

Report

PRODUCTS|PRACTICES|PERSPECTIVES

OCTOBER 2016

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 KBA

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now at KBA

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 A successful Drupa for KBA

Print plethora with focus on digital and packaging

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

Upbeat mood at the trade show

Print is on the rise again

Drupa 2016, this year's industry highlight, closed its doors a few months ago. It was a good trade show for the KBA Group and indeed everyone who makes money with print. After some challenging years print made a dynamic comeback in Düsseldorf with proven and new technologies and even more applications. The high numbers and nationalities of the visitors as well as the positive mood in the show's halls surprised many. The same is true of the considerable rise in investment enthusiasm of the visiting decision-makers compared to 2012.

In light of the structural shift in the media landscape since the penultimate Drupa that has been instructive for both the exhibitors and users, the remaining print companies have done their homework and adapted to new market realities. Now many wish to actively shape their company's future with new ideas. These include future-focused business models and investment in cutting-edge, competitive technologies and production processes. The customer base, order structure and economic viability should be deciding factors as to whether analogue or digital processes continue to make sense on a case-by-case basis.

The KBA Group did not devote itself to a short-lived marketing hype in Düsseldorf, but demonstrated practical alternatives in digital, flexo and offset printing for various growth markets first-hand and to take away. The KBA stand was always busy and our trade show success has shown us that this was the right path.

Although only one third of the total volume of orders placed at Drupa was booked at the end of June, group order intake of €619m in the first six months was up almost 2 per cent on the strong previous year. In the same period revenue rose by nearly 30 per cent compared to 2015 to around €554m and order backlog was up 7 per cent to €640m. This provides us with a solid buffer for the second half-year and gives us more security in a turbulent economic and political climate.

Despite high trade show and development costs, the group pre-tax profit (EBT) of €17.8m after six months was also impressive. We have raised our targets for 2016 given the positive figures at halftime and the solid level of capacity utilisation expected in the second half-year. We are now targeting group revenue of €1.1 to €1.2bn for 2016 and an EBT margin of around 4 per cent.

Solid figures allow us to invest in new technologies, future-focused products and new markets. With this in mind, alongside the unveiling of an own high-performance rotary die-cutter at Drupa, we took over Spanish flatbed die-cutter manufacturer Iberica shortly after the trade show. With these we can offer our many packaging customers print and finishing technology from a single source in the future.

I would like to heartily thank all customers who have contributed to the development of the KBA Group with their orders placed before, during and after the trade show. We will continue to do everything in our power to remain an innovative, reputable and reliable partner.

Yours, Claus Bolza-Schünemann

This issue's cover was printed using a KBA Rapida 106 with LED-UV on PlanoArt 150g/m² (96lbs) uncoated paper



KBA at Drupa: Success in Düsseldorf

Print plethora with focus on digital printing and packaging

KBA's presence at this year's Drupa in Düsseldorf received much praise. Visitors particularly liked that KBA presented innovative one-stop-shop digital, flexo and offset printing as part of live demonstrations. Experts from around the globe could ask for print samples straight off the press and had the opportunity to have some crucial questions competently answered. That is by no means a matter of course with all exhibitors and it did a lot for the credibility of the presentations. Unsurprisingly, the 3,000m² (32,290ft²) KBA stand was extremely busy during opening hours and the overall success in terms of orders amounting to a figure in the triple digit million euro range far surpassed expectations in light of turbulent market conditions.

This year the KBA stand clearly focused on growth markets like digital, packaging, functional and LED-UV printing. It was plain to see that the KBA Group is actively working on solidifying its strong

position in a varied packaging market. One week before the start of the trade fair, KBA announced the takeover of die-cutter manufacturer Iberica, which was completed in early July (see page 26).



Claus Bolza-Schünemann greeted the visitors at the popular VIP shows in the morning

Furthermore, KBA-Sheetfed and the American XEROX Corporation are jointly developing a digital sheetfed press for folding carton printing, which will be ready for market launch in 2017. It complements Rapida sheetfed offset presses.

Strong partners in digital printing

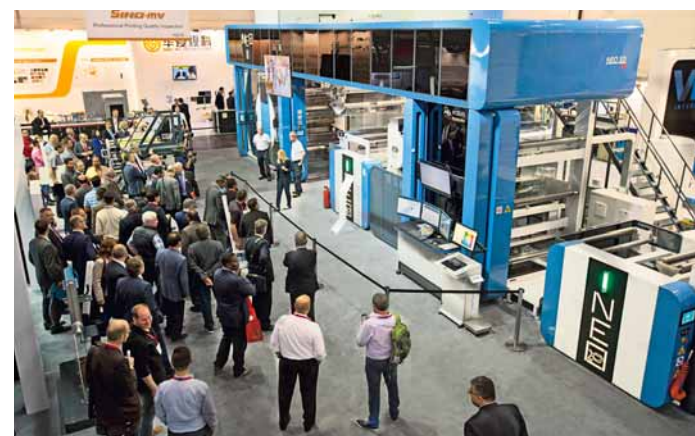
In addition to the cooperative venture of KBA Digital & Web with RR Donnelley for the KBA RotaJET models and with HP for the world's largest inkjet web press, the HP T1100S, for the corrugated board market, the collaboration of KBA-Sheetfed and Xerox for the VariJET 106 digital sheetfed press is the third partnership with an American corporation in the heterogeneous digital printing market. It makes sense as the market is developing rapidly. Bundling resources helps save time and costs – which is in the interest of end users.

Bottom left: The live demos on the KBA stand paid off. Sheetfed offset printers from over 40 countries placed orders for Rapida systems

Offset, inkjet and KBA 4.0. in sheetfed

KBA-Sheetfed was back at their usual location in hall 16 to present four Rapida sheetfed offset presses for half formats all the way to large format. The Rapida 145 for carton printing was approx. 35m long and produced up to 18,000sph mak-

Only KBA-Flexotecnica presented migration-free flexo printing with water-based inks on thin film at Drupa with the new NEO XD LR





Publisher Dr Hubert Burda next to the RotaJET L during his visit to the KBA stand

Top left: The KBA RotaJET L digital press series impressed visitors with an excellent print quality and high speeds, even on coated offset stock

The KBA-Sheetfed Innovation Lounge, presenting new workflow solutions and service offerings including KBA 4.0., was very popular among visitors



ing it the largest sheetfed offset press at this year's Drupa. An eight-colour Rapida 106 perfecter with coater and LED-UV kit produced high-quality commercial printing results at up to 18,000sph. On a neighbouring stand belonging to partner company Vinfoil, the new cold-foil module Vinfoil Optima SF 110 demonstrated high-end packaging finishes on a Rapida 105 PRO. The new B2 Rapida 75 PRO was also presented for future-oriented LED-UV printing. KBA-Sheetfed demonstrated their first own development in the area of finishing: the super-fast Rapida RDC 106 rotary die-cutter, producing up to 15,000sph. We had already reported about the solutions in the areas of Service Complete, Workflow and KBA

4.0. in our last edition of KBA Report. These were presented in the well-attended Sheetfed Innovation Lounge. Please see page 30 for more information about the new B1 digital printing machine, the KBA VariJET 106 – Powered by Xerox.

Inkjet, offset and new services in web

Christoph Müller of KBA-Digital & Web emphasised that KBA continues to lead the market in the mid and high performance newspaper web press segment and that the company would continue to build web offset presses in the future. He does, however, see growth opportunities primarily in digital printing and in the expansion of services, as well as for web offset presses from other manufac-

turers. These are supported successfully by PrintHouseService (PHS). Web offset press customers found out more about the expanded service portfolio in the Web Innovation Lounge.

An impressive performance by the RotaJET L in terms of quality and productivity

The new RotaJET L in 4/0 configuration with new print head technology presented at Drupa impressed with excellent print results on a variety of substrates, including coated offset stock. In a 4/4 configuration, the RotaJET L with web widths of between 77 and 138cm primarily addresses established digital printing markets for books, mailings and a variety of publications, but can also be used as a 4/0 machine for other industrial applications. The sophisticated modular design allows 42 different configurations. The machine can additionally be retrofitted with regards to web width, colour capacity and output.

The RotaJET VL series with web widths between 1.68m and 2.25m is used as a



Numerous visitors were looked after well in the catering area above the stand

4/0 machine for industrial applications, such as digital decor and laminate printing. The high-quality laminate flooring on the Drupa stand, for example, was produced on the RotaJET 168 at Interprint in Arnsberg. Robust engineering, high productivity and an excellent functional range make the machines from the KBA RotaJET series top products in the high-volume digital printing sector.

Top flexo printing with water-based inks

The new NEO XD LR HYBRID by KBA-Flexotecnica, which demonstrated its capabilities with water-based inks, was the only CI flexo press at Drupa to offer premium quality print results with low-migration water-based inks. The press allows – depending on configuration – production with solvent or water-based as well as radiation-curing colour systems like UV-LED or EB on a variety of substrates. The customer can therefore rely on maximum flexibility and long-term reliability. With up to twelve printing units, print lengths up to 1,200mm, a maximum print width of 1,650mm and a speed of up to 500m per minute, the NEO XD covers a wide range of requirements.



Laser coding by KBA-Metronic

KBA-Metronic presented the udaFORM-AXX separation system in combination with a CO₂ laser from the laserSYSTEM K series as a solution for individually addressing print media and just-in-time packaging identification. KBA-MetalPrint and KBA-Kammann were represented with packaging samples from the segments metal printing and glass container direct decoration.

Postpress and sheetfed flexo by KBA

Ralf Sammeck expects to see synergy effects in the folding carton market from the entry into print finishing. A return to



Top: The live presentations of the largest sheetfed press at Drupa 2016 always drew crowds

KBA-Metronic and KBA-MetalPrint presented their solutions for packaging printers

At the Digital Sheetfed Cube Drupa visitors were presented with interesting facts about the B1 digital KBA VariJET 106 - Powered by Xerox

the sheetfed flexo market for corrugated, where KBA had been a player a good ten years ago with the Corrugraph built in the American facility back then, has already been decided. Bolza-Schünemann: “We have the know-how and the users of the first Corrugraph generation are still satisfied with their systems. We see a good chance for successfully returning to that large market sector with a completely new generation of Corrugraph flexo systems.”

Concurrent investment in analogue and digital print solutions is not a contradictory move for KBA. In the end, factors like business model, order structure, finishing requirements and most importantly economy decide the best suited print solution. Ralf Sammeck expects folding carton printing to be dominated by traditional sheetfed offset, but that folding carton printers will be looking for a suitable digital supplement for small print runs, pilot packaging and print on demand.

Numerous smaller, but also some larger print providers like Turkish KBA customer Türmatsan (photo) inspected and ordered the new Rapida 75 PRO

**Klaus Schmidt
klaus.schmidt@kba.com**



KBA-Sheetfed Service Innovation Lounge

Innovative service concepts captivate Drupa visitors

KBA-Sheetfed's service arm was as modern as the products it presented at this year's Drupa: visitors to the trade show experienced a concept similar to that of an Apple store behind the glass panels of the Sheetfed Innovation Lounge. Interested customers were able to independently get an overview of the service topics presented on a large touch display. KBA service experts were on-hand at further presentation tables to give more detailed information.

The following services and solutions were presented in detail:

- Tailor-made solutions for printing plant networking
- Data-based KBA Connected Services for enhancing press availability (KBA 4.0.)
- Efficient energy management with VISUenergy
- Select & More service packages
- PressConsum consumables optimised for KBA sheetfed offset presses
- Quality measurement and control systems



High visitor numbers and successful in-depth talks

“The concept worked extremely well. We were pleasantly surprised by the high number of visitors and the length of time the guests spent in the Lounge. Many of the visitors stayed for half an hour or more and received detailed information,” says Chris Waschke, product manager KBA Workflow Solutions. He adds: “In previous years we took a more missionary approach to workflow topics in particular. Today customers understand just how essential optimum processes are for a successful future in the heterogeneous print industry.”

Decision-makers from the DACH region, Great Britain, China and growth markets in Southeast Asia and the Middle East were particularly interested in KBA's networking solutions. This year's Drupa set a new record in the number of new projects initiated. Customers were also interested in the KBA LogoTronic production planning and control software, various MIS systems from KBA partners and also a combination of the two systems to form a complete solution. Compared to the competition, KBA systems stand out from the crowd in terms of user friendliness and a compelling price-performance ratio. The low-maintenance

Presentation of innovative services and solutions in the KBA-Sheetfed Service Innovation Lounge

MIS systems with flexibly adjustable templates ensure optimised order processing and fewer keyboard entries.

Strong interest in future-focused Connected Services

KBA unites its activities aimed at making the user even more successful on the basis of press performance data under the brand KBA 4.0. Digital data streams from all the Rapida sheetfed offset presses connected worldwide flow into the Service Cloud and form the foundations of KBA Connected Services, which were shown in the Sheetfed Service Innovation Lounge. “Visitors were particularly



“The concept worked extremely well. We were pleasantly surprised by the high number of visitors and the length of time the guests spent in the Lounge.”

Chris Waschke

impressed by our demonstrations of how a PressCall appears as a ticket in real-time in the new customer portal,” explains Benjamin Seipt, key account manager at KBA-Sheetfed Service. KBA PressCall is the simplest and fastest way of reporting errors directly at the press console without having to pick up the phone.

Live demos of the new KBA customer portal
The new KBA customer portal unites data-based KBA Connected Services on one platform. Interested customers received a first glimpse of this in the Lounge. By logging in, users will receive access

Modern look – the KBA-Sheetfed Innovation Lounge impressed with a similar concept used in the famous Apple stores

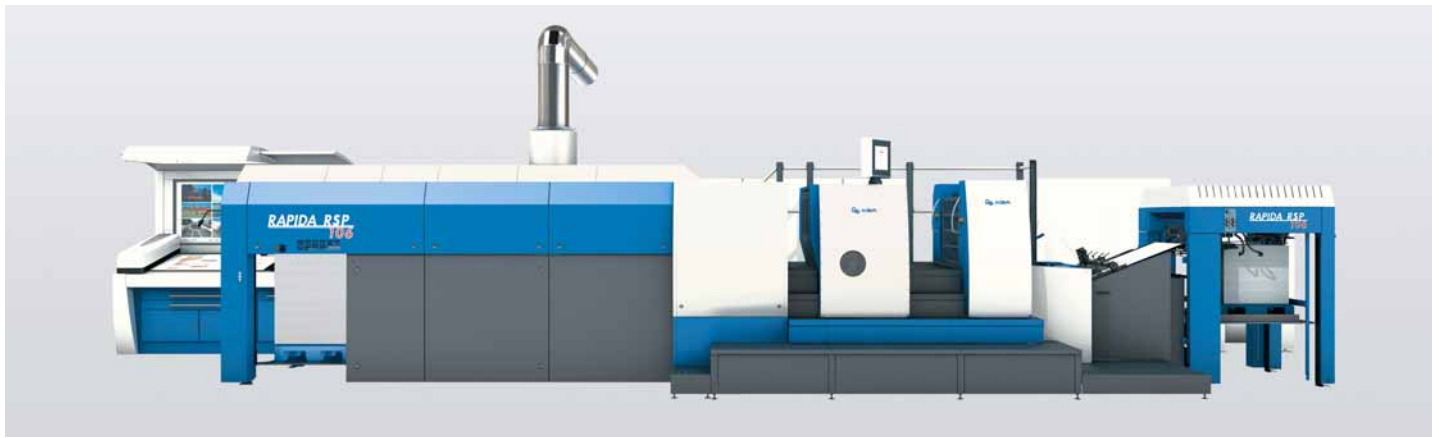
The new brochure about KBA-Sheetfed’s service offerings has been available since Drupa

in the future to important information on installed presses: performance data evaluations of own print production in the form of performance reports, benchmarking on international competition, but also key documents, such as existing service contracts, documentation and maintenance instructions. Users can create, review and comment on tickets in the portal, not only at the desktop but also on mobile end devices. Chat functions ensure short communication paths between the KBA user and support, and users can share knowledge with each other. KBA-Sheetfed Service informs its customers about preventive maintenance measures on the basis of automated service notifications. A maintenance monitor notifies the printing company’s management about outstanding maintenance work.

In line with the slogan “Add more KBA to your day”, in the Lounge KBA-Sheetfed showed how its expanded service portfolio can make the day-to-day business of its users easier.

Anja Waschke
anja.waschke@kba.com





Rotary screen printing "Made by KBA"

KBA Rapida RSP 106 for luxury finishing

The topic of print finishing – inline or offline – has long been a key element of KBA-Sheetfed’s product spectrum. With the Rapida RSP 106 rotary screen printing press, a special machine for the finishing of luxury packaging, high-quality promotional material and corporate publishing etc. was recently added to the portfolio. The offline finishing system is largely based on the renowned Rapida modules (feeder, delivery, sheet travel, dryer, console etc.).

This means that working with the Rapida RSP 106 is almost routine for press operators who have worked with a standard Rapida and it is easy to operate for those who haven’t. Offset printers who wish to expand their portfolio by adding extremely high-quality finishing are a key target group for the rotary screen printing press. Screen printers who finish large print runs will also profit from its high production speed. It runs at speeds of up to 8,000sph depending on job. What is more, the new press is also suited to future-focused applications in

the field of industrial printing with high layer thicknesses. As part of post treatment, the rotary screen system is one of many options for the new KBA Vari-JET 106 Powered by Xerox inkjet press which will be launched soon.

Sheet preparation for high-quality coating

The Rapida RSP 106 consists of a calendar unit and the actual screen printing unit. The calendar unit de-powders the printed sheets and removes any impurities. The sheets are smoothed to improve the spreading of the coating. The calen-

The Rapida RSP 106 adds more performance to high-quality screen print finishing

Below left: Rotary screen printing delivers brilliant finishing results thanks to high layer thicknesses

The rotary screen press is largely based on Rapida sheetfed offset technology

Benefits at a glance

- Higher productivity than flat screen printing
- Economical production also for longer runs
- Significantly higher coating thicknesses compared to inline finishing in an offset process
- Very good spreading of coatings and thus high gloss
- Relief structures and haptic effects
- Processing of special pigments (e. g. fluorescent inks, metallic and other "large-size" pigments)
- Full curing of heavy coating applications
- Registration in offset quality





dar unit consists of one impression cylinder with a special compressible jacket as well as a switched chrome roller. This is in addition to the fully automatic blade system with integrated extraction. It removes foreign particles from the chrome roller and extracts these. The calendar unit adapts precisely to the respective substrate with its finely adjustable printing pressure.

Clean production in screen printing

The screen printing unit itself is equipped with the AirTronic Drum, a perforated impression cylinder with perforated jackets. Air suction fixes the sheet over the full area of the jackets. Above it is the rotary screen which can be changed quickly in a few simple steps. The exact positioning of the closed screen area during breaks in printing results in a clean working en-

vironment. The screen only rotates when sheets run through the unit.

