

Mailroom automation that goes a crucial step further

## Bowe Systec at Hunkeler Innovationdays

**Bowe Systec will set new benchmarks in mailroom automation for transactional printing and direct mail service providers at Hunkeler Innovationdays 2023 (February 27 to March 2, Lucerne Exhibition Center, Switzerland).**

The Bowe Group division specializing in innovative solutions for mail processing will show high-performance inserting technology embedded in a comprehensive, agile automation and mail logistics concept. The highlight at the Bowe Systec Booth S9 in Hall 2 will be the highly automated Fusion Speed inserting system – the fastest and most efficient model in the Fusion Series with an output of up to 30,000 envelopes per hour. The machines in Bowe Systec's Fusion Series cover virtually all inserting applications arising in a



*The new BOXIT postal tray system ensures efficient mail logistics and is integrated in Fusion Speed high-performance inserting systems as standard.*

mailroom and leave nothing to be desired in terms of format variety as well as efficiency, flexibility, and availability.

All Fusion systems are controlled using the intuitive BOWE Cockpit control app and owe their capabilities to the Flow-Principle. This unique technology reduces the inserting speed by a factor of 4.5 to allow more time during the inserting process, enabling reliable production with extremely high net output. Lucerne will be the venue for the Fusion Speed inserter's first ever live demonstration at a trade show in combination with the new BOXIT system for automatic filling of postal trays. BOXIT – included as standard with the Fusion Speed at no extra cost – takes the filled envelopes and automatically deposits them in postal trays. BOXIT thus smooths the way to fewer staff – a particularly

welcome effect in times when the labor market is tight and there is a shortage of skilled workers – meaning just one person is required to operate the inserting system.

Visitors to the Bowe booth will have a chance to see how upstream and downstream stages in the inserting process can likewise be made more streamlined and integrated into an end-to-end automation concept.

This extended scenario encompasses the warehouse and goods receipt on the one hand and the outbound delivery area for the processed mail on the other. High-performance conveyor systems, AGVs, and robots from Bowe Intraglogistics bring their strengths to bear here together with innovative solutions from the BOWE IQ software division - such as auto ID technology, the Warehouse Management System, or versatile integration software.

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“Having optimized and automated machine inserting to the maximum extent possible, we’re now taking the next step by extending the reach of automation in all directions involving every aspect of the inserting process,” says Bowe Group Managing Director Joachim Koschier. “This integration systematizes upstream and downstream logistics while further reducing the need for human labor and improving the efficiency and reliability of the overall process.”

Bowe will take advantage of the Hunkeler Innovationdays 2023 to spread the message that Mailroom 4.0 is not a future utopia, but can already be realized today. Thanks to Bowe Systec’s modern mailroom automation technologies, transactional printers, lettershops, and direct mail service providers can sustainably streamline their processes and make them more efficient - creating optimal conditions to keep their services competitive and profitable in the long term.

### **Stanctechnik Kötészeti Kft. reduces set-up times in hardcover production**

With the installation of the RF 700 spine gluing and backlining machine from Muller Martini, Stanctechnik Kötészeti Kft. from the Hungarian capital of Budapest has raised its hardcover production to a previously unknown level of quality and productivity.

The company concentrates on the production of short runs. The run length ranges from 200 to 1,500 copies, which are typically printed digitally. An important mainstay for Stanctechnik Kötészeti Kft. is the production of softcover and hardcover books.

The print finishing department is equipped accordingly. In recent years, considerable funds have been invested in this area in particular in order to continuously improve both quality and productivity. A large part of the order volume comes from PrimeRate Kft, which exports short-run books to the DACH region (Germany/Austria/Switzer-

land). It also holds the majority share in Stanctechnik Kötészeti Kft. In order to further expand its competitiveness, the company decided to replace the existing gluing and folding line with the modern RF 700 spine gluing and backlining machine from Muller Martini. Thread sewing is currently very popular with publishing customers, and Stanctechnik Kötészeti Kft. wanted to respond to this trend. The RF 700 performs these tasks at a rate of 30 copies per minute, and the make-ready times are much shorter than with the previous model. What used to take up to half an hour can be done in just five minutes with the RF 700 and the integrated CoPilot system.

Stanctechnik Kötészeti Kft. is very pleased that these increases in quality and productivity can also be realised in the existing book production line. Furthermore, the solution convinces with its all-in-one approach - gluing on endpapers, gluing off and rebating in one pass. Compared to a perfect binder, the RF 700 not only requires less space, but the investment costs are also lower, which the management confirms.

### **ColorDynamics furthers growth in POPPOS investing in two Jeti Tauro systems**

ColorDynamics is increasing its production speeds to 250% higher with the addition of two Jeti Tauro H3300 UHS LED inkjet printers. The company’s growth trajectory is pointed at capturing additional Point of Purchase/Point of Sale business with new, wide-format systems featuring expanded throughput and improved print quality. ColorDynamics’ substantial investment yields burst capacity for accommodating additional volume and last-minute project needs for its North America-based clients.

The company, headquartered in Allen, TX, is a full-service graphic communications provider harnessing greater efficiency with the wide-format Jeti Tauro H3300 UHS LED Mas-

ter Roll-to-Roll (MRTR) with backup camera and Jeti Tauro H3300 UHS LED Full Automation systems. These heavy-duty hybrid workhorses are built for multiple-shift operations and 24/7 printing at speeds up to 905 m<sup>2</sup>/h (9741 ft<sup>2</sup>/hr).

“We were at a judicious point in our business relating to the scope of work we could accomplish with our current equipment,” says Brian Stone, vice president of sales for ColorDynamics.

