

Report

PRODUCTS|PRACTICES|PERSPECTIVES

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Even in these challenging times KBA continues to focus on innovation. One example of this is the new large-format Rapida 164 unveiled at the KBA plant in Radebeul in June

The willingness to explore new avenues is paramount

Today's print arena demands entrepreneurship

The print industry is currently undergoing a fundamental transformation. In addition to shifts in customer and consumer priorities and changes to common production processes, the internet, tablet PCs, smartphones and digital technologies are all changing print's role in the media arena. Demands for faster, easier, cheaper, more target-group orientated and cross-media print products are just some of the challenges facing service providers and their suppliers every day.

At the end of the day all of this is not possible without innovation and investment in terms of processes and technology, as well as the willingness of managers and employees to explore new avenues. Some firms react too late or are overwhelmed with the growing pressure from changes, competition and costs. Takeovers and insolvency sadly often go hand-in-hand with this fast shift.

However, phases of change also offer opportunities for creative ac-

tion and bold entrepreneurship. Successful internet printers are not the only example of this. Other examples from various business areas and regions can be found in this issue of *KBA Report* along with the latest information regarding new technologies and processes. Perhaps you'll find some inspiration for your business and together we can push print forward.

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Claus Bolza-Schünemann
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Exciting times for print

News from print over the last few months has been gripping. Super-regional headlines were made in particular when Axel Springer Verlag sold its newspaper titles the *Hamburger Abendblatt* and *Berliner Morgenpost*, which have belonged to the media house since its founding, as well as magazines to the Funke MedienGruppe (formerly WAZ). Additionally, the *Washington Post* was bought by the founder of Amazon and eCommerce guru Jeff Bezos. The strange thing about these stories is that while Springer sold prominent print titles to boost its eCommerce activities by purchasing further portals, Jeff Bezos used his fortune earned with online trading to buy a newspaper popular in Washington and far beyond.

All parties involved seem to see an opportunity from the deals, otherwise they wouldn't have followed through. Mathias Döpfner from Axel Springer has often alluded to his strategy "move away from print and to online" and thus accepts that with it one of the largest German media houses is gradually turning into a digital trading platform for cars, property and other consumer goods. Jeff Bezos is giving little away in terms of his goals and strategies. However, we can assume that he is fond of the influential brand the *Washington Post*, which in combination with the strongly propagated digital reading

device, the Kindle, he could turn into a lucrative business package.

Both events are examples of the enormous shift in the print and media landscape. They paralyse and make some in our industry insecure when making corporate and investment decisions. These strategies, which seem divergent at first sight, also demonstrate that following the motto "print is dead, long live online" alone is not the only best way forward. There are too many unfulfilled expectations in the online sector. But it is a fact that print and online will grow together into multi-channelled communication solutions with which money can be made. The same is true of analogue and digital technologies in the printing process itself. Both processes have their strengths and limitations, and are increasingly used in combination as part of modern marketing strategies.

In terms of new orders KBA also feels the effects of latent uncertainty with regards to future developments in parts of the printing industry. Economic weakness in some key sales markets has strengthened this trend. This is particularly the case for media-related and ad-dependent print sectors, such as commercial, book, magazine and newspaper printing. Even technically and economically

viable investments are being continually postponed, which doesn't make our planning and capacity utilisation any easier. But there is no point complaining about this. For years we have adjusted our organisation with our own resources accordingly to a changing and, in some segments, smaller market. We regularly develop new products and processes to meet the changing demands of our manifold customers, and invest in print markets which we have not previously addressed. Today the simultaneous shrinking and growing in different market segments no longer present a contradiction as long as companies have the resources to master this balancing act.

As part of our diversification strategy, over the past months our attention was directed to the varied and continually growing packaging market. We have been well positioned in this market for a long time with our Rapidas for folding carton board printing. However, up to now we have not been active in the further expanding market for flexible packaging which is dominated by flexo and gravure presses. This is set to change with the majority takeover of Italian press manufacturer Flexo-tecnica. Along with acquiring new customers, we aim to address existing packaging customers, who are active in several sectors, with our new products.

The second acquisition targets the relatively small, but valued market for the direct decorating of glass containers and other high-quality hollow bodies made of plastic and metal. Kammann Maschinenbau in Bad Oeynhausen, Germany, which is now majority-owned by the KBA Group, is the global market leader in screen printing presses for directly decorating glass. Such glass packaging is mainly used for cosmetics, perfume and spirituous beverages in the top price class. It is a growing market even in threshold countries, such as China and Brazil, where prosperity is rising.

The times for print, and everyone who is involved in this industry, remain exciting. This dynamic shift presents us with great challenges, but it also opens up new opportunities. In these times of change, I hope that both you and us will make the right decisions and will be successful in the end.

Yours,

Claus Bolza-Schünemann



On the hottest day of the year head of sheetfed marketing Jürgen Veil remained cool when presenting the new Rapida 164

dedicated drives at the plate cylinders that support simultaneous plate changes in all printing units in only 100 seconds. KBA Plate-Ident carries out on-press plate recognition, pre-registration and checks that the plates are correctly positioned. Further make-ready processes, such as washing with CleanTronic Synchro, are also possible in parallel.

Coating formes can even be changed automatically while the press is printing, as can changing anilox roller sleeves. The high-flow doctor-blade chamber with a reduced filling volume is also a new feature. The increased speed at which the ink flows supports faster production speeds and optimised sheet brakes ensure an outstanding pile formation for commercial and packaging printers. Further new features include the AirTronic delivery, energy-saving VariDry^{BLUE} drying systems and the new ErgoTronic console with integrated measuring systems.

Peak performance now also in format 7B (65in)

300 large-format printers experienced the new Rapida 164

At Drupa 2012 KBA unveiled the new Rapida 145 which defined new benchmarks in large format. On 20 and 21 June 2013 as temperatures soared some 300 current and potential KBA large-format users from over 20 predominantly European countries seized the opportunity to take a closer look at the new Rapida 164 as part of an open house event at the plant in Radebeul. The new Rapida 164, available since the beginning of this year, supersedes the vastly successful Rapida 162 in format 7B.

A plinth-mounted six-colour version of the Rapida 164 with coater and extended delivery was the focus of a series of live demonstrations. It redefines performance parameters in the 120.5 x 164cm (47.4 x 64.57in) format class. Jürgen Veil, head of sheetfed marketing, introduced the automation components and presented the print demonstrations. Thanks to dedicated drive technology and a high level of automation, time consuming manual adjustments are no longer required at the DriveTronic feeder. The press runs at a maximum output of 15,000sph simply by pressing two buttons. Like the Rapida 145, the Rapida 164 is equipped with DriveTronic SIS sidelay-free infeed. Along with automatic plate changing, there is also the option of DriveTronic SPC



Ralf Sammeck KBA's executive vice-president for the sheetfed product house was very satisfied with attendance at the two-day open house event. He welcomed a total of more than 300 experts from nearly 20 countries to the KBA plant in Radebeul



After presenting the Rapida 164, Jürgen Veil then turned up the heat with live demonstrations of a six-colour Rapida 145 and a ten-unit Rapida 106 for commercial printing



The presentations and print demos were avidly watched by the visiting print professionals

Simultaneous printing and makeready

The visitors then saw an everyday job change. The printing plates were mounted with DriveTronic SPC and after the first proof density measurements and colour register were checked. In less than four minutes the Rapida 164 produced a typical packaging job. Blue and silver were used in the fifth and sixth printing units as special inks. The following job change was really something special. Printing units one and two plus the coater were uncoupled during plate changing and blanket washing. The ink ducts were washed and the coating was pumped out likewise in parallel. In less than three minutes the first proof of the next job could be seen. Following register and density measurements, within five minutes a four-colour packaging job had started. While the press carried on printing at full speed, coating continued to be pumped out and anilox roller sleeves were changed in preparation for the next job. After the press was stopped, plate changes, blanket washing, coating forme changes and filling the doctor-blade chamber with new coating all took place simultaneously in under two minutes. Then the coater and printing units one and two were reconnected and after about six minutes the Rapida 164 was printing the next job. A world first in large format then rounded-

off the demonstrations with the Flying JobChange between the first and sixth printing unit.

Speciality from Radebeul: UV inert drying in sheetfed offset

Along with the live press demonstrations, Jürgen Veil introduced the new KBA VariDry UV dryer. It is particularly energy efficient thanks to cutting-edge reflectors

and less distance between lamps and substrate. Further benefits include a reduction in diffused light, UV radiation and the build-up of heat. The efficiency of UV lamps is continuously monitored by a sensor. Lamps can be exchanged in just a few seconds by hand. KBA also offers UV inert dryers for Rapidas as an option. These offer enhanced crosslinking as well as fewer risks

in terms of migration and odour if the consumables are tailored to the conditions in the inert chamber. A short time ago in sheetfed offset it was not possible to create a stable nitrogen barrier. Reasons for this were the gripper system, the open cylinder gap and the large distance between the printing cylinder and inert chamber, plus rigid substrates coming into contact with the inert



During press demonstrations Hendrik Gasch could barely keep up with mounting the plate-loading cartridges with plates for the next job, given the frequent and fast job change ensured by DriveTronic SPC



Dirk Winkler (left on the gallery) presented high-quality cold-foil finishing with the KBA ColdFoil® on a Rapida 106 equipped with two coaters

Using figures from his company Wilfried Grieger (r), managing director of technology at Walter Grieger Offsetdruck from Nettetal, explained the Rapida 164's significantly enhanced productivity compared to the Rapida 162. At the end of the event he signed a contract for a second Rapida 164 with Ralf Sammeck, KBA executive vice-president for the sheetfed product house

chamber. KBA has solved this problem with its new AirTronic Drum suction cylinder. A 19-unit Rapida 106 with inert equipment at Amcor Tobacco Packaging in Rickenbach, Switzerland ensures an outstanding print and finishing quality, it also eliminates the need for additional process steps (see pages 18-19).

Using figures Wilfried Grieger, managing director of technology at Walter Grieger Offsetdruck from Nettetal, explained the press' significantly enhanced productivity compared to the Rapida 162. The first press from the new Rapida 164 series has been in operation here since summer 2012. In the meantime the press on display at the open house is now in operation at his firm enhancing efficiency still further.

Highlights in all format classes

Along with the official premiere of the Rapida 164, participants were treated to presentations on six other sheetfed presses from half-size to

large format. Highlights included: printing cosmetic packaging on a brand-new Rapida 76 equipped with DriveTronic SIS and DriveTronic SPC, 4/4-colour high-speed commercial production including fast job changing on a ten-colour Rapida 106, producing commercial jobs on a six-colour Rapida 145 with coater at speeds of up to 17,000sph, printing at 20,000sph with inline colour control according to grey balance with InstrumentFlight from System Brunner on a five-colour Rapida 106 and last but not least producing intricately finished packaging on a double-coater Rapida 106 with inline cold foil finishing (KBA ColdFoil®). For the first time KBA showcased four-over-four production on an eight-colour Rapida 105 with HR UV dryers. In a few short hours the international sheetfed offset experts gained an insight into the high standard of printing and finishing technology inside KBA Rapidas in all format classes.



The guests enjoyed an evening steam boat river cruise on the Elbe with views of the baroque old town as the boat cruised through the Elbe locks to Pillnitz and back. Between listening to Dixieland music, the occasional stop to pick up late guests and a short thunder

storm, there was enough time for guests to exchange thoughts on the day and light-hearted discussions.

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Rapida 145 speeds up folding box production

Job change times cut by a third at WS Quack + Fischer

WS Quack+Fischer in Viersen, near the Dutch border, belongs to a raft of medium-sized packaging printing firms in Germany who print on the cutting-edge Rapida 145 from KBA. The deal for the plinth-mounted six-colour version integrated in an automated pile logistics system was sealed at Drupa 2012 where the press was launched. The traditional packaging firm fired up the press at the beginning of the year.



The Rapida 145 is WS Quack + Fischer's main press. Right to left: managing director Heinz Eicker, managing director Hermann-Josef Schmitz and sales and marketing director Thomas Eicker at the delivery

The six-colour Rapida 145 with coater is equipped with the usual extras for packaging production including options to cut makeready times. Simultaneous plate changing is often not necessary for typical high run lengths between 30,000 and 100,000 sheets. Automatic plate changing is enough. It is also not vital for the coater to have parallel anilox roller and coating forme changes, it is more important to have a second washing bar. Two washing bars cut the time needed to either wash blanket and impression cylinders simultaneously or just the blanket cylinders by 50 per cent. Extensive preset functions and DriveTronic SIS sidelay-free infeed, which compared to conventional sidelays is more tolerant with regards to the flatness of substrates, cut makeready times by a third compared to previous presses. Reliable inline quality control, such as QualiTronic ColorControl, is essential for packaging printers. The press has enhanced the high level of quality valued by the cus-

"We don't talk much about the things which are in fine working order," says Hermann-Josef Schmitz managing director of the firm which was founded in 1897. This is true of the Rapida 145. There wasn't anything to talk about. The press had to be installed quickly before the new year as the peak production time for companies producing packaging for the retail sector is the first six months of a year. This project included more than just press delivery and inauguration. New foundations had to be laid, a complete logistic system was planned precisely, the roof had to be first lifted off and then replaced, and the existing 17 year old Varimat 142 had to be dismantled. All of the planning and project steps worked out perfectly, just as the new press arrived the old one went. The team from WS Quack+Fischer and KBA did a brilliant job.

Folding box production: faster and more elaborate

Since its installation the Rapida 145 handles the majority of company's print jobs. Together with another large-format press it prints 300,000 to 350,000 sheets every day. This equals 550 to 600 million folding boxes a year, 200 million more than ten years ago. What is more, today most folding boxes are far more difficult to produce. The diversity of different folding boxes is increasing due to new products and fashions, plus the trend towards special colours is growing. Gold and silver are used to increase a product's perceived value and coatings are applied to enhance the packaging's visual qualities. In addition, production cycles have shortened significantly. This is coincides with the company's philosophy which is based on a high level flexibility.



The firm also regularly invests in die-cutting technology ensuring short manufacturing times during all production stages



The Rapida 145 boosts capacity with its higher output, significantly shorter makeready times and extensive quality controls



The plinth-mounted Rapida is integrated in an automated logistics system

tomers still further. Hermann-Josef Schmitz: "The Rapida 145 has it all when it comes to makeready times, automation, quality control and logistics."

Winner of the Carton Award 2012

WS Quack + Fischer has taken

a huge step forward in terms of quality levels with this new press. Quality and creativity are important to the firm which is why it was awarded with a Carton Award in the "All other food" category by Pro Carton und ECMA last year. The award-winning solution

Company history

- 1897 Foundation of printing house Quack + Fischer in Viersen, Germany. Longstanding subsidiary of the Kaiser-Tengelmann Group
- 1980 Foundation of packaging producers WS in Wassenberg, Germany
- 1999 Merger of both companies to form WS Quack + Fischer, Move to location in Viersen
- 2002 Expansion of production capacity to 420m folding boxes a year
- 2005 Upgrade of prepress activities
- 2007/ Expansion and modernisation of cutting department
- 2009
- 2011 New technology for engineering department and prepress
- 2012 Modernisation of press room with the installation of the Rapida 145



Three modern folding gluers ensure that the products are processed fast. They are equipped with various additional extras to add the finishing touches the end products

was packaging two cups on top of each other. This saves material, requires less space in the refrigerator and eating the snack in the car is also very easy as it can be stored easily in a car's cup holder. The packaging was originally designed with the company Peter Kölln/Elmshorn for McDonald's in Poland who were looking for a car-friendly packaging solution for portions of cereal and yogurt. Today even Lufthansa is one of the main users of this packaging solution. "This award was a huge honour for us as we won against other prominent and established manufacturers," says managing director Heinz Eicker. The company's small but efficient team of developers were behind such spectacular packaging and also other new innovations which have attracted not quite as much attention. There is often little room to be creative as the press operator's guidelines have to be followed so that the packaging printing process can take place automatically.

Ecology as an entire process

Food packaging in particular has to be produced in an environmentally friendly way. Many carton and ink manufacturers, and research and development institutions focus on reducing or avoiding migra-

tion from printed folding boxes. The latest research findings are adopted by WS Quack + Fischer, especially those solutions which make the manufacturing process more environmentally friendly. When doing this the firm also places great importance on keeping the complete process chain in mind. What is the point of printing without alcohol if the cutting dies need to be cleaned with disputable solvents? Why be FSC or PEFC certified when the firm's energy supply is generated by fossil fuels? WS Quack + Fischer has all the conventional certificates associated with manufacturing primary and secondary packaging for food. A biomass heating system is fed with base board suppliers' non-reusable pallets which alone cuts CO² emissions by 200 tonnes a year. Alcohol-free printing and the use of low migration inks and consumables are standard. Regular checks are carried out to make sure hygiene standards are in accordance with BRC/IoP.

WS Quack + Fischer are ideally equipped to meet future market demands with regular investment in new kit, such as the Rapida 145.

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Dirk Winkler, head of the print technology department at KBA in Radebeul



Right: Folding box for a whisky bottle using silver cold foil

KBA ColdFoil Infigo SF110: High-tech solution for cold foil transfer

Spectacular inline effects – Prolific and economical

Inline finishing by way of cold foil transfer has been around for at least 15 years – unfortunately, however, it is often rather wasteful in its handling of the expensive foil, or simply far too slow compared to the otherwise attainable press output. With the ColdFoil Infigo SF110 module, by contrast, KBA offers a solution which is far superior to many other systems in terms of quality, productivity and cost-efficiency. KBA Report* spoke to Dirk Winkler, head of the print technology department at the Radebeul facility.

KBA Report: Dirk, could you explain briefly the process behind the KBA ColdFoil Infigo SF110 system?

Dirk Winkler: The ColdFoil Infigo SF110 is a joint development of KBA and our Dutch partner Vinfoil. The system uses two offset printing units to implement an essentially conventional cold foil transfer process: An adhesive similar to an overprint varnish is applied in the style of a register-true spot finish through the ink duct of the first printing unit. In the second unit, the foil web is brought into contact with the substrate in the nip between the blanket and impression cylinder, and the aluminium coating on the metalised carrier film is transferred to the substrate in the areas where adhesive was applied. The sheet can then be overprinted with conventional or UV inks in the subsequent units. Where high-quality cold foil effects are to be achieved on non-absorbent surfaces such as plastic films, UV adhesives and inks are required.



Above: Photorealistic print through overprinting of a gold-foil screen element



Left: Cosmetics packaging with gold effect achieved with a yellow screen printed over silver cold foil

KBA Report: Why should users invest in inline finishing with cold foil?

Dirk Winkler: Nowadays, it is rare for a Rapida press to leave the KBA factory without a coating unit. It is thus only natural to consider adding cold foil to the range of inline capabilities. Cold foil offers spectacular, eye-catching effects which would be very expensive to achieve in an offline process, e.g. hot foil stamping, assuming they could be realised at all. And compared to metallic pigments in inks and coatings, cold foil stands out with unrivalled brilliance, rub resistance and overprintability.

KBA Report: Which are the most appropriate fields of application for such an investment?

Dirk Winkler: First and foremost, packaging and label applications. But there is also considerable potential for high-quality commercial products, security printing and facsimile editions. As it is possible to create not only solid areas, but also positive and negative types, lines, logos, screen image elements and gradations in astoundingly fine resolutions, packaging and graphic designers can now realise sophisticated design ideas which were seemingly impossible in the past. Screen cold foil elements with shaded overprinting, in particular, lend the results unbelievable realism – photorealistic print is raised to a whole new dimension.



KBA Report: In the Radebeul training centre, the ColdFoil Infigo SF110 system is installed on a Rapida 106. Is it planned to make the system available for other format classes?

Dirk Winkler: We have already fitted cold-foiling modules to large-format presses, though not yet the highly automated KBA ColdFoil Infigo SF110 system. But if large format printers show genuine interest, we are certainly open to the idea.

KBA Report: Does KBA recommend a particular press configuration for the use of cold foil?