The blade can be accessed from the side for changing. The stepless, motorized setting of the blade pressure and angle make working both directly at the screen printing unit and the operating panel, plus full console integration of all components, easy. The screen cylinder is driven individually thus balancing out the individual wall thicknesses of the screen and ensures a precise circumferential register. The motorized cylinder pressure setting adjusts the unit to various substrate thicknesses.

Economic rotary screen production

The Rapida RSP 106 can be used with various fabric and screen types. A smart in-house workflow in pre-press reduces



Technical data

Maximum sheet format:	740 x 1,060mm / 29.1 x 41.7in
Minimum sheet format:	340 x 480mm / 13.8 x 18.9in
Maximum print format:	730 x 1,050mm / 28.7 x 41.3in
Substrates (standard):	0.04 – 0.7mm
With plastics package:	0.1 – 0.7mm
Maximum speed:	8,000 sheets/h
Pile height feeder:	1,250mm / 49.2in
Pile height delivery:	1,200mm / 47.2in

Above right: Devices (shown here for gluing in the screen rings) make manufacturing rotary screens easier

Above left: The rotary screen can be effortlessly installed and removed

The blade and lance for supplying coating can also be easily mounted

the outlay for rotary screen making. Screens are usually supplied cut-to-format and with hole patterns for film positioning and seam welding. Exposure, washing out and drying processes are the same as for flat screens. Steps specific to rotary screens include seam welding and mounting of the end rings. Special handling fixtures are available for both of these steps.

The Rapida RSP 106 is tried and tested, and has been available since Drupa 2016. Alongside the machine which has been in operation at Kolbe-Coloco Spezialdruck in Versmold (North Rhine-Westfalia, Germany) for some months now, a Rapida RSP 106 will soon also be in the customer centre at KBA-Sheetfed for demonstration and testing purposes.

Martin Dänhardt
martin.daenhardt@kba.com

BayPack on growth curve with Rapida technology

Becoming a successful packaging printer in 10 years

In 2011 BayPack in Stetten, Germany, received the Bavarian founders' Prize in the newcomer category. The company founded in 2006 has reported a breathtakingly high pace of growth. It has invested a further €9m (\$10.2m) to keep up with the rocketing growth in orders and sales. A six-colour Rapida 145 with coater is at the heart of the recent investments.



Managing director Dr Ralph Dengler (r) and production manager Manfred Mayr (centre), here with KBA area sales manager Gavin Elflein, have created more added value for the company with the Rapida 145

BayPack managing director Dr Ralph Dengler is confident: "What matters is not what you do, but who you do business with. You can be successful in all markets." As a former management consultant he should know, and he proves this day after day with BayPack. The packaging printing company's growth curve is impressive. Seven employees worked at the company in its first year, and today it has 73. While sales in the first year stood at €1.5m (\$1.67m), now it is €16m (\$17.8m). The hall rented by the company in its first year is now opposite a cutting-edge building with a production area spanning 6,500m² (69,965ft²) and additional land for future expansions.

BayPack began entering the print business five years ago with an old Varimat. This machine is indestructible and is still in operation today. Prior to this, the company only die-cut and glued. Now a cutting-edge Rapida 145 with all the features for highly automated packaging printing stands next to this histori-

cal "treasure". The new press is raised by 840mm (33in), is integrated in automatic pile logistics and is configured for substrates from 350 to 1,200g/m² (225 – 707lbs). The core competence of this young packaging firm lies in paper grammage from 650g/m² (418lbs) upwards. Its main products are transport and Shelf Ready Packaging (SRP) for food.

A leap in automation

Production manager Manfred Mayr looks back at the selection process: "It was clear from the beginning that we would choose a KBA press. Rapida double-sheet sensors, the grippers and KBA's experience with high substrate grammage – everything we need." A focus was also on extensive automation for high performance, short makeready times and as little waste as possible. The automation features range from the SIS system (sidelay-free infeed), fully automatic plate changing to CleanTronic Synchro washing units. Moreover, the EasyClean ink duct coating permits fast ink changing.



The plate lift enhances the raised press' ergonomics

As BayPack is known for its quality products, QualiTronic ColorControl inline colour control with the LiveView, ColorView and QualityPass modules on the Rapida 145 were a must. Manfred Mayr is particularly taken with QualityPass which records all measurements. The customer receives the log in the case of complaints. If 98 per cent of all the measurements are within the tolerances, there are no grounds for further discussion. The measurements are facts and there is no point arguing about them.

What is more, BayPack's press has a number of special features. These include the "deep clean" cleaning program. As SRP products often have dark solid colour areas and ink changing from dark to light happens on a daily basis, this program saves the operators from carrying out mechanical or manual rewashing efforts.

Special wooden pallets are used in the pile logistics system. These are much flatter than normal system pallets. They require more time for non-stop pile changing especially when it comes to high-grammage substrates. But, they offer an additional benefit: They are considerably lighter than other pallets. Whoever works with them is thankful. The pallets were designed together with KBA and they were built by a sheltered workshop according to agreed parameters.

Automatic pile logistics at the Rapida 145 feeder





ucts rose by up to 40 per cent, without any further sales or marketing efforts.

The switch from corrugated to solid board also offers enormous saving potential. The pallets' capacity is optimised as solid board is not as thick. A lot more solid board blanks can fit onto a pallet



Strong in packaging design

One of BayPack's particular strengths lies in packaging design. Three employees work only on designing innovative packaging solutions. One of them has received the German Packaging Prize several times.

The packaging developers carry out regular store checks. They look out for bad packaging solutions and improve them. These improved blank samples are then sent to the sales department. Sales staff present these new products to brand manufacturers. This is done now and then as a cold calling campaign. New contracts arise if they are convincing.

One-part SRP packaging is one of BayPack's most interesting innovations. They are easy to store on shelves, are not expensive to produce, result in less waste and lead to savings in internal and external logistics costs. Additionally, they offer the best view of the product. The sales figures of some of these prod-

ucts compared to corrugated. This results in lower handling and logistic costs. What is more, solid board processed using reverse scoring technology looks a lot cleaner. "It is amazing what you can do with packaging on the market," says Dr Ralph Dengler.

Fast and flexible

As a mid-sized packaging firm BayPack naturally does not have the same market presence as a large packaging group. Nevertheless, the firm scores points with its high level of flexibility and short decision paths. BayPack works together with KartoNova to even out this disadvantage. This collaboration unites special-



Barely 10 years old and already expanded – BayPack's production plant in Stetten

ists in solid board, their expertise and distributes innovative packaging. Five packaging producers work together with a total of ten presses, 15 gluing and 20 die-cutters.

Above left: Fully automatic pile change in the Rapida 145 feeder

At BayPack two die-cutters and three gluing machines follow the Rapida 145 for post-press. These include special machines which can create creative and extremely sturdy packaging for fruit and vegetables. These have also been awarded prizes by fruit and vegetable associations.

Dr Ralph Dengler (l): "You can be successful in all markets"

Asparagus growers, Hochland AG and Rügenwalder Mühle are some of the well-known companies that BayPack produces packaging for. 15,000 to 16,000 tonnes of board are processed per year. 90 per cent of the materials used are made from recycled paper. The ultra-modern company banks on integral, sustainable processes and its equipment reflects this: for example its cutting-edge building systems. The temperature (heating/cooling) is controlled via groundwater heat pumps. It costs under a euro pro m² per year.

The recent investment unites the Rapida with a 2,500m² (26909ft²) hall extension, a highly automated gluing machine for large-format packaging, a fully automatic high-bay warehouse for semi-finished and finished products as well as an automated dispatch line. "We have taken another leap forward, now sales need to grow accordingly," says Dr Ralph Dengler about the company's development goals.

Martin Dänhardt
martin.daenhardt@kba.com



The high output of printed board makes sure the die-cutters have a lot to do

i Relevant website:
www.baypack.eu



Dry immediately: Ingo Klotz shows a typical LED-UV product

New process for traditional family-run print firm

4-over-4 with LED-UV at Joh. Walch in Augsburg

Founded in 1755, Joh. Walch in Augsburg is one of Germany's oldest family-run printing firms. Today the company is a cutting-edge print service provider for agencies, publishing houses, industrial and commercial firms, and the public sector. It is important to stand out from the crowd in this market segment which is particularly under pressure. Joh. Walch opted for a long Rapida 106 perfecter with LED-UV.

Production manager Ingo Klotz finds it frustrating that traditional print services are often given a bad name with many companies wanting to make a quick profit at any cost. Nevertheless, he endeavours to be there throughout a product's entire production process from the beginning onwards. He believes that only in this way can products be developed which make the customer successful. This requires a lot of consulting work about the main activities of a printing company. The finished product is the result of this process.

Complex starting point

Managing director Johanna Mayr-Walch and Ingo Klotz began tackling the issue of how to face growing pricing pressure in print production already in 2012. Back then the company operated two medium-format Rapida, a four-colour and a five-colour press. As the presses were built in 2005 and 2010, thoughts turned to cutting-edge technology. But it soon

became clear that a press for 4-over-4 production would be a suitable replacement for both as they were running at full capacity in three shifts. Capacity bottlenecks occurred now and then. The entire value creation chain should stay within the company.



Managing director Johanna Mayr-Walch, production manager Ingo Klotz (r) and Gavin Elflein, regional sales manager KBA-Deutschland, in front of the Rapida 106 perfecter in the new press room

A sound decision

An eight-colour press was not able to cover the spectrum of coating effects which previously were done by the fifth inking unit. The company briefly considered an even longer press with double-sided coating options. However, an analysis showed that 90 per cent of all print jobs required protective coatings for fast post-press. The idea to invest in HR-UV soon followed as here a 4-over-4 press also doesn't require protective coating. The inks dry immediately on both sides of the sheet meaning that the sheets can be sent immediately to post-press, thus cutting job throughput times.

LED-UV was already making waves at this point in time. And the question came up whether to invest in an interim solution or go for future-focused technology? Following initial print tests at the KBA customer training centre, at HR-UV users and talks with Dirk Winkler, head of press technology at KBA-Sheetfed, Johanna Mayr-Walch and Ingo Klotz went straight for LED-UV.

Perfect solution

The print service providers received an eight-colour Rapida 106 with LED curing in autumn 2015. It was the third worldwide and the second 4-over-4 perfecter. "We do not have any regrets," says Johanna Mayr-Walch. "As this press will give us the edge over our competitors for a few years to come."

Key features of this high-end press include DriveTronic SPC simultaneous plate changing, QualiTronic Color-Control inline colour measurement, QualiTronic ICR inline register and QualiTronic InstrumentFlight for grey balance from System Brunner.

What is more, the traditional company invested in a new hall which almost doubled its production space to 2,500m² (26909ft²). The press room and post-press are now clearly separate, a small consignment warehouse is being set up and digital printing now has its own rooms. The building is also environmentally friendly: it features a heat recovery system, heating or cooling is done by water circulation under the flooring, lights are controlled automatically and, like in the existing production halls, light jets face north for good scattered light. Alongside the press, €1.5m (\$1.7m) flowed into the new building.

results that can now be achieved surprise customers. As the company only prints with LED-UV, the customers also get LED-UV products even if they haven't specifically ordered them. Some have commented that printing on coated stock has more of a plastic effect and that the products feel better to touch.

Moreover, the printing company can now offer print products which previously were not possible in this form. This includes printing on the back of GD2 board – impressive transparent effects occur with a white primer, printing on soft plastics, statically charged materials and much more.



Bright and clean production conditions everywhere, like here in the post-press department



Positive effects

The largest developmental leap in the company's recent history delivered a raft of positive effects: The Rapida 106 only runs at full capacity in three shifts during peak times. This means that there is still room to increase output by a complete shift, or by almost a third. Production times have fallen significantly as the printed sheets can be sent immediately to post-press. Abrasion or set-off is no longer a problem. The amount of powder necessary was also significantly reduced and waste has been cut by 30 per cent.

At Walch a lot of printwork is still approved at the press. As the printed sheets are dry when they come off the press, there are no changes to the printing results later. "What you see is what you get."

LED-UV technology has attracted a lot of attention from customers – not only when it comes to UV-specific products. Printing on uncoated stock is in demand given its particular haptic qualities. The

Fit for future challenges

"The process is a lot smoother and not as risky," says Johanna Mayr-Walch. Ingo Klotz states: "We no longer let our nerves get the better of us. It gets printed, end of story!" Alongside increased capacities, the company's product spectrum has also expanded significantly, especially as the broad array of customers is just as wide as the variety of products. No customer generates more than 4 per cent of Walch's annual sales.

Now focus has turned to making the most of the room available. Film lamination and cellophane wrapping will soon be added to post-press with the goal of having the entire added-value chain on-site and to buff up its image as "print service provider".

Martin Dänhardt
martin.daenhardt@kba.com

Left: Relaxed production at full speed – pleases both the management and operators

Middle: Inline quality control before (photo) and after perfecting

Right: Paper waste is extracted and taken straight to a waste compactor

Seven benefits of LED-UV technology:

1. UV inks and LED curing for unprecedented print results
2. Fast production: Printed sheets can be sent straight to post-press
3. Higher colour brilliancy and lower dot gain on uncoated stock
4. No protective coating, minimal powder: substrate haptic preserved
5. What you see is what you get: Final colour result at approval
6. Variety of substrates: Printing on non-absorbent substrates
7. Environmentally friendly: energy-saving, ozone-free process, less waste

Sealing the deal with a handshake: John Sommers (l), president of Allied Printing Services, and Claus Bolza-Schünemann, KBA Group president and CEO



Allied Printing Services: fourth Rapida 106 in four years

20,000 sheets per hour and full UV kit

At Drupa Allied Printing Services, a full service commercial/financial printing firm located in Manchester, CT, agreed to purchase its fourth new Rapida 106 high-performance press equipped with six printing units, UV and conventional coating, triple delivery extension and a high-speed package with speeds of 20,000sph. The press will be delivered in the coming weeks.

“Allied is proud to reinvest in our company by offering our customers state-of-the-art technology throughout every department,” says John Sommers, president and CEO of Allied Printing Services. “We have seen increased demand for UV printing and coating and we have reacted to our customers’ needs with this investment which will increase our UV capacity. Our relationship with KBA North America continues to grow. They

are an excellent partner, reflecting the pride and commitment we share with our customers each and every day.”

The new Rapida 106 is the fourth to go to the over 60-year-old firm since 2012. A total of 33 printing and finishing units adorned with the quality KBA Rapida logo will soon print at Allied’s 285,000ft² (28,000m²) facility. One of its KBA machines is a hybrid UV press with the

ability to run and cure UV inks in any unit with overall and spot UV coating. Its entire KBA press fleet features inline colour control and register systems to ensure a consistently high print quality. They can handle a wide range of printing substrates from lightweight plastics to heavy board.

The management of Allied Printing Services and KBA at the Rapida 106 at Drupa

Allied Printing Services Inc. is a full service commercial/financial printing services company serving a national customer base of pharmaceutical, educational financial, retail, point-of-purchase, manufacturing, agency and direct mailers. Allied offers a turnkey solution to its customers by providing a comprehensive mix of resources, solutions and capabilities. The firm has robust sheetfed, web, and digital press capabilities and its bindery/finishing area is the largest in all of New England. Its sales growth places Allied among the top printers in the United States and it is the largest family-owned commercial printer located in New England.



Eric Frank
eric.frank@kba.com



Third Rapida 205 positions The Garvey Group West for additional growth

First American print firm with three extra-large format Rapidas

In an effort to continue its expansive growth in the packaging, retail and entertainment markets, The Garvey Group (TGG) has become the first printer in North America to own three Rapida 205 presses. Its newest Rapida 205 is a six-colour UV press that has been added to the firm's large-format Los Angeles facility. The other two are in operation in Niles/IL. This is in addition to two further large-format presses and a long Rapida 105.

"I am proud to be investing in our customers' future - and our own future too with this amazing press technology," says Ed Garvey Jr., president and CEO of The Garvey Group. "The Garvey Group West in Los Angeles produces outstanding out-of-home signage for some of the biggest brand names in the film industry. This new large-format press will complete our offerings to our clients on the West Coast and will allow our organization to produce a full range of sheet sizes and specialty coatings. We can provide our clients with an extra-large sheet to develop marketing and branding concepts. We greatly reduce the cycle time for the Western half of the U.S. and Mexico. Its UV drying capabilities will allow us to print on any substrate offering special coating and effects for their jobs.

And the new Rapida 205 gives us the redundancy in equipment and production which is of great importance to our large customers who have many locations around the country. The only difference that the customer will notice is the bill of lading showing which TGG facility produced the job."

Driving the decision to install the world's largest sheetfed press, its third Rapida 205 press, were the sheet size, print quality, and UV capabilities. These were all cited as very important factors to TGG, as well as its long-standing commitment and partnership with KBA. "This is a very large investment in Los Angeles and it speaks to our commitment to serving the Western markets," says Garvey. "Our markets will continue to grow as

Ed Garvey, president and CEO of the Garvey Group, and Paul Vogelsang (l), general manager of the Garvey Group West, stand beside the firm's newest six-colour Rapida 205 in Los Angeles



"All of our employees in Los Angeles are excited about this new press and we have hired additional staff."

Ed Garvey

the scope of work we can do becomes larger."

"All of our employees in Los Angeles are excited about this new press and we have hired additional staff," says Garvey. "This new installation demonstrates our strength and commitment as one of the most sophisticated, technology-driven strategic marketing partners in our industry. We are confident that this press will print exceptional work because we already have two Rapida 205 models producing award-winning work."

"We congratulate The Garvey Group on its ninth KBA press, this time for another superlarge format press, and we are most appreciative of the strong partnership that we've forged together over so many years," says Steve Korn, KBA-North America. "Ed Garvey's commitment to creating a North American superlarge format platform is truly visionary. The Garvey Group's extraordinary growth is due to its customer first approach. We are confident that its new Rapida 205 will increase the Group's capacity and help continue its leadership position with its existing and future clients for many years to come."

Eric Frank
eric.frank@kba.com

Universal Display Solutions in Nowy Kawęczyn

Rapida 164 follows Rapida 162a

Universal Display Solutions (UDS) in Nowy Kawęczyn, Poland, recently flipped the switch on a six-colour Rapida 164 with coater and double delivery extension. It joined a five-colour Rapida 162a with coater installed three years ago and expands the board and corrugated printing specialist's capacities by over 100 per cent.



Universal Display Solutions has been active in the commercial and print industry for 20 years. The company has increasingly specialised in the processing and finishing of board and corrugated board as well as in the production of POS materials, displays and packaging. UDS outsourced its offset printing activities for a time, but this changed in 2012 with the investment in a large-format Rapida 162a with five printing units and a coater.

