

KOMORI

K-Supply



Mag 1

THE OFFSET ON DEMAND SOLUTION

H-UV

Heart of the offset on demand, combined with the KHS-AI interface, the Komori H-UV unique and innovative instant drying system is qualitative, reliable and environmental friendly.

M a d e i n J a p a n w i t h t h e s t a t e - o f - t h e - a r t i n t e c h n o l o g i e s

CONTENTS

K-Supply

- 4 A new concept for a new service

Partners

Komori gives voice to its K-Supply partners

- 6 The K-Supply family

- 8 Apex

- 10 Baldwin

- 14 Printgraph

- 16 Prisco

- 18 Schmid Rhyner

- 20 Westland

KomoriKare

- 22 A new service offer to maximize the Komori users' production efficiency



Several years ago, Komori conducted a long-term strategic review and, holding true to its Kando philosophy, created a new business vision and decided to become a Print Engineering Solution Provider.

As the new successful businesses of security printing, printed electronics, digital and H-UV printing are constantly looking for innovation and diversification, we know that our clients expect us to be more than just an equipment supplier. We at Komori understand that each of our customers' need is unique and requires an exclusive solution. Therefore, Komori Europe came up with a full range of new products and services that can be tailored to a client's specific requirements under respectively the K-Supply and the KomoriKare banners.

We have selected the "best in class" world leading partners to ensure we can offer the most innovative technological solutions. So K-Supply offers a unique line of premium press-room products, all tested and approved by the specialists of our European Graphic Centre in Utrecht, for optimal use with Komori presses.

With our extensive KomoriKare offer to back our K-Supply solutions by the best possible service support and training courses available, we aim at becoming the best Solution Provider in the industry, for our clients to maximize the operational performance and profitability of their print shops.

Philippe Fiol
Group Business Development Director

K-Supply, a new concept for a new Komori service



Definition

K-Supply is a new Komori service providing customers with the ability to easily order at best price pressroom supplies that have been tested and approved for optimal use with Komori presses and namely H-UV presses.

K-Supply comes under the umbrella of the company's PESP (Print Engineering Service Provider) program that offers an entire line of value-added support, including service programs, trainings, press efficiency audits, press upgrades and more. With our K-Supply offer, Komori customers can now enjoy the convenience of one-stop shopping for consumables and replacement parts.

K-Supply offers a unique line of premium pressroom products to improve the print shop's efficiency and profitability of Komori users.

K-Supply products approval process

All potentially eligible K-Supply products are carefully selected and tested by the New Business Development group of Komori Europe.

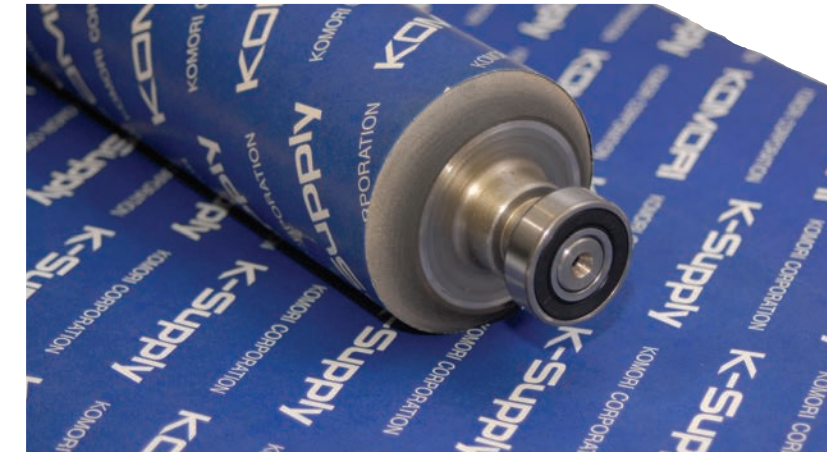
KGC-E, the Komori European Graphic Technology Center based in Utrecht, plays the essential role in the testing and approval process of every individual product to guarantee its premium quality. A product will therefore be officially added to the Komori K-Supply list only once its quality level is accepted and a general contract has been signed with the corresponding partner.

It is possible to have products of the same category from different suppliers in our portfolio so long as each of them optimizes the print efficiency of Komori customers.