Dirk Winkler: The customer is free to decide. For maximum flexibility, however, we recommend that a press should have at least six printing units, i.e. foil transfer in the first and second units and then at least four colours for the overprinting. We also recom-



Above: Cold foil reels with silver and gold aluminium coatings, on the left also with a diffraction pattern

Above left: Configuration example with the ColdFoil Infigo SF110 system assigned to the first and second units of a seven-colour Rapida 106

Left: The ColdFoil Infigo SF110 system in action on a Rapida 106 in the KBA training centre during the open house in June 2013

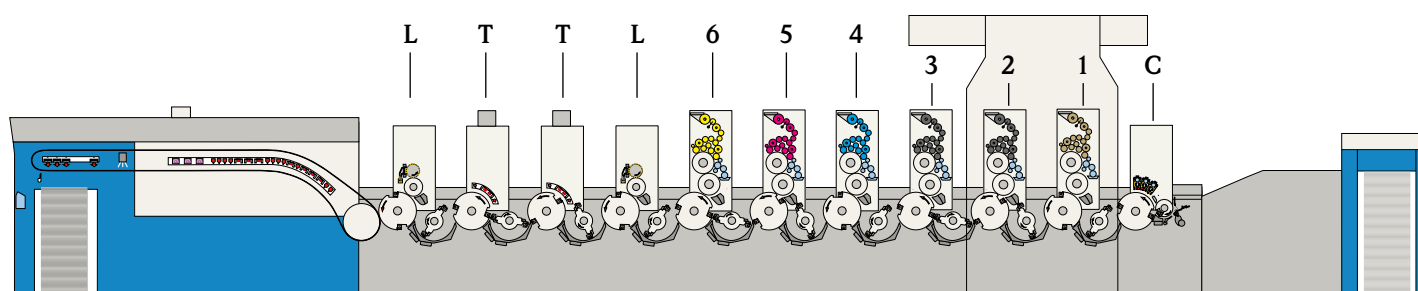
mend a coating unit to protect the overprinted cold foil in the delivery pile and during downstream further processing. That is also the rule for most of our customers, for example on the Rapida 106 at Model Obaly in Opava in the Czech Republic. On the 19-unit Rapida 106 at Amcor Tobacco Packaging (see article on page 16 in this issue), the module is located at the fourth and fifth units, as the first three units are used for the application and drying of adhesive and effect primers.

On practically all installations for foil overprinting, the foil web is fed into the unit from the operator side of the press. One exception is the Rapida 106-6+L which was installed at Heynen in Kleve in 2008. On this press, the foil reel stands behind the delivery and the web is fed above the delivery and along the length of the press to the corresponding printing units.

KBA Report: Is it also planned to permit flexible positioning of the module on the operator side?

Dirk Winkler: The necessary design and planning expense would only be sensible to cater for very frequent changes between overprinted foil, foiling over print and UV casting. If customer interest arises, it is technically feasible, and the KBA cold foil module is predestined for such a solution.

Irrespective of the above, it is a relatively quick and simple process to switch the assigned units to use inks in the normal manner if cold foil is not required for the coming



Configuration of the Rapida 106 in the KBA training centre (right to left): Corona tower (for printing and cold-foil finishing of plastics); units 1+2 cold foil; units 3-6 process colours; double coating with intermediate drying (for further effects on top of the cold foil); final drying

jobs. You just have to remove the remaining adhesive from the first duct and wash down the rollers, cut the foil web before/after the unit and fix the end on the unit frame to permit fast re-threading later, and mount a different blanket.

KBA Report: How much does the metallised transfer foil cost today, and which metallic colours and effects are available?

Dirk Winkler: KBA cooperates with all certified foil manufacturers who supply high-quality standardised foils. The market price for

standard silver cold foil is about € 0.20 /m². Gold, bronze and other colours are also available. And there are furthermore many different effect foils with 3D, diffraction and hologram patterns for use as non-screen elements. Silver is what is used for most jobs, however, and gold effects are thus often produced with yellow-dominant overprinting on a silver foil. Some customers nevertheless insist on an actual gold foil, as the diverse overprinting options then provide for particularly authentic gold shades in the image. But whenever we are talking about costs,



Website:
www.vinfoil.com

it must not be forgotten that cold foil is always less expensive than metallised card or composite substrates.

KBA Report: What distinguishes the KBA ColdFoil Infigo SF110 system from competitor solutions?

Dirk Winkler: Three points are decisive for economical cold foil transfer:

- fast makeready through automated and parallel processes, e.g. reel changing and reel preparation;
- stable production with high speeds and reliable product quality;
- minimised foil consumption through options for web splitting and multiple refeeding of the partially used foil.

Unlike less automated solutions, such as the FoilStar from Heidelberg or the Komori Cold Foil System, the reels are not mounted above the printing units, but instead fed in conveniently from a separate loading station. That means that reels can be changed while production is running, and only a very short interruption is necessary to allow automatic web splicing. The makeready time for the KBA cold foil system is thus significantly shorter, and much less manual intervention is required.

With this KBA solution, everything is optimised to ensure constant web tension and smooth, continuous foil transport at high production speeds. That is naturally also very beneficial in respect of quality. Specifically: Instead of dancer rollers, which could damage the metallised layer and contaminate the press with abrasion dust, we use dedicated drives to control the web tension. And as the rewinding of the waste foil could introduce disturbing unbalances, the waste here runs into a funnel shredder, and is subsequently compacted into a disposal container.



Reel unwinding and splicing is accommodated in the readily accessible side section of the ColdFoil Infigo SF110 module



World record candidate! The combination of ColdFoil Infigo SF110 and Rapida 106 allows cold foil transfer at production speeds up to 15,000sph



Web splitting – here with three ribbons aligned to the individual images – is one of the material-saving options for the KBA ColdFoil Infigo SF110 system

If only smaller patches of foil are required over the format width, web splitting avoids wasting the unused areas of the web. Up to six separate ribbons with a minimum width of 15cm each can be guided to the relevant transfer zones. In case of only intermittent transfer in the circumferential direction, the option MFU (MultiFoilUse) enables a foil web to be returned to the nip several times with a corresponding offset on each pass. The user is able to reduce foil consumption by up to 88 per cent.

KBA Report: Has KBA also released the so-called UV casting process?

Dirk Winkler: UV casting is a process in which the structure of a holographic or diffraction pattern is copied onto the still wet surface of a UV coating from a film web. There is no actual material transfer and similarly no adhesive to be applied. Instead, the cold foil unit must be positioned in the area of the UV coater. KBA also offers this solution upon customer request.

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Anna Lee, managing director at Illochroma Haoneng Europe, is convinced she made the right choice with the KBA Rapida 105 for the flexible production of high-quality labels

New Rapida 105 at Illochroma Haoneng in Croix, northern France

High-quality labels for food and drink

The Chinese group Illochroma Haoneng, the world's leading label manufacturer, opted for a seven-colour Rapida 105 with coater and UV capabilities for its facilities in Croix, northern France. The press is engineered for hybrid-finishing and has an output of up to 15,000sph in UV or dispersion production.

The Illochroma group was purchased by the Chinese group Haoneng in 2011. They own three production sites in Europe at which they produce labels for food and beverages on sheetfed offset and rotogravure presses. These two complementary methods ensure the firm can offer its customers a wide range of high-quality labels.

The ideal press for special effects

"Today our customers demand high-quality labels which are not just eye-catching but also functional and reasonably priced," explains Anna Lee, managing director of Illochroma Haoneng Europe. "Packaging and labels play an ever greater role in terms of product differentiation when selling mass consumer goods, like beverages and food. We therefore produce a huge range of labels made from paper (white or metallic) and plastic at our plant in Croix. We also manufacture promotional labels and labels with special effects, such as fluorescent, movable or removable, numbered, scratch and many more. We looked for a press which would allow us to produce such special effects inline and cost-effectively. We are convinced that we made the right choice with KBA."

Quality, versatility and economy

In order to fulfil the demands of their customers from the consumer goods industry, Anna Lee decided on a Rapida 105 with all the trimmings. Ink agitators and high-performance KBA VariDry IR/hot-air/UV dryers guarantee a flawless print quality with full flexibility when it comes to substrates and ink types. Thanks to KBA CleanTronic blankets and ink

rollers are cleaned simultaneously in just four minutes.

CleanTronic multi ensures a fast change between UV and dispersion inks and with CleanTronic UV costly waiting times before and after the cylinders are washed in UV production are minimised. The sky is the limit when it comes to the customer's wishes regarding layout, colour and substrate.

What is more, the Rapida 105 at Illochroma is equipped with further time- and waste-saving automated solutions, including automatic plate changing. The plates are changed in under three minutes at the touch of a button. Illochroma can now print small runs of labels more profitably putting them one step ahead of the competition.

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A view from above of the seven-colour Rapida 105 in operation at label printer Illochroma Haoneng's plant in northern France

Economical book printing also for shorter runs

The alternative: long press and big sheets

In the meantime, it is hardly a surprise to discover first-in-the-world innovations in the halls of Himmer, the Augsburg-based specialist for large-format sheetfed offset print. The current eye-catcher is a brand-new Rapida 145 from KBA. Himmer is the pioneer user of an eight-colour perfector version of this ultra-modern sheetfed offset press (sheet format 1,060 x 1,450mm). But what makes this latest kit so special?

Runs and delivery times are becoming ever shorter, but at the same time increasing demands are being placed on topicality, quality and economic efficiency. That applies equally – or perhaps we should say precisely – to one of the classic fields of print, namely book printing. Despite the seemingly unstoppable advances of electronic media in our daily lives, books are by no means “out” and they are certainly not “dead”. It’s just that today they are no longer produced in runs of tens of thousands or even millions of copies at a time, leaving aside a few notable exceptions, such as the Bible, “Harry Potter”, “Lord of the Rings” or the “Hite Report”. Some radical rethinking is required on the part of publishers, printers and press manufacturers alike. After all, a “traditional”, conventional print-

ing press (in contrast to its digital counterparts) is designed primarily to handle long production runs.

Offset solution for short runs

But what can be done when the branch is confronted with a 180° turnaround? In other words, when books are being produced in fewer copies than ever before, but the market nevertheless rejects the compromises of “digital quality”, click costs and the use of expensive toner. Surely there are also solutions for this scenario in the conventional press segment?

Indeed there are. One of the most productive printing presses for such purposes is without doubt the KBA Rapida 145 as a long perfector. It may not be quite as fast as KBA’s medium-format Rapida 106, but the 6B-format press outputs a



Marcus Fischer, executive director of Himmer:

“With our new KBA Rapida 145 we can print up to 64 pages in book format 170 x 240 mm (6.7 x 9.4in) or 32 A4 pages, all in full 4/4 colour, with every cylinder revolution. It is thus far more productive than the fastest sheetfed press in 3B format.”

much higher page count than its smaller 3B sister.

That fact is also confirmed by Himmer director Marcus Fischer. The new Rapida 145 is ideally suited for print products in the classic 170 x 240mm (6.7 x 9.4in) format, and thus also for books and brochures. In an eight-colour perfector configuration, as installed at Himmer, it is able to print a 64-page sheet in full 4/4 colour in a single pass.

Books and publications at attractive prices

“We are able to produce a variety of books and publications at attractive prices,” says Marcus Fischer. One of the key factors behind this claim is Himmer’s line-up of large-format sheetfed offset presses (including, above all, the new Rapida 145 which KBA launched at Drupa 2012). “We are proud to be operating the world’s first eight-colour perfector version of this press,



With speeds up to 15,000sph in 4-over-4 perfecting, the long large-format Rapida matches the performance of modern medium-format presses



The eight-colour perfector at Himmer in Augsburg prints mainly four-colour books, catalogues and posters

which is so effective thanks to its high level of automation and fast makeready that even short runs become profitable,” Fischer continues. “Even for a publication comprising only 32 pages – and up to several hundred pages are possible – a run of 1,000 copies is sufficient to earn money.”

Simultaneous processes for fast job changeovers

The broad spectrum of automation modules, alongside online and inline systems for quality control, forms the basis for fast makeready and production speeds of up to 15,000sph in perfecting mode (17,000sph in straight printing with an optional high-speed package). That adds up to considerable time and cost savings. Furthermore, the design of the Rapida 145 is geared to integrating otherwise serial makeready steps into a simultaneous, automated job changeover process wherever feasible.

What does that mean in practice? Marcus Fischer explains by way of an example: “The longer your press, the longer the overall makeready time when you have no facilities for simultaneous processes. If you need four minutes for the makeready on four printing units, for instance, you will need eight minutes for eight units. On the new Rapida 145, on the other hand, a plate change on four units takes 1:40min, but with twice the number of units, i.e. eight, it is still 1:40min.” Simply because so many processes are able to run simultaneously.

Fixed costs under control

It was such efficiency potential, in particular, which led Fischer to coin a new epithet for his 6B press: For him, the Rapida 145 can be described as a “fixed costs champion”. After all, the fixed job costs which are incurred irrespective of the run length become all the more significant for short runs. Shorter runs mean a greater proportion of fixed costs in the price for the finished product. And that is the well-known dilemma which printers have faced for a number of years now.

The KBA Rapida 145 at Himmer in brief

- 8 printing units with perfecting after the fourth unit for 4/4 or 8/0 production
- Max. sheet format 1,060 x 1,450mm (41.7 x 57in), ideal for various book formats
- DriveTronic SIS: Sidelay-free infeed (no operator settings, no pulling errors) reduces makeready time and waste
- DriveTronic SPC: Simultaneous plate change in all printing units parallel to other processes (blanket washing, impression cylinder washing) accelerates job changeovers
- DriveTronic Plate Ident: Automatic plate detection and identification monitors the plate change process, verifies the assignment to a particular unit and presets registration already before the first print. Result: Time and waste savings
- CleanTronic Synchro: Parallel washing with dual-beam system shortens makeready
- QualiTronic ColorControl (inline colour measurement): Evaluates every sheet and adjusts inking automatically to the specified target values. Result: Quality control, less waste
- QualiTronic ICR: Automatic register measurement in the press



Makeready world champion in large format: DriveTronic SPC dedicated drive technology enables the plates to be changed simultaneously in all eight units in just 1:40min. Parallel washing with CleanTronic Synchro contributes further to shorter makeready times.

Below: KBA QualiTronic ColorControl provides inline print quality monitoring and control with the aid of cameras before and after the perfecting unit



both a reader and an intelligent MP3 player. The sensor at the tip of the pen reads a code inserted on the pages of a book. This code, in turn, is linked to various audio files connected with the book. TING recognises the code when images or texts are touched with the tip of the pen, goes to its index and plays the matching file over the integrated loudspeaker (or headset output).

In January 2013, the modified TINGsmart was released with a faster response time and optimised button arrangement. To be able to listen to a book, the necessary audio files must first be transferred to the pen. TING already detects the book title and enables fast loading of the corresponding audio features.

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As far as Marcus Fischer is concerned, the print format and technology of the KBA Rapida 145 are in a perfect position to optimise precisely these costs. “The possibilities to realise parallel processes through the use of dedicated drives are unique in the world for this format and for a perfecter press,” he adds.

The thing with “TING”

When it comes to the business of distributing books, Himmer is more than just a printer, as illustrated by the example of the so-called “TING” audio pen. Ting (Chinese for “to hear”) only looks like an ordinary pen. Hidden inside is a unique technology which transforms it into a gadget that is



Printer Hubert Bauer can take a look at all the press functions anytime at the new KBA ErgoTronic console



Spintler Druck und Verlag production halls were built at the end of the 80s and have since been continually adapted to meet printing production demands

Rapida 106 at Spintler Druck und Verlag in Weiden, Germany

Cutting-edge technology in northern Bavaria

Printing firms have to adapt to current developments brought on by technological advancements and fundamental shifts in the market as well as actively shaping their future and anticipating new trends. Process chains have become faster and more flexible, and new technology offers the chance to produce printing results that were unimaginable in the past. Spintler Druck und Verlag in Weiden, Germany, is a prime example of a company which not only embraces new processes but is also committed to actively shaping them.



Website:
www.spintler.com



Thomas Leckert, managing director of Spintler Druck und Verlag (r), and Werner Dengel from KBA sales are delighted with the Rapida 106's minimal makeready times and high print quality

one up to 50,000 copies. For example, in digital printing three or four packaging designs can be produced as samples before the main job starts. Even small runs are processed on laser stampers and cutting plotters. In addition, the

company also has special stampers, folding and stitching machines as well as finishing systems for self-mailers at its disposal. The majority of the production steps take place in house, including inserting by hand. The more complex the

Spintler, a printing and publishing house, once published and produced its own local newspaper printed on an Albert A200 from Albert Frankenthal. The title was dropped 20 years ago. This was followed by form printing which boomed from 1990 to 2000. Spintler Druck und Verlag adapted production and printed forms. At that time sheetfed offset barely amounted to between 10 and 20 per cent of production. Today this trend has been reversed. Continu-

ous form printing and letterheads each make up 10 per cent of web production. 80 per cent is now produced on sheetfed offset or digital presses.

Mixed products from digital and offset

One of the company's strengths is mixed products from digital and offset printing. This includes various semi-personalised items ranging from mailings to personalised packaging. Production varies from



Washcloth usage is displayed on the console which allows Hubert Bauer and his colleagues to plan exactly when to change cloths



It is not always necessary to print at maximum speed as small print runs benefit from the Rapida 106's fast makeready times

production, the better it is suited to Spintler's portfolio. The 50-strong company receives orders from all over Germany. However, the company's customer base consists mainly of insurance firms, ad agencies and larger publishing houses.

This shift is also apparent in the firm's press room. The recent installation of a five-colour Rapida 106 with coater and extended delivery signals a change in systems now that the company's main press is from KBA. Managing director Thomas Leckert opted for this press due to KBA's cutting-edge innovation in sheetfed offset and the better standard of customer support offered. The cost per printed sheet was also a deciding factor. "In this respect KBA was once again one step ahead of the competition", Leckert explains.

More output thanks to cutting-edge technology

The new press can handle 60g/m² paper as well as board of up to approx. 800g/m². The press format is engineered to accommodate last minute decisions as to whether a job is to be printed on the Rapida or on another medium-format press. The press also features a

fully automated plate-changing system. Simultaneous plate changing with dedicated plate-cylinder drives would not have saved any additional makeready time due to the many substrate changes. Substrates are changed nearly every hour, as the company focuses on individuality and not on mass production. Today jobs are ready for print in 12 to 15 minutes, in comparison to the up to 1.5 hours of "tinkering" which was needed in the past. Thanks to the Rapida 106's sidelay-free infeed and extensive press preset functions, time is saved

effortlessly. In addition, blanket changes are rarely necessary and the press' blanket-washing units are a huge step forward. They also help to save cleaning solution. Waste has also been significantly reduced by extensive and precise press settings. Nearly all jobs are ready to be printed after the first proof. Rapida inline quality control with QualiTronic ColorControl also plays its part ensuring quality from the first to the last sheet which means that hardly any sheets end up in the waste paper bin. Only a



Packaging presentation samples can be produced before the main job using a cutting plotter

few months after the Rapida 106 was fired up, production output has increased by 20 per cent to 25 per cent and continues to rise.

UV finishing, which up until now was done externally, is also new at Spintler. A huge amount of time is saved now that all processes can be done inline. The firm predominantly prints with conventional inks, then a primer is applied and products are then finished with UV coating.

Ecological processes throughout

The Rapida 106, with its lower power consumption, has also brought about major ecological advances. Power is generated in the company's block heat and power plant so that even finishing can be carried out without negatively effecting CO₂ levels. Spintler also produces considerable amounts of solar power. Plates are produced process-less and without chemicals. The use of printing aids and amount of ink has been cut, plus the press room also benefits from the press' glycol cooling system.

What is more, Spintler Druck und Verlag offers environmentally-friendly printing, an offer taken up mainly by larger publishing houses and insurance firms. The company was first PSO- and FSC-certified many years ago.

Thomas Leckert always keeps a close eye on market changes and industry developments. He is particularly interested in combinations and interfaces between digital and offset printing. The company can now make the most of its strengths with its press fleet consisting of three sheetfed offset and four digital presses (with two more at a subsidiary).

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The inevitable reaction when you first set eyes on the Rapida 106 at Amcor: "Wow!"

Amcor Tobacco Packaging: the 19 elements of success

Over 35 metres of cutting-edge press technology

Almost a year ago probably the longest sheetfed offset printing press in the world was delivered to Amcor Tobacco Packaging in Rickenbach, Switzerland. The KBA Rapida 106 in question comprises 19 printing and finishing units, as well as a facility for inline cold foil application. But it is not just the sheer size of the installation which is fascinating. Even more astounding is its incredibly high level of flexibility. With this press, KBA and Amcor Tobacco Packaging have opened up completely new, and indeed unique roads of cooperation.

The Australian Amcor group is one of the leading packaging printers in the world, whose 33,000 employees at plants in 42 different countries generate an annual turnover equivalent to around €9.7bn (\$12.8bn). One of the central divisions of the Amcor group is Amcor Tobacco Packaging, with 20 production centres worldwide and 3,200 employees. The global division headquarters are situated in Zürich-Oerlikon, and the Rickenbach plant also belongs to this business division.

