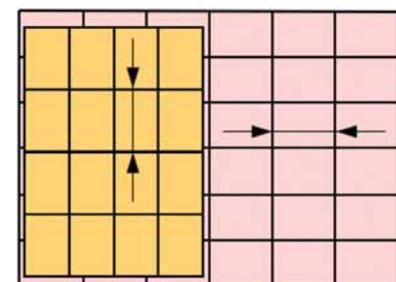
How high is the output delivered by a double sheet size?

Double sheet format doesn't necessarily result in double output – not even if makeready times and running speed are the same.

The following example, which compares a Rapida 145 (max. sheet format 106 x 145 cm) to a Rapida 106 (max. sheet format 74 x 106 cm), shows what impact the blank size has on excess profit:

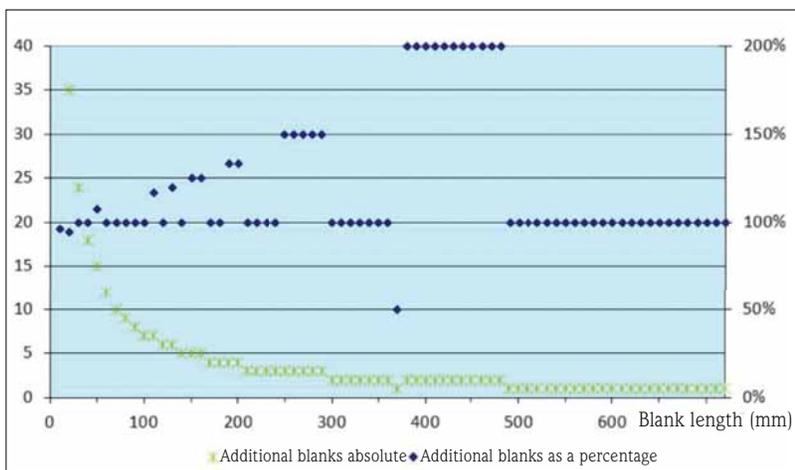
A job consists of uniformly large individual blanks measuring “width” x “length”. Production can take place in medium or large format. The question of how many more individual blanks fit on a large-format sheet is usually answered by many spontaneously with “twice as many as in medium format”. Although this answer isn't wrong, it isn't entirely correct either. A decisive factor is the size of the individual blanks and whether they are placed lengthways or sideways to the direction of sheet travel. Sometimes the printer can influence the dimensions of a printed product as a basis for the comparative calculations shown here the trimming corridor between the individual blanks is considered as a part of the individual blanks.

Press with 6 printing units	RA106	RA145	RA164	RA205
(1) sheet format	74 x 106	106 x 145	120.5 x 164	151 x 205
(2) more image area	0 %	97 %	152 %	297 %
(3) max. press speed	20,000 sph	17,000 sph	15,000 sph	9,000 sph
(4) max. printed area/hour ¹⁾	12,381 m ²	20,706 m ²	23,419 m ²	22,140 m ²
(5) more output compared to RA106	0 %	67 %	89 %	79 %





Automation modules taken from the Rapida 106, such as sidelay-free SIS infeed or DriveTronic SPC simultaneous plate changing, have cut job changing times on the 17,000sph-fast Rapida 145 and have made large format appealing for smaller jobs



an increase of only 50 per cent in individual blanks in large format.

Option 2:

In the graphic below the blanks are set up the same way for both format classes. Repositioning the blanks on a large-format sheet is necessary for requirements regarding the blank length and width. The number of extra blanks compared to medium format results from a link between these two characteristics.

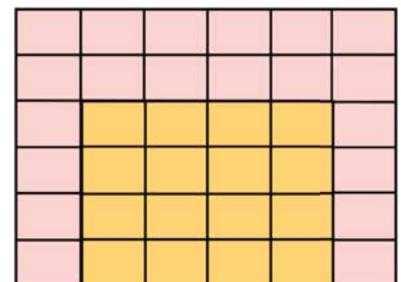
There are areas with different amounts for both the sheet width and sheet

Option 1:

In the graphic on page 5 the blanks are turned 90° in larger format. Two medium-format sheets are placed next to each other. As a result the number of blanks over the sheet width with the RA106 equals the number of blanks over the sheet length with the RA 145, regardless of the width of blanks. However, the diagram shows that a blank's length (narrow

edge of the blank) can have a decisive impact on the quantity ratio between large and medium format. There are large areas on large-format sheets on which twice as many blanks can be placed. Nevertheless, there are also areas which generate up to 150 per cent more or even 200 per cent (absolute triple the amount). On the other hand, the curve shows a small area (363 ... 370mm) which allows for

The KBA Rapida sets the benchmarks in medium format with speeds of up to 20,000sph and extremely short makeready times thanks to a high degree of automation



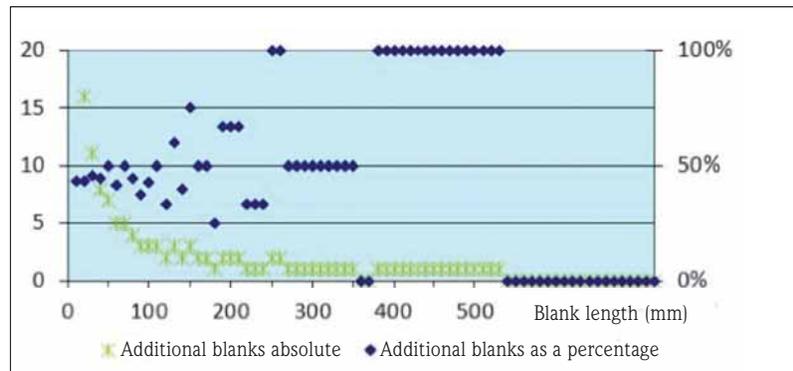
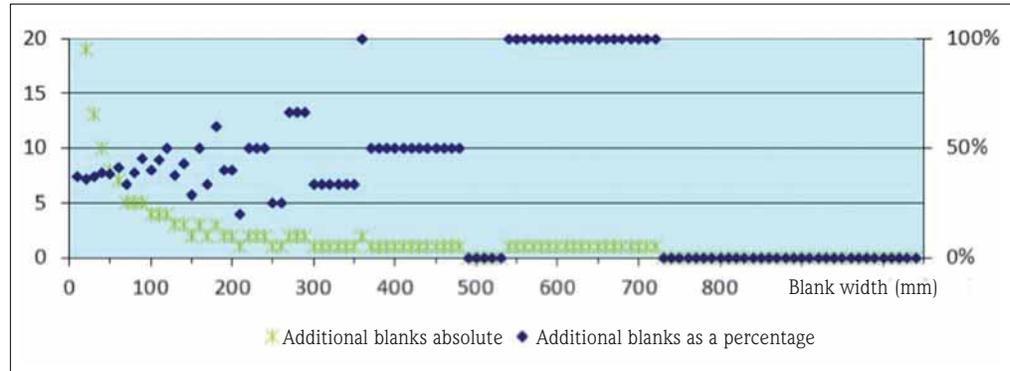
length, sometimes areas of even 100 per cent extra blanks. If the combination of the two measurements is successful when selecting a blank size then a substantial extra amount of blanks is produced in large format compared to medium format. The key is to select suitable jobs or to convince the customer to create their print product with corresponding dimensions in order to produce in a more effective way that benefits both sides.

How long does the press need to print a paper stack?

The time it takes a press to print the highest stack possible is interesting for running production of a printing press as interruptions increase the risk of deviations in quality. Despite the continuing trend towards smaller runs, jobs which need more than one substrate pile remain a feature of day-to-day production.

The [table below](#) shows format-related conditions and results for the evaluation of the effectiveness of the various presses.

Substrate handling kit and the chains in the press for transporting piles are limited to certain maximum loads, 1,000kg in medium format and 3,000kg in large format. Depending on the substrate used the maximum pile height (8) can be restricted by this limit, therefore e.g.



Additional blanks in the sheet width according to the arrangement of blanks in option 2

Above: Additional blanks in the sheet length according to the arrangement of blanks in option 2

weighing kit is integrated in the stacking plate at the Rapida 205's feeder.

Based on the substrate (115 g/m²) selected for comparison the table indicates that the RA145 is the only press to handle larger piles as it is raised, while the standard versions of the other presses already reach the limit with regards to

maximum pile load. The RA205 even has to make do with reduced pile heights (8). Nevertheless, with this stock the printed area per maximum pile height permitted is three times bigger in large format than in medium format.

Higher piles can be handled for board with a lower grammage (11). The example of folding carton shows what numbers can be anticipated.

Commercial printing	RA106	RA145	RA164	RA205
(6) max. pile height delivery without nonstop	1,200 mm	1,500 mm	1,500 mm	1,100 mm
(7) pile weight at max. height ^{2) 3)}	941 kg (!)	2,306 kg	2,964 kg (!)	3,405 kg (!!)
(8) permissible pile height ²⁾	1,275 mm	1,952 mm	1,518 mm	969 mm
(9) print time for permissible pile height ^{1) 2)}	0.80 h	1.44 h	1.27 h	1.35 h
(10) max. printed area/pile ^{1) 2) 3)}	9,865 m ²	29,717 m ²	29,627 m ²	29,801 m ²

1) at 80 % of max. output 2) at 115 g/m² silk-matt (~96...107 µm = 0.1 mm) 3) without press plinth

Board printing	RA106	RA145	RA164	RA205	
(11) max. sheet/pile	for 210 g/m ²	6,154 s	9,383 s	7,320 s	4,646 s
permissible pile load	for 300 g/m ²	4,308 s	6,568 s	5,124 s	3,252 s
(12) resulting pile height	for 210 g/m ²	1,858 mm	2,834 mm	2,211 mm	1,403 mm
permissible pile load	for 300 g/m ²	1,938 mm	2,956 mm	2,306 mm	1,463 mm
(13) result. print time/pile	for 210 g/m ²	23.1 min.	41.4 min.	36.6 min.	38.7 min.
permissible pile load	for 300 g/m ²	16.2 min.	29.0 min.	25.6 min.	27.1 min.

The results underscore the notion that nonstop pile logistics make sense for board presses so that these can print effectively. As nonstop operation can only handle a lower pile height due to technical reasons shorter printing times (13) between pile changes have to be expected. This fact has to be taken into account when preparing piles for nonstop operation along with the physical efforts of the staff at the feeder.

Large-format printing thus remains a hot topic technically and economically. KBA Radebeul has been aware of this for a while and has therefore built such large presses for packaging printers and other clients for decades.

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ProcessStandard Offset meets pressroom conditions

PSO-Match helps with ISO 12647-2

Many print providers like to work in accordance with ProcessStandard Offset (ISO 12647-2) and some are even certified. However, the cost savings generated often fail to meet expectations as the printing process with its various print parameters requires manual intervention during set-up and production. KBA offers a raft of automation solutions for its Rapidas, including modules for fast inking-up and stable solid densities during production. PSO-Match is a solution which efficiently supports compliance with ProcessStandard Offset (PSO).

PSO-Match – printing in line with PSO

PSO defines the CMYK solid $L^*a^*b^*$ values in the printing process for various types of paper as well as dot gain in the mid-tones and its spread. In case all of the parameters cannot be maintained within the tolerances dot gain should be given a higher priority. Even the best printers are not able to check all of the parameters in each single ink zone and control the application of ink accordingly. Nevertheless, printing within the solid density tolerance and also in line

In conjunction with QualiTronic ColorControl inline colour control or online with ErgoTronic ColorControl the PSO-Match software tool supports printers to reliably comply with ProcessStandard Offset (PSO) directly at the console

with solid $L^*a^*b^*$ values does not mean a match with PSO. Conventional solid control systems only take into account one parameter and therefore only one comprehensive solution can guarantee permanent conformity with PSO.

This is where PSO-Match's strengths lie. This product was launched in 2012 and has since been successfully implemented in a host of printing companies, including the new Rapida 106 at Cinram in Alsdorf, Germany (see pages 10-11).

Measuring at the control strips is done either inline via KBA QualiTronic ColorControl – with previous external spectrophotometric calibration – or online with KBA ErgoTronic ColorControl. In a matter of seconds PSO-Match instantly analyses all parameters in each ink zone in accordance with the PSO standard selected and calculates colour corrections in every ink zone. The optimum balance is made between dot gain, spread, solid $L^*a^*b^*$ values and the corresponding density. This set point is then adjusted



Accurate jobs printed without manual corrections in a reproducible quality lead to optimised colour presetting for future jobs. PSO-Match thus offers a good starting point for cutting waste during job set-up.

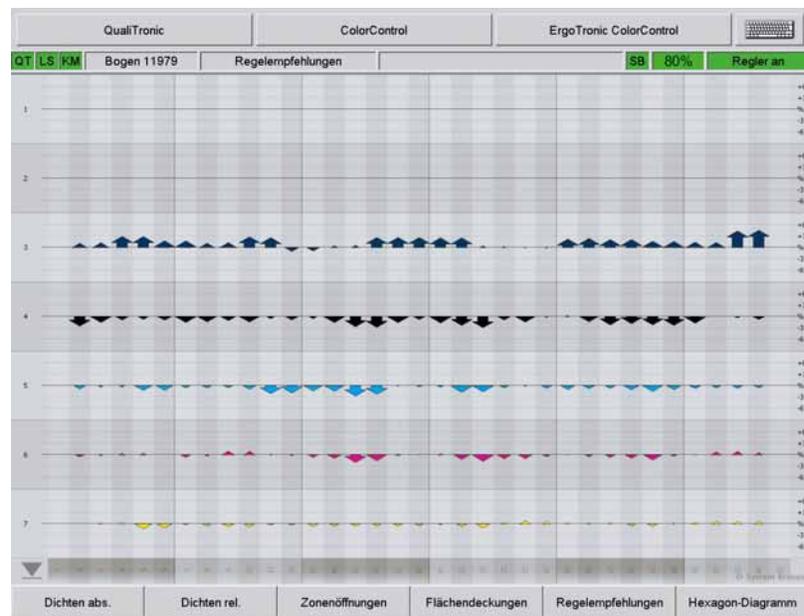
KBA QualiTronic PSO-Match: All ten PSO criteria are given the green light at a rating index of 80%



automatically within a specific tolerance range by the “best match” function. Colour correction is executed automatically (closed loop) with QualiTronic or simply by pressing a button with ErgoTronic ColorControl and ErgoTronic ColorDrive.

PSO-Match displays the colour corrections calculated as well as the measuring values clearly on the monitor. In addition, the press operator is continuously provided with information on how the current print result compares to PSO. Eight out of a total of ten PSO parameters have to be within set limits in order for PSO-Match to verify conformity with PSO tolerances for every measurement.

KBA QualiTronic ColorControl indicates the colour corrections carried out automatically



Clear benefits

PSO-Match is the ideal solution for printing firms to match PSO’s quality standard and for those wishing to reduce makeready and waste. The press operator selects a particular PSO standard provided for different paper qualities. An optimal product is achieved after some measurements and corrections using on-line measuring equipment (ErgoTronic-ColorControl), which measures outside the press on the main console. After a fast referencing procedure inline control quickly leads to compliance with the selected standard and maintains it throughout an entire job using inline measuring equipment (QualiTronic-ColorControl).

Accurate jobs printed without manual corrections in a reproducible quality lead

to optimised colour presetting for future jobs. PSO-Match thus offers a good starting point for cutting waste during job set-up. This even takes place without any interruptions when used in connection with KBA QualiTronic ColorControl. A higher level of automation and excellent control strategies prevent press downtimes and manual intervention during production. On average this results in a higher press speed and reduced personnel costs.

Depending on job size the time saved during set-up and production is three to ten minutes per job. Complaints are prevented, communication between

pre-press and printing is improved, and production reliability is increased by the permanent use of the PSO-Match tool. This is in addition to potential paper and personnel savings.

The required quality is predictable and reproducible. Resulting experiences from PSO-Match regarding the use of consumables, paper and press settings which affect the final product lead to further savings. PSO-Match is an important tool in making the printing process more efficient and predictable.

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Cinram in Alsdorf near Aachen

On the home straight with PSO-Match

In November 2013 Cinram in Alsdorf, Germany, invested in a Rapida 106-5+L FAPC ALV2 featuring the new PSO-Match solution for its printing plant (approx. 120 staff). The company has some 1,000 employees. This new investment replaced two older five-colour presses and has boosted productivity and quality. *KBA Report** spoke to Dan Pavsek, printing plant director, Hubert Jansen, head of production, and Thomas Joepen, deputy head of production, about their experience with the new five-colour Rapida 106 and PSO-Match.

KBA Report: Mr Pavsek, tell us about your company?

Dan Pavsek: Cinram in Alsdorf near Aachen, Germany, is one of the Cinram group's largest European production and distribution sites. The company is the world's largest manufacturer and logistic service provider for leading firms in the home entertainment industry. The core business of Cinram Alsdorf includes the manufacture of Blu-ray discs, DVDs and CDs, artwork localisation, production of printwork, Europe-wide logistics, distribution to POS and other services. Everything is carried out in-house thus offering the customer one-stop shopping.