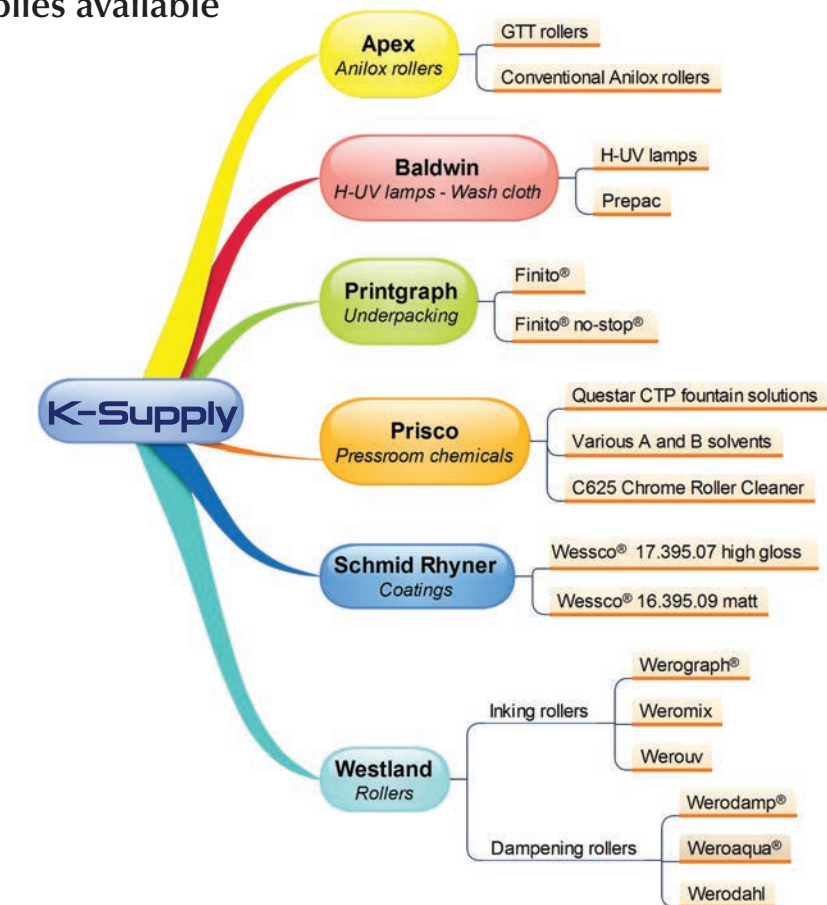


Approved K-Supply Products

The list of approved European K-Supply products is in constant evolution because our team is permanently testing new products in close cooperation with all our innovative world leading partners. But, as of today, Komori International offers through various possible ordering schemes an already rich list of products as approved K-Supplies.



List of K-Supplies available



K-Supply labelling

K-Supply labelling is applied to the approved products. We therefore chose to add a K-Supply logo to the existing packings instead of replacing the original branding to maintain the transparency towards our customers. Komori International indeed wishes to emphasize that the K-Supply concept essentially relies on technological partnerships and on the combination of its expertise with that of its K-Supply Partners.



BALDWIN

The K-Supply partnership - a security for our customers

"The close cooperation of Komori and Baldwin gives the customer the security to have the right consumables for blanket and impression cylinder cleaning on his Komori machine; with respect to the quality of the cleaning result itself, the efficiency and speed of the cleaning and the safety of (the wash system in) the machine. I am proud that Baldwin can continue adding value to the K-Supply portfolio."

Klaus Scheller - Sales Manager CEE Consumables



PRISCO

"This Komori and Prisco® partnership did not happen just by circumstance". Quoting from John W. Gardiner, "Excellence is doing ordinary things extraordinarily well". Prisco® proved over several years that the combination of Prisco® products and expertise in the pressroom plus Komori's outstanding system performance offers 'just that little extra' that makes the difference between excellence and the ordinary.

Jean Decoene - Business Manager for Prisco Europe

PRINTGRAPH

"Strategic alliance has become a common strategy to business. That is the reason why Printgraph is proud to partner with Komori for the distribution of all Finito® products worldwide. The new partnership will take advantage of a strong knowledge of the graphic market to improve effective ways to evaluate customer concerns, issues and satisfaction, and to anticipate customer needs."

Luigi Casella - Export Manager



APEX

"Apex GTT Offset is tested, approved and deployed by leading press manufacturer Komori. We are proud that the GTT anilox roll – part of the K-Supply package – proves to be the solution for added value to offset printers. It can be added value in cost-savings or in quality improvement. Apex and Komori will combine forces to serve the offset industry at its best."

Joris Cabri - Global Offset Manager



K-Supply Mag 6

WESTLAND

"For many years, Komori and Westland maintain a trustful business partnership and innovative cooperation around the printing roller technology. With the introduction of K-Supply a new combination of excellent products and outstanding services were created, thus offering Komori Customers a strong advantage through best practice solutions. This will be the key for success in a very competitive printing market."

Georg zur Nedden - CEO Westland Group



K-Supply Mag 7

SCHMID RHYNER

"The partnership between Komori and Schmid Rhyner AG for the development of H-UV coatings is a real success story that led Schmid Rhyner to be a leading K-Supply partner today. This has been achieved through joint efforts of Komori technicians all over Europe as well as Schmid Rhyner's R&D and technical teams."

Hubert Paquet - Area Sales Manager France & H-UV Manager



Joris Cabri
Global Offset Manager

Apex Group of Companies is the world's largest manufacturer of precision coating and ink-transfer technology products. While reliability, durability and precision are hallmarks of all Apex products, continual innovation is a core value within the global Apex organization. Successful research, development and manufacture of new products require discipline and motivation. Together with printing industry partners, Apex delivers powerful competitive advantages to its customers. Apex products are the measure of quality.

Apex headquarters are based in Hapert, The Netherlands – where also the R&D demo center is located. 220 FTEs are working for Apex Group of Companies in order to satisfy their more than 5,000 customers all around the world. With manufacturing and sales operations on six continents in more than 80 countries, Apex provides added value by supplying customers with end-to-end anilox or GTT solutions including measurement devices, cleaning and maintenance products, as well as educational/use-and-care seminars. An Apex expert is always close by to personally attend to customer needs.

The GTT technology used to manufacture the rollers of the K-Supply package has garnered many industry accolades and certifications: GTT was the granted patents in Europe, US, China and Japan with other foreign patents pending. GTT is ESKO HD flexo and MacDermid LUX certified. The European Corrugated Association (FEFCO) granted GTT its Technical Innovation Award in 2009. More recently, Apex received a laser innovation award from Twente University, a well-known Knowledge Center. This month, Apex hit the 39,000 mark for GTT roller/sleeve units sold worldwide (flexo and offset).

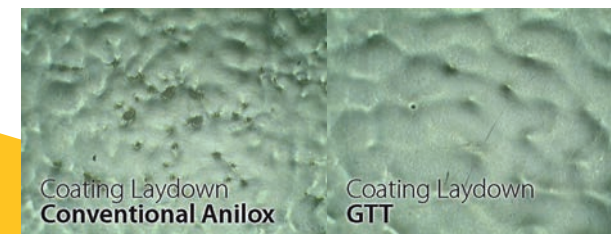
"Apex GTT Offset is tested, approved and deployed by leading press manufacturer Komori. We are proud that the GTT anilox roll – part of the K-Supply package – proves to be the solution for added value to offset printers. It can be added value in cost-savings or in quality improvement. Apex and Komori will combine forces to serve the offset industry at its best."



