

**“ Without losing sight of our other activities, our focus in 2017 will be on the packaging print industry ”**

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# Records shattered in 2016

With strong growth in turnover, a successful Drupa and the biggest order in the company's history, 2016 was an outstandingly successful year for Q.I. Press Controls (QIPC). The Dutch specialist in measurement and control systems for the printing industry continues to invest and innovate and is witnessing increasing interest from the market. At the same time, the Oosterhout-based business is broadening its horizons and will be shifting its focus in 2017 to include the packaging print industry.

## Order books up by 9-18,5%

When asked about 2016, QIPC's Menno Jansen, like managing director Erik van Holten, swells with pride. "The multi-million order placed by Mediaprint was one of the highlights", he explains. "It was the biggest order QIPC-EAE has ever received and a prime example of how our strategy of remaining loyal to the printing industry is working." This mega order placed by the Austrian printing business has been instrumental in boosting QIPC-EAE's growth, which is set to continue in the year ahead. "Our order books are up by 9 % for EAE and 18.5% for QIPC since 2015", claims Menno Jansen.

QIPC has chosen to steer the same tried and trusted course of creating innovations for the printing industry. By making small, but decisive changes the company is constantly improving on its range of modern automation solutions. This strategy is meeting with success. Menno Jansen: "The traditional printing industry is a declining market, there's no two ways about that. While some printing companies have to close down, those that survive have to effectuate more efficient working practices and invest in order to stay competitive. We are offering them future-proof solutions."

## Packaging industry

For QIPC, the launch of the IBS-100 at Drupa 2016 signaled the start of a new adventure: alongside its well-established activities in the newspaper and book-publishing market, it is now concentrating its efforts on the packaging print industry. Interest in the new applications offered by QIPC systems was immediate, but the product is still at the beta stage. Menno Jansen: "Without losing sight of our other activities, our focus in 2017 will be on the packaging print industry. Our aim is to make great strides forward this year in the market."

Menno Jansen & Erik van Holten, Board of Directors  
Q.I. Press Controls

*Q.I. Press Controls is broadening its horizons.*

**“Without losing sight of our other activities, our focus in 2017 will be on the packaging print industry”**



*Erik van Holten and Menno Jansen*

# QIPC automation installed on new KBA magazine printing press

**B&K Offsetdruck is soon to discover the advantages of image-based color control, color register and cut-off control. The German printing concern, specializing in high quality magazine covers, add specials and other high quality mailings, has committed itself to investing in an automation system supplied by Q.I. Press Controls (QIPC) for its new printing press. For years, QIPC has been the leading expert in the field of image-based control and automations systems for the print industry.**

B&K Offsetdruck recently took a decision to purchase a new KBA C16 press. In order to optimize capacity on this modern, high-end press, the supplier suggested having the C16 equipped with automation from QIPC. "The partnership between KBA and QIPC goes back a long way," explains Jaco Bleijenberg, director of international sales & marketing at QIPC. "Over the years, the two companies have built up a strong and meaningful relationship. In its decision to buy the new press, B&K Offsetdruck opted to put its trust in the long-standing partnership between KBA and QIPC. That speaks volumes for the relationships we try to maintain with our partners and customers."

## Drupa

B&K Offsetdruck is located in Ottersweier, in the south-western part of Germany. The company also has several other presses at its disposal which enable it to print a wide diversity of products. Last year, B&K Offsetdruck received a nomination for the German magazine printer and catalogue printer of the year respectively. Initial contact between B&K Offsetdruck and QIPC took place at Drupa 2016, the leading trade show for the printing industry. It was KBA who introduced the two companies and it wasn't long before QIPC had gained the ear of the German-based printing company. "Drupa is extremely important for us, precisely for these kinds of encounters," asserts Jaco Bleijenberg. "These exhibitions provide a great platform for establishing new contacts. And, at the end of the day, we're delighted to be able to strike deals like this."