KBA Report: When and why did you opt for a KBA Rapida?

Hubert Jansen: We have been following the development of KBA presses since Drupa 2008. Even back then we were bowled over by the technology. In 2013 we had to invest in replacement kit and after an in-depth analysis of the market we were once again impressed with the Rapida. We carried out 13 print tests based on real jobs and KBA offered us unbeatable value for money. KBA was also able to offer fast delivery. Further-

more, after specialist retailer Steuber in Mönchengladbach, Germany, took over the KBA agency in 2012 we had a competent contact partner close by.

KBA Report: Why the Rapida 106?

Thomas Joepen: We installed a Rapida 106-5+L FAPC ALV2. It replaced two five-colour presses and is equipped with numerous additional kit. This includes an anilox coating unit, a 2.4m-long (7.8ft) delivery extension, automatic plate changing, ink temperature control incl. duct roller cooling, KBA VariDry^{BLUE} IR/TA dryer in the delivery extension and delivery, powder extraction, CleanTronic washing systems and IPA reduction to below 5 per cent.

Above: The KBA Rapida 106 console with PSO-Match

Above left: Umut Coskun, KBA Rapida 106 press operator, is amazed by "his" new press

Dan Pavsek, printing plant director, is pleased with the highly automated KBA Rapida 106. It is the heart of the pressroom at Cinram in Alsdorf

It was especially important to us for ensure a high print quality which is why we chose ErgoTronic ColorControl for automatic XY colour density measuring, ErgoTronic Lab for colour measurement/control according to LAB values as well as QualiTronic ColorControl modules, PSO-Match, QualityPass for the generation of colour measurement logs and ICR automatic register control. Its configuration is rounded off by LogoTronic Professional, a server with a central database incl. software for production management and a JDF interface for exchanging data with our MIS, VisuTable, maintenance manager, BIRT link and our site administration.

KBA Report: That really is an extensive set of equipment. What advantages does it deliver in the pressroom?

Hubert Jansen: Based on our job structure our annual job average is 2,500 sheets. It was therefore really important for us to set up the press for the next job quickly and keep waste to a minimum. ColorControl is a big help. We normally ink-up within six or seven minutes. Automatic plate changing also plays a key role in this. On average also with the help of the SIS sidelay-free infeed we





are ready to print after 40 to 70 sheets for similar jobs. QualiTronic ICR inline register system guarantees stability and print quality. Moreover, we save some 35 to 40 per cent in energy thanks to our VariDry^{BLUE} dryer.

Above: The Rapida 106 has fulfilled all of Cinram's expectations: (l-r) Ralf Engels, sales at Heinrich Steuber, Hubert Jansen, head of production, and Thomas Joepen, deputy head of production at Cinram, Alsdorf have reached their goals



Thomas Joepen (above), deputy head of production, and Hubert Jansen (below), head of production at Cinram in Alsdorf, received a boost to productivity and quality through their new Rapida 106 and PSO-Match

KBA Report: It's possible to uncouple inactive printing units with the KBA Rapida. What benefits does this have for you?

Hubert Jansen: Along with protecting the press, uncoupling the units ensures longer running times, less maintenance and in case of a breakdown lets us disconnect the faulty unit and keep production running depending on a job's colour content.

KBA Report: You mentioned you were amazed by the fast delivery and service offered by Steuber. Can you take us through it?

Hubert Jansen: After the press was delivered at the end of September 2013 we only needed about 3.5 weeks until we could print the first real job. That is outstanding for such a complex machine. We also only needed 14 days to train our operators on the new press.

KBA Report: What is your experience one year after receiving the press?

Thomas Joepen: The press has been extremely reliable and has surpassed our expectations. It really prints at a top speed of up to 18,000sph, but on average we print at 12,500sph with a typical job size of 2,500 sheets. Its outstanding performance is also thanks to our specialist retailer Steuber who offers us prompt reaction times.

KBA Report: You began using PSO-Match mid-2014. What benefits does it offer?

Hubert Jansen: PSO-Match was definitely responsible for us receiving our PSO certification so fast and successfully. PSO-Match enables us to maintain the same print results even on different presses. Furthermore, we are able to produce repeat jobs, or other similar jobs, fast and reliably. In many cases we can do without proofs and can still guarantee the highest print quality and reliability. Our customers really value this high and consistent level of quality guaranteed, and confirm this time and time again.

KBA Report: Do you always use PSO-Match?

Thomas Joepen: Not always, but every time when we have to meet our standard. PSO-Match supports us a lot especially when a customer wants different colour spaces. We are also able to store customer-specific settings and these can be retrieved when required. This delivers huge benefits when producing repeat jobs. Moreover, we have noticed that because of PSO-Match we can set stricter tolerances than those required by PSO. At Cinram the average deviation with regard to the Cinram standard we can guarantee is up to Delta E of 2.5. PSO does not demand such strict reference values which enables us to provide an extremely high quality.

***Interview by Michael Scherhag
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Pressroom art

KBArt is in demand

Printing has a lot to do with colour and sometimes also with art. Against this backdrop, KBA Deutschland has offered individual, artistic colour designs for both sides of medium-format Rapida 106s for over two years. Landscapes, colour effects, computer animations – a lot is possible with the adhesive film applied to the printing units' covers and sides of the delivery. Pressroom art is becoming increasingly popular.



Wish to find out more about KBArt? Just scan this code using your smart-phone. (German language only)



Above: The landscape design on a new Rapida 106 represents Druckerei Rosebrock's environmental strategy

The new Rapida at Ruksaldruck is a colourful eye-catcher thanks to the design Color Smoke

Ruksaldruck in Berlin chose Color Smoke as the design for its new four-colour press. It matches the corporate colours of the printing company predominantly known for its production of art books and artist catalogues.

Druckerei Rosebrock in Sottrum, near Bremen in Germany, underscores its strict environmentally friendly strategy with green hills rolling across the sides of its new five-colour Rapida 106 with coater. All employees and visitors to the family-run firm are thus constantly reminded just how important environmental conservation is for everyone. The label printer also personalised its press



The new racehorse at Offsetdruck Ockel has been decorated with the design Color Splash. Managing director Eberhard Ockel (l), his assistant Thomas Schneider (r) and Holger Eitel from KBA Deutschland are pleased with the result

by requesting a large logo on the delivery extension.

Offsetdruck Ockel located in Kriftel, Germany, also prints with a specially decorated 20,000sph-Rapida. The four-colour press with coater and Color Splash design is a genuine eye-catcher, and has boosted productivity at the firm by 35 - 40 per cent.

The KBArt designs available can be chosen from a large catalogue at KBA Deutschland when ordering a new press. They can also be found on the company's German website here: www.kba-deutschland.de/loesungen/kbart/. Colours and images can be changed on request, as every piece of art is individual.

Along with visual qualities the film offers further benefits: the presses are protected from scratches and dents, and under certain circumstances can be resold more easily after use. After the film is removed the perfectly protected original press coating can be seen once again.

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“Our new KBA press will also give us the added benefit of UV printing and inline finishing.”

Keva Sonderen

American family business invests in the future

Sonderen Packaging enters 51st year with new KBA Rapida 145

A new seven-colour KBA Rapida 145 press with a host of automated features, coater and UV kit went live at Sonderen Packaging in Spokane, Washington, in autumn 2014. The family-run firm manufactures custom packaging.

“While our competitors are being bought out by private equity firms, we proudly remain an independent family-run business that continues to re-invest in modern automated equipment,” says Matt Sonderen, a principal and director of quality management at Sonderen Packaging. “Our advantage over our competitors has always been our flexibility, our quick turnarounds on short- and long-run jobs on short notice, and our dedication to serving our clients. The new KBA

press will allow us to keep this advantage and expand our portfolio.”

The management team at Sonderen decided to replace an older non-KBA press with a new high-speed Rapida 145 that has an output of up to 17,000sph. It is equipped with a raft of automated features, such as a SIS Sensoric sidelay-free infeed and CleanTronic Multi UV system for fast job changes. Convenient operation is guaranteed at the new ErgoTronic

L-r: Keva, Mark and Matt Sonderen fired up their new Rapida 145 in autumn 2014.

console with wall screen and QualiTronic ColorControl inline colour measurement and control ensures a consistently high print quality.

Added value in-house

“Our new KBA press will also give us the added benefit of UV printing and inline finishing,” says Keva Sonderen, director of marketing for Sonderen. “In the past, we sent those jobs out. Now we’ll be able to offer a wider range of coating effects and improved lead times.”

Sonderen’s mix of clientele – from food manufacturers to sporting goods, ammunition to pharmaceutical, as well as confectionary and tea customers – will utilize the new KBA press’ high speeds and ability to quickly print different short-run jobs. The trend toward short-run, fast turn jobs is being keenly felt by Sonderen. For example, says Matt Sonderen, its tea customers place print orders for different flavours and different quantities order-to-order, week-to-week. “The KBA press fits that type of work perfectly,” he adds.

Established in 1963, Sonderen Packaging is a third-generation, family-owned and operated manufacturer of high quality, custom-packaging made primarily out of board. Its 12,500m² (135,000ft²) modern facility in Spokane has 128 employees. The company is a member of the Paperboard Packaging Council and Independent Carton Group. They have achieved G7 Master Qualification, and are direct food contact certified through the American Institute of Baking (AIB International).



The productive KBA Rapida 145 guarantees short lead times for all packaging jobs

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KBA Rapidas are extremely popular in the Midwest

Titans of the U.S. printing industry turn to KBA

Numerous renowned titans of the U.S. commercial and packaging industry in the Midwest opted for Rapida presses in 2014. Many of these customers are long-time loyal devotees that are adding KBA presses for capacity reasons; others are new KBA North America customers.

“We are pleased to partner with many outstanding printing firms located in the Midwest and provide them with high-quality presses,” says Soren Larsen, senior vice president of sheetfed sales for KBA North America. “We pride ourselves

on cementing strong partnerships with existing and new customers. These distinct firms all have the common theme of growth during challenging times. Each company is successful due to its strong customer-orientated approach

Imagine! Print Solutions employees surround the new Rapida 105 with UV. L-r: John Mack Jr, director of pressroom training and development, Mauro Gonzalez Pereguera, press feeder; Pat Freunds Schuh, pressroom supervisor; Paul Rulli, press operator, and Mike McLaughlin, vice president of manufacturing

and overall commitment to excellence in the market segments they serve.” These Midwestern KBA customers are an array of commercial and packaging firms displaying a competitive edge to produce jobs better, quicker, and more profitably, such as The Garvey Group, Imagine! Print Solutions, Tempt In-Store Productions (a Quad/Graphics company), CPI Card Group, BOPI (Bloomington Offset Process), Philipp Litho, Printco, and Multi-Packaging Solutions.

From extra-large...

Tempt In-Store Productions, a Quad/Graphics company (NYSE:QUAD), installed a new Rapida 205 with six inking units and coater at its **New Berlin** (Wisconsin) facility in summer 2014. “At Tempt we are committed to using the highest level of technology in order to minimise costs and turnaround times for our customers,” says Mike Draver, president of Tempt. “We are serious about providing the broadest range of in-store marketing solutions that help retailers and marketers achieve their business goals.”



CPI press operators gather around their seven-colour Rapida 105 with coater and plastics package, which was installed in 2012. Last year an eight-colour version of the same press arrived



“We opted for a Rapida 106 after seeing it live in Des Moines and what we saw at the KBA factory in Radebeul was quite impressive.”

Tom Mercier, president of BOPI

Ed Garvey, owner and president of The Garvey Group, in front of his new six-colour Rapida 162a. The company has seven other Rapidas in operation, including two jumbo Rapida 205s

us the flexibility to have even greater speed to market.”

Philipp Lithographing Company, a leading ultra-high-quality large-format printer based in **Grafton/Wisconsin**, added its third large-format KBA press to its arsenal, a new Rapida 145 beside its existing KBA Rapida 205 and Rapida 162a on the pressroom floor. “Having been in business for nearly 100 years, we have built an excellent reputation as a dependable, ultra-high-quality, fast-turnaround firm with value-added services,” says Peter Buening, president and CEO of Philipp Litho. “Our customers like to give us challenging jobs because they know we can handle them. To continue to maintain this level of service, we decided to invest in a new large-format KBA press to produce our existing work faster and to open up our capacity to allow for even more throughput.”

...to medium format

Recently, **Imagine! Print Solutions**, prominent independent commercial and packaging printing company located in **Minneapolis/Minnesota**, installed a six-colour Rapida 105 with UV making it the firm’s seventh KBA press. The eighth, another Rapida 105, went live at Imagine! in autumn 2014. “We are continually taking the pulse of our customers and asking them how we are doing. Our customers look to us to provide solutions and creative thinking to help sell their products. When we began to receive many new UV projects in packaging, we decided to invest in a new press,” states Bob Lothenbach, founder and president of the firm. “We wanted to add capacity

for several customer requirements. Our print buyer customers look for higher quality and faster throughput. We can offer these things in combination with the new KBA press. We have long been a KBA partner since the purchase of the first six-colour Rapida 205 in North America in 2004. Since then we have added several additional KBA presses to maintain quality and provide us with the best possible sheetfed performance. Its commitment to our market and sheet size requirements is what sets KBA apart from the competition.”

Additionally, last year **CPI Card Group**, a global leader in financial, commercial and identification card production and related services based in **Roseville/Minnesota**, invested in a new eight-colour Rapida 105, its second from KBA in a one year span. It joins a one-year-old seven-colour Rapida 105 with UV kit, tower coater and plastics package. “Last year management at CPI Card Group began to reassess our press capacity,” says Paul Boge, general manager of U.S. pre-paid debit market for CPI Card Group. “After consulting with KBA, we decided to purchase a second press to match the extraordinary capabilities and production of our first seven-colour press. It has provided us with 30 per cent additional capacity, quicker makeready, and higher throughput. We’ve added an eighth unit on this press for two reasons: to produce our secure cards in one pass and provide flexibility to our customers who require more colours.”

In August 2014, **BOPI**, one of the Midwest’s most respected providers of print, mail, and E-commerce solutions located in **Bloomington/Illinois**, took delivery of a new eight-colour Rapida 106. “We did our due diligence and inspected all three press manufacturers,” says Tom Mercier, president of BOPI. “We opted for a Rapida 106 after seeing it live in Des Moines and what we saw at the KBA factory in Radebeul was quite impressive. With KBA, we got the exact press that will not only fit our needs today but well into the future with fast press speeds, quick make-ready and UV capabilities. This was the best investment for our company.”

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Via large format...

The Garvey Group, a network of advertising, marketing, print production, and fulfillment services based in the **Chicago** suburb of Niles, Illinois, added its eighth KBA press in 2013, a new Rapida 162a six-colour press with UV curing. “We invested in a new KBA press in response to continuing growth and demand for labels and top sheets,” says Ed Garvey, owner and president. “This acquisition reinforces our commitment to serving our clients with the best equipment. It also answered capacity needs due to a growing customer base and increasing sales volume. The demand for our product continues to grow and the technology advancements that KBA has made to its Rapida 162a made this an easy decision. With two KBA Rapida 205s and a KBA Rapida 142 already in our Niles facility, the addition of a KBA Rapida 162a gives



After sealing the deal for two long Rapidas for Parksons Packaging (l-r): Adiya Surana, managing director of KBA sales partner IPM; Ramesh Kejriwal, CEO of Parksons Packaging; sales director Dietmar Heyduck, sales engineer Bhupinder Sethi and key account manager Jürgen Veil (all from KBA)

ITC, Parksons Packaging and TCPL

Indian packaging giants grow with Rapida technology

A few years ago three of India's largest packaging printers ITC, Parksons Packaging and TCPL invested in Rapida presses for the first time. In the meantime this technology has proven itself in all three companies. This is why they all recently invested once again in the high-performance Rapida 106.



The first order came from Parksons Packaging. The firm is to receive two further sheetfed presses from the high-performance Rapida 106 series. Over the last two years the company has installed four medium-format Rapidas and is extremely pleased with their performance. The order is for an eight-colour and a seven-colour Rapida 106, both with coater. They are expected to be fired up in the

Saket Kanoria, CEO of TCPL, KBA sales director Dietmar Heyduck and KBA sales engineer Bhupinder Sethi (r-l) after signing up for an eight-colour Rapida 106

first quarter of 2015 and will considerably boost capacity.

Parksons: Quality and innovation

Over the last 50 years Parksons Packaging has become one of India's key packaging manufacturers. At its three sites in Daman, Rudrapur and Pune the company predominantly produces packaging for food and beverages, but also

for pharmaceutical products and the electronic industry. Parksons Packaging places great importance on high quality, innovation and cutting-edge technology. With these requirements in mind it is easy to see why the firm opted once again for two high-tech Rapida 106 presses.