The Apex K-Supply offer incorporates:

- 1) Conventional anilox rollers,
- 2) GTT offset metering rollers,
- 3) K-Supply crates,
- 4) K-Supply logo laser-engraved on the rollers.

Apex Group of Companies in co-operation with Komori K-Supply welcomes the next generation of anilox and metering rollers for the offset industry! Virtually all offset printers today rely on anilox surfaces made up of closed cell geometry, basically holes, into which coating is doctored. Problem is, this geometry can create turbulence, foaming and uneven coating release. Results: disturbed laydown, pinholing and less gloss, amongst others.



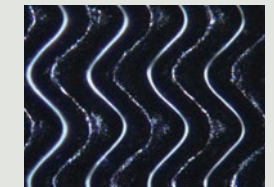
Features

GTT's new Open Slalom Channel geometry allows coating to flow smoothly and transfer precisely, with stunning results. Three parameters determine the difference between GTT and any given anilox roller (hexagonal, tri-helical, positive screens):

Open Slalom Channel geometry sets your coating free.

The constant beam laser engraving is the continuous-phase laser process enabling a consistent and precise channel to be engraved.

Super-hard non-wetting hybrid ceramic minimizes porosity, resists micro-foaming and makes longer print cycles possible.



The benefits are:

Maximized visual coating results

- Enjoy a smoother coating surface and a homogenous laydown.
- Experience more gloss.
- Solve pinholing, orange-peel effect and micro-foaming.

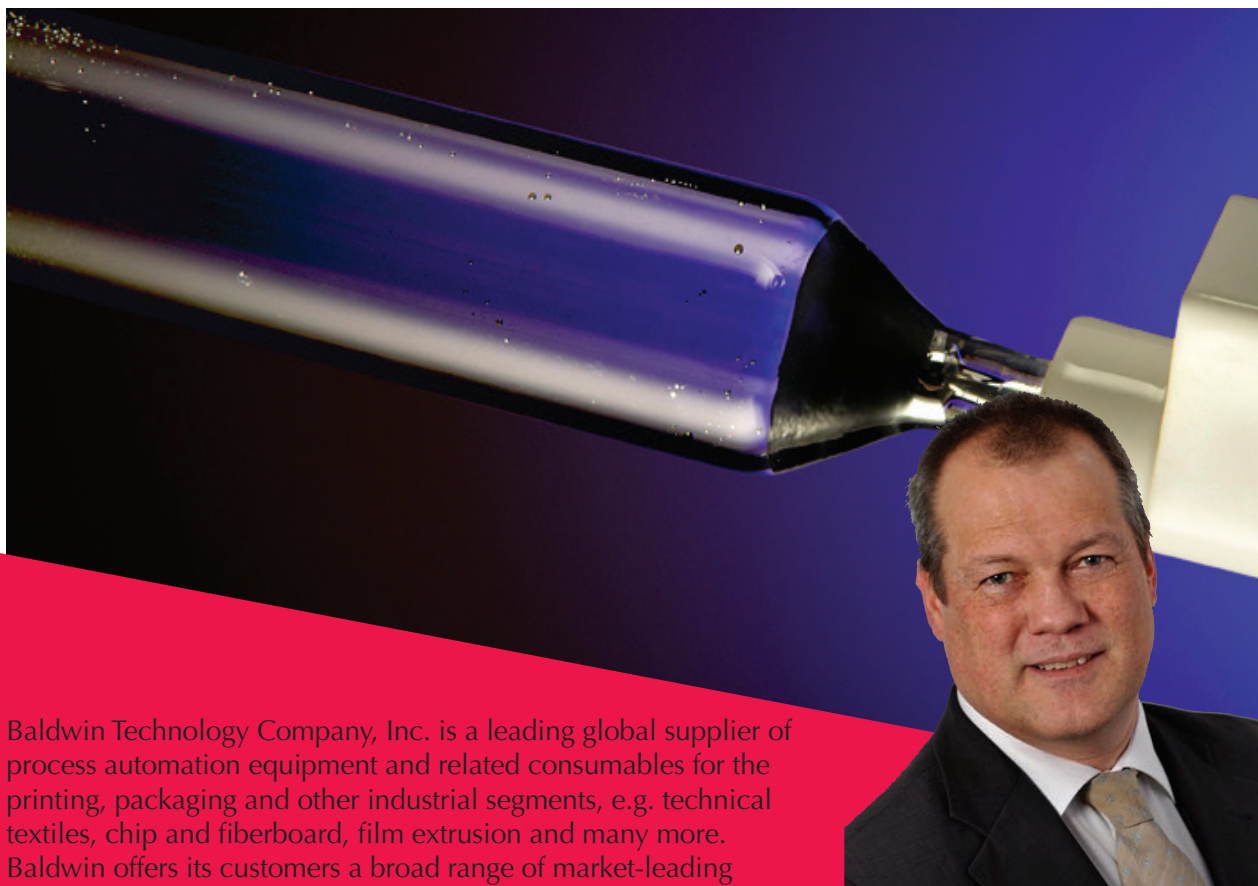
Profitability boost

- Coating savings.
- Higher efficiency because of rare roller changes.
- Better margins due to a higher value print work.



Universal GTT profile selection (image)

There are 4 standard profiles available in the GTT range: S, M, L and XL. It is very easy to make a selection, depending on your application. From experience, we know the GTT M roller is used for drip-off applications and standard coatings, while the GTT L roller shows the highest gloss in conventional and H-UV printing. If you are not certain of which profile suits your application best, you can use one of the banded rollers available at Komori Test Centre in Utrecht.