Innovation laboratory

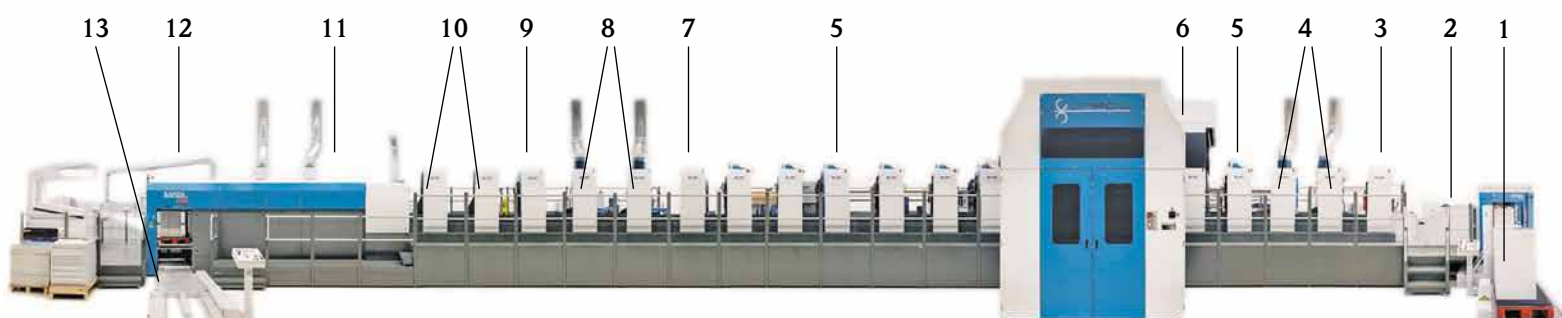
How can a Swiss producer of tobacco packaging hold its own as part of a globally active Australian group which also operates manufacturing locations in countries with appreciably lower labour costs? The answer is simple: innovation. Following up considerable investments in gravure kit in previous years, the 19-unit Rapida 106 was a further important step strengthening Rickenbach's position as a global innovation centre for tobacco packaging printing. Rickenbach could be described as the "innovation laboratory" for the whole Amcor group. The ideas evolved here help define the future of tobacco packaging printing, and the products which are developed in Rickenbach today are likely to be produced at the group's other plants tomorrow.

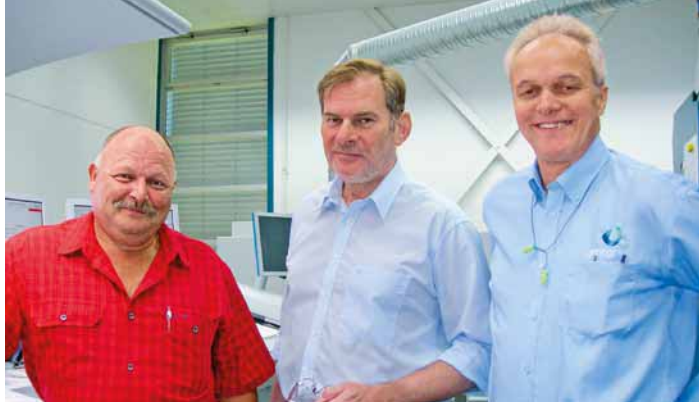
With this in mind, general manager Dr Reinhard Kniewske, production manager Peter Heizmann and offset project & development manager Heinz Grimm agreed that any new press would have to permit flexible expansion or modification down the line. Heinz Grimm: "The configuration we chose caters for the expected market requirements for the next few years. But who knows which trends will dominate tobacco packaging in five or seven years' time. Perhaps we will then need a flexo unit in place of one of our inking units, or perhaps a special coating system. It was important for us that the investment contract should be equally flexible. In other words, not simply a purchase contract, but rather an agreement on close cooperation for at least the coming decade. During the course of our evaluation, we came to the conclusion that only KBA possessed the technologies and concepts to offer what we wanted." Does that mean that the decision in favour of KBA was practically a foregone

conclusion? Dr Reinhard Kniewske shakes his head: "The evaluation was a tough battle. While KBA was ready to supply a special solution, the competitors placed their faith in standard products. On the other hand, they also offered very attractive terms. In the end, we were convinced by the added value of KBA's proposal, and by the possibility to adapt the press configuration in the future. That ensures that we can remain one of the market trendsetters."

The Rapida 106 at Amcor Tobacco Packaging in detail

- 1 Pile logistics
- 2 Feeder
- 3 Coater
- 4 UV dryer towers
- 5 Printing units
- 6 ColdFoil Infigo SF110 cold foil module
- 7 Coater
- 8 UV dryer towers
- 9 Coater
- 10 UV inert dryer towers
- 11 Extended delivery
- 12 Delivery
- 13 Pile logistics





Heinz Grimm, Dr Reinhard Kniewske and Peter Heizmann (l-r) at the console of the 19-unit Rapida 106



Amcor Tobacco Packaging's vice president for strategic projects Andrew Vanstone (2nd left) and global COO & VP of European Operations Jerzy Czubak (on his left) met up with KBA sales director Sascha Fischer (l) and Print Assist managing director Peter J. Rickenmann to sign the contracts for the groundbreaking Rapida 106 in February 2012



The operators get plenty of walking exercise during their shifts on a press of this length. The cold foil module is visible in the distance

The "wow" effect

When you enter the Rickenbach print centre, it is simply inevitable that you stand and stare in awe for a moment. It's not every day that you get to see a sheetfed offset press with 19 units and inline cold foil system – 35 metres (114ft) long and weighing 150 tonnes. You also notice immediately that, despite its impressive size, the press runs exceptionally quietly.

The configuration is far more complex than any standard press: It

begins with a coater and two UV dryer towers, before ten inking units with interdeck UV dryers. This technology facilitates the use of laminated or PVC substrates, for example. The cold foil module is integrated between the pre-coater and the printing units. After the printing units, the line continues with a second coater and two further UV dryer towers, and then a third coater in combination with UV inert dryers ahead of the extended delivery. The press is fitted with dedicated board-handling

accessories and stands on foundations raised by 450mm (17.7in).

Another important point is the ultimate level of automation with unique parallel makeready processes: Automatic non-stop systems at the feeder and delivery with integration into fully automatic pile logistics, DriveTronic feeder, sidelay-free infeed DriveTronic SIS (Sensoric Infeed System), simultaneous plate changing with DriveTronic SPC, pre-registration and plate identification directly in the press (DriveTronic Plate Ident), parallel washing for blankets/impression cylinders and ink rollers/blankets (CleanTronic Synchro), dual-media solvent circuits to accommodate alternating ink systems (CleanTronic Multi), and safety functions to avoid waiting times before and after washing in UV production. Colour measurement and control is provided with QualiTronic Professional, a combination of inline colour measurement and sheet inspection.

Heinz Grimm: "Besides the engineering quality, we were convinced by the countless automation solutions, right through to simultaneous coating forme changes and fully automatic anilox roller changing."

Specialties

Amcor is particularly proud of two special features on its Rapida 106: The UV inert dryers (*see article on pages 18/19*) and the cold foil module ColdFoil Infigo SF110. Peter Heizmann: "UV inert drying is well known in gravure printing. It is naturally not quite so simple in sheetfed, but KBA has come up with some clever solutions." Why were the two UV inert systems actually purchased? Peter Heizmann: "Firstly, we can now produce as quickly with opaque white as with any other inks. At the same time, more and more customers are asking for packaging printed on both sides, but without a barrier. Inert UV greatly reduces migration into the substrate."

With the ColdFoil Infigo SF110 system (*see article on pages 8-10*), it is possible to print conventional, UV or hybrid inks over the foil, and in this way to create new metallic tones.

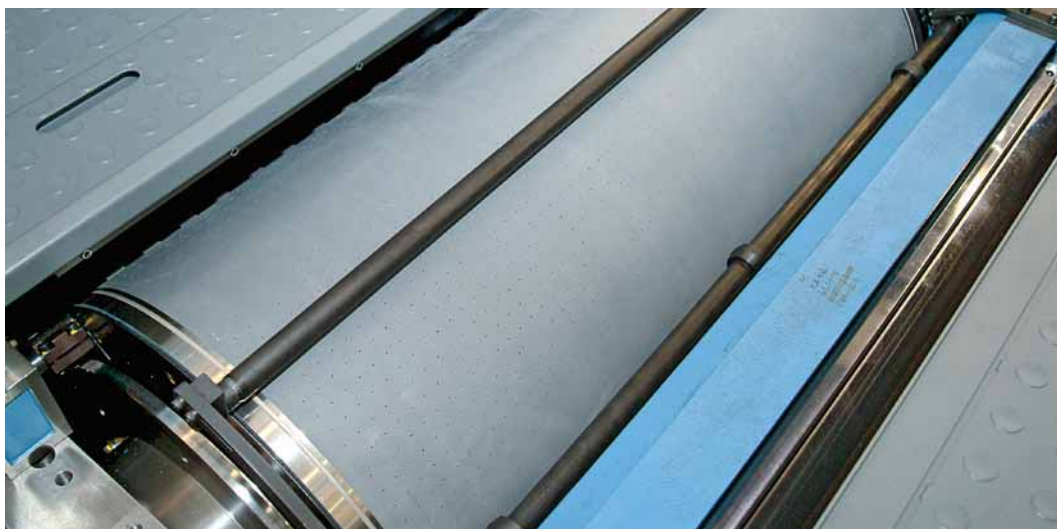
"Only KBA can"

The long Rapida 106 is a key means of production for the Rickenbach plant and the whole Amcor Tobacco Packaging Division. Dr. Reinhard Kniewske: "Alongside the long gravure runs for the cigarette industry, shorter runs and special jobs are gaining in importance. With inert UV drying, we can now also offer a satisfactory answer to migration concerns with sheetfed inks and coatings, and we are much more efficient in special applications such as all-over opaque white. And the cold foil transfer permits a whole spectrum of new products."

How smoothly was the installation of this extremely complex press line accomplished? Dr Reinhard Kniewske: "We began the installation in September 2012 and production began in December. Subsequently, we gradually stepped up the performance. The press today runs perfectly, which is by no means something to be taken for granted, given the many different factors involved."

Heinz Grimm adds: "Here in Rickenbach, we have not only the longest, but also the most complex sheetfed press in the world. There were a number of critical points regarding the interactions between UV drying, inks, coatings and cold foil. But thanks to the unbureaucratic cooperation with the KBA engineers, we were able to achieve our needs and wishes. Along the way, we certainly pushed the design team in Radebeul to its limits. It would be unfair to deny that KBA's competitors also build good printing presses. But when it comes to such complex and sophisticated solutions, that is something which currently only KBA can."

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The KBA AirTronic Drum enables the efficient utilisation of inert drying on Rapida sheetfed offset presses. The sheet is sucked onto the drum and its edges do therefore not lift up and come into contact with any other components

Nitrogen inerting has many advantages

Efficient UV inert curing with the AirTronic Drum

Improved curing, energy savings, higher gloss levels, special finishing and haptic qualities, no migration when printing food packaging – these are just some of the advantages of UV inert curing. Until recently it was almost impossible to implement inert dryers in sheetfed offset presses cost effectively. This has now changed dramatically with the new KBA AirTronic Drum.

What is nitrogen inerting?

The chemical composition of UV inks and UV coatings is complicated and varies depending on supplier and application. Monomers and photoinitiators are used as reactive components. Initially

the inks and varnishes are liquid. Photoinitiators in the UV ink absorb the UV radiation and are broken down into radicals, and the monomers are combined to form macromolecular chains. This formation of long molecular chains,

or curing, is called polymerisation. The broken down photoinitiators react not only to the monomers in the inks and coatings, but also combine mainly with the oxygen found in the surrounding air. This considerably reduces polymerisa-

tion and the curing of the inks and coatings. The term used to describe this is oxygen inhibition. Curing can therefore be significantly improved in an oxygen-free environment. This is achieved by blanketing the substrate's surface almost completely with nitrogen. This is called nitrogen inerting.

A surplus of photoinitiators is needed when UV curing with oxygen as it is a disruptive factor. It is likely for some of the photoinitiators to remain in the inks and coatings after UV radiation, which can lead to migration, e.g. photoinitiators from inks and coatings can migrate onto the surfaces of surrounding objects. When curing in an oxygen environment it is possible to reduce the concentration of photoinitiators thus significantly cutting the risk of migration. This topic is therefore extremely interesting for the food industry.

Technological benefits

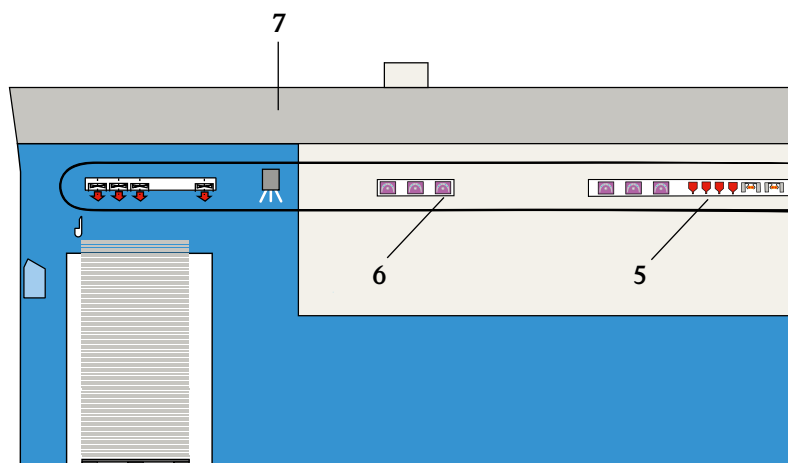
Compared to conventional ink and coating curing processes in an oxygen environment, rendering nitrogen inert also saves considerable amounts of energy as well as enhancing curing using the same amount of energy. Further benefits include a higher surface quality with regards to gloss, stability, wear and chemical resistance. The formation of odours and yellowing are also reduced. Almost no ozone is produced as oxygen is almost entirely displaced. When printing packaging in a nitrogen atmosphere unusual finishing and

Typical components of an inert UV press

Aggregate

1 Coater	Aqueous coating, primer
2 Dryer	IR/hot-air (plug-in module IR/UV possible)
3 Coater	Aqueous, UV, interference, scented, Metalure coatings
4 UV inert end-of-press dryer	Inert UV coating
5 VariDry ^{BLUE} IR/hot-air dryer	Energy-efficient dryer
6 End-of-press UV drying	For use without inert UV (can also be used with HR UV without retrofit)
7 Triple delivery extension	Drying and cooling section

Application



haptic effects can be achieved as a result of rapid curing with specially adapted coatings.

Sheet transfer problem solved

In the past rendering nitrogen inert was mainly implemented in web presses. It is relatively easy to “scrape off” the oxygen on a continuous web of substrate. On sheetfed presses it is nearly impossible to keep oxygen away from the substrate’s surface in the delivery with reasonable technical effort due to the revolving gripper systems. However, in the area around the impression cylinder and transfer drums the transfer principle offers creative solutions for constructing an inert chamber. The following two important tasks have to be performed:

- The inert chamber must be sealed to prevent an excessive volume of nitrogen from escaping
- Preventing an influx of oxygen during sheet transport

At a great research and development expense a team of engineers from KBA and IST Metz joined forces and found a solution to this problem. They developed a perfectly coordinated system consisting of a transfer cylinder and a suitable sufficiently “closed” inert chamber.

A special transfer cylinder assists the contact-free transfer of stable paper and folding carton board of up to approx. 300g/m² through

the inert chamber. It works with a vacuum (KBA AirTronic Drum) and ensures that the sheet is transferred to the cylinder stably. The KBA AirTronic Drum is also suitable for other applications in the sheetfed offset market, such as the use of inkjet heads, as demonstrated on a Rapida 105 at Drupa.

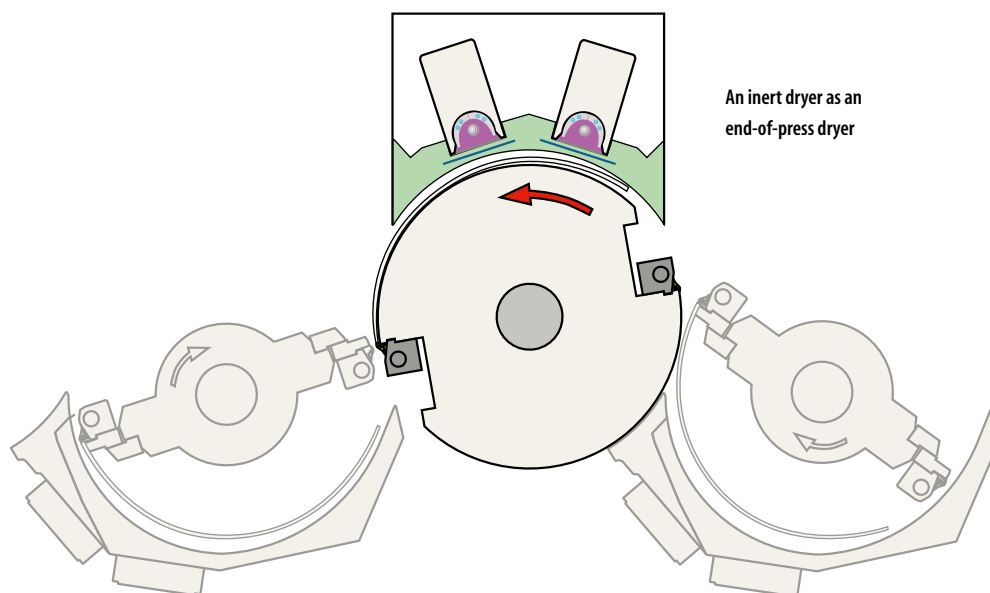
The KBA inert UV dryer

A new inert UV dryer from IST Metz is attached to the newly developed AirTronic Drum. A quartz glass sheet separates the atmospheres of the UV module whose UV radiator is cooled by a flow of air and the inert chamber. This

sheet has to be clean and transparent to enhance the permeability of UV radiation.

Oxygen is also transported on the substrate’s surface. In order for this not to be a disruptive factor, air flow into the inert chamber is interrupted by a new sealing system upon entry. The curing process is supported by a residual oxygen control in the chamber itself. Depending on the residual oxygen content selected the nitrogen supply is controlled in the inert chamber. A special measurement sensor determines the residual oxygen content in the chamber. In the

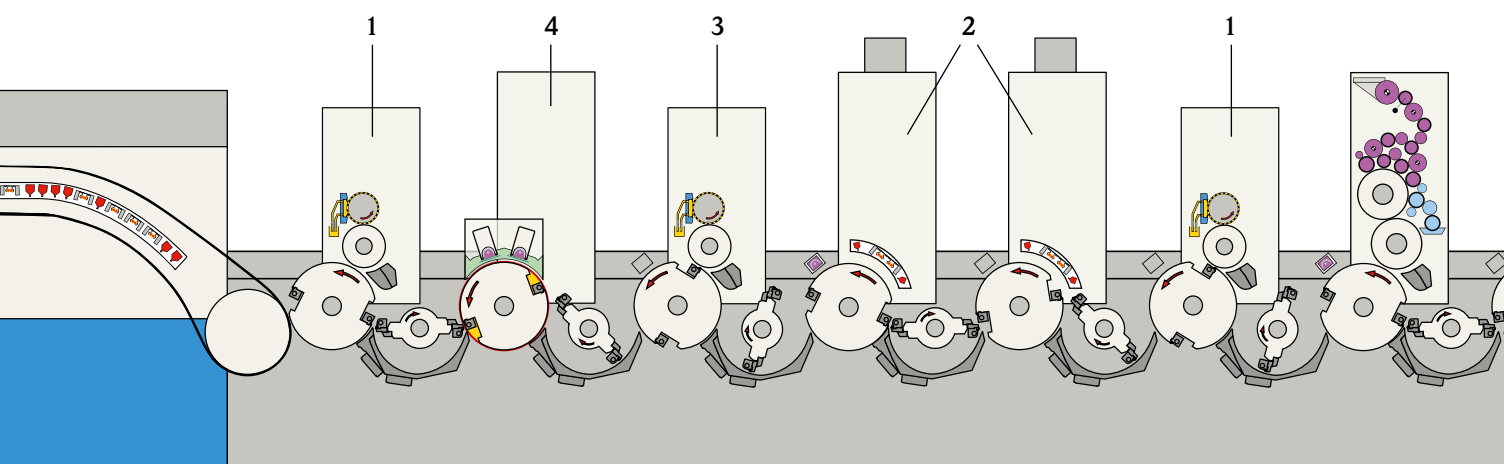
An inert dryer as an end-of-press dryer



event of an incident an automatic warning or shutdown can occur.

The inert chamber has been optimised by extensive lab tests and printing tests. This also helped achieve other goals, such as a homogeneous nitrogen deposition and a lower nitrogen consumption. Today this inert technology is in action at Amcor Tobacco Packaging in Switzerland (see pages 16-17) and is working well.