The eight-colour Rapida 106 is planned to go live at the plant in Pantnagar (Rudrapur). It will join an existing six-colour Rapida 105 with coater and a six-colour Rapida 106 with twin coaters already in operation. The new Rapida 106 features board and film-handling kit and is configured for UV mixed operation. It will be typically equipped for packaging printing with automatic nonstop systems and pile logistics, and the press will be raised by 450mm (17.7in). Automatic plate changers, CleanTronic Multi combined blanket, impression cylinder and roller washing systems for ink changes as well as CleanTronic UV all ensure production efficiency. Furthermore, ErgoTronic ColorDrive and ErgoTronic ACR monitor and control print quality online. Essential preset data is transferred to the press via LogoTronic CIPLinkX.

The almost identically configured seven-colour press will be installed at the plant in Daman next to an existing six-colour Rapida. An additional six-colour Rapida with coater is in operation at the company's site in Pune.



Above left: A Rapida 106 with six printing units, coater and double delivery extension went live at TCPL Packaging in Haridwar three years ago. Shown here the press operators with the commissioning team from IPM and KBA following press installation

Above right: ITC flipped the switch on an eight-colour Rapida 106 with coater in autumn 2012 in Chennai. The company is set to receive another high-performance Rapida 106 in spring 2015



TCPL: A Rapida every year

TCPL Packaging, also one of the biggest packaging printers in India, opted for an eight-colour Rapida 106 with coater and kit for board and film printing.

TCPL was founded in 1990 by the Katoria family and today it is one of the country's largest manufacturers of folding carton with six production sites. The company prints and finishes 3,600 tonnes of carton every month or 43,360 tonnes per year. Its sales have risen from \$1.31m in 1990/91 to \$69m today. TCPL's products regularly receive national and international awards.

Three of the firm's plants are located in Silvassa about 180km (112 miles) from Mumbai, two others in Haridwar, near the city of Delhi, and one in Guwahti. Every plant is ISO 9001 (quality management) and ISO 22000 (food safety) accredited, and follows strict standards set for vendors of food packaging (BRC/IOP). Additionally, the plants in Silvassa and Haridwar are FSC certified. Each of the plants in Silvassa is specialised in gravure, sheetfed offset and the production of E- and F-flute.

A new sheetfed offset press from KBA goes into operation annually at the sheetfed offset plant in Silvassa: a Rapida 106 with six inking units and coater in 2013, a Rapida 106 with seven inking units and coater in 2014 and an eight-colour Rapida 106 with coater and de-

livery extension will go live in 2015. It will be set up for UV mixed operation allowing the firm to offer maximum flexibility in terms of inline finishing. The press which will be raised by 450mm (17.7in) is equipped with features typical for packaging printing, such as non-stop facilities at the feeder and delivery, a coating supply and cleaning system, IR/TA/UV drying systems in the delivery extension as well as four VariDry UV interdeck dryers. Automatic plate changers, impression cylinder, blanket and roller washing units for conventional and UV printing and EES exhaust-air cleaning system round off the press' kit boosting productivity.

A Rapida 106 with six printing units, coater and delivery extension mainly for handling plastic film has also been in operation at the company's plant in Haridwar for three years. Products combining the sheetfed offset and sheetfed gravure printing processes are also produced there.

ITC: A top speed of 18,000sph

ITC Limited, a large conglomerate, was the third firm to invest in new Rapida technology. Founded in 1910 as Imperial Tobacco Company of India the company employs over 20,000 staff. It generates sales of €4.3bn (\$4.8bn) with activities in the tobacco, agricultural, textile, paper and cellulose industries including food, hotels, paper goods and greeting cards. The group is the market leader

in some of its traditional business fields. ITC is also the second-largest supplier of paper goods in India. The company is striving to strengthen the internet infrastructure in rural areas with an initiative. ITC has reached approx. 4m farmers in a total of 36,000 villages.

A Rapida 106 raised by 675mm (26.5in) with eight inking units, coater as well as board and film kit went live at ITC in Chennai in September 2012. It is configured for UV mixed operation and is embedded in an automatic pile logistics system. The firm's management is very pleased with the performance of the new press. It runs in three shifts mostly at its top speed of 18,000sph. This is why the company invested again in a Rapida 106 for its plant in Haridwar. The seven-colour press will be delivered in spring 2015, will be raised by 900mm (35.4in) for handling larger piles and embedded in automatic pile logistics system, just like the existing press in Chennai. Some of its automated features include board and film packages, kit for UV mixed operation, automatic plate changers and much more.

Along with these three 'giants', mid-sized firms on the Indian subcontinent have also invested in new presses from KBA for the production of highly specialised print products.

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When is what profitable?

Sheetfed offset finishing: inline or offline?

Every year KBA presents technical and technological innovations concerning printing and finishing with practical aspects at Druckforum organised by the Association of the Printing Industry in Baden-Württemberg, Germany. This year's event focused on "Sheetfed offset finishing: inline or offline?" Both processes are implemented in pressrooms. When are they worthwhile? Which finishing solutions are possible inline today? Which process is suited to which type of production? Jürgen Veil, key account manager packaging at KBA and Frank Geisler, sales manager packaging at Seismografics JK in Unterschleißheim, near Munich, answered these and many other questions.

In his introduction KBA marketing director Klaus Schmidt drew attention to the challenges facing the print market today and in the future. Printing companies have to struggle with overcapacity and high pricing pressure for standard print products. Many standard printed goods can be produced at a much lower cost by web-to-print companies. Furthermore, offset printing has to stand firm against the rise of online media and digital printing. This is why successful printing firms must offer their customers added value. One way of doing this is print finishing. It creates a higher perceived quality with regard to optic, haptic and form. Finished ad products increase response quotas, finished publications promote images and finished packaging products boost success at the POS. The number of sheetfed offset presses with coater, twin coaters and UV kit has therefore grown steadily. KBA has already delivered a Rapida with 19 printing and finishing units. Today a lot is possible from a technical point of view, but not everything is profitable. Every finishing process must

be analysed in terms of its economy, costs and benefits.

A direct comparison of economic data

Jürgen Veil compared a common press configuration for inline coating (double coating) with a potential printing and finishing press for the offline process. He looked at the strengths and weaknesses of both options based on criteria such as personnel, flexibility, quality, output, waste and production costs. He also listed typical application fields for inline finishing with single and double-coater presses.

A further comparison looked at make-ready times using inline and offline processes. He compared the times for a complete job change on a Rapida 106 as a two-coater press, on a Rapida 106 with seven inking units and coater as well as a Rapida 106 offline with twin coaters. Based on makeready times, the presses' performance parameters and data taken from each printing house, the expected production output can be calculated for



"Today printing companies have to offer their customers added value."

Klaus Schmidt

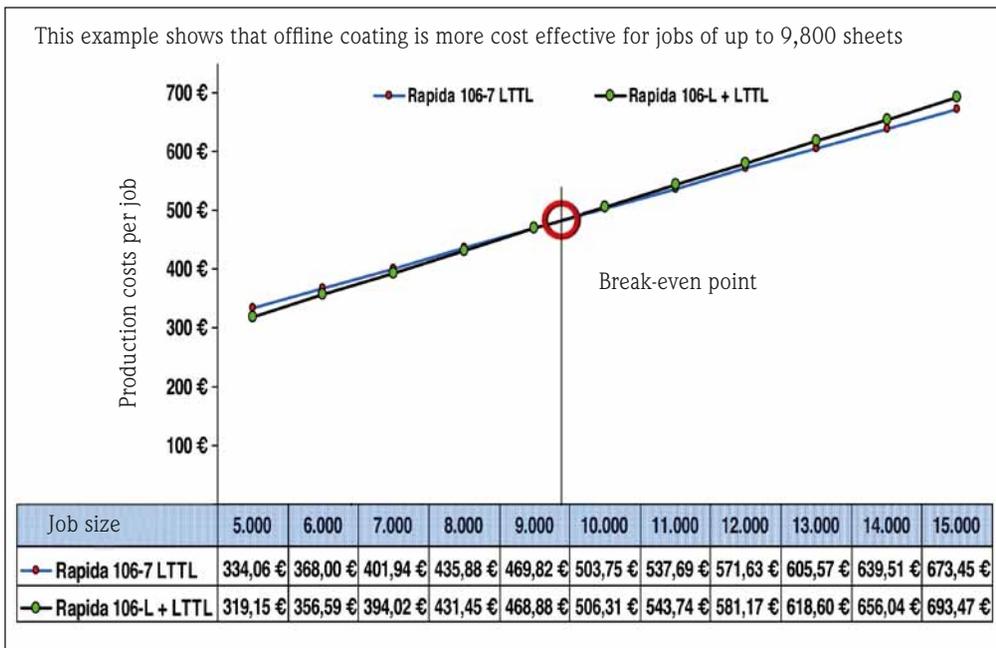
Above left: Jürgen Veil compared the production costs for inline and offline finishing

all three press systems depending on job size. Experience has shown that a coating press finishes significantly more jobs and sheets per year than the other two long presses mentioned.

The high quality print samples were the subject of great interest

The Rapida 106 as a coater press also scored points with the lowest values





in terms of production costs. However, printing and finishing inline on the long twin-coater press recorded the shortest production times and a second press system for coating isn't necessary. This means that investment, operating and space-related costs are a lot cheaper with twin coaters. Production costs per job were compared and a break-even point was determined to lie at approx. 9,800

Above right: Frank Geisler reported on the use of a Rapida 105 for offline UV coating

sheets (see image above). The inline process is more cost-effective when working with larger print runs, and offline coating for smaller runs from a purely mathematical point of view. These values can of course vary depending on printing company and thus have to be assessed individually.

Offline finishing in practice

Frank Geisler spoke about offline finishing on the Rapida 105 installed at Seismografics in Unterschleißheim, Germany. The company which started out as a screen-printing firm now produces striking packaging and is active in cross-media communication. It is also works with print finishing. Its finishing portfolio ranges from cellophane to UV coating with offset and screen printing systems, applying effect inks (rub-off, neon, protective inks), hot-foil stamping up to creasing, die-cutting, perforating and embossing.

As the number of jobs requiring partial UV coating began increasing about ten years ago, the experts from Seismografics researched the possibilities of reducing costs compared to screen printing. This resulted in a Rapida 105 for offline coating featuring one inking unit, coater and delivery extension. The decision in favour of the Rapida was down to its advanced chambered doctor blade system, solid engineering and individual solu-

tions for removing excess powder and sheet cool down. The press can apply full-solid UV and spot coatings, in addition to matt/gloss effects and hybrid coatings with oil-based overprint varnish followed by UV coating.

The benefits of offline coating lie in the good coating result delivered by a dry surface. Coaters that are only used now and again by printing companies are not financially viable and therefore it is not necessary to invest in coating technology. Both have an effect on hourly machine costs and the price of products. More cost-effective UV coatings can be used when coating offline and finishing smaller jobs is more profitable due to lower hourly costs. Nevertheless, there are also cons: The coating result is heavily dependent on the powder used. Furthermore, it only becomes visible after printing if the inks or aqueous coatings used have had an impact on the coating itself. It is also not possible to reverse these effects afterwards. The costs for coating on both sides of a substrate is slightly higher as two passes through the press are needed. Two-step production also naturally takes longer than printing and finishing in one pass which could cause problems with today's requirements for delivery times.

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Offline coating

- Good coating result on a dry surface
- Expensive inks are not necessary
- No investment which might not pay off
- Use of cheaper UV coatings
- Smaller finished jobs are also cost effective

Inline coating

- Coordinated consumables
- Printing and finishing in one pass
- Ideal for large areas of finishing
- No additional investment in technology
- No additional staff for finishing
- Increased proportion of value-added within company
- Full control of finishing result
- Precise feed register, high register accuracy
- Low-migration inks, primer and coatings possible



Four KBA Rapidas for Teckwah Group

Best people and best solutions at Pixel Red

In line with the motto “Best People, Best Solutions”, Teckwah Industrial Corporation (Teckwah) and KBA once again worked closely together to develop the best-in-class solutions for Teckwah’s regional headquarters Pixel Red in Singapore.

Two further medium-format presses, a Rapida 105 and a Rapida 106, were installed in 2014 at Pixel Red following two Rapida 106s the previous year.

Pixel Red – the print media hub

In summer 2014 Teckwah’s third and fourth Rapida arrived at its new print media hub Pixel Red which serves as a high value technology-driven output centre for new markets, such as packaging design, prototyping and testing as well as digital data management. This modern and architecturally distinctive complex aims to attract other print media businesses and related industries that will complement each other to create an ecosystem of print related services at one location.

A six-colour Rapida 105 with coater was installed at Pixel Red early June, followed by a four-colour Rapida 106 with coater in July. Both presses are highly automated, are connected to KBA’s LogoTronic production management system and the KBA supported MIS Optimus Dash to

Above left:
Four highly productive KBA Rapidas have gone live at the Teckwah Group in the past two years

Above right:
Pixel Red – Teckwah’s impressive print media hub in Singapore

further increase performance, flexibility and economic efficiency at Teckwah.

Tight time frame

“The project was completed within a very tight time frame. When Teckwah moved into the new Pixel Red building, we needed to ensure that production would not be interrupted. Together with Teckwah, we worked out a plan and everything was spot-on,” says Stefan Segger, managing director of KBA Asia Pacific. “We knew that it was a major investment for Teckwah to move into Pixel Red, but at the same time it was clearly the right step to also invest in new technology in order to be successful in a very competitive print market,” he adds.

“These investments were necessary for the sustained and continuous growth of our business and to keep pace with customers’ constant demand for faster, better and more cost-effective services as well as cutting-edge solutions. Our trust in technology from KBA has never disappointed. Increasing automation helps us

Teckwah Industrial Corporation Ltd

Since its founding in 1968, Teckwah has evolved from a producer of plain paper boxes to a group of companies offering integrated visual communications and marketing solutions. Today Teckwah provides flexible inter-changeable supply chain solutions – delivery of 1 to millions with full life-cycle management from print/packaging/fulfilment/reverse and spare parts logistics/asset recovery and recycling – a single destination for brands looking for integrated solutions. With facilities in Singapore, Malaysia, Indonesia, China, Japan, Taiwan, Thailand, Philippines, India and Australia, and a global network of 96 locations, Teckwah offers the most advanced, relevant and sustainable solutions for global brands across sectors including, pharmaceutical, lifestyle electronics, food & beverage and technology.

to achieve higher levels of productivity and further increases in efficiency. We are confident that the new technology will continue to help us in our growth,” says Thomas Chua Kee Seng, chairman and managing director of Teckwah Group.

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Seven Rapidas and integrated pile logistics in China

Automated packaging production at Tianjin Huiyuan

Extensively automated print production including substrate logistics is currently a novelty in Chinese printshops. Therefore when packaging producer Tianjin Huiyuan opened its press room doors as part of an open house it attracted huge crowds. Print pundits came to the event in northern China in November.

The firm, which bears the same name as the city its located in, was founded by Lv Junqiang in 1997 and produces packaging for the food and pharmaceutical industries, for electronic firms and other branches. Tianjin Huiyuan

Tianjin Huiyuan is the first Chinese Rapida user to implement fully automated pile logistics

installed its first sheetfed offset press from KBA in 2002. Today a grand total of seven Rapidas are in operation at the company including a half-format Rapida 75, a large-format Rapida 142 and a fleet of high-performance Rapida 106s. This longstanding KBA customer integrated some of the presses, including the two newest high-tech Rapida 106s, in automatic pile logistics.

Streamlined and seamless processes

Tianjin Huiyuan has made fast job changes, streamlined integrated processes and a high level of quality its motto. Automated pile logistics reduce manual efforts to a minimum and boost productivity considerably.

The two newest Rapida 106 presses run at speeds of up to 18,000sph and feature a host of automated features for short makeready times. These include DriveTronic SIS sidelay-free infeed, automated plate changing, DriveTronic SRW simultaneous inking unit washing and combined CleanTronic cleaning systems for impression cylinders, blankets and rollers. Colour density measurement is done at the ErgoTronic console with wallscreen via ErgoTronic ColorDrive. Furthermore the presses are kitted out with ErgoTronic ACR for register control, a separate DensiTronic Professional measuring desk, LogoTronic Professional for production management with JDF interface for exchanging data with the company's MIS.

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Delighted with the successful open house: (l-r) Peng Weiyue, vice general manager of Tianjin Huiyuan, Lianbiao Wang, sales manager KBA China, Lv Junqiang, general manager of Tianjin Huiyuan, Dietmar Heyduck, sales director KBA, and Xuewen Feng, KBA service manager for northern China

Escourbiac l'Imprimeur: Long Rapida 106 with innovative drying technology

HR-UV for more productivity and quality in commercial printing

Family-run firm Escourbiac l'Imprimeur based in Graulhet in southern France has specialised in the production of high quality art books for over 20 years. Last year this longstanding KBA customer was awarded with prominent industry prize Cadrat d'Or for the third time and it invested in a new eight-colour Rapida 106 with HR-UV kit. Managing director Philippe Escourbiac aims to make his company fit for the future with this investment.