## Enhanced quality

The new press will be equipped with an mRC-3D system for color register, an mRC-3D system for cut-off register and an iDS-3D system for color control. Additionally, the press will be equipped with IQM, QIPC's management information system which calibrates the quality of the printed matter by analyzing the metadata of the automation systems and generating easy-to-understand information. The installation, involving a total of seven cameras, will enable B&K Offsetdruck to print more efficiently, both in terms of staffing and waste reduction. What's more, the



*B&K Offsetdruck Ottersweier, Germany*

overall quality of the end-product can be managed much more easily - and improved as a result - thanks to QIPC's equipment.

## Magazine printing

The order goes to show how serious a player QIPC is in the magazine printing sector. "We'd like to be more active in this market," explains Jaco Bleijenberg. "This new press, incorporating QIPC automation, puts down a marker for us in the magazine market and will help us effectuate our strategy of being more active in this field."

**“This new press, incorporating QIPC automation, puts down a marker for us in the magazine market”**

# Aschendorff Druckzentrum: familiar face, new partner

**At the end of 2015, Q.I. Press Controls (QIPC) forged a new partnership with Aschendorff Druckzentrum GmbH & Co. KG in Germany. QIPC, the Oosterhout-based specialist in automation solutions for the printing industry, was commissioned to install its equipment on the company's new press in Münster (D). Aschendorff's technical director, Thomas Wenge, an old acquaintance of QIPC's, is very impressed: "This surpasses all our wishes and expectations."**



*Aschendorff Druckzentrum GmbH & Co. KG, Münster, Germany*

Although Aschendorff Druckzentrum might be regarded as a 'new' partner for QIPC, its technical director, Thomas Wenge, has been familiar with QIPC's systems for some considerable time. In 1998, when he was working in a different capacity for another of QIPC's partners, he invested in one of its first micro-mark-based automation systems. The understanding that had developed between Thomas Wenge and QIPC over the years took on a new significance when he assumed his new position at Aschendorff. "We've known each other for almost twenty years," Thomas Wenge explains, emphasizing that their shared history goes back a long way. "I've always kept a keen eye on developments at QIPC and it's partly because of that my colleagues and I are so taken by their philosophy and approach to work." Thanks to the long-standing partnership between QIPC and Thomas Wenge, their relationship is much deeper

than a professional one alone. "I can still vividly recall the time in 2000 when I was about to give a presentation for a group of printing companies in Germany," reminisces Menno Jansen, QIPC's managing director, smiling as he gives anecdotal evidence of the longevity of the relationship between them. "At the time, my wife was at the point of giving birth, so I had to call off the presentation at the very last moment. Thomas Wenge stepped in to take my place."

Much water has passed under the bridge since then. QIPC has continued developing and optimizing its systems and Thomas Wenge has since moved on to Aschendorff Druckzentrum. The company is responsible for printing 240,000 copies of the Westfälische Nachrichten every day, as well as a large number of other newspapers and magazines. In 2015 it was decided to install a brand

new KBA Commander CL at the company. KBA, who like Aschendorff Druckzentrum have since become one of QIPC's established partners, opted to have the press fitted with QIPC automation systems. The three companies each have a huge level of mutual respect and confidence for each other. Four mRC-3D cameras for color register, four mRC-3D cameras for cut-off register and four IDS-3D cameras for density control were installed at the plant. All mRC-3D and IDS-3D cameras are fitted with AIMS (Automatic Ink Mist Shield) which ensures automatic cleaning of the lenses. Additionally, as part of QIPC's quality management program (IQM), all the results are documented and analyzed. With the new systems installed, Aschendorff Druckzentrum has been able to make significant cutbacks in waste and staffing, while at the same time improving automation.

