

September 2019

Products | Practices | Perspectives

55

Report



Visual PressSupport



Open house for commercial and packaging printers

Digital transformation and connected services [see pages 6–9](#)

Did you know that ...

over

43,545

of our presses are in active use all over the world.

more than

186,834

original spare parts are offered through the service department.

worldwide, there are

1,021

service staff providing support for our customers.

Dear customers and business partners of the Koenig & Bauer Group,



My sincere thanks go out to all of you for your countless orders and the many enquiries addressed to your contacts at Koenig & Bauer. Parallel to the really pleasing order intake, we have been able to deliver presses and other equipment all over the world – from the half-format Rapida 75/76, via numerous presses of the Rapida 105/106 series, up to the large-format Rapida 145 – in response to your orders. For the first time, furthermore, we have supplied Iberica flat-bed die-cutters to users in Switzerland and Canada, and our Evo XD flexo press has been commissioned successfully in South Africa and the USA. A fifth RotaJET for decor printing has also joined our list of installations to date, while the first CorruCUT has now passed its all-important factory acceptance tests. This highly automated flexo press for corrugated sheets up to 2.8 metres wide adds a further important product to our packaging portfolio and will enable us to consolidate our strong position in a market segment which continues to grow across all continents. Following the world's largest installation of a Commander CT at the Daily News in New York, we are pleased to be able to serve another customer in Florida with this high-performance press.

These are all activities which you, our valued customers, have initiated with your orders, and which we are determined to realise with purposeful vigour and to your full satisfaction. Alongside the business with new machinery, we are continuing to

advance the digital transformation of the group: In May, a major open house in Radebeul met with enormous customer response and provided proof of the progress which has already been achieved towards integrating the latest technologies in press manufacture and the associated services. At the same time, we are developing some extremely interesting solutions to further raise the anti-counterfeiting security of banknotes, for example. In this issue, you will find an introduction to the innovative security feature "SUSI FLIP™".

Several international trade fairs will be taking place in September and October. You can meet Koenig & Bauer at Fachpack in Nürnberg, at the K 2019 in Düsseldorf, and at the WPE, formerly WAN-IFRA, in Berlin. We look forward to your visits, and hope you enjoy reading the new Koenig & Bauer Report, issue 55, which offers you further exciting and informative insights into all the aforementioned topics.

Yours,

Claus Bolza-Schünemann

In eager anticipation of the Rapida 76 Page 26



Always at your service
Page 46



CorruCUT acceptance in Würzburg
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Confidence
guaranteed!
Page 50



Busting the myths!
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World & Diversity
Welt & Vielfalt





Thomas Göcke (r), head of marketing & CRM at Koenig & Bauer Sheetfed, here in conversation with moderator Sven Oswald, provided an overview of the data-driven services which are already available to users

Open house for commercial and packaging printers

Comprehensive information on digital transformation and connected services

Digital innovation for printers all over the world: Between 16th and 21st May, Koenig & Bauer presented new customer-centric offers based on digital transformation, as well as new and further developed data-driven services, during a series of open house events in Radebeul. While the first two days were devoted specifically to the needs and wishes of commercial printers, their counterparts in the packaging sector became the centre of attention after the weekend.

More than 1,100 print professionals from 40 countries accepted invitations to the four-day event at the sheetfed manufacturing facility. They were treated not only to comprehensive information on the possibilities to streamline and optimise their production processes through digitisation, but also to a whole new experience of the benefits to be derived for their business from a close relationship with Koenig & Bauer and its new data-driven services.

For a number of years already, Koenig & Bauer has supplied some of the best examples of how creative thinking and digital data can give rise to new customer experiences and innovative ser-

vices. The company has earned a wide reputation as a cross-sector pioneer for the digitisation of business processes. The starting point for most product-related customer services is the wealth of information contained in press operating data and the associated log files. The most important digitisation features were presented by way of live demonstrations. Here is an overview:

End-to-end workflows

Within the framework of the print demonstrations, the visitors were able to experience an end-to-end printshop workflow based on the **MIS Optimus Dash**. The latter visualises the entire value chain of commercial or packaging production

and controls company processes in real time. Benefits to be derived from the comprehensive functionality of Optimus Dash include perfect communication between all company departments, lean management practices, the identification of optimisation potential and a clear cost focus.

The Rapida LiveApps literally place modern tools for press control and stores management in the hands of the printer. The ErgoTronicApp can be viewed as a mobile console which provides access to the full scope of press functions. The operator can call up all relevant information on a mobile device, for example job data, production times, press status messages and maintenance reminders, including help texts describing the tasks to be completed. With the ProductionApp, on the other hand, it is possible to manage store room inventories and track consumables batches. Even retrospectively, the app provides a precise overview of which print jobs were produced with which batches of substrates, inks and other consumables.

Improved communication in remote maintenance

PressCall improves communication in connection with remote maintenance. At the press of a button on the console, all necessary information is sent directly to the hotline technician. Communication is optimised and there are no delays due to language barriers. A customer ticket is automatically created in the CRM system. Solution-finding becomes faster and more efficient, reducing downtime and increasing availability accordingly.

Visual PressSupport is another tool which simplifies communication during remote maintenance. Pho-

tos, video clips, audio and commenting functions via a mobile device allow more precise description of the current situation at the press. In this way, Visual PressSupport extends the functionality of remote maintenance to include assistance in case of process-related or mechanical problems.

Evaluation of production data

Users with a remote maintenance contract receive a monthly **Performance Report**. This report visualises key performance indicators of the installed presses in clearly structured graphical form and provides an overview of all relevant production data at a glance. In addition, the performance data can be compared both internally and externally with other presses used in a comparable manner – all anonymously, of course. This helps to reveal potential for optimisation, reduces unplanned downtimes and enables pertinent maintenance work to be planned in advance. Performance and availability are improved.

A **Press Inspection Report** presents the results of a press inspection in a similarly structured summary. The user is informed of any potential for technical improvement and can see at a glance the reasons for recommended maintenance work, including the expected duration. The necessary measures are also prioritised in accordance with the possible impact on press availability and the urgency of replacement for individual spare parts.

Digital services under one roof

To provide a central point of contact, Koenig & Bauer has set up a **Customer Community**. This portal is where users find all digital service offers: They can create new tickets, view existing tickets

As production continued, Dirk Winkler explained the functions of the Rapida LiveApps for press control, maintenance, inventory management and consumables tracking



and performance reports, and make use of many other data-driven services. In this way, users and manufacturer have access to identical data at all times and can base their cooperation decisions on the same information status. With the Customer Community, all digital services are brought together under one roof.

At the same time, **predictive maintenance** is becoming reality. Artificial intelligence methods enable disturbances to be foreseen before they actually affect production or, in the worst case, result in unplanned downtime. If the data from a press indicate the pending failure of a back-up battery, for example, replacement can be coordinated in good time. This spares the user an annoying data loss and there is no need to spend time re-entering the stored press settings.

One-stop partner for packaging solutions

For the first time, it was possible to show the complete process chain for packaging production in a live demonstration – from creation of the jobs in the MIS, via printing and die-cutting through to completion of the folding cartons. Koenig & Bauer has thus positioned itself as a one-stop partner for all the needs of this growth market. Alongside the Rapida sheetfed offset presses, visitors could witness production on an Ipress 106 K PRO flat-bed die-cutter from Iberica, an Omega Allpro 110 folder-gluer from Duran, a Rapida RDC 106 rotary die-cutter, and a Laserck Master Blanker for separation of the individual blanks after die-cutting.

As participants in a panel discussion, Stefan Segger (Koenig & Bauer Digital & Webfed),



Dr. Peter Lechner (Koenig & Bauer Flexotecnica), Franc Freixes (Koenig & Bauer Iberica), Markus Müller (Koenig & Bauer Coding) and Pinar Kucukaras (Koenig & Bauer Duran) provided key information on their current technology solutions for packaging printing.

For the first time, an Omega Allpro 110 folder-gluer from Koenig & Bauer Duran was integrated into the live packaging production workflow

Both the commercial printing and packaging-oriented events included breakout sessions as a source of more detailed information on topics such as high-volume commercial printing, label printing and finishing, or new solutions for printing and finishing for high-volume and luxury packaging. At the same time, experts from Koenig & Bauer and Optimus provided in-depth explanations of MIS solutions for the individual applications.

The print professionals who came to Radebeul, among them many existing Rapida users, returned home after exciting days packed with a wealth of new information, and must now decide which of the data-driven solutions can ideally contribute to optimisation of their own business concepts.



Panel discussion with acknowledged experts (l-r): Stefan Segger (Koenig & Bauer Digital & Webfed), Dr. Peter Lechner (Koenig & Bauer Flexotecnica), Franc Freixes (Koenig & Bauer Iberica), Markus Müller (Koenig & Bauer Coding) and Pinar Kucukaras (Koenig & Bauer Duran) provided information on Koenig & Bauer technology solutions for packaging printing

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Roadmap to the future:

Preparing your company for digital transformation

In the last issue of Report, you could read about how digital transformation was leading the world of print into the future, how digital tools were altering business processes, producing new service offers and even heralding a cultural transformation. In this second article, Thomas Göcke, head of digitalisation & marketing at Koenig & Bauer in Radebeul, explains the “ingredients” and steps which are necessary to make digital transformation successful.

In contrast to digitisation, which refers merely to the use of digital technologies, digital transformation describes an entire process by which new business models are created and a 100% customer-centric focus can be established. Enhanced technical possibilities lay the foundations for new offers to customers, new markets and a whole new culture, combining operative processes, the customer experience and digital business goals.

Visions for change

Every digital business transformation begins with a vision, which must subsequently be implemented in a digital agenda. The most important ingredients are shown below:

First of all, there are questions to be answered regarding the digital vision:

- Why are we seeking digital transformation?
We need to know why we are following a certain path to be able to motivate employees and customers to join us on that journey.
- How is our vision derived from our current business model? How can our employees, customers and business partners understand the step as consistent further development?
- Which convincing arguments are supplied by our digital vision and which concrete objectives are identified?
- How can our vision be communicated in all areas and on all levels of the company?
- How do employees, customers and business partners view our vision?
- How open is our vision to new developments and change?

Ingredients



The answering of these questions triggers changes in many processes and even the prevailing culture within the company. The same can be said of its structures and organisation, as well as the alignment of IT resources to the new activities. The company treads new paths in the elaboration of solutions. Digital mindsets are brought to the fore.

McKinsey once framed it as follows: "Companies that successfully adopt digital technology don't view it as an extra; digitisation becomes central to what they are, because they transform their value propositions and evolve every level of the organisation so that it becomes data-driven, customer-obsessed and highly agile."

Agility, innovation and a digital work environment

Agility begins in the mind. One milestone by which the basic feasibility of a project can be demonstrated is a proof of concept, preferably as the product of an interdisciplinary team. This minimises the risk in the decision and tests the acceptance of an application in the cooperation with manufacturers and partners. The "fail and learn" approach can be implemented with just a few, clearly defined resources. Existing components can be re-used. Open and intensive knowledge exchange follows.

Digital workplaces are an imperative prerequisite for the development of digital mindsets. After all, innovation, speed and cooperation, often transcending national borders and cultures, call for new approaches to work. Flexibility in the organisation of working time requires mobile tools, for example modern collaboration tools. The majority of employees see the digital workplace as an opportunity to improve their work-life balance.

The success of transformation must be measurable by way of key performance indicators (KPIs) defined in advance. Typically, it will be increased customer and employee satisfaction which is measured. But a reduced time-to-quote value and higher cross- and upsell rates in sales and service, improved forecast accuracy or a higher first-time fix rate / first-call resolution (FTR) in service are also targets to be considered.

Is it feasible or not?

What must be done before setting off on the road to digital transformation? First of all, there should be a reality check. This covers organisation and clarification of the required budget, as well as the elaboration of digital visions and strategies. At the same time, lighthouse projects must be selected and started without delay, and the corresponding KPIs must be defined. This, in turn, must be followed up with methods, tools and mindsets supportive of the concept of a digital workplace. Internal marketing/change management must be lived actively and a roadmap for the digital transformation must be implemented.

Lessons learned:

- Digital transformation is not a cost factor, it must generate constant added value
- Digital transformation is not a one-off project, but rather a process of continuous change
- Digital transformation is not a crash diet, but rather long-term dietary adjustment
- Technology alone is just make-up, it is the inner values which count
- Digital transformation cannot be bought
- and last but not least ...

Think big
Start small
Move fast

A long process, but well worth waiting for the result: Printer Patrick Stümer, his superior Wolfram Schiffer, Ralf Engels (sheet offset sales, Heinrich Steuber), Captain Tim Bollig and head of department Alfons Venker-Metarp (l-r) are more than happy with the outcome of the project



Success in a complex Bundeswehr tender process

Rapida duo for Bundeswehr map specialists

“What gunpowder did for war, the printing press has done for the mind,” the 19th-century US politician Wendell Phillips once said. It is thus quite natural that the Bundeswehr also possesses such ‘weapons’.

Centrepieces in the freshly renovated and extensively modernised printshop of the Geoinformation Centre of the German Army – or ZGeoBw for short – at the Mercator Military Base in Euskirchen are two ultra-modern Rapida 105 PRO presses, one a four-colour, the other a five-colour configuration, which were commissioned in December 2018. They are the largest printing presses owned by the Bundeswehr.

Every corner of the world

The Geoinformation Service is almost as old as the Bundeswehr itself and was established in Bad Godesberg in 1956, shortly after the army was founded. Its central task is one of the most important support services within the army, namely to supply the various duty stations and troops in practically all services with maps and satellite images from every corner of the world – from overview maps for headquarters to special maps for fighter pilots and ground forces. In addition, the printshop supplies both the NATO partner armies and numerous land surveyor’s offices, as well as producing geographical documents, brochures and posters, where required.

The maps are printed in run lengths between 500 and 25,000 copies. They are stored and distributed as flat, unfolded sheets, as the print centre does not possess facilities for in-house further processing of the large-format prints beyond simple trimming. Production was originally spread between several locations, before the move to Euskirchen in 1985 enabled concentration at a single site.

Europe-wide tender process

The Bundeswehr would not be the Bundeswehr if it were not to plan also the investment in new printing technology with military precision. When the previous machines – two four-colour Rapida 105 presses – were purchased in 2001 and 2003, they were calculated for a useful service life of approx. 15 years. Accordingly, a comprehensive Europe-wide tender process was started in 2015.