Baldwin Technology Company, Inc. is a leading global supplier of process automation equipment and related consumables for the printing, packaging and other industrial segments, e.g. technical textiles, chip and fiberboard, film extrusion and many more. Baldwin offers its customers a broad range of market-leading technologies, products and systems that enhance the quality of industrial production processes by focusing on the improvement of their economic and environmental efficiency. Baldwin is headquartered in St. Louis, Missouri, a portfolio company owned by Forsyth Capital Investors, a St. Louis-based investment firm focused on making long-term investments in middle-market companies operating in the capital equipment and component manufacturing and insurance services sectors.

With more than 600 team members and a turnover of \$140 M, Baldwin Technology Company, Inc. has operations strategically located in 9 countries, on 14 sites, all around the globe to support product distribution, global sales and service infrastructure. Baldwin also has a strong strategic relationship with the Barry-Wehmler Companies Inc. (a diversified capital equipment manufacturer incl. 60 companies, 8,000 team members, 28 countries and 100 locations and with a turnover of \$1.7 billion USD).

The company is vigorously pursuing continuous innovation, constantly looking for opportunities to define new markets, develop new technology, cultivate new customers and implement new business practices. Baldwin is a people centric company, advocating and promoting responsible freedom, communication, safe work environments and team member wellbeing. The company strives to be a source of inspiration, fostering a culture that will inspire everyone to realize and unlock their individual potential.



Klaus Scheller
Sales Manager CEE
Consumables

"The close cooperation of Komori and Baldwin gives the customer the security to have the right consumables for blanket and impression cylinder cleaning on his Komori machine, with respect to the quality of the cleaning result itself, the efficiency and speed of the cleaning and the safety of (the wash system in) the machine. I am proud that Baldwin can continue adding value to the K-Supply portfolio."

K-Supply wet cloth

Baldwin has been the world leader in innovative high performance consumables for automatic blanket cleaning systems since the early 1980s. In 1994, Baldwin introduced PREPAC® technology for IMPACT® cleaning systems, and today more than 10,000 customers use this award-winning, highly effective and environmentally efficient product.



Baldwin has developed an easy conversion from dry cloth rolls to Baldwin PREPAC® wet rolls, replacing the steel cross bar of the existing cleaning system with the Baldwin designed conversion kit including a new crossbar, rubber pad and water spraybar. The dry cloths are replaced with Baldwin's PREPAC® wet cloths, branded K-Supply, and customized wash parameters for each cylinder are set.



The K-Supply wet rolls, under the Baldwin PREPAC® Technology brand, are optimized for Komori presses for improved productivity and stabilized performance.

The system uses Baldwin's PREPAC® wet cloths that are pre-saturated with VOC-free solvent, available in various chemical compositions to remove anilox, coatings, or conventional, UV and hybrid inks. PREPAC® eliminates the need for solvent inventory, refilling of storage tanks, and disposal costs of used washing agent and sludge. The process also improves the press room environment by eliminating solvent mist and reducing VOC emissions.

The rubber pad replacing the steel pad deters wrinkling of the cloth and creates a frictionless contact between cleaner and blanket. Baldwin uses a highly durable rubber pad in the heavy-duty bar that vigorously withstands the use of chemical solvents in the cleaning cloths and retains its strength and shape over time. The design also ensures uniform cleaning over the width of the cylinder, with no gaps of ink left behind.



With the conversion you get more press uptime:

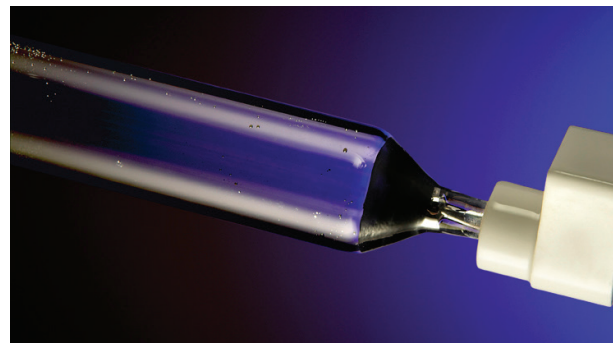
- **Faster wash**
- **Less roll changes**
- **Easier handling since there is no need to wind the rolls manually or to handle any solvent**
- **Reduction of waste sheets**
- **Less maintenance**
- **No dripping**

H-UV lamps

A critical part of the H-UV system is the H-UV lamp. Similar to a clock where the gears are made and fitted to allow a perfect, effortless and reliable operation, the H-UV process is relying on the matching of its components. One component is the H-UV bulb.

While conventional UV lamps have been used across different industries for several decades and there are many manufacturers for original lamps and copy lamps across the world, it is important to know that neither the quality nor the technical specification can be assessed by a visual inspection of a UV lamp.

Baldwin is designing and manufacturing UV light sources such as classic UV lamps, microwave powered UV lamps and UV emitting LEDs for all kind of applications. For over three decades, the company has developed vast experience and has invested in special equipment for the manufacturing processes that make it a premium quality supplier for the UV industry.



H-UV lamps supplied by Baldwin are hand made by especially skilled people using selected materials that are not used in the construction of conventional UV lamps. The manufacturing process involves the use of specialist equipment to purify the quartz and to ensure that the very precise quantities of gas and materials are added to the lamp. This process, which took over two years to perfect, remains a closely guarded secret.

The H-UV lamp in conjunction with the Baldwin H-UV lamp control ensures that the absolute optimum UV output with minimal heat is provided to create the perfect repeatable result.



One of the major benefits of H-UV is its ability to provide perfect cure of high gloss coatings without any gloss back (reduction in gloss levels over heavy solids) and without the need for UV lamps before the coating. The precise output of suitable H-UV not only ensures that the coating is cured but also that the ink underneath is cured with very good adhesion to the substrate.

Multiple quality checks during and after the production process are required to qualify the H-UV lamp for a K-Supply H-UV lamp. K-Supply H-UV lamps are only available through Komori and warrant a perfect result.



LITHRONE GX40

40" OFFSET PRINTING PRESS



Photo: GLX-640 + C + PQA-S

* Model in photograph includes optional specifications.