Andrzej Baczkowski, managing director of UDS: "On the one hand we decided to invest in our own machine for financial reasons, and on the other hand we wanted to be able to offer the entire spectrum of our print services ourselves.

The press became urgently necessary as our order intake and customer base continued to grow."

The firm's management board opted for KBA from two possible suppliers. "Koenig & Bauer offered us the highly developed technology we expected for our goals and gave us expert customer service at attractive financing conditions. Another key factor for us were the high-performance control and measuring systems from KBA ensuring a high quality of the products manufactured," explains Andrzej Baczkowski.

The press which was installed in 2012 features a CX package for substrates up to 1.2mm (0.047in) thick. What is more,

Capacity at UDS in sheetfed offset printing has grown by over 100 per cent with the KBA Rapida 164-6+L ALV2



"The reliability of KBA's solutions and the guaranteed quality of the finished print products won us over."

Andrzej Baczkowski



At the new Rapida 164 (l-r) Grzegorz Szymczykowski, sales and service manager KBA CEE; Jan Korenc, managing director KBA CEE; Andrzej Baczkowski, managing director UDS; and Adam Bielawski, production manager UDS

the press is equipped with KBA VariDry dryers, the DensiTronic Professional measuring and control system as well as QualiTronic for inline colour measurement and control.

Andrzej Baczkowski points out that the problem-free operation of his first Rapida for the entire duration of its use had a big influence on the decision to invest in a second KBA large-format press: "Economic and quality reasons were decisive in choosing the first press, our extremely positive experience with the service team from KBA CEE led to the second press. Our customers are very demanding and we have to guarantee the highest quality standards in production and adhere to strict deadlines. The reliability of KBA's solutions and the guaranteed quality of the finished print products won us over."



UDS' managing director emphasises that the investment in a second press was necessary for the production capacity needed and to secure continual production. "Ultimately, sufficient capacity for our customers is essential for UDS. We were motivated by the market to purchase the new Rapida and we have increased our capacities by over 100 per cent," says Andrzej Baczkowski.

The new KBA Rapida 164-6+L ALV2 can print on board up to 1.2mm thick. Its features include fully automatic plate changers, the CleanTronic washing system for automatic blanket and impression cylinder cleaning as well as DriveTronic SRW dedicated drive technology for roller washing in the units that are not being used during production. DensiTronic Professional, QualiTronic ColorControl, QualiTronic LiveView and QualiTronic ColorView for documenting ink density values secure a continually high, verifiable print quality.

"Currently, we mainly produce our products on the new press and run it at full capacity," says Andrzej Baczkowski. "We

Today UDS operates two large-format KBA sheetfed offset presses

usually produce high-volume jobs for large companies. These form the majority of our customer base. Expanding our press fleet has allowed us to look for new customers to be able to run the older press also at full capacity."

At the moment ten per cent of jobs come from outside Poland. This percentage is expected to increase further through participation at trade shows abroad. The company produces its products at two plants with a total of 450 employees.

The company's dynamic growth was praised by Forbes, a monthly magazine. In its 2016 edition of the "Forbes Diamonds" competition UDS was ranked second in the regional list for Wojewodostwo Łódź in the category mid-sized companies that generated the largest average annual growth in value from 2012 to 2014. The company was awarded the Forbes Prize given the increase in value of the UDS brand by over 50 per cent.

Jan Korenc, managing director of KBA CEE: "KBA is clearly the leading supplier in large format in the sales region Poland,

Czech Republic and Slovakia. This is especially true for the packaging market. UDS' order of a second large-format Rapida is a great success for KBA CEE and shows that the foundations for the second investment were laid with the first Rapida jumbo from KBA. We hope that the new investment will also contribute to UDS' further growth curve and increase its presence in foreign markets."

Pawel Krasowski
pawel.krasowski@kba.com



Sixth KBA Rapida for Grafobal

Impressive and unique in Slovakia: The 28-metre long 13-unit Rapida 106 at Grafobal

28 metres of high-tech sheetfed offset in Skalica

Following successful installations of KBA sheetfed offset presses in other print companies belonging to the Slovakian Grafobal group, whose operations are spread over several Eastern European countries and cover numerous other segments beside the core competency in packaging, the first Rapida 106 has now been fired up at the Grafobal headquarters in Skalica. The configuration of this 28-metre high-tech press with 13 printing, coating and dryer units is unique in Slovakia – and no less remarkable far beyond the local borders.

Nine printing units are followed by a coater, two dryer towers, a second coater and a triple-length extended delivery with installation space for further dryers. This is at first sight a typical double-coater press for conventional, UV or mixed operation in the high-quality printing and finishing of folding carton products. Accordingly, the Rapida is also equipped with board-handling accessories and customer-specific pile logistics facilities, while a 675mm (26.6in) plinth enables the use of higher piles when printing thick substrates.

18,000sph with 13 units

Much less common for such a long press,

however, is the enormous output of up to 18,000sph with the HighSpeed package. One of the features which makes this possible is the extremely precise, sidelay-free SIS infeed (Sensoric Infeed System), which is only found on KBA Rapidas. Similarly standard for the Rapida 106, in contrast to many other medium-format presses of this category, is the consistent implementation of a dedicated drive concept at the feeder, with separate motors for the feeder head and feed table. In combination with the special Venturi sheet guiding system, high-performance VariDry dryers and a dynamic sheet brake in the delivery, these technical details lay the foundation

With nine printing units, two coaters, two dryer towers and production speeds up to 18,000sph, the highly automated Rapida 106 in Skalica combines ultimate productivity with an optimum range of print and finishing options

for optimum print quality even at high speeds.

Job changes at the press of a button

High net outputs are dependent not just on high production speeds, but especially on fast makeready. The Rapida 106's job changeover program ensures that all selected changeover processes are performed automatically and in an optimised sequence. LogoTronic Professional software enables the data and corresponding press settings for the next job to be loaded into the ErgoTronic console while the current production is still running. The actual job changeover can then start with a single press of a button.



For over ten years now, the magic word for fast job changeovers on the make-ready world champion Rapida 106 has been "simultaneous". In the meantime, other manufacturers have also started to use this term, though users must remain wary as to exactly what it is intended to describe. For the Rapida 106 in Skalica, the situation is unambiguous: Thanks to the DriveTronic SPC (Simultaneous Plate Change) direct drive technology on the plate cylinders, the plates can

be changed in all nine printing units at the same time. KBA Plate Ident reads a data matrix code to identify the mounted plates and can thus monitor their correct positioning and order. Parallel to this, i.e. without any loss of time, the blankets and impression cylinders can be washed with the CleanTronic Multi system.

Another important function which contributes to fast makeready in folding carton production using a large number of different colours is the washing system DriveTronic SRW for the ink rollers in printing units 1, 2, 7, 8 and 9. If any of these units are not required for the current job, the rollers can already be washed down during production. Time-consuming ink changes between jobs thus become a thing of the past. Fast job changeovers are not limited to just the printing units, however. One of the coaters incorporates an AniloxLoader system for automated anilox roller changes without physical stress for the operator. Three anilox rollers are held in a magazine directly on the coater. This system, too, is unique in Slovakia.

Finishing diversity

A double-coater press permits a multitude of coating effects. All the more so when it is equipped not only with supply circuits for dispersion and UV coatings, but also with provisions for special coating types such as gold, silver and Iriodin. The outputs of the IR/hot-air intermedi-



ate dryers and the VariDry^{BLUE} IR, hot-air and UV dryers in the triple-length extended delivery are adapted to handle these applications. The VariDry^{BLUE} final dryers are particularly efficient, as the hot air delivered to the initial segments is subsequently recirculated for drying in the rest of the delivery. The benefits of repeated heat use are especially evident in an air-conditioned hall.

Controlled quality

For printers of highly demanding packaging, e.g. for cigarettes, continuous quality control is an absolute must. On the Rapida 106, a camera system enables the operator to stay abreast of what is happening inside the press. The on-press measuring and control system QualiTronic Professional uses inline measurements to evaluate every single sheet and to detect possible defects in the printed image. If necessary, the inking can be corrected and expensive waste is reduced to a minimum. The customer can also be offered a detailed quality report. Further systems which help the operator to monitor print quality are ErgoTronic ColorControl for the measurement of ink densities and L*a*b* values, and ErgoTronic ACR for register evaluation.

The service team from KBA CEE is visibly pleased with the press installation in the new production hall

In addition to its primary function of simultaneous plate changing, the SPC system can also be used to adjust the print length. This practical function is a highly valued means to further enhance product quality.

Convenience and efficiency at the console

The operator-friendly ErgoTronic console enables convenient and efficient press handling. All functions are accessed and controlled intuitively via the TouchTronic interface, which never requires more than two taps on the console touchscreen. The program “One-Button Job Change” accelerates job changes by optimising the sequence of individual process steps. The “FastInkUp” function, on the other hand, is able to reduce start-up waste by up to 40 per cent; the last sheets of a job are used to reduce the old ink profile on the rollers, and the inking unit comes into colour faster with the new profile. The operator is presented a clearly arranged job list with information on ink coverage, visualisation of the ink profiles and preview images. The coverage data of the individual jobs facilitate determination of an optimum job sequence to minimise start-up waste and makeready time.



Job changeover at the press of a button is just one of the many possibilities at the modern ErgoTronic console

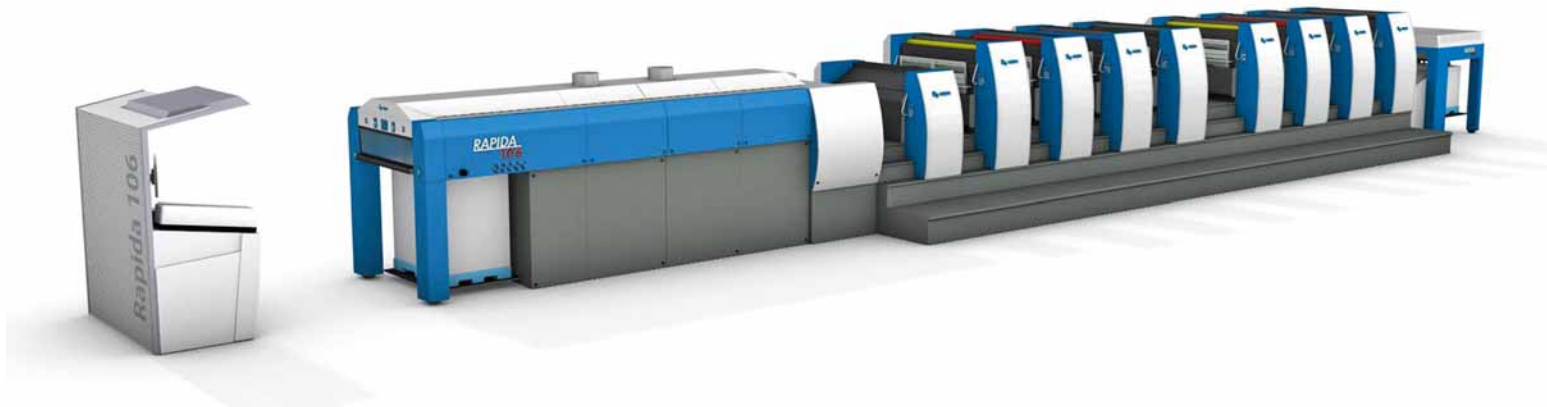
The sixth installation of a Rapida press in a company of the Grafobal group underlines KBA's strong position in packaging print. This applies not only in large formats, where KBA is the uncontested market leader, but also in the highly competitive medium-format segment. Proof is furnished not least by a recent stream of installations with packaging customers on the Czech and Slovakian markets. But not only the packaging segment is convinced – commercial and book printers are equally appreciative of the practice-oriented automation and high production output of the KBA Rapidas.

Stanislav Vaniček
stanislav.vanicek@kba-cee.cz

Rapida 106 for Birkhäuser+GBC (SCHELLING AG) and Rapida 105 for Interprint

Individual solutions for Swiss demands

Rising wage and production costs, a strong currency, tough regional, national and international competition from other parts of Europe. Demanding customers! Internationally orientated with a raft of Group headquarters and a large number of specialist small and mid-sized firms. An eight-million market with four language and cultural regions – all describe Switzerland.



Accordingly Swiss printing firms focus on expanding their service range, enhancing automation, precision, flexibility, diversification, added-value and mastery of “quality all-round service” for medium, small and very small print runs. More than many other markets. The order for a long “peak performance” Rapida 106 with eight inking units, coater and perfecting placed by Birkhäuser+GBC and the conventional five-colour Rapida 105 with coater for Interprint highlight the different needs. And how KBA-Sheetfed and Print Assist have managed to create individual solutions for Swiss printing companies together with the customer.

Birkhäuser+GBC: Closed-loop quality assurance with Rapida 106

Birkhäuser+GBC in Reinach, near Basel, is one of the country’s most well-known traditional printing firms. For decades the *Basler Zeitung* newspaper’s pillar was the commercial and specialist printwork produced by the company. Today it has a broad portfolio in the field of commercial and packaging printing including business reports, brochures, pharmaceutical information leaflets, specialities, flexible packaging and labels. Birkhäuser+GBC has belonged to one of Switzerland’s leading packaging companies, the SCHELLING

Group (founded in 1876), since 2014. SCHELLING is an independent family-run firm based in Rapperswil. It has further sites in Schafisheim and Oensingen, plus a sales office in Hanau, near Frankfurt. SCHELLING employs 600 staff and is regarded as a competent supplier of high-quality packaging, displays made of corrugated and solid cardboard as well as other print products, patient information leaflets and labels from a single source.

Birkhäuser+GBC which specialises in printing pharmaceutical packaging including patient information leaflets looked for a technologically innovative, high-performance 70x100-press for commercial and packaging jobs. It opted for a Rapida 106-8+L SW4 SPC with lightweight paper and board packages for substrates ranging from 0.04 to 0.8mm (0.015 to 0.031in) and perfecting after the fourth printing unit. The press unites top-quality technology with a high level of automation, parallel makeready processes for the printing, inking and coating units, the fastest inline measuring and control technology, cutting-edge operating and console technology and a premiere for Switzerland – closed-loop quality assurance with QualiTronic PDF Inline.

Model of the Rapida 106 with eight inking units, coater and perfecting at Birkhäuser+GBC

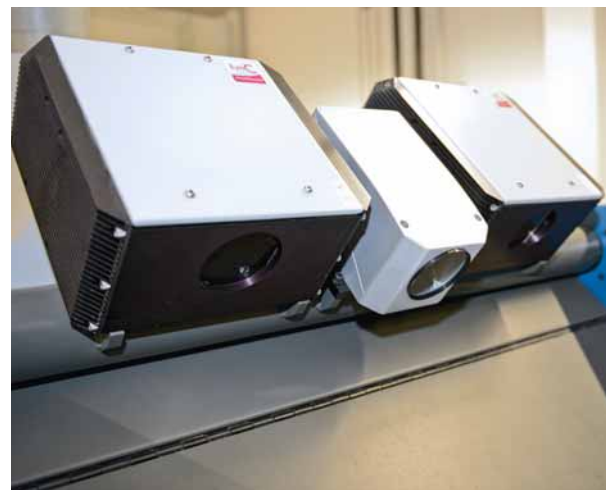
Maximum reliability

QualiTronic PDF compares every printed sheet with a reference PDF, even on both sides of the sheet.

Its key highlights are:

- Comparison of printed sheet content with PDF before print run
- Inspection based on reference sheet throughout an entire print run
- Digital comparison with reference PDF, printed sheets as reference for production monitoring
- Inline colour measurement and control with a separate system.

A first for Switzerland: A Rapida 106-8+L SW4 with QualiTronic PDF for closed loop quality assurance





Birkhäuser+GBC in Reinach, near Basel

QualiTronic PDF is used whenever production errors for every individual sheet have to be ruled out. Typical applications include pharmaceutical packaging, patient information leaflets and high-end packaging. The entire system is automatic and inspection parameters can be adjusted at any time during production. Certificates and reports can be created automatically together with error images.

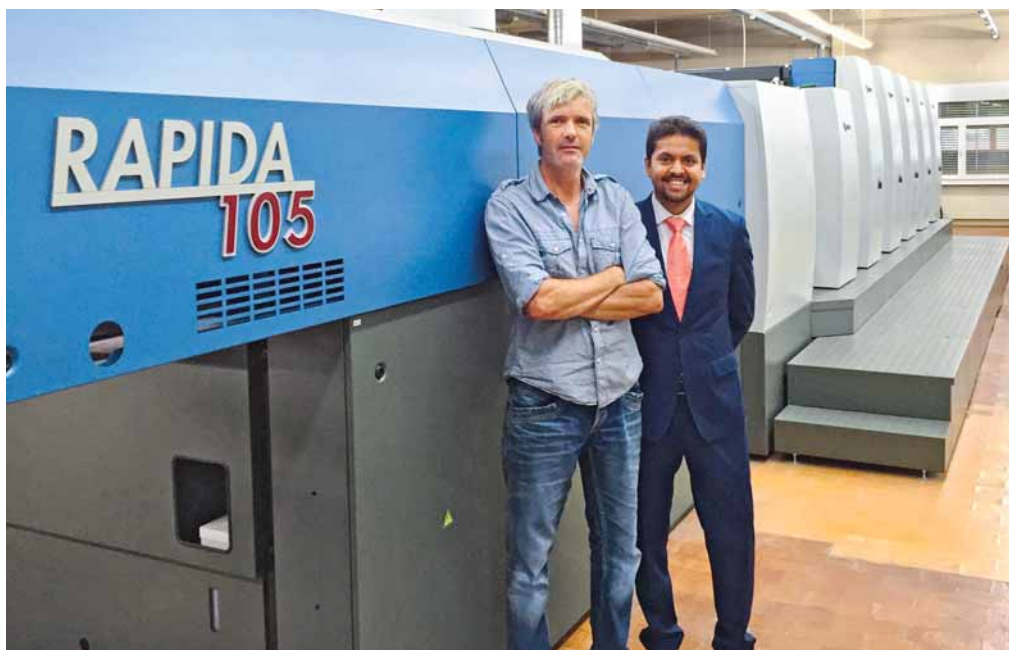
The Rapida 106 featuring QualiTronic PDF is a key investment for Birkhäuser+GBC and SCHELLING ensuring that they can defend their position the highly competitive pharmaceutical packaging market. This technology offers the company production reliability which was previously not possible in this way. From SCHELLING's point of view this also strengthens its Reinach site. Birkhäuser+GBC, Print

Assist and KBA-Sheetfed worked on the entire project together. It shows once again just what multifaceted possibilities KBA offers printers in the peak performance segment.