“We were completely open as far as the choice of manufacturer was concerned,” says Captain Tim Bollig, the authorised representative of the Cyber and Information Domain Service (CIR). Two manufacturers participated in the tender and were vis-



Everything is spick and span in the freshly renovated and extensively modernised printshop at the Mercator Military Base in Euskirchen. From here, the army geoinformation centre ZGeoBw supplies high-quality maps and other materials to both military and civilian authorities

Photo: ZGeoBw

ited by an army delegation which brought along identical print data, inks and paper to produce a series of test prints. Bollig: "In this way, we could ensure that the results would be fully comparable. After all, we wanted to identify the objectively most economical and most technically advanced option."

Demand for precision

And as it turned out, flexibility was also a key criterion, because the purchase coincided with a project to modernise the printshop building, including installation of a new air conditioning and ventilation system – in other words, a phase characterised by continuously changing conditions. It was not least this requirement of flexibility which tipped the scales in favour of the offer submitted by Koenig & Bauer sales partner Heinrich Steuber from Mönchengladbach. That is not to say that the technical aspects were irrelevant factors in the decision: "Our ground and aviation maps comprise a multitude of very fine lines in different colours," says printshop manager Wolfram Schiffer, who like his twelve employees is actually a civilian. "These hairlines call for extremely precise colour and register control in the press." Schiffer also praises the very fast makeready and the minimal waste when setting up a new job on the two Rapidas.

When asked why the Bundeswehr has not simply outsourced these jobs to external printers, his

answer is only logical: "Because we are cheaper, independent and always available." Following the modernisation of the printshop, parallel to continued production, the site was handed over for installation of the two Rapidas in October 2018 – until that point, they had been kept in storage at Koenig & Bauer.

Fighting on multiple fronts

The final renovation tasks were even performed after installation of the new presses. ZGeoBw head of department Alfons Venker-Metarp: "It was sometimes as if we were fighting on multiple fronts. But Steuber accompanied us admirably through all the adversities." Technical acceptance by an expert from the German Printing and Media Industries Federation (bvdn) and practical instruction for the press operators followed in December 2018. In January 2019, another supplier also installed a new, faster plate-setter, which now enables a complete set of plates to be supplied within ten minutes.

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Thousands of maps can be called up directly from the ZGeoBw stores, including both civilian maps and high-precision military maps of practically every corner of the world



Investment in ten-colour Rapida 106 LED-UV coater press at ICP Roto on La Réunion

Products with added value thanks to Rapida 106 LED-UV

The printing company Imprimerie du Sud has been based in Saint Pierre on the French island of La Réunion since 1985 and belongs to the ICP Roto Group, a highly respected commercial and newspaper printing house which operates both web and sheetfed offset presses

Alfred Chane-Pane, managing director of ICP Roto (third from left), and technical director Philippe van Damme (third from right) show off a model of their Cortina press line, accompanied by staff from long-standing partner Koenig & Bauer



ICP Roto currently employs a workforce of 46 and posted turnover amounting to €16m (\$17.7m) for the business year 2018/2019. As part of a project to expand and modernise its machinery base, the company management recently decided to invest €5m (\$5.5m) in the purchase of a new sheetfed offset press and peripheral equipment such as a folding machine and die-cutter. At the end of 2019, a Rapida 106 with ten printing units, coater, perfecting unit, reel sheeter and LED-UV dryers will be making its entry in a brand new building erected for Imprimerie du Sud. The new Rapida is replacing a 16-page web press and will be printing a wide range of high-quality publications and advertising materials.

Different types of press for the most varied print products

Philippe van Damme, technical director at ICP Roto: "The Rapida 106 is just one element of a

much more extensive programme of investments aimed at further development of our Saint-Pierre location. The plan is to expand our existing means of production, the centrepiece of which is our Cortina from Koenig & Bauer, with further innovative technologies." The Cortina installed in 2017 is a modern and flexible offset press in 64-page format. It runs entirely without dampening solution and the critical additives this entails, and has enabled ICP Roto to attract a multitude of new orders, especially for magazines with relatively low circulations.

"Our production is today primarily advertising brochures," says Philippe van Damme, "but we intend to shift the balance in favour of publications. We have already gained significant market shares in this segment since the arrival of the Cortina, because we can now produce magazines in runs from 5,000 copies both profitably and at a com-



petitive price. At the same time, we want to be able to offer our customers products with added value. And this gap in our portfolio will soon be closed by the Rapida 106, which can produce fully coated covers, publications with five-colour printing on both the front and back sides, and – thanks to the LED-UV technology – even high-quality brochures on uncoated papers or non-absorbent substrates.”

It was not least Koenig & Bauer’s outstanding implementation of the innovative LED-UV process, which ICP Roto was able to witness during a series of visits to French users who are already working with the technology, which convinced the responsible decision-makers.

Improved competitiveness

Alongside expansion of the product portfolio, enhanced productivity through extensive process automation was another declared objective of the mammoth project. Philippe van Damme: “We are in permanent competition with printers on the neighbouring island of Mauritius, where the economic and social framework conditions are more favourable than here. If we are to bring jobs currently printed on Mauritius back to La Réunion, we must be able to offer competitive prices, which in turn requires highly automated machinery and processes.”

To meet such demands, the new press was configured with a so-called “high-speed package” which enables production at speeds up to 18,000sph in perfecting mode. Time-saving automation features, including fully automatic FAPC plate changers and CleanTronic Multi washing systems, define the Rapida 106 as a veritable job change-over champion. This effectiveness is backed up with modern measuring systems, such as QualiTronic ColorControl with DotView and Print Check, which scans every single printed sheet for colour and quality flaws, and ErgoTronic ColorControl with LAB, ACR and LogoTronic Professional. In this way, quality and productivity can be maximised, while waste is reduced to a minimum. Even the paper supply to the feeder is automated with a reel sheeter from Mabeg.

Ecology and sustainability

According to Philippe van Damme, ecology and sustainability are firmly anchored in the corporate philosophy: “The installation of the Cortina in 2017 transformed our production processes and has enabled us to reduce paper and energy consumption significantly. The new sheetfed offset press is now to follow in the same vein.” In fact, the Rapida 106 integrates seamlessly into this master plan. Thanks to the new LED-UV technology, powder is no longer required and there are significant energy savings because the dryers no longer generate unwanted heat. A further benefit is the reduced expenditure for maintenance thanks to the greatly extended service life of the LED lamps. The installation of an automatic ink supply system using 200-litre barrels similarly contributes to process optimisation and waste avoidance.

Looking ahead to the future

“We can look optimistically to the future,” says Philippe van Damme. “The potential is there, but you must also have a vision and stand out from the crowd. To be successful nowadays, it is imperative to integrate the latest technologies into your work processes and to invest according to a carefully considered strategy. ICP Roto doesn’t work with suppliers, but with partners. Koenig & Bauer is one of our long-standing partners and has earned our great appreciation with its dependability, the quality of its products and the excellent service provided by its staff.”

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The Rapida 106 LED-UV will be arriving at ICP Roto’s Imprimerie du Sud facility on the island of La Réunion in the Indian Ocean at the end of 2019



The entire ICP Roto team in front of the Cortina, which has enabled the company to open up promising new markets, especially in the field of low-circulation magazines

The long perfector was the first press at Ortmaier Druck to be fitted with an automatic ink supply



High-tech perfector press in Lower Bavaria

Ortmaier Druck invests in the future with Rapida 106

Frontenhausen is actually well-known in many parts of Germany – as the film set for a series of popular crime mysteries written by author Rita Falk. If you know Niederkaltenkirchen, then you could probably find your way around Frontenhausen. Fans who pay close attention will also know the historical premises of Ortmaier Druck, even though it is only the company letterbox which features in the films. The company still produces just a few 100 metres from the centre of the quiet little town, albeit in the meantime with an eight-colour Rapida 106 with perfecting unit for 4-over-4 production and an additional coater.

Frontenhausen is proud of its role as the film set for crime mysteries with cult status



“It’s unbelievable how it races through the jobs,” was one of the first comments which Stefan Ortmaier made about his new press. Together with his brother Rainer, he represents the third generation to hold the reins of the company. To date, they have been using two shorter medium-format Rapidas. One now remains, for the 1/1, 4/0 or 4/1 jobs. The important task for the future is to keep the work coming in for the new press, for example with jobs from the online portal flyerpara.de, for resellers and for a number of renowned industrial customers, most of whom are based within a radius of approx. 100 km.

Ortmaier is currently in the process of reorganising its pre-press, print

and post-press operations, including the associated stores. Production is to be optimised on the basis of defined processes and short distances. The market in which the company is active is characterised by intense price competition. With the Rapida 106 perfector, however, it is well equipped to tackle all coming challenges. A new process-free platesetter, a StitchLiner and new cellophaning equipment also contribute to the optimism.

Full-service support for customers

Alongside classic commercial printing, Ortmaier offers a variety of advertising materials and textile printing services, as well as producing the *Vilstalbote*, a weekly advertiser with a circulation of 120,000 copies. This combination of different services is well received by the customers. Another key factor is the offer of personal advice and that



Stefan Ortmaier (left) and Andreas Huber (centre) received a model of the new Rapida 106 from Gavin Elflein of Koenig & Bauer (DE)



Printer Marco van Laak enjoys working on the fully automated eight-colour press with 4/4 perfecting and an additional coating unit

certain extra in terms of customer service, which sets Ortmaier apart from many online print portals, for example. The printing business accounts for 110 employees, with another 60 working for the Vilstalbote.

There were plenty of reasons to invest in a new sheetfed offset press. Competitiveness stood very high on the list. It is imperative for 4/4 jobs to be printed in a single pass, even including finishing where necessary. Extensive automation and parallel processes at job changeover also enable significant makeready savings. The latter point is especially important in connection with short runs. Thanks to the improved cost framework, furthermore, Stefan Ortmaier expects to attract a whole series of new jobs.

Largest single investment in the company's history

The new Rapida 106 is at the same time a signal. It is the largest single investment in the company's 50-year history. And from the technological

perspective a quantum leap: This is not merely a replacement investment – the whole company workflow has been reorganised.

It is particularly important for the employees to see that the company is investing. Andreas Huber, head of production, is delighted: "You can feel the enthusiasm. This is an absolutely mature press." The company is now printing on the "newest of the new". There is no other similarly equipped eight-colour medium-format press within a more than 50 km radius.

Continuous further optimisation is adding the final touches to the performance of the Rapida 106. Stefan Ortmaier estimates that it is already exploiting over 80 per cent of its potential. The printers benefit from their many years of experience with this press type. The change of generation was soon mastered, and the secrets of perfecting were quickly unravelled. The many automation features simplify work processes and relieve the press operators of routine tasks.

A number of decisions relating to process organisation will soon be contributing to further increases in productivity. Stefan Ortmaier looks ahead optimistically. "Our business approach is very similar to that of Koenig & Bauer," he says. In this respect, too, there is a sound foundation for further good cooperation between the two companies.

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Interesting websites:
www.flyerpara.de
www.ortmaier-druck.de

Inline colour control with QualiTronic ColorControl further simplifies the production process



Stefan Schulz and his printer colleagues were involved in the decision to purchase a Rapida 106 with extensive finishing options



Special Rapida 106 press to celebrate the 100th anniversary of Richard Bretschneider

Into a second century with a finishing speedster

On 20th September, packaging and finishing specialist Richard Bretschneider in Braunschweig in Northern Germany celebrated the company's 100th anniversary with customers and suppliers. The occasion also heralded the transition to an even more successful second century in the company's history – with future-oriented technology, a new development centre, and innovations in automation and robot systems.

**Managing director
Wolfram Zehnle shows
one of the complex and
highly refined products
which are everyday rou-
tine for the company**



Bretschneider's vision has for a long time been to seek recognition as a premium supplier of complex and highly refined packaging, but that nevertheless on the basis of industrial production. The company has thus deliberately positioned itself between the major packaging groups on the one side and smaller craft-oriented businesses on the other. Already today, Bretschneider is a source of exceptional packaging solutions – folding cartons and mailings with special constructions, gift sets, advent calendars and displays – for beauty, food and non-food products, as well as for the automotive segment.

Innovative finishing options

Punctually for the jubilee, a Rapida 106 was installed and taken into service. With six printing units, coater, intermediate drying ahead of a further printing unit and coater, extended delivery and pile logistics, it is very different to the presses used by other packaging printers. Managing director Wolfram Zehnle explains: "We wanted to be even more variable in our finishing options." Classic

double coating applications can be complemented with innovative methods which set Bretschneider apart from its competitors.

The decision to invest extensively in new technologies was also driven by increasing customer demands and needs. A team of nine in-house staff works solely on product development. They design the most varied packaging solutions for subsequent realisation in the production centre. Bretschneider's customers expect highly detailed technical advice, taking into account the very latest finishing technologies. On the basis of 3D PDFs, 3D renderings or ultimately a white sample, they reach a final decision on the packaging to be produced. Over a period of three-and-a-half months, for example, the Bretschneider specialists developed the packaging for 140 different products for a cosmetics manufacturer, and then produced this packaging in corresponding series with UV spot-coating and embossing effects.

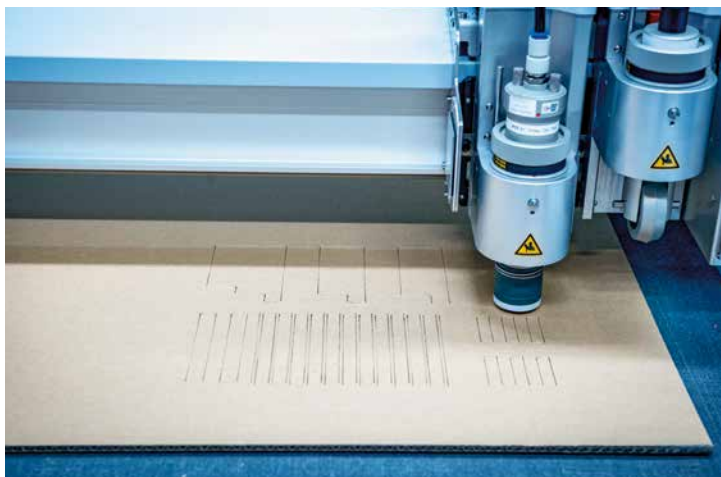
"Print tests taken very seriously"

Before the decision was reached in favour of the Rapida 106, print tests were conducted with two



manufacturers. Koenig & Bauer scored with its production performance, low waste and consistently high quality. "Our tests were taken very seriously," says Zehnle. Factors important to him, the other decision-makers and also the future operators were fast ink changes, parallel washing and the facility for washing of any unused inking units during production, fast anilox roller changes, high flexibility in terms of the UV drying, inline colour control and a high production speed.

It is immediately evident that the printers are really looking forward to work on the new press with all its automation features. As soon as the Rapida 106 has taken over the production currently handled by the two predecessor presses, they will be dismantled and removed. Despite then having only one press, the company is reckoning with significant additional capacity. The halving of makeready times and the higher production speed mean that the jobs printed on the previous presses can now be completed in just two shifts. The third shift will then be available for new projects. That will also be necessary, because customers are increasingly looking for pure board alternatives to their currently mixed production.