Above right: Escourbiac l'Imprimeur in Graulhet, near Toulouse, was founded in 1963

Left: The new eight-colour Rapida 106 with HR-UV produces high quality art books and commercial products in an outstanding quality at competitive prices

Escourbiac l'Imprimeur was founded in 1963 as a commercial printshop by avid photographer Michel Escourbiac. The company, whose 40 staff generate sales of over €6m (\$6.84m), devoted itself to book printing and set up a photo lab that still exists today.

In 1997 his oldest son, Philippe, took over as head of the company and turned its focus to printing high quality books. He was joined by his brother Alain in 1998 who opened an office in Paris which today serves as the company's showroom. The printing firm and member of Impri'Club association since 2012 is also certified with Imprim'Vert, PEFC and Imprim'Luxe. It generates 30 per cent of its sales with photography books and 70 per cent with commercial products for advertisers in the region and renowned luxury brands. Managing director Philippe Escourbiac: "Exquisite art books from prominent photographers are our passion. We are one of the few printing companies who work with 240 Sublima screening technology. This technology allows us to reproduce pictures with the highest level of accuracy. It demands the complete control of all process steps and an eye for perfection. Many photographers are aware of our expertise, value our artistic approach and want us to print their work."

Cadrat d'Or number three

In spring 2014 Escourbiac was awarded its third Cadrat d'Or in recognition of its unique know-how. Every year the prize is awarded to printing plants which demonstrate an extraordinarily high print quality coupled with exceptional technical skill. Philippe Escourbiac: "The Cadrat d'Or is a great recognition of our daily work and outstanding motivation for our staff. Only one other existing company has also received this award three times and we are the only firm to have come first every time. From among the work we submitted the jury were especially impressed with a set of two books

At the press' official inauguration Jean-Philippe Behr from C.C.F.I. (r) presented Philippe Escourbiac (l) with their third Cadrat d'Or



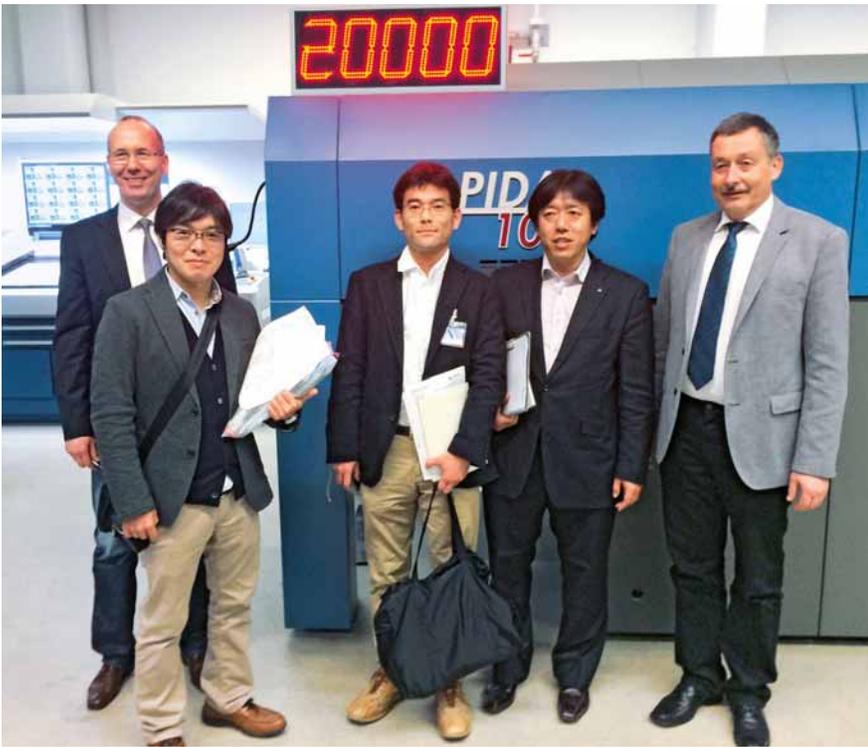
from the well-known French wildlife photographer Vincent Munier entitled *Solitudes*. 3,000 copies of the Swiss brochures were printed on a KBA Rapida and finished with matt aqueous coating."

Wow effect at competitive prices

In September 2014 Escourbiac l'Imprimeur fired up an eight-colour Rapida 106 perfecter with HR-UV curing to celebrate its 50th jubilee and its third Cadrat d'Or. Equipped with automatic plate changing, DriveTronic SIS sidelay-free infeed and QualiTronic ColorControl inline colour measurement and control, the press runs at speeds of up to 18,000sph in straight printing and 15,000sph in perfecting. Philippe Escourbiac: "We had to replace our older four and five-colour Rapida 105 presses in order to increase productivity and to expand our technical possibilities while maintaining a consistently high quality.

We are able to print books cost-effectively and other jobs on offset paper with a high level of ink coverage in an outstanding quality. More than ever we are impressed with the reliability and quality of KBA presses, and we have not been disappointed with our Rapida 106. Shortly after installing this new press we received the ISO 12647-2 certification, an important step for our company. We have enhanced our profitability, print quality and substrate flexibility. The new HR-UV technology delivers sharper colour contrasts and deeper black tones. Powder, smearing and waste are things of the past. As demand for HR-UV printing is high in the premium print segment we have been able to win new contracts, e.g. a renowned architecture magazine and the catalogue for an exhibition on Jean-Paul Gautier at the Grand Palais in Paris."

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Japanese printers value high level of automation

KBA Rapidas score points in the Land of the Rising Sun

Without much prior notice representatives from five Japanese printing companies visited KBA in Radebeul on 18 January to learn more about Rapida sheetfed offset technology. Interest in the high-tech Rapidas has grown enormously in the Land of the Rising Sun two years after the founding of KBA's Japanese sales agency and the inauguration of a raft of medium and large-format presses from Saxony.

Many new customers in Japan who have received their first KBA Rapida sent their press operators to be schooled at the training centre in Radebeul to ensure that they are informed on all tech-

Above left: Print tests on a Rapida 106 with Japanese users, Wolfgang Ley (l) and Michael Grieger (r) from KBA

Above right: Press operator training at the console of a Rapida 106 in KBA's training centre

nical details and know how to exploit the press' potential from the beginning. Along with inline systems, such as colour measurement and control with QualiTronic ColorControl, demand for space-, time- and cost-saving innovations, such as LED-UV technology, is high.

In 2014 total of 35 printing tests took place for potential Japanese customers and KBA Japan was able to book ten orders for Rapida presses in its second year. Some of these orders have already been delivered. This is a remarkable achievement for a newcomer in a market that has been dominated by domestic suppliers and other German manufacturers for over a decade. This success is down to a motivated international team from Japan, Korea and Germany, plus many other specialists in the demo centre and on the service hotline in Radebeul.

High-tech is snapped up in Japan

Only presses from the high-tech Rapida 106 and Rapida 145 series have gone

to Japan. The presses' high level of automation and corresponding above-average productivity and flexibility are particularly valued by the Japanese. Unique features, such as DriveTronic SIS sidelay-free infeed, DriveTronic SPC individual shaftless drives for the plate cylinders, inline colour control with QualiTronic ColorControl or QualiTronic Professional, are very popular. The first orders for presses with LED-UV curing have already been placed as well as the first press featuring DriveTronic SFC coater. This press will predominantly be used for packaging and catalogues for a leading manufacturer of bicycle parts and kit, as well as for products for fishing and snowboarding.

This positive development is supported by the bundling of resources in Japan, Korea and Germany ensuring first-class customer service.

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The Japanese print experts were also interested in other Saxon specialities



Janetschek printing house in Austria

A duty to nature

Janetschek printing house in Heidenreichstein, near the Czech border, is Austria's most northerly printing company. It is located in the country's 'Waldviertel' or forest region, an unspoiled area ideal for "eco-friendly printing". Janetschek has stepped up to this duty to the environment.

Janetschek won first prize in the category small and mid-sized print operations for its second sustainability report published in 2013. The firm was, however, not obliged to produce such a comprehensive report due to its size but things are done differently at Janetschek. The report is part of a programme which began in 2002 and which has become more and more detailed over the years. Back then the company was one of the first printing houses to be awarded with the Austrian environmental certificate. In the meantime it has grown into one of the top firms in the Austrian eco-printing scene. "Something would be amiss if we didn't print ecologically in Austria's forest region," says proprietor and managing director Christian Janetschek who runs the business in the third generation.

Austria's Waldviertel with its northern clarity and southern intimacy has shaped the country and its people for centuries. Its multi-faceted mix of nature, wellbeing, sport, culinary highlights and culture make it a popular recreational area and one of the healthiest regions in Austria. The extensive range of healthcare offerings attract people wishing to consciously do something for their wellbeing while on holiday. "Waldviertler" is a mark of quality for food and drink. The Waldviertler cuisine is known for its use of potato, carp, poppy seed and free-range beef, which are served at many traditional festivals throughout the region. Typical beers brewed here are Zwettl, Schrems and Weitra. Wine is made in Kamptal and whiskey is produced in Roggenreith and Kottes.

Above left: Austria's Waldviertel, or forest region, is known for its unspoiled landscapes

Above right: Printing firm Janetschek in Heidenreichstein, Austria

Strong regional roots – a modern approach

Janetschek was founded in 1912. The border to the former CSSR is just a stone's throw away and this forest region of Austria began to change after it opened. Although new companies were founded here, the Heidenreichstein region still remains an entrepreneurial challenge. This is one of the reasons why Christian Janetschek has led his firm towards a green future. He found a congenial employee for marketing and sales in Manfred Ergott whose profile suits the printing company perfectly. "We create print results which meet all of our customers' demands in terms of quality and at the same time we try to be as environmentally friendly as possible." This sentence has become the company's motto and the firm continuously works on reducing the consumption of energy, water, raw materials, as well as waste and other harmful substances together with its customers and suppliers.

Today Janetschek has received the Austrian environmental certificate and is certified in accordance with ISO 14001, ISO 9001 and EMAS. Integrated quality management strives to continually improve processes. Some 53 employees are fully committed to the firm and are regularly



Proud of their new eco-friendly press: (l-r) Christian Janetschek and Manfred Ergott
Photo: MS

Janetschek's mission statement

We at Janetschek have impressed our environment. We deal with paper responsibly and make our work sustainable. With our strictly ecological strategy and the goal of being economically successful we have adopted a social responsibility and act as a partner for a future worth living.



The team from Janetschek found it easy to identify with the firm's long-term strategy

KBA Rapida 106 features:

- Five colours, coater and double delivery extension
- Substrates: lightweight paper up to 0.7 mm board
- SIS sidelay-free infeed, automatic plate changers
- Disconnectable inking units
- CleanTronic: combined blanket, impression cylinder and roller washing systems
- Automatic coating form change
- Kit for alcohol-free printing
- AirTronic delivery with nonstop facilities
- KBA VariDry^{BLUE}: energy-saving IR/TA dryer
- ErgoTronic Lab: colour management in accordance with LAB values
- QualiTronic ColorControl for inline colour measurement
- LogoTronic Professional for production management
- Eco certificate: CO₂ neutral via Climate Partner
- Energy consumption measurement with KBA LogoTronic

trained on topics, such as the environment and quality. The company also places great importance on implementing its mission statement (see box on page 24) and its three-pillar concept for Corporate Social Responsibility: ecology, economy and society. Every pillar has set goals.

Interaction with customers

Manfred Ergott passes his views on sustainable printing to responsible customers. "These clients care more about getting the best product rather than the cheapest. Additionally, we have partners who now focus on ecology," he says. The company's CSR strategy and its environmental awareness have received a positive response. Manfred Ergott: "It takes time to evoke the customers' awareness on such topics." However, in the meantime the printing firm has built up an environmentally aware customer base. 49 per cent of the paper used in 2013 was PEFC accredited, 18 per cent recycled paper and 16 per cent FSC certified. Only 17 per cent of the total used was "normal" paper. The company values its high-quality corporate design that can be seen on everything from the website to its brochures.

"Press the green button!" Christian Janetschek and KBA sales director Reinhard Marschall at the press inauguration

People, machines, technology

Even the technology implemented has

to be in line with Janetschek's environmental strategy. The printing house has run on green electricity since 2005 and a photovoltaic system with an output of 130,000kWh has been in operation since 2013. The "green step" was presented at an event focusing on energy and is valued throughout Austria. Christian Janetschek: "The so-called 'Energy Day' was viewed as a successful mixture of interlinking topics by a raft of visitors."

Topics, such as resource conservation and saving energy, played a decisive role when purchasing the Rapida 106-5+L. Along with a boost to productivity, since May 2014 the new press has also made an impact in terms of ecology. The consumption of resources has been cut substantially. It has boosted productivity by approx. 30 per cent due to its short make-ready, fast washing and high output. Additionally, the firm hopes to reduce its air emissions (VOC) by over 60 per cent and thus doesn't use any isopropyl alcohol.

The firm's environmental performance numbers and economic balance have been improved by reducing the use of cleaning materials and other consumables. Christian Janetschek: "An integrated way of thinking is becoming increasingly more important when taking into account the current trends in our industry. We look for practical approaches which help us to stand out from the competition." An additional eco-bonus: The CO₂ emissions created during production are compensated as the Rapida 106 was delivered as climate neutral.

CO₂ compensation with humus project

On 19 September 2014 Christian Janetschek and his team fired up their new Rapida in the presence of customers, suppliers, the region's politicians and press representatives. Prior to this Manfred Ergott and organic farmer Hubert Stark presented the project "CO₂ absorption through humus formation". "CO₂ emissions which are unavoidable when producing printed matter can be tied to the formation of humus in the region," explains Manfred Ergott. A base for this is the humus formation project in Kaindorf, Austria. The organic farmers in the north of the forest region are taking over roles as regional project partners. Many customers were impressed by the region's solution to the tricky issue of CO₂ compensation.

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The Austrian eco-label



The Austrian eco-label is a seal of approval awarded by the government for green economy and is split into three areas: products, tourism and education, Austria's printing industry is a trendsetter when it comes to green printing. 120 companies have been awarded the Austrian eco-label, and the number of plants with the new EU Ecolabel is rising.





“We have become more flexible and have reduced our lead times by 50 per cent. Our customers value this in particular.”

Adam Stec



Polish packaging printer enters large-format sector

Stec Karton extends its value chain with Rapida 164

A Rapida 164 with coater recently went live at Stec Karton in Człuchów, Poland. The six-colour press is predominantly used for printing board packaging with inline finishing and contributes to a significant reduction in production times.



Stec Karton is a family-run firm with some 20 years of experience in packaging printing. In the very beginning it produced simple grey boards and today the company increasingly prints exquisite jobs with various finishing effects, primarily lamination. Up until recently a part of Stec Karton's packaging jobs had to be printed externally. Now everything from pre-press, printing and post-press can be done in-house in its fully-equipped production plant. Stec offers its customers a full service with packaging design, printing, laminating, die-cutting, window gluing and multi-point gluing.

The new Rapida 164 was fired up at the beginning of October 2014. Owner Adam Stec: “This investment is connected to our new market strategy. In the past we had to give other printing plants jobs, but the necessity to cut our production cycles and boost our production flexibility made us invest in our own press fleet. This includes a process-free



plate manufacturing with a CtP system from Kodak, post-press technology from Bobst, Kongsberg and Versor as well as the latest large-format press from KBA.”

The Rapida 164 installed in Człuchów is one of the first presses in Poland with a large sheet format of 120 x 164cm (47.2 x 65in). It can process board up to 1.2mm thick and corrugated up to 1.6mm with its CX board-handling package. In order to boost productivity when handling thick substrates the press is raised by 420mm (16.5in). Quality management takes place with ErgoTronic ColorControl with ErgoTronic Lab for colour measurement and control according to LAB values.

The press was configured by Adam Stec to meet the high demands in terms of print quality of his domestic and international customers from the meat, fish, woodwork, pharmaceutical and house appliance industries. The choice of format was also not a coincidence as all of his other processing machines have been adjusted to this format. The print jobs he accepts on the Rapida 164 go all the way down to a maximum of B1, while they can range from just 200 pieces to 1,000 sheets.

Adam Stec adds: “We had two vendors in the running, but in the end we chose KBA as it offered us a higher quality press. We visited the plant in Radebeul many times to carry out print tests and we were very impressed. This was in addition to the professional support of

The Rapida 164-6+L ALV2 at Stec Karton is optimally equipped for packaging printing

At the new Rapida 164 (l-r): Michał Drózdź, regional sales manager at KBA CEE; Adam Stec, owner of Stec Karton, and Jan Korenc, managing director of KBA CEE



Michał Drózdź from KBA CEE and KBA-Service in Piła, not too far away. Pre-sales, installation, training and after-sales service have all run problem-free. Looking back I'm convinced that we made the right decision. We also appreciated that KBA CEE supported us with expert technicians during the commissioning of the press and training.”