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Smurfit Kappa Interbox in Belgium

A new lease of life for 11 year old Rapida 142

Who would rebuild a large-format press with 270 million printed sheets on the meter into a machine that can handle heavy board? The Dutch specialists from KBA's sheetfed offset agency, Wifac, and the technicians from Smurfit Kappa Interbox in Belgium rose to the challenge.

The massive board packaging from Smurfit Kappa Interbox in Hoogstraten, Belgium, can be re-used up to seven times. Up to 15 years ago the company printed on flexo and offset presses. All offset activities were then moved to Deventer in the Netherlands and the large Rapida from Hoogstraten was later destroyed in a fire. In 2002 Kappa installed a new Rapida 142 in Deventer, which has since printed a total of about 270 million sheets, to replace the old press. In December 2012 the press was halted as the firm's managing directors decided on a complete press overhaul and a subsequent relocation to Hoogstraten.

Stijn van Tichelt and Paul Fockaert can't help but smile when telling this story. As project manager and technical director at Smurfit Kappa Interbox they were responsible for the rebuilding of the Rapida 142. Wifac's service department organised the relocation and trained the printers.

A huge task...

Stijn: "First the press was dismantled by Wifac, it was then cleaned by a German company and the printing units were moved to Hoogstraten in December." The five-colour Rapida 142 plus coater and triple delivery extension had to be overhauled and modified to handle heavy board from 500g/m² up to 1,300g/m² at speeds of up to 8,000sph. "This was a big task", says Paul "but it had a good outcome thanks to the collaboration of Wifac's technicians and our

12-man team. At times KBA's own technicians were on hand to support us. Both of our flexo presses simply carried on running throughout." The sheets handled here measure up to 2,000 x 1,300mm (78.7 x 51.2in). A pallet which has 1,000 sheets weighs up to 1,200kg (2.2lbs) and is nearly 2m (6.4ft) high. The Rapida had to be raised by 840mm (33.1in) to process heavy board nonstop. This was easier said than done as many of the parts no longer fitted.

Stijn: "Despite its age, we wanted the press to have as many automated features as possible. When printing on heavy board the ergonomics on and around the press play a key role." An automatic pile turner was mounted next to the delivery and an AGV is used to transport the board onwards. Furthermore, the technicians built an elevator next to the gallery in order to transport the large printing plates directly to the units. A small paternoster also transports cleaning materials, ink and cloths to where they are needed. Additionally, the stairs were extended and railings were added. Numerous air vents and pipes were replaced as part of the overhaul.

... mastered successfully

On 18 April 2013 shouts of joy echoed around the printing house as the first sheet passed through the press. "This was a great moment, but we are still not finished," says Paul. "Ventilation and humidity was controlled centrally in Deventer, but not here. We had to integrate all that into the press."



Excellent team work: Stijn van Tichelt (r) is 23 and has been a trainee at Smurfit since September 2012. He studied electromechanics in Hoboken and as project manager he oversaw the overhaul of the Rapida 142 on behalf of Smurfit Kappa. Paul Fockaert (40) joined Smurfit Kappa Interbox when he was 22 and as the head of technical operations he manages 12 employees



Experts for stable board packaging

Some 100 employees work at Smurfit Kappa Interbox in Hoogstraten, Belgium. This plant belongs to the global enterprise bearing the same name with over 40,000 employees. The printing house in Hoogstraten produces robust board packaging for vegetables, fruit, meat, fish and poultry. Quality is key as the printed board is put on shelves in supermarkets. A decision was made to retrofit the large Rapida as the house's flexo presses couldn't keep up.

Stijn van Tichelt:

"We wanted the press to have as many automated features as possible."





Paul Fockaert:

“We were able to master a huge task well thanks to great teamwork. Wifac’s technicians worked well with our 12-man team.”

The flexo printers were trained in offset printing by two Wifac employees from Holland. It is often

said that the Dutch and Belgians often don’t see eye-to-eye, but the cooperation went smooth-



The upgraded pile logistics in the overhauled Rapida 142's delivery

ly. All of the printers passed the training. Paul: “Everything worked out well and we are now producing cutting-edge packaging on heavy board for our customers

on our modified and extensively automated Rapida 142.”

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Two premieres in Lieusaint, near Paris

Martinenq Imprimeurs fires up its first KBA hybrid press

This spring Martinenq Imprimeurs, a family-run firm specialising in commercial and board printing for the luxury goods and cosmetics industry, fired up a highly automated six-colour Rapida 106 with coater. The press will help the company based in the Parisian suburb of Lieusaint to expand its product portfolio. This high-performance press has a similar configuration to the press from a German competitor it is replacing. It is the first KBA press to go to Martinenq and the first to print and coat in UV as well as dispersion.



Martinenq Imprimeurs' cutting-edge plant has received many awards for its outstanding environmental management

A respected partner of the cosmetics industry

The family-run enterprise was founded in 1921 by Pierre Martinenq as a bindery and processing firm in downtown Paris. Today the 88-strong company produces 2 million flyers a day as well as 600,000 brochures and 700,000 glued cards for product samples each week. Under the direction of Jean-Christophe Martinenq the firm generates sales of over €13.5m (\$17.8m) and is one of the most respected printers in this Parisian suburb. The company's key to success is innovative technology and extraordinary products.

Unique KBA hybrid technology

Martinenq Imprimeurs has always placed great importance on innovative and high-performance



Jean-Christophe Martinenq (centre) managing director of Martinenq Imprimeurs and his offset team are pleased with their first KBA Rapida 106

technology, that is why it choose the unique hybrid technology from KBA in the form of the Rapida 106. “We aim to expand our activities in the luxury segment, especially with regards to the production of cards and product samples, and we looked for a press which could handle both UV and dispersion printing in a cost-effective way”, explains Bernard Pouchoux, director of

sales at Martinenq. “By offering the Rapida 106, KBA provided us with the perfect hybrid press. We fired the press up in May and we are more than satisfied with the result. The press has six printing units which means that along with the conventional four colours we can add opaque white and one special ink, or two special inks.”

Maximum quality and value for money

The company's newest press in Lieusaint is equipped with triple delivery extension and is mounted on a plinth. It prints flawlessly on a range of substrates, from very thin paper to heavy board. Substrate flexibility and finishing are deciding factors when working with prestigious luxury brands on designing and producing their communication media. The unique Drive-Tronic coater was supplemented by a coating heating appliance, an automatic coating feed and cleaning system for dispersion and UV varnish as well as Super Coat a separate coating circulation system for special varnish (e.g. metallic and pearlescent). These support extremely varied and impressive coating effects. Fast job changes are possible thanks to automatic plate changing, DriveTronic SIS sidelay-free infeed and CleanTronic multi and CleanTronic UV automatic washing systems for UV and dispersion inks. The Rapida 106 is known as the market's makeready champion for this reason.

Innovative KBA measuring technology for less waste and standardised quality testing

Martinenq Imprimeurs is FSC/PEFC and ISO 9001 certified and has followed a strict environmental protection policy for many years. It was the first firm in Paris to be awarded with the “Imprim'Vert” label in 2004. This label sets high standards with regards to waste disposal and recycling, the storage of dangerous goods and energy consumption. Furthermore, it promotes the environmental awareness of staff and customers as well as deterring the use of poisonous substances. The Rapida 106 is equipped with the latest KBA measuring technology in order to meet these requirements. Martinenq can guarantee its customers that every sheet printed meets the highest standards in terms of quality measurement and environmental protection thanks to KBA QualiTronic Professional, KBA ErgoTronic ColorControl, PSO and LAB.

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One of Martinenq Imprimeurs' successful products: high-quality folding cards for the packaging of various cosmetic products

Specialty Finishing in Nebraska, USA

Not one but two Rapida 145s

Specialty Finishing, a full service high graphic folding carton and litho-laminated packaging manufacturer for a wide range of national brands located in Omaha, Nebraska, recently fired up two new large-format Rapida 145 presses. Since the installation, Specialty Finishing has begun reaping the benefits with double-digit sales increases, higher print quality with consistent colour, and significant reduction in start-up waste. The six- and seven-colour presses are equipped with coaters and inline quality control.



Website:
www.specialtyfinishing.com



Specialty Finishing's two new Rapida 145 presses, sitting side-by-side in the firm's 37,000 m² (400,000ft²) large facility in Omaha, Nebraska

"We chose to purchase two large-format Rapidas because KBA could offer the highest level of automation and productivity as well as a custom-configured press for our particular needs," says Mark Wright, Specialty Finishing president. "These presses allow our company to continue its rapid growth path and offer our customers the highest level of productivity and quality that they expect as well as more flexibility in scheduling and quick-turn lead times. We needed the added capacity because we have been experiencing 25 per cent growth year-on-year for the

past several years." Site preparation for the two new presses was approximately 12 weeks and press installation took six weeks.

Rapid growth

"We have seen an 18 per cent increase in business since the installation", says Brian Thalken, vice president of sales at Specialty Finishing. "We will continue to grow our business at double-digit rates by working with our customers on waste reductions and lean manufacturing," he adds. Both presses run 24 hours a day, seven days a week.

Both the firm's scheduling manager Jeffrey Oles and pressroom manager Steve Pellman agree that the KBA QualiTronic Professional inline sheet inspection system on both Rapida 145 presses is beneficial because of the significant reduction in start-up waste, higher print quality with consistent colour and greatly reduced chances for printing defects. Another important feature is DensiTronic Professional, a combined density and colour measuring system for quality control both during and after printing. This online system allows the firm to stay at or below industry toler-

ances for ink making, pre-press and printing, and reports this information as needed.

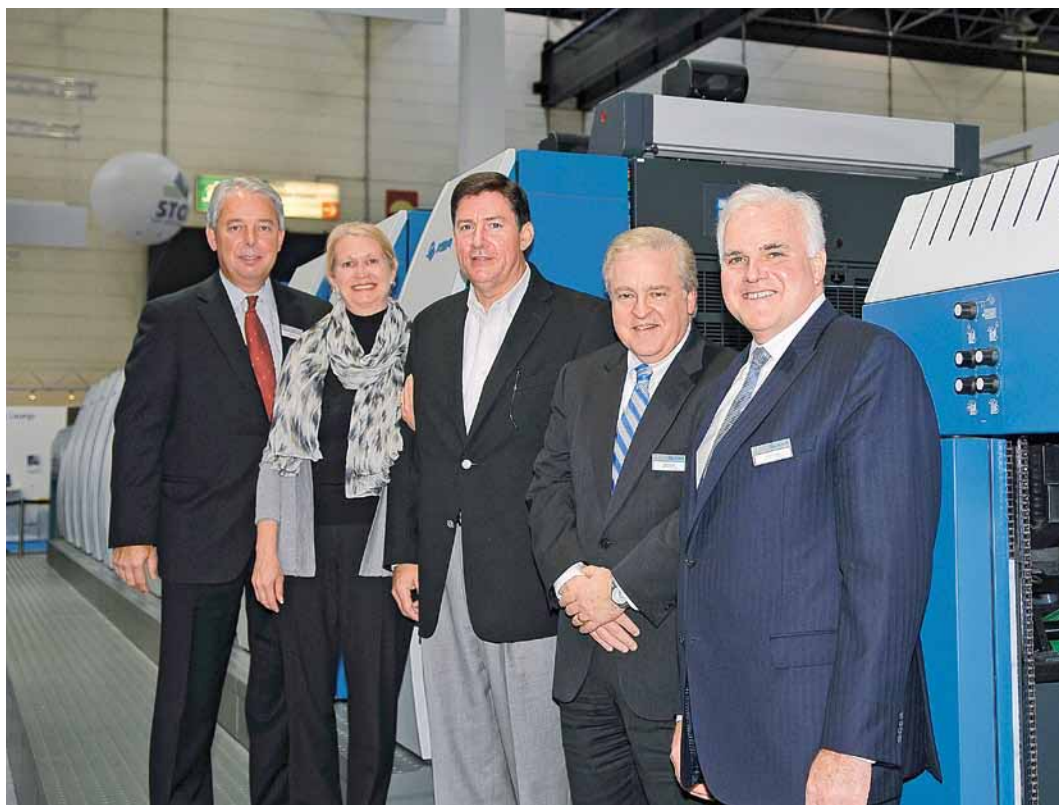
Established in 1927 as a small family-owned print shop, Specialty Finishing has since grown to a multimillion dollar operation employing more than 160 people. This strong growth is due to its successful customer relationships, its investment in people and technology, and its adaption to market demands.

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Website:
www.winstonpackaging.com

Left to right: Sam Creel, KBA district sales manager; Susan Gordon, marketing manager of Winston Packaging; James Gordon, president and CEO of Winston Packaging; Mark Hischar, president and CEO of KBA North America; and Soren Larsen, KBA senior vice-president of sales; meet at Drupa 2012.



Winston Packaging invests in highly automated Rapida 106

Celebrating 101 successful years of a family-owned business

At the end of last year Winston Packaging located in Winston-Salem, NC, flipped the switch on a new six-colour Rapida 106 with unique automation features. The fourth-generation family-owned printed paperboard packaging company also celebrated its 101st year in business.

"As we celebrated our 101st year in business last year, we also completed the largest equipment upgrade in our history with the centrepiece being the new Rapida 106 press, as well as a new CTP device and a new Bobst die-cutter," says James Gordon, president and CEO of Winston Packaging. "This new technology has strengthened our position for future growth and ensures success as we move into our second century. The Rapida 106 is the cornerstone of our medium-format production activities as well as the workhorse in our upgraded pressroom."

Gordon and his team spent 18 months actively investigating the

sheetfed printing press market for a suitable press that would provide them with faster changeovers and superior run speeds along with advanced colour management. He found the right press at Drupa. "We naturally checked out our incumbent press manufacturer but given the format change we looked to other reputable press manufacturers. After touring the KBA factory in Germany and visiting a live KBA production operation in the U.S. we are certain that we made the right decision in choosing the Rapida 106," says Gordon.

Several factors contributed to this positive decision, for example the extended format to 1,060mm

(41.7in). "We have used the 1,020mm (40.1in) width as our standard printing and die-cutting format since 1979 by utilizing paired equipment in all the major processing areas," explains Gordon. "In order to keep growing in a very competitive marketplace, we determined that the 106cm format would be a much better size to compete in the segments that we have targeted."

Advanced automation

A further decisive reason for their choice was the advanced feeder for the continuous running of board stock with output of up to 20,000iph. Gordon says, "There are significant differences over

our current press manufacturer which drove our selection to KBA. We were also impressed with the complete automation package from KBA, such as its LogoTronic management system and DensiTronic colour control system."

Over the past century, Winston Packaging has broadened beyond its main customer base of cigarette packaging and its long-time largest customer, R.J. Reynolds Tobacco, into industries such as over the counter (OTC) healthcare and internet retail. "Winston Packaging has distinguished itself among its competitors by offering superior advantages and responding to customer demands. We believe that the Rapida will give us an upper-hand and allow us to retain existing customers as well as win new customers," says Gordon.

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Printshop networking

KBA Complete Solutions popular in Asia

Software solutions for production planning, control and printshop networking, grouped under the name KBA Complete Solutions, are attracting keen interest in China and other countries throughout Asia.

The numbers of installations have increased noticeably in recent months, with projects ranging from simple pre-press interfaces for transferring presetting data to the press (LogoTronic CIPLinkX) through to comprehensive production planning and control systems for shop floor data collection (SFDC), as gateways to typical branch software packages (MIS) and as tools for printshop management (Productivity Plus and LogoTronic Professional).

KBA Complete Solutions was the subject of great interest particularly at China Print in May, not least because the quality and productivity benefits of printshop networking are also gaining ever greater importance in this part of the world. LogoTronic CIPLinkX topped the order list at the exhibition, and numerous Productivity Plus and LogoTronic Professional systems were likewise ordered in conjunction with new presses. The overall demand was higher than expected.

Keen interest was shown at live presentations of a closed-loop production workflow, which were in cooperation with partners Logica and Optimus. The immediate outcome was a series of new workflow projects with major customers such as Tien Wah Press (Pte) in Malaysia. Representatives of Chinese customer Tianjin Huiyuan Printing Co. put their name down for the comprehensive solution KBA LogoTronic Professional at the subsequent large-format open house event in Radebeul.

To sum up: The Asia-Pacific region is not only a growth market for high-performance presses, but also for cutting-edge workflow solutions. This combination seeds considerable synergy and productivity effects, and underlines the user's commitment to technology.

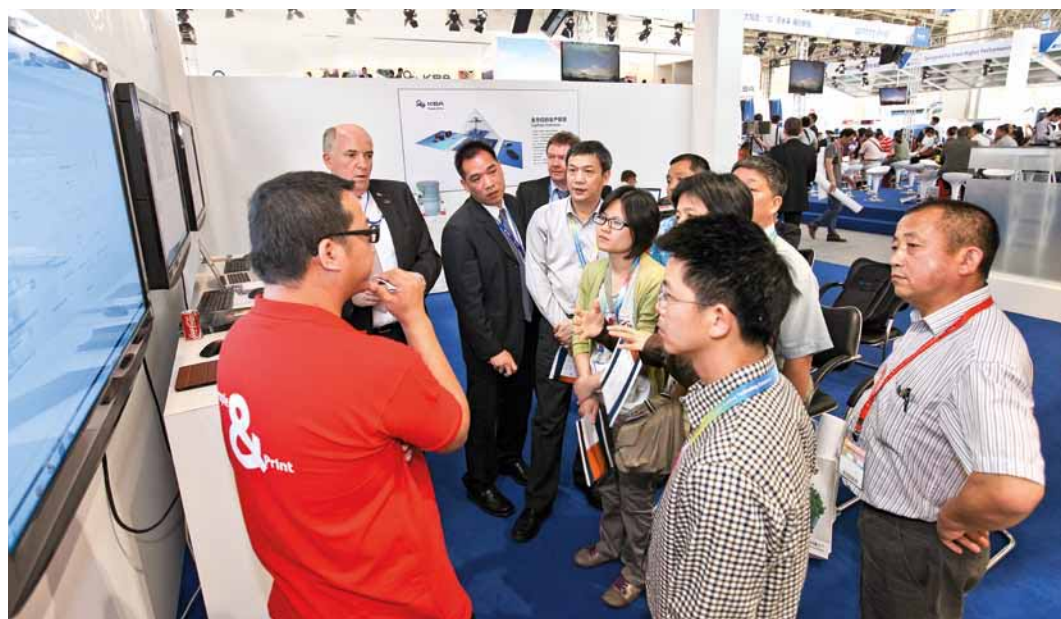
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The software package KBA Productivity Plus, which was developed jointly with Italian partner Logica, has been released in a completely reworked version with a raft of new features. With a new interface and apps for iPhone and Android, production is kept under full control at all times



Above: Yoichi Sanada, managing director of Tien Wah Press (centre), joined Stefan Segger KBA Asia-Pacific (right) and Chris Waschke KBA Radebeul in the Complete Lounge



Left: A constant stream of visitors followed the workflow presentations in the Complete Lounge at China Print



Flexotecnica's site in Tavazzano, near Milan



Modern CIC flexo presses from Flexotecnica for printing on film and other flexible packaging materials

KBA expands further into the growing packaging market

Flexotecnica and Kammann extend KBA's portfolio for packaging printers

KBA has held a strong position in sheetfed offset printing technology for folding boxes with its medium and large-format Rapidas for some time now. The same is true of KBA-MetalPrint in metal decorating and KBA-Metronic's marking and coding systems are a feature of numerous packaging lines. KBA's sheetfed presses also address the label printing market, even though its position in this sector, which is dominated by narrow web presses and increasingly by toner-based digital presses, can be expanded further. The KBA group will expand into the growing flexible packaging market with flexo presses once the planned takeover of the Italian manufacturer Flexotecnica is finalised. In addition to this is the majority takeover of Kammann Maschinenbau, the market leader in screen printing presses for directly decorating luxury glass containers.

Healthy finances make it possible for KBA to invest in growth markets, such as digital or packaging printing, with own innovations or strategic acquisitions. By expanding further into the growing packaging market KBA is countering diminishing sales volume of web presses for publications resulting from the advance in online media.

Drupa 2012 signalled KBA's entry into the digital print market with the launch of the KBA RotaJET inkjet web press produced at its plant in Würzburg. The first RotaJET has since been sold to a German customer and further projects are nearing an end.

KBA addresses the flexible packaging market with Flexotecnica...

KBA is targeting the growing print market for flexible packaging (especially films) with the takeover of Flexotecnica in Tavazzano, near Milan. In most industrialised countries 80 per cent of new in-

vestments in this packaging segment are in flexo presses and only 20 per cent in gravure. However, this trend is reversed in Asia as it is cheaper to manufacture gravure cylinders there. In some parts of Asia even flexo printing is holding its ground.