Experience in Braunschweig even shows that this is given priority over a lower price in many cases.

Press operation and consumables tracking, a matter which is especially important when producing food packaging, are to be further simplified in the future. Modern smartphone-based operating philosophies will soon be introduced with the ErgoTronicApp (mobile console) and Production-App (batch tracking and inventory management).

Comprehensive process automation

Bretschneider is implementing comprehensive process automation far beyond just the print production stage. An automated packer optimises the boxing of folding cartons and mailings. Subsequently, a palletiser robot takes care of closing, labelling, palletising and removal of the full boxes. A further fully automated production line with state-of-the-art robot equipment raises co-packing performance to new levels. Up to 30,000 articles can be packed every hour with parallel optical inline quality control.

That full service in connection with packaging goes much further than printing, die-cutting and gluing is illustrated by the floor space assigned to the various departments. While the machines for three-shift production occupy around 6,000m² (64,500sq.ft), twice that area is available for packing and logistics. The plant itself offers 8,000 pallet storage locations. And even they can be supplemented, if necessary, with additional capacities within the Streiff Group, the parent company of Richard Bretschneider.

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Left: Pile logistics at the feeder of the Rapida 106

Above: Enormous capital: More than 4,500 die-cutting tools can be called up from the automated stores at any time

Interesting website:
www.bretschneider.de

In the modern development centre, cutting plotters with a working width up to 3.20 metres produce samples of new packaging solutions

French printer Imprimerie Joubert invests in a Rapida 105 PRO

Broad product portfolio and fast delivery times for commercial print

Imprimerie Joubert, a family-run printing company based in Carros-le-Broc near Nice in the south of France, commissioned a five-unit Rapida 105 PRO in a configuration with perfecting and raised foundations to support higher piles in spring 2019.

The Rapida 105 PRO was configured as a five-unit perfector press to handle a broad diversity of print products, from classic four-colour brochures, via multi-part stationery and school exercise books, to patient information leaflets for the pharmaceutical industry



This is the company's first sheetfed offset press from Koenig & Bauer. It replaces a similarly configured 11-year-old press from another manufacturer and delivers an impressive diversity of print products: From school exercise books with microperforations, via multi-part stationery and high-quality advertising brochures, through to information sheets on 45gsm (30lbs) paper as package inserts for the pharmaceutical and cosmetics industries.

Fourth generation in commercial printing

Imprimerie Joubert was founded by Bernard Joubert in 1980. It was initially a one-man business

and produced posters, flyers and brochures for an exclusively local clientele. Through repeated investments in modern technology, however, it soon grew into a widely appreciated print company with unique craft know-how in the fields of microperforated products and lightweight substrates. In 2008, Bernard Joubert handed the reins over to his sons Yvain and Nicolas, who together represent the fourth generation of printers in the family. They have further strengthened the commitment to climate-friendly printing initiated by their father, as reflected in the various forms of certification obtained since 2001, for example ISO 14001, Imprim'vert, PEFC, ISO

9001 and ISO 1264-2-7. All waste products are recycled, the purchasing process attaches great importance to ecological aspects, concerted efforts are undertaken to minimise production waste, and the company prints without alcohol. Under the management of Nicolas Joubert, the company today counts 28 employees and posted a turnover of €4.5m (\$5.04m) in 2018.

Product diversity and fast deliveries

The company has always viewed flexible means of production and a broad portfolio of print products as the basis for continued growth. It was thus important for the new press to promise not only ultimate productivity and reliability, but also – and above all – absolute versatility. The five-unit Rapida 105 PRO was configured such that it can produce both two-colour perfecting jobs, such as package inserts on lightweight paper for the pharmaceutical and cosmetics industries, and high-quality four-colour brochures. The fifth unit permits inline perforation ahead of the printing, a vital capability for the production of multi-part stationery and school exercise books with detachable elements. The Rapida 105 PRO handles the most varied substrates in thicknesses from 0.04 to 0.7mm (1.6 to 28thou) at speeds up to 17,000sph in straight printing and up to 15,000sph in perfecting mode. It has also been placed on raised foundations to optimise the printing of long runs.

In addition to the new Rapida 105 PRO, Imprimerie Joubert possesses two further sheetfed offset presses, as well as several digital machines, including a Duplo 3D finishing machine which was installed just a few months ago. An in-house

pre-press and extensive post-press department enable the company to guarantee the fastest possible delivery times to its customers, the majority of whom are public authorities, online traders and other small and medium businesses. A complete product – printed, trimmed, folded, stitched and wrapped – can normally be delivered in just 3 to 4 days, and even the most complex jobs are ready within 4 to 5 days.

Success through networking

"If you remain alone, you can never win," is the motto of managing director Nicolas Joubert. "Especially in a field like commercial printing, which is not always particularly forward-looking, you have to love your profession and form networks. We were thus one of the first companies to join the printers' association Imprimclub in 1993, and we are today still a very active member of this business club, through which we offer our services to other print companies and online traders with more powerful sales organisations. We may appear to be a classic commercial printshop, but we stand out nevertheless with unique expertise



Managing director Nicolas Joubert with his new sheetfed offset press from Koenig & Bauer, which was installed in spring 2019

in our specialist fields. Take carbonless copy paper, for example, where the necessary know-how practically no longer exists. Another example is 3D finishing, which most of the colleagues with whom we have maintained close and trustful business relationships for many years have not even introduced yet. That is precisely where our strength lies!"

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The post-press hall accommodates several folders and die-cutters, as well as a Müller Martini gatherer-stitcher and machines for numbering, creasing and wrapping of the printed products





Packaging printing in half format

VMS-Print: Fascinating effects with a Rapida 75 PRO

VMS-Print was founded as a packaging printshop in 2001. In the meantime, the company has developed into a multi-faceted provider of a full range of production services covering board and corrugated packaging, as well as self-adhesive labels. Since last year, it has also been the proud owner of a Rapida 75 PRO press in a six-colour configuration with coater unit for UV coating in an inline process.

The most recent investment at VMS-Print is a Rapida 75 PRO with six printing units and an inline coater for UV coating

Mirkamol Mirzamakhmudov, general director von VMS-Print, is delighted: "With the new press, we are responding to the needs of our customers."



With its modern machinery base and sophisticated production culture, VMS-Print can be counted among the branch leaders and is one of the five largest producers of pharmaceutical packaging in Russia. In 2018, the company invested strongly in expansion of its production plant in Podolsk (30km from Moscow) and in new press equipment to satisfy customer demands for practically every kind of packaging.

Efficient packaging production

Production space has almost doubled. The 6,500m² (70,000sq.ft) facility accommodates a full spectrum of machines for production using imitation chromo board and microflute corrugated. There are corrugated board and lamination machines, flexo printing presses, folder-glueers, cutting presses, UV coating facilities, embossing machines, and much more besides.

The cleanliness of the production plant is especially impressive. And that despite the fact that board production is usually considered rather dusty business. General director Mirkamol Mirzamakhmudov: "That is all a result of our sophisticated production culture

and outstanding internal discipline. We pay great attention to the cleanliness of our production halls and equipment. And that would have been just the same if we had specialised in other print products instead of packaging."

New market segment, new format

The Rapida 75 PRO stands in a separate building. Even after many years of experience on the packaging market, it was something new for VMS-Print to use a UV press of its own for production on non-absorbent substrates. Mirkamol Mirzamakhmudov explains: "We were repeatedly confronted with requests for production on such materials. But as we were lacking the necessary equipment, the printing for these jobs was sent to colleagues and we only took care of the post-press steps. That was a risk for us in terms of both quality and scheduling. In this respect, it was imperative to purchase a press which would be suitable for packaging production using metalised board, plastics and other non-absorbent substrates."

Until recently, VMS-Print relied on equipment from another manufacturer along the whole process chain from platemaking to post-press. The Rapida 75 PRO was the company's first purchase



from Koenig & Bauer, and at the same time the first half-format press at the company, which otherwise produces exclusively in medium formats.

The general director recalls the selection criteria: "We were guided solely by market parameters – price, quality and service. The presses offered by Koenig & Bauer in the desired configuration currently deliver the best combination of these parameters. Service was an important, perhaps even the decisive aspect. I made it clear to all the potential suppliers that technical support was paramount. After all, we were looking to enter a

new market with a technology which was new for us. We agreed with Koenig & Bauer that a trainer would be placed at our side to pass on corresponding know-how in UV printing and to enable a smooth start to the production of such jobs."

Evolutionary development

"Today, I am glad that we accepted the challenges of this new technology," says Mirkamol Mirzamakhmudov. "We are offering our customers high-end products. And Koenig & Bauer has helped us to establish the necessary prerequisites. We are positioning our company as a multi-

function provider and offer customers complex solutions for the realisation of their packaging products. With the installation of the new press, we are responding to the needs of our customers. In addition, we have decided to install our own ink mixing station. The market never stands still. And we are developing in line with the market, by modernising our production facilities and by expanding the technological possibilities for offset and flexo printing."

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Above left: Modern ErgoTronic console with wallscreen

Above right: Cosmetics packaging is often produced by applying special-effect finishes to metallised substrates. This can be achieved in various ways, for example by foil stamping or UV coating



Production space at the company has been increased to 6,500m²



With its high level of automation, the Rapida 145 is an ideal means of production for short runs

Edelvives Group: Multi-channel innovation in learning materials

Shorter runs and less storage with Rapida 145

Edelvives is one of the few old-established publishing houses in Spain to operate a printing facility of its own. Founded 130 years ago, innovation and adaptation have always been important elements of the company philosophy. In this way, it has contributed to the education of countless generations. Ever shorter runs and limited possibilities for intermediate storage were two of the reasons behind a renewed modernisation of production.

The publishing house is well known in the Spanish education sector, and is likewise an acclaimed source of children's and youth literature. "Our production centre also handles very small volumes of external jobs," says Cristóbal Martín, head of production and logistics. "A lot has changed over time, and we today have the very latest technologies at our disposal."

Multi-channel innovation

The focus of the Edelvives Group is placed firmly on the future. The teaching materials it offers are subject to constant updating. At the same time, the publishing house produces literature to support the expanding cultural knowledge of children and adults alike. It is also broadening the spectrum of its materials to embrace various methods of cooperative learning, multiple intelligence or metacognition. New aspects such as chess or ro-

botics, furthermore, serve to develop the cognitive abilities of schoolchildren. "Despite our long history, we are sometimes just like a start-up."

The production centre location in Zaragoza has logistical and strategic benefits. "We know that the print industry in our country is highly automated," Cristóbal Martín explains. "Many companies have adopted the strategy of remaining small, with a minimal workforce. In order to meet the arising challenges, we have fully integrated our production processes, from pre-press right through to finishing. We do folding, produce brochures, and even take on a few packaging jobs, for example when folders sometimes need to be die-cut."

Beside the complete production cycle, Edelvives undertakes constant endeavours to drive innova-

Interesting website:
www.edelvives.com



tion. Cristóbal Martín: “We have branch offices in Spain, Mexico and Argentina, and production centres in Spain and Mexico. We employ approx. 700 people in total, with 400 in Spain and around 125 of that number in the print sector. We would like to expand to Latin America, and also see opportunities elsewhere in Europe, for example in France or the UK. At the same time, we have entered alliances with companies from the digital world such as Google or Samsung. This is all enabling us to develop tremendously, in the same way as the field of education itself.”

Rapida 145 – the response to shorter runs

“There is a trend towards shorter runs” – that has become something of a mantra in the industry, especially since the explosion of digital media and the terrible crisis of the past years. For Cris-

tóbal Martín, the situation is even more coercive: “In our case, we are often dealing with ultra-short runs. We publish in all the official languages of Spain, such as Catalan, Basque and Galician, and also develop special products for every independent municipality, as well as for individual education facilities who need them.” One major issue for publishers is the urgent need to avoid excessive intermediate storage. “We hold more than 7,000 different items in stock, of which only 300 are produced in runs of 80,000 or 90,000 copies. On the other hand, there are 6,500 items where less than 2,000 copies are required. Our average run length lies between 2,000 and 2,500 copies, and so we needed a press which could handle this efficiently.”

It goes almost without saying that, even where ever shorter runs are the important factor when selecting a new press, it is imperative not to lose sight of the quality and productivity aspects. The new Rapida 145 is the answer to all these needs. “It is configured with four printing units, as is primarily necessary for publishing work, and the job changeover times are so short, that our ‘bottleneck’ now lies in pre-press. We sometimes need up to 250 plates a day.”

The production experts at Edelvives have extensive experience with the offset technology. “Even so, the high level of automation on the press entails a certain learning process. But Koenig & Bauer Lauvic has here provided us with invaluable technical support.”

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Cristóbal Martín, head of production and logistics for the Edelvives Group

Above left: Management and employees of the Edelvives Group with their new, recently installed Rapida 145



The printers are glad to be able to work with the latest press technology

To mark the visit by Matthias Herrmann (left), the Rapida 76 printed an individually designed poster. Peter Kollé, sales director at Koenig & Bauer Sheetfed (centre), and sales manager Christofer Hugel from Koenig & Bauer (DE) presented a specially framed print



New production hall and new technology for Schmidt & Buchta

In eager anticipation of the Rapida 76

Matthias Herrmann, managing director of the printing company Schmidt & Buchta in the small North Bavarian town of Helmbrechts, visited Koenig & Bauer Grafitec in July to learn more about the factory in which his Rapida 76 was being manufactured. At the end of a tour through the assembly centre, he came to a press which was printing at maximum production speed: His press! It welcomed him with an individually designed poster – and the future owner was visibly moved!

In the meantime, the five-colour Rapida 76 with coater and extended delivery is presumably in daily production. The company also invested in a 1,000m² (10,800sq.ft) production hall. That both investments were possible at the same time is attributable to the good reputation which Schmidt & Buchta enjoys on the market, and to the managing director's positive approach to the future. It was tax consultant Marco Matus who recommended

used in the textile industry to present fabric samples to fashion companies or at trade fairs. Another spotlight field is that of business reports, which are even printed in offset in tiny runs of just 15 to 25 copies if the customer so wishes.

Flexible in half format

To underpin a product portfolio which could hardly be more diverse, Schmidt & Buchta is dependent on maximally flexible technology, not least because the Rapida 76 is the company's only half-format production press. Substrates from 40 to 700gsm (27 to 473lbs) must be printed reliably and in high quality. The same demands apply to coatings, e.g. drip-off effects, inline die-cutting and perforation via the coating tower.

rolling the two projects into one. And with Elbe-Leasing, Schmidt & Buchta was assisted by a finance provider with profound knowledge of the branch.