“We needed to produce faster with better consistency across our entire digital wide format production platform. We validated our vision and go-to-market strategy with a large-format print shop acquisition six years ago this January that got us in the wide-format game. Now our focus is on growing our Point of Purchase solutions business that represents a sizeable portion of our revenue stream. The Jeti Tauro systems accelerate our capabilities for unparalleled business growth.”

Each Jeti Tauro H3300 UHS LED system provides award-winning print quality, extreme productivity, cutting-edge automation, and low ink consumption. The high-volume Jeti Tauro H3300 UHS LED MRTR with backup camera handles rigid and roll material up to 3.3 m wide with automatic alignment, dynamic vacuum control for smooth media transport, and accurate dot positioning. ColorDynamics is more efficient with a larger roll capacity, and the backup camera delivers 10-fold the accuracy for double-sided printing without losing any speed, according to David Dey, ColorDynamics’ vice president of manufacturing.

The Full Automation Jeti Tauro H3300 UHS LED engine is ideal for larger print runs and multiple board stacks, offering automatic loading and unloading of rigids. This highly productive inkjet printer has an accurate pick and place system accommodating up to four stacks of boards. Dynamic registration precisely positions substrates, and the smart vacuum control ensures precise media transport. Operators can print one board set while the next

is prepared for continuous productivity.

Each Jeti Tauro H3300 UHS LED inkjet printer produces smooth, detailed prints up to 3.3 m wide in four or six colors with offset-like characteristics. Print service providers spend less on consumables since Agfa's high-pigmented GREENGUARD Gold-certified Anuvia UV LED inks offer the lowest ink consumption on the market with 'Thin Ink Layer' technology. The printing process is automated for more effortless operation with Agfa's Asanti workflow software.

The Jeti Tauro H3300 UHS LED family of wide-format inkjet systems is available worldwide.

## Vanguard Europe unveils new headquarters

A new headquarters and Customer Demo Center in Brixen, Italy, has been opened for Vanguard Europe GmbH. A subsidiary of Vanguard Digital Printing Systems Corp, of Lawrenceville, Georgia, USA, producing 200 systems a year, European staff are now based adjacent to the headquarters of Durst Group in Brixen in the 5,300 square meter 'Kraftwerk' premises, which was officially unveiled in September. Vanguard Europe has set its sights on becoming a leader in the digital flatbed and UV production entry- and mid-level markets by replicating sales successes of its parent company, also utilizing the global expertise of its resellers, distributors and other partners, as well as growing opportunities for staff and customers. Target sectors for Vanguard Europe include signage, decoration, corporate industrial and packaging. Since it was set up less than a year ago, more than 25 installations of digital flatbed systems have already taken place across Europe.

Last month's Viscom Italia in Milan proved to be a highly successful show for Vanguard Europe where details of its expanding product portfolio were unveiled. Latest products are the VR6D-HS and VK300D-HS UV flatbed machines covering the mid-and high end-range performance spectrum, which had their first public showing at FESPA in May. They fea-

ture an attractive price/performance ratio and can cover a wide range of applications thanks to their modular design and various ink configurations and are built on the multi award-winning VK300D series - winner of the Specialty Graphic Imaging Association's (SGIA) Product of the Year for four consecutive years.

Vanguard Europe has the biggest area in hi-tech Kraftwerk, the incubator for Durst Group start-ups and spin-offs, where there is a training academy, presentation suite, dedicated media company specializing in BTB video and storytelling, a film studio, plus assembly / storage areas and offices - all in a new space to challenge old rules.

Vanguard Europe is currently led by Fabian Sottas, who has worked for the last 20 years with Durst, which acquired Vanguard Digital Printing Systems two years ago. Alongside him is Yiannis Apostolidis, Business Development Director. Together with other new recruits, the team will be working closely with partners and resellers with a strong emphasis on customer relations and service.

Mr Sottas said: "We have had an extremely strong start and organically grown the business thanks to a solid relationship between our core staff, distributors and resellers. With unlimited passion at the forefront of global technology, we are working to grow business together with customers within entry- and mid-level markets. We are providing true digital flatbed and UV production printers from a company in the Durst Group that are designed in the US and assembled in Europe."

Mr Apostolidis said: "Formed seven years ago when only one printer was sold in the first 12 months, what a transformation it has been! Now Vanguard Digital Printing Systems is producing over 200 machines a year, and we are determined to replicate that success in Europe. We expect to make more announcements soon."

## New ink series for printing on metal

The printing ink manufacturer Zeller+Gmelin GmbH & Co. KG has updated its range for metal print-

ing. The specialist for this field of application and supplier of radiation-curing ink systems for offset and flexo printing announces the market launch of the new MetalDry O30 ink series. It works on an alkyd basis and continues the success story of the predecessor series Eurapid O3.

The new ink series also dries conventionally and is designed to require a low dryer temperature. This is particularly advantageous from an ecological point of view in order to save energy in metal printing.

The special features of the MetalDry O30 series include high ink density and very good gloss properties. The series includes process colours and mono-pigmented base colours and is available in Pantone shades and in various opaque white types. Compared to the previous series, the scratch resistance has been significantly improved. In combination with a special additive, so-called non-varnish products (e.g. longcaps) can be realised.

During the development of the new ink series, the current regulatory requirements were taken into account. At the same time, the MetalDry O30 ink series is the start of a new product family for Zeller+Gmelin that bears the term 'Metal' in its name. "The name MetalDry refers to the thermal drying process for which this product has been specially developed," explains Michael Rakoci, product manager for the Metal Decoration segment. "With the name 'Metal', the new product family establishes an internationally understandable reference to the field of application. It replaces the previous brand name Eurapid.

## MASTHEAD

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