With approx. 100 employees Flexotecnica offers central-cylinder flexo presses for printing on various flexible packaging materials. So far the Italian company is mainly present in Europe and in some overseas markets. Koenig & Bauer is taking over 90 per cent of shares in Flexotecnica from the former majority shareholder Officine Meccaniche G. Cerutti (OMGC) and Canette, the firm's founding family. Taking over the Italian manufacturer has been slightly delayed. Following the final closing of the acquisition the firm will be welcomed to the KBA family and launched on to the market together as soon as possible.



Typical products which are printed on CI flexo presses

Modern flexo central-cylinder presses ...

Last year Flexotecnica generated sales of over €30m (\$39m) and posted a net profit. The company has 450 successful press installations under its belt so far and

its product portfolio consists of various types of central-cylinder presses with differing levels of automation and performance for various price brackets. The presses feature the latest technology with up to twelve printing units as well



Kammann screen printing system for direct decorating premium glass, plastic and metal containers

as web widths from 600mm up to 3,200mm (23.6 and 126in). Cutting-edge dedicated drive technology cuts operating effort and makeready times. What is more, the modern design of the new Evo XG from Flexotecnica was one of the highlights at Drupa 2012. The Italian manufacturer currently has a market share of under 10%, however as a member of the KBA group the company now has more opportunities to grow and the expand its international market position with the help of KBA's sales and service network.

... and Kammann screen printing technology for directly decorating hollow containers

KBA is continuing its successful niche strategy in the packaging sec-



Kammann's headquarters in Bad Oeynhausen, Germany

tor with the majority takeover of 85% of Kammann Maschinenbau in Bad Oeynhausen, Germany. Kammann's two managing directors will continue to hold a 15% stake. The previous majority shareholder, private equity firm Perusa in Munich, has successfully restructured and realigned this medium-sized press manufacturer over the last years.

Kammann mainly offers presses for decorating hollow containers made from premium-quality glass, plastic and metal. Along with screen printing, Kammann's precise and flexible transport systems can also be equipped with hot-stamping, digital printing and decorating processes. The company also has a substantial service business.



The challenging process of directly decorating glass containers is used mainly for luxury cosmetic packaging and beverage containers



Kammann's systems also directly decorate plastic containers

Global market leader in directly decorating glass

Kammann is the global market leader. It's directly decorated glass containers are mainly used for cosmetics, perfume and spirituous beverages in the top price class. In 2012 the company, which was founded in 1955 and has a total of 175 employees, gave up most of its production activities to concentrate on the development, assembly, sales and service of its presses. In 2012 it generated annual sales of over €30m (\$39m) and posted a net profit.

Premium glass packaging is a growing business even in threshold countries, such as China, Brazil and Russia. It is regarded as a differentiation medium and is continually gaining importance as a status symbol compared to cheaper alternatives. Market forecasts predict above-average growth for this segment. From a process point of view, direct printing with high-quality screen printing systems is the most challenging and costly finishing method due to the mechanic handling of different forms of glass containers. These technological demands prevent newcomers from entering this luxury segment which is serviced by very few manufacturers.

On supermarket shelves directly decorated glass containers for premium perfume or beverage brands compete with more simply labelled containers for cheaper brands. These are often undervalued by customers looking for luxury goods. While direct printing of containers is a new territory for KBA, the group is already well-established in some areas of packaging printing. Management therefore views this acquisition as a useful addition.

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One of four TB10B gravure presses in operation at Lenglet Imprimeurs

Lenglet Imprimeurs

Well positioned in catalogue printing

The success of Lenglet Imprimeurs is based on their strategy of operating out of the spotlight and investing anti-cyclically. This family-run firm located in northern France has specialised in the production of high-volume catalogues for more than 32 years. With its 127 employees Lenglet recently generated sales of €76m (\$100m), 23 per cent of this from exports. The firm fired up two new Compacta 618 web offset presses not too long ago. Deputy managing director William Lenglet gave KBA Report* an insight into his company and its longstanding partnership with KBA.

KBA Report: How is production organised at your firm?

William Lenglet: Two years ago we decided to concentrate production at two sites. While we only print in offset at our plant in Cadury which measures 10,000m², we have several gravure presses in our 50,000m²- large plant in Railencourt-Saint-Olle, near Cambrai. This division of our activities to only two sites coincided with the upgrading our offset press fleet. Today it comprises of two 48-page KBA C618s from 2011 and a 40-page KBA C518 from 2009. The entire old press fleet was scrapped with the exception of the C518.

KBA Report: Why did you invest in two 48-page web presses from KBA?

William Lenglet: It was mainly down to the variable-format V5

folder. The key advantage of this folder is its ability to switch from long-grain pages, which is common in commercial web offset, to short-grain pages. This production method minimises paper waste thanks to the variable cut and allows us to dispense with a second length fold (quarterfold) which normally also slows down production.



Ultimately, our decision was based on our 25-year relationship with KBA, characterised by mutual trust.

KBA Report: Which gravure presses do you use?

William Lenglet: We have four 100% identical KBA TR10B gravure presses each with a web width of 3.68m (12ft) and a maximum circumference of 1.50m (4ft). All

four presses are equipped in the same way so that our teams and job scheduling can be managed flexibly. Given their long machine life, the presses installed in 2002 and 2005 are practically new. Each press can print 144 A4 pages in one cylinder revolution, equivalent to 114m² of paper per second, and every press has eight printing units. When printing on both sides the web is split into 14 ribbons, each of which equate to a 72-page booklet. In total Lenglet Imprimeurs has a gravure capacity of approx. 1,000 tonnes of paper per day as well as an offset capacity of 350 tonnes per day.

KBA Report: What does the future hold for gravure given the competition from high-volume offset web presses?

William Lenglet:

“Our export success demonstrates that a well-positioned French firm can also compete on the European market.”

William Lenglet: 64- or 72-page web presses were an alternative in 2001 when we decided to invest in gravure in order to enter the high-volume catalogue print market. Jean Lenglet and I never believed in web presses with high pagination. We are convinced that offset presses with wide web widths have qualitative disadvantages as there is the risk that the paper could change shape when in contact with the fountain water. What is more, gravure is known for its more colourful and stable inking and it is well suited to thin substrates. We believe that with offset and gravure we have two different, but perfectly complementary technologies for printing catalogues.

KBA Report: Do you offer your customers any other services?

William Lenglet: We bought two finishing lines from Müller Martini to completely integrate adhesive binding into our production chain. Therefore we maintain our customers strict confidentiality and we have significantly minimised production times. Our customers can give us the OK to print in the morning and can leave our premises with their printed products at the end of the day.

KBA Report: How do you think catalogue printing will develop given competition from digital media?

William Lenglet: Many clients who invested extensively in the internet now doubt that they will see a return on their investment with emails or online ad campaigns. Emails are often just deleted without having been read first, compared to printed catalogues which are kept for a longer period of time and are leafed through several times. Brands thus generate much higher ROI rates with a catalogue. Furthermore, catalogues are real and can be touched, definite advantages compared to the virtual internet. We have realised that new catalogues appear every year, which shows that this market remains relatively dynamic. We are convinced that for catalogues to develop a higher quality is necessary.

KBA Report: How are you positioned on the magazine market?

William Lenglet: Despite our favourable geographic location – only 170km from Paris – and our huge production capacities, we are poorly represented on the magazine market. But this doesn't have to stay like this. Given the recent changes to the French and European print industry it is possible that things might be different in the years to come. Our press fleet is definitely in the position to also serve the magazine market flexibly.

KBA Report: How is your export business?

William Lenglet: In 2012 23% of our sales were generated abroad, compared to the average in the French print industry which hardly ever exceeds 5%. Our export rate strongly depends on the performance of the pound sterling and differs every year. Given our geographic location Lenglet Imprimeurs is well-positioned on the English market, where we generate up to 40% of our annual sales. We also receive orders from the Benelux countries and even from Germany. Our export success shows that a well-positioned French firm



Managing directors of Lenglet Imprimeurs in northern France Jean (r) and William Lenglet (centre) very successfully run a large gravure and web offset printing firm for high-volume catalogues. They have worked closely with KBA for 25 years, which KBA sales manager Rainer Dluschek (l) also appreciates

can also compete on the European market. Unfortunately, a substantial part of all French jobs are still printed in our neighbouring countries, even though it is often cheaper to produce the products in France when you take all the costs into account.

KBA Report: What new demands do your customers have?

William Lenglet: Our customers place ever more importance in the financial standing of their service provider. They try to protect themselves from the default of their partners which would affect their communication campaigns. In addition, customers are also paying more and more attention to their supplier's environmental policy. At our plant in Raillencourt-Saint-Olle we have, for example, set a value limiting the amount of toluene in the paper we use. This value is below that in Scandinavia. We have received many awards for our environmentally-friendly activities. We are also FSC and PEFC certified. The French regional administration for the environment, town planning and building, "DREAL", lists Lenglet Imprimeurs as an outstanding example of an environmentally friendly firm.

***Interview by Guillaume Prudent from the French trade magazine Caractère**

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The Lenglet Group: 32 years of entrepreneurship



In 1981 Jean Lenglet left the teaching profession to establish Lenglet Imprimeurs. Medium-format sheet-fed offset presses were in operation at the site in Caudry until 1986. The first 16-page web offset presses were installed in a new plant in 1986. Between 1988 and 1992 the firm invested in a new web press every year. In 1995 Lenglet Imprimeurs installed its first 32-page short-grain offset press, a KBA Compacta 408.

In October 2001, shortly after the attacks on the World Trade Centre in New York, Jean Lenglet announced that he would be joining the small circle of European gravure printers. The investment sums were huge and the project was risky as Lenglet didn't have any experience in gravure printing. But he was convinced of the need to invest during challenging times. In January 2002 the first KBA gravure press with a web width of 3.68m (144.9in) was fired up, and the second followed one year later. The gravure presses were then installed in a new 30,000m² press hall. Thanks to this investment many orders from retail chains and mail-order firms which printed abroad returned to France. In 2005 and 2006 two further gravure presses were installed in a new 20,000m²-large hall. In total this bold switch came to approx. €150m (\$199m).

Koninklijke Barneveldse Drukkerij en Uitgeverij

Big goals with small formats

Whoever wants to see how fast and to what extent printed dailies are changing does not have to look much further than Holland. Only one national title, *De Telegraaf*, has not been converted to a smaller format. With these market developments in mind, newspaper and magazine printer BDU Print in Barneveld, Holland, invested in a new KBA Commander CT. The future of the newspaper is not least a question of format for BDU's managing directors.

Commercial director for sales and administration at BDU Print Martin van Ee aroused interest for his ideas at the WAN-Ifra Printing Summit in Hamburg in spring 2013. Together with newspaper designer Koos Staal, the Dutch printing house director presented the format "Daily XS-L", a 16-page micro newspaper with tabs which is folded to fit into a small handbag

but can be produced on a classic newspaper web press.

The mini newspaper

In 2004 Koos Staal developed a "mini newspaper" in A5 format which was folded out of one single 40 x 59cm (15.7 x 23.2in) sheet. For him this was the logical next step given the upcoming trends towards smaller newspaper formats. The so-called "tabloid revolution" started in the UK, the Benelux countries and Scandinavia.

But just how compact is this format, Staal asked himself. Do readers really have three hours a day to spend reading a newspaper? He then came up with an idea for a truly compact newspaper which could be read in half an hour and printed locally on sheetfed offset presses.



Koninklijke BDU is a publishing and printing service provider which also prints newspapers and magazines for other publishing houses in coldset web and sheetfed offset



The Commander CT has four four-high towers in 6/2 configuration for up to 96 pages in tabloid format and a centrally positioned jaw folder



Hans Daniels, general plant manager at BDU Print shows the double-spread plates for the new KBA Commander CT



Jacco der Vries, managing director of KBA's Dutch web press agency Rotagraphic BV (centre), with printers Rutger Heijmen (l) and Melvin Taribuka

Adapted for web

Staal was able to inspire newspaper publishers who saw an opportunity for ultra-local publications, special event editions and target-group media of his idea. However, the approach to print on a sheetfed press was not well received.

Martin van Ee, Koos Staal and the printing house manager joined forces to find a way to produce the

"Daily XS" on a newspaper press. Staal: "My main question was how would the smallest possible dimensions of the newspaper printed on web look like?" Answer: two sheets in broadsheet format – or eight pages in tabloid. Koos Staal continues: "In the end we took these sheets, flipped them, turned them and folded them until we found the right starting point and a design concept."

BDU

Koninklijke Barneveldse Drukkerij en Uitgeverij was awarded the honorary title of Koninklijk, or royal, in 1996. The company was founded over 142 years ago and is predominantly a family-run business. 25 per cent of shares are owned by employees. 27 employees work in the holding, 120 in publishing and 63 in the printing house. Given the high number of small print runs, which are produced in the company's newspaper and magazine divisions, efficient workflows and short makeready times are key. BDU Print aims to acquire larger (partial) editions of Dutch dailies with the KBA Commander CT. The firm is perfectly situated between Utrecht, Apeldoorn and Arnhem, and can reach all areas in central Holland easily.



Left: the tabloid format (289 x 415mm/11.4 x 16.3in) is now the standard format for Holland's dailies. The new web press at BDU Print is engineered for very small formats — also predominantly for half tabloids



Commercial director Martin E. van Ee demonstrates that tabloid formats at BDU Print can now be glued lengthways on the spine making paginations in two-page jumps possible

The result was the “Daily XS-L”. A 16-page closed newspaper similar to A4 format with variable length pages which form a kind of index with coloured tabs allowing the reader to find individual sections easily. When opened fully the newspaper is a broadsheet format, but it can be folded smaller in any number of ways.

Contract printer BDU Print

Daily XS-L is not the only new newspaper format that Martin van Ee has worked on over the past years. For the sake of simplicity, his company is marketed as BDU Print and BDU Media, and not its full name “Koninklijke Barneveldse Drukkerij & Uitgeverij”. It is situated in the middle of Holland, in a small town called Barneveld and employs 210 people for the publication and production of newspapers and magazines. 63 of these work at the company's print subsidiary which operate two newspaper and two eight-colour sheetfed offset presses.

Only a small percentage of what is produced on these presses are the company's own products, such as a local daily the *Barneveldse Krant*, which with 10,000 copies is Holland's smallest independent newspaper, plus some 40 local weeklies and 60 other periodicals. BDU Media sells advertising space and handles the complete production of titles for many other publishing houses. In total 60 newspaper editions and 160 different magazines are produced in Barneveld. This way BDU Print keeps abreast of all the latest market developments. Van Ee knows what makes publishers tick and what to offer to be accepted as a future-orientated printing partner.

Online links

Many of the special interest and target group magazines produced by BDU Print have been subjected to changes in reading habits and the ad market, just like the dailies.

When talking to *KBA Report* Martin van Ee named an example: the newly structured newspaper for Dutch scout groups. It was made up of four previously separate magazines and actually focuses on the links between print and online media, mainly via the “Layar app”. “Layar” supports a link to online features not just by scanning a QR code, but also entire printed pages. It opens up an additional information page or a web shop online where the product described in a magazine can immediately be ordered from. Martin van Ee: “We are able to reach mobile devices via Layar. Publishers want to initiate traceable actions with print and by doing this hope to gain data about their readers or users.”

Printed “mobiles”

BDU Print also has, so to speak, effectively moved closer to mobile devices with its printed formats. Contrary to its predecessors, the six-around double-circumference

Commander CT is engineered for the maximum tabloid format (289 x 415mm/11.4 x 16.3in). Half-size products (207 x 289mm/8.1 x 11.4in) are called “magazines” at BDU. Quarter-size products with tabs approximately the size of an iPad screen (trim size 144 x 207mm/5.7 x 8.1in, engineered in the press as half format) are aptly named “BDU tablets”.

The new press' fast and automatic makereadies are not the only thing important to BDU Print, e.g. also the possibility to glue tabloid formats lengthways allowing for two-page jumps. A section stitcher enables “magazine” formats to be stitched inline. In one pass two different types of product (tabloid plus magazine or tablet) can be produced and laid out together. And of course with different types of paper.

What does the future hold?

The Daily XS-L/BDU tablet does not have any external customers yet as it seems that Dutch newspaper publishers are quite conservative, even though BDU would license this protected product format to other printing houses. Perhaps this concept is ahead of its time. Martin van Ee likes to start his sales talks with the “BDU tablet”. He accepts, however, that at the end of the day most contracts are signed for the A4 standard product format “magazine”.

Gerd Bergmann
klaus.schmidt@kba.com



The web press' superstructure is equipped with numerous turner bars and splicing heads for maximum product flexibility

The new KBA Commander CT

The new KBA Commander CT 6/2 at BDU is equipped with four four-high towers, four reelstands and a jaw folder. It has a maximum web width of 1,734mm (68.26in) and an 830mm (32.67in) cylinder circumference. Up to 47,000 96pp newspapers in tabloid format 289 x 415mm (11.4 x 16.3in) can be printed per hour. Only double-spread plates are used.

Flying the flag for print

Badisches Tagblatt opts for Commander CT

Badisches Tagblatt in Baden-Baden are investing approx. €21m (\$27m) in a new, own printing plant with cutting-edge technology. The highly-automated compact Commander CT web press will form the heart of this new printing centre. In summer 2014 this new 48pp press from the Würzburg-based world market leader will go live at the company's newly-founded subsidiary, Badisches Druckhaus Baden-Baden, located in the Oos-West industrial park.

The KBA Commander CT for Badisches Druckhaus Baden-Baden

Wolfgang Hoffarth, managing director of Badisches Tagblatt, says: "We are very successful in the news and advertising sector in our region in southwest Germany. Based on more than 200 years of company history we continually adapt to changes in the market. We are thoroughly convinced that printed regional newspapers with qualitative journalism and an appealing layout have a sound future. With this in mind the publishing house's owners opted to strengthen our core business by broadening our footing with a new own printing plant situated near the publishing company. The Commander CT will allow us to produce our newspapers and weeklies efficiently, economically, independently and in a higher quality."

Until now the Badisches Tagblatt's print products have been produced by co-partner, Greiserdruck in Rastatt, which prints on a KBA anilox Colora in operation since 1999.

The Commander CT will predominantly print the *Badisches Tagblatt* and its four local editions for Baden-Baden, Rastatt, Murgtal and Bühl, and has a daily circulation of approx. 34,000 newspapers. It will also produce the publishing house's two freesheets and further periodicals. The *Wochenjour-*

nal WO which is published every Wednesday has a circulation of approx. 164,000 copies and the Sunday freesheet *WO am Sonntag* has a circulation of 129,000 copies. The publishing house has an extensive online regional news website offering a range of services.

advertisers and readers will appreciate the outstanding print quality delivered by the Commander CT."

Extensive automation

The double-width Commander CT engineered for the Berliner format will have three printing towers and a KF 5 folder, and can print up to 90,000 newspapers per hour. Three Pastomat reelstands are embedded in an automatic reel-handling system. The press is controlled by KBA ErgoTronic consoles with the EasyStart and EasyClean-up modules for automatic press start-up and run-down as well as job preparation, presetting and process control. Other highly automated features include colour and cut-off register controls, inking unit and blanket washing systems, and pre-former web guiding systems. Three turner bars, a folder superstructure with two formers, a half-cover guide and a variable Zip'n'Buy perforation unit all ensure maximum production flexibility.

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Investment enhances efficiency and flexibility

Christoph Greiser, managing director of the newly-founded Badisches Druckhaus Baden-Baden says: "We decided on future-orientated production requirements in newspaper printing with the KBA Commander CT. This compact press with its high degree of automation, which has proven very popular in the market, will bring us forward in terms of efficiency and flexibility. This is in particular due to automatic plate changes which ensure fast job changes. We can use these time gains to enhance our print products' topicality. In addition, the cutting-edge technology reduces the number of personnel needed and cuts waste. Plus, our



Wolfgang Hoffarth, managing director of Badisches Tagblatt (l), and Christoph Greiser, managing director of Badisches Druckhaus Baden-Baden (centre) bank on sustainable print. Also pictured at the contract signing: KBA executive vice-president for web presses Christoph Müller (r) and standing (l-r) KBA sales manager Günter Noll, KBA sales director Alexander Huttenlocher and Ewald Adler technical director at Badisches Druckhaus Baden-Baden



The KBA Commander CL 4/1 for Ouest-France

Commander CL 4/1 for France's largest daily

Ouest-France in Rennes switches to KBA

The Ouest-France media group based in Rennes, France, has also invested in a Commander CL. France's largest daily newspaper opted for the first compact tower press configured for four plates across the cylinder and one around (4/1) and it is the eighth Commander CL to be ordered so far. It is planned to go live in Rennes in autumn 2014.