Alongside commercial products of all kinds, Schmidt & Buchta produces so-called "sample hangers", which are

A high level of automation is an important feature of the Rapida 76. Accordingly, the selected press configuration includes practically everything which contributes to fast job changes. In addition, it incorporates essentially gapless quality monitoring. Quali-Tronic PDF combines three valuable functions in one system: Inline colour control, including LiveView

Benjamin Nelles (left) explains the quality documentation for the Rapida 76 to Matthias Herrmann (2nd from right)





Red carpet treatment in front of the new Rapida 76 for Matthias Herrmann (centre), his tax consultant Marco Matus (2nd from left) and Thomas Grübner from Elbe-Leasing (4th from left), pictured with staff from the factory



for direct viewing of the camera images, sheet inspection for production monitoring, and comparison of the printed sheet with a pre-press PDF.

Even the purchasing of the press took a somewhat unusual course. It was Matthias Herrmann himself who contacted the manufacturer to enquire about a suitable solution. Arguments which attracted him to Koenig & Bauer were the innovative engineering concept of the Rapida 76, the comprehensive functionality of the press console, and the option of a PDF check, a feature which is otherwise rarely encountered in the half-format class. The general interest in Koenig & Bauer was quickly reinforced by the feeling that he could rely on competent support from the manufacturer's employees. "In the end, it was print instructor Benjamin Nelles who sold the press," says Matthias Herrmann, remembering their numerous print demonstrations together.

Matthias Herrmann discusses technical details of the half-format Rapida with Benjamin Nelles (left). The final assembly hall in Dobruška is an ideal place for such explanations, as presses and subassemblies are available in all states of completion



Optimistic view ahead

The Rapida 76 will secure a competitive advantage for Schmidt & Buchta for several years to come. It is almost certainly the most highly automated sheetfed offset press in this format class in the region. And Matthias Herrmann is convinced that this will help him to win over more than just one or two new customers along the way.

The positive attitude displayed by print entrepreneur Matthias Herrmann is truly exemplary and sends everyone involved with him into raptures: His finance provider, his suppliers and the press manufacturer. It was thus no surprise that, when asked where he saw himself in five or six years, his spontaneous answer was: "Back here in Dobruška, of course!"

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One camera, three functions: Inline colour control, sheet inspection and comparison of the printed sheet with a pre-press PDF

Flexible from paper to board

Druckerei Brücker produces with high-tech Rapida 76

Druckerei Brücker in Gossau/Switzerland is a modern and regionally established printing business. Here, the customers are looked after by the proprietor himself, who offers them individual print solutions with a high degree of versatility, substrate flexibility, quality and creativity. Since the beginning of 2019, Druckerei Brücker has been using a Rapida 76 with six printing units and inline coater to print short to medium runs on both paper and board substrates. This has given a further decisive boost to efficiency, flexibility and solution diversity.



Left to right: Proprietor Dominik Brücker and his print technologists Jonas Küng and Janette Enadeghe join key account manager Daniel Büsch from Koenig & Bauer (CH) at the Rapida 76

The latest investment can be seen as purposeful implementation of proprietor Dominik Brücker's dual strategy for commercial and packaging printing. Together with the sister company Interprint, a packaging printing business in Altstätten (St. Gallen) which operates a five-colour Rapida 105 coater press, he can present a promising spectrum of commercial and packaging printing services covering both half and medium formats.

The new Rapida 76

The success of plans to expand the service portfolio and secure maximum customer satisfaction is always dependent on innovative strength and not least the availability of productive, future-oriented and high-quality means of production. With his new high-tech half-format press from Koenig

& Bauer, Brücker is able to define the standards even beyond his local region.

The Rapida 76 is a highly automated six-colour press with inline coater and facilities to handle substrates from 0.04 to 0.8mm (1.6 to 32thou) from a minimum of A4 up to a special enlarged format. Highlights include the unique sidelay-free infeed (SIS) and a DriveTronic feeder, as well as a fully automatic plate changing system (FAPC) and automatically disengaged inking units. The Rapida 76 is also equipped with an extremely fast and highly accurate inline colour measuring and control system, automatic register and synchronised washing systems which can be used parallel to other makeready processes. The console, furthermore, features the ultra-modern TouchTronic operating concept with an AutoRun function (autonomous production of a sequence of several jobs).

The ultra-modern coating unit, in combination with energy-efficient VariDry^{Blue} dryer systems in the extended delivery, establishes ideal prerequisites for high-quality finishing at maximum production speeds and with the shortest possible makeready times.

The Rapida 76 is integrated into the overall printshop workflow via the production management system LogoTronic Professional. Brücker can also rely on optimum support through the additional comprehensive service and maintenance package "Select & More".

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Advantages in daily production

Rapida presses with DuraPrint rollers

Close and trustful cooperation with roller manufacturer Sauer goes back many years. One element of this cooperation has been work to optimise the performance of the Rapida 106 with the DuraPrint roller generation. Five test results with significant influence on daily production in the printshop stand out from the wealth of findings.

Printed image

The extremely smooth and homogeneous surface of the rollers delivers an exceptionally brilliant printed image. Comparative tests with conventional rubber rollers revealed inhomogeneous screen dots with reduced edge sharpness, whereas the dots delivered by the pore-free elastomer material of the DuraPrint rollers displayed a high level of sharpness.

Washing results

Printers are today faced with an ever-increasing number of job changes. As a consequence, they must also perform more wash-ups. Tests were conducted to determine whether the DuraPrint rollers still achieved a very good washing result in daily practice with short intervals between wash-ups. This was proven. As the DuraPrint rollers can be washed faster and significantly more thoroughly than rubber rollers, there is no cross contamination from previously printed inks. Washing intervals can be extended and both washing times and solvent consumption are reduced. That achieves an additional ecological benefit.

Dimensional stability

Printers who work with alternating ink systems know the problem all too well: The use of conventional inks leads to plasticisers being released

from the rubber and causes rubber rollers to shrink. The other ink systems used in mixed operation (UV, HR-UV or LED-UV in combination with UV washing solvents), on the other hand, cause the rollers to swell. Long-term testing has shown that, in mixed and UV operation in particular, the DuraPrint ink rollers are dimensionally stable. The need for constant re-adjustment is practically eliminated.

Stable production

Rapida presses are characterised by their dynamic and very fast-reacting short-train inking units. The inking unit of the Rapida 106 includes eight rubber-coated rollers with enlarged diameters. Ink run-up times, makeready times and thus also reaction times are therefore extremely short. This inherent benefit is often dampened by the sluggish response of porous rubber rollers. Tests proved the DuraPrint rollers to be maximally compatible. The smooth surface provides for an optimum response during press acceleration and production.

Fast colour control

Rapida sheetfed offset presses are known for their fast, reliable and dynamic colour control. Fast-reacting inking rollers amplify this effect. Here, too, the test results were very positive, as the smooth surface of the DuraPrint rollers enables them to react much faster to ink key adjustments than rubber rollers.

On the basis of these test results, a number of Rapida presses have already been delivered with a starting complement of DuraPrint rollers. In the meantime, more than 30 medium-format presses and over a dozen large-format Rapidas in Germany are printing with DuraPrint rollers.

Roland Glin

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Dirk Winkler (l), head of print technology at Koenig & Bauer Sheetfed, and Volker Eggelmann, management board member at Sauer, have worked together closely on the project to optimise the use of DuraPrint rollers on Rapida presses



The automatic flat-bed die-cutter Ipress 144 with its impressive dimensions and outstandingly robust engineering



First large-format die-cutter from Koenig & Bauer Iberica in Switzerland

Setaprint celebrates premiere with Ipress 144

On the steps of the Ipress 144 (l-r): Daniel Büsch, key account manager, Koenig & Bauer (CH), Peter J. Rickenmann, CEO and board representative, Koenig & Bauer (CH); Dr. Joel Marti, management and board member, Setaprint; Pierre-Louis Marti, CEO and board president Setaprint

Setaprint in Zürich is one of the leading print companies in Switzerland and a renowned specialist in large formats. The company has always placed its faith in the latest production technologies and has consequently been a decisive contributor to developments on the Swiss large-format market ever since its founding in 1987.

Setaprint combines established large-format off-set production with a strong presence in digital printing. Supported by a modern machinery base, broad technical know-how and an unwavering customer-centric approach, it is able to guarantee its customers fast deliveries of products and solutions in immaculate quality.

or window displays. The company's three production facilities also operate a comprehensive range of machinery for product finishing and further processing.

One of the latest investments at Setaprint is a new large-format flat-bed die-cutter from Koenig & Bauer. With its cutting force of 600 tonnes, the Ipress 144 provides for efficient die-cutting, creasing and stripping of the most varied materials – from paper via solid board (up to 2mm/0.079in) to corrugated (up to 4mm/0.158in) – up to a maximum sheet format of 104 x 144cm (40.9 x 56.7in). It processes up to 8,000 sheets per hour and is equipped with the unique VARIOPLAN® system to ensure a smooth cutting process. An intuitive operating concept (touchscreen) simplifies handling, while quick-lock systems accelerate job changeovers. Load is taken off the Setaprint cutting plotter, throughput times are reduced dramatically, and flexibility is boosted accordingly.

The product portfolio focuses on two core areas – outdoor advertising and POS products. This covers posters in the most varied sizes, including corrugated posters and transport advertising, as well as POS specialties such as floor sticker ads, ceiling banners

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Superior quality and reliability for the die-cutting process

Ingersoll Paper Box boosts production with Optima 106 K

Ingersoll Paper Box has been in the folding carton business for almost 100 years. And the Canadian company continues to invest regularly in the latest technology to maintain its strong growth. A few years ago, it purchased a seven-colour Rapida 106 – the first fully automated printing press of this type in North America. Now, Ingersoll has chosen Koenig & Bauer once more for an investment in its post press department: A new high-speed Optima 106 K die-cutter.

“When we installed the Rapida 106, it gave us added capabilities, faster production speeds, and broadened our customer base,” says Ingersoll president Sarah Skinner. “We produce billions of custom boxes for customers in industries such as pharmaceuticals, consumer goods and food packaging. In this context, we are committed to expanding our capital investments in order to maintain our reputation as a trusted supplier. Our newest addition – the Optima 106 K flat-bed die-cutter – continues to support that mandate.”

The company’s stellar reputation has been built by providing its customers with tailored solutions for their packaging needs, realising the importance of being first-to-market with new products. After its sales and productivity were enhanced by the fire-power of the Rapida 106 press, a new bottleneck emerged in the post-press department. Thanks to the Optima 106 K, Ingersoll can continue to safeguard customer satisfaction through faster productivity and efficiency.

In addition to its lightning-fast speed, Sarah Skinner details further important reasons for choosing the Optima flat-bed die-cutter: Its quick turnaround, high productivity, user-friendliness, and its blanking capability. Even though the Optima 106 K has only been in operation for a few months, production has increased exponentially and looks likely to be boosted even further. Given Ingersoll’s broad mix of packaging products, the Optima 106 K is an effective piece of equipment which simplifies production planning and is capable of handling paper, cardboard, plastics and corrugated boards up to a thickness of 1.5mm (0.059in).



“The Optima is the perfect machine for us, not least due to its blanking capability,” says Sarah Skinner. “It provides high quality, high productivity, easy handling and fast preparation. It is also equipped with new tooling technology to permit sheeting in a fast and easy manner.”

Since the installation of the Rapida press, Ingersoll and Koenig & Bauer have formed a strong, steady relationship. Sarah Skinner: “Support from both Toronto and Dallas has been excellent. The sales and service team are both knowledgeable and responsive. It has truly helped to support our continuing growth.”

Eric Frank
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Gathered at the new Optima 106 K flat-bed die-cutter (l-r): Aleks Lajtman, Koenig & Bauer regional sales manager for Canada; Cory Sheritt, post-press supervisor at Ingersoll Paper Box; Tom Fitzgerald, Koenig & Bauer product manager; Murray Weir, die-cutter operator at Ingersoll Paper Box; Sarah Skinner, IPB president



Orapac invests in Ipress 106 K PRO

Finnish boxmaker completes a €4 million investment programme

The small coastal town of Oravais, some 450 kilometres north of the Finnish capital Helsinki, is the home of Orapac, a highly efficient box production company which specialises in the litho-lam production of E- and F-flute corrugated packaging. Orapac was founded in 1990 and is today managed by Fredric Tidström. He and his staff of 25 work primarily for the international markets of its export-orientated customers – Finland itself having only a small volume requirement from its population of 5.5 million.



Left page:

The Ipress 106 K PRO stands out with solid reliability in the die-cutting of corrugated board

The DriveTronic feeder is just like the one used on high-performance sheet-fed offset presses of the Rapida series

The early days saw print production carried out on two-colour presses, before moving into multi-colour production to cater for changing market demand. On the corrugated side, Spanish manufacturer IOBox was the preferred choice for litho-laminators back in 2005 and again in 2013 – but the one manufacturer which has enjoyed consistent faith from Orapac over the years is Iberica, from whom the company has acquired five die-cutters in total – the latest being an Ipress 106 K PRO model, installed at the beginning of 2019.

Managing director Fredric Tidström explains: “More than 90% of our output is E-flute laminated with offset printed sheets – F-flute and cartonboard make up the balance. One of our key requirements has always been solid reliability from a heavyweight machine capable of handling corrugated board. We originally chose an Iberica LM55 and have progressed through their range as the years have gone by. Reliability and great after-sales support have been key to our staying with the brand, even after looking closely at what the competition had to offer each time. Compatible tooling from having two machines from the same manufacturer is a strong factor, as is operator familiarity.”

The tooling of the latest machine is a perfect fit for the previous Speed 105 K which was installed in 2015. Both possess stripping and blanking sections. Based on well-proven technology, the Ipress 106 K PRO combines high performance with flexibility and fine control over a range of substrates. Significantly, it is equipped with the

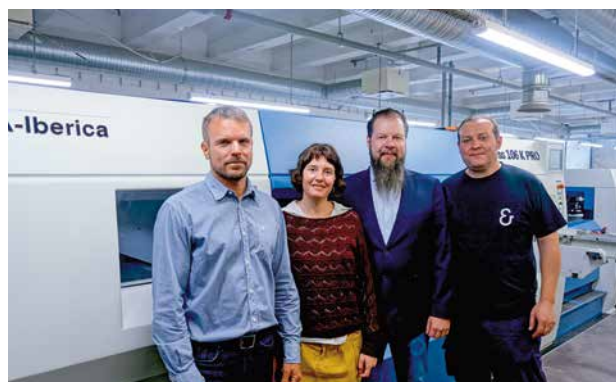
same DriveTronic feeder as the Rapida offset presses, which guarantees perfect alignment at the infeed. Control is via a touchscreen which facilitates fast registration, while the anti-static feed table reduces downtimes.