Interprint: The "small and somewhat different" printing firm

Interprint unites tradition with expert knowledge for modern and high-quality board products. Packaging does not simply need to protect a product, it also needs to enhance a brand's image. And all that 360 degrees from all sides. Interprint has exclusively produced packaging for a well-known Swiss brand for many years. Its longstanding owner, Willi Brunswiler, placed great emphasis on discretion and continuity. The new owner, Dominik Brücker, does not wish to change this, but banks on bringing the printing firm up to date.

Dominik Brücker (l), owner of Interprint, and Jeevan Sarahana of Print Assist in front of the company's new Rapida 105



It was an exciting project for Print Assist to extensively modernise Interprint's production tools with a Rapida 105+L SAPC ALV2, a Brausse 1060ER automatic die-cutting and waste stripping machine with blank separator, a Brausse FORZA 110 folding carton gluer, a Busch pile turner as well as cutting-edge pre-press technology (Esko and Agfa).

When Print Assist first contacted Interprint it was surprised which production tools were in operation. Pre-press and machinery were highly specialised, yet technologically outdated. It was clear that a comprehensive solution had to be found. Peter J. Rickenmann, CEO of Print Assist: "The satisfaction of its customers in the field of packaging is Interprint's highest priority. Demands placed on quality and deadlines are by no means trivial for its products. However, appropriate production and process technology is a must. We analysed the production operations together with Interprint and soon realised that there was potential for an enormous rise in efficiency delivered by cutting-edge production tools featuring sensible kit. Focus was placed on process and deadline reliability as well as product quality, and less so on maximum productivity."

Good price-performance ratio

Based on its requirement profile a reliable, high-quality press, like the Rapida 105, with a high print quality and an appropriate price-performance ratio for small and mid-sized companies was the right solution for Interprint. The five-colour sheetfed offset press with coater and delivery extension is equipped with a cardboard package for substrates up to 1.2mm (0.047in), CleanTronic blanket and roller washing, VariDry IR/TA drying, ErgoTronic ColorDrive, ErgoTronic Lab and LogoTronic CIPLinkX.

The installations at Interprint prove that Print Assist and KBA have the right solutions and concepts not just for large printing groups with industrial-scale production activities, but also for small and mid-sized print firms with strict quality requirements.

Peter J. Rickenmann
p.rickenmann@printassist.ch

Druckerei Münch in Bayreuth operates new Rapida 105

Visiting a greeting card specialist

They are still to be found in all corners of the country – the hidden champions of the print industry. They are highly specialised, but rarely find themselves in the spotlight. Their names are often a mystery even among industry experts. Nevertheless, they create products which we all encounter regularly in our daily lives. One such company is Druckerei Münch in Bayreuth.



Manager Uwe Böhner presents a typical postcard forme printed at Druckerei Münch

The family-run business has been producing postcards and greeting cards for more than 60 years and today counts 42 employees. Many leading publishing houses in Germany have cards printed here. But it is then the publisher's name which stands on the back of the cards; the printer remains unmentioned.

Trend towards exquisite cards

Druckerei Münch has organised its work into gang formes almost from the very beginning. That makes production especially cost-effective. The product spectrum, however, has changed in recent years. The social media boom has led to

a decline in the share of postcards. The market for birthday and greeting cards, on the other hand, has developed positively. Card design seems to know no limits. With expensive materials, high-quality coatings, haptic effects and hand-finished details, a card can often be seen as a gift in itself.

Market changes alter production

The shift in interests on the market has also had consequences in the press room. A B1 press specifically for postcard production, with perfecting after the first unit, is no longer necessary. Half-format capacity is already sufficient.

Instead, manager Uwe Böhner decided on a five-colour Rapida 105 with coater and extended delivery. The press is geared to the production of greeting cards in batches of between 1,000 and 5,000 cards: Fully automatic plate changers, CleanTronic washing systems, a fully featured coater for dispersion coatings, direct loading of the pre-press data for press presetting. A non-stop roller rack in the delivery, furthermore, establishes the necessary safe conditions for washing parallel to pile changes.

Makeready times have been slashed by half compared to the predecessor press installed back in 2005. Waste has also been reduced significantly. And with so many products being printed on high-grade substrates, waste savings translate directly into tangible cost savings. The greater output of the press has enabled expansion of the overall production capacity.

“There are many features of the high-end Rapidas which we simply don't need,” says Uwe Böhner in explanation of the investment decision. “We made the right choice. The press just runs and runs, reliably and trouble-free, day after day.” VariDry^{BLUE} dryers enable further savings by enhancing the efficiency of the energy-intensive drying process.

Sophisticated finishing

One day's production on the Rapida 105 is enough to keep the post-press department busy for an average of three days. An offline coating machine applies UV finishes with high layer thicknesses, haptic details and further special effects, while six platen presses operate side by side for die-cutting, creasing and embossing. Around 50 per cent of the products require individual finishing steps to be performed by hand. The company has had special machines manufactured to insert the cards into film wrappings –

Left: A new five-colour Rapida 105 was installed at Druckerei Münch at the beginning of the year

Right: Werner Dengel from KBA-Deutschland, printer Eduard Amschler, manager Uwe Böhner and trainee Tim Brendel (l-r) in front of the new press at Druckerei Münch



Eduard Amschler throws a last glance over the sheet before production begins. In most cases, the Rapida 105 is already set for production after the first test print

View into the finished goods warehouse: Greeting cards are held in store for various publishing houses and then supplied "on demand"

open or closed, as demanded by the customer. Druckerei Münch also possesses modern digital printing systems to produce specimens and to handle any short and ultra-short runs.

The stores are well filled. Standard papers in grammage matched to the post office weight bands, as well as envelopes in the most varied colours and formats, are always in stock. Around 3m envelopes can be called up at any given time, and publishing house customers are supplied "on demand" from the finished goods warehouse. Some 200,000 to 250,000 cards are shipped every day. Greeting cards are usually printed with a lead of



around six months ahead of the corresponding season or occasion. In other words, summer is the time of the year in which Druckerei Münch takes care of its Christmas and New Year business.

B1 sheetfed offset traditionally from KBA

Druckerei Münch has relied exclusively on equipment from KBA for its offset printing in medium format. Over the years, the company has invested regularly. An SR III – still using the five-cylinder principle – followed by three Rapida 104 and three Rapida 105 in different configurations. The latest of these presses is based on the same technology platform as the makeready world champion Rapida 106.

Martin Dänhardt
martin.daenhardt@kba.com

Relevant website: (German only)
www.druckereimuench.de

KBA Rapida 164 for Printcenter Eesti

Record export from Germany to Estonia



A few weeks ago Printcenter Eesti in Maardu/Estonia received a five-colour Rapida 164 with coater and triple delivery extension. Although this was a routine delivery for KBA-Sheetfed, the German Statistical Office confirmed that "an export of this size has never gone to Estonia."

The packaging and display printer east of Estonia's capital, Tallinn, has operated medium-format Rapida sheetfed offset presses for many years. This is in addition to its digital and screen printing systems. Now the company is entering the large-format sheetfed offset market.

80 per cent of Printcenter Eesti's products are exported to northern Europe.

The Rapida 164 was configured especially for the production of POS displays. Printcenter Eesti believes its greatest expertise lies in this field and sees potential for growth here. The press features an extra package for handling microflute and solid board, it is raised by 210mm (8.26in) and has been optimised for thick substrates and small jobs. DriveTronic SIS sidelay-free infeed, fully automatic plate changers, EasyClean ink ducts with non-stick coating for fast cleaning when

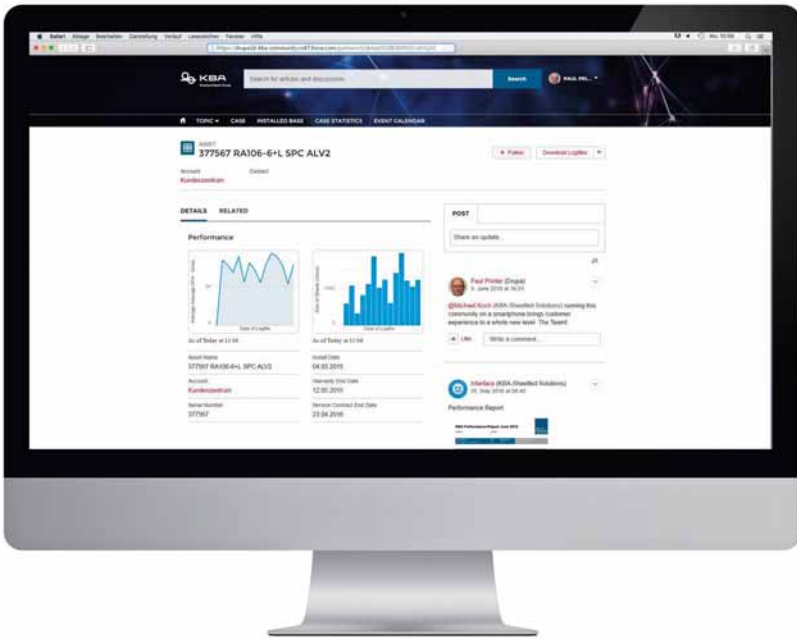
The Rapida 164 is taking shape in the press room. Shown here field technicians from KBA-Sheetfed with Printcenter Eesti general manager Sten Seene

changing inks, CleanTronic Synchro for simultaneous washing processes as well as a height-adjustable nonstop roller facility and VariDry^{BLUE} drying systems all ensure short makeready times and a high level of efficiency. Quality is controlled by ErgoTronic ColorControl.

Printcenter Eesti has taken a huge leap forward in terms of expanding capacity with this jumbo sheetfed offset press. At the same time the country's largest format sheetfed offset press also enhances the cost effectiveness of the company's printing process. Sven Strzelczyk, sales director at KBA-Sheetfed: "Printcenter has come back to KBA as the owner sees that the Rapida has always been the most reliable press in his printing plant. It is great that a further KBA sheetfed offset press is in operation in the Baltic area."

Martin Dänhardt
martin.daenhardt@kba.com

Relevant website:
www.printcenter.ee



Users can find clear evaluations of up-to-date performance data regarding their production activities in the customer portal. Monthly performance reports are also available for download



More success with performance data

KBA customer portal unites manufacturers, users and machines

Under the brand KBA 4.0, the Koenig & Bauer Group has developed user-orientated business models based on digital performance data with the goal of making its users even more profitable. The press manufacturer has become an industry pioneer among German mechanical engineering companies in this field. KBA-Sheetfed has often presented its success in digital transformation at financial and IT events as well as in trade journals and national magazines.

Every KBA press features extensive control and sensor technology which captures data on press activity and sends this anonymous data regularly to KBA via secure VPN connections. The link between the customer's press and the manufacturer, and the performance data available through this link, form the basis of future-focused Connected Services: Performance reports, benchmarking, maintenance monitoring etc. maximise the long-term efficiency and production availability of KBA sheetfed offset presses.

New customer portal adds to KBA Connected Services

Even now KBA service employees are able to access performance data, service

histories and any processes currently outstanding in a Cloud-based system. This data will be made available to users in the future, independent from the location of the user via mobile end devices. This service world can be accessed by logging onto the KBA customer portal.

What can KBA users expect from the new portal?

- A list of all currently installed machines incl. important documents, such as service contracts, press documentation, maintenance instructions
- Creation of service tickets incl. status information and collaboration features

All functions of the customer portal can be used on the go. Especially practical: KBA users can create, look at and comment on service tickets from any location

- Option to contact KBA-Support directly
- Clear evaluation of performance data of own production activities
- Benchmarking of performance data from comparable print operations (anonymous ranking)
- Best practice forum for exchanging know-how with other KBA users

The KBA customer portal unites manufacturers, users and machines throughout the world. It combines extensive information and communication tools to support the management of print companies with their tasks. It also offers a forum for press operators and production managers to exchange knowledge. The platform thus creates the ideal foundations for the maximum productivity of networked printing companies.

Anja Waschke
anja.waschke@kba.com

Finished luxury packaging at Drupa

Rapida 105 PRO with new Vinfoil Optima cold-foil module

A six-colour Rapida 105 PRO with coater and the newly developed Vinfoil CF Optima cold-foil module was in operation directly next to KBA on our Dutch partner Vinfoil's stand at Drupa in hall 16. The high quality luxury packaging finished with cold foil was then sent to the Rapida RDC 106 rotary die-cutter to be processed.

In terms of automation, makeready times and price the new Optima cold-foil module from Vinfoil closes the gap between the Vinfoil Micro entry-level module often implemented on Rapida presses and the high-end Vinfoil Infigo cold-foil system which can be seen on a Rapida 105 PRO in the customer training centre in Radebeul.

Fast foil change...

In terms of speed the Optima cold-foil module is hardly any different to comparable systems, but the differences are

great when it comes to makeready times. Most systems need 15 to 20 minutes for a foil change with multi-roll technology. With the Optima this is done in around six minutes with MFU (Multi Foil Use). This means you save two thirds of the time. This time can be used productively for printing and foil finishing.

...and less foil consumption

What is more, new software developed by Vinfoil together with the Eindhoven University of Technology saves up to 85 per cent more cold foil. The software

3D effects, high utilisation of the foil roll and savings in makeready times all speak for cold-foil finishing with Vinfoil Optima



The Vinfoil Optima module is compact despite Multi Foil Use (MFU)

Demonstration of the new Vinfoil Optima cold-foil finishing module on a Rapida 105 PRO directly next to the KBA stand



recognises the images and calculates the optimum utilisation of the foil surface.

Optima also opens up additional creative potential for finishing: counterfeit protection and 3D options are possible. These winning features were presented several times a day on the Rapida 105 PRO live on the Vinfoil stand.

Martin Dänhardt
martin.daenhardt@kba.com

Relevant website:
www.vinfoil.com

Portfolio expansion for the packaging market

KBA acquires die-cutter producer Iberica

The takeover of Iberica AG S.A. in Spain announced on 23 May 2016 is now complete with the signing of the purchase agreement by the Cerutti Group from Italy. The KBA Group expands its extensive portfolio for packaging customers in print finishing with the acquisition of this die-cutter manufacturer based in Barcelona.

Iberica with some 60 staff produces medium and large-format flatbed die-cutters for board and corrugated packaging. KBA has been active in this market successfully for some time with its presses.

The takeover and integration of Iberica underscores the global KBA Group's focus on growth markets and improves the Spanish die-cutters' growth prospects through access to KBA's worldwide sales and service network.

The same customers to a large extent

In the future packaging jobs from the press and die-cutter are possible, should the customer so desire. Moreover, Iberica can use KBA-Sheetfed's technical know-how in sheetfed printing for enhancing its die-cutters. KBA has already received the first positive reactions from packaging customers.

Claus Bolza-Schünemann, president and CEO of Koenig & Bauer: "KBA has an

outstanding global footing with folding carton printers with its sheetfed offset

Iberica's offices in El Prat de Llobregat, Barcelona



KBA CEO Claus Bolza-Schünemann (3rd left) with Iberica engineers

presses. With this in mind this expansion of our portfolio for the same customer group to follow up printing with flatbed die-cutters made complete sense."



I-PRESS 144 flatbed die-cutter from Iberica

Following the Rapida RDC 106 rotary die-cutter developed by KBA-Sheetfed, expanding the portfolio further to include flatbed die-cutters from Iberica is KBA's second step into entering the field of print finishing. The new subsidiary is expected to be named KBA-Iberica Die Cutter S.A.

Klaus Schmidt
klaus.schmidt@kba.com

Cartonnages Gaultier invests in Rapida 106-6+L with logistics

Packaging with that certain something

For generations Cartonnages Gaultier in Saint-Etienne-au-Mont, France, has produced high-quality board packaging with a certain *je ne sais quoi*. Folding carton, blister packaging and skin packs are just some examples from the company's extensive product portfolio. Gaultier invested in its first Rapida one year ago. The makeready champion with six printing units, coater and logistics at the feeder and delivery was fired up at the end of 2015 and is expected to replace two presses from another German manufacturer in the mid term.

The family-run business which was founded by taking over a book printing company in 1929 is today one of the trendsetters in the French packaging industry. Managed by Laurent de Prat, owner and managing director in the third generation, the company generated annual sales of some €17m (\$18.9m) with 100 employees. 600 tonnes of board are printed every month at the 30,000m²-large (322,000ft²) facility in Saint-Etienne-au-Mont.

Innovative packaging on a large scale

"We work hard every day to develop new, innovative packaging which protects its contents and adds value. In some ways we see ourselves as board designers whose task it is to give packag-

ing that certain something which separates it from others," says Laurent de Prat. The company's product spectrum indeed contains a number of technically extremely challenging types of packaging: Blister cards with anti-theft protection, odour or goods seals, folding carton made of solid cardboard or composite board, skin packs on coated or porous board, board labels, fold-out packaging, displays and much more.

The basis weights vary between 200g/m² and 750g/m² (128 and 418lbs). Sheetfed offset is used for printing before the products are sent to cutting-edge post-press machines and are die-cut, cut, erected, glued, laminated, embossed or finished according to customers wishes.

The new Rapida 106-6+L at Cartonnages Gaultier



"The Rapida 106 won us over with its high print speeds and short makeready times"

Laurent de Prat



High productivity gains

A six-colour Rapida 106 has printed and coated packaging at Cartonnages Gaultier at speeds of up to 18,000sph since December last year. "The Rapida 106 won us over with its high print speeds and short makeready times," says Laurent de Prat.

Thanks to its stable sheet travel no matter what the substrate, automatic plate changing and automatic logistics systems which deliver new board piles to the feeder and picks up the printed sheets at the delivery, the company was able to see considerable gains in productivity in the first few months after the press' installation. The ErgoTronic ColorControl colour measurement system with the added extras ErgoTronic LAB and PSO-Match guarantee a high print quality.

Sarah Herrenkind
sherrenkind@kba-france.fr

New Rapida 106 at Druckerei Berger in Horn

High-speed magazine production with HR-UV

At the beginning of the year KBA installed a Rapida 106 at Austrian printing company Druckerei Berger in Horn with almost exactly the same configuration as the one exhibited at Drupa. The eight-colour perfecter with coater and HR-UV technology (instead of LED-UV in the Rapida 106 at Drupa) enhances flexibility at Berger and was a giant leap forward for enhancing production integration.



Berger has been the place to go for print in Austria for 148 years. The traditional company has managed time and again to evaluate future-focused technology and to implement this in a customer-orientated manner despite its exposed position in the Waldviertel, or so-called forest region of Austria. Many customers have placed their trust in the company's capabilities for decades. In

the meantime it is one of only four web offset printers left in Austria. Its 245 employees in Horn produce around 300 periodicals plus other print products which generate annual sales of €60m (\$67m). True to the motto "standing still means taking a step backwards", Berger has always aimed to take prudent steps for the future in line with the decisiveness of a family-run firm.