The Print Quality and Flexibility to Create New Printing Business

Komori's Flagship Machine for Fulfilling the Most Demanding Requirements

Now, Komori presents the cutting-edge Lithrone GX40 — the pinnacle of Komori technologies and expertise. In addition to extremely stable printing at the 18,000 sheets per hour maximum printing speed, even with heavy stock, the Lithrone GX40 delivers both significantly improved print quality and enhanced agility for color changeovers. The power to cover not only high-end commercial and publishing printing but also package printing due to exceptional print quality and flexibility.

Made in Japan with the state-of-the-art in technologies

Komori International (Europe) BV

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KOMORI
www.komori.eu

Finito®



PRINTGRAPH®

PRINTGRAPH S.p.A. was founded in 1961 by Mr. Elia Levi Acobas and since then it focused its attention on the printing industry. The company is located in Italy with three production facilities and is a leader on the Italian market as manufacturer and retailer of consumables for the printers. Printgraph is one of the most innovative and fully automated company on its referring market, continuously looking towards new technologies, special equipment, software and anything that may help improving and streamlining the production line to convert and bar blanket, in order to offer a value-added service to customers as well as product support. The company's know-how is ranging in all product technology available in a printing department and is also making all efforts to become a major Italian reference point for the production of tailor-made thermoplastic materials. After many years of research and development, Printgraph has been granted of worldwide patents for the revolutionary products Finito® and Finito® no-stop®, considered as a "game changer" technology for the blanket and its underpacking. R&D department of Printgraph made every effort to develop a scratch-resistant product to wrap the machines and succeeded in manufacturing a high level product called Finito® dress. The mission of the company is to be perceived as the most advanced technological innovator while maintaining the highest quality service to customers. Different solutions but only one strategy. This is the way Printgraph anticipates market needs, building on its historical knowledge of the market while looking to future growth opportunities.

Luigi Casella
Export Manager

"Strategic alliance has become a common strategy to business. That is the reason why Printgraph is proud to partner with Komori for the distribution of all Finito® products worldwide. The new partnership will take advantage of a strong knowledge of the graphic market to improve effective ways to evaluate customer concerns, issues and satisfaction, and to anticipate customer needs."

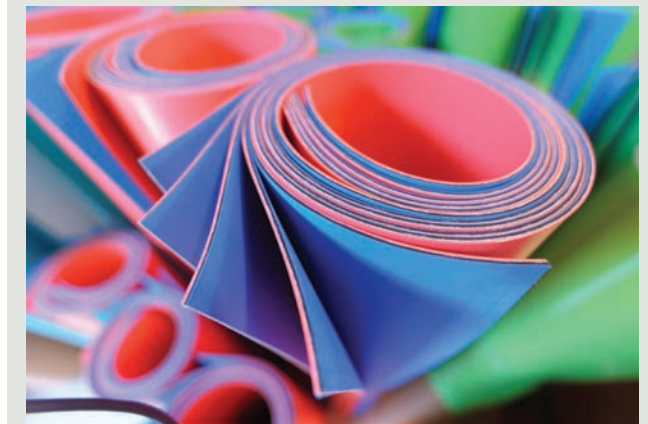
Finito® - The power of ideas - Universal underpacking for printing blanket

It is an innovative product, designed to change both the technological and commercial concept of underpacking blankets. This universal underpacking for offset presses offers a better mechanical stress resistance and print quality. Versatile, it is easy to use thanks also to the "ready-to-use" handy box. Finito® replaces old under-packing blankets and calibrated papers by an exclusive innovative material, eliminating all the storage and handling problems of conventional under-packing besides the print quality improvement. Finito® is installed on the press just like under-blankets and/or calibrated papers. The core structure is a modified TPU (thermo-plastic polyurethane) used in various thicknesses and calendered to a PES film (polyester). PES films can also be inserted inside the polymer master.



Finito® is available in different versions:

- Finito® S for sheetfed offset press, big, medium and small size, no adhesive, with an extra 0.05 mm film.
- Finito® W for sheetfed offset press, big, medium and small size, adhesive.
- Finito® B for sheetfed offset press, big and medium size, no adhesive.
- Finito® P for sheetfed offset press, medium and small size, no adhesive.



Finito® no-stop® - Less waste of time, less down time, more productivity

Finito® no-stop® is a totally new concept which embodies a new vision of the printing blanket and its underpacking. It is a patented product that combines the technology of the best conventional printing blanket with the technology of the innovative Finito® underpacking. This product is developed for high quality sheetfed printing, web heat set printing and packaging.