Reliable packaging production

From a historical point of view, the background to Orapac is quite unusual and began when the neighbouring company Mirka, an international manufacturer of cleaning products and tools for the industrial market, became dissatisfied with its existing supplier of packaging and asked Orapac if it could do better. The partnership has endured and has grown continuously to the benefit of both parties. It provides Orapac with regular business and Mirka with reliable local production and instant call-off from an adjacent warehouse. Long-standing experience and cooperation creates an even workflow for Orapac and balances any seasonal fluctuations in demand.

“There is no doubt that the extraordinary synergies for our two businesses improve day-to-day operations. We share an ERP system, and by having our computers linked, we can keep supplies at a

Left to right: Fredric Tidström, CEO Orapac; Amanda Ràmia, marketing & communications, Koenig & Bauer Iberica; Jan Vesterberg, technical sales, Converttec; David Liginfer, service instructor, Koenig & Bauer Iberica





Award-winning product:
Packaging for Vieser One

Above: The laminating equipment is also from Spain

pre-agreed level and guarantee delivery of 100% accurate boxes. We load into the shared warehouse and their forklift truck drivers take what they want when they need it – it's very simple and very effective," says Tidström.

Aside from Mirka, most of Orapac's output is for the international industrial markets. An increasing level of business is being enjoyed from the drinks sector, while food packaging represents a relatively low proportion of turnover. According to Tidström, typical jobs fall in the 1,000 to 30,000 box range, with 3,000 being a reasonable average: "That probably means about 1,000 sheets, so one and half pallets, which tells you how many job changes we do per shift. This is where simple and fast makeready of the press and die-cutter is so important."

Production in historical surroundings

Next on the investment list is a logistics system to improve workflow in the production facility, a beautifully preserved building which started life as a farm in the 1760s and was a textile factory in the 19th century. Its multi-floored construction with many supporting pillars makes for a rather fragmented production layout. Tidström is looking for a way to automate the handling of work-in-progress to allow him to re-deploy his staff to more productive tasks.

"We're fully aware that the condition of the sheets on the pallets affects the performance of the downstream machines. That's why we try to stack-down for 24-36 hours after printing and aim for a maximum of 20% humidity in the printed stacks prior to die-cutting. We have invested heavily in humidifiers to keep the production

environment at a constant level," he comments. The plant in Oravais currently operates a single shift pattern five days a week, and according to Tidström, this was made possible by the extra efficiency of his new die-cutter and new press. "We can now produce as much in one shift as we used to do in two – that's progress – and highlights what new technology can do."

Industry recognition

A WorldStar Packaging Award for an innovative and cost-effective packaging design for Vieser One highlights Orapac's capability from design to delivery. An industrial drainage product needed a pack design that was easy to assemble, attractive and allowed the consumer access to the product to feel its quality. The pack in question is just one of a number of clever designs that the company has created over the years.

Looking from the outside, there is no doubt that Orapac is well set up and professionally managed, albeit with a rather unusual, yet mutually beneficial relationship with its biggest customer. Tidström was clever in spotting a niche opportunity and then defining the most efficient way of taking it. Any other company of this size might justifiably balk at the thought of a €4m (\$4.4m) investment plan, but because of its unique commercial situation, Orapac can take full advantage and still have capacity to diversify its business into other markets.

Nick Coombes

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Examples from the Orapac product portfolio



A delegation from
SWISS KRONO TEX
Germany during a visit
to the Würzburg demo
centre

SWISS KRONO invests in single-pass digital printing technology for its German plant

Fifth RotaJET for decor printing

SWISS KRONO is investing in a RotaJET 225 from Koenig & Bauer for its production facility in Heiligengrabe in the north of Germany. This is already the fifth press to be sold to a customer active in the growth market of digital decor printing, and SWISS KRONO is already the second producer of wood-based materials to invest in Koenig & Bauer's digital printing solution.

"With the two different machine classes (L and VL) and the different web widths (138cm/54.3in, 168cm/66.1in and 225cm/88.6in) of our RotaJET, we can offer our customers market- and region-specific solutions for the most varied decor applications. We are especially pleased that SWISS KRONO has opted for a RotaJET 225," says Koenig & Bauer board member Christoph Müller. The new digital web press will be entering production in Heiligengrabe in summer 2020. Ingo Lehnhoff, managing director of SWISS KRONO TEX Germany: "The RotaJET 225 from Koenig & Bauer supports the highly efficient realisation of shorter runs and we can now bring new decors and products to the market faster than ever before."

SWISS KRONO Group

SWISS KRONO Group is one of the world's leading manufacturers of wood-based products. The company stands for sustainable and innovative solutions in the interiors, flooring and building materials sectors. Founded in 1966 as a family business, the group currently employs a staff of

5,100. In the 2017/2018 fiscal year, the company generated sales of CHF 2.0 billion. In addition to the Swiss plant in Menznau, the company also produces in France, Germany, Poland, Hungary, Ukraine, Russia and the USA. The Group's products are distributed to over 120 countries worldwide. SWISS KRONO Group has always been uncompromisingly committed to quality and environmental protection. Creating wood at its best.

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The new RotaJET 225
for SWISS KRONO in
Heiligengrabe



Open house for new Evo XD

Successful Evo XD start-up in South Africa

An Evo XD from Koenig & Bauer Flexotecnica has been taken into production to complete a successful installation near Johannesburg in South Africa. Dynamic Plastic Packaging celebrated the official inauguration of the press with a grand open house at the company.



Satisfied faces at the open house in South Africa (l-r): Moreno Melegatti, printing manager Koenig & Bauer Flexotecnica; Stefan Paiano, sales manager Koenig & Bauer Flexotecnica; Roy Mahabier, technical manager Dynamic Plastic Packaging; Hannes Kritzing, Russel Muller and Jacques Human, Kamboo Marketing

Roy Mahabier, technical manager at Dynamic Plastic Packaging: "We are very satisfied indeed, and cooperation with the team from Koenig & Bauer Flexotecnica was flawless. We enjoyed an exceptionally open and trustful relationship from the very beginning. The press output is exactly what we expected from our investment."

This Evo XD was the first press of its type to be assembled at the headquarters factory in Würzburg. "We have been able to increase our share of the world market in flexible packaging printing to 9 per cent, and the volume of incoming orders has never been greater. This is naturally also an expression of the extremely beneficial cooperation between the individual business units of Koenig & Bauer," says Dr. Peter Lechner, CEO of Koenig & Bauer Flexotecnica. In addition to sales channels, there has been further integration between the service departments, so as to be able to offer customers even better support.

Young, successful and innovative company

Dynamic Plastic Packaging was founded 11 years ago by Whitey Steyn and Boris Basso. Over the past years, they have achieved considerable growth. Having started with just four employees,

the company can today rely on a workforce of almost 100. Dynamic Plastic Packaging specialises in the printing of flexible packaging for the food sector. Thanks to a very broad portfolio of materials and packaging options, it can react quickly to special customer wishes.

Evo XD for the flexible use of water-based inks

The CI flexo press of the successful Evo XD series is suitable for production with water-based inks on a diversity of substrates such as films, very thin and sensitive "breathable" LDPE and laminated materials. It offers maximum flexibility for the most varied packaging applications and incorporates very energy-efficient dryer systems. The Evo XD uses modules of the current X series and was designed to meet demands for fast job changes, low makeready waste and high productivity even with short runs. The automatic impression system AIF, the highly efficient washing system "Speedy Clean" and the integrated print error detection system provide for continuous quality control and enable production to commence without delay.

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Great American Packaging expands automation, efficiency and capacity

Investment in a flexo press

In today's flexible packaging market, there are two main drivers influencing brands and their customers: The demands for both sustainability and more sophisticated colourful branding.

Sustainability is a key trend, especially for manufacturers of food and retail products. New mandates from government and major retailers are driving the demand for cost-effective eco-friendly alternatives to non-recyclable films, even where highly colourful artwork is involved.

It is in this environment that Great American Packaging, as a manufacturer of custom-printed flexible packaging, is being asked to extrude, print and convert top-notch branded products in a wide range of styles and sizes.

To meet the ever-increasing consumer demand, Great American Packaging recently purchased a new Koenig & Bauer Flexotecnica Evo XD eight-colour press. "We are really excited about the opportunities which the new press has brought," says GAP president Bruce Carter. "The new capabilities and increased performance are keys to success. The new press gives us the tools and resources to grow into new markets. It is bringing us greater efficiency and productivity through increased printing widths, faster printing speeds, quicker changeovers, better quality control and process capabilities. This competitive advantage allows us to produce recyclable multi-layer pouches and films with sophisticated artwork in a cost-effective way."

The eight-colour Evo XD is the main workhorse press for Great American Packaging. It extends the six-colour custom-printed products currently being produced to eight colours, as well as enabling the creation of multi-colour images in both process and spot colours to meet the specific needs of customers and the growing demand for sophisticated images and branding.

The press operators, furthermore, are delighted with the high level of automation, which includes

optical error detection, automated viscosity control, automatic wash-up, automatic impression setting, servo control, the saving of all important job settings, automatic splicing and automatic tension control.

"When we compared the major flexographic press manufacturers, we found that Koenig & Bauer offers the right combination of build quality, technology, sales support, value and commitment to the US market, making it the ideal choice for our company," says CEO Greg Gurewitz. "They offered superior reliability paired with a sleek and functional design. We were especially won over by the cutting-edge support systems for maintenance and repair. Interactive glasses allow our print operators to connect with a Koenig & Bauer Flexotecnica technician and give them a real-time view of our equipment."

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Great American Packaging was pleased to welcome top-ranking executives from Koenig & Bauer Flexotecnica to its headquarters in Los Angeles (l-r): Mark Hischar, president and CEO of Koenig & Bauer (US); Greg Gurewitz, CEO of Great American Packaging; Bruce Carter, president of Great American Packaging; Dr. Peter Lechner, CEO of Koenig & Bauer Flexotecnica



The Villages Operating Company invests in a newspaper press

Commander CT for Florida

The Villages Operating Company from Florida is investing in a Commander CT 6/2 from Koenig & Bauer. A new, modern production hall is being built for the triple-width installation, which features three reelstands, three printing towers and a folder. This will enable the Commander CT to be expanded further at a later stage. Delivery of the new newspaper press is scheduled for the third quarter of 2020.

Just after the contract was signed in Florida: James Sprung, associate publisher, The Villages Media Group; Winfried Schenker, senior sales manager, Koenig & Bauer Digital & Webfed; Phil Markward, publisher, The Villages Media Group; Stefan Segger, vice-president for sales, Koenig & Bauer Digital & Webfed; Steve Infinger, director of operations, The Villages Media Group; Jürgen Gruber, sales manager, Koenig & Bauer (US) Inc.; Dan Sprung, director for marketing/publishing, The Villages Media Group

"We felt it important to have a partner by our side on whom we could build for the long term and who offered stability and continuity. We had an open and trusting relationship right from the very first conversation – and of course the quality of Koenig & Bauer's products was also persuasive," said Phil Markward, publisher at the Villages Media Group. Alongside advertising leaflets, magazines and contracts from external customers, the centrepiece of the media group is the daily title *The Villages Daily Sun*. It is one of the few newspapers in the US to see its circulation rise continuously. The printing capacity of the new Commander CT 6/2 is 90,000 four-colour newspapers per hour. Stefan Segger, vice-president for sales at Koenig & Bauer Digital & Webfed: "We are of course delighted to have persuaded a new customer of the merits of our systems. I believe we have been able to demonstrate once again that we are the world market leader with our high-speed

rotary presses and that publishers recognise us as a partner on whom they can rely." Seven of the last eight large newspaper presses sold to North America have been Koenig & Bauer machines.

The Villages

With a daily circulation of just over 60,000 newspapers, *The Villages Daily Sun* has been enjoying steady growth for years. The newspaper is distributed mainly in The Villages, a fast-growing town about an hour from Orlando. Some 120,000 people live there already, and 300 new houses are being built every month. Phil Markward: "The printed newspaper is part of our community philosophy, and we notice that the expectations on the newspaper are particularly high. Quality journalism must therefore also be presented well. Based on 20 years of consecutive circulation growth, we firmly believe the circulation will continue to climb in the coming years."

Automated, flexible and reliable

A comprehensive automation package, including RollerTronic roller locks, CleanTronic cylinder wash-up devices, colour and cut-off register control, colour measuring and control systems and fully automated plate changing, reduces make-ready times, waste, operating costs and maintenance to a minimum. The Commander CT is controlled from a new ErgoTronic console with EasyTronic for optimised press start-up. An extensive software package for maintenance and repairs simplifies and gives transparency to the operating processes on the technical side.

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Mittelland Zeitungsdruck AG invests in further press technology from Koenig & Bauer

Another Commander CT for modern print centre in Aarau

Within the framework of plans to consolidate its strong position on the Swiss newspaper and magazine market, Mittelland Zeitungsdruck AG, a company of the CH Media group, has decided to invest in a further Commander CT from Koenig & Bauer. The new press is set to come on stream in spring 2020.

Roland Kühne, director of operations and technology at CH Media: "Our customers place very high quality demands on their products, and our current Commander CT has enabled us to meet these demands at all times. When the increasing capacity utilisation made expansion of our modern print centre in Aarau imperative, it was for us a logical step to invest in another Commander CT from Koenig & Bauer." Peter Wanner, publisher and chairman of the CH Media board of directors: "As far as we are concerned, the various media products – print, online and mobile – all belong together. Parallel to the strengthening of our digital offerings, the new press also serves to reinforce our print business." The first Commander CT from Koenig & Bauer went into production in 2014.

One of the leading media companies in Switzerland

Mittelland Zeitungsdruck AG is a company of the CH Media group, which publishes a broad range of newspaper titles including the dailies *az Aargauer Zeitung*, *St. Galler Tagblatt* and *Luzerner Zeitung* and the weekly *Schweiz am Wochenende*. CH Media is dedicated to multimedia networking with its regional online news portals, e-papers, and iPad and mobile phone applications. Various high-circulation weekly and twice-weekly newspapers, as well as trade and special-interest magazines, round off the product and service portfolio. CH Media was formed as a joint venture of the AZ and NZZ media groups, and commenced its in-

dependent operations on 1st October 2018. AZ Medien has integrated all its previous business units with the exception of Watson, while NZZ has transferred its entire regional media business to the new company. CH Media reaches around two million people in the Germany-speaking regions of Switzerland. With turnover amounting to approx. CHF 480 million (\$490m) and over 2,000 employees, CH Media is one of the country's largest media companies.