The investment in a Rapida 164-6+L ALV2, pre-press and post-press have shortened lead times down to three days from up to ten days in the past. “We have become more flexible and have reduced

our lead times by 50 per cent. Our customers value this in particular,” says Adam Stec.

Jan Korenc, managing director of KBA CEE adds: “The Rapida 164 fits perfectly to Stec Karton's extensive investment plan. We are confident that the press will run problem-free for many years and contribute to the firm's dynamic development as well as to the satisfaction of Polish and international customers.”

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Right: The eight-colour Rapida 75 for 4-back-4 production is the new flagship in FGP's pressroom

Below: FGP Studio has become one of the most cutting-edge printing enterprises in Olomouc



Large investment in the Czech Republic

FGP Studio installs four Rapidas in A2 and B2 format

Olomouc, the historical capital city of Moravia, is the sixth-largest town in the Czech Republic and FGP Studio is a leading printing firm in this region. The company's history is rooted firmly in the implementation of press technology from KBA. Owner Miloslav Kyjevský: "We have grown with KBA and are proud to be a longstanding partner of the world's second-largest press manufacturer."

Like many other Czech print firms, in 1990 Miloslav Kyjevský began planning his printshop on Greenfield land. In summer 2014 he made the largest investment in his company's history, four new KBA presses, two B2 and two A2, with a total of 20 printing and finishing units. This comprehensive modernisation of production has paved the way for FGP Studio to develop its printing service portfolio. Miloslav Kyjevský chose an eight-colour Rapida 75 perfecter, a five-colour Rapida 75 with coater, a four-colour Rapida 66 and a two-colour Rapida 66.

Extensive kit

FGP Studio always buys presses featuring the best possible equipment available, especially in terms of process automation. This was also the case with its most recent investment. "We always want everything possible. KBA presses are technologically advanced and meet our demands. We place great importance on reliability in our business relationships," says Miloslav Kyjevský on the main principle behind his investment policy.

The new flagship in FGP's pressroom is now the eight-colour Rapida 75 with convertible perfecting for four-over-four printing and an ErgoTronic console. Key automated features include central format adjustment and CleanTronic Synchro for simultaneously washing impression cylinders, blankets and inking rollers. Print quality is controlled automatically with a SpectroDrive spectrophotometer. The five-colour Rapida 75 features almost the same kit. It is used for complex finishing jobs with coating and its features include an ErgoTronic ACR register measuring system. The two

L-r: Miloslav Kyjevský, owner of the printing firm, Jan Korenc, managing director of KBA CEE, and Bohuslav Poláček, sales at KBA CEE, in front of one of the four new Rapidas



Rapida 66s produce printed products in A2 format, and just like the half-format Rapida 75 they are the leading presses in their format class.

Regular press maintenance pays off

Along with this new kit Miloslav Kyjevský also installed a production planning system. The presses operate in three shifts and are cleaned thoroughly at the end of every week by the press operators and assistants. Along with its service portfolio and remote maintenance, properly maintained technology is a matter of course for FGP: "Proper press maintenance results in high reliability," says Miloslav Kyjevský. "When we sell our presses after a few years the new users scarcely believe that the presses are in perfect shape after printing 120m sheets."

FGP Studio is a family-run firm with 50 employees at present. Along with founder and owner Miloslav Kyjevský, both of his children also work for the company. Lukáš Kyjevský is responsible for pre-press and Kateřina Kyjevská manages production. Cutting-edge technology, a high level of performance and good qualifications go hand in hand with a significant increase in productivity. Furthermore, FGP Studio also places emphasis on staff training, not only on the presses but also in terms of ink, coating and other materials. The benefits of the new Rapidas in combination with first-class materials pave the way for the firm to strengthen its market position further.

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Hybrid Rapida 106 opens up new avenues

Printo in Ostrava banks on high quality finishing

The northeast of the Czech Republic is dominated by industry hub Ostrava. Along with mining, metallurgy and mechanical engineering, the city boasts a raft of printing companies. The largest sheetfed offset printing firm in and around Ostrava is Printo. The company began printing in B1 format with a new five-colour Rapida 106 with coater in November 2014. This signalled a move to KBA technology after 23 years of printing on presses from other manufacturers. The press' hybrid kit for conventional, UV and HR-UV production offers the printing house a host of new possibilities for attracting customers.

Printo took steps to conquer the Czech printing market during the social upheaval of the 1980s and 1990s in central and eastern Europe. Its founders and staff also fought on after a severe flood in 1997 which practically destroyed the entire company. "The flood washed away all of our efforts and we had to start again from the beginning," managing director Tomáš Čichoň remembers.

Today Printo is a comprehensive printing company. Up until now three B2 presses were in operation at the firm. However, now a new stage of development has begun with the new Rapida 106. "In 2008 we opened up new production possibilities with an eight-colour half-format press and we now expect an even larger leap forward with our new B1 Rapida," says Čichoň.

From half to medium format

Printo considered the jump into printing with a larger format for a long time. "We had set criteria for choosing a new press and KBA made us the best offer. We have placed very high expectations on the new Rapida due to its double format and new technology," explains managing director Jiří Král. "Hybrid technology allows us to print with conventional and UV inks, and it is also equipped for HR-UV."

Printo is now able to meet the its customers' growing demands regarding quality and finishing with this hybrid technology. A raft of special effects can be created through the targeted use of conventional and UV systems. The use of non-absorbent materials is growing in popularity. "We aim to expand our product portfolio in order to secure a larger

Sales director Bohuslav Poláček and managing directors Tomáš Čichoň and Jiří Král are all very pleased with their new Rapida 106 (l-r)



"The training of our staff necessary due to the change in technology was well organised and made it easier for our operators to work with the press."

Tomáš Čichoň

market share," says production director Jan Poledník.

Cutting-edge technology with high-tech kit

The new Rapida 106 was fired up in mid-November 2014. At the same time the firm invested in a new CtP system and finishing equipment for the larger sheet format. "The training of our staff necessary due to the change in technology was well organised and made it easier for our operators to work with the press," says Tomáš Čichoň.

Today Printo values the unique range of substrates handled by the Rapida 106. These measure from 0.04 to 1.2mm in thickness and enable an expansion of the company's production spectrum which extends into the packaging segment. Along with CleanTronic Multi combined washing system for conventional and UV inks, the Rapida also features UV interdeck dryers after the first, fourth and fifth printing units that can be inserted at multiple docking stations in the press as well as Vari-Dry IR/TA/UV end-of-press dryers. The new press technology has significantly sped up lead times.

Printo produces printwork for regional and international customers and approx. a quarter of its jobs come from countries within the EU. With the new press the company is now in the position to offer Czech and international customers more complex services.

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Leading brands from the cosmetic, food and drink industries as well as other manufacturers which place great importance on quality form Brasilgrafica's customer base

Brasilgrafica makes large investment in KBA sheetfed offset technology

Two Rapida 106 and one Rapida 145 in three years

Brasilgrafica based in Alphaville, Brazil, one of the largest packaging printing companies in Latin America, has made a sizeable investment in KBA press technology to increase its production capacity. Hot on the heels of two medium-format Rapida 106 presses, the first large-format Rapida 145 was fired up in October 2014. It is the firm's third Rapida in as many years, surprising considering that modern large-format presses are rare in Brazil. Along with boosting capacity Brasilgrafica expects to meet its customers' growing demands in terms of quality and finishing with this new technology.

Luiz Cesar Dutra, CEO of Koenig & Bauer do Brasil: "Brasilgrafica is one of KBA's biggest clients in Latin America. Its continued investment in KBA Rapidas shows the confidence Brasilgrafica has in our technology. We know the high demands Brasilgrafica places on its suppliers and the technology implemented. They are a result of high expectations from packaging customers and therefore Brasilgrafica's trust in KBA fills us with pride."

Brasilgrafica's team invited the president and directors of Quimica Amparo to the official inauguration of the new Rapida

145 in October 2014. This customer is a company which, among other successful products, manufactures and markets a line of detergents and soaps called Ypê, a leading brand in Brazil. Its president Jorge Eduardo Beira, technical director Marcelo Luquiari Pardo, purchasing manager Geraldo José Bortolini and purchasing supervisor Raul Caleffi all took part in the event and were shown around the plant by Brasilgrafica's CEO Nilo Cottini Filho and technical manager Nilo Cottini Neto. Along with technology, insights into quality control and packaging design carried out by Brasilgrafica's R&D team were the highlights of the tour.

Above: One of two medium-format, eight-colour Rapidas with a top speed of up to 18,000sph

Below right: Brasilgrafica has once again expanded its printing and finishing capacity considerably with a seven-colour twin-coater press in large format

Nilo Cottini Filho: "We always look for win-win partnerships. When a print service provider meets its customer's demands, everyone benefits and the level of quality goes beyond any expectations." Jorge Eduardo Beira unveiled the plaque that marked the official inauguration of the KBA Rapida 145. Nilo Cottini Filho's mother, Dona Therezinha, was present at the ceremony and thanked all present.

Three times KBA

The new seven-colour Rapida 145 for Brasilgrafica has a maximum sheet format of 1,060 x 1,450mm (41.7 x 57in) and features SIS sidelay-free infeed,



“We always look for win-win partnerships. Everyone benefits and the level of quality goes beyond any expectations when a print service provider meets its customer's demands.”

Nilo Cottini Filho

Above left: (l-r) Nilo Cottini Filho, Eric Fox, Wojciech Kowalik and Nilo Cottini Neto at a commemorative plaque celebrating the installation of a Rapida 106 with two coaters

Above right: (l-r) Nilo Cottini Filho took Jorge Eduardo Beira, president of Quimica Amparo, on a tour of the site

Right centre: Nilo Cottini Filho with his mother Dona Therezinha at the unveiling of a plaque (below) commemorating the official inauguration of a new KBA Rapida 145

Right below: A plaque for the new Rapida 145

automatic plate changing, twin coaters, triple delivery extension as well as inter-deck and end-of-press dryers. It reaches speeds of up to 15,000 sph.

Brasilgrafica announced the installation of two Rapida 106s before the Rapida 145 arrived. Representatives from Mondelez Brazil and L'Oréal Brazil attended the official inauguration of these two eight-colour presses. The presses have a maximum sheet format of 740 x 1,060mm (29.1 x 41.7in), are also equipped with two coaters and have an impressive output of 18,000sph.

Prominent brands as customers

Founded in 1933 by three Italian immigrants in the Bom Retiro district of Sao Paulo, Brasilgrafica BomSucesso Ltda. soon set itself apart from its competitors by prioritising jobs requiring a high print quality. They quickly won over renowned customers, such as beverage manufac-



turer Antarctica and J. Walter Thompson, an international marketing agency, who also placed great importance on quality. Over the years a host of other prominent brands joined Brasilgrafica's customer base, among them German school supplies manufacturer Faber Castell which has been a client since 1933.

When Nilo Cottini Filho joined Brasilgrafica in 1976 his family took control of the company. Today the firm is based in Alphaville a part of the city of Barueri (São Paulo state). 850 employees work in a cutting-edge printing plant covering an area of 28,000m² and handle 7,000 tonnes of board a month. Brasilgrafica is thus one of the largest board printing companies in Latin America.

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New-generation Rapida 75 at Bruno Caloone Imprimeur

Flexibility, reliability and quality in B2 format

In September 2014 commercial printer Bruno Caloone Imprimeur based in Nœux-les-Mines, near Lille, flipped the switch on the first new-generation Rapida 75 on the French market. Equipped with four printing units and coater this new half-format press from KBA bowled over the family-run firm with its high level of flexibility, reliability and quality.



Founded in 1985, printing house Bruno Caloone Imprimeur with its ten employees is one of the few, small family-

run companies in Northern France to have secured a foothold in the fiercely competitive commercial market despite crisis. In 2014 the company generated stable sales of over €1m (\$1.12m). Bruno Caloone Imprimeur offers its customers, 70 per cent of which come from the industry and 15 per cent each from the public and medical sector, a raft of commercial products whose conception, production and post-press can be carried out to a large extent in-house thanks to integrated pre-press and post-press kit. Furthermore, Bruno Caloone, the firm's founder, owner and managing director, has been dedicated to green printing for many years. The company has had the Imprim'Vert label for eight years and regularly assesses its CO₂ emissions.

Bruno Caloone primarily expects an expansion of its technical capacities by replacing its previous five-year-old press from another manufacturer with the Rapida 75. Raised by 225mm (8.8in) and equipped with a board-handling package, double delivery extension, nonstop systems at the feeder and delivery and an aqueous coating unit, in the future the Rapida 75 is expected to produce not only classic commercial printwork, but

Top: Bruno Caloone Imprimeur's facility in Nœux-les-Mines near the northern French town of Lille

Left: Bruno Caloone, founder and owner of the printing firm that bears his name (centre), his wife Sylvie and press operator Bruno next to their new four-colour Rapida 75

Right: Along with classic commercial printwork Bruno Caloone also prints packaging in small to mid-sized runs on his new Rapida

also more products with added value and packaging in small to mid-sized runs.

"We did not take this decision lightly," explains Bruno Caloone. "We first carried out a comprehensive market analysis, consulted with our colleagues from the Printilio association and moreover we visited other printing plants to look at the work done there and carried out various print tests. During the entire process we were offered good technical and commercial advice from KBA and felt well looked after. In the end we opted for the Rapida 75 which impressed us with its substrate flexibility, easy handling and outstanding print quality. Four months after the inauguration of our new press we can now say that the Rapida 75 has not just simply met our expectations, but it has surpassed them. We have won new customers and more importantly we can offer a broader product spectrum and a host of special solutions, such as cardboard cases, displays and finished brochures to our loyal clients. It's just fun to work with our new KBA press!"

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The Printilio association

Printilio was founded in 2002 by several printers in Northern France, including Bruno Caloone Imprimeur. All of the printing companies were roughly the same size, operated similar press fleets and fought for the same jobs. Even though they were competitors step by step the printers began to meet first to exchange best practices, then discuss materials and finally to buy machines together. Today each of the ten companies has its own speciality and jobs are distributed depending on needs. The unique complementarity is a great strength in today's media arena. The members are: Bruno Caloone Imprimeur as well as the printing companies Blas Desmoutiez in Lille, Briqueteur in Haubourdin, Dedeystère in Fourmies, Durand in Tourcoing, Dumont in Pont-à-Marcq, Lévêque in Neuilly Saint Front, Merigond in Croix, Vanaerde in Roubaix and BD Graphic in Estaires.



KBA-France celebrates its 20th jubilee

200 installed presses and over 90% customer loyalty

In September 2014 our subsidiary KBA-France based in the suburbs of Paris celebrated its 20th anniversary. Managing director Michel Faust, who has stood at the helm of this French subsidiary for over 10 years, looks back at the last 20 years and ventured to provide KBA Report with an outlook for 2015.

KBA Report: Mr Faust, how did it all begin at KBA-France 20 years ago?

Michel Faust: KBA-France was founded in September 1994 with eight employees in Tremblay-en-France, where its headquarters are situated today. We are proud to be the first subsidiary of a German press manufacturer in France. However, the beginning was anything but easy for us. The takeover of Planeta by Koenig & Bauer in 1991 scared away numerous longstanding Planeta users. Many turned their backs on what then became KBA-Planeta. When KBA-France was founded in 1994 only six Rapidas from Koenig & Bauer had been installed in France.

KBA Report: What is KBA-France's market position like today?

Michel Faust: At the end of 2014 our active press fleet consisted of approx. 200 Rapidas, 50 per cent of which are implemented in commercial printing companies and 50 per cent in packaging printing. Half of all the presses we have sold since 1994 were to new customers. We are particularly proud that over 90 per cent of our existing customers are loyal to KBA. As the number of installed presses grew so did the internal organisation: we opened a second office in Lyon

in 2004 and the number of employees has risen from eight in September 1994 to 35 today. After success in medium and large format over the last two decades, we will now focus more on the half-format segment. We are confident that we can secure a reasonable market share with the completely revised Rapida 75 even in the 50 x 70cm (19.6 x 27.5in) format sector. In 2014 two new Rapida 75 were fired up at printing houses in France: a Rapida 75-4+L at Bruno Calonne Imprimeur in Noeux-les-Mines, northern France, and a Rapida 75-4 at the Parisian hospitals in Charenton-le-Pont.

KBA Report: Which trends can be identified in the French market?