The eight-colour Rapida 106 perfecter with HR-UV is part of Druckerei Berger's €10m investment program © Druckerei Berger

This is also true of the current investment program of over €10m (\$11.1m). It consists of a new Rapida 106-8+L-SW4 ALV2, a UniDrum post-press system from Ferag, an In-Log addressing system, a Segbert palletizer with pre-pile system and structural adaptations. They are all solutions that make the company even more efficient and faster.

The jewel of the "model printing firm"

The Rapida 106 was installed in a new production area with the label "model printing firm". The hall is high and light, the floor glistens like bacon rind or "Speckschwartl", the atmosphere is

Senior boss Peter Berger is pleased with the new press and all of its technical features as he can now serve his customers even more efficiently © MS

professional throughout. Plus, there is still room for a further press. But that's another story.

Senior boss Peter Berger describes the advantages of the Rapida 106 as follows: "The press meets all of our requirements when it comes to fast and safe production. Its user friendliness and speed with various substrates in particular make it stand out from the crowd." The selection process lasted for over six months. "The decision was extremely close, but only one can win," says Peter Berger. It was a key investment for Druckerei Berger. On the one hand, the printing company picked the latest technology with highly reactive inks, and on the other hand it is the company's first eight-colour perfecter.

"The press was installed according to plan," says Ferdinand Berger jr., who together with his cousin Peter Berger jr. took over managing the company some years ago from Peter Berger. "It was a gigantic leap as we had no previous experience with eight-colour machines. It is great how perfectly everything runs now." It is particularly positive that the 18,000sph press performs exactly how it was expected to.

Comfortable handling

The press is equipped with DriveTronic SIS sidelay-free infeed, fully automatic plate changing with DriveTronic SPC, register presetting and plate recognition in the press with DriveTronic Plate Ident, and CleanTronic Synchro for simultaneous blanket and impression cylinder washing. Automatic coating forme change takes place in parallel to makeready processes in the printing units with DriveTronic SFC. AniloxLoader enables fully automatic anilox roller changes. It is integrated into the job scheduling programme and also takes place in parallel to other makeready processes.





The press is equipped with VariDry IR/TA, VariDry UV and VariDry HR-UV high-performance dryers. Its high level of automation makes handling the press a joy.

Measuring and control technology also leave nothing to be desired. ErgoTronic ColorControl contains the solutions QualiTronic ColorControl for inline colour measurement and control as well as the QualityPass module which creates measurement and control logs including PSO reports for every job. LogoTronic Professional enables press connectivity to the MIS.

No fear of high speeds

The press operators like to get the most out of the press as they often receive positive feedback. "The press runs at full speed with the most varied substrate grammage and delivers the level of performance expected," says Ferdinand Berger jr. "Our predominantly young staff have no problems with the press electrics and computer technology, and have no scruples taking full advantage of the capacity available. The press is engineered to run at 18,000sph and this should be exploited even for small print runs," Ferdinand Berger jr. continues. It is Berger's first KBA sheetfed offset press. Experienced press opera-

tors sometimes have difficulties switching to a press from a new supplier. We asked Berger if this was the case here. "The press operators thoroughly enjoy working with the new press," Ferdinand Berger jr. confirms.

The covers for the 300 magazines produced by Berger are now finished on the KBA Rapida 106 with HR-UV and are no longer outsourced. Berger's customers really like the gloss delivered by the UV coating. The company has taken a huge leap forward towards becoming an integrated printing house with this investment and according to Peter Berger jr. it has killed several birds with one stone. The advantage of integrated production activities is that the products are finished when they come out of the machine. Customers are also beginning to see these benefits more clearly.

Speed in post-press too

Berger looked for even more speed in post-press with a complete gang stitching and inserting line from Ferag plus additional components. The UniDrum gang stitcher runs at a maximum speed of 40,000 copies per hour for smooth A4 products. The company uses the UniDrum for jobs from 20,000 copies upwards. Head of bookbinding Bernd Sur-

A complete gang-stitching and inserting line from Ferag plus additional modules allows Druckerei Berger to accelerate even more in post-press
© Druckerei Berger

böck believes that the makeready times are not longer than those of inline systems, nevertheless the output is much higher. Products are cut on a SNT-50 rotary cutting drum. The products are pressed at the edges to not damage commercial samples. The scissor-cut guarantees a precise cut and register. Central format adjustment permits the shortest set-up times. The machine is rounded off by an EasySert inserting system which inserts up to 30,000 flyers per hour into magazines during processing. The system which is also rotary can insert up to four ad inserts at a time. The number of feeders can be easily expanded meaning that the output of a 16-page and two 48-page presses can be processed. Bottlenecks sometimes occurred in post-press after the installation of the second 48-page press. Production manager Michael Schwayda: "The system now gives us a high level of production reliability and accelerates the entire production process considerably."

Addressing with In-Log

The system from Ferag is joined by an In-Log Variomailer which permits the personalisation of high volumes of print products using all conventional inkjet systems. The Variomailer consists of six modules, while the heart is the inkjet module. Its core is HDA (high dynamic adjuster) which makes it possible to position products at up to 0.5mm precisely. It processes print products with various grammage fast and the address field can be designed flexibly. There is also ample space for a downstream UV-LED dryer. Post-press activities are rounded off by a Segbert palletizer including a preset pre-stacking system to prevent bottlenecks during peak times.

"With the new systems Berger is well equipped not only to secure its footing in the market, but also to extend its market share," says Peter Berger jr. One company goal is to strengthen its presence in Germany and the Swiss market.

Michael Seidl
Inquiries: reinhard.marschall@kba.com



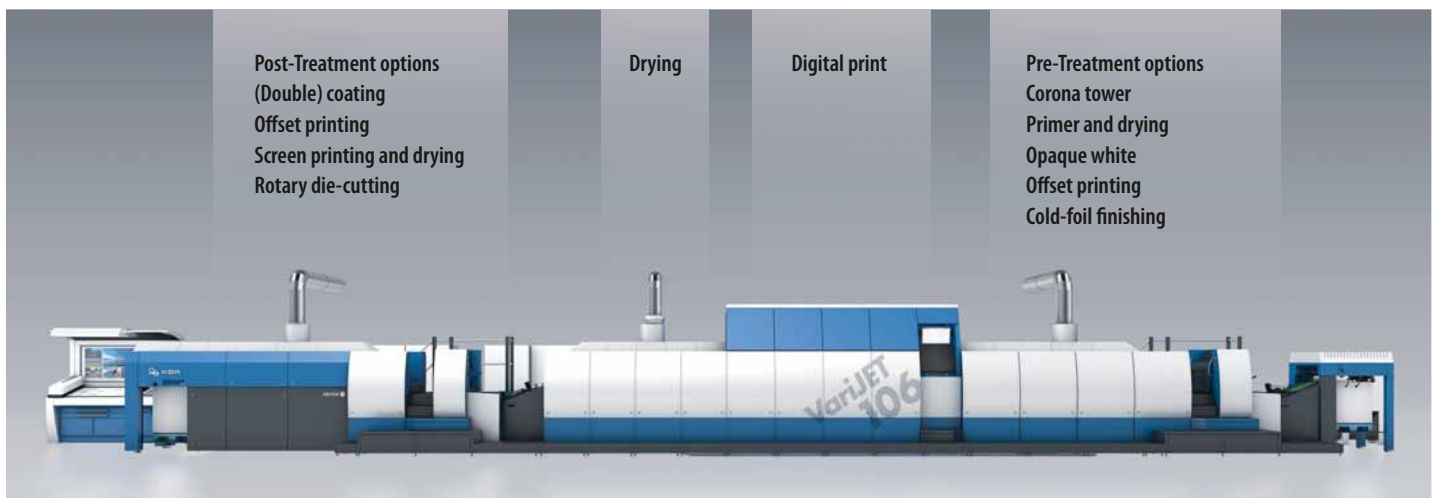
The In-Log Variomailer personalises print products using all conventional inkjet systems
© MS

i Relevant website:
www.berger.at/en

Digital B1 sheetfed press from KBA and Xerox for folding carton printing

Unique system unites Rapida platform with Xerox inkjet technology

In May 2016 KBA-Sheetfed and Xerox announced a partnership to develop an industrial digital sheetfed press for the folding carton market. Folding cartons for items such as cosmetics, food and pharmaceutical products until now have relied on traditional analogue offset printing. KBA-Sheetfed expands its portfolio for this growth market with this digital press developed together with Xerox.



The KBA VariJET 106 – Powered by Xerox integrates Xerox Impika® inkjet technology into the high-performance KBA Rapida 106 press platform, thus uniting the strengths of inkjet with traditional offset printing and inline finishing. The consistent modular concept combines the possibilities of highly flexible digital inkjet with the acknowledged

print and inline finishing capabilities of the offset process. In terms of equipment, the VariJET 106 can be configured exactly to the requirements of particular production needs.

The best of two worlds

Coating, cold foil transfer and offset printing before the inkjet unit, coating,

printing and die cutting thereafter – all processes can be combined to suit individual job structures. This flexibility makes the VariJET 106 unique and one of the most productive and cost-efficient hybrid printing systems on the emerging market for digital packaging printing. The VariJET 106 technology has a lot to offer: seven colours to cover an ex-

Inkjet unit with Xerox Impika® printing heads



Technical data

Max. sheet format:	750 x 1,060mm / 29.5 x 41.7in
Min. sheet format:	540 x 700mm / 21.2 x 27.5in
Max. print format:	730 x 1,050mm / 28.7 x 41.3in
Substrates (standard):	0.2 – 0.6mm / 0.007 x 0.023in
Max. production speed:	4,500sph (currently)
Pile height feeder:	1,250mm / 49.2in
Pile height delivery:	1,200mm / 47.2in

tended colour gamut, 1,440 dpi water-based KBA inks for special food packaging demands, the printing heads can be replaced by the operator, automatic printing head cleaning, printing of board and flexurally rigid materials in an offset quality and print speeds of 4,500 B1 (750 x 1060mm / 29.5 x 41.7in) sheets per hour. The substrate is transported by way of a metal suction belt. It ensures an exactly defined clearance to the printing heads over the entire sheet length also when it comes to rigid substrates. This is in addition to an automatic data workflow for organising print jobs and the link to external MIS systems. The prepress workflow is provided by Esko.

Packaging printing faces new challenges

Only a tiny percentage of all packaging products retain their design for more than a year. The number of different versions of folding cartons for identical products continues to grow unabated. Success at the point-of-sale often depends on extremely short-lived promotions. Packaging is here the only communication tool between the product and customer.

Whether it be a competition which encourages a sale, a photo of the local football team or a supermarket's logo in the corner – small to mid-sized packaging jobs can be produced extremely economically with the VariJET 106. There is also the option of infotainment packaging which links consumers with the virtual realms of the Internet. In addition to personalisation and individualisation, the customer receives high-quality finished print products.

VariJET 106: Production tool for packaging of the future

Digitally printed packaging worldwide will grow at a compound annual growth rate (CAGR) of roughly 16 per cent between 2015 and 2020. Within that, digitally printed folding cartons will see a CAGR of 40 percent¹. Nevertheless, conventional offset will remain the dominating process in folding carton printing over the next years. Plus, KBA-Sheetfed as the recognised market and technology leader in this segment continually enhances its proven medium and large-format Rapidas as this year's Drupa showed. The VariJET 106 is a sensible addition and an answer to the trend on the packaging market towards smaller and more individualised print runs up to Print-on-Demand. As a production tool for the packaging of the future it opens up entirely new opportunities for print companies and their customers. It permits the fast implementation of innovative design and marketing concepts at the POS.

Benefits for all

Customers and contractors primarily profit from the VariJET 106 breakthrough technology. Print companies will see a reduction in production costs for smaller print runs. Production will also be faster in many cases compared to purely digital or analogue processes. Business can be expanded with just-in-time activities and individualised packaging. Packaging for the pharmaceutical and cosmetic industries as well as food can be printed, finished and processed in part in one step depending on the press' kit. Brand manufacturers receive small runs, sam-



Benefits at a glance

- *Cost reduction through economically efficient production of ultra-short runs*
- *Sparing of resources*
- *Reductions in storage costs and waste*
- *Absolute flexibility with regard to test packaging with new designs or campaigns*
- *Faster response to market demands: Adaptations to packaging at the last minute*
- *Economical production of packaging with high regional and seasonal diversity*
- *Print-on-Demand for supply chain optimisation*
- *Suitable for industrial production, irrespective of run lengths*
- *Customer loyalty through individual and personalized packaging designs*

Above: Sheet transfer on the inkjet unit's suction belt

ples, test packaging etc. quickly and in a high quality at reasonable costs.

Packaging's demands in terms of flexibility are rising. With the VariJET 106 – Powered by Xerox packaging can be altered at the last minute. What is more, resources are spared. Print-on-demand optimises the supply chain, and storage costs and waste are reduced. More individualised and personalised packaging designs increase customer loyalty to the product. To sum up, the VariJET 106 is the answer to changing structures and processes in the field of packaging production.

Easy operation of inkjet unit via touchscreen



¹ Future of Digital Print for Packaging to 2020, Smithers PIRA, 2015

Martin Dänhardt
martin.daenhardt@kba.com

New RotaJET L-Series struts its stuff in Düsseldorf

Superior quality and enormous flexibility in high-volume digital

The new RotaJET L-Series was presented in an entirely new design with new printing head and drying technology live for the first time to the industry at this year's Drupa. Its various highlights and a superior print quality on coated offset stock soon attracted attention. With a high web speed of up to 300m/min (984ft/min) and a native print resolution of 1,200 dpi, it opens up new market segments for high-speed inkjet systems.



The new RotaJET L-Series bowled over visitors at Drupa with its outstanding print quality on coated offset stock

Brilliant results on coated offset stock

With the new 1,200 dpi head technology in connection with RotaColor polymer pigment inks the RotaJET L printed high-gloss magazine covers on 170g/m² (109lbs) offset magazine paper in a superior quality. The KBA RotaJET's high speed also permits the fast production of products that are strongly tailored to certain target groups in high print runs. RotaJET users also do not have to go without finishing with UV or dispersion coating. Various coating technologies are possible inline. The Nearline - in cooperation with FKS – finished print samples from the RotaJET L were unbeatable at the trade show.

The option of inline finishing is just one of many examples of the flexibility and upgradeability of the RotaJET L-Series in terms of web width, print speed and print resolution. The user has the option of starting with a smaller RotaJET L and upgrading to the RotaJET 138 top model. The KBA RotaJET L-Series thus has a key unique selling point in the field of high-volume inkjet printing.

Three applications were at the centre of the RotaJET L-Series live demos at Drupa. These were all chosen specifically for digital inkjet printing on coated stock which has long been regarded as challenging. The central-cylinder technology for optimum register precision, the variety of substrates that can be handled and its high level of flexibility configurable as a 4/0 or 4/4 press with web widths from 77 to 138cm (30.3 – 54.3in) make the RotaJET L-Series a high-volume digital print solution for industrial (e.g. decor) and media-driven applications (e.g. book, catalogue, magazine, ad or newspaper printing). A clear focus is also on paper-orientated packaging markets.

Personalised covers – new opportunities for magazine publishers

The production of fully personalised covers for a German car and motorsport magazine implemented in connection with Motorpresse Stuttgart and Novadex

attracted a lot of attention. Successful up and cross selling is also made possible by addressing subscribers with print according to target group and leading them to landing pages using personalised QR codes. This option was shown to print experts on the RotaJET at Drupa. One step further would be to integrate highly variable ads that correspond to the content or the subscribers' personal profile in addition. The demonstrations at Drupa clearly showed which options are technically possible for magazine publishers and ad customers today if they choose to take this path together with KBA.

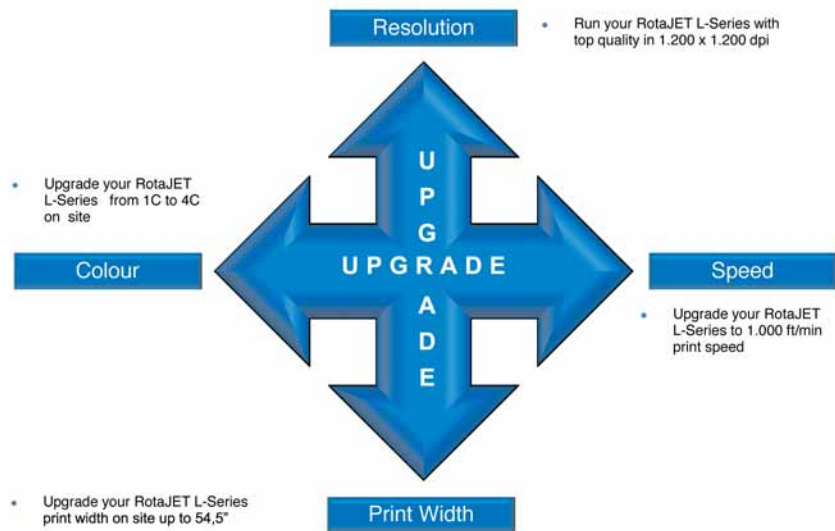
The RotaJET printed changing covers of a German car and motorsport magazine in an excellent quality on coated 170g paper

Along with traditional markets, high-speed inkjet printing also offers considerable potential also for industrial applications when it comes to process benefits and enhancing efficiency. New business channels and incremental growth open up additional options.



The RotaJET L also prints packaging

This was also presented in an impressive way at Drupa. The 4/0 Industrial RotaJET L press at Drupa produced packaging for wine on standard GD II board on the fly in



a highly efficient manner. The possibility to convert the sheet based offset lamination process into a web based process helps to streamline production processes and increases flexibility. Alongside flying job change, the laminating process is optimised and qualitatively improved. Moreover, a lighter basis substrate weight can be used. The possibility to produce packaging in smaller runs faster, reduce storage inventory and cut waste are further positive aspects of digital production.

KBA-Digital & Web offers outstanding, suitable solutions for this field with the RotaJET L with 138cm (54.3in) and the RotaJET VL with 168cm (66.1in) web widths.

Combination of print and online unlocks extra potential

Digital decor printing – every visitor to the KBA stand consciously or subconsciously noticed this combination. All of the laminate flooring on the KBA Drupa stand was produced on a KBA RotaJET 168 at Interprint in Arnsberg, Germany. The flooring was enhanced with Augmented Reality, allowing visitors access to extra information on the KBA RotaJET via Smartphone or Tablet.