Automation, flexible production and high quality

The new Commander CT comprises three four-high towers for 4/4 production, together with a KF5 jaw folder and three Pastomat reelstands with Patras M reel logistics. The printing towers feature both fully automatic plate changing systems and automatic roller locks, and ensure ergonomic operation with lifts on both sides. The towers can also be split down the middle to provide optimum access for maintenance work. A comprehensive package of automation modules, such as CleanTronic cylinder washing systems, colour and cut-off register controls, and a colour measuring and control system, simplify handling and reduce makeready, production waste and maintenance requirements to a minimum. The Commander CT is controlled via an ErgoTronic console with EasyTronic for optimised press start-up and automated run-down.

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**The new Commander CT
 for Mittelland Zeitungs-
 druck AG**

Israel's largest media company has been a customer of Koenig & Bauer for nearly three decades

Two Commanders moved successfully

Israel's largest media company, the Yedioth Ahronoth Group, has been a customer of Koenig & Bauer for nearly three decades. This successful partnership was recently reinforced and set up for many more years to come with the moving of two Commander presses.

Right: Five presses from Koenig & Bauer now stand in the company's main printshop

Successful move and commissioning of the Commander systems

The two presses were moved from the north of Israel into the main printshop in Rishon-le-Zion, a suburb of Tel Aviv. "The move was prepared and organised outstandingly. It was executed in a highly professional manner and with impressive results. We are greatly satisfied with our colleagues at Koenig & Bauer – as we have been for 30 years already," says Inon Engel, CEO of the Yedioth Ahronoth Group.

There are now five Commander presses from Koenig & Bauer standing in the main printshop. The two sections which were moved comprise six H-type printing towers with web widths of up to 1520mm (59.8in). They are equipped with a Patras



reel supply, six Pastostar RC reelstands and two KF5 folders. Jochen Schwab, head of service for projects and contract management at Koenig & Bauer Digital & Webfed: "The project went perfectly smoothly. The great communication and planning on both sides made for an efficient process which was completed right on schedule. After all, we had to move close to 1,000 tonnes."

Before disassembly commenced, a set of reference prints was produced together and kept. The acceptance tests after commissioning showed at least comparably good printing and folding, confirming the quality of the assembly and commissioning work.

Yedioth Ahronoth Group

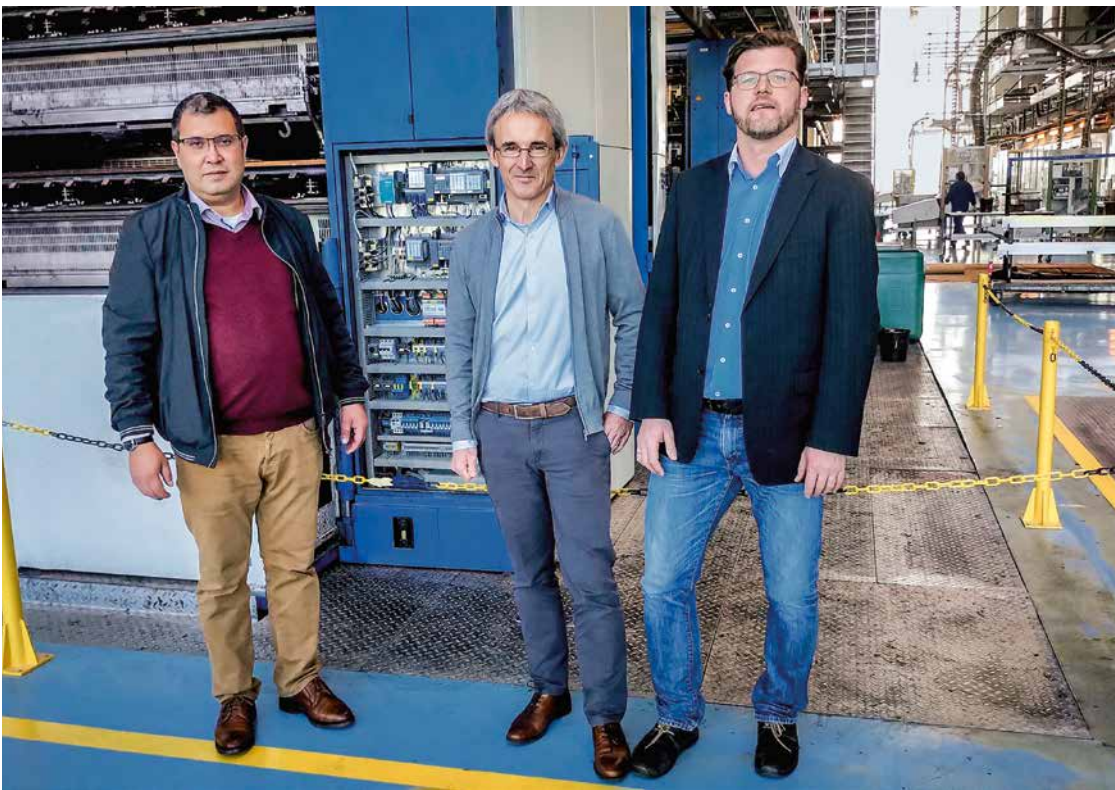
The Yedioth Ahronoth Group was founded 80 years ago. The daily newspaper *Jedi'ot Acharonot* is the flagship of the group, which is majority-owned by the Mozes family. Alongside the daily newspaper, the group publishes various local titles and magazines and also operates a digital platform (Ynet).

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New subassembly control systems for Cortina at a French print centre

Retrofit at highest level offers long-term peace of mind

New subassembly control systems and components for a Cortina press at the French print centre of L'Imprimerie: The print centre operates two 6/2 Cortina presses which have now been in production for almost 10 years.



"We print 1,000,000 copies a day, and this retrofit guarantees the necessary production certainty," says L'Imprimerie plant manager Gilles Deschamps. New software representing the latest state of the art has already been installed on three of the ten printing towers. Two further printing towers are to be brought up to date with the new software and associated components later in the year. Martin Schoeps, head of service management for Koenig & Bauer Digital & Webfed: "Our goal was to realise the retrofit measures in such a way that the customer could continue to print all the required jobs every day. And thanks to the excellent cooperation with the technical departments at L'Imprimerie, that was achieved very successfully in every respect." The press installation comprises a total of ten reelstands, ten

triple-width printing towers and two double folders. Both Cortinas came on stream at a new facility near Charles de Gaulle Airport in Paris at the end of 2008.

1,000,000 copies every day

With *Le Figaro*, *Les Echos* and *Le Monde*, three of the leading daily newspapers in France are printed on the presses from Koenig & Bauer. In addition, the print centre is responsible for approx. 50 magazines and periodicals (weekly and monthly issues as well as one-shots). It belongs to the Ricobono Group and prints up to 1,000,000 copies every day.

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Successful acceptance of the newly installed software (l-r): Najib Mounni, head of service, Koenig & Bauer France; Gilles Deschamps, plant manager, L'Imprimerie; Markus Schreiber-Petzlitz, service manager, Koenig & Bauer Digital & Webfed

CPP has invested in two waterless Koenig & Bauer Cortina presses, each with two 4/2 towers and a folder



Belgian joint venture Coldset Printing Partners chooses Cortina

Higher print quality – for the newspapers of tomorrow

With two new double-width Koenig & Bauer Cortina waterless offset presses and a comprehensive retrofit programme for its existing Commander installation, the Belgian newspaper printer Coldset Printing Partners, a subsidiary of the Mediahuis group, has invested massively in print. Over a period of two years – up to June 2019 – the print centre in Paal-Beringen was prepared to handle the challenges of newspaper printing in the coming decades.

Paul Huybrechts has a clear vision for the printroom of the future



The fast-growing Mediahuis group was formed in 2015 when the media houses Concentra and Corelio decided to merge. Besides regional newspapers such as *Het Belang van Limburg* and *Gazet van Antwerpen*, the Belgian newspapers *Standaard* and *Nieuwsblad*, the business daily *NRC* in the Netherlands, the regional title *De Limburger*, the *Telegraaf* Group and the *Irish Independent* all belong to the Mediahuis group.

The then independent media houses Concentra and Corelio originally decided to concentrate their printing activities in the joint venture Coldset Printing Partners (CPP) in 2010, as the first step of a joint project to establish what they described as the “printroom of the future”. The managing director of CPP is Paul Huybrechts. In an interview for *Report*, he explained the compa-

ny’s commitment to print: “We believe strongly that many people are prepared to pay for quality journalism on paper and that we will thus still be printing newspapers for many years to come.”

The first plans for modernisation of the production structures at CPP were floated in 2013. Production for the Belgian market was to be handled by the print centre in Paal-Beringen, 60 km east of the capital Brussels. Four KBA Commander presses with three 4/2 towers and a folder each had already been installed there in 1999 – for the production of tabloid newspapers with up to 96 pages.

Nowadays, however, page counts of 80 and more are a thing of the past. The time was thus ripe for comprehensive restructuring of the print centre. Using the same floor space, and without major

conversion work on the building, the idea was to accommodate more production lines. In combination with speed improvements, this would significantly increase the number of copies which could be printed.

In 2017, at the end of the evaluation process, CPP commissioned Koenig & Bauer to perform a multi-phase retrofit on its Commander lines – parallel to a new investment. Paul Huybrechts: “We were and remain convinced that we need to achieve near-commercial quality if we want to maintain or – better still – further strengthen our position on the market.” Accordingly, the second element of the investment plan was to purchase two waterless offset presses of the Cortina series.

Huybrechts acknowledges the “good newspaper quality” of the Commander, which is now capable of speeds up to 40,000 revolutions/hr after the retrofit. But this is still not the level of performance which will secure a top spot in future competition. One classic asset of commercial production, namely format flexibility, was another important goal of the modernisation project. The two Cortina lines with their adjustable formers now allow for variable web widths. For the short-grain pages of tabloid products, that gives variability in the page height.



The adjustable formers of the Cortina allow CPP to offer a diversity of newspaper formats

The electrical and mechanical retrofit on the seven towers and three folders which were to be incorporated into the new configuration at Coldset Printing Partners began in April 2017. The only critical aspect from the perspective of the customer was the need to move one of the four Commander folders to the other end of the line. This was scheduled for a period of four weeks

at the end of January/beginning of February 2018, during which time the print centre had to manage with just three lines. “Koenig & Bauer did a really good job,” says Paul Huybrechts approvingly. At the same time, the web paths on the Commander presses were reconfigured. Subsequently, the old Commanders could be replaced with the new Cortina lines. The first waterless press came on stream in autumn 2018, the second in May 2019. According to Paul Huybrechts, the commissioning “went really well.” Like a number of other Cortina users, for example in Freiburg or Düsseldorf, CPP has equipped one of the lines with a UV coating unit, which will permit a protective coating to be applied over larger areas of colour.

The modernisation of printing capacities in Paal-Beringen was realised without major conversion work on the building

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Koenig & Bauer and Klingele together a successful development partnership

Factory acceptance for CorruCUT in Würzburg

The Klingele Group, one of the leading independent manufacturers of corrugated base paper and corrugated cardboard packaging, and Koenig & Bauer, the world's second largest manufacturer of printing machines, are setting new standards in printing technology for packaging within the framework of a development partnership.

The CorruCUT was installed and put into production in Klingele's Delmenhorst plant in August

The two companies have now reached a new milestone with the successful factory acceptance testing of a newly developed CorruCUT high board line rotary die-cutter by Klingele after conducting a test phase with the prototype. Koenig & Bauer completely redesigned the highly productive 6-colour machine in close cooperation with Klingele and adapted it to the specific market and production demands. The CorruCUT was installed and put into production in Klingele's Delmenhorst plant in August. The engineering design, the print quality achieved and the implementation of the operating concept not only impressed Klingele, but also received very positive feedback from visitors from the corrugated board industry worldwide.

A quantum leap in quality and performance

The combination of high print quality and precision, as well as market-leading performance, represents a significant further development in printing technology for the packaging sector. Klingele will be using the new machine to target market segments with high demands in terms of the print image and process reliability in packaging. These include in particular brand name companies, but also food manufacturers using packaging as an advertising medium at the point of sale.

The technical specifications of the new CorruCUT are geared precisely to these exacting demands: In addition to its excellent print quality, it offers high accuracy in printing and die-cutting, thus



"Koenig & Bauer has implemented the concept and technical innovations very well. The results that we have now seen in Würzburg have impressed us."

Dr. Jan Klingele,
managing partner of the Klingele Group

significantly reducing waste and increasing resource efficiency. With a working width of 2.80m (110.24in) and a feed rate of 12,000 units per hour, the CorruCUT is extremely efficient; large packaging and displays are also easier to produce.

Thanks to a rollerless infeed, the sheets of corrugated board can be fed gently into the machine to protect the material. The vacuum roll handling within the CorruCUT also ensures a significant reduction in wear and therefore less machine downtime and lower costs for spare parts. Automated data analyses will enable preventive machine maintenance in the future, thus avoiding unexpected failures.

A win-win development partnership

The development partnership between Klingele and Koenig & Bauer is a win-win situation: Koenig & Bauer is the world's second largest manufacturer of printing machinery, with the broadest product range in the industry, and the market leader in many printing processes. And it is now increasing its commitment in a growing market for corrugated board converting machines with Klingele as an exclusive partner. The partnership in turn gave Klingele the chance to actively support the development of the new rotary die-cutter from the outset, thus ensuring that the machine fully meets the demands of the market.

"Koenig & Bauer has implemented the concept and technical innovations very well. The results that we have now seen in Würzburg have impressed us," states Dr. Jan Klingele, managing

partner of the Klingele Group. Christoph Müller, member of the executive board at Koenig & Bauer: "In the last two years, we have continuously built up a new team and consistently worked on the development of the machine." The focus on growth markets, such as conventional and digital packaging printing, is part of the successful Koenig & Bauer strategy.

About Klingele

The Klingele Group is an international supplier of paper, corrugated cardboard packaging solutions and adhesives. The family-owned company founded in 1920 with headquarters in Remshalden near Stuttgart, Germany, is now run in the third generation by Dr. Jan Klingele.

The company and its affiliated partners serve customers in Europe, Africa and Central America through their paper and packaging business divisions, with 2 paper mills, 12 corrugated board plants, 8 processing plants and one corrugated sheet feeder. These plants employ a total of 2,500 people and achieved a turnover of €860m (\$965m) in 2018. The product range includes corrugated base paper based on waste paper, corrugated sheet boards as well as innovative and sustainable packaging solutions (primarily made of corrugated cardboard) for numerous industries and applications. Klingele is also a founding member of Blue Box Partners, the largest European alliance for packaging solutions.

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Customer support by Koenig & Bauer MetalPrint

Always at your service

The after-sales service team at Koenig & Bauer MetalPrint supports its customers with a comprehensive range of services to ensure that their coating and printing lines run smoothly and without interruption – day for day, and wherever in the world they may be.