Above left: The team from KBA-France celebrated their 20th company jubilee and thanked customers and partners for their trust in the firm

Above right: Michel Faust has stood at the helm of KBA's French subsidiary as managing director for over 10 years

KBA-France has been based in Tremblay-en-France since 1994



Michel Faust: We are seeing increasing demand for individual solutions with long and complex configurations in the high-end segment of the packaging market. Tailored solutions are a specialty of KBA. Packaging operations with high print runs predominantly bank on high-speed Rapidas with non-stop systems and logistics. Some customers print at speeds of 20,000sph around the clock, such as the highly automated Rapidas 106-6+L at FP Pack (2013) and C.E.C. Carmaux (2014). There is a clear trends towards HR-UV and LED-UV technology in the commercial market. This is particularly true of longer presses with and without perfecting.

KBA Report: What do you expect from 2015?

Michel Faust: We are feeling optimistic despite the difficult economic situation in France at the moment. Thanks to KBA's innovative role as technology leader in packaging it is our goal to hold onto and increase our market share in the crisis-ridden commercial printing sector. We have been a member of Impriclub, one of the most important French associations of commercial printers, since 2014 and have already won the trust of a host of prominent members, such as Pure Impression, Inore Groupe Impression, Zimmermann, Escourbiac, Korus Edition and lapca. In addition, we are committed to continuing to provide our customers with reliable and fast service.

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KBA kicks off the year with service drive

Enhanced productivity and profitability thanks to KBA Service Select

At the beginning of the year KBA service for sheetfed offset presses started afresh: with an expanded line of products, updated services and a fresh site on the KBA website. KBA Radebeul has pooled all of its services regarding sheetfed offset together under the name Service Select. The goal of the flexibly selectable service programme is to enable a high and constant level of availability of the Rapidas in operation on the market. This is in addition to prolonging their machine lives with excellent cost-efficiency, maintaining print quality at the same level delivered by new presses, retrofitting technological improvements with a clear focus on user benefits where possible and minimising waste levels.



KBA offers the following services in detail:

- Service programmes (basic, advanced or full)
- Inspections and maintenance
- 24-hour hotline and remote maintenance (available since 1995, KBA is a pioneer in this area)
- Performance checks
- Measuring technology checks
- Upgrades
- Training
- Press relocations
- Spare parts
- PressConsum (consumables)

A series of short checks was added to the list of offerings recently. Users therefore have the chance to tailor service packages to their individual requirements.

From the line of services available users can individually select those service products which meet the exact needs of their machines. Service contracts can also be flexibly customised accordingly. A further benefit of KBA's service portfolio from a user's point of view: service contracts are by no means essential in order to profit from these high-quality services.

Above left: KBA offers a raft of upgrades, such as LED-UV curing shown here, to boost economy, productivity, print quality and production flexibility

Above right: Regular checks and maintenance prevent unscheduled press stops and have positive impacts on availability and cost efficiency

Left: Original spare parts for presses offer more reliability, as is the case with cars

Service packages help to significantly increase the printing speed of installed presses and slash makeready times. A tailor-made service programme often pays off in a short time. Nevertheless, preventative service has even more advantages: optimum press settings and regular maintenance cut press downtime and deliver a constant high level of production quality. Higher press availability boosts productivity, press output and print quality.

KBA advises each Rapida user individually ensuring that preventative measures can be planned systematically. The services allow press capacities to be better utilised, process steps to be optimised and costs to be reduced. Potential for optimisation also becomes obvious. ROI calculations, such as those made for possible upgrades or retrofits, facilitate the decision-making process.

By using Service Select extremely large investments can be secured over many years, particularly important for small and mid-sized printing companies – also with respect to an improved resale value. As a press manufacturer KBA knows every machine inside-out, has well-trained and experienced professionals, and offers original spare parts with spare part warranties.

The service team in Radebeul (<http://www.kba.com/en/sheetfed-offset/service/service-select/contact-form/>) and the service teams at KBA's sales subsidiaries are always available to answer any questions users may have.

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More information on Service Select can be found here:
<http://www.kba.com/en/sheetfed-offset/service/service-select/>

Dorset's premier print house opts for Rapida 105 with LED curing

Blackmore LED's the Way!

Printing companies not only in Germany and Austria, but in other countries too are investing in innovative LED curing technology for KBA Rapidas. Blackmore Limited in Dorset, England, recently fired up a four-colour Rapida 105 with LED-UV. This is Blackmore's response to changing market demands and a step forward in terms of ecology.

Replacing a press from another manufacturer, the new four-colour B1 Rapida 105 LED press with thick stock option represents a significant uplift in capacity and a broadening of product capabilities.

Environmental friendliness ...

Founded in 1900, Blackmore services the newspaper and periodicals sector as well as high quality commercial print, with one of the cornerstones of its operation being a coveted reputation for environmental responsibility – supported by ISO 14001 certification, FSC and PEFC accreditation and a strict carbon-neutral programme. As much as the increased production efficiencies of the Rapida 105, it was the green credentials of the new LED curing system that made Blackmore invest in its first KBA Rapida.

David Bland, director of marketing and sales: "We had been researching this investment for at least a year and that meant a thorough assessment of the new UV processes. This was important because we wanted to step up the format

to B1 to benefit from higher unit output per impression, and the reductions in run-up waste and faster processing that UV offers would help retain competitiveness on the shorter runs. Added to that, we wanted to add value for our customers, this also included the ability to run a range of thicker and more interesting stocks. There were a host of HR-UV or LE-UV systems available and, for a long period, that was where we were going. But then KBA came up with the LED solution and we had to investigate."

... and other benefits of LED curing

A key advantage is that the LED solution does not involve the use of mercury; nor does it infuse heat into the printed sheet. This delivers immense energy savings and diodes which have a much longer service life. For Blackmore's production director, Nigel Hunt, the new Rapida 105 with LED curing will impact the entire operation: "Along with reduced waste and energy savings, cutting out spray powder will save a lot of headaches. We will be able to print deeper stacks, because there's no heat in the



Above: Magazines and high-end commercial printwork form a part of the printing house's broad product portfolio

Right: David Bland, director of marketing & sales for Blackmore, is looking forward to the higher print capacity delivered by his new Rapida 105



sheets, which will save a lot of floor-space. And because jobs will be able pass through to post-press we can cut lead times." Another major aspect for Nigel Hunt was the system for on-press quality control management. The increases in productivity from reduced downtimes and more jobs-per-shift could be compromised if the quality regime was not up to the mark: "The closed-loop QualiTronic colour control goes hand-in-hand with the overall package."

Blackmore is already recruiting new sales professionals to fill the extra capacity the new Rapida 105 will bring. Its management believes that there is potential to add more than £1m to annual sales (€1.25m). Clients for its high quality commercial print include Greenpeace, Friends of the Earth and the World Wildlife Fund and sectors in which it has a major presence include political parties, charities, pharmaceuticals, aircraft manufacturers and insurance companies and banks.

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Blackmore's production director Nigel Hunt (l) and Chris Scully, sales director for sheetfed presses at KBA (UK), worked together on configuring the press for environmentally friendly production with LED-UV



The KBA Commander CL for a printing house based in Landshut, Bavaria, belonging to German media group Straubinger Tagblatt / Landshuter Zeitung

Bavarian newspaper group upgrades plant in Landshut

Commander CL to print Abendzeitung for Munich

Bavarian newspaper group Straubinger Tagblatt / Landshuter Zeitung has invested in a highly automated KBA Commander CL for the high-quality production of its diverse print media. The Commander CL has proven most popular with the German newspaper market in recent years. Along with printing the *Abendzeitung* for Munich at the firm's site in Landshut this 48-page press will come on stream in stages, replacing a KBA Journal delivered in 1993 and 2001.



Automatic plate changers guarantee fast job changes for the production of target-group orientated newspapers which are typical for the group's plant in Landshut, Germany

"I still believe in the printed newspaper and I am convinced that our regional titles and the *Abendzeitung*, as a strong newspaper for the city of Munich, have a promising future. The new high-tech press will enable us to enhance the immediacy of the *Abendzeitung* and produce our regional titles in a stunning quality," says Straubinger media group publisher, professor Martin Balle.

Investing against the trend

"The Commander CL is scheduled to be fired up in autumn 2015. It will deliver significant gains in terms of productivity, cost efficiency and strengthen the long-term competitiveness of our printed products in the regional media market.

We can't simply complain about the shift in the media market, if you believe in print you have to invest in it. I do this."

Media group with strong regional anchors

In addition to the *Landshuter Zeitung*, which first appeared in 1849, and the *Straubinger Tagblatt* founded in 1860, the group publishes twelve local titles for the south-eastern Bavarian region covering Bogen, Cham, Dingolfing, Freising and Vilsbiburg. The *Abendzeitung* in Munich, the German Federal Republic's oldest tabloid, has belonged to the group since 1 July 2014. This is in addition to a raft of online offerings, an e-paper edition of the printed newspaper and interests in local radio and television stations.

Custom-made cutting-edge technology

The double-width Commander CL will be engineered for the Berliner format (cylinder circumference: 940mm/37in; maximum web width: 1,260mm/49.6in). In straight production it can print up to 84,000 full-colour newspapers per hour. The features include:

- 3 KBA Pastomat reelstands embedded in a KBA Patras A automatic reel handling system with stripping station,
- 3 printing towers with automatic plate changers, automatic colour-register controls, CleanTronic washing systems, automatic inking-unit cleaning and central ink pumping,
- 3 turner bar assemblies with half-cover web leads and spadea production capabilities, a folder superstructure with two formers, a KBA KF 3 jaw folder as well as an additional folder which underwent a general overhaul on site from a previous Journal press,
- Cut-off register, and web-edge and web-centre controls,
- 2 KBA ErgoTronic consoles with EasyTronic for optimal press start-up and automated run-down,
- KBA PressNet for scheduling, presetting and process control including a proofing system and a PRIME interface to the customer's LMS system.

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Highly flexible for newspapers and semi-commercials

Guiyang Daily now also prints with Commander CL

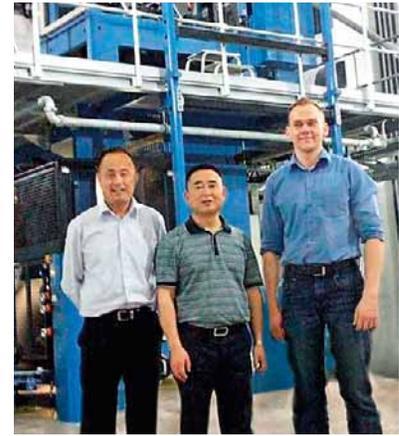
Founded in 1957 the Guiyang Daily Media Group, a Chinese printing and publishing house located in Guiyang, invested in newspaper press technology from KBA for the first time in 2006. Back then the group chose a KBA Comet with six printing towers and three folders. In autumn 2014 the newspaper house reaffirmed its partnership with KBA by flipping the switch on a Commander CL equipped for heatset printing.



The KBA Comet's efficient technology paved the way for the firm's sustained expansion. Along with products published by the group itself, numerous contract titles were won on the market. The Guiyang Daily Media Group invested in print once again despite the effects of the trend towards online media, also noticeable in China. The group publishes five daily newspapers and three magazines, and is also active within the inter-

net sector. Its two most important titles are the *Guiyang Daily* and the *Guiyang Evening News*. The latter, with a daily circulation of 280,000 copies, is the most popular newspaper in the region and distinguishes itself from competitors in terms of quality.

Together with an experienced project team at Guiyang Daily a custom-made Commander CL (cylinder circumference:



L-r: Han Shaosheng (general manager web press sales KBA China), Feng Xiao Ping (plant director at Guiyang Daily) and Andreas Friedrich (general manager sales and service for KBA web presses in northern Asia) are pleased with the inauguration of the new KBA Commander CL



"We will set new benchmarks in the Chinese newspaper industry with our new all-rounder."

Feng Xiao Ping

Thanks to the Commander CL's hot-air dryer the Guiyang Daily Media Group can now also print semi-commercials in-house

1,092mm/43in) was configured with two four-high towers, two reelstands, a hot-air dryer and two jaw folders. Instead of a double folder the new press features two single folders. Both four-high towers can thus operate independently from each other. Its flexible superstructure allows for the handling of a variety of web widths at the touch of a button. The press has been equipped with a heatset dryer ensuring that the group's own magazine-like titles can be produced in-house. Printing house director Feng Xiao Ping: "We aim to tap into new markets with our new press." RollerTronic roller locks are unique in China. They allow the rollers to be set automatically for an optimum print quality within minutes. Automatic washing systems also contribute to short makeready times.

Guiyang Daily is proud of its cutting-edge Commander CL and the excellent collaboration with KBA. "We will set new benchmarks in the Chinese newspaper industry with our new all-rounder," says Feng Xiao Ping.

The whole package also included moving the existing KBA Comet to the new printing plant which was built under the supervision of Feng Xiao Ping in record time. The move is now complete.

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POLARIS TRYKK
Trondheim



Newspapers, magazines, supplements and ads in an outstanding waterless quality

The 19th Cortina at Polaris Trykk in Trondheim

Koenig & Bauer has enjoyed a solid partnership with Polaris Trykk in Trondheim, Norway, for nearly 40 years. A few months ago a new 96-page Cortina (Tabloid format) came on stream at Polaris Trykk. It is the 19th press of this series, which is followed by print experts with great interest, to go live and the fifth equipped with one or more heatset dryers for semi-commercials.

“By investing in a KBA Cortina waterless press, our goal is to be the leading newspaper printing plant in Norway when it comes to quality and productivity,” said Polaris Trykk managing director Steinar Bakken when he ordered the press in late autumn 2013. Just nine months later, in August 2014, the coldset press section with two towers went live and the heatset part with one tower, a hot-air dryer, chill-roller stand and further kit for printing on coated paper was installed before Christmas. The Cortina replaced two conventional KBA Express web presses from 1997. Given its extensive automation the press is much more flexible and faster when changing jobs frequently, and it delivers the excellent print quality associated with water offset printing even in coldset (without dryer). One could say: “A sound investment that went according to plan.”

Trondheim lies on the shore of the Trondheim fjord at the mouth of the river Nidelva and is the third biggest town in Norway

Left centre:
A look at the hot-air dryer in the waterless press' superstructure

Left below: Happy faces after looking at the first prints (l-r): Morten Fonn, Jostein Wiggen, KBA project manager Peter Benz and Trond Singstad

Coldset, heatset and hybrid with the same ink

The products produced on the Cortina without ink changes at Polaris Trykk can be split into four categories:

- Coldset: printed products on standard newsprint (usually as tabloid, also stitched)
- Improved coldset: higher quality delivered by improved paper with a higher grammage (up to 120g/m²), usually stitched
- Heatset: semi-commercial quality with coated, sometimes glossy paper, also smaller formats similar to A4, nearly always stitched
- Hybrid products: coldset and heatset sections mixed

Along with the press' renowned good print quality, Polaris Trykk aims to exploit the higher level of substrate and

production flexibility delivered by waterless offset printing, and develop and market new products together with internal and external customers. Steinar Bakken: “By producing top-quality coldset, heatset and hybrid products we will be able to offer our customers more options, expand into new markets and be better equipped to face competition from electronic media.” The possibility to produce various products on the Cortina with its fast plate changing, flexible web widths and without time-consuming ink changes is a key advantage over other printing houses.

A broad product range opens up new opportunities

Improved coldset products in particular have a bright future as these are produced without using high-energy heatset dryers and are therefore cheaper





to make. In addition, they have striking visual qualities which are valued by many readers. The high-quality inserts and magazines produced in coldset on improved, newsprint-like paper by Mitt Media, a Swedish Cortina user, have proved to be very successful. Polaris Trykk has also become aware of growing interest in the Norwegian market. A positive side effect of this is that printed products on uncoated paper are seen as environmentally friendly by users and advertisers. This fits well with the waterless Cortina's favourable eco-friendly image. The Norwegian media group and its customers place great importance on climate protection.

Strong market position in Norway

Polaris Trykk in Trondheim is one of the largest printing plants in Norway. Its history goes back to 1767 and the foundation of *Adresseavisen*, the oldest running

newspaper in Norway. The media group is 100 per cent owned by Polaris Media, one of the country's three largest media houses. Along with its print business, the group is also very active in the electronic media arena and is a leader in providing cross-media information via the internet, print, radio and television.

From the northwest Norwegian coast to all the way to the North Cape, Polaris Trykk is the region's market leader with plants located in Trondheim, Ålesund, Harstad and Alta. It also has a 50 per cent stake in a plant in Orkanger and all of its printing plants are certified in accordance with national and Scandinavian environmental criteria defined by the authorities. Approximately half of the firm's revenue of €55m (\$65m) is generated in Trondheim with printing the regional titles *Adresseavisen* and *Trønder-Avisa* as well as part editions of the national

dailies *Verden Gang*, *Dagbladet*, *Dagens Næringsliv* and *Aftenposten*. Inserts for *Adresseavisen* and other commercial products for national customers are also produced.

