

Ricoh presents transformative power of continuous feed technology

## Spring Forward with Tecnau

The production capability and application versatility highly automated continuous feed technology delivers will be demonstrated by Ricoh and leading German print and mailing specialist Sattler Media Group at this years Spring Forward with Tecnau.

German print and mailing specialist Sattler Media Group will explore the elevated production and application creativity delivered by its highly automated solution during the live event.

Sattler will demonstrate continuous feed technology's transformational ability at Spring Forward with Tecnau. During Ricoh's presentation on June 9, Arndt-Friedrich Wille, Business Development Manager at Sattler Media Group, will explain how the operation is leveraging digital technology to transition from analogue print. He will expand on Sattler's



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move towards a more agile and responsive production environment that manages runs of various lengths on a wide range of substrates.

Wille will also detail how the benchmark combi-line driven by a Ricoh Pro VC70000 continuous feed inkjet press is delivering uninterrupted production flexibility. As a world premiere, the Ricoh Pro VC70000 will be connected to a Tecnau Zero Speed Splicer u40 comprising of two unwinders u9, an auto splicing tower and a buffer for "on-the fly" web splicing. For the very first time in Europe this Ricoh print line also includes the new ACE DM1000 DG contactless web cleaner and the Tecnau Revolution 50 series, Stack 5251L, roll to cut and stack line.

Enhanced automated print production is also supported by the Pro VC70000's Ricoh Pro Scanner. It ensures added print quality verification with functions including jet-out detection and colour registration detection, while its smart start capability enables the press to prepare for the beginning of a shift to drive maximum productivity.

Sander Sondaal, Director, Commercial Print Sales, Graphic Communications Group, Ricoh Europe, will discuss how co-creation with Tecnau has resulted in integrated solutions that support commercial printers moving from offset to digital. He will highlight how lines like Sattler's respond to market pressures to increase overall uptime, efficiently manage skilled staff, and make energy and consumable savings.

Sondaal says: "Sattler's production line offers a versatile combination of roll to roll and roll to stack inline, plus roll to stack offline options. It allows for a greater number of workflow choices to meet Sattler's varying daily demands. This adaptability, combined with a highly automated, technology rich, end to end solution, ensures maximum uptime which is vital for commercial printers who are under pressure to be as productive and as profitable as possible. It also enables the automated production of multiple small, customised jobs that deliver greater margins."

The 60-minute live demonstration the 9th of June at 10am CET will conclude

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with a question and answer session moderated by Morten Reitoft from Inkish News. It will feature Wille, Sondaal, Stefano De Marco, Managing Director, Tecna, and Robert Gubo, Sales Manager for Germany, Tecna.

## **Kongsberg PCS to show how innovation brings design to life at FESPA Berlin**

Kongsberg Precision Cutting Systems (Kongsberg PCS) will demonstrate how the power and versatility of its digital finishing solutions bring designs to life at the FESPA Global Print Expo in Berlin on May 31 to June 2, 2022. The company will showcase its flagship Kongsberg C-Series digital cutting solution, the modular Kongsberg X24 table and the MultiCam Apex 3R CNC router in its large exhibition space at the Berlin show.

"After the success of our participation last year, we are delighted to be back at FESPA," said Wim Brunsting, EMEA Sales Director of Kongsberg PCS. "This year, visitors will be able to examine an even wider range of systems for cutting, creasing and folding a wide variety of materials. We will show how our range of digital finishing solutions helps sign and display manufacturers streamline workflows and automate production to increase efficiency, while also giving designers and operators the creative freedom to realise the ideas that will shape the future of their business. We will prove that complexity is a thing of the past," Wim Brunsting continues.

The Kongsberg C24 offers a combination of a steel table top with an aluminium honeycomb core, rack-and-pinion drive system and dynamic table allocation. It thus ensures the highest cutting precision and consistency. It also offers speed (100 m/min) and acceleration (up to 1.7 G) with fast and precise tool movements for high-quality digital production, even on the tightest delivery schedules.