The combination of digital decor printing and Augmented Reality opens up new business models in the field of decor printing. Decor can be produced on demand with the KBA RotaJET – for retail groups for example. It can be tailor-made



Photos above: The professional linking of print and online using Augmented Reality via an AR code was presented by KBA at Drupa 2016 with the flooring on its stand. It was produced on a RotaJET 168. Whoever scanned the writing on the laminate flooring using the LAYAR app was able to see the RotaJET in action at Interprint in Arnsberg

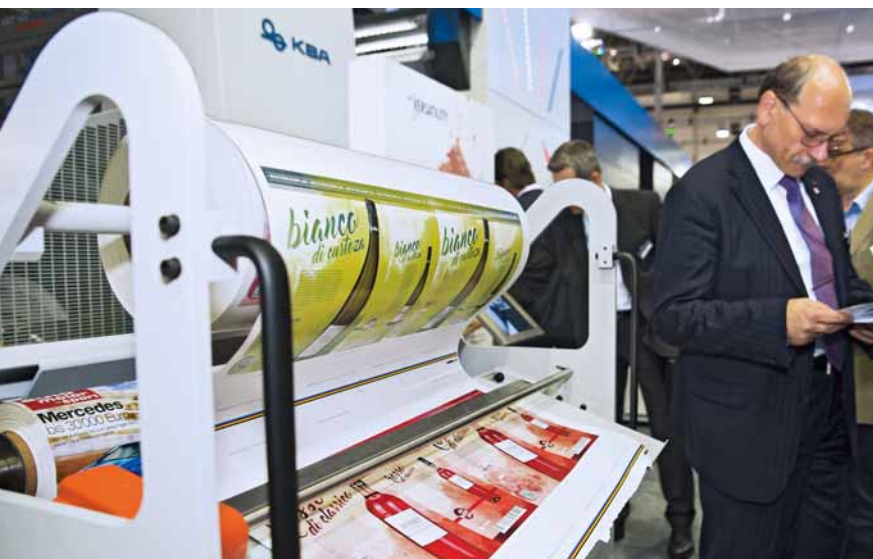
Centre right: The raft of options delivered by high-volume inkjet printing with the incredibly flexible RotaJET L-Series was the subject of great interest at the trade show

for every outlet ready for use to the square meter. Enhanced with Augmented Reality every outlet would be in the position to generate special offers or ad slogans for potential customers.

The laminate flooring on the KBA trade show stand was a practical example of the professional link between print and online. This combination holds a lot of potential for the graphic arts industry in the future.

This combination is also interesting for retailers and advertisers as the clicks of the contents looked at can be traced. Print's impact can therefore be measured and this would support professional marketing controlling.

Oliver Baar
oliver.baar@kba.com



The large RotaJET L and VL as a 4/0 press can also print packaging and coat inline. KBA demonstrated this at Drupa 2016 with wine packaging on standard GD II board. The RotaJET 138 and 168 are particularly suited to packaging printing

Confidence in KBA-Flexotecnica

Termoplast Nord confirms installation of new hybrid EVO XD

From the production of extruded films to the printing and converting of flexible materials, Italian supplier Termoplast Nord in Giavera del Montello near Treviso offers a complete production cycle with the latest technology serving as many as 15 different product sectors. The new EVO XD flexo press by KBA-Flexotecnica is an eight-colour hybrid press for both solvent and water-based inks.



Entrepreneurs aim to increase their business and place their company at the highest level. Dante Zecchel, general manager and founder of Termoplast Nord, embodies exactly this spirit, driven by the desire to anticipate trends and to be always one step ahead of the market.

The strategy set by Dante Zecchel focuses on two tracks: On the one hand, the presence in foreign markets with affiliated companies that operate in Spain, Romania, Hungary, North Africa, Tunisia, India, Bangladesh and Cambodia. The production units operate with a complete technological vision in the field of gravure, offset and digital printing. On the other hand, the constant improvement of the capabilities of Termoplast Nord in Giavera del Montello near Treviso, serving 90 per cent of the northern

Termoplast Nord in Giavera del Montello near Treviso

Italian market, and the remaining 10 per cent countries in northern Europe.

Termoplast Nord employs about 60 people that manage 7 extruders, 6 printing machines, 11 sealing machines, laminating machines and slitter-rewinders. The production process is diversified according to the needs of the customer to be served: from unprinted plt coils to envelopes for clothing, PE film and silicone PP, films for topsoils, pellets, pasta manufacturers and other types of food packaging, as well as envelopes for couriers and the airport sector. A turnover in 2015 of approximately €20m (\$22.3m) and a growth trend in the first half of 2016 of approximately 18 per cent, made possible thanks to the investments in production technologies that allow the company to be constantly updated. This was

in addition to the pursuit of quality raw materials that characterize its packaging, both the domestic market, serving some of the most famous brands in the food sector, plus also internationally.

Great attention to product quality and the environment

Termoplast Nord has the ISO 9001 certification for its quality system which guarantees correct work procedures and compliance with product quality requirements. Furthermore, the process to achieve the B.R.C. certification for the food industry is ongoing, it should be completed within the current year.

“In recent years we have tried to carry out various development projects of our products, in line with the new trends in the market as we know the market re-

quires more and more eco-friendly solutions. The direction to take is that of biodegradable materials, trying to offer customers ever more efficient solutions. But not only that, our company has always paid great attention to improving the management of waste disposal, separating waste materials internally as much as possible and interacting closely with our disposal companies. Finally, since we want to follow the standards established by the Kyoto Protocol, we proceeded to install a post-combustion plant to regulate the emissions of fumes into the atmosphere”, says Dante Zecchel, accompanying us to see the new press installed in one of several production units that are part of Termoplast headquarters and total 20,000m² of covered space.

Third flexo press from KBA-Flexotecnica

The new eight-colour hybrid EVO XD is a special machine for seamless production using both solvent and water-based inks. The newcomer is the third flexo press from KBA-Flexotecnica, and follows the first two installed in 2006 and 2012.

“The market is now saturated with standard machines, so we wanted a press that would give us the opportunity to present ourselves to the market as a supplier with innovative solutions. Among the various proposals we analysed, we chose to invest in water-based ink technology with KBA-Flexotecnica, so we can offer our customers, especially for the food sector, packaging with high ecological credentials. And this message can be conveyed coherently with marketing on their packaging, for example for organic, natural product lines, so as to have real added value,” adds Zecchel.

The new EVO XD is a fully featured eight-colour machine with a web width from 350 up to 1,060mm (13.7 – 41.7in). It contains in a single machine that is normally offered by two separate machines. “To be able to switch from solvent inks to water-based inks, Termoplast Nord has specifically requested to have a double ink delivery and washing system that allows the ink change within a few minutes, keeping the two circuits separate and without contamination, which is crucial for the food industry,” intervenes Andrea Dallavalle, project & sales manager at KBA-Flexotecnica.



L-r.: Maria Costantino, sales and marketing manager at KBA-Flexotecnica; Dante Zecchel, general director and founder of Termoplast Nord and Andrea Dallavalle, project and sales manager at KBA-Flexotecnica in front of the new EVO XD

The EVO XD's kit with two systems for ink supply, ink changing and washing radically reduced the switch from solvent to water-based inks and vice versa to around 30 minutes



Fast change from solvent to water-based ink

“We know that there are already solutions on the market to switch from solvent to water-based ink printing, but with very long job changeover times. Thanks to our innovative ink delivery and washing system, we have been able to drastically reduce changeover times. Besides, even doctor blades, anilox and all auxiliary elements indispensable to the printing process are double, one set to be used for solvent printing and another is dedicated to water-based printing,” adds Maria Costantino, sales & marketing manager at KBA-Flexotecnica. Working in three shifts, seven days a week, for Termoplast Nord assistance is a primary aspect and the purchase package also includes the H24 assistance offered by KBA-Flexotecnica, a customer centric 24/7 hotline assistance which offers remote and telephone-based support.

“If we didn't have everything double for solvent and water-based printing, changing jobs and washing elements would take us more than eight hours without having the guarantee of 100 per cent cleanliness: With the new EVO XD we can move from one process to another within half an hour. In addition to taking full advantage of the new machine, we gathered our printing plate suppliers, inks and materials suppliers to find the ideal combination. I'm very pleased that KBA-Flexotecnica listened to our needs and was able to build the machine with all the features exactly as I had conceived them at the design stage,” adds Dante Zecchel.

Dante Zecchel is extremely satisfied, showing us some test results with water-based inks on flexible packaging for snack foods, on which it is impossible to notice differences compared with solvent ink printing. “I brought the same design printed with solvent and water-based ink to a customer, who thought I was presenting him two solvent prints. He witnessed the level of quality achieved with water-based inks which have a better colour rendering as well as more shine and sparkle. Now it's up to my customers to know how to convey in the best way to enhance their added value using water-based printing”, concludes Zecchel.

Finally, before we said goodbye, Zecchel wanted to emphasize a critical aspect that limits the progress of his company. Even if with a full order book until the end of year, the lack of skilled labour causes difficulties when it comes to expansion.

The original article was published in the magazine “Converter-flessibili-carta-cartone” September/October 2016 – www.converter.it

Andrea Spadini
Inquiries: info@kba-flexotecnica.com

Relevant website:
www.termoplastnord.it/english

Benders Paper Cups looks to the future with the EVO XD from KBA-Flexotecnica

More performance and superior quality with innovative flexo technology

Benders Paper Cups, the Wrexham-based specialist producers of hot paper cups have invested in a KBA-Flexotecnica EVO XD. The new press, which is to be installed in October 2016, replaces two presses from other manufacturers. It is equipped with several innovative features designed to push boundaries in the area of print and quality control, as well as opening up new market opportunities and providing extra capacity for the future.

Benders paper cups employs 150 people at their site in Wrexham, north Wales. The business was started in London in 1899 as a provider of decorative stationery before branching out into luxury Christmas crackers, other tableware and food items. In 1987, following the relocation of the manufacturing facility to Wrexham, Benders launched the first of its paper cups range and has since continued to develop and produce innovative products in the hot beverage market for major high street brands.

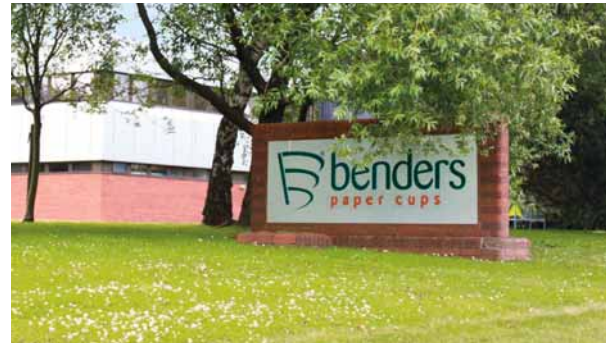
Sound cost-benefit ratio ...

The KBA-Flexotecnica EVO XD was selected from a field of 4 potential suppliers. Benders Paper cups managing director Andy Cunliffe explains: "We discovered that the quality of engineering and value for money that the EVO XD offers put KBA ahead of the competition." He continues "A particular attraction was the level of technical support and the knowledge that the personnel demonstrated during the testing process at the KBA facility."

...and know-how clinched the deal

Benders Paper Cups supply chain director Graham Matthias adds: "During the testing at Tavazzano, Italy, it became clear from the conversations we had with the technical staff that they really understood what the EVO XD could offer as a solution for our business requirements. Their depth of knowledge provided the additional reassurance we required and contributed to our decision to proceed with KBA-Flexotecnica."

The new press is the latest generation EVO XD with an operating speed of 450m/min (1476ft/min). In addition, the press is equipped with features which will provide the desired efficiencies and will provide new levels in quality assurance and monitoring. For efficiency, the press has the ability to splice reels on the fly which brings a major benefit to press output. The press will also bring a significant reduction in set up waste, improved registration control and reduce the amount of cleaning required.



The Wrexham site of Benders Paper Cups in north Wales

Quality and productivity for future growth

In the key area of quality monitoring the press is also supplied with the latest generation, 100% defect detection system. This will enable Benders to match the expectations of their existing clients for product quality assurance and should be instrumental in attracting new clients for the future. Andy Cunliffe states: "With every equipment purchase at



Managing director Andy Cunliffe (l) and supply chain director Graham Matthias in front of a collection of printed paper cups for hot drinks

Benders Paper Cups there is an expectation for increasing levels of quality from the market, I am pleased to state that we have responded to our client's requirements with the investment in the KBA-Flexotecnica EVO XD."

Richard Warnick KBA-Flexotecnica sales and service manager states: "At an early stage in the project, it became clear that a 'safe pair of hands' was required for this crucial phase in the growth of the Wrexham site. KBA-Flexotecnica has a wealth of experience and expertise in the efficient printing of quality, web and sheet fed cups. Deep technical knowledge combined with the quality of the engineering inside the press was enough to persuade Benders that KBA-Flexotecnica represented the best fit to bring the growth, improvements in quality and the innovations that Benders required from this investment. The team at KBA-Flexotecnica look forward to delivering a

The new-generation EVO XD from KBA-Flexotecnica features a raft of technical kit for quality assurance and increasing productivity





Andrew Pang, managing director of KBA (UK), is pleased with Benders Paper Cups' decision in favour of the EVO XD

successful solution which will meet all of the performance metrics that will drive business forward at Benders."

KBA (UK) Ltd. managing director Andrew Pang adds: "We are extremely pleased to be chosen as a partner for Benders Papers Cups at this exciting new stage for their business. The reasons given for choosing KBA-Flexotecnica for this investment in

the EVO XD underline the fundamental principles of what we aim to provide: high quality engineering and technical support combined with a deep understanding our customers' requirements. I am pleased to state this approach has proved successful once again."

Craig Bretherton
craig.bretherton@kba.com

New-generation Corrugraph "Made in Germany"

KBA's return to sheetfed flexo for corrugated

The focus on growth markets, such as conventional and digital packaging printing, is part of KBA's successful strategy. With this in mind, CEO and president Claus Bolza-Schünemann announced the return to the sheetfed flexo market for corrugated at Drupa.

Bolza-Schünemann: "We were active in this market around 10 years ago with the KBA Corrugraph flexo press built at our U.S. plant. Users of the first Corrugraph series are extremely satisfied with their presses and we have the know-how for a cutting-edge version of our sheetfed flexo press. It is expected to be developed and built at Koenig & Bauer's headquarters in Würzburg, and will be in operation in time to celebrate our 200th birthday in 2017."

Combining proven with new technology

The new, second-generation, even more highly automated KBA Corrugraph for faster job change features an integrated rotary die-cutter. It is engineered for a maximum sheet format of 152 x 340cm (59.8 x 133.8in) and has a maximum print speed of 12,000sph. The Corrugraph can handle substrate thicknesses from 1 to 10mm (0.039 – 0.39in). The constructive solutions found in the pre-

vious press generation, such as its fixed frame with wide-spaced printing units that provide space for inter-unit dryers as well as continuous vacuum sheet travel, that were positively evaluated by users are expected to be transferred to the new Corrugraph.

However, there are a raft of new features given the technical advancements in electronics and KBA's experiences from other markets. This is in addition to the option of remote diagnostics, 24-hour remote maintenance and the global KBA service network which not all manufacturers can offer in this market.

Alliance with HP in the digital corrugated market

KBA has worked with HP on the development, production and commissioning of the world's largest inkjet press, the HP T1100S, for digitally printed top liners in the field of corrugated packaging since



2014. The impressive machine with a web width of 2.8m (9.2ft) is assembled in the KBA site in Würzburg. The prototype was presented here by HP together with KBA to corrugated producers from all over the world in December 2015. HP has already ordered six of these presses from KBA and the first have already been delivered.

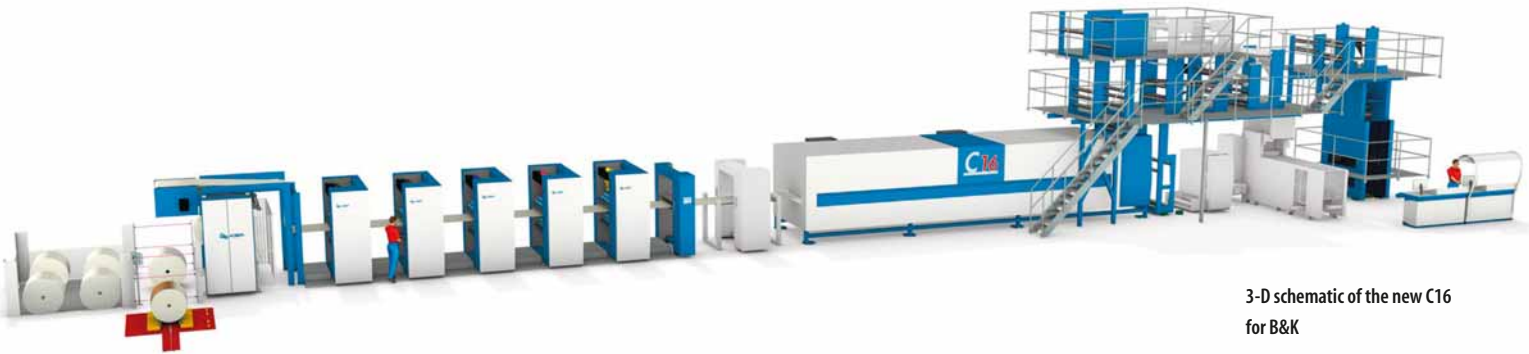
Packaging market growing faster than world's population

With a growth rate of +4 per cent p.a. the global packaging market is growing faster than the world's population. Flexible packaging (+4.4%), corrugated (+4.3%), board (+4.2%), rigid plastics (+3.8%), glass (+3.3%) and metal (+2.5%) are growing the fastest. KBA companies are active in all of these areas, and are even the leaders in some.

The new-generation KBA Corrugraph

Klaus Schmidt
klaus.schmidt@kba.com





3-D schematic of the new C16 for B&K

Continuation of a successful partnership

Another KBA C16 for B&K Offsetdruck

B&K Offsetdruck from Ottersweier, Germany, ordered a further 16-page commercial web press from KBA-Digital & Web Solutions a few weeks before Drupa opened its doors. B&K Offsetdruck signed up for a then brand-new, high-performance Compacta 217 at Drupa 2004, its successor the KBA C16 four years ago and now again for the same press.

The family enterprise is managed by Jörn Kalbhenn, the second generation of the founding family, and is no high-volume printer. Its print products are innovative and tailor-made. “We are extremely satisfied with the KBA Compacta

217 and C16 in terms of reliability and quality. It was therefore a logical step to invest once again in another C16,” says B&K managing director Jörn Kalbhenn. B&K has maintained a healthy growth curve since its foundation almost 50

years ago. Today the company employs over 200 staff who produce more than 5 million 16-page products every day.

High-quality magazines and covers off the reel

The new KBA C16 with a maximum rated speed of 65,000iph will be used to print upmarket magazines and journals, complete with their covers, to the highest quality standards. The five printing units will have ultra-fast plate changers. Numerous additional automation modules, such as KBA EasyTronic automatic press presetting system and cutting-edge ErgoTronic console technology, serve to increase productivity and minimise make-ready and waste.