No.1 in France and in the top 10 in Europe

France's largest daily newspaper, *Ouest-France*, was founded on 4 August 1944 by Paul Hutin-Desgrées and today it has a daily circulation of approx. 800,000 copies and 50 editions. Based in Rennes, the media enterprise focuses on the regions Brittany, Pays de Loire and Lower Normandy. All shares in Ouest-France have been owned by "Association loi 1901", a non-profit organisation, since 1990. SIPA, a civil law company, represents this association which is unique to the newspaper industry. The Sunday newspaper, *Dimanche Ouest-France*, was first launched in 1997. At the end of 2005 SIPA, which already owned *Presse de la Manche*, took over the titles *Le Courrier de l'Ouest*, *Presse-Océan* and *Le Maine Libre*, which appear in the Pays de la Loire region. The SIPA - Ouest-France group has a total circulation of about 1 million copies, including all regional dailies. Furthermore, the media house's division, Publihebdos, publishes 76 weeklies with a circulation of 490,000 copies mainly in western and northern France as well as in the Paris area. Via Spir Communication (consumer and special-interest magazines,

websites, distribution of promotional literature etc.) which is controlled by SIPA's subsidiary, Sofiouest, the SIPA - Ouest-France group holds shares in the free newspaper *20 Minutes France*. The Norwegian Schibsted group is the joint venture partner.

Its core business is in print media which also encompasses magazines and books. The prominent media company is active in advertising, marketing, consulting and radio. The group is also active in the multimedia sector with online news, subscriptions as well as the group's popular portals for cars, property and a job market.

Modular design supports flexible retrofits

The Commander CL ordered can print 84,000 broadsheet newspapers of up to 48 pages per hour (40 of which in four colours) in up to three sections. Tabloid products can encompass up to 96 pages, of which a maximum of 80 in four colours.

The 350 x 500mm format (13.8 x 19.7in) press comprises 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. Automated pagination change, automatic RollerTronic roller locks, ink feed and ink unit washing systems, automatic colour and cut-off register controls, and semi-automatic plate changing systems cut makeready times, waste and operation and maintenance efforts considerably. The Commander CL 4/1 is controlled by cutting-edge ErgoTronic consoles. A PRIME interface will

allow the integration into the existing job scheduling and press preset system.

The consistent modular design supports extensions at a later date as well as adapting the level of automation to meet changing market demands.

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The Commander CL's modular design supports individual options and retrofits when production demands change

A new era begins with the KBA Cortina waterless offset press ensuring a high printing quality, ecology, production flexibility and economy at Trierischer Volksfreund

Photo: Ralf Jakobs



Trierischer Volksfreund in Germany banks on waterless offset printing

Compact Cortina with two coaters goes to Trier

At the beginning of June Volksfreund-Druckerei Nikolaus Koch in Trier, Germany, ordered a KBA Cortina equipped for printing high-quality newspapers and semi-commercial printwork. This high-tech waterless offset press will strengthen the production of the publishing house's titles and significantly expand its product range. "The decision in favour of the KBA Cortina puts Trierischer Volksfreund technologically and economically in a pole position," says Saarbrücker Zeitungsgruppe CEO Dr Joachim Meinhold, who aims to take the subsidiary into a new era from spring 2014.

"We view this investment at our Trier plant as a clear signal to the region and recognise the outstanding work our staff have done there," adds the newspaper group's CEO.

Commitment to the printed product as a core medium

"The printed Volksfreund newspaper, with its indispensable wealth of regional and local information and advertising, is our core prod-

uct and this will not change in the future. It should continue to offer our readers orientation and the chance to form their own opinions. In addition to strengthening the standing of our printed products with outstanding quality and creative ad forms, we also aim to push forward with our digital activities and attract new target groups to our newspaper brand. This investment in a new web press ensures

that we can retain our Trier plant and therefore secure long-term places of work for our production staff," explains Thomas Marx, managing director of Trierischer Volksfreund media house.

More orders by expanding options

CEO Marx believes this new technology will open up new business lines: "Besides printing our daily newspaper, in the future this in-

vestment will offer us the possibility to print additional own products, as well as external orders, in various formats and substrates in Trier. Our service and product range for the printing industry will significantly expand thanks to this new press. The KBA Cortina with its outstanding print quality and environmental friendliness, high format and substrate flexibility, minimal waste and extremely fast job change is ideally equipped to meet these production requirements. The two integrated coaters contribute to this by coating both sides of the web for high-quality brochures, flyers, supplements and special products."

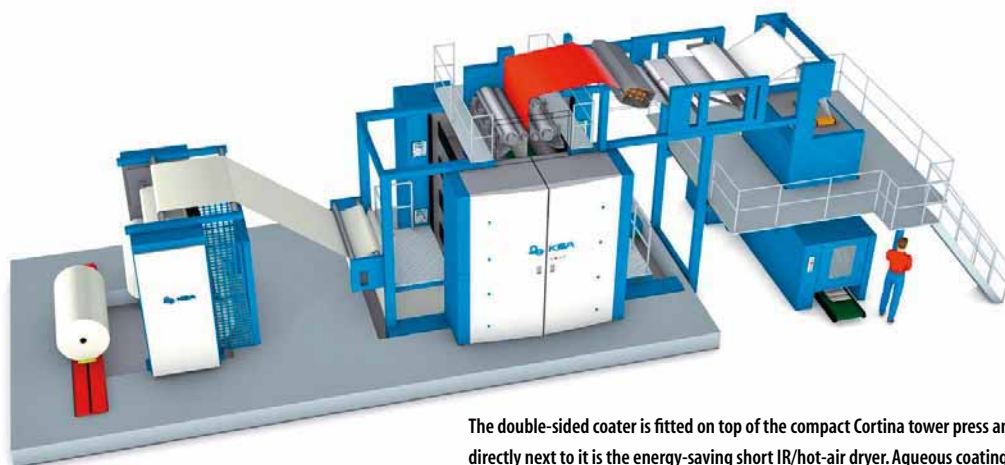
Multifunctional service provider

Named after its founder Nikolas Koch, the company which has existed for over 135 years today belongs to the Saarbrücker Zeitung media group. Volksfreund-Druckerei Nikolaus Koch publishes the *Trierischer Volksfreund* newspaper. It has a daily circulation of about 100,000 copies with 12 regional editions distributed in Trier, Eifel, Mosel and the Hunsrück region. The regional business journal *MACHER*, *Menschen + Märkte*, the lifestyle magazine *glanzvoll*, the children's magazine *Lucky* and the football magazine *Anstoß* all add to the company's daily news for various target groups.

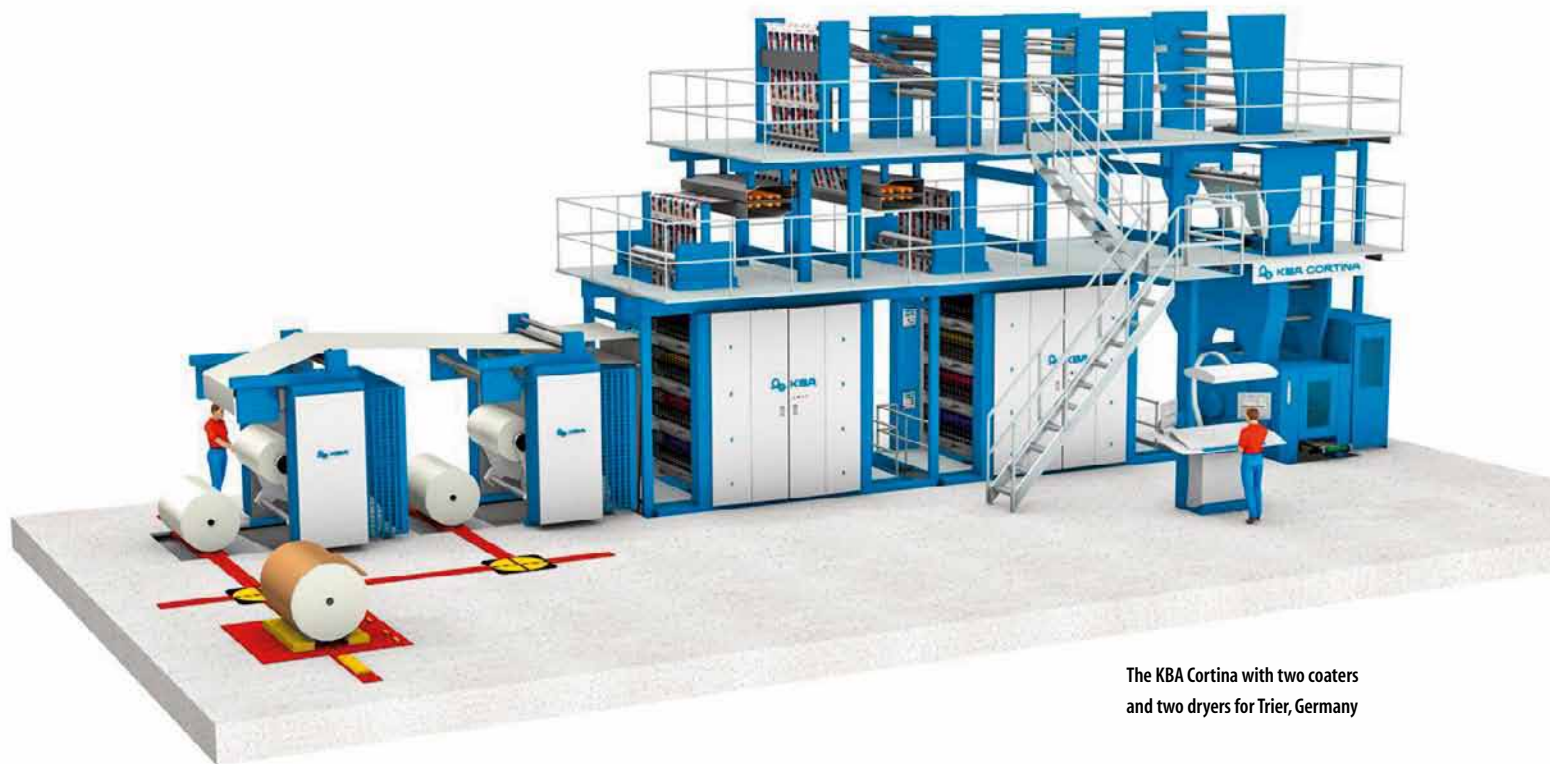
The publishing house also publishes the cross-border newspaper *DeLux* together with Luxemburger Tageblatt. The *Trierischer Volksfreund* is available as a printed edition as well as an e-paper and an app for mobile devices. The media house is the region's internet market leader with its website *volksfreund.de*. A delivery service for newspapers, freesheets, brochures and letters, plus a call centre for external customers complete company's service portfolio.

Future-orientated kit

The double-width Cortina will be engineered with a 510mm (20.1in) cut-off, a maximum web width of 1,400mm (55.1in), an output of 85,000 copies per hour and the ability to produce up to 32 broadsheet and 64 tabloid pages in full



The double-sided coater is fitted on top of the compact Cortina tower press and directly next to it is the energy-saving short IR/hot-air dryer. Aqueous coating is thus dried fast preventing the smearing or marking of inks and coating further down the production chain



The KBA Cortina with two coaters and two dryers for Trier, Germany

colour. Along with two Pastomat reelstands with Patras A automatic reel handling and a stripping station, the press also features two compact four-high towers, a KF 5 folder and two coaters. Since it will be configured as a floor-mounted press with keyless inking units it minimises the number of operators needed.

Automatic and infinitely variable web width adjustment, e.g. when using full-width webs between 1,200 and 1,400mm (47.2-55.1in), and automatic plate changing with

PlateTronic ensure fast job changes. The Cortina is able to handle different web widths for greater format flexibility with keyless inking technology. Pagination changes can be initiated automatically from the console cutting makeready times when production entails frequent copy thickness changes.

Inline coating in coldset production

The two coaters for inline finishing of short- to medium-size print runs will be integrated above both printing towers. This option is only possible in waterless offset on the

Cortina, simply needs an IR/hot-air drying aid instead of a high energy heatset dryer. Water-based coating can be printed on both sides of the web in varying widths and products can be finished immediately. The combination of using coated and non-coated webs is also possible as well as the use of normal and improved newsprint.

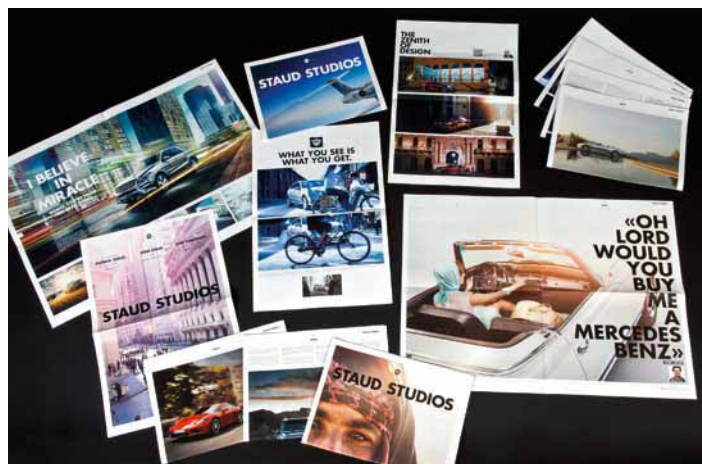
The customised superstructure will have two automatic double turner bars, a folder superstructure with three formers and a skip splitter for a wide range of products. Additional features allow printed products to be glued, stitched or perforated. Other capabilities support the production of ad specials, such as four-page centre spreads or half covers.

The Cortina will be controlled from an ErgoTronic console incorporating KBA PressNet production scheduling and press presetting system with KBA EasyStart for automatic press start-up and Easy-Clean-up for automatic run-down. Automatic colour and cut-off register controls, CleanTronic cylinder washing systems and further features ensure a high printing and folding quality with minimal waste.

Eye-catching coldset quality

A Cortina fitted with an integrated coating unit has been in action at Freiburger Druck (*Badische Zeitung*) for over year now printing challenging special publications for its own publishing house and external clients. These publications have an outstanding print quality which up until recently was not thought possible in coldset. An example of this is the customer magazine produced for Staud Studios in Leonberg near Stuttgart, a prominent international photo studio especially known amongst automobile and Formula One fans. The large-scale, brilliant photos with a lot of detail, colour and a skilful mix of light and shade immediately catch the reader's attention. Producing coldset products with a high ink coverage on newsprint or improved stock often leads to unavoidable smearing and set-off in the folder or mailroom and this has a massive impact on quality. This problem is now a thing of the past with waterless offset plus inline coating on the Cortina. It is nice to see that similarly extraordinary print products are now possible further north in Trier.

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Top-quality coldset production with coater: a customer magazine printed on a KBA Cortina at Freiburger Druck for Staud Studios from Leonberg near Stuttgart

Enhanced reader loyalty with individual imprints

KBA retrofits inkjet systems to offset presses

Variable imprints boost newspaper attractiveness for the reader while at the same time offering publishers additional design options. Targeted advertising, regionalisation, reader promotions such as prize draws, or even the possibility to update individual news blocks after production begins (e.g. during elections or football matches) are just a few of the many ways to increase topicality and added reader benefits.

It was back at Drupa 95 that KBA first presented an Express newspaper press with variable imprinting, at that time using inkjet heads from Scitex in Dayton/Ohio, the manufacturer later taken over by Kodak. Inkjet technology has developed further in the meantime and KBA has gained extensive experience with a diversity of applications, the latest being the high-volume RotaJET 76 digital web press.

As already with the predecessor company Scitex in 1995, KBA offers the latest generation of inkjet imprinting heads in cooperation with Kodak. The imprinting system preferred by Kodak for this purpose – Prosper S30 – features a maximum print resolution of 600 x 200dpi and can imprint variable data at web speeds up to 15m/s. Optimum positioning of the print

heads in the superstructure, the exact clearance between print heads and paper web, and precise setting of the web tension and cut-off register are routine tasks for KBA.

Added value by retrofitting older offset presses

Especially for users of older newspaper presses with low levels of automation and long makeready processes, the retrofitting of an inkjet system brings interesting new possibilities. With an inkjet imprinting system it is possible to produce title pages with corresponding regional headlines and content indexes both flexibly and without additional waste.

Fast retrofits without interrupting production

KBA integrates the Kodak inkjet system into the press superstruc-



Inkjet retrofit: Crossbeam for the Kodak Prosper S30 inkjet imprinting system and cameras in the superstructure of a KBA offset press. The photo shows the standard variant with one print head. Two or more print heads are also possible to cater for a larger imprint area or higher production speeds

ture with a camera for register control and a motor-adjusted crossbeam for exact positioning of the print head unit relative to the paper web. The crossbeam can also be fitted with several print heads and camera systems to cater for higher web speeds or higher resolutions. The complete system is installed and commissioned by KBA service. Console integration is available as an option, as is a stand-alone solution with external touchpanel PCs.

In the past few weeks KBA has installed eleven Kodak Prosper inkjet systems on KBA presses used by contractor printers of the Axel Springer group at seven locations in Germany without interrupting daily production to any mentionable degree. KBA technicians are also able to retrofit inkjet systems to newspaper and commercial web presses from other manufacturers.

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Premiere 18 years ago:

KBA already demonstrated highly personalised newspaper production with Scitex inkjet heads in the superstructure of an Express offset press at Drupa 95. A different cartoon was printed on each front page at a slightly reduced production speed. Scitex was later renamed Kodak Versamark. Given the enormous advances in inkjet technology and current developments on the newspaper market, this form of hybrid print is today more attractive than ever.

A red arrow at the top right of the front page pointed to the individual inkjet imprints in the offset newspaper KBA Express at Drupa 95. By the way: The Express offset press already featured an additional facility for automatic plate changing



The PHS specialists perform relocations and retrofits for all typical web press brands, as in the case of the Geoman for Märkische Oderzeitung

PrintHouseService (PHS)

Web printers value services offered by the PHS experts

Founded in 2012, KBA subsidiary PrintHouseService (PHS) is based in Würzburg, but also maintains branch offices in Augsburg, Plauen and Hamburg. The firm's vendor-independent service portfolio (technical services, repairs and maintenance, retrofits, extensions, deployment of technical staff on-site etc.) is a growing success. Along with Germany, PHS managing director Steffen Dittmann aims to also focus on expanding the firm's specialist services abroad.

The two recent examples below demonstrate that users of presses from other manufacturers appreciate the de-central, customer friendly PHS organisation and the professionalism of its staff.

Retrofit and relocation to Frankfurt/Oder

PHS has been commissioned as general contractor by media house Märkische Oderzeitung, and – in cooperation with EAE – will be handling the relocation of a Geoman newspaper press from Weingarten to the publishing headquarters in Frankfurt/Oder. The deal includes also comprehensive upgrades to the press and console technology. The media house belongs to the Ulm-based publishing house Neue Pressegesellschaft,

which in turn holds a 50% stake in the Ulm-Oberschwaben print centre in Weingarten. It is there that the Geoman press line with its two four-high towers, folder and four reelstands has been in production to date.

Parallel to the relocation, specialists from PHS will be performing an extensive overhaul, with a whole host of retrofits on the printing units and folder, and the present PECOM system is to be replaced with a production planning and press presetting system from EAE. The refurbished press will be brought in over the roof, without disturbing production on the other presses in the press hall, and is scheduled to come on stream at the beginning of 2014.



The press overhaul handled by a team from PHS has significantly enhanced future production security of the Geoman press in Dresden



After signing the contracts for the Geoman relocation and retrofit (l-r): Fritz Torneden Fritz Torneden consultants, Thomas Brackvogel managing director Südwestpresse, Ömer Sengün EAE sales manager, Harald Klein head of system service PHS and Andreas Simmet managing director Märkisches Verlags- und Druckhaus

Geoman press overhaul at DVD in Dresden

PHS handled an extensive overhaul and thorough maintenance on a ten-unit Geoman press within a tight schedule at Dresdner Verlagshaus Druck (DVD). As part of the project PHS technicians replaced the complete pneumatics in the printing towers. In addition, all components in the units were thoroughly cleaned, inspected, adjusted and replaced if necessary.

were able to implement a challenging project successfully working hand-in-hand with the team from DVD". "The measures taken have enhanced our production security for the years ahead and have laid the foundations for further optimisations in the future," confirms Dr Gerd Papenfuß, technical director at DVD. The DD+V media group publishes the leading daily titles in the Dresden area, the *Sächsische Zeitung* and the *Morgenpost Sachsen*.