As well as a consummate belief in each other, the underlying reason for investing in measurement and control equipment from QIPC was the cast-iron guarantee of a high-quality finished product. To all intents and purposes, Thomas Wenge is more than satisfied with the performance so far: "This surpasses all our wishes and expectations," explains the technical director. "Not only did we get things up and running smoothly, it's performing now without any problems. We're impressed by the speed of the color regulation and the savings in paper that this brings about. The print quality is of a consistently high level, both for small and larger print-runs."

Despite its distinguished 250-year history, Aschendorff Druckzentrum is nevertheless an extremely innovative company. The plant is constantly seeking out new ways to improve its products, so the investment in the QIPC systems can be considered part of this strategy. Over the last few years, the company has gone to painstaking efforts to develop and optimize its printing processes and the color quality even more. And it is partly due to these efforts that Aschendorff Druckhaus has been winning many accolades and awards. By re-joining the International Newspaper Color Quality Club in 2016, the Aschendorff Printing Center is now at the top of the list of currently 36 members of the

WAN-IFRA "Star Club". Already seven times the printing center became a member of the International Newspaper Color Quality Club (INCQC). There are also three successful certifications of print quality by WAN-IFRA and three successful certifications by the VDM and Fogra.

Not only is the system's performance in line with expectations, the collaboration and service of QIPC meet with Thomas Wenge's approval. "From the moment we held our first project meeting to the commissioning of the systems, we can't speak more highly of our experiences with them." Now, one year in, it seems that QIPC's installation of the system at Aschendorff Druckhaus has become another total success. Thanks to the measurement and control equipment supplied by the Oosterhout-based specialist, the new, state-of-the-art KBA is working to its full potential. Menno Jansen is extremely proud of the performance put in by his company. "It's fantastic to see how efficiently the new press is running with our equipment on board. Strangely enough, it can sometimes prove more difficult to automate a new press than an old one. A new press tends to be more temperamental and the production team has to tinker around for a while trying to fine-tune the settings.

"I'm absolutely delighted about how smoothly things have gone here."

The positive outcome means that it's more than likely the collaboration between QIPC and Aschendorff is to continue following this initial installation project. While the systems in place have a working life of at least ten years, the German print company is always open to new innovations that QIPC and other partners have to offer. "It's quite unique for a newspaper printer to buy a new press," admits Menno Jansen. "The fact that they have done so and fitted it out with our systems says a lot about their long-term thinking. So I've every confidence that the collaboration will continue long into the future." Thomas Wenge agrees: "In the future we are looking to develop other improvements and innovations in an as uncomplicated way as possible in partnership with QIPC."

## **"This surpasses all our wishes and expectations"**



*mRC-3D camera with AIMS, one of the QIPC products Aschendorff Druckzentrum GmbH & Co. KG has bought.*

# Intelligent Quality Management becomes even more intelligent

**IQM (Intelligent Quality Management) has been around for more than a decade now. For years, partners of Q.I. Press Controls (QIPC) have been implementing the performance management system successfully to optimize their printing processes. Now it's time to expand the potential of IQM and match the information the system processes more to specific nodes within printing plants while not losing sight of the universal standards.**

IQM is only too happy to make use of all the information QIPC's mRC-3D and IDS-3D cameras collect about a press. These advanced measurement and control systems register and analyze the data so that the press can be automated with even greater efficiency. At the same time, everything the cameras register is saved by IQM and converted into meaningful graphs at the end of each print-run. For each color and each side, density and register data can be logged, saved, analyzed and verified with respect to the relevant ISO standards. "But we would like even more," says Brian Gajadhar, manager of Research & Development at QIPC, explaining the ambitious plans he has in store. "Together with clients we are hard at work developing new possibilities so that we can use the data we collect even more effectively. Our goal - in consultation with the client - is to develop new applications which match their needs."

The R&D department at QIPC is currently developing two major new applications. Brian Gajadhar: "We already have the capability to provide our clients with highly detailed information about all the components we register, but it's not always easy for them to decipher this. They would prefer to receive one short report about what went wrong, rather than twelve telling them what went right: we call that Management by Exception." This means that IQM collates all the reports into a single easy-to-read account, on the basis of which a technical manager in a printing plant is able to take direct action.