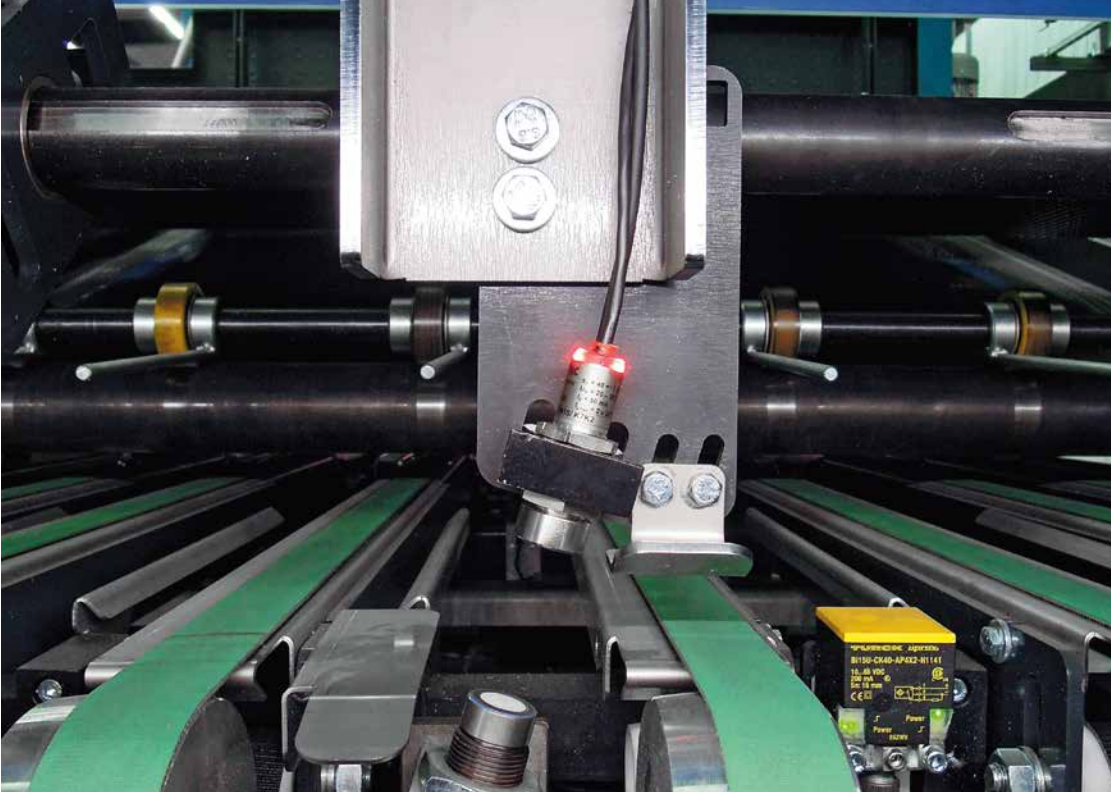
When every second counts: Fast interactive assistance via Visual Customer Support

Koenig & Bauer MetalPrint does much more than simply supply original spare parts. Its expert problem-solvers are on hand to provide assistance and support whenever it is needed – whether for a new, high-performance MetalStar3 press or a vintage line which has already been a dependable workhorse for several decades. “We have structured our service offerings around four main pillars: Original spare parts, upgrades, maintenance

and hotline support. And of course the success of our customers is always the guiding principle for our work,” as Jochen Baudisch, after-sales director at Koenig & Bauer MetalPrint, points out.

Original spare parts

Koenig & Bauer MetalPrint has a long tradition in developing and manufacturing spare parts to the highest quality standards in order to preserve the



High adhesion forces between metal sheets can lead to imperfect sheet separation on the feeder. An ultrasonic sensor is a reliable means to detect double or multiple sheets in the stream

legendary reliability of its products. As Koenig & Bauer MetalPrint today offers more and more spare parts and spare part packages on very favourable terms, it is well worth visiting the company website at regular intervals to check out the latest promotions and specials.

Upgrades

"We are working continuously on innovations to further improve the performance of our printing and coating lines. With our hardware upgrades, our customers stay abreast of technical advances and continue to decorate metal sheets to the highest standards," says Ivar Emde, product manager for after-sales service at Koenig & Bauer MetalPrint, in explaining the philosophy of keeping customers up to date with the latest technological developments. Such upgrades can start with relatively small features such as ultrasonic double-sheet detectors for the feeder. At the other end of the scale, there are options for extensive electromechanical upgrades including overall line synchronisation for complex tandem coating lines or EcoTNV retrofits (thermal exhaust air purification for sheet drying ovens). Ivar Emde: "No matter how big or small, with all our upgrades we have an eye on customer benefits and short ROIs to make existing printing or coating lines better, faster and greener."

Maintenance

More and more customers of Koenig & Bauer MetalPrint are recognising the clear correlations between productivity, reliability and maintenance. The current Select Maintain packages address this market trend and not only help to rectify unforeseen problems in the field, but also support pre-

ventive measures to avoid unplanned downtimes. The Select Maintain portfolio thus includes not only preventive maintenance and function checks according to a manufacturer checklist, but also annual safety inspections for the drying ovens, for example. It goes without saying that the technical status of the line is documented carefully at the end of the work, and recommendations for further improvement are discussed together with the customer.

24/7 hotline

Metal decorators all over the world can now contact the Koenig & Bauer MetalPrint hotline at any time of the day or night. Remote maintenance experts are able to call up diagnostic, software and control data via a direct online link. Almost 80% of all cases can be solved directly, enabling the printing or coating lines to return to full production as quickly as possible, without a potentially extended wait for a technician to attend in person. "In this way, our remote service experts are guaranteed fast and cost-effective access to the installed machines of our customers," says Tolga Turan, head of technical support and field service at Koenig & Bauer MetalPrint. "And the best thing is that our customers can now secure the services of our team of experts at an attractive flat rate thanks to our new Select Remote service package," he concludes. For all older presses which still incorporate a conventional analog modem, there is naturally an upgrade available to a modern, state-of-the-art broadband solution.

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Souvenir cans printed on the MetalDecoJET for the Future Symposium at thyssenkrupp Rasselstein



Spanish metal decorating specialist Litalisa is the first commercial user

MetalDecoJET ready to start production

Spanish metal decorating specialist Litalisa works with the world's largest packaging manufacturers, providing high-quality offset printing and coating for the metal sheets which its customers subsequently transform into a grand variety of products: From traditional tin cans for preserved food to aerosols, decorative containers, and twist-off caps or crowns.

In search of ways to handle the ever-increasing variety of different jobs and constantly smaller batch sizes, while providing customers with the services necessary to shorten their time-to-market, Litalisa CEO Juan Inchausti and his printing and pre-press specialists looked around for digital press vendors who could meet the high demands of the metal packaging industry.

It soon became clear that the problem was not a lack of print quality as such, as many suppliers offered high-quality printing, but rather the processing properties of UV inks: Ink layers up to 10 times thicker than in offset printing, rough surfaces which needed to be covered with additional coating passes, cracking inks which could flake off and contaminate the food filled into the containers, inadequate food conformity and temperature stability of the pigments, and so on.

Food-safe, non-toxic water-based inks

For Litalisa, it was thus an interesting new approach to digital printing for metal packaging which metal decorating specialist Koenig & Bauer MetalPrint presented at METPACK 2017: The use of food-safe, non-toxic water-based inks on non-absorbent substrates, combined with a machine design suitable for industrial production conditions.

After reviewing print samples and thoroughly testing the MetalDecoJET machine concept, one of its outstanding features being that it is perfectly adapted to the sheet formats commonly used in metal decorating, Litalisa decided to enter into an agreement with Koenig & Bauer MetalPrint to become the first commercial user of this unique water-based inkjet technology.

In the following months, the digital printing unit presented at the show was expanded into an industrial production line consisting of automatic feeder, pre-treatment, printing, drying and stacking systems, making it the first digital printing system dedicated to the metal decorating market. During this design phase, the development team gathered around product line manager Rainer Simon worked intensively on further improving print quality and stabilising the process parameters which ultimately determine the productivity of such a system.

At the end of 2018, this work was rewarded with successful factory acceptance testing in Stuttgart where CEO Juan Inchausti and pre-press manager David Valencia rated the print quality of more than 10 different jobs as comparable to offset printing and thus as saleable production. The high print quality and good processing properties recently attracted attention elsewhere as well: On behalf of thyssenkrupp Rasselstein, as event organiser, Pirlo Verpackungen and Koenig & Bauer-MetalPrint produced digitally printed souvenir cans with snap-on lids for the participants at the Rasselstein Future Symposium 2019.

Successful handover for production

But back to the Spanish pioneer Litalisa. After successful factory acceptance testing, preparations were made in Oyon for delivery and in-

stallation of the MetalDecoJET, so that the team from Stuttgart could set up and commission the production line without delay. Already at the beginning of July, the line was handed over to the customer for production.

Koenig & Bauer printing engineer Manuel Weiler is currently familiarising David Valencia's pre-press team with operation of the machine and handling of the print data. For example, jobs currently running on the offset presses are additionally printed on the MetalDecoJET in order to determine and document necessary adjustments to the digital workflow and colour management as practised to date. And the results are impressive: Customers who are also guided to the MetalDecoJET during a tour of the perfectly organised Litalisa plant, are often unable to distinguish between digital and analogue production, not least due to the off-set-like ink application.

This comparability is also what allows Litalisa to use the MetalDecoJET for its customers' pre-series production and marketing campaigns, where it is essential to be able to inspect designs immediately on the metal sheet, to implement design changes at lightning speed and then to print the final result in short runs. After successful field tests, the layouts can then be transferred to conventional offset presses without problems. In this way, the customer's MetalStar3 is fully available for higher-volume jobs and is no longer slowed down by the numerous makeready and start-up processes.

It will be interesting to see how Litalisa's customers accept this new offer and take advantage of the flexibility it brings. In any case, we are certain that the marketing specialists are already on their starting blocks, eager to implement individualisation or mass customisation applications – all of which were previously not feasible in metal decorating – together with Litalisa and its MetalDecoJET.

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The first installed MetalDecoJET at Spanish metal decorating specialist Litalisa



The two printers are currently being trained on the MetalDecoJET



100% control – fast and simple

Confidence guaranteed!

Contract manufacturers and packagers bear a special responsibility for the security of production. Even for very small batch sizes, they must meet all the individual production and packaging specifications of their customers with absolute reliability.

In contract production, in particular, the udaFORMAXX offline solution proves its worth time and time again by rendering operating processes reliable, independent and individual. Packaging is separated, marked, checked and – if necessary – segregated. It plays no role whether the job comes from the pharmaceutical, cosmetics, food,

electronics or printing industry. The customer places full trust in the reliable and accurate realisation of his order. Because for every customer, his own product is naturally the most important.

In order to further enhance both safety and sustainability in the field of packaging, existing process chains are increasingly being equipped with efficient coding and inspection solutions.



2 million containers a day

Rommelag, founded in 1952, is the inventor of the blow-fill-seal technology (BFS) and global market leader in the aseptic filling of liquids and semi-solids.

As a trusted partner of the Rommelag Group, Holopack Verpackungstechnik GmbH – as Rommelag CMO – is responsible for the contract manufacturing and packaging of customer products.

Extending the proven

Rommelag CMO has used the udaFORMAXX for the just-in-time coding of flat folding boxes for

More than 2 million
containers are being
filled for customers all
over the world every day

“The goal was a fully automated solution for the serialisation process and 100% accurate print inspection.”

Rainer Fräder, senior manager, packaging development



“We are convinced by the ease of operation via a single user interface for the entire coding and inspection process. Reading in the print data via a hand scanner simplifies our production process enormously. Rommelag CMO is thus ideally equipped to meet the requirements of the EU FDM and US FD DSCSA. Ready for Track & Trace since 11/2018.”

Rainer Fräder, senior manager, packaging development

many years, not least thanks to its continued reliability at the highest production speeds. The requirements with regard to serialisation are met to the full by an inspection solution of the Swiss company QualiVision AG.

A focus is also placed on topics such as error logging, statistical evaluation and the simple modification of tolerance values by authorised employees.

Simply standard

QualiReader enables simultaneous control of the printer and camera. This enables administration of the entire production process via a single interface.

The software includes an integrated job and article management function in full compliance with the traceability and reporting requirements of the pharmaceutical industry. Moreover, the system manages automatic logging, as well as the ejection of non-compliant products via the reject station. The additional balancing stations ensure end-to-end traceability and data verification.

Highest production reliability in many industries – even without complexity

udaFORMAXX and the automatic printing and inspection solution from QualiVision stand out by way of the minimal set-up required. The central interface for the entire coding and serialisation process, audit trail and configurable user level serves to increase production output and quality. Quality data are logged reliably and made available via reports.

The gratefully satisfied customer pays back such service with continued confidence and trust.



udaFORMAXX – Offline marking system

With its own stack-to-stack processing, udaFORMAXX is an ideal means for the flexible and precise just-in-time printing of variable data away from the production line, whether for small or medium batch sizes. It can be combined with the most varied coding and camera systems to meet the diverse requirements of all industries.

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2011/62/EU

Also outside line production

The EU Falsified Medicines Directive (FMD) 2011/62/EU was published in 2011 and applies to all prescription-only as well as selected OTC drugs in the European Union with effect from February 2019.

Drug safety is a valuable asset, but also one which is repeatedly endangered by falsified drugs. According to an estimate by the US Food and Drug Administration (FDA), more than 10% of all drugs in circulation worldwide are believed to be counterfeit. A community code has therefore been established at EU level to prevent the infiltration of falsified medicinal products into the legal supply chain.

Implementation of the Directive affects not only pharmaceuticals which are produced and packed on large-scale production lines, but also small batches. In most cases, however, it is not cost-effective to continually change the production line. With the udaFORMAXX, Koenig & Bauer Coding here offers an ingenious solution. Solupharm Pharmazeutische Erzeugnisse GmbH, based in Melsungen in Germany, is one of the companies which rely on this offline system.

Millions of glass ampoules and vials

As a modern and efficient family-owned company with state-of-the-art production facilities, Solupharm is a strong and reliable partner for national and international customers. Millions of glass ampoules and vials are filled, inspected and packaged every year.

2011/62/EU

The udaFORMAXX at Solupharm processes folding cartons – including also complex designs with crash-lock bases and insertable flaps – which must be identified with a unique, serialised code for compliance with Directive 2011/62/EU.

Each individual pack must be marked with the following information:

- Product identification number, in the format GTIN, NTIN (or PPN for Germany)
- Batch number
- Use-by date
- Individual serial number of the single pack
- National product numbers, where appropriate

Track & Trace

Equipped with a DOD inkjet for coding and an inspection system with corresponding Track & Trace software, the udaFORMAXX offers an extremely compact and cost-effective solution for separation, serialisation and aggregation. Every printed code is verified with a camera system and recorded in the database. Folding cartons whose codes are rated as “poor” during camera scanning are automatically ejected via the udaFORMAXX reject station and subsequently removed from the database on the software side.