PHS project manager Timo Valentin says, "Within a short time we

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Actively tackling the media shift

Digital printing with the KBA RotaJET – a new opportunity for newspapers?

In light of recent events, such as the sale of key newspaper titles by the Axel Springer group, some branch insiders might begin to question the future of the printed newspaper. The expectations for this century-old print medium vary considerably, and even in the industry range from “no future for print” to “look for opportunities and invest”.

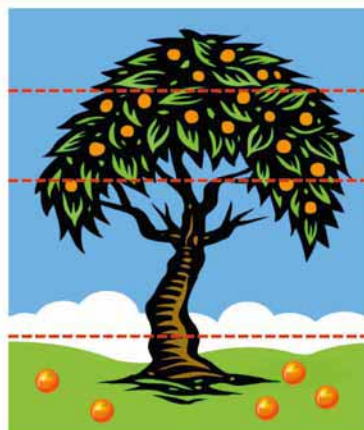
The stance adopted by KBA is clear: Printing is a customer service! Those who degrade their readers to co-printers by offering exclusively online information are easy to replace and throw away valuable customer retention opportunities. Apart from this, a purely online product portfolio has negative consequences with regard to reach. Every printed newspaper is read by up to three people, which is a key argument for advertising customers alongside target-group orientation and greater sustainability. Usage analyses show that print communication is not losing its value, despite additional media offerings. It is equally clear, however, that changing customer and reader demands must be taken into account accordingly.

KBA has gathered 200 years of experience with the printed newspaper. Countless ideas relating to current trends and future demands have been developed along the way, together with suitable solutions for a changing media world. With this in mind, it is hardly a surprise that the KBA RotaJET digital web press has attracted growing interest from prominent and opportunity-orientated newspaper publishers and printing houses since its launch at Drupa 2012. All are enthusiastic to explore the possibilities for a contact-free print process free from plate and makeready concerns.

Four general points are responsible for the high level of interest shown:

- Given the partly dramatic fall in print circulations, even the most

Newspaper production: The sweetest fruit is at the top



Sweetest fruit at the top

- New business models for retaining readers/customers (micro zoning, personalisation)
- Relatively high harvesting effort

A lot of fruit in the middle

- Large potential – high volume
- Sustainable business with many customers
- Moderate harvesting effort

Low hanging fruit

- Additional business with supplements etc.
- Limited market potential
- Decentralised printing/global tasks
- Limited harvesting effort

Fruit on the ground

- Current daily business
- One of many, limited opportunities
- Little harvesting effort

In the newspaper market, too, the sweetest fruit usually hangs from the highest branches. With new business ideas and the readiness to invest, however, they can still be harvested

well-known newspaper titles are under pressure to react.

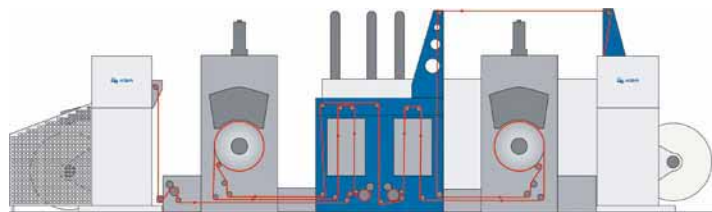
- The KBA RotaJET is the first digital solution to be offered by a renowned offset press manufacturer who understands the demands of newspaper production better than any other potential supplier.
- The precision engineering and robust design of the KBA RotaJET leave no doubts as to its suitability for professional use under industrial conditions.
- An increasing awareness – after many an expensive online adventure – that difficult situations also mean opportunities for new approaches.

Wherever newspapers were printed digitally on any perceptible

scale in the past, this was usually in the form of so-called “island editions”. For such cases, inkjet systems generally emerged as the printing technology of choice, thanks to the significantly higher productivity compared to toner-based systems and the relatively low costs for short runs using a process which eliminates printing plates and the associated makeready costs. Until recently, however, the major suppliers of these systems had their roots exclusively in the IT sector (main focus: business forms). The systems were engineered accordingly, with all the attendant application limitations. It can scarcely be unexpected, therefore, that doubt was sown regarding the professional suitability and reliability for newspaper pro-



At the Hunkeler Innovation Days in February 2013 the KBA RotaJET printed the *Luzerner Zeitung* each morning using the original PDF data. The right-hand photo shows the offset newspaper on the left and illustrates the excellent quality of the digital edition on the right



Short web paths, precise register, automatic webbing-up, an outstanding web speed of 150 m/min, the production of good copies during start-up and run-down, and the option of an automatic reelstand with integrated reel logistics, which is unique to KBA, are features which immediately earmark the RotaJET for the printing of short or highly personalised newspaper runs and other print products

duction, and that potential investors were unwilling to commit the required sums.

For example: None of these inkjet systems can process a web width of 800mm (31.5in), a standard format for newspaper webs. That means that newspaper printers must either spend considerable money to reorganise their logistics or else accept unnecessary format constraints (e.g. Nordic long-grain) and productivity restrictions (tabloid long-grain vs. short-grain). Features which are taken for granted on offset newspaper presses today, such as automatic webbing-up or non-stop automatic reel changes,

are similarly unavailable for these systems derived from the IT sector, but are offered as standard – or at least as options – for the KBA RotaJET. The reason: They enhance productivity, quality and economic efficiency.

New possibilities for newspapers

The most obvious possibility is also the most surprising: Given (today's) limitations on web speed, you wouldn't necessarily think of using the KBA RotaJET to produce newspapers. Wrong! Based on current circulations, which may be as low as 500 to 3,000 copies for some of the titles (or local sections) to be printed, realistic product analyses

show that printing on the RotaJET is often able to cut web press shift times substantially. This has several effects:

- Expensive offset press time can be saved or used for other purposes. Cost savings are possible as a fully automated RotaJET system is managed by a single operator and prints constantly changing jobs seamlessly, without plate and pre-press costs, without makeready time and without waste. The currently higher costs for the ink must naturally be deducted from the savings.
- Retrofits of older offset presses could be combined with a digital investment. The newspaper publisher then gains flexible options for reaction to the changing media environment, for example new, even stronger target group orientation or even personalised print products. This opens up new opportunities to tie readers to a title or to realise direct advertising.

More services for readers and ad clients

Once digital print is in place, further publishing and business perspectives materialise almost automatically: RotaJET systems are also suitable for commercial-style work aside from the actual newspaper production time frame, which in turn enables publishers to increase their turnover by offering new, creative print products to their loyal regional or local advertising clients, and in this way to strengthen their position as a leading regional media brand. Possibilities to be considered include:

- Advertising specific to a particular city district: The same advertising space can then be sold several times and thus becomes cheaper and more attractive for smaller businesses.
- Selective, tailored supplements.
- Additional products such as customer magazines, as a convenient "all-inclusive" service from content editing via print to distribution.



Offline finishing of the *Luzerner Zeitung* printed as a digital newspaper on the KBA RotaJET on the Hunkeler exhibition stand

Taking up the results of joint deliberations with newspaper customers, KBA is already pursuing several projects which pair the benefits of a new, highly automated offset press line – or else retrofitting of an existing installation – with the strengths of the digital RotaJET press. Such investment decisions must naturally be preceded by sound profitability calculations based on the current and planned job structures of the user concerned. As KBA offers both offset and digital technologies, it is not unreasonable to assume a greater degree of objectivity compared to a supplier whose product portfolio consists of only offset or digital solutions.

The printed newspaper continues to possess outstanding strengths and advantages, such as credibility, acceptance and sustainability, in today's modern media world. The big agencies and advertising companies are also aware of this. Passivity, frustration and resignation, however, are not feasible business options. It is always worth listening to new ideas, checking the benefits and recognising new opportunities. Should you have any questions regarding digital printing with the KBA RotaJET, give us a call.

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The new generation of coating machines, the MetalCoat 480 with individual drive technology



Celebrating after signing the contract at SWKD in Qianan, China

Newcomer SWKD joins the ranks of KBA users

Three product premieres in China

KBA-MetalPrint announces not one, but three premieres in China. SWKD, a metal-packaging manufacturer based in Qian'an, has ordered China's first eight-colour MetalStar UV, the country's first MetalCoat 480 coating machine and 42m-long (137ft) dryer.

SWKD, a newly established firm, is a newcomer to the metal packaging segment in China. It aims to offer its customers a continuous production chain ranging from manufacturing their own tinplate to printed and coated tinplate sheets.

With this in mind SWKD opted for a MetalStarPR-8 UV from KBA-MetalPrint in 2012. This press was delivered in February and has already started production. It is the very first eight-colour metal-decorating press in the Chinese market and allows the company to produce high-quality metal

packaging fast and flexibly in one pass. While the first press was being commissioned SWKD ordered two further UV press lines. These are a six-colour MetalStar UV with an integrated coating tower for UV varnish and a six-colour MetalStar UV with an inline coating machine MetalCoat 480 and LTG dryer.

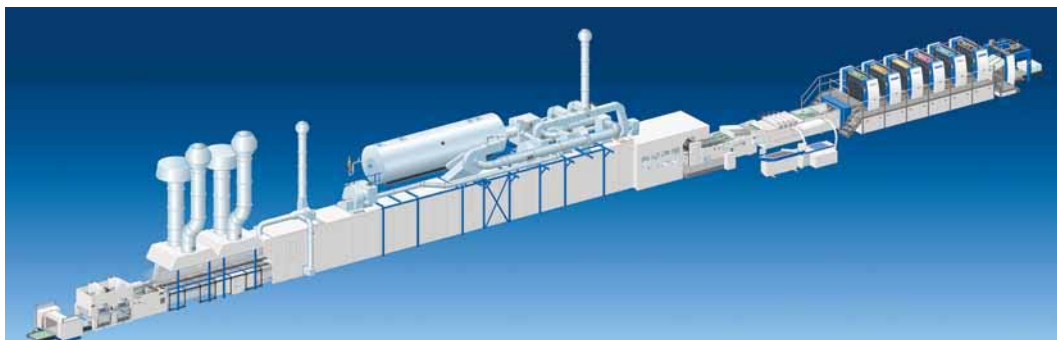
Depending on product and application (food or general packaging) SWKD can decide whether to produce its jobs either using hybrid processes with UV inks or alternatively with purely conventional metal-decorating inks and solvent-based coatings with its printing and

coating lines as well as its 42m-long drying oven. Thanks to the presses' unique flexibility SWKD is perfectly positioned to meet future demands and trends in metal packaging in the Asian market. With an output of up to 8,000 sheets per hour it will be the fastest conventional printing and coating line in China.

Along with classic metal packaging with UV protective coating SWKD can offer its customers coated metal packaging with UV matt and UV gloss coatings produced on the MetalStar UV with integrated coater.

All three presses are equipped with DensiTronic Professional cutting-edge measuring and control technology, ACRC (automatic camera register control system) and are networked with a CIP3 link to prepress. This technology has yet to become the norm for all metal-decorating presses. SWKD wants to do everything right from the beginning and sets high quality standards for themselves and their suppliers.

In addition, the company ordered two free-standing new MetalCoat 480 coating machines with individual drive technology at the coating and impression cylinders, and lacquer head rollers. Compared to competitors' systems and previous models they ensure an outstanding coating application, high register accuracy and a 25% reduction in job changing times. The MetalCoat 480 coating system and the 42m-long dryer at SWKD are also firsts for China. This underscores the customers' wishes only to implement the very best and latest technology.



The six-colour MetalStar UV press with MetalCoat 480 inline coating machine and a LTG dryer is over 96m (314ft) long

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Open house guests in St. Petersburg could take a closer look at the Genius 52 UV. They were also presented with information about printing applications, materials as well as on Extracopy's corporate philosophy

Latest chapter in the success story of Genius 52 UV:

Seek and you shall find

Despite the differing opinions of how the graphics industry in Russia may develop, Extracopy in St. Petersburg wanted to decide their own future and opted for a Genius 52 UV from KBA-MePrint.

If they had worded their search for the right kit like a personal ad in the newspaper, it would most likely have contained the following: "Young, creative business seeks printing equipment for the usual and not-so-usual print jobs. Paper or plastic - the print applications should be hugely flexible, and should not limit options from the get-go. Spontaneity for quick projects should not pose a problem, while the solution should be as compact as possible. Economy combined with excellent productivity is a must."

There are certainly not many systems on the market that can fulfil this particular spectrum of require-

ments. However, as the saying goes, "Seek and you shall find" - and eventually the list of requests made its way to Germany, to KBA-MePrint.

Almost everything is possible

"From lenticulars to Chromolux and even 0.8mm plastic materials - we have tested it all on this waterless Genius press with short inking units. The demo marathon was followed by a quick decision - Extracopy would use the ingenuity of the Genius 52UV as the basis for its future business strategy. We have therefore not only been able to expand our product range of 3D flip images, Chromolux invitations, greeting cards and booklets,

but have paved the way for entirely new ideas, such as cartoon refrigerator magnets for kids or magnetic football flags for cars, which are proving very popular with football fans. We can now also expand our range of traditional and extravagant plastic cards for lotteries and hotels, and add a multitude of new materials to the mix. We can proudly say with conviction that we can print on any material at all - and, most importantly, our competitors certainly can't," explains Extracopy CEO Stanislav Loskutov confidently and with a big smile.

Following the successful installation of the system, it came as no surprise that Extracopy soon host-



Printing technology at your fingertips: the Genius 52 UV kept its promises during the live demonstrations



Website:
www.extracopy.ru

ed an open house event at their facility in St. Petersburg. Existing clients and prospective customers enjoyed an interesting day as they, too, discovered that their promotional concepts could be inspired by the Genius. It is likely that this business idea will be copied by others in the near future.

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Marking beverage bottles with inkjet printers from KBA-Metronic

Batch identification made easy

As an odourless and tasteless packaging material glass has distinct advantages in comparison with other types of packaging when it comes to ensuring the quality of its contents. Various bottle designs seek to emphasise the quality of its content and ensure the product stands out on supermarket shelves. At the same time beverage bottles are subject to a variety of strict consumer protection laws, including so-called batch identification which requires, for example, that each bottle must be fully traceable. KBA-Metronic offers its customers in the beverage industry a reliable marking solution which directly marks the bottle with data about the filling batch.



The alphaJET can easily be used in humid and wet areas thanks to its IP65 protection rating

In the beverage industry batch data must be applied to the bottles for internal quality assurance purposes and in accordance with strict consumer protection laws regarding traceability. It is relatively easy to apply data to a label when it comes to beverages in glass bottles which are labelled with paper and sent immediately to be sold. However, some beverages, such as wine or sparkling wine, are stored temporarily in bottles and it is particularly advantageous when data

can be printed directly onto these bottles.

Excellent readability on challenging surfaces

With regards to marking, however, glass' smooth surface poses special challenges to marking technology. Firstly, as a non-absorbing material, glass is a really poor substrate for printing. Secondly, glass bottles are concave and could get wet during filling. However, the markings must be clearly readable and adhere to

the bottle's surface. This is easily possible thanks to the non-contact alphaJET inkjet printer from KBA-Metronic. This freely-programmable printer with IP65 protection rating for use in wet areas ensures that the data required is legible and correctly printed even on uneven bottle bases on the production line. The specially designed ink dries at once and production can continue without the marking being washed off or blurred.

By marking beverage bottles clearly manufacturers can see at once, for example, when the bottle was filled and which batch it comes from. There are no limits to external and internal quality controls as the markings are printed individually. These markings may furthermore include information about bottle usage, the corks used, product origin and so on.

User friendly

Individual text and logos can be freely programmed on the alphaJET. Text is entered on a user-friendly 8.4in colour touchscreen. The graphical interface facilitates the user with text layouts, configuration changes as well as checking the printing status. The menu and virtual keyboard of the user interface is available in 22 languages which can be changed at any time. The alphaJET can also print true type fonts.

Fast amortisation

Thanks to the integrated solvent recovery the inkjet printer contributes to food safety and to considerable cost savings, especially when taking into account that solvent is comparatively more expensive than ink. The alphaJET therefore keeps the use of solvents to a minimum. Approx. 98 per cent of the solvent is fed back into the unit's circuit and cuts consumption costs by a third. Thus the investment pays off after only a short time. As a result

A clean, easily readable print even on a curved bottle bottom





A delight for the mouth
and eyes: the design is
not compromised by
the markings necessary

this feature significantly reduces emissions which helps to improve the working environment (proven reduction in MAK values).

The alphaJET mondo is very useful for users in the beverage industry as it optimises operating costs (TCO). Along with the unit's cost, KBA-Metronic has also optimised the alphaJET mondo's energy consumption, maintenance and service costs.

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alphaJET evo at MEDA Manufacturing in Cologne-Mülheim, Germany

The pharmaceutical industry values precision and process stability

An alphaJET C inkjet printer from KBA-Metronic has been in action at MEDA Manufacturing in Cologne-Mülheim marking pharmaceutical products for over ten years. The firm has now decided to invest in the new, cutting-edge alphaJET evo.

Process stability and flawless marking are of utmost importance in the pharmaceutical industry. The alphaJET inkjet printers are implemented on conveyor belts to mark filled folding boxes,

MEDA
MEDA Manufacturing GmbH

MEDA Manufacturing GmbH belongs to MEDA AB in Sweden, one of the leading speciality pharmaceutical firms in Europe



Data matrix codes and plain text printed on a folding box

in bottling plants for one-line marking of tube folds and on continuously running cartoning machines to mark flat-lying folding boxes. Given printed image requirements, MEDA Köln marks its products with the non-contact alphaJET inkjet printer which, amongst other things, enables control via a database, six-line printing and the use of special programmes.

Flawless readability is vital

Marking pharmaceutical products is much more than simply printing best before dates. An interesting and unusual example is the marking of folding boxes with 2D codes and three-line text at MEDA in Cologne. This is supported by the alphaJET evo's extremely precise droplet formation. Every 2D code is uploaded by a camera system directly after print and is checked to see if it conforms to GS1 standards. Should the camera find an error in terms of a codes

print quality, readability or content the system is immediately set to stand-by and the faulty folding box is removed from the production process.

Problem-free generation change

Technically speaking the switch to the new alphaJET evo was relatively easy for the company. Existing integrated brackets, pulse generators and photocells which were set up for the system's predecessor, the alphaJET C, could be reused as the connections are identical.

The ink type MEK black implemented is compatible with both systems. Integrated solvent recovery reduces the alphaJET evo's solvent emission value to a low 2ml/h. The lower consumer costs resulting from this is well received at MEDA in Cologne.

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The alphaJET evo is equipped to meet even the highest standards in clean-room conditions and extreme environments

265 printing units sold at China Print

China Print 2013 opened its doors in Beijing on 14 May. Under the banner **sprinting ahead** KBA presented a five-colour Rapida 145 with coater and a Rapida 105 with the same configuration on its 1,050m² (11,302ft²) stand. With a record-size stand at the trade show, KBA underscores the importance of the Chinese market and China Print as a key show for the printing industry in 2013.

The live press demonstrations attracted crowds of visitors to the KBA stand. The Rapida 145, the fastest large-format press on the global market, printed high-quality posters and packaging jobs with fast changeovers and a production speed of up to 17,000sph. The Rapida 105 on show was also equipped with a raft of new features for the Chinese market, such as the new ErgoTronic console with ErgoTronic ColorDrive (auto-

matic colour measurement at the console), a large wall screen and QualiTronic Professional for inline colour control and image inspection. Additionally, print samples from the high-volume digital press KBA RotaJET 76 were also on display plus a complete KBA LogoTronic workflow together with an MIS system from Optimus.

The Rapida 105 press on show at the trade fair was officially handed over to Jinbei Printing and the Rapida 145 showcased to Ningbo Beike Packaging. This press will join existing presses from other German and Japanese vendors in the firm's pressroom. The five-day trade show was a success for KBA with a total of 48 presses or 265 printing units sold.

Print samples from the Rapida 145 were the subject of great interest



The KBA stand at China Print was extremely busy on all five days



Eighth KBA Rapida for The Garvey Group



Ed Garvey, owner and president of The Garvey Group, in front of one of his two Rapida 205 presses at the Group's facility in Niles, Chicago

The Garvey Group's new Rapida 162a 64in six-colour press with UV curing was delivered in spring 2013. It is the eighth KBA press in as many years to go to the firm

based in the Chicago suburb of Niles, Illinois. "We invested in this press in response to continuing growth and demand for labels and top sheets for packaging. This ac-

quisition will also answer capacity needs due to our growing customer base and increasing sales volume", says Ed Garvey, owner and president of The Garvey Group. "With our existing two Rapida 205s and a Rapida 142 56in press, the addition of the Rapida 162a 120 x 162cm (47.2 x 63.8in) format press will give us the flexibility to respond to customer demands."