Web press with premium kit

The Cortina has a cylinder circumference of 1,120mm (44in), a 560mm (22in) cut-off and a maximum web width of 1,600mm (63in). It delivers 48 broadsheet or 96 tabloid pages, all in full colour, at a maximum rate of 40,000 copies per hour. The reels are transferred by AGVs to the KBA Patras A automated paper logistics system which convey them to the reelstands. The three only 4m-high (13ft) compact printing towers are equipped with automatic plate changing and blanket washing systems. The press' 13m-long (43ft) hot-air dryer features a thermal after-burning unit.

The KF5 jaw folder in the superstructure is equipped with two formers, a gluer, three ribbon stitchers and a ribbon splitting device. Length and cross perforation, the KBA section stitcher and a quarterfold support high production flexibility and a broad product range. As tabloid pages are fairly usual in Scandinavia, KBA's ribbon splitting device will be added to ease production and cut makeready. This allows the webs to be guided unturned over both formers, and the slit ribbons then to be assigned more flexibly to the three KBA ribbon stitchers. Provisions have been made for a further reelstand, printing tower and folder.

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Above right: Newspapers are predominantly produced in coldset at night

Above: Ad inserts on coated paper are just one of many products printed on the KBA Cortina

Centre: Magazines are also produced in heatset, coldset or as hybrid products in a high print quality on the waterless Cortina

Left page: The printing tower on the right belonging to the 48-page Cortina at Polaris Trykk can be used for coldset or heatset production

Ouest-France receives press award and orders second Commander CL

Flexible Commander CL surpasses all expectations in Rennes

In autumn 2014 French media group Sipa – Ouest-France flipped the switch on a Commander CL 4/1 at the company's headquarters in Rennes. The flexible four-high press installed at France's largest newspaper group admirably took over the printing of numerous part editions. As it surpassed all expectations regarding economy and print quality, the media house recently placed an order for a second, almost identical Commander CL 4/1. The group's brave investment in print was rewarded with the sought-after French "Les Trophées de l'Innovation Presse" press prize in the category "Best print innovation 2014".

Heavyweight in the media arena

Sipa – Ouest-France is one of the most influential media companies in Europe with annual sales of over €1bn (\$1.39bn) in 2013. Its core business is in the publication of regional and topic-based newspapers. The shining star of France's second-largest press company is

The first KBA Commander CL at Ouest-France has been in operation since autumn 2014

the daily newspaper *Ouest-France*. With a daily circulation of around 800,000 copies and 53 editions, the title founded in 1944 has been France's largest daily newspaper since 1975. It is printed in Rennes and sold in the three regions of western France Brittany, Pays de Loire and Lower Normandy as well as in the

Paris area. The group has a total regional circulation of about 1 million copies including the Sunday newspaper, *Dimanche Ouest-France*, and the regional titles *Presse de la Manche*, *Le Courrier de l'Ouest*, *Presse-Océan* and *Le Maine Libre*. Furthermore, Publihebdo, a division of the company, publishes 79 weeklies in seven regions with a total circulation of over 830,000 copies. This is in addition to shares in the free newspaper *20 Minutes France*.

Along with print media and publishing, the media company is also active in advertising, marketing, consulting and radio. The group is also particularly innovative in the multimedia sector. Its online portals for cars, property and a job market are very popular.

Award-winning investment policy

Ouest-France has two production sites: one in Rennes currently with five presses and one in La Chevrolière, near Nantes, with two web presses. The group felt it had to renew its press fleet due to the pressure put on printed newspapers by the digitalisation of the media landscape over the last several years. Printing plant director Emile Hédan: "We have to continue to modernise our printing plants due to the media shift and prepare them for the future by increasing full colour capacity, efficiency and economy. In order to do this we need tailor-made presses in terms of automation and kit that delivers a high level of print quality, reliability and production flexibility. The KBA Commander CL has met our expectations regarding all the points mentioned."

The first Commander was installed at the group's main site in Rennes in 2014. The second, almost identical press line





Above: The second Commander CL 4/1 consists of five four-high towers for 4/4 printing, a 1/1 printing unit, a KF 5 jaw folder with a ribbon stitcher and six Pastomat reelstands

Centre: The Ouest-France newspaper has been printed in Rennes since 1944 and it is France's largest daily with a daily circulation of 800,000 copies in 53 regional editions

At a French newspaper awards ceremony Emile Hédan, printing plant director at Ouest-France (r), received the first prize in the category "Best print innovation 2014" in November 2014

is expected to come on stream in spring 2016. The new KBA presses will replace three old Miller Nohab presses from 1978. According to Ouest-France its €32m-investment (\$36m) will pay off in a few years and as part of the French "Les Trophées de l'Innovation Presse" press awards it was presented with a prize in the category "Best print innovation 2014" on 26 November.

Considerable spike in productivity

The new investment will boost productivity of the printing facility in Rennes substantially. Just like the first press, the second KBA Commander CL (Format: 350 x 500mm/13.8 x 19.7in) has a production output of 84,000 Broadsheet newspapers with up to 48 pages per hour (40 of which in four colours), or double each page number for Tabloid products.

Both 4/1 presses consist essentially of five four-high towers for 4/4 printing, a 1/1 printing unit, a KF 5 jaw folder with a ribbon stitcher and six Pastomat reelstands. They enable automatic pagination changes. Further kit includes automatic RollerTronic roller locks, ink feed and ink unit washing systems, automatic colour and cut-off register controls, and semi-automatic plate changing systems. The Commander CL 4/1 will be controlled by ErgoTronic consoles incorporating the automation modules KBA EasyStart for automatic press start-up and EasyClean-up for automatic press run-down. A PRIME interface will allow the integration into the existing job scheduling and press preset system.

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High-Performance Metal Decorator of the Year 2013

KBA-MetalPrint award for China Food Packaging

The first “High-Performance Metal Decorator of the Year” award went to China Food Packaging in China in 2013. In the future KBA-MetalPrint plans to honour one customer a year who uses the company’s products to demonstrate achievement beyond the scope of everyday performance in the field of metal decorating.

The final decision was reached by a jury comprising KBA-MetalPrint representatives from sales, technical services and management. China Food Packaging received the 2013 award for a truly ex-

traordinary achievement – the company clocked over 42 million impressions in one year on its MetalStar. The first six-colour MetalStar UV press went live in at the firm in July 2012. Since then, it

The 6-colour MetalStar UV press at China Food Packaging has already printed over 100 million sheets since July 2012



During a visit to Germany Xu Jia-Cheng (centre) general manager of China Food Packaging metal-printing division, picked up the award from Jens Laukhardt, KBA-MetalPrint sales director China (l), and Frank Liao, general manager metal decorating KBA China (r)

has printed well over 100 million metal sheets. In 2013 production topped over 42 million sheets per year for the first time. This represents a daily output of up to 130,000 sheets and an average production speed of over 7,800 sheets per hour, a fantastic result!

China Food Packaging uses the MetalStar to produce mainly three-piece beverage cans for the Chinese market. Run lengths vary from 1,000 to 100,000 sheets. “We now hope to break the record again with 43 million sheets this year,” says Mr. Xu Jia-Cheng, general manager of CFP metal-printing division, who picked up the award for China Food Packaging on behalf of CEO and chairman Chan Man during a visit to Germany.

In the meantime, there are already three MetalStar UV lines in operation around the clock at China Food Packaging. And the fourth – another 6-colour UV line – is on its way to Fujian Guangai Metals Package Co., Ltd. in Putian City.

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Pallas Group relies on proven technology from KBA-MePrint during reconstruction

Like a phoenix from the ashes with two Premium presses

The fire that raged through the Pallas Group in Lower Saxony, Germany, on 1 April 2013 was no April Fool's Day hoax. The production hall for producing CDs was burnt down to its foundations, but thankfully no one was hurt. After the reconstruction work finished the company invested in two Premium offset printing systems from KBA-MePrint delivering photorealistic printwork on DVDs, CDs and MiniDiscs.

The accident had great repercussions for the whole of Northern Germany. The facility in Diepholz, near Osnabrück, lost its entire printing plant and all systems for printing storage media overnight and its future thus lay in the balance. However, thanks to its replacement value insurance, which covered damage amounting to millions, the rebuilding could start immediately. A cutting-edge production plant was constructed in Diepholz after a short building phase. The new hall was opened in summer 2014 and shortly afterwards the first CDs and DVDs were produced there once again.

Frank Winter from KBA-MePrint (r) explains the technology found in the new Premium to Holger Neumann, managing director of the Pallas Group

Convincing benefits

When on the hunt for new printing systems the company quickly turned its attention to the waterless Premium offset system from KBA-MePrint. The compact Premium with four waterless offset printing units, semi-automatic plate changing and two flat-bed screen printing units for priming and varnishing was custom-made for the production of CDs and DVDs. Minimal makeready times, little waste, easy handling and photorealistic colour printing at speeds of up to 7,200 data storage devices per second were all winning arguments for the investment in two systems.

Today the facility in Diepholz is one of Germany's most cutting-edge plants for the manufacturing of DVDs and CDs thanks to these two Premium machines

”

“I am certain that storage devices, such as CDs or DVDs, have a good few years left on the market.”

Holger Neumann,
managing director of the Pallas Group

and three new pressing machines. It focuses on handling small to medium-sized jobs ranging from approx. 150 to 600 pieces in multi-shift operation. However, print runs of over 3,000 are also not uncommon.

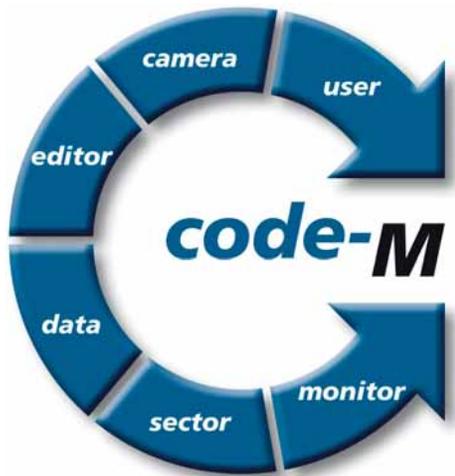
A blessing in disguise

After six months in operation the firm is pleased with its new printing systems. Both Premium machines have surpassed all expectations. The high print quality and fast job change thanks to semi-automatic printing plate changing with high registration accuracy ensure the systems remain competitive for all job sizes. The Pallas Group has paved the way for solid growth especially in connection with the production of classic vinyl LPs.

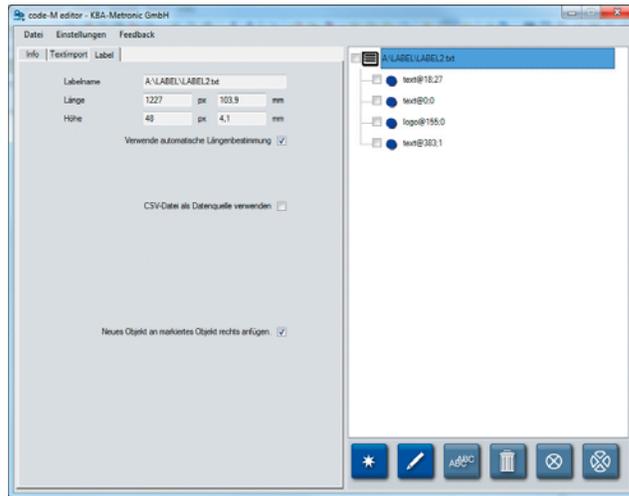
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Code-M software modules



Programme for creating complex texts for the alphaJET and betaJET verso from KBA-Metronic

Centrally controlling and monitoring marking systems

Code-M software cuts errors in inline marking

Inkjet printers from KBA-Metronic are the first choice for printing on a wide range of surfaces. A connection via Ethernet and USB to higher-level control systems ensures seamless integration into production lines. The central management and control system of inline marking systems make the new code-M software a success.

print jobs on all lines, acknowledge remote messages and query the status of the devices for example.



Text preview

Marking solutions from KBA-Metronic are known for their high level of flexibility and ease of integration into existing production lines. An example of this is the alphaJET inkjet printers, which can mark products such as bottles, cans and Tetrapaks with a simple date and text or complex barcode. They are intuitively operated using a control panel and all of the required inputs can be performed directly at the printer.

The response from KBA-Metronic is a modular software package called code-M which addresses marking solutions for various branches with the alphaJET and betaJET. "We have made a further contribution to the integration of these two inkjet printer series into modern production management with our new code-M software," explains Oliver Volland, managing director of KBA-Metronic.

Optimum integration into production

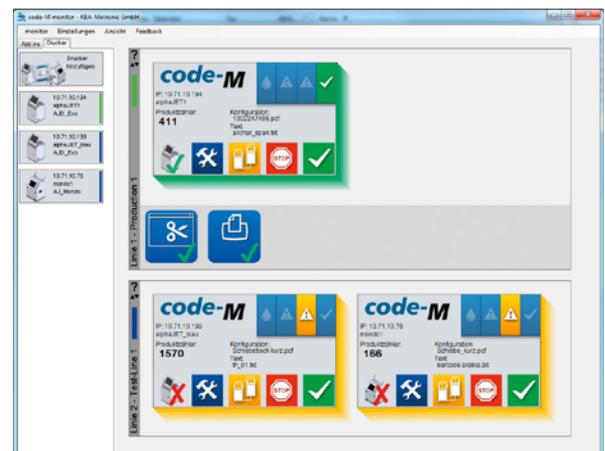
The central management of devices via PC is key to optimising production. The alphaJET and betaJET marking systems fit seamlessly into operational goods and production management when connected to an ERP system, such as SAP.

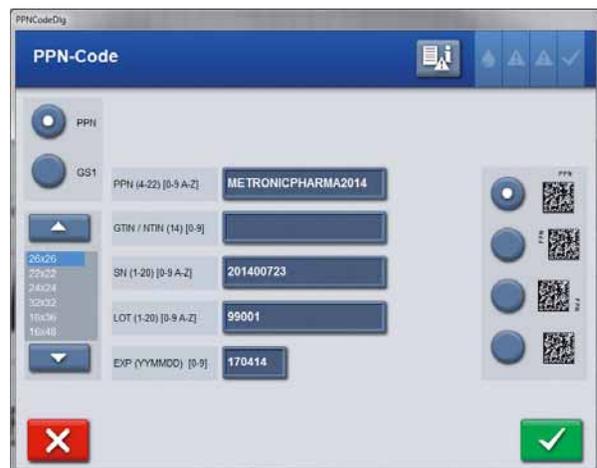
In particular for production with frequent job changes, input at different marking stations within the line is a common source of error. An incorrect product code can have serious consequences in terms of legal liability. In any case, the wrong code affects the downstream logistics chain. A centralised solution, e.g. managed by the production planning department, promises better results. Product codes, dates and text can be taken directly from ERP systems.

The cutting-edge code-M software delivers a host of benefits. The user has full control over the inkjet systems in a production line. As part of monitoring the line it is possible to simultaneously start

It is easy to coordinate print jobs from Windows applications like Codesoft or connect to databases in the corporate network using data sets in CSV format (comma separated values) or enable direct access to SQL databases. The production planning department can create complex text layouts on the computer screen using the editor module. Users can choose from a wide selection of fonts and formatting with the integrated Windows printer driver. Another advantage is the familiar Windows environment.

Programme for monitoring alphaJET and betaJET printers





Above left: Camera settings within the framework of the special programme code-M sector

Above right: alphaJET user interface for the PC

Below left: betaJET user interface for the PC

Below right: betaJET Pharma PPN entry mask

Increased system availability

Managing marking systems from a central location, such as the production planning department, offers additional advantages. Time-consuming phone calls and misunderstandings between production and production planning are a thing of the past thanks to code-M. For instance, it is possible to restrict the types of operations that the operating personnel can perform on the line. This can be used to prevent the inadvertent entry of incorrect codes, numbers or text during production. Thanks to its central management system spontaneous marketing campaigns with winning codes can be easily implemented without the need for manual intervention on the line.

Remote diagnosis via code-M is another valuable feature. It provides a 360-degree view of the marking system's availability. It is possible to determine at an early point in time whether a printer will require servicing by using error reports delivered via the network. System downtime due to production changes can be cut with a predictive maintenance approach during production-free periods,



“The new code-M software is our contribution to the integration of our inkjet printers into cutting-edge production management.”

Oliver Volland,
managing director of
KBA-Metronic

saving money and increasing system availability.

Code-M modules at a glance

The minimum requirements for the central PC are not all that demanding. It supports all versions of Windows from XP to 8.1. The minimum PC requirements are a 4.2 GHz Pentium processor, 1024 MB RAM, 300 MB free hard disk space, 100-Mbit Ethernet port and a USB mouse.

The modular code-M design makes it easier to adapt to new requirements and to add new modules for specific industries or demands. Currently, code-M has six modules: code-M monitor, code-M sector, code-M camera, code-M data, code-M edit, code-M user. Code-M performs classic line-monitoring tasks, such as status queries, remote error message acknowledgement, print job management, control of alphaJET and betaJET series print jobs – all via the corporate network.