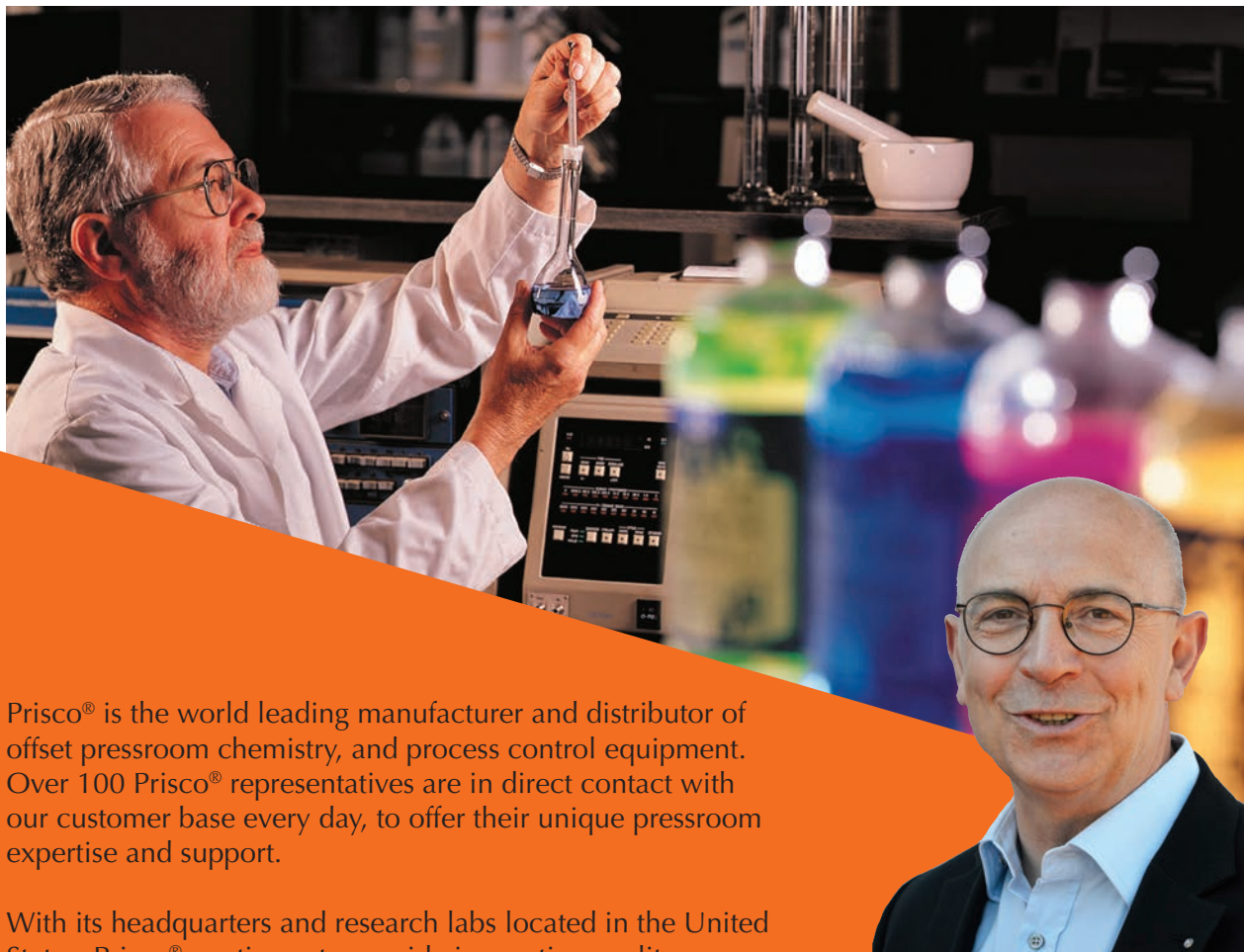
Finito® dress - An innovative product for a forever new printing machine

Finito® dress is an innovative product, based on a special self-adhesive transparent film especially studied for protection from ink or glue stain and printing presses spoiling, in either sheetfed or web offset, flexo, gravure, silk screen or digital printing. A special anti-shock material is available to protect all the touch panels and consoles.



Before.....and after removal of Finito® dress film.

Prisco



Prisco® is the world leading manufacturer and distributor of offset pressroom chemistry, and process control equipment. Over 100 Prisco® representatives are in direct contact with our customer base every day, to offer their unique pressroom expertise and support.

With its headquarters and research labs located in the United States, Prisco® continues to provide innovative quality products and superior support services to customers as it has for over a century. With affiliated offices in the USA, Canada, Australia, the UK and on mainland Europe, our staff of over 350 employees provide front running solutions and support to our partners, distributors and their customers.

Prisco® fountain concentrates and pressroom chemicals are recognized by printers throughout the world as the best wide-latitude performance for conventional and alcohol-free offset printing. Our products are certified by most important partners in the industry. We offer a wide range of products dedicated to low-migration and food packaging printing. With well over 100 years of experience, Prisco® products and technical expertise are unmatched in the industry. Call your local Prisco® sales/distribution office to arrange for a consultation and discuss how we can help make your process more profitable.

For more information about K-Supply in Europe, please contact Komori International or Prisco Europe via office@prisco-europe.com

Jean Decoene
Business Manager for
Prisco Europe

"This Komori and Prisco® partnership did not happen just by circumstance".

Quoting from John W. Gardiner, "Excellence is doing ordinary things extraordinarily well". Prisco® proved over several years that the combination of Prisco® products and expertise in the pressroom plus Komori's outstanding system performance offers 'just that little extra' that makes the difference between excellence and the ordinary.

The Prisco® products promoted as K-Supply Premium Quality Products

Prisco® K-Supply Fountain Concentrates

- **HF64 - Questar CTP 300** fountain solution concentrate is an IPA-free, one-step fountain solution concentrate, developed for H-UV, UV and conventional inks. The product is buffered for use with low- to medium alkalinity water.
Directions: Add 3.5 - 5.0% of Questar CTP 300 to water to obtain a pH range between 4.5 and 4.9.
- **HE54 - Questar CTP 122 EU** fountain solution concentrate is a CTP plate-safe, IPA-free, one-step fountain solution concentrate. The product is specially buffered for use with low-alkalinity water.
Directions: Add 4.0 - 5.0% of Questar CTP 122 EU to water to obtain a pH range between 4.6 and 5.2.
- **HD65 - Questar CTP 162** fountain solution concentrate is a one step alcoholfree for use on low- to medium alkaline water quality (>250mg/L HCO₃).
Directions: Add 5.0 - 8.0% of Questar CTP 162 to water to obtain a pH range between 4.5 and 4.9.