Solupharm GmbH

The name Solupharm has been synonymous with the responsible, high-quality contract manufacturing of sterile preparations in glass ampoules and vials for more than 40 years. The new building in Melsungen is one of the most modern production facilities in Germany. Solupharm here operates in a market where the highest manufacturing and quality standards are essential.

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Left: Image B: Design of the new five-dollar note – SUSI Flip™



Image A: Design of the new five-dollar note – Reverse

Innovative UV security feature from KBA-NotaSys

World premiere for SUSI Flip™

Issued on UN World Tuna Day in May, the new Solomon Island five-dollar bank-note is the world's first circulating note to feature SUSI Flip™, our advanced UV phosphorescent security feature.

SUSI-Flip™ combines high security with striking effects thanks to an innovative UV treatment. A mono-colour design seen under daylight (image A) “switches” to a three-colour image under UV (image B). This effect is achieved by juxtaposing very fine lines of two complementary UV colours, giving the impression of a third colour.

“This element exploits the full potential of the SIMULTAN's offset precision in same-side registration,” says Hervé Guillerey, head of banknote innovation & design services at KBA-NotaSys. “Due to its configuration and complexity, SUSI Flip™ is more advanced than any other offset UV feature on the market. It is virtually impossible to reproduce using commercially available technologies and thus very difficult to counterfeit. Furthermore, the feature is easy to recognise and understand for the public.”

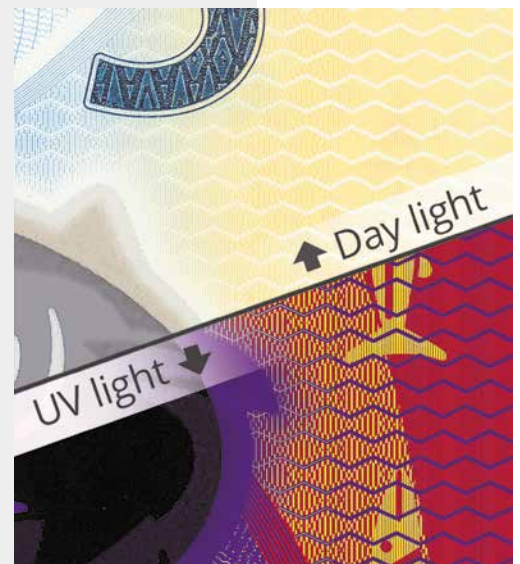
According to the Central Bank of Solomon Islands, the new note promotes a strong sense of

community and social cohesion by communicating important national issues. “We are also very proud to be the pioneer in using SUSI Flip™, which combines a very high security level with a strong visual impact,” explains Daniel Haridi, chief manager for currency, banking & payments.

SUSI Flip™ is compatible with all substrates and offers complete freedom in terms of its design and placement, while generating no additional operating costs on a SIMULTAN printing press.

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SUSI Flip™ detail





The future of cash

Busting the myths

For centuries, societies have relied on tangible payment methods, such as metal or paper money, for trade.

With the development of modern information technologies, numerous alternative payment methods have emerged. For several years now, given the increased use of electronic payments and the rise of cryptocurrencies and blockchain technology, many are predicting the end of cash.

And yet, the volume of cash in circulation continues to grow. “Cash will retain a strong position in the future mix of payment methods,” says Eric Boissonnas, CEO of KBA-NotaSys. “The banknote industry has a joint responsibility to ensure continuous improvement of the security of cash and the efficiency of the entire cash cycle. And we are

committed to the work of the International Currency Association on initiatives such as cashmatters.org, which explain to our customers and the general public the role and importance of cash.”

The article below, published by cashmatters.org, reviews some of the cashless society myths.

Myth 1: Cash costs more than electronic payments

It should come as no surprise that using cash is cheaper than any power-dependent payment forms. On a person-to-person level, cash does not require a card reader or an online network to

process each transaction. The social cost of cash production and distribution does not compare to the economic and environmental costs of running digital payments infrastructures.

Part 1 of the Currency Research report *The Case for Cash* challenges misinformation regarding the cost of cash:

An occasional paper published by the European Central Bank (ECB) in 2012 found cash payments to have the lowest social costs per transaction.

A British Retail Council (BRC) study found in 2012 that “unjustifiably” high debit and credit card fees are carried over to retailers and consumers, and that the costs of credit and debit card transactions rose while those of cash fell.

Similarly in 2012, a US Federal Reserve Bank of Kansas study showed that cash and debit cards had the lowest social cost per transaction.

According to the *Guardian* newspaper, cryptocurrency produces as much CO₂ each year as 1 million transatlantic flights.

Myth 2: Sweden is basically cashless

Sweden, home to the world’s oldest central bank, enjoys a lot of trust from its citizens and has inspired others to follow its cashless footsteps. Even though the vast majority of transactions are digital, however, this doesn’t mean that the public is ready to give up cash. An overwhelming 68% of Swedish people polled in a survey stated that they are not on board with a cashless future.

There are two big reasons why Sveriges Riksbank announced that they had turned back on their cashless plans: The needs of an elderly demographic which relies on cash and the acknowledgement that “being cash-free puts us at risk of attack.”

Myth 3: Getting rid of cash would stop crime and terrorism

This misinformation is often used by profit-driven card companies and vote-seeking politicians. There is no evidence to support the claim that eliminating high-denomination banknotes or restricting cash payments would prevent terrorist attacks. Targeting cash simply misidentifies the issue at hand. In a cashless society, criminals would simply turn to trading in luxury goods, cars

or even people. More information on this topic can be found in the white paper *Keeping Cash, Assessing the Arguments about Cash and Crime*, which was written by Dr. Ursula Dallinghaus of the University of California Irvine for the International Currency Association.

Myth 4: With Alipay and WeChat, China will be cashless soon

Even though cashless campaigns driven by these two companies hiked the number of China’s mobile transactions to a record US\$12.8 trillion, China remains one of the most cash-heavy countries in the world. The discriminatory ‘cashless over-hype’ worried officials so much that it drove The People’s Bank of China to call for a nation-wide ban on cashless policies, requiring all non-online businesses to resume accepting cash as of mid-August 2018.

Myth 5: Cash demand is declining

Actually, cash production is growing. Reports from the US Federal Reserve, the Bank of England and the Reserve Bank of Australia all show an increase in cash in circulation. While it may decline in a few countries, cash demand overall continues to grow.

Myth 6: No one uses cash anymore

In 2011, a World Bank survey revealed that over 2.5 billion people around the world are unbanked. Reasons for this range from poverty to the cost, travel distance and paperwork involved in opening an account.

As it turns out, all this “cash is dead or dying” hype is no more than hearsay and not at all based on reality. In terms of the public’s relationship with cash, it is clear that it is very much in demand across all continents.



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Los Angeles-based printer produces impactful brand marketing

D'Andrea Visual Communications scoops up the awards

Ever since it was established in 2005, D'Andrea Visual Communications (DVC) has positioned itself as one of Southern California's premier printers. Leading the way with innovation, a sterling reputation for high-quality production and the most up-to-date technology, it serves some of the world's most impressive Fortune 500 brands.



Denise Okata (l), DVC senior account executive, and David D'Andrea, CEO and founder of D'Andrea Visual Communications, present their PIASC Print Excellence Awards

Left: The Mayans media kit received six top awards, including Best of Show, Best Media Kit, Best Industrial Printing, Best Special Finishing Technique, Best Binding and an Award of Excellence in the category "They said it could not be done"

In early May of this year, DVC picked up the Best of Show prize of the Printing Industries Association of Southern California (PIASC) at its 15th Annual Print Excellence Awards.

"We are very proud of our team for winning five awards for Best of Category and another nine Awards of Excellence, including Best of Show for the Mayans media kit and Best Execution of Ink," says David D'Andrea, CEO and founder of D'Andrea Visual Communications. "We are able to rely on our Koenig & Bauer Rapida 106 eight-colour press with coater and UV technology to produce these eye-catching, award-winning print pieces. It handles the majority of our litho sheetfed work, running two shifts per day here at our Cypress facility. It allows us to promise our customers fast throughput, with speeds at an exceptional 20,000sph, and incorporates the most advanced technology of any press on the market. We can count on our Rapida to deliver the incomparable

print quality which maintains our competitive advantage and prompted the judges to honour us with the top awards."

Using its unique ErgoTronic and QualiTronic systems to provide precise quality and colour control for each sheet, DVC is able to guarantee high quality levels. D'Andrea thinks of these systems as proofreaders inside the press, elevating the product to market much faster and facilitating the consistent realisation of important projects for elite clients not only in Southern California, but across the national market, including large advertising and design agencies, entertainment companies, movie studios, record producers, DVD production and distribution firms, and major automobile marketers.

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Koenig & Bauer Flexotecnica expands sales network in Southeast Asia

In response to the ever-increasing demand for flexible packaging in Asia, **Koenig & Bauer Flexotecnica** has further expanded its sales capacities. Industrial solution provider, Rieckermann, will in future be assuming responsibility for sales activities in Thailand, Indonesia and the Philippines.

“Through the cooperation with Rieckermann, we now have an experienced partner at our side on the Asian market,” says Dr. Peter Lechner, managing director of Koenig & Bauer Flexotecnica. “I am certain that the very good local network will help us to be even more successful in Southeast Asia.”

Cooperation was finalised at Chinaplas 2019: Dr. Peter Lechner (left), managing director of Koenig & Bauer Flexotecnica, and Kristian Rieck, director of plastic and converting at Rieckermann

Kristian Rieck, Rieckermann’s director of plastic and converting, is similarly confident: “Koenig & Bauer Flexotecnica offers precisely what more and more Asian customers are demanding – high quality, a broad product portfolio and environment-friendly technologies.” Flexible packaging is the fastest growing sector of the consumer and industrial packaging market.



Highest award conferred by the Flexographic Technical Association

At the Flexographic Technical Association’s premier trade show InfoFlex 2019, held on 6th/7th May in New Orleans, **Koenig & Bauer Flexotecnica** received the FTA’s Technical Innovation Award for its Augmented Reality-DataGlass Remote Support. This award recognises the most innovative and impactful technologies for the ever-evolving packaging printing and converting industry.

“With Koenig & Bauer’s rich 200-year history of technical innovation, we have the ability to offer even more proactive and innovative support, ensuring that our customers achieve the maximum uptime and throughput in their facility and allowing them to remain ahead of their competitors,”

says Jeff Dietz, VP Web & Speciality Press Division at Koenig & Bauer Flexotecnica. “Our new AR DataGlass stands out as part of our on-going innovation for new products.”

The Augmented Reality-DataGlass Remote Support system is truly a revolutionary new product. The camera enables remote maintenance specialists from Koenig & Bauer to see and follow the actions of the technicians on site – live and in real time – while they work on the press. The specialist can then offer targeted support and step-by-step instructions on how to remedy the problem. Through this one-to-one conversation, the problem can be diagnosed immediately and the flexo production system is up and running without delay. An online connection using a virtual private network (VPN) offers maximum data security through special hardware encryption. The duration of service calls is considerably reduced and communication problems due to poor telephone lines are avoided. The system is absolutely free, no costs for hardware, software or licenses, no costs for upgrades or updates, and the app for smartphones and tablets is included.

As a recipient of this esteemed award, the AR-DataGlass from Koenig & Bauer Flexotecnica was deemed by a panel of industry experts to have the potential to change flexography’s future for the better.



Koenig & Bauer (US) receives the Flexographic Technical Association’s highest award in 2019 (l-r): Shelley Rubin, FTA educational services; Stefano Squarcina, sales and marketing director, Koenig & Bauer Flexotecnica; Dr. Peter Lechner, managing director, Koenig & Bauer Flexotecnica; Jeff Dietz, vice-president, web & speciality press division, Koenig & Bauer Flexotecnica; Joe Tuccitto, FTA director of education

Move to new premises for Koenig & Bauer Kammann GmbH

Koenig & Bauer Kammann will in future be manufacturing its special machines for the decoration of hollow containers in materials such as glass, plastics and metals at a new 27,000m² (290,000sq.ft) site in Löhne. The move has become necessary as a means to increase production capacities. A building complex with production and office floor space totalling 11,000m² (118,000sq.ft) has been erected for the company's 170 employees. In addition to two production halls and an innovative automated warehouse, the project includes a generous demonstration and training centre.

development in the immediate vicinity of our current location. We are all looking forward with great anticipation to the opening in the autumn."

Construction work on the new company premises began on 5th November 2018, and Koenig & Bauer Kammann was able to celebrate completion of the building shell on 5th July 2019. The whole Kammann team was present for the festivities and was joined by employees from the various companies involved in the construction. The move is to be expected to be completed by the end of the year.

Managing directors Matthias Graf and Dr. Christian Maas: "The new building has been designed to optimise working conditions and offers fantastic opportunities for further

The Kammann team at the topping-out ceremony for the new building



Robert Stabler appointed to lead the Durst joint venture



Robert Stabler is the new managing director of **Koenig & Bauer Durst**. He assumed his duties at the head of the joint venture for digital packaging printing systems with effect from 1st August. The joint venture was officially established in early May once the relevant authorities gave their clearance under anti-trust regulations.

Business operations are now under way on the joint development and marketing of single-pass digital printing systems for the folding carton and corrugated industry. Koenig & Bauer Durst will have its registered office in Würzburg and cooperates closely with the global networks of both parent companies. Initially, the joint venture portfolio will comprise the Koenig &

Bauer CorruJET 170 and the Durst SPC 130 – including all associated services and ink business. A further key task of the new company is to advance development of the digital sheetfed press VariJET 106.

"I am really excited to take on this new challenge in the folding carton and corrugated packaging markets," says Stabler. "Both are ripe for digital transformation with run lengths declining in both segments and brands crying out for cost-effective short-run and versioning solutions. We will be combining the competencies of Koenig & Bauer and Durst to leverage the best technologies: Durst with its expertise in digital imaging, production systems, inks and software integration, Koenig & Bauer with all its mechanical knowledge and capabilities relating to high-duty-cycle processes, engineering and paper transport, plus of course the great go-to-market expertise of both teams."

Fairs & dates



8th - 9th October 2019
World Publishing Expo
Berlin, Germany

9th - 11th October 2019
FEFCO Technical Seminar
Geneva, Switzerland



16th - 23rd October 2019
K 2019
Düsseldorf, Germany

28th - 30th October 2019
Asia CanTech
Bangkok, Thailand





KOENIG & BAUER

We print
your world

We combine inks and substrates so that
the greatest variety for packaging is created.
Because printing is our world.

koenig-bauer.com

we're on it.