In addition, it turns out there is a need for comparative information. "Our clients want to identify trends so that they can understand the relative merits and shortcomings of their press," explains Brian Gajadhar. "If start-up waste increases every week by several percentage points, this

information can be established immediately, because we know what the volume the week before was. At this point production staff can intervene, however small the change in status may be. Without our software, the information would only become apparent at a much later stage, with all the unnecessary additional costs this would involve. What we can also do is make comparisons, not only with the statistics from the week before, but also, for example, with other presses in the plant. Together with clients, we are developing an online tool for IQM which means that all the graphs generated can be likened with each other: Management by Comparison."

In principle, the IQM upgrade can be installed on any press on which the most recent version has already been installed. QIPC cameras are compatible with the new system, only the computers on which IQM operate will have to be replaced, at least in the case of older versions. "For clients, the data which is collated by means of this service is immensely valuable," concludes Brian Gajadhar. "It provides them with a detailed insight into the functioning of their press, in particular, when it comes to maintenance and troubleshooting, IQM helps enormously."



IQM production overview

**“For clients, the data which is collated by means of this service is immensely valuable”**

## QIPC welcomes back 'old' colleague

**A welcome addition to the Q.I. Press Controls sales team since last November has been that of Harold Drinhuyzen. As such, the 54-year-old from nearby Breda returns to the company which had previously been his place of work from 2003 to 2009. Harold Drinhuyzen now has responsibility for the international sales of QIPC-EAE in the Mediterranean region, a number of African countries and Russia.**

Harold Drinhuyzen is a familiar face at QIPC. Ever since saying his goodbyes to the Oosterhout office in 2009, he has remained active in sales in the print industry. At the end of 2016, the sales team at QIPC was looking to fill a vacancy and Harold Drinhuyzen didn't need to think twice about the opportunity. "Of course, with my past experience, I'm familiar with how things work at QIPC and, to be honest, I missed it quite a bit: the people, the contacts and helping to solve the problems of customers. And not least the variation that the work involves."

The print trade is in Harold Drinhuyzen's DNA, his father having worked as a machine setter for the Haagse Courant, a newspaper that used to be based in The Hague. "At the time, type-setting was done using letters cast from liquid lead. Sometimes I'd be allowed to type-set my own name and take the lead letters home with me. I was fascinated by it. But what completely wowed me were the enormous printing presses on the ground floor level. After school on Wednesdays I would go and see how the paper was printed: the intense vibrations coming from the immense presses, the smell of ink and the surroundings all had me spellbound."

In the meantime, he has gained many years' experience working in sales in the printing industry for which he nurtured an early passion. Harold Drinhuyzen remains as enthusiastic as he was when he was allowed to gaze at the presses of the Haagsche Courant on Wednesday afternoons all those years ago. "I'm looking forward to re-establishing contacts with customers and agents who I've not seen since I stopped working for QIPC in 2009. It will be great to renew acquaintance with these old friends. In addition, it will be nice to make new contacts in different cultures and where possible provide good advice and find success in my new position. I'm sure it will give me great job satisfaction."

QIPC too is happy to see the return of Harold Drinhuyzen. Erwin van Rossem, to whom Harold Drinhuyzen will be accountable, is delighted with the new addition to the team. "With Harold, our team gets back more than 30 years of experience in the printing industry. He was extremely successful for QIPC in the past, having established strong relationships with clients and partners. His experience and service speak for themselves."