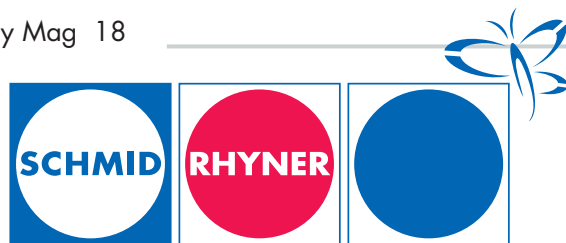
Prisco® K-Supply Solvents

- **B456 - DigiTech™ 700** is a water miscible wash for automatic cleaning systems formulated for use on conventional inks. It is an excellent wash for both blankets and rollers on standard offset presses. This product has been tested and proven safe for all press components. It is certified by ISEGA for use in food packaging printing. DigiTech 700 has a flashpoint of 62°C.
- **A158 - UV NC PEL**, H-UV & UV blanket and roller wash is an excellent cleaner for presses using today's latest technologies. It is compatible on EPDM or combi-rollers and blankets. UV NC PEL contains additives to prevent corrosion of brass and other soft metals. It is certified by ISEGA for use in food packaging printing. UV NC PEL has a flashpoint of 85°C.
- **A160 - Combi Wash** is a class AIII high-strength roller and blanket wash for use with conventional, hybrid, H-UV and UV inks. The formula consists of solvents and surfactants to facilitate deep cleaning of lithographic blankets and rollers in Mix-Quality. Combi Wash has a flashpoint of 67°C.



Prisco® K-Supply Specials

- **A968 - MRC-Lo** is a fast drying, mild odor solvent for efficiently cleaning and degreasing rubber rollers in the dampening system. This metering roller cleaner removes ink, glaze, grease and other contaminants, while returning the rollers surface to a more resilient, water-receptive state.
- **C625 - Chrome Roller Cleaner** is formulated as a heavy duty cleaner and desensitizer for chrome dampening rollers. It effectively restores water carrying capacity of the roller by replacing the ink and oxidation contamination with a protective, water receptive film. It permits better control of dampening. Chrome Roller Cleaner has no flashpoint.



SWISS BRILLIANCE IN COATING



Schmid Rhyner is one of the world leading manufacturers of print finishing products, based in Switzerland, close to Zurich. Ever since 1973, the company ensures "success through quality" for an industry characterised by heavy time pressure. State-of-the-art production processes allow to satisfy customer requests for in-time delivery of high-quality products. Its UV-curing WESSCO® coatings and laminating adhesives and water-based GALACRYL® coatings are solvent free, making the finished products recyclable and very respectful to the environment. They contain no hazardous materials, and therefore do not require any special identification, transportation or storage.

Schmid Rhyner creates trends and ensures that its products are optimally adapted to the requirements of finishing equipment, printing inks and substrates. Consequently, the employees keep their eyes and ears open to the latest market developments and closely cooperate with customers, machine manufacturers and commodity suppliers to develop outstanding products.

Print finishing is not just a means of protecting printed products; it also gives high-quality prints a new look and thereby creates considerable added value. With its wide range of products, the company is able to offer packaging and printing specialists solutions for all known coating and laminating applications, also in the food sector. Spot, 3D, Relief, Soft-Touch or Microstructure coatings – there is hardly any application and base stock that is not covered by Schmid Rhyner products.

With the slogan "Swiss Brilliance in Coating", it commits itself to provide technically brilliant products, today and in the future.

Hubert Paquet
Area Sales Manager France &
H-UV Manager

"The partnership between Komori and Schmid Rhyner AG for the development of H-UV coatings is a real success story that led Schmid Rhyner to be a leading K-Supply partner today. This has been achieved through joint efforts of Komori technicians all over Europe as well as Schmid Rhyner's R&D and technical teams."

Schmid Rhyner AG is the Swiss specialist manufacturer of high-quality and safe coatings and laminating adhesives. As a powerful development partner and recognized supplier of premium products, it inspires its customers with solutions that functionalize surfaces. Printers and packaging manufacturers use its coatings and adhesives to increase the attractiveness of their products and optimize their production processes. Its products are sold under two brand names: WESSCO® UV-curing coatings and adhesives and GALACRYL® water-based coatings. Schmid Rhyner also offers standard coatings tailor-made for H-UV machine configurations. These WESSCO® H-UV coatings are 100 percent system-specific. They contain the lowest possible level of volatile organic compounds and are free from hazardous air pollutants, Bisphenol A and derivatives, and highly volatile monomers like HDDA. None of Schmid Rhyner's products, including the WESSCO® H-UV coatings, are classified as hazardous material. This gives customers more flexibility with transportation, storage and processing.



WESSCO® 17.395.07

High Gloss coating for paper, cardboard and plastic substrates. Its very good curing allows high stacking.

WESSCO® 16.395.09

Matt coating for paper, cardboard and plastic. Inline with interdeck or offline.



Philippe Fiol, Komori Group Business Development Director and Florian Pick, Schmid Rhyner Director Sales & Marketing

All K-Supply WESSCO® coatings have a very good surface levelling as well as a very low odour in use and residual. They offer a very high level of polymerization/curing with a non-yellowing finishing. They can be used for single and/or double side coating, plain or spot coating.

The company is constantly developing H-UV coatings in close collaboration with the Komori team. Schmid Rhyner is currently working hard on additional highly technical products such as a Hot Foil Stampable coating, Matt for inline use without interdeck and many more.



Schmid Rhyner AG
Soodring 29, CH-8134 Adliswil
Switzerland
www.schmid-rhyner.ch



Westland is another word for knowledge when it comes to rollers. Manufacturers of printing machinery as well as companies in the printing industry find Westland to be a system partner on whose performance and ability to innovate they can rely on. Moreover, rollers and roller coatings as well as complex rubber moulded parts constitute our core business. Joint projects of the graphic arts industry and Westland have led to successful innovations. Nanotechnology has made it possible to create widgets such as LotoTec® and AntiTAC, products with astonishing surface properties that make the whole printing process more economic and environmental-friendly. Mutual material developments and field testing underline the importance we attach to the jointly achieved project results. Technical progress in the development of rollers for complex printing presses is constantly accelerating. This is necessary because printing presses must be available continuously and operate at a high level of productivity – an essential aspect for any printing company that wants to keep its economic edge. Westland is aware of its responsibility for the benefit of its customers as well as its employees, business partners and the general public. Partnership is our guiding principle: partnering up with people and keeping in line with the needs of nature and the protection of the environment. We understand the technical challenges the printing industry is facing, and we understand the market. Thus, we promise our customers to constantly strive for new printing process solutions by intelligently combining materials, geometries and surface finishes.