"Our C24 will illustrate how various innovative tools from Kongsberg open up new freedoms for design and creativity," says Wim Brunsting. "From our CorruSpeed tool, Psalig-

raphy knife and RotaCut tools to our manual roller feeder, i-Camera and Fast Tool Adapter, visitors can see for themselves that we have the right tooling solutions for every need. We will also be showcasing our impressive VariAngle tool - a groundbreaking innovation for the industry that allows cutting at any angle from 0° to 60° at up to 100 m/min," added Wim Brunsting. "The tool offers complete freedom in designing creative 3D displays and there is no need to stop production when changing tools, dramatically reducing set-up times and increasing cutting speed." Throughout the stand, the Kongsberg PCS team will also be demonstrating the most versatile digital finishing machine on the market, the Kongsberg X24. "Given today's volatile marketplace, where both customer demands and technology capabilities are changing rapidly, it is important to invest in machines that also offer the flexibility needed to grow with business needs," said Wim Brunsting. "The X24 meets these requirements, not only through its wide range of applications, but also because it is a cutting table that can grow with businesses."

Wim Brunsting announced that the team would be demonstrating add-on tools such as the Kongsberg PowerHead, which is suitable for heavy material with its 150 mm diameter creasing wheels and an equivalent pressure force of 50 kg, and the FoamHead, which uses a pendulum blade for processing foam. "This flexibility to add new tools for new materials, new applications or greater capacity means that with the Kongsberg X24, companies can increase volume and enter new market segments to meet customers' changing needs or to pursue a strategic plan for growth and diversification," said Wim Brunsting.

Wim Brunsting and the Kongsberg PCS team will also be showcasing MultiCam's flagship CNC milling machine, the Apex 3R. It is one of the most versatile CNC routers on the market, setting the standard for milling capabilities with its perfect balance between performance and precision. The Apex 3R has a spindle speed of 4-13.3 hp

and can cut a variety of materials, including plastic, aluminium, wood, high-density foam and composites.

"Apex 3R has a solid all-steel tube frame, which guarantees long durability," says Wim Brunsting. "The frame also makes the CNC machine more robust, which reduces vibrations and improves milling quality. Thanks to the standard EZ Control operator interface, companies can start milling immediately and there are minimal interruptions to the workflow. Three-axis motion control enables precise control of milling quality, ensuring precision and high-quality cuts."

"Automation is further simplified by the optional automatic tool changer, which allows the operator to change cutting tools more quickly," says Wim Brunsting. "In addition, a fully programmable CNC cutter is available, allowing operators to cut a variety of materials such as rubber, foam, gaskets and textiles."

Wim Brunsting expects this year's FESPA to be a great success for Kongsberg PCS with four days of informative and inspiring ideas. "We look forward to meeting visitors and learning more about how our latest developments in digital finishing solutions can help them bring their designs to life," said Wim Brunsting.

To see the Kongsberg C24, Kongsberg X24 and MultiCam Apex 3R in action, or to find out more about digital finishing solutions, visit Wim Brunsting and the Kongsberg PCS team at this year's FESPA Global Print Expo from 31 May to 3 June 2022 at stand C50 in Hall 2.2.

German software company OneVision will also be demonstrating the power and precision of Kongsberg PCS cutting solutions at FESPA. The company can be found at stand B31 in hall 3.2, where a Kongsberg X22 table will be used to demonstrate applications created with OneVision software.

## **Flint Group CPW launches Kryoset Heatset Inks**

Flint Group has officially announced the launch of its Kryoset ink series, a ground breaking development that

enables production of heatset quality products within the conventional heatset process without the need for the drying process. Tony Lord President of Flint Group Commercial Publication Web and Flint Offset Packaging Solutions divisions said today "We have been developing this product for some time initially directed towards the retail market as a response to the desire to reduce the carbon footprint within the heatset print process to sustainably support their valued customer base, however with the devastating impact of global gas pricing which shows no sign of abating we accelerated the development programme and are now able to provide Kryoset. Production results have confirmed on various popular substrates that Kryoset is able to provide high quality print with significantly reduced or a totally eliminated drying process thereby significantly enhancing print economics during this volatile inflationary period. The key to this development is the relationship between the ink, fount and substrate but recognising the prevailing shortages with paper supply to the industry we have consciously developed Kryoset with a wide utilisation bandwidth to ensure optimal performance with those substrates that are commercially available today".