**“With Harold, our team gets back more than 30 years of experience in the printing industry”**



Harold Drinhuyzen

# Happy 21<sup>st</sup>! NZME upgrades to meet needs of a changed industry

**A large order to refit and automate color control on a 21-year-old newspaper press on “the other side of the world” is a special one for Q.I. Press Controls for two reasons. For one thing, it’s the classic scenario of the grand old press installed when print was king – and primarily to print a single flagship title – turned in a post-consolidation industry to produce a variety of publications with greater demands and shorter runs. And secondly, there’s a personal cachet for QIPC director Menno Jansen in delivering a much better system than the one in which – as it happens – he was involved before establishing the Netherlands-based company he now leads with Erik van Holten.**



Ellerslie Print Center

The big news is that NZME Print in Auckland, New Zealand, has commissioned Q.I. Press Controls to undertake a complete retrofit of its Goss HT70 press, delivering a 61-camera system to automate not only register and cut-off, but also color itself using QIPC’s IDS-3D technology. Installed to print the flagship daily New Zealand Herald for then owners Wilson & Horton, the double-width Goss press now prints a variety of other work including NZME dailies the Bay of Plenty Times and The Northern Advocate alongside contract work for Fairfax New Zealand, with whom a merger has been agreed subject to regulatory approval. The Fairfax work includes 30,000 circulation daily Waikato Times, 25,000 Sunday News and about 55,000 copies of the national Sunday Star Times – also printed at other Fairfax sites – with these and NZME’s Herald on Sunday produced side-by-side and to the same production deadlines. All of which has put a good deal of pressure on a site which prides itself on its culture and its commitment to quality. Last year the Ellerslie plant was admitted to WAN-Ira’s International Newspaper Color Quality Club for a second term, a runner up in the PANPA print site of the year competition, and among winners in the annual SWUG NZ print quality awards.

The 1995 press comprises 12 four-high towers and three mono units, with three folders, and Q.I. Press Controls will install 37 of its mRC-3D cameras for cut-off control, a further 24 IDS-3D cameras for color and register control, and its IQM quality management system. All cameras are equipped with the AIMS system for automatic cleaning of the optics. The retrofit will replace a register guidance system installed when the UK-built press was new, and which Menno Jansen recalls as “my first large sale” when he was working for the supplier prior to setting up Q.I. Press Controls. A 24-hour air journey from QIPC’s headquarters in Oosterhout, the Netherlands, Ellerslie, its people, and the “very interesting” New Zealand market therefore holds a special place in his heart. Menno Jansen says has visited the newspaper print site at least every year the last six

# “Other parties simply could not offer what we offer”

years: “I knew that QIPC could deliver a system that would better meet their needs, and on my last visit I even had a service technician go there to explain how we would solve everything,” he says. “I am very pleased therefore, that after all that effort, NZME Print has finally chosen to do business with us. To be able to install our modern IDS-3D and mRC-3D systems makes it a very special order for me personally.” That pleasure is also founded on confidence in the QIPC product: “Other parties simply could not offer what we offer,” he says, pointing to the versatility of the cameras, which can perform all the necessary functions with only two cameras per tower.

In addition to the automation equipment, NZME has chosen QIPC’s IQM analysis and management information system, which uses metadata to analyze the quality of the printed product and provide insights into future use. NZME’s aim is to raise the efficiency levels of the pressroom through reduced waste, set-up time and resource. The efficiency improvements will increase the company’s competitiveness in the newspaper print market, according to operations manager Russell Wieck. The new technology will enable NZME to source shorter-run commercial work that is currently not viable for the large double width presses.

Russell Wieck – who joined parent company APN in Toowoomba, Australia, in 1977, moving to the New Zealand Herald in 2004 – says the NZME culture is focused on improvement, whether it is quality, waste reduction, timeliness, staff morale, skills or personal growth and the united team goal is to raise the bar at every opportunity. With the 2017 print schedules a far cry from the 300,000 daily 80-pages-plus broadsheet newspapers the press originally produced, the new Q.I. Press Controls technology will set new standards for both high-volume work and the small-pagination, low volume inline-finished jobs and specialty publications it also handles.