The C16 will again be fitted with a KBA cutter (sheet cutter). This will reduce investment and production costs, increase output and optimise the production of 4, 8, 12 and 16-page products. The C16 will be embedded in the presses’ existing KBA LogoTronic Professional system for production management and is expected to be fired up in summer 2017.

After signing the contract at B&K Offsetdruck: (l-r) B&K financial manager Werner Stimmler, KBA sales manager Reiner Dluschek, B&K managing director Jörn Kalbhenn and technical manager Hans Geideck

Henning Düber
klaus.schmidt@kba.com





After signing the contract on the KBA stand at Drupa: (l-r) Jochen Grossmann, managing director Druck- und Pressehaus Naumann; Christoph Müller, CEO KBA Digital & Web Solutions; Oliver Naumann, publisher and managing director Druck- und Pressehaus Naumann and Günter Noll, sales manager KBA-Digital & Web Solutions

Gelnhäuser Neue Zeitung banks on KBA web presses

Druck- und Pressehaus Naumann orders Commander CL

Druck- und Pressehaus Naumann in Gelnhausen is a cutting-edge media company which publishes Germany's youngest independent daily newspaper, the Gelnhäuser Neue Zeitung. The publishing house ordered a highly automated KBA Commander CL newspaper web press at Drupa.

The 4/2 press line can print up to 90,000 full-colour Broadsheet newspapers per hour and will come on stream in summer 2017. "The Commander CL's high productivity and print quality coupled with short makeready times and low waste levels won us over," says managing

director Jochen Grossmann. The press line has been the most ordered newspaper press in the top-performance class for five years. KBA has sold 16 of these press lines with a total of 55 printing towers to customers in Germany, France, China and the USA.



3-D schematic of the 4/2 KBA Commander CL for the Gelnhäuser Neue Zeitung

Germany's youngest independent daily

Druck- und Pressehaus Naumann founded the *Gelnhäuser Neue Zeitung* in 1988 and it soon became the newspaper with the highest circulation in the Main-Kinzig region of Germany. The company also publishes the weekly *Mittelhessen-Bote* and *Der Neue Markt* which cover the districts Main-Kinzig and Wetterau, Kahlgrund as well as parts of region around Fulda. Furthermore, the company also produces the *Gießener Zeitung* together with Oberhessische Presse. This is Germany's first collaborative newspaper covering Gießen. Together around one million copies of titles from Druck- und Pressehaus Naumann are distributed weekly in the respective areas.

Numerous further publications and supplements from third-party publishing houses and company customers are expected to be printed on the Commander CL in the future. What is more, the printing house also offers services for all kinds of commercial printwork. This is in addition to comprehensive mail and logistics services. The MADSACK media group has had a 51 per cent stake in the company since 2007.

Highly automated and high productivity

The Commander CL will have two eight-high towers for 4/4 printing, a KF 5 jaw folder and two Pastomat reelstands plus a Patras M automatic reel-loading system. The extensive package of automation modules including RollerTronic roller locks, CleanTronic cylinder washing units, colour and cut-off register controls and semi-automatic plate change keep makeready, waste and operating and maintenance efforts to a minimum. An automatic colour measuring and control system, plus a ribbon stitcher will be added at a later date. The Commander CL will be controlled from an ErgoTronic console incorporating EasyTronic for optimised press start-up and automatic run-down, and PressNet for planning, pre-setting and process management.

Henning Düber
klaus.schmidt@kba.com

CORTISSIMO

CORTISSIMO: Creative print products with the KBA Cortina

Drupa alliance for waterless printing

In close cooperation with Rheinisch-Bergische Druckerei (RBD) based in Düsseldorf, a company belonging to the Rheinische Post media group, Fachverband Medienproduktion e.V. (f:mp.) and cross-media agency Viva mediale, KBA pushed for more courage and imagination when it comes to re-positioning printed media in a multimedia world.



At the press breakfast on the f:mp. stand (l-r): Katja Lümmer, Rüdiger Maaß, Matthias Tietz, Jelena Kohnen, Klaus Schmidt and Claus Bolza-Schünemann

Breach, Immerge". It unites the real and virtual worlds and is expected to contribute to winning over high web-affinity users for print.

CORTISSIMO: New ideas bring new customers

RBD marketing director Katja Lümmer presented the *CORTISSIMO* newspaper magazine developed together with agency schaffrath concept as a journalistic result of market research carried out in the agency scene on waterless Cortina printing. Her conclusion: "The *CORTISSIMO* unites modern design known from the

Claus Bolza-Schünemann (r) in talks with Matthias Tietz

The some 20 users of the waterless KBA Cortina web offset press are particularly creative with novel print products for new target groups and have enjoyed growing success. A successful example of this is the newspaper magazine *CORTISSIMO* published by RBD in various formats.

At the press breakfast on the f:mp. stand KBA president and CEO Claus Bolza-Schünemann, RBD CEO Matthias Tietz, RBD marketing director Katja Lümmer, Jelena Kohnen of cross-media agency Viva mediale, with KBA marketing director Klaus Schmidt as host, pushed for the more proactive role of printed newspapers and magazines in an online age.

Standardisation and quality

Bolza-Schünemann: "With the Cortina and other waterless sheetfed and web printing presses KBA has proven that

economy and ecology, and standardisation and quality are not contradictory. The process opens up new avenues for users. The extremely high-quality *CORTISSIMO* newspaper magazine is printed without a hot-air dryer, UV inks or special paper. It is a feast for the eyes in terms of contents and visuals. Enjoy!"

Integrated communication

Jelena Kohnen from agency Viva mediale in Essen, Germany, gave an insight into how agencies tick. She believes it is important to make creative people recognise the strengths of printed matter, such as haptics and sustainability, as well as to link print and online with each other in terms of integrated communication. One possibility is to enhance print with Virtual Reality (VR). As a supplement to the *CORTISSIMO* print product, together with RBD Jelena Kohnen developed the 3D animation: "Descent,





Matthias Tietz and Katja Lümmer from Rheinisch-Bergische Druckerei in Düsseldorf are tireless promoters of waterless coldset printing

Turning a “crisis” into an opportunity

RBD managing director Matthias Tietz passionately promotes the expanded possibilities delivered by his KBA Cortina with coater. His findings on the challenging job of re-positioning the RBD in a 21st century media arena: “You have to understand your customers, get to know them, open up and also begin to look ahead. What many may call a ‘crisis’, others see as a major opportunity to shape this shift.”

Klaus Schmidt
klaus.schmidt@kba.com

magazine market with the economic and ecological advantages of waterless offset printing, optional coating finishing and the high credibility of the newspaper.”

This and other initiatives have allowed RBD to win over a raft of new print customers from the consumer goods and service industries.

More on the CORTISSIMO project at:
www.cortissimo.de/en

20th KBA Cortina goes to the island of La Réunion

Waterless offset in the Indian Ocean

KBA announced the sale of the second waterless Cortina compact web press to a print firm outside Europe on the last day of Drupa. The 20th press ordered from this highly automated press series will operate in the Indian Ocean on the popular island of La Réunion which belongs to France. With the exception of newspaper house Gulf News in Dubai, until now only European print companies have opted for the Cortina which is well-known for its print quality and environmental friendliness.

The 4/2 press that is equipped with a hot-air dryer for the production of high-quality newspapers and semi commercials consists of a four-high tower for 4-over-4 printing, an autopaster and a KF 3SC jaw folder. Provision has also been made for an extension at a later date. One major advantage of the waterless Cortina is that changing from coldset to heatset printing is possible without having to change the ink. It delivers a unique level of production flexibility with short makeready times.



The waterless, compact KBA Cortina will soon be printing newspapers and magazines on an island in the Indian Ocean

Klaus Schmidt
klaus.schmidt@kba.com



Rhein-Zeitung receives further compact KBA web press

Mittelrhein-Verlag in Koblenz picks another 6/2 KBA Commander CT

Mittelrhein-Verlag in Koblenz (*Rhein-Zeitung*) has opted once again for a triple-wide compact web press from KBA with the investment in a further 6/2 Commander CT. Configured with two reelstands, two 6/2 towers and a folder, the press is expected to come on stream in summer 2017. The company's print capacities will be extended by the press' maximum rated output of 45,000 full-colour, 48-page copies per hour.

Publishing manager Siegmund Radtke: "Alongside its reliability and print quality, the Commander CT's ultra-short job and pagination changes were what persuaded us to purchase this press again." Four years ago Mittelrhein-Verlag invested over €42m (\$47m) in a highly automated and cutting-edge printing centre in Koblenz. The heart of the centre, a triple-wide KBA Commander CT

with four reelstands, four 6/2 towers and two folders, will now be extended with the recent investment. The 6/2 KBA Commander CT will be engineered for the Rhine format with a maximum web width of 2,100mm (82.67in). In addition to the *Rhein-Zeitung* the press will print frees, inserts and contract work with a total weekly print run of some two million copies.

Above: The expanded 6/2 Commander CT at the Rhein-Zeitung in Koblenz

Print remains a firm business pillar

The company was founded in 1946. The *Rhein-Zeitung* is one of Germany's largest regional titles with a paid circulation of some 185,000 copies. It is published daily in 13 local editions covering the wider Koblenz area from Westerwald to Hunsrück and from the Eifel to the Taunus. The newspaper is thus the media group's core product. "The printed regional newspaper can look forward to a bright future as long as the conditions are right. We therefore invest with conviction in the latest press technology from Koenig & Bauer," says publishing manager Siegmund Radtke. Nevertheless, Mittelrhein-Verlag was one of the first companies to set up an online service back in 1995 and it is constantly being expanded.

Automation boosts productivity

The two KBA Pastomat reelstands are embedded in a KBA Patras automatic reel-loading system, like the existing press. It will be possible to select 5/12, 7/12 and 11/12 ribbons for spadias. The two compact four-high towers can be spilt down the centre for maintenance access. They will feature automatic plate changing, fan-out compensation, automatic colour-register controls, blanket washing, inking-unit washing and central ink pumping. The press will be controlled from KBA ErgoTronic consoles incorporating KBA EasyTronic for minimum waste and short set-up times. Together with the company, experienced KBA specialists will perform all maintenance, production monitoring and press checks for the 6/2 Commander CT. Preventative maintenance and press inspections ensure a high degree of reliability and production efficiency.

The compact design with extensive automation and high operational comfort makes the Commander CT stand out from other presses in this performance class

Henning Düber
klaus.schmidt@kba.com



Service drive in the KBA Web Lounge

Tailored to individual customer needs

Press relocations, network inspections, inline finishing, remote maintenance or retrofits – KBA-Digital & Web has offered web press clients a comprehensive portfolio of services for many years. This has recently been extended, for example in the field of new ad forms opening up a raft of extra production options for users. In the Web Lounge at Drupa 2016 prospects were not only able to find out more about established service offerings, but also received information on the latest innovations, such as data glasses or the mobile console.

KBA specialists can see exactly what the technicians are doing on-site in real time with the new AR-DataGlass glasses. Intervention times are thus reduced and there are fewer communication problems through bad connections. “The huge amount of interest in this new service product and the number of live presentations made exceeded our expectations,” says Thomas Potzkai, head of service at KBA-Digital & Web.

Many visitors were also interested in the KBA MobileConsole – a Tablet compatible with industrial use and fully mobile console with all operating functions. The operating and authority levels are identical to those at the press console. Press operators and maintenance staff can adjust settings from any position at the press using the Tablet.

Predictive Maintenance & Service

Industry 4.0. was also a key topic. KBA presented possible predictive maintenance possibilities based on data analysis. Digital & Web developed the application software “Predictive Maintenance & Service” for print customers together with a software firm. The company supplies the software, KBA the data and industry know-how. Its goal is to recognise patterns which lead to errors and initiate preventative measures before these errors result in press downtime.

Upgrades for new ad formats

New ad formats (KBA MultiView, KBA Superpanorama, XL special formats) can be produced on presses with technical upgrades. An example is SuperVERTICAL, a special format with a continuous, internal centre spread area covering four



Established and new service offerings for web press customers took centre stage in the Digital & Web Innovation Lounge

Service 4.0 with the KBA AR-DataGlass glasses. KBA specialists are always at the user's side providing audio-visual support

Customers, partners and print experts found out more about KBA's extensive service spectrum at large touch tables

tabloid pages. Newspaper houses can offer their ad customers new options for enhancing the efficiency of their ads.

Whether software solutions for process optimisations, PressSupport24, retrofits, upgrades, network checks or inline finishing, the service portfolio from KBA-Digital & Web is tailored to the individual needs of printing firms and was the subject of great interest at Drupa, especially as the machines operating on the market have not gotten any younger over the past years.

Henning Düber
henning.dueber@kba.com

Vital convenience trusts in thermal transfer printing technology

Product quality includes the marking

EU regulations stipulate that the marking and coding on food packaging must be easy to read. As a result, marking systems have to generate a sharp, clear text image. However, quality expectations for marking and coding systems in the food processing industry already go considerably further than that.

Vital convenience in Erkelenz, Germany, aims to unite quality, freshness and the excellent taste of its products with everything which makes modern living enjoyable and convenient. To ensure that this is the case, Vital convenience has put a quality management system in place designed to maintain its high standards. Every process is monitored with great diligence. The marking which contains variable data is an essential aspect of continuous quality assurance.

Cheeseburgers, mini hamburgers, nuggets and other convenience foods are becoming increasingly popular. Small, nutritious meals are in big demand but variety is also important. The people at Vital convenience are the experts when it comes to making convenience products for modern, creative cuisine. Dependable production flows are important to CEO Hans-H. Tappen. Convenience foods must taste good and be easy to

prepare and eat. But, they also have to look good. That's why Vital convenience decided to use tray packaging. Once the products have passed through the tray sealer, labels containing product-specific information such as designation, list of ingredients, nutritional information, weight, etc. are applied to the different items. "We market high-quality products. The recipes and package sizes are tailored to meet the needs of our customers," explains engineering manager Markus Dux. "We make products under our own brand as well as for retailers who market them under their own labels."

Programmable marking systems are needed to introduce production optimizations. The company therefore began searching for suitable systems to replace all of the existing coders, some of which were stereotypes. Markus Dux: "There was no real need to replace the thermo-

The trend towards convenience products is rising: small, high-quality quick-fix meals are in demand

The ttPRINT XS is a high-resolution direct printing unit with a print area up to 53 x 40mm specially designed for mounting into packaging machines and labellers

EU regulations stipulate that the marking on food packaging must be easy to read

formers and labellers which still worked. However, state-of-the-art, standardized marking systems take the complexity out of interfacing and software control. It is easier to synchronize the systems with the packaging machines, and taking all factors into consideration they are far more efficient."

Task: Integration in thermoformers

Various technology from different suppliers was tested for suitability. The task was clear: easy integration into the existing production flows using existing Multivac thermoformers configured with MR cross web labellers. Effort had to be kept to a minimum. Marking containing variable data is applied directly to pre-printed labels before the labels are attached to the sealed trays by a cross web label dispenser. The labels are applied to the top of the trays on some of the packaging lines and to the bottom of the trays on others. Ideally, the existing mountings and frames could be used with the new marking system.

Solution: ttPRINT XS thermal transfer printer

"Several systems met the technical feasibility criteria," Dux explains. "But the entry-level KBA-Metronic ttPRINT XS thermal transfer system delivers everything that we need. Based on the consultancy and implementation support we received, it quickly became obvious that KBA-Metronic is the right partner for us."

Marking systems are integral parts of packaging lines. What would appear to be minor modifications and reconfigurations to existing systems often turn out to be more expensive than expected.



CHEESEBURGER Gebratene Schweinefleischkudelle mit Käse im Sesamweizenbrötchen. Gebakken bereiding van varkensvlees met kaas in een sesamtarwebroodje. Pain de blé aux graines de sésame garni d'une préparation de viande de porc cuite et d'une tranche de fromage.

Zusammenstellungsweise: Auszugskit in der Mikrowelle bei 600Watt ca. 1 Minute erhitzen, oder im vorgeheizten Backofen bei 170°C, ca. 4 Minuten erhitzen. **Bereidungsweise:** Ist die Verpackung in der microwe gelyf oem 30-40W ongeveer 1 min., of in voorverwarmede bakoven bij 170°C gedurende ongeveer 4 min. **Minde Emptel:** minste 7 minuten; au four à micro-ondes à 400W pendant 1 minute, ou dans un four préchauffé à 170°C pendant environ 4 minutes.

Ⓢ Zutaten: Schweinefleischkudelle (54%), Schweinefleisch (30%) (e), Sesam (2%), Parmesankäse (1%), Weizenmehl (1%), Speisestärke (1%), Weizenmehl (1%), Weizenmehlaufguss, Zucker, Hefe, Sesam (2,2%), Kaput, Speisestärke, Käse (9%), Gouda Käse (40% Fett i. N.), Kees Sappert van Soya, Scherke und Seel verhalten, (later) Schutzfolienverpackt.

Ⓢ Ingredienten: Gebakken bereiding van varkensvlees (54%), varkensvlees (30%) (meer deels fijn gemalen), parmesaan, tarwe-meel, eiwit, zout, suiker, kippen-eiwit, vaagsaadolie, gepoederd suiker, kalkoplossing, spijerolie, droogtarwe. **Sesamtarwebroodje (12%):** tarwe-meel, water, tarwe zuurdesem, suiker, gsm, sesamzaad (2,2%), vaagsaadolie, zout, Gouda kaas (40% vet in droge stof) (9%), Kees Sappert van Soya, mousterd en sekeren, (verpakt onder beschermde atmosfeer).

Ⓢ Ingrédients: Préparation de viande de porc (54%), viande de porc (30%) (en parties finement hachée), chapelure; farine de blé, levure, sel, amidon, blanc d'oeuf, huile de colza, sel inde (sel), seldre de potassium, épices, droogtarwe. **Pain de blé aux graines de sésame (12%):** farine de blé, eau, levain de blé, sucre, levure, graines de sésame (2,2%), huile de colza, sel. Gouda 40% de matière grasse sur matière sèche (9%). Peut contenir des traces de soja, moutarde et sel. Conditionné sous atmosphère protectrice.

Unter +7°C mindestens haltbar bis: Netto-gewicht: 300g e
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In this specific instance, by using the compact ttPRINT XS and simply adding a small adapter plate it was possible to continue using the existing frame for the three hot embossing printers which were replaced. Customer-specific frames were designed for the other printers.

Labels containing product-related information is applied after the tray sealer

The packaging sizes are tailored to the customers' needs

The cross web printer completely traverses the line to apply the labels. Constant motion causes some degree of wear. The standard KBA-Metronic frame has been cleverly designed saving on weight and reducing wear. The built-in print unit applies variable data to the label. As the print unit and the controller are separate subsystems, the controller can be mounted on the packaging system to save weight, eliminating the need for a special design.