Georg zur Nedden
CEO Westland Group

"For many years, Komori and Westland maintain a trustful business partnership and innovative cooperation around the printing roller technology. With the introduction of K-Supply, a new combination of excellent products and outstanding services were created, thus offering Komori Customers a strong advantage through best practice solutions. This will be the key for success in a very competitive printing market."

Westland looks after all companies that deal with printing, transfer and coating processes. We are striving to meet every demand for highest quality, the right level of technical sustainability, and maximum economic efficiency. Westland is a reliable roller specialist and a partner who supports its customers in the offset printing industry.

This market sets ambitious targets, and system partners in the graphic arts industry must meet a number of requirements, such as:

- operate worldwide,
- provide outstanding technical performance,
- be at the forefront of technical progress,
- anticipate customer demands,
- identify problems and solve them quickly,
- provide a comprehensive expert knowledge,
- actively manage partnerships,
- proactively offer solutions.



Westland has what it takes to meet market demands and is the most innovative problem solver in the field of printing rollers. The customer base and partners of Westland are the manufacturers of printing presses and printing houses. When it comes to business abroad, we cooperate with associated entities, commercial partners, representatives and licensees around the world.



Westland provides the following state-of-the-art range of materials for rollers in inking systems WEROGRAPH®, WEROUV, WEROMIX in various shore hardnesses that have been tailored to the relevant machines and printing systems. Our inking systems distinguish themselves particularly by their longer than average life, volume stability even in the toughest conditions, very good washability and minimum build-up of heat.

Materials for dampening systems are available under the following brand names: WERODAMP®, WERODAHN, WEROAQUA®. WESTLAND dampening rollers guarantee optimum dosage of dampening solution. They have a low level of ink pick-up, superlatively consistent wetting and first-class hardness stability.



KomoriKare, a new service offer to maximize the Komori users' production efficiency

KOMORI Kare



Peter Redmond
Director of Komori UK Technical Services
developing KomoriKare services in Europe

Komori is dedicated to the principle of Kando, which means exceeding our customers' expectations. We know that the efficiency and productivity of your pressroom are critical to your business... Time is money! That is why our new KomoriKare program is designed to provide the tools Komori users need to keep their equipment in top operating condition. Whether it is parts, service, audits, trainings, press hardware or software enhancements, KomoriKare ensures that you are maximizing your uptime and your profitability.

Our KomoriKare Team members throughout Europe are ready to do what it takes to help you. So, don't hesitate to ask your usual service contacts to tell you more about our KomoriKare offer!

Definition

KomoriKare is a line of value-added support, including service programs, press upgrades, press efficiency audits, personnel trainings and ancillary equipment that are helping Komori users to streamline their operations. KomoriKare is the umbrella for Komori's service and training programs designed to provide Komori customers with the products and services they need to grow their business and improve their profitability.

Our goal with KomoriKare is to ensure our customers maximize efficiency, not just with their Komori presses, but throughout their entire pressroom. This new concept aims at demonstrating how a strategic plan for the inclusion of additional press-related products

and services can significantly improve our customers' profit margins while meeting the demands of their own customers.

The European KomoriKare Team is coordinated across Europe through four regional service hubs with dedicated, highly trained engineers. Each service hub holds critical spare parts and is extremely well supported by the Komori European Parts Centre. All KomoriKare specialists are prepared to talk with their local customers about their individual business concerns and to create a plan to answer their needs with convenient and price-competitive solutions that will enhance the productivity of their operation. KomoriKare is specifically tailored to support increased efficiency by combining the right products and services that make it possible to produce the end product faster and at the lowest possible cost.

Services

With all these targets in mind, Komori Europe created different levels of TOP service packages to increase the Komori users' pressroom performance.

Technology

• Hardware upgrades

Within our KomoriKare offer, we propose retrofits or upgrades of such essential devices as feeder head sucker boxes, air sidelays, Prepac blanket and impression cylinder washers, large KID console screens, PQA-S print quality assessment system and PDC spectral densitometers.



• Software upgrades

KomoriKare also offers enhancements of various Komori software and namely of our very famous KHS-AI intelligent quick start-up interface and our print management K-Station platform, which are vital tools to reduce your waste, speed up your production and improve your overall production efficiency.

People

Technology is nothing without experienced human beings to handle it! That is why, another fundamental aspect of the KomoriKare offer is the large range of personnel training courses it covers. Different levels of printing and maintenance courses are available for all types of printing shops.

Special services

In addition to our wide range of TOP services, some additional special services are also available.

• Press Relocation

Moving a press can be a frustrating experience. How do you know the people moving the press know what they are doing, and if there is a problem, what are you going to do? Let Komori handle your press move for you and have peace of mind that it's done right by certified Komori Service Technicians.

• Assistance to ISO 12647-2 certification

Our KomoriKare experts can help you obtaining your ISO 12647-2 certification.

Ancillary products

The KomoriKare Team is currently also focusing on including some ancillary products like finishing and material handling equipment and our experts shall soon tell you more on the subject.

Operation

• Press inspection

Is your press in as good a shape as you think it is? Are parts that reduce productivity and cost you money wearing out and you don't even know it? Is your press on the verge of a major breakdown and you have no clue? Let a Komori Service Technician spend one day with your press and we can give you an accurate assessment of just what kind of condition it really is in. The benefits and cost savings from this program make it a no-brainer!



• Press performance audit

You think you could maximize the performance of your press. We offer you operational audits to check it.

• Extended service packages

Your printing press is your major source of income. So why not let the professionals at Komori take care of it for you through a Service Program that insures your press will be running in peak condition throughout the year?