Beyond these savings and the system’s quality and reliability, there is also the peace of mind that comes with the knowledge that, should problems occur, help from the QIPC service desk is always available... even on opposite sides of the world.



*Russell Wieck, Operations Manager NZME Print*

# Collaboration between TMG and QIPC

**Since 2016, the Amsterdam printing plant responsible for producing one of Netherlands' leading dailies, De Telegraaf, has been automated with systems for color and register control, cut-off control and daily analyses of the printing process, all supplied by Q.I. Press Controls (QIPC). This means that operators can now work even more efficiently and cost-savings can be made while maintaining the quality of the paper.**

Mick Ellerbeck is project manager employed by the service company of media concern, Telegraaf Media Groep (TMG). He was closely involved with implementation of the system. Mick Ellerbeck gives guided tours of the Amsterdam-based plant, which is responsible for printing De Telegraaf, Metro and other newspapers, to interested parties from home and abroad as well as showing off the new system.

"Netherlands' largest daily downsized from seven to just four presses," he explains. "The project was highly complex because automation in Amsterdam meant the closure of the Alkmaar plant plus organizational restructuring." While demonstrating one of the desks from which the new QIPC control system is operated, Mick Ellerbeck has this to say: "It was necessary for staff to be better supported in their work. We have reduced the number of operators on the production line from seven to five. These changes were unavoidable, but it would have been a whole lot more difficult without the automation provided by QIPC." With

fewer personnel and presses, operations are running a lot more smoothly. "When I saw the system operating in a Belgian printing plant in Paal-Beringen, it became clear to me: we can't get left behind. Having this means we have an eye on the future. This will keep us going for some considerable time to come."

After having witnessed the cameras of QIPC's systems in action on the web, his colleague Jeroen Tamminga from the Technical Support & Projects department joins us in a room next to the presses. He has daily contact with the operators and was involved with implementation of the news automation systems from start to finish. "Initially everyone was skeptical about a new system of course, but now it's been up and running for a while, comments have been few and far between. In fact, the guys became more excited", he tells us. "It's both easy to use and intuitive."

Jeroen Tamminga was responsible for supervising installation of the system in the plant, which took place in

two phases. First of all, the QIPC systems were put on to just one of the presses, as a test. Once it became clear that this press was performing to expectations, the other three presses could be fitted. "Everything went very smoothly", explains Jeroen Tamminga. "The project was on schedule, meaning no delays, even though we had to continue with normal operations throughout. Our dealings with QIPC were extremely amenable and orderly. This meant less of a burden on the admin side, which was especially pleasing. And despite some inevitable teething troubles during the installation - each of the presses behaves differently - cooperation was effective."

Installation hasn't put an end to the collaboration between QIPC and TMG. "In fact, for a system that has such a major impact on everyday operations, you could best refer to it as a partnership. Implementation of the automation systems is just a small part of this," continues Jeroen Tamminga. For example, the plant is glad to be able to make use of analyses and reports every day: these are sent via IQM, QIPC's analysis program.

Mick Ellerbeck: "The insight we now have into our presses, enabled by IQM, is an extremely useful addition." Mick Ellerbeck is joined by colleague Richard van Esch, the man tasked with optimizing the print process in Amsterdam every day on the basis of graphs generated by IQM. "Previously, we could only get that same level of insight through manual checks on the press," explains Richard van Esch, "but now we can pinpoint exactly where there's a problem in the printing process and find out whether maintenance is required. Efficiency is improved all-round as a result. In



*IDS-3D in action on the Manroland TELEMAN press at TMG in Amsterdam.*



*From left to right: Rob van den Berg, Jeroen Tamminga, Gerard Senator, Richard van Esch, Jacco de Vries (Rotographic B.V.) Peter Dane, Steven Heijstek (QIPC-EAE), Ernst Schot (Director), Erwin van Rossem (QIPC-EAE), Mick Ellerbeck, Ronald Teekman.*

the past, maintenance on components would take place on a chronological, not on a needs basis”, explains Richard van Esch while at the same time as showing us some IQM graphs. “We simply didn’t know which parts needed maintenance the most. Now we can prioritize. And despite working with fewer operators, we can focus our efforts more, that makes a huge difference.”