Small printer – crisp text image

In thermal transfer printing, digitally controlled elements heat up specific

Easily integrated into existing production processes: the ttPRINT XS

locations on the ribbon where printing needs to be applied. The heating melts a wax coating on the film, which is transferred to the label as visible print. High-resolution 300dpi printing can be applied using this technique. Even small print is clearly legible.

The ttPRINT XS is a high-resolution direct printing unit with a print area up to 53 x 40mm designed specifically for mounting in packaging machines and labellers. With its minimalist design, the printer is ideally suited for simple integration when space is at a premium. The printer is easy to operate from the controller, touch panel or a PC. The controller and print head unit are separate assemblies. Right and left hand print head versions are available. A non-wearing

transfer ribbon transport system with ink side out or ink side in options, right and left hand configurations and variable update on-the-fly are included as standard. A built-in automatic film saver function keeps film loss to a minimum, making efficient use of ribbons which are up to 600 m in length. The ttPRINT XS comes with a whole set of internal fonts as well as 1D, 2D and composite codes.

Bottom line: Quality the easy way

Since the beginning of the year, all of the Multivac thermoformers at Vital convenience have been outfitted with MR cross web labellers, and ttPRINT XS thermal transfer printers are used on all of the systems. The barcodes, best by and batch traceability dates are clearly legible. The thermal transfer printer easily keeps up with the speed of the production line and the user is this extremely satisfied.

KBA-Metronic has more than 40 years of experience in product marking systems. Integration of marking systems and peripherals such as frames, mountings and connectivity to new and existing systems is part of the daily routine for the KBA-Metronic team.

Iris Kluehspies
iris.kluehspies@kba-metronic.com



i More information:
www.kba-metronic.com
www.vital-convenience.de/EN/



Celebrating the European Football Championship 2016

The KBA-Kammann K15-XL screen printing machine can decorate over 10 million hollow containers a year

Kick off with special edition Jägermeister

The makers of Jägermeister, the German herb digestive, based in Wolfenbüttel brought out a limited edition of its popular drink just in time for the European Football Championship 2016 in France. For the first time in the company's history the 0.7l bottles were decorated with seven country designs printed in a high-quality using screen printing. A total of 850,000 special edition bottles were produced with an annual sales volume of almost 90 million 0.7l bottles worldwide.

German company PSL based in Hehlen, Lower Saxony, decorated the bottles using the screen printing process as part of this challenging project. It used a KBA-

Kammann K15 machine in "XL" with a total of 20 processing stations and an annual output of over 10m decorated articles.

The special edition Jägermeister bottles for the European Football Championship 2016 decorated using screen printing

Alongside seven screen printing units with UV dryers, the KBA-Kammann K15-XL is equipped with titling handling systems for articles, a register unit with camera technology, a hot stamping station which is suitable for stroke or roll-on stamping, and printed image inspection. These features ensure that the demands of a permanently changing market are met in the long time within the field of contract decoration.

A screen printing unit, a UV curing unit or a hot stamping unit can be exchanged flexibly with this intelligent modular system.



Matthias Graf
graf@kba-kammann.com

Relevant website:
<http://www.pslgmbh.de/en/>

Rapida 106 with LED-UV for Hederman Brothers in Mississippi



The team at Hederman Brothers (r-l): Doug Hederman, president and CEO; Rick Smith, executive vice-president; Coby Parker, controller; John Shaw, printing manager; executive vice-president Bert Jackson and operations manager James Houck

Hederman Brothers, a leading full-service commercial printer in Ridgeland, Mississippi, placed an order at Drupa for a highly automated six-colour KBA Rapida 106 plus coater featuring full high-energy efficiency LED UV, Quali-Tronic ColorControl inline colour control for quality control, and a lightning-fast 20,000sph. It is the first Rapida 106 with

LED-UV dryers from Air Motion Systems (AMS) in the USA. It will replace two older sheetfed offset presses and will be installed in 2016 in a new building.

Doug Hederman, president and CEO of Hederman Brothers and its fourth-generation leader: “We chose this specially-configured press with proven automation

and technology from KBA because we believe it will surpass the high expectations and demands of our loyal customers and address the speed, quality, and innovative designs that we produce for them. This will be our first KBA press. After thoroughly vetting the other press manufacturers, we felt that KBA and AMS delivered the most innovative press technology to carry our business into the next generation.”

Hederman Brothers was established in 1898 by brothers Robert and Tom Hederman in Jackson, Mississippi. In 1928, the firm purchased its first offset printing press. After many years of steady growth, Robert's sons, Zach and Henry, assumed control of the thriving company in 1938. With business booming in 1993, Hederman Brothers purchased its first six-colour press with aqueous coating and moved to a new facility in Ridgeland, which nearly doubled the size of the other facility. In 1998, Hederman Brothers became an ISO certified company. Since then, the firm has added a new division called Hederman Direct as well as a full line of digital presses. More recently, the company is relocating into a new facility in Madison to accommodate its continued growth.

Third large format Rapida for Ultimate Paper Box

Ultimate Paper Box (UPBX), a fast-growing custom packaging manufacturer located in City of Industry, California, is expanding its pressroom capabilities with the installation of a new seven-colour Rapida 145 with a host of unique automated KBA technology including coater and full UV. Currently, the firm operates a six-colour Rapida 162a providing the firm with double-digit growth in new business and increasing its production capability by 40 per cent. A Rapida 142 press with UV has been removed to make way for the new Rapida 145.

“Our decision to add another large-format KBA press helps us deliver sophisticated packaging jobs for the high-end packaging market while bringing addi-

tional value-added services to our existing customer base,” says owner Janak Patel. “A noteworthy improvement on our new KBA press is the added feature of UV ink and coating technology that will allow us to run a job through the press in only one pass, resulting in improved quality and lead times. Our partnership with KBA has provided us with amazing technology and productivity. We can pinpoint our growth to these incredible presses.”

Ultimate Paper Box was established in 1995 with four people working in a 185m² (2,000ft²) warehouse.

Today, the firm caters to the electronic, retail, food and pharmaceutical packaging markets and is headquartered in a



Janak Patel (l), owner of Ultimate Paper Box, with KBA sales manager Marcus Schoen stand atop the firm's current Rapida 162a

modern 3,700m² (40,000ft²) production facility near a separate flexible packaging division established three years ago. Ultimate Paper Box has achieved G7 Master Qualification and is FSC/SFI certified. Collectively, the two firms employ 120 and post more than €29m (\$32m) in sales.

East Coast explodes with Rapidas



Moi Nguyen, third pressman at Dee Paper Box Company, a leading folding carton printing firm in Chester, PA, enjoys the expanded pressroom capabilities delivered by the new Rapida 145 double-coater press

ates a highly automated Rapida 145. **Dee Paper Box Company**, a leading folding carton design, printing, and manufacturing firm located in Chester, PA, broadened its pressroom capabilities with the installation of a new Rapida 145 seven-colour double-coater UV press with a host of unique automated KBA technology. A higher net output for more capacity and shorter lead times, more flexibility to meet individual customer wishes for quality, and the professional service from KBA North America were among the main reasons for choosing Rapida technology.

KBA North America is prevailing in the concentrated market of the East Coast with an explosion of printing press sales among some of the best-known titans of the commercial, trade, and packaging industry. Many of these high-visibility, award-winning customers are long-time loyal devotees that are adding KBA presses for capacity reasons; others are new customers that decided to switch press manufacturers.

The largest orders for Rapida 106 came from well-known commercial printer **Allied Printing Services** in Manchester, CT,

(see page 14) and packaging producer **Beyer Graphics** in Commack, NY. **Flower City Printing** in Rochester, NY, one of the packaging sector's biggest privately-held display and packaging printers, fired up a specially-configured, seven-colour Rapida 164 with coater. **NEPA Carton and Carrier Company**, a one stop source for beverage carriers and cartons located in Moosic, PA, oper-

In addition to these prominent customers, KBA salutes further loyal printers in the Northeast and Mid-Atlantic for their Rapida installations. They have mostly opted for long medium-format Rapida 106 and Rapida 105, often with special kit for finishing. They include paperboard printers **Hub Folding Box Company** in Mansfield, MA, and **Parlor City** in Binghamton, NY.

Japan: Good results with the makeready world champion

Iwakura Printing in Osaka, Japan, flipped the switch on a seven-colour Rapida 106 with coater in mid-2015. The food packaging manufacturer primarily operates sheetfed offset presses, but is also active in the field of flexible packaging

Managing director Daisuke Iwakura, the third generation of the founding family, values the benefits delivered by his high-tech Rapida 106. It replaced two older presses and offers additional capacity. The drastic reduction in makeready, less start-up waste and the considerable increase in output have significantly improved print production economy. Iwakura has now become a key advocator of KBA press technology in Japan.

Equipped with DriveTronic SPC, DriveTronic Plate Ident, CleanTronic washing

systems, DriveTronic SFC coater with AniloxLoader and kit for mixed operation with conventional and UV, the Rapida 106 features everything offered by today's cutting-edge sheetfed offset. Daisuke Iwakura is convinced that the press will pay off much quicker than planned even though he thought the numbers presented by KBA in the beginning were too optimistic.

Daisuke Iwakura found out about the latest trends in UV technology from KBA-Sheetfed Solutions in spring 2016. Just like many other Rapida users in Japan, he knows that the performance data presented by KBA are correct. Three years after installing the first Rapida 40 per cent of first users in Japan have ordered a further press from KBA.



Daisuke Iwakura, managing director of Iwakura Printing in Osaka, is completely satisfied with the performance of his KBA Rapida 106



Leading Chinese group expands with KBA technology

Heshan Astros Printing, a member of the **Leo Paper Group**, opted again for a KBA Rapida at Drupa. In the beginning it mainly fired up medium-format presses and the first large-format press came in 2011. Founded in 1991, Heshan Astros Printing ordered a six-colour Rapida 164 with coater in Düsseldorf. It will be the company's 17th KBA press. A large delegation from Leo Paper Group

also informed themselves about all of KBA's innovations on show at Drupa in Düsseldorf.

Founded in 1982, Leo Paper has developed into a leading group with 12 subsidiaries in packaging and printing in China. As the group's main production base, Heshan Astros Printing has a plant spanning 667,000m² and after 20 growth

A large delegation from Leo Paper Group informed themselves about all of KBA's innovations on show at Drupa in Düsseldorf

years it is a provider of one-stop printing service solutions. With advanced production technology and a high production capacity, Heshan Astros provides various printing, processing and production to meet the needs of different customers. Since 2005 regular investments in KBA press technology has contributed to the firm's success and continual growth curve. Today, Heshan Astros employs over 10,000 staff and exports amounted to RMB 2,400m (€325m) in 2015.

Simply Cartons in Nottingham opts for Rapida 106 again

Simply Cartons, the Nottingham-based producers of luxury packaging followed up their investment in a unique, highly specified Rapida 106 in August 2015 with a second order for another 20,000sph Rapida 106 equipped for conventional and UV printing placed at Drupa 2016. The new press, a six colour with a double coating facility, like its sister press is bristling with automation features will be installed in early 2017. These include KBA's DriveTronic SIS sidelay-free infeed, DriveTronic SPC simultaneous plate changing and CleanTronic SRW simultaneous roller washing. The press also includes extensive non-stop and logistics systems and it is raised on a 900mm plinth to assist in producing large volumes of very heavy

folding carton materials. After its installation, the 120-strong company will be an all KBA site.

The decision to purchase the second Rapida 106. CEO Craig Mather explains: "Our customers expect us to provide them with innovative solutions for their products. Therefore, we need to work with a supplier which has a similar pedigree to ours. The synergies between Simply Cartons and KBA in the areas of R&D, innovation, and most importantly, the value placed upon people are clearly apparent. We now have the ability to produce up to 40,000 B1 sheets per

At Drupa (l-r): Andrew Pang, managing director KBA (UK), Craig Mather, CEO of Simply Cartons, Ralf Sammeck, CEO KBA-Sheetfed, and Chris Scully, sales director at KBA (UK)



hour with multiple coating applications. This firepower will give our customers confidence."



Saket Kanoria, CEO of TCPL Packaging (3rd left), and the company's management team – here with representatives from KBA and IPM – ordered three Rapida 106 with a total of 26 printing and finishing units at the trade show

Investment drive at Drupa: Three Rapida 106 for TCPL Packaging

Hardly a year has passed since the last investment and **TCPL Packaging**, one of India's largest packaging printers, ordered another three Rapida 106 press-

es from KBA at Drupa. They will join the four medium-format Rapidas with six to eight inking units, coater and logistics system already in operation.

The first new Rapida began its journey to the TCPL plant in Silvassa in autumn 2016. It features seven inking units and two coaters, produces conventionally as well as with UV inks/coating and will be embedded in pile logistics. A six and a seven-colour Rapida 106 with coater are expected to follow in early 2017. One will go to the company's plant in Haridwar and the location for the other has not yet been decided. The main reasons for the new investment in KBA sheetfed offset presses are the presses' high output, the excellent support from KBA and sales partner IPM, and KBA's recognised poll position in UV production.

TCPL Packaging operates three sheetfed offset sites. The third is in Guwahti. The company is accredited with all the usual certificates for quality management and the production of food packaging. Founded in 1990, the packaging printer employs 1,200 staff today. Many of the company's products have won awards.

High-end Rapida 106 for Bangladesh

Bangladesh's first Rapida 106 was delivered at the end of August. **NRG Printing & Packaging** decided in favour of the no.1 in packaging printing and the world makeready champion in medium format with this investment at Drupa. The company operates 18 sheetfed offset presses. The seven-colour Rapida 106 with coater and UV kit will soon ensure that NRG can target new markets.

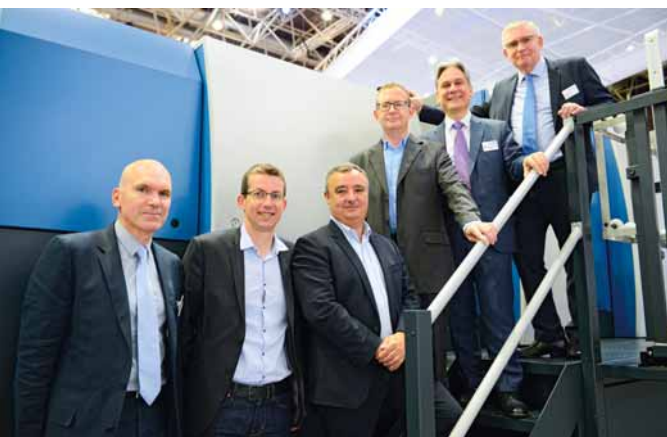
NRG is one of Bangladesh's largest textile manufacturers and has had its own printing company with 175 staff and a head office in Dhaka since 2007. The Rapida 106 is installed in the printing plant in Jamirdia. It is equipped with a cardboard and plastics package and is raised by 450mm. Print quality is controlled via ErgoTronic ColorDrive and LogoTronic Professional links pre-press and MIS.

NRG Printing & Packaging produces food packaging and folding carton for the cosmetic industry and pharmaceutical



On the KBA stand (l-r): Bhupinder Sethi, sales KBA, Ashan Habib Mamun, general manager NRG Printing & Packaging, Dietmar Heyduck, sales director KBA, Ali Amzad Hossain from KBA sales partner Graphic Solutions, and MD. Mojahedul Islam, assistant general manager NRG Printing & Packaging

products. Customers include international brand names, such as Nestlé and Unilever. The new press is expected to produce print products, which previously were imported from India, directly in Bangladesh.



L-r: Jean-Marc Pesse, KBA-France, Olivier Moysan, plant director A&R Carton CDF, Pierrick Van Hoorde, CEO A&R Carton CDF, Roger Lefebvre, head of production A&R Carton CDF, Dietmar Heyduck, KBA-Sheetfed, and Michel Faust, managing director of KBA-France, in front of the Rapida 145

Largest sheetfed offset press at Drupa goes to France

A&R Carton receives high-tech jumbo press from the trade show

The largest sheetfed offset press at Drupa, a Rapida 145, featuring six printing units, coater, triple extended delivery and automated pile logistics will go to France. The high-performance jumbo press with up to 18,000sph in format 106 x 145cm (41.7 x 57in) will be installed at **A&R Carton CDF** in Cholet, western France, in autumn 2016.

A&R Carton is one of Europe's largest packaging groups with production sites in many countries from France to Russia.

The six-colour Rapida 145 with a high-performance coater for UV and acrylic

Despite the growing importance of digital printing, the Rapida 145's dimensions, productivity and print quality impressed the crowds and was one of the highlights of this year's Drupa as such exhibits can only be found at large trade shows

varnish is optimally equipped for the production of various types of board packaging with a focus on food. Additionally, its high level of automation permits the economical production of increasingly smaller print runs. Its features include DriveTronic SRW (Simultaneous Roller Wash) for inking unit washing in parallel to other makeready processes, fully automatic plate change, CleanTronic Multi blanket and impression cylinder washing system for ink changes, CleanTronic UV, EasyClean ink ducts with non-stick coating for fast ink change and nonstop modules with automated pile logistics at the feeder and delivery.



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**Koenig & Bauer AG,
KBA-Digital & Web Solutions AG & Co. KG**
Friedrich-Koenig-Straße 4
97080 Würzburg
Germany
Tel: +49 (0)931 909-4336
Web: www.kba.com
E-Mail: kba-wuerzburg@kba.com

KBA-Sheetfed Solutions AG & Co. KG
Friedrich-List-Straße 47
01445 Radebeul
Germany
Tel: +49 (0)351 833-2580
Web: www.kba.com
E-Mail: kba-radebeul@kba.com

KBA-Metronic GmbH
Benzstraße 11
97209 Veitshöchheim
Germany
Tel: +49 (0)931 9085-0
Web: www.kba-metronic.com
E-Mail: info@kba-metronic.com

KBA-MetalPrint GmbH
Wernerstr. 119-129
70435 Stuttgart
Germany
Tel: +49 (0)711 69971-0
Web: www.kba-metalprint.de
E-Mail: info@kba-metalprint.de

KBA-Kammann GmbH
Bergkirchener Str. 228
32549 Bad Oeynhausen
Germany
Tel: +49 (0)5734 5140-0
Web: www.kba-kammann.com
E-Mail: mail@kba-kammann.com

KBA-Flexotecnica S.p.A.
Via L. Penagini 1
26838 Tavazzano (Lodi)
Italy
Tel: +39 (0371) 4431
Web: www.kba-flexotecnica.com
E-Mail: info@kba-flexotecnica.com

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KBA director of communications,
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Elena Laube, KBA Würzburg

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KBA North America

Tel.: +1 469-532-8000, na-marketing@kba.com

KBA (UK) Ltd.

Tel.: +44 1923 819922, andrew.pang@kba-uk.com

KBA Asia Pacific Sdn. Bhd.

Tel.: +65 6562 8582, a.friedrich@kbaasiapacific.com

www.kba.com