A high priority for the firm was to increase its UV capacity for its customers. With the installation of the new Rapida 162a, Garvey will have unprecedented redundancy for its UV jobs with multiple presses with UV capabilities. "UV printed and coated sheets can go straight to postpress. This enables us to get work out even faster than before, which is important

for our customers," says David A. Nolte, the Group's vice president of sales.

In addition to the new KBA press, The Garvey Group also invested in a new 2,794mm (110in) cutter with a material management system, new wide format digital machine with 1500 dpi output, and a new small format digital machine. Founded in 1919, The Garvey Group is a network of advertising, marketing, print production, support, and fulfilment divisions located in the Midwest and dedicated to the design, production, and distribution of graphic and electronic communication materials. Along with Niles, the Group has additional facilities in the Wisconsin cities of Sturtevant, Oak Creek, Racine, and Milwaukee.

KBA and Wifac: 10 years of successful collaboration

More than 10 years ago a successful cooperation between KBA and **Wifac** began in January 2003. The Dutch trading house is based in Mijdrecht and is responsible for the sales and service of Rapida and Genius presses in the Netherlands and Belgium, key markets for KBA. Today Robbert Amse, sales director of Wifac states: "KBA is always shortlisted by customers looking to invest in 700 x 1,000mm (27.5 x 39.3in) format sheetfed offset kit in the Netherlands."

Wifac is a renowned and reliable partner with an excellent reputation in the graphic arts industry in the Netherlands. The agency understands and a range of services covering the complete graphic process from press presetting, printing to finishing. Robbert Amse: "We have our own service department which is on call 24 hours a day, seven days a week. We do not simply sell machines, we also

provide all the consumables that go with a press. Our organisation offers extensive know-how and we are able to advise customers in many areas, for example printing according to offset printing

process standards. Our broad and unique knowledge is highly valued by KBA."

Over the last 10 years Robbert Amse estimates that Wifac has

sold and installed between 250 and 300 Rapida printing units, that's about 50 to 60 presses in an array of configurations. All that's left to say is "keep up the good work".



In celebration of a successful 10 years of working together KBA executive vice-president Ralf Sammeck presented Wifac with a model of the first press made by Friedrich Koenig and Andreas Bauer which printed "The Times" some 200 years ago in London - the first newspaper in history to be printed on a steam-driven machine. Happy faces (l-r): Johan Dengis of the Dutch agency Wifac, KBA sales director Sascha Fischer, KBA executive vice-president Ralf Sammeck, Peter Ruth from Wifac-Polytype Holding, Wifac general director Marcel Otto and Robbert Amse from Wifac sales

KBA joins the International Packaging Group (IPG)



KBA executive vice-president Ralf Sammeck presented the most recent innovations in sheetfed printing at this year's IPG meeting in Cincinnati, USA

KBA has been a member of the **International Packaging Group (IPG)** since January 2013 and takes the place of a German competitor who recently left the group. Founded in 1963 in Switzerland, IPG is an international association of folding carton producers. Its members

include leading folding box manufacturers from 24 countries.

The folding carton industry is a growing market. In this era of continuing globalisation, dynamic markets and leaps in technology, an active and international network

is becoming more and more important to the success of its members. IPG represents their interests by promoting an active and open exchange of experience and information regarding technology used, production methods, marketing, know-how, environmental protection and social-political understanding on a global level. It seeks a diversified membership in which each member represents a single country as well as offering a wide range of products. IPG conducts regular meetings to promote innovation, quality improvement and cost effectiveness within the industry. These meetings also serve as active communication platforms promoting a sharing of know-how about topics. In addition to the regular IPG membership category there is also a group of Associate Members.

These members represent the major equipment and material suppliers to the packaging industry, like KBA, who contribute their expert knowledge and experience to the regular meetings. As the market and technological leader in offset packaging printing, KBA maintains a strong focus on providing innovative solutions for the folding carton industry and wishes to actively contribute to future-orientated printing technologies within the framework of IPG. KBA executive vice-president Ralf Sammeck and VP technical sales director from KBA North America, Walter Chmura shared information on current sheetfed offset innovations for the folding carton industry at the meeting in Cincinnati, USA, from 28 April to 2 May.

The association will be celebrating its 50th birthday from 20 to 22 September in Bern, Switzerland. More information can be found at www.ipgassociation.com

Rapida 162a with UV capabilities goes to Centrum Printing in Sydney

Over the next few days **Centrum Printing** in Sydney, Australia, will receive a six-colour Rapida 162a plus coater and extended delivery for conventional or UV production. The company aims to target new business lines with this new and existing presses. Founded in 1971, Centrum Printing is a completely independent, 100%-Australian and family-owned printing company. Centrum's clients include blue chip corporations, government departments and top line design agencies.

Centrum has two existing medium-format presses from another German press manufacturer and looked at all other possible presses before settling on KBA. Managing director Percy Vij says, "We believe that KBA has the best size 7 (7B) press available and also the most experience in this market",



Dave Lewis KBA Australasia (3rd left) and Percy Vij Centrum Printing (5th left) shake on the deal for the Rapida 162a at Pacprint in Melbourne. Also pictured: Kay Halboth, KBA (far left), and Graham Harris, KBA Australasia (2nd left) as well as Linda Vij and Sandra Mascaro Centrum Printing (far right)

says Percy Vij, managing director of Centrum. "We are a general commercial printer at the moment but we see opportunities in niche markets, such as packaging and

point of sale. The new Rapida will enable us to enter these markets." Centrum general manager Sandra Mascaro says, "We already have promises of packaging work from

existing clients and believe that as one of the few printers in the country with this size of press there will be plenty of work out there."

Rapida 106 follows Rapida 105 at Druckzone in Cottbus

A few months ago the Cottbus-based print company **Druckzone** installed a Rapida 106 perfecter with eight printing units replacing an older Rapida 105. The new press has delivered a significant boost to print capacity – not only through

its higher production speed, but also thanks to the extensive make-ready-saving automation features.

Druckzone was founded in Cottbus in 1990 and has since developed into an impressive full-service com-

mercial print company with 44 employees. Brochures, inserts, flyers, user manuals, books and a diversity of print products for industrial customers stand at the focus of the company portfolio. Further specialities are office products and business stationery. The Rapida runs in three shifts alongside two smaller sheetfed offset presses which run in two or three shifts as necessary. Given that 4-over-4 jobs account for 80 per cent of the production volume, for managing director Andreas Czentarra it was a logical decision to replace two medium-format presses with an eight-colour

perfecter in 2006. The new Rapida 106 thus features a sidelay-free infeed (DriveTronic SIS) and dedicated plate cylinder drives (DriveTronic SPC). The increased production speed and the facility for simultaneous plate changes, in particular, have lent productivity a further boost. Quality measurement and control with the QualiTronic Color-Control system ensures consistent monitoring of print quality.

Druckzone is committed to sustainable production. The individual measures range from waste disposal exclusively by certified service providers, via heat recovery through to power load management. If the load range is exceeded, the press and machine operators are warned by way of a "traffic light" and can step down a gear accordingly. In addition, Druckzone has been a certified member of FSC and PEFC since 2007.



Managing director Andreas Czentarra with examples from the Druckzone product portfolio. The Rapida 106 can be seen in the printshop behind

YesPrint in Cologne flies through job changes

Online print portals have sprung up like mushrooms in recent years. If we only count those backed by a real printing company their number immediately shrinks to perhaps 20 in Germany. One of the smaller players in this growth market is **YesPrint** in Cologne. The Khan family originally from Pakistan ventured into the world

of online print services in 2005, and already purchased its first own printing press in 2007. The installation of a five-colour Rapida 105 with coater and board-handling capabilities in spring 2010 heralded further expansion into the 3b format segment. Today this press prints in production halls measuring around 3,500m² along-

side a new-generation eight-colour Rapida 106 for 4-over-4 perfecting.

The new Rapida 106 is the optimum solution with DriveTronic SPC and simultaneous washing processes forming the basis for fast makeready. A sidelay-free infeed, inking unit temperature control and an automatic ink sup-

ply system ensure production security, plus inline quality control for both sides of the sheets with QualiTronic ColorControl for outstanding quality. The special function Flying JobChange is used for the printing of poster series and other suitable jobs.



Sajjad Khan (left) and printer Christopher Torke at the eight-colour Rapida 106 which handles the majority of YesPrint's jobs



The first sheet of the job is done on the eight-colour Rapida 106, and the next follows after the briefest of pauses for makeready

Packaging printer Mugler Masterpack relies on Rapida technology

Packaging printer **Mugler Masterpack** in Wüstenbrand near Hohenstein-Ernstthal in Saxony, Germany, is a firm believer in large and medium-format Rapidas. In May managing director Jens Mugler ordered a new six-colour Rapida 145 with coater and board-handling capabilities which was delivered to the company's Crimmitschau plant in July. It joined two existing Rapida 142 presses from 2005 and 2007. In addition, Mugler prints on three medium-format Rapida 105 and 106 presses, one of which with

two coaters, at its main plant in Hohenstein-Ernstthal, Germany. When the Rapida 106 with six inking units, coater and perfecting after the second unit was delivered in November 2010 it was one of the first 100 presses to feature DriveTronic SPC dedicated plate cylinder drives ensuring fast job changes. "KBA offered us the ideal complete package: continuous innovation coupled with stability and outstanding service", said Jens Mugler when talking about why he switched suppliers.



Managing director Jens Mugler: "KBA offered us the ideal total package"

Long Rapidas for packaging printers in Bulgaria and Russia

The 19-unit Rapida 106 at Amcor Tobacco Packaging in Switzerland (see page 16) may well be unique with regards to its configuration and finishing options. However, long presses without perfecting for straight printing are on the advance at other packaging firms. Printing various spot colours in combination with diverse coat-

ing effects for high-quality inline finishing is very popular, as is anything which enhances product differentiation at the point of sale.

A few days ago a 675mm (26.6in) plinth-mounted Rapida 106 equipped with ten inking units, two coaters, two interdeck dryers and a triple extended delivery

for alternating between UV and conventional production began its journey to near St. Petersburg in Russia. The high-speed press will join four existing Rapida 105s, including a double-coating press, at a plant belonging to an international packaging group.

A 14-unit Rapida 106 also mounted on a 675mm (26.6in) plinth and equipped with nearly the same features will go live at **Yuri Gagarin** printing house in Plovdiv, Bulgaria, in February 2014. The press will feature KBA ColdFoil and an extensive paper logistics system. It will be the first press in Bulgaria to have cold foil capabilities.



The Rapida 106 with ten inking units, double-coating technology and cold foil finishing will soon deliver outstanding effects in packaging printing at Yuri Gagarin printing house in Bulgaria

Al-Yaum in Saudi Arabia books KBA Continent extension

Al-Yaum Media House recently signed a contract to extend its large Continent at the WAN-IFRA Middle East Conference in Dubai. The newspaper publishing house is located in Saudi Arabia's third-largest city, Dammam. The KBA hybrid press for coldset/heatset production will be extended by two printing towers, two reel-stands, and an additional hot-air dryer. It will go live at the end of 2013. Founded around 50 years ago, *Al-Yaum* is one of the most popular newspapers in Saudi Arabia and the leading newspaper in the eastern region. The printing complex, which is ISO 9001 and UGRA certified, was the first in the middle east and the second in the world to be IFRA ISO certified. The printing experts have been winning awards since 2006 for their outstanding print quality. Saleh Al Humaidan, managing director of Al-Yaum Media House,

says: "We are expanding our capacity as a result of a boost to our printing business and the increasing demands of our advertisers for more colours and advertising in heatset sections. Working with Koenig & Bauer has been enjoyable

and I look forward to continuing this fruitful partnership between our two companies."

The KBA Continent web press configured for an output of 50,000cph at Al-Yaum went live

in 2005. Cross-section web leads, two KF 3 jaw folders and up to fourteen webs (two of which 4/4 heatset) support production of up to 100,000 copies with 28 broadsheet pages per hour.



Saleh Al Humaidan, managing director of Al-Yaum Media House (second right) and KBA sales manager Klaus Weber (second left) signed the contract for an KBA Continent extension at WAN-IFRA Middle East Conference in Dubai at the end of February

Giessener Allgemeine fires up Commander CT

Mittelhessische Druck- und Verlagsgesellschaft (MDV), a German media house in Giessen known for its high quality print products, secures its future with the largest investment in company history. At the end of May the highly automated Commander CT was officially inaugurated in the presence of numerous guests of honour, among them prime minister of Hesse Volker Bouffier. The press line has been in operation for about a year at the family-run company in the third generation.

“We believe in the future of newspapers – both in printed and electronic form”, MDV managing director Dr Max Rempel emphasised at the celebratory event. He went on to say that of course the media industry is changing seeing as newspapers are competing with global companies, such as Google and Facebook, for advertising revenues and readers’ attention. However, he believes that nothing has changed with regard to the basic functions of newspapers. Mr Rempel feels it is still key to supply the



At the end of May 150 guests celebrated the official inauguration of the new KBA Commander CT in the printing hall at Mittelhessische Druck- und Verlagsgesellschaft in Giessen, Germany. Volker Bouffier prime minister of Hesse congratulated MDV's managing directors Dr Christian Rempel (l), Dr Jan Eric Rempel (2nd right) and Dr Max Rempel (r)
Photo: Oliver Schepp

general public with independent information, to explain and classify complex topics as well as to uncover wrongdoings in society from a critical point of view. In this globally-networked world these media which “do not sacrifice accuracy for speed” are important. “Local and regional newspapers will continue to be successful if they keep their identities”, said Bouffier in his speech at the event.

Every night about 55,000 copies of the regional titles *Giessener Allgemeine*, *Alsfelder Allgemeine* and *Wetterauer Zeitung* are printed in Berliner format on the Commander CT. The company's own newspapers reach some 185,000 readers on weekdays in a region extending from Alsfeld via Grünberg, Giessen, Bad Nauheim, Friedberg to Bad Vilbel, north of Frankfurt. In addition to these

newspapers and diverse supplements, such as the monthly event magazine *Streifzug*, the company prints various frees and contract titles amounting weekly to over one million copies. The media house's informative capabilities are also evident on its website, which has central Hesse's biggest appointments section.

Perfect start for the KBA Commander CL in Albany



George R. Hearst III, publisher and CEO of the Times Union, is clearly happy with the print quality on the new KBA Commander CL

Right on schedule on 19 March 2013 production of the daily Times Union, an Albany-based newspaper of the US media group **Hearst Corporation**, was switched to a new Commander CL

newspaper press from KBA. The replacement of a 1970 letterpress machine in favour of the superior quality of the flexible offset technology completes a major make-over for the leading daily newspaper

serving the capital district of New York State. “We have been in the media business for over 150 years, and this is for us a major investment in the future of newspapers, which we believe will continue to serve the American public as far into the future as the eye can see,” said Hearst Corporation CEO Frank A. Bennack, Jr. “Just as we invest in apps, websites and new digital businesses, we must evolve our core print product in order to give readers and advertisers the highest quality experience across all platforms.”

George R. Hearst III, CEO and publisher of the *Times Union*, added: “While other newspapers are reducing production days or closing entirely, we are proud to be able to provide readers and advertisers with one of the best quality

newspapers in the country. The redesigned sections, such as weather, TV listings and our cartoons, can now be offered in convincing full colour. The redesigned newspaper also includes a standalone *Perspective* section, which is to be published daily with local columnists and opinion pieces from the community.

The installation at the newspaper's upgraded Colonie print centre near Albany comprises two 32-page compact press lines with a total of four reelstands, four four-high towers and two folders. Pumped ink supplies, washing systems and colour register control document the high level of automation while a plough fold and skip splitter provide for additional production flexibility.

KBA and MBO to share distribution of folding machines

KBA and **MBO Maschinenbau Oppenweiler Binder** (MBO) have agreed to cooperate relating to the international distribution of folding machines and finishing

systems from MBO. KBA's sheetfed offset organisation will be taking on exclusive sales and service responsibility for MBO machines in selected countries in Europe, Asia,

Latin America and Africa, and will be assisting the existing MBO sales teams on a commission basis with regards to suitable projects elsewhere. MBO has its own sales offices in the USA, China and France. The cooperation agreement was signed by MBO managing director Frank Eckert and KBA executive vice-president Ralf Sammeck at China Print 2013 in Beijing.

MBO managing director Frank Eckert: "KBA offers a very broad range of sheetfed offset, web and

digital presses. And MBO adds to this spectrum ideally with its own comprehensive portfolio of folding machines and systems for digital web finishing and postpress handling. KBA builds the largest and fastest sheetfed offset presses and we build the largest and fastest folding machines on the world market. Both companies are extremely technology-oriented. We are looking forward to cooperating with the second-largest press manufacturer in the world."

KBA executive vice-president Ralf Sammeck: "I am confident that we will complement each other well in the combination of print and finishing, and that our joint customers around the world will benefit from our extensive know-how and new ideas on both sides."

After signing the sales agreement at China Print 2013 in Beijing: (l-r) MBO sales director Frank Bahmer, KBA executive vice-president of sales Ralf Sammeck and MBO managing director Frank Eckert



Second OC200 for Tek Kart in Istanbul

The city of Istanbul in Turkey is a centre for trade, finance and the media. Nowhere else does the population and industry grow so steadily in Turkey, resulting in a veritable growth explosion. It therefore comes as no surprise that the demand for mobile radio equipment and general means of communication has increased exponentially. This trend has thus resulted in an increase in the sales figures of GSM card manufacturer **Tek Kart** in Istanbul. The company supplies the Turkish market with telephone and mobile radio cards produced on their first individual card printing system OC200 series, and recently decided on a second OC200 system due to growing demand.

Tarik Askin, managing director of Tek Kart: "We decided in favour of purchasing another OC200 system because we are extremely satisfied

with it and it has boosted business. Therefore, we see absolutely no reason to change. The printing of individual cards for our print run structure has been and still is a highly efficient production method."

The modular OC200 system configured with 5 inking units is known for its high-quality waterless keyless inking technology from KBA-MePrint and can print up to 15,000 cards an hour. Fast printing plate changes combined with minimal start-up waste is a highly economical and efficient solution for even the smallest print runs. The inks, which immediately cure under UV light, have excellent adhesive properties on a great variety of PVC/ABS cards. At Tek Kart in Istanbul each machine is operated by a single employee in two shifts.



L-r: Gihad A. Achkar and Tarik Askin, managing directors of Tek Kart, together with sales director Günter Meyer of KBA-MePrint

New tasks and personnel changes at KBA

In recent months there have been a number of changes at management level with regards to tasks and responsibilities at KBA. We would like to take this opportunity to inform you about them.



Ralf Sammeck (51)

Ralf Sammeck heads sheetfed offset product house

As part of the introduction of the product-house organisation at the Radebeul facility, executive vice-president Ralf Sammeck (51) also took over responsibility for sheetfed offset press engineering from president Claus Bolza-Schünemann on 1 July 2013. KBA's CEO wishes to focus more on strategic tasks and therefore continues to remain in charge of coordinating technology at the company's plants.

Ralf Sammeck has been the executive vice-president for sales, marketing and service at our sheetfed facility in Radebeul since 2007. This realignment of responsibilities enables KBA to adjust its sheetfed offset product strategy to the market.



Axel Thien (50)

Axel Thien new at the helm of KBA-MePrint AG

After over seven years on the management board of KBA-Metronic and KBA-MePrint Holger Volpert has decided to leave the company. The supervisory board appointed Axel Thien new sole managing director of the KBA subsidiary specialising in waterless UV systems. He also has extensive experience in the printing industry.

After beginning his career at printing plate and prepress specialist AGFA-Gevaert, he then moved into IT and represented Heidelberger Druckmaschinen in the USA and Germany from 1998 to 2009. From 2009 up until his change to KBA Axel Thien gained extensive experience in digital and waterless offset printing as managing director of Presstek Deutschland and as president of Presstek Europe.

KBA-Metronic, which successfully produces digital and analogue coding and marking systems, has been a subsidiary of KBA-MePrint since 2010 and continues to be headed by Oliver Volland and German Stuis.



Jürgen Veil (50)

Jürgen Veil now key account manager packaging

Jürgen Veil (50), the valued and esteemed head of sheetfed marketing well-known particularly in trade circles for his dedicated presentations at shows and events, took up a new position as key account manager packaging from 1 September 2013. In the past he carried out many of these tasks successfully alongside his marketing work and now he will focus purely on his new position. With a sound knowledge of process engineering and business management as well as his outstanding contacts in the industry, Jürgen Veil will mainly look after big players in the packaging segment. He will continue to shape KBA's sheetfed product portfolio and also continue to help organise and give presentations at large events. KBA marketing director Klaus Schmidt will take on additional tasks until the role of head of marketing at Radebeul is filled.

Report

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