Demand for these products is expected to be strong, initially we will be developing with our existing loyal customers prior to introduction to the broader market.

## The Prinova as a Signal for the Future

The new Prinova saddle stitcher from Muller Martini brings Goltze Druck GmbH & Co. KG in Göttingen, Germany, several benefits - first and foremost the newly developed Asir PRO camera system, which guarantees correct sheet sequencing. "The fact that we are not specialized is our specialty." What Managing Partner Marko Fischbach means by this is that the graphic arts company run by him and Olaf Eckermann covers a varied range of saddle-stitched and perfect-bound print products - from very small folds to finished brochures.

And yet, one product segment accounts for a significant portion of Goltze's production, along with classic commercial work: Instruction manuals and package inserts - especially for the pharmaceutical industry. These are printed in average runs of between 4,000 and 5,000 copies not only on thin paper (down to 40 grams), but also in up to 20 different languages. And this in turn places particularly high demands on production - key words being correct sheet sequence and correct language versions to avoid any legal consequences.

Reliable sheet control that guarantees correct sheet sequence is therefore required - such as the Asir PRO camera system newly developed by Muller Martini. This recognizes and compares the printed sheets using 1D/2D code and/or image comparison. Faulty end products are thus finally a thing of the past. "Asir PRO plays right into our hands," emphasizes Olaf Eckermann.

Asir PRO, in turn, is one of several technological highlights of the new Prinova saddle stitcher with six flat pile feeders, cover feeder and banding machine from Palamides that Goltze Druck put into operation at the beginning of this year. Around 90 percent of products printed on four presses, mainly offset but also digital, are saddle stitched. Until a few years ago, the ratio of saddle stitching to perfect binding was 75 to 25. "We are noticing a trend towards saddle stitching due to reduced page counts and language splits, and are recording a higher total volume with falling quantities," says Marko Fischbach.

Until a few weeks ago, the full service company, which was founded in 1951 by Erich Goltze and employs 30 permanent staff plus temporary help in two-shift operation, was still using a Muller Martini 321 saddle stitcher purchased ten years earlier on the second-hand market. Its setup times were up to two hours for certain jobs. Although this was no longer in line with the market, the oldie still played a decisive role in the evaluation of the successor model.

"The fact that the 321 ran so well for so long was thanks to experienced service technicians and the ex-

cellent availability of spare parts. Muller Martini's service performance has convinced us over all these years," emphasize the two managing directors. Added to this was the convincing live demonstration of the Prinova at Muller Martini's Print Finishing Center in Zofingen: "Set-up, changeover, double-up - everything worked perfectly."

According to Marko Fischbach and Olaf Eckermann, the makeready times of the Prinova, as another key benefit in addition to Asir PRO, "are out of all proportion to our previous saddle stitcher - even though we are convinced that we can become even faster."

Dual-purpose production as Benefit III, on the other hand, benefits Goltze Druck, especially for the smaller formats. In addition, the product range for customers, 80 percent of whom come from the region and some from neighboring countries - from private individuals to industrial companies - has become much larger and more variable in terms of format. Benefit IV: Goltze has many repeat orders. These can be conveniently saved and recalled on the convenient touchscreen, whereas previously they had to be entered individually for each job. It is true that the corona crisis did not leave Goltze Druck unscathed. But Marko Fischbach and Olaf Eckermann are nevertheless confident about the future. "Fear is a bad advisor. We are in the best possible position, from management to strategic orientation to our investments, we have a good, motivated team and the best customers. With the Prinova, we are sending a clear signal towards personnel and the future!"

## MASTHEAD

published by:

Blömer Medien GmbH  
Am Gierath 20B, 40885 Ratingen,  
Telephone 0 21 02/1 470 870  
Online: <http://www.worldofprint.com>  
Publisher: Dipl.-Kfm. Andreas Blömer

Editor: Daniela Blömer  
Advertising Manager: Oliver Göpfert  
Production: Blömer Medien GmbH

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