Richard van Esch picks up a paper from the production line. The pre-print for the weekend edition is in full swing during the day. He looks satisfied with the results while Mick Ellerbeck and Jeroen Tamminga look over his shoulder at the paper. Jeroen Tamminga concludes: “As long as we print papers here, we’ll be happy to do that with the help of QIPC.”

**“As long as we print papers here, we’ll be happy to do that with the help of QIPC”**

# Landmark orders for QIPC and EAE

## Austrian Mediaprint Group renews trust in partnership with QIPC and EAE for controls and automation solutions.

Mediaprint, Austria's biggest newspaper printing company, has placed large-scale orders with Q.I. Press Controls (QIPC) and EAE Engineering Automation Electronics. QIPC and EAE will equip several Mediaprint presses with new automation and control systems aimed at maximizing production efficiency, quality and reliability while cutting waste and costs.

Mediaprint is responsible for printing the national dailies Kronen Zeitung and Kurier as well as the contract-produced daily Der Standard and part editions of the free sheet Heute and Niederösterreichische Nachrichten. TV guides published in-house, various weekly newspapers, direct mail items and a range of other publications round off the portfolio. Mediaprint owns 13 newspaper presses at its printing centers in Vienna-Inzersdorf, St. Andrä (Carinthia) and Salzburg. Production at all three sites takes place on virtually identical KBA Commander web presses, each with three towers with a 9-cylinder satellite design.

Mediaprint recently chose QIPC to equip seven of its printing presses in Vienna as well as all three presses in St. Andrä with IDS-3D color and register control and IQM (Intelligent Quality Management) systems. QIPC will supply the IDS-3D systems for ink and dampening control, ink fountain roller control, fault detection and an automatic ink mist shield (AIMS). This colossal order is a follow-up to one received at the end of 2015, when Mediaprint had an IDS-3D system with six cameras installed in one of the eight web presses at its Vienna facility together with an mRC-3D cut-off register control system.

### QIPC – a choice informed by experience

Erich Manhardt, Manager Maintenance and Central Administration at Mediaprint, has this to say about his previous experience of QIPC technologies: "Our web presses were built back in 2001 and they've never had any color, dampening or register control functionality; everything has always been set and controlled manually. We wanted to install the QIPC system in the first press

and then experiment around to see if our aim of significant cost savings could be realized by reducing the number of personnel and the amount of paper waste without compromising on quality and productivity. That's now been confirmed without a shadow of a doubt. We've also discovered that, thanks to the automated QIPC systems, we can achieve a much higher quality standard and above all maintain it reliably. Our goal is for each of our printing centers to be upgraded to the same technical level."

"We're delighted that Mediaprint has elected to put such tremendous faith in QIPC technology and work even more closely in partnership with us", says QIPC Chairman Menno Jansen. "At the same time, this shows that our cost-cutting automation and quality optimization solutions are helping newspaper printers to get a handle on today's economic and quality challenges."

"Before deciding which equipment to add to our first press, we carried out a very thorough analysis of what relevant manufacturers were offering because this project was all about fundamental automation and labor saving issues," Erich Manhardt explains. "Apart from price, innovativeness and sustainability were key criteria. We had the greatest confidence in QIPC in this respect, because in our opinion they lead the field in the area of integrated dampening control."

### IDS-3D integrated in EAE Desk 7 pilot

Under the new order QIPC will install 60 more IDS-3D cameras in a total of 30 towers at the Mediaprint facilities in Vienna and St. Andrä. Operation of the IDS-3D system will ultimately be integrated in the user interface of EAE Desk 7 press control consoles, which EAE will supply in the framework of a major retrofit.

Desk 7 is an innovative remodeling of the web press command center which was originally unveiled by QIPC and EAE to international industry professionals at Drupa 2016. Mediaprint is the first customer worldwide whose web presses will be controlled using the new Desk 7 control consoles. The pilot at all three Mediaprint printing centers will comprise 26 of these new consoles.



Thomas Hofinger, Manager of the Mediaprint printing center in Vienna-Inzersdorf (left), and Erich Manhardt, Manager Maintenance and Central Administration



Production at Mediaprint takes place on a total of 13 KBA Commander web presses, which will be soon modernized as part of a major retrofit project

### EAE selected for enterprise-wide retrofit

Mediaprint has charged EAE with retrofitting the entire control system for 13 web presses at its three printing centers through KBA as general contractor. Specifically, EAE will replace the existing ABB control technology in 39 towers with modern EAE solutions, the majority of them based on standard hardware. Parallel to this, the number of control computers required per tower will be drastically reduced (from eleven at present to a mere one); the same will also apply to the bus systems. The package includes an EAE Print production planning and preset system as well as an EAE Info reporting and logging system. EAE has additionally been directly commissioned to implement the EAE V.I.P. (Visual Intelligent Plant) management execution system and the EAE Maintain maintenance management system at each of the three Mediaprint sites.

"Some of the main controls for our web presses have already been discontinued by the manufacturers, which meant we were forced to take action in the interests of reliable production in spite of still having spare hardware available in reserve. Mediaprint expects to persevere with these presses for another 10 to 15 years yet. We don't believe in delaying retrofits until too late in the technology lifecycle. Now is the time – because we're now at a stage where this kind of project can still be planned and realized efficiently," Erich Manhardt claims. When asked why EAE is the partner of choice for such a demanding retrofit project, he doesn't have to think for long: "The cost aspect is obviously at the forefront, but we're not simply modernizing our presses; we're also revolutionizing our software landscape at the front end. Continuous, forward-looking innovation is clearly visible in all of EAE's solutions and V.I.P. is no exception. That's precisely what we need."

**"Continuous, forward-looking innovation is clearly visible in all of QIPC – EAE's solutions. That's precisely what we need"**

### Biggest single order for QIPC – EAE

"This is the biggest complex of orders QIPC – EAE has ever received from a single customer," reports Menno Jansen proudly. "The Mediaprint investment package is simultaneously a clear sign that the industry has faith in the future of printed newspapers and in the ability of print and digital media to coexist. It's our wish that the systems in our portfolio today, plus those yet to be developed, will help the newspaper sector to ensure the survival of print in the media mix and stay profitable in the future."

The installation of the newly ordered QIPC systems will be completed by August this year; the press retrofit at the three Mediaprint sites will be undertaken in several phases up until the end of 2018.

# newsnology



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**"New EAE  
command center for  
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*"Retrofit essential to  
guarantee high quality  
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*"I felt confident in  
working with EAE: they  
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*"Once again this was  
an excellent project  
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# Competence in motion

**We can only keep our customers moving if we also keep moving ourselves. Seen against this background, the intensified global cooperation between EAE and Q.I. Press Controls (QIPC) has flourished into a success model for both sides. We at EAE are actively shaping the ongoing development of this model with our proven competence in control and automation technologies.**

## Retrofit diversity

No matter whether the aim is to restore production reliability, sustainably, extend the life of existing equipment, fundamentally modernize processes or enhance a system's capabilities – our tailored retrofits for web presses meet a growing need in the worldwide printing industry. Not only do we create added value for our international customers all along the line; we also make a contribution to sustainability and resource efficiency. One aspect is particularly encouraging here: we regularly welcome new customers with no previous experience of EAE solutions. These third-party retrofit customers are often swayed by the recommendations of satisfied users who already profit from EAE's superior system solutions