Code-M camera is used for classic track & trace applications to monitor the printing process using a camera and expiration-date control. Code-M data simplifies

the printer connection to SQL databases. Windows and SAP databases are supported. CSV functionality is expanded. This makes it possible for users to select data records and control repeat printing jobs. Potential applications include serial codes, winning codes and addresses.

Code-M edit allows users to comfortably enter complex print images themselves. The code-M user module provides unrestricted use of the printer via PC, including access to all features. The same user interface appears on both the PC screen and the device display.

Industry solutions also for existing systems

Code-M sector is the perfect choice for various industry solutions, such as the cable, food, tobacco and beverage industries. The code-M modules are not just meant for new inline marking systems and existing systems can also be upgraded in many cases. Code-M is a further step for KBA-Metronic in improving the performance and economy of marking solutions.

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A smart combination: screen, hot stamping, inkjet, pad printing etc.

HYBRID presses open up more options in container printing

Our subsidiary KBA-Kammann in Bad Oeynhausen, Germany, is one of the world's leading manufacturers of printing systems for the direct decoration of three dimensional containers made of glass, plastic and metal. The company continues to integrate a number of decoration technologies into its current product portfolio.

KBA-Kammann has been a renowned specialist for screen printing presses on the global market for over 60 years. In recent years the company has developed combined decoration machines

Above left:
The K15 CNC HYBRID press series unveiled by KBA-Kammann at glasstec2014 combines both screen and digital (inkjet) printing with LED-UV and conventional UV curing

Above right:
Labelling stations can also be integrated in the HYBRID presses from KBA-Kammann



KBA-Kammann offers unique selling points in a raft of target markets with its HYBRID combination presses

with integrated screen, hot stamping, pad printing and/or labelling stations under the name "KBA-Kammann HYBRID", thus carving out its own unique niche in a raft of target markets.

Hot on the heels of the world premiere of its K1 CNC digital inkjet press series at K-2013, the trade show for plastics and rubber, in autumn two years ago, KBA-Kammann unveiled the next step in innovation – a hybrid machine with digital technology – at glasstec2014 in Düsseldorf. The K15 CNC combines screen and digital (inkjet) with LED-UV and conventional UV curing.

Broad application spectrum

All of the machine concepts enable the decoration of objects made of glass, plastic and metal in various shapes. The K1 CNC product line focuses on the universal applicability for the decoration of special containers with minimal tool costs and small jobs. The K15 CNC series appeals to a wide range of application fields due to its flexible design. Cutting-edge CNC control technology and robotics guarantee fast

changeovers, low tool costs and a high output.

The company currently offers the digital printing module white + CMYK also in combination with the screen printing process as a configuration for spot and special colours. Drop On Demand high-end inkjet modules and piezo technology satisfy even the highest customer demands.

The HYBRID machines from KBA-Kammann are able to decorate hollow containers measuring up to 450mm (17.7in) in length and 120mm (4.7in) in diameter with a print image height of maximum 220mm (8.7in) in inkjet. Output currently stands at up to 60 objects a minute in one-up production.

KBA-Kammann offers LED-UV modules and UV technology for pinning and end-of-press drying of the ink systems used to meet the various demands of diverse target markets and sectors to a great extent.

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Coding curved surfaces with the alphaJET into

A German printer for Austrian wine

Wine and champagne bottles have to be marked with traceability codes. Markings for tracking and other codes have to be clearly legible. Manufacturers and distributors of high-quality beverages therefore rely on appropriate coding devices which code their products quickly and permanently. This is why prominent winery Weingut Strauss in Austria turned to the specialists from KBA-Metronic.

The Strauss wine estate located in the heart of Southern Styria, in Austria, has been run by the founding family since 1810. Today it is managed by Karl and Gustav Strauss. The wine bottles have to be marked with batch numbers

for quality management purposes. An alphaJET into, designed for the food, consumer goods, pharmaceutical and packaging industries, has therefore been in operation at the estate since 2013. KBA-Metronic's range of alphaJET inkjet

Below left: A wine bottle coded by the alphaJET into

Karl and Gustav Strauss from Weingut Strauss



The alphaJET into has been implemented directly into the labeller

printers can even permanently apply ink to wet surfaces without any smearing.

KBA-Metronic has tailored its coding technology to shopfloor demands and challenging surfaces, such as glass. The alphaJET into has enabled the Strauss winery to print the production date and the shift in which the bottle was filled onto the curved base of all of its bottles. The ink dries immediately ensuring that production can continue at pace. The Austrian vineyard's managers can see at a glance when a particular bottle was filled and which batch it comes from. The printer can print up to five lines at speeds of 2,400 characters per second.

A clean solution

As the bottling and labelling is carried out at high speed the individual components in the production line have to work together seamlessly. With the alphaJET the Strauss winery have an all-rounder, a low-maintenance, versatile machine that easily handles high-speed production. For example, a filter change is only required after 4,000 hours of use and the pump runs reliably for at least 10,000 hours.

Its software lets operators see a print preview, preventing print errors and costly rework. Furthermore, the ink bottles can be replaced at any time during print operation, reducing downtime and the associated costs.

Gustav Strauss is very pleased with the integration of the alphaJET into directly into the labeller. "In the future we are considering printing our logo onto other products and will use an inkjet printer from KBA-Metronic to achieve this," he says.

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KBA North America lights up Graph Expo 2014



The KBA North America stand at Graph Expo offered the chance for talks with longstanding and new customers

Mark Hischar: “With our continual goal of being the easiest company to do business with, we recently implemented several initiatives for training and education of our staff and customers. All of these initiatives support our growing market share and further expansion into the packaging industry. We are also active in the flexible packaging market and are the exclusive distributor for KBA-Flexotecnica’s flexo presses in North America. Our sheetfed sales have been strong with many unique configurations and new quality control enhancements as well as KBA-only automation features that have been able to fuel our customer satisfaction and growth.

Over half of the large-format press installations in North America are KBA. Our partnership with HP will help the corrugated industry to enhance productivity and flexibility as the new digital press combines the strengths of both companies.”

KBA North America lit up **Graph Expo 2014** with a flurry of industry-leading announcements, such as the partnership with HP in the digital corrugated printing segment, the introduction of the new RotaJET L digital press platform by project manager

Oliver Baar and new innovations for conventional offset presses. The trade fair was held in Chicago's McCormick Place. Mark Hischar, president and CEO of KBA North America, was extremely pleased with the customer turnout at the show.

Sales subsidiaries of the year 2014



Ralf Sammeck, executive vice president for the sheetfed offset product house (r), thanked the award-winning representatives for their hard work and presented Jan Korenc, managing director of KBA CEE (2nd right), with first prize. Mark Hischar, managing director of KBA North America (3rd right), received a certificate for second place and the certificate for third place went to Michel Faust, managing director KBA-France (2nd left), and sales director responsible for the Far East Dietmar Heyduck (l) on behalf of Kenneth Hansen, managing director of KBA-Japan

As part of the annual sheetfed offset sales meeting in Radebeul the best sales subsidiaries of the year 2014 were awarded prizes. KBA CEE received the first prize for its extremely successful

development of the market in Poland, the Czech Republic and Slovakia. KBA North America came in second place thanks to its very favourable new press sales figures and the expansion of its

consultancy and service offerings which are highly valued by our North American customers. KBA-France and KBA-Japan came joint third for their success in their respective sales areas.

Rapida 164 for Flower City Printing in Rochester

Longstanding KBA customer **Flower City Printing** (FCP®) in Rochester, New York, has ordered a highly automated large-format Rapida 164 with seven printing units and coater from KBA North America. The new press features KBA unique automation modules for this format class, such as dedicated drive technology cutting makeready times and the award-winning DriveTronic SIS side-lay-free infeed.

Founded in 1970 and after transitioning into a commercial printing firm, Flower City purchased its first large-format press in 1991. Success in the large-format market, particularly retail, led to the purchase of two 64-inch presses between 1995 and 1998. To accommodate the additional growth, the company moved its headquarters and manufacturing operations to its present 12,500m² (135,000ft²) site in 1998. Additional expansions have since increased operation size to 35,000m² (375,000ft²) in three locations.

The management team at Flower City Printing is excited about its investment in a new specially-configured KBA Rapida 164. First row, l-r: George Scharr, vice chair/CFO; William Oliveri, chairman/CEO; Carin Laniak, vice president of sales development. Second row, l-r: Patty Kuhn, vice president of human resources; Kirk Ellsworth, general manager; Rich Schepler, vice president corporate capacity & expansion; Laurie Hammond, assistant controller; and Mike Welch, senior corporate financial analyst

Today FCP® and its affiliates have grown to more than \$68m in annual sales with about 300 employees and regional sales offices across the country. The group continues to invest in new space and equipment, adding both offset and flexo presses, plus a variety of peripheral and support assets. Along with American customers, FCP® also supplies a host of customers in Asia and central America.

President and CEO William Oliveri: "It's been our loyal customers' success that



has enabled our company to grow along with them and invest in the very best equipment. Our goal is to exceed our customers' expectations each and every day and our new Rapida 164 will help us to achieve this thanks to its high level of productivity with even shorter lead times."

Initiative Online Print meet at KBA in Radebeul

Members of **Initiative Online Print** (IOP), an association of managing directors and decision-makers from leading online printing companies, met on 5 and 6 February at KBA in Radebeul, Germany. The event was hosted by KBA Deutschland which has been a member of IOP since 2012. Managing director Reinhard Marschall: "KBA is a part of the online print industry and identifies itself with cutting-edge technology in highly

automated production, such as those usual in the web-to-print business."

On the first day the CEOs of the online printing companies had the chance to look behind the scenes of modern press manufacturing during a tour of the KBA plant. They were also able to view fast makeready and the production of several typical online jobs, such as brochures and gang formes, first hand.



Decision-makers from prominent online printing firms avidly followed in the print demonstrations on a Rapida 145

The second day kicked off with discussions about the typical challenges facing internet printers and IOP took on two new members. Today they represent sales of over €3bn (\$3.39bn) in online printing. Sven Winterstein, owner of Letterjazz Print Studios in Essen, Germany, presented visually striking printed products which were produced by hand using the letterpress printing process, with hot-foil embossing, screen printing, laminating, coloured edging and other finishing effects. These examples can also expand the portfolio of online printers in the high-end segment.

"We were introduced to a very different side of press engineering," says IOP chairman Bernd Zipper. "However, the machine manufacturers' correct perception of the highly agile field of online printers is also very important." KBA sales manager Rolf Possekel: "It is also very enriching for us to find out more about the demands in industrialised printing."

Unusual Rapida 106 for McLean Packaging Corporation

At its 10,000m² (100,000ft²) state-of-the-art folding carton manufacturing site in Moorestown, New Jersey, **McLean Packaging Corporation** recently installed a specially-configured Rapida 106 featuring seven inking units, a coater, two drying stubs, an eighth inking unit, second coater and extended delivery. It is the first KBA press to go to this award-winning high-end designer of premium packaging and displays.

“Our success is built upon continually exceeding the expectations of our customers, both for premium packaging and carton production,” says Joe Fenkel, chairman and CEO of McLean Packaging. “We like taking projects that are challenging and delivering a superb product. Our new KBA Rapida 106 hybrid press is a key investment. Our vision is to leverage the unique technology on this specially-configured press to create shelf appeal on our packaging products.”

The press can run both conventional and UV ink allowing McLean to be more

L-r: McLean Packaging's Jeffrey Besnick, vice president and general manager; Joseph Fenkel, chairman and CEO; Edward Heffernan, KBA sales representative; and Rob Watts, pressroom manager; proudly display the features of the new KBA Rapida 106 at the Moorestown facility in New Jersey



cost effective as it enters into new markets. The firm put special emphasis on sheet inspection and inline colour density measurement by adding the KBA QualiTronic ColorControl system to ensure that the quality of every sheet is monitored. Other impressive features include the GATF award-winning KBA DriveTronic SIS sidelay-free infeed that allows for less makeready and waste,

as well as automatic plate loading and plate clamping.

“This is our first KBA press. The decision to switch to a Rapida was clinched by the overall package of innovative solutions and high press speed,” says Joseph Fenkel. “We found that KBA has a wonderful, very knowledgeable support team that caters to mid-size independent firms like ours”.

PHS retrofits Colorman electronics at Druckhaus Nürnberg



Happy faces after signing the contract for the retrofit at the World Publishing Expo in Amsterdam: (l-r) Sebastian Steinkohl (PHS), Michael Bendel (VNP), Harald Klein (PHS), Klaus Wiesner (VNP) and Jörg Zägelein (VNP)

At the end of last year **Printhouse-Service (PHS)** began modifying discontinued Interbus loop components belonging to a Colorman press at pub-

lishing house Verlag Nürnberger Presse Druckhaus Nürnberg (VNP). The technicians responsible at media house Nürnberger Nachrichten were bowled over by the flexible and cost-effective retrofit package from PHS. The KBA subsidiary has already carried out similar retrofits successfully at a raft of other newspaper houses.

The large Colorman press with twelve satellite printing towers, 16 reelstands and six inking units was fired up in 2003. The press' electronic components in particular were in need of replacing without interrupting production. Web break sensors, filling level sensors for the ink ducts and encoders for positioning the turner bars were all replaced. PHS business unit director Harald Klein: “We are delighted to have acquired another renowned customer with VNP, and not only because of our mechanical maintenance activities

but also for our growing retrofit business.”

Plant manager Michael Bendel: “From the raft of bids we received we were impressed most with the proposal from PHS to replace the discontinued parts with standard components without any significant interference to the existing control system. Along with ensuring considerably fewer interruptions to daily production the retrofit package was offered at an extremely competitive price.”

Founded in 1945 Verlag Nürnberger Presse Druckhaus Nürnberg publishes the Nürnberger Nachrichten (NN) and Nürnberger Zeitung (NZ) newspapers which are known nationwide. Together with their local editions (Erlanger Nachrichten, Fürther Nachrichten etc.) they have a daily circulation of over 260,000 copies.



Some 75 representatives from Cortina printing plants and supply firms met for the tenth Cortina user workshop at KBA in Würzburg. The Marienberg Fortress, a famous Würzburg landmark, can be seen in the background

10th Cortina user workshop at KBA

Users of the Cortina waterless newspaper press from Germany and abroad met for the tenth user workshop at Koenig & Bauer in Würzburg in November 2014. Project manager Peter Benz put together an extremely varied agenda for the participants which have proved to be open to new ideas regarding the application and marketing of high-quality waterless web offset printing. He also hosted the event that focused on hot topics and the a pooling of news and views between the Cortina users whose numbers have increased to 19.

This year's user meeting began with an evening meal at the Marienberg Fortress. KBA CEO and president Claus Bolza-Schünemann welcomed 75 participants from the newspaper and supply industry the following morning to the press manufacturer's main plant, where the compact Cortina was born 15 years ago. KBA marketing director Klaus Schmidt gave an overview of current developments in the print market and the resulting realignment of the KBA Group. His conclusion: "Printed newspapers will still be around in 2030. However, they will be different to today's newspapers in terms of contents and look. We all have to contribute to promoting the strengths of print in the media arena. Simply reducing costs leads to a downward spiral. Surprising contents, smart commentaries and an attractive appearance are in demand."

The results of a survey carried out at mid-sized advertising agencies on the image and potential of print in the competitive media arena with a focus on the future of waterless newspaper printing were presented by Matthias Tietz. He is managing director at Rheinisch-Bergische Druckerei (RBD) in Düsseldorf which has successfully drummed up ad-

ditional business with its Cortina press along with day-to-day newspaper printing. According to him, many agencies were positively surprised by the quality and special haptic qualities of the magazines and supplements printed in waterless coldset as well as newspapers partially coated inline. They also see opportunities to use these more in advertising. Nevertheless, it also became clear that the potential of waterless web offset printing is known to very few in the agency scene.

The materials for waterless web printing, in particular printing plates, inks and blankets, have come a long way since the first KBA Cortina was delivered at the beginning of 2005. For the first users this process which was viewed as at the beginning has long become routine. New users such as Trierischer Volksfreund in Germany or Polaris Trykk in Trondheim Norway also profit from the exchange of experiences with suppliers and colleagues at the annual user workshop. Dr Wolfgang Rauh from the Graphic Technology Research Association (Fogra Forschungsgesellschaft Druck e.V.) presented a research project by the German Federation of Industrial Research Associations (AiF) titled "Specification Cortina inks" which aims to contribute to the further standardisation this process. Patrick Zürcher, managing director at Freiburger Druck, a former Cortina pioneer, outlined the results of a focus group which discussed quality management. Valentin Kneile from Rheinpfalz in Ludwigshafen, Germany, provided representatives of the consumable industry present with an analysis of the current situation from the user's point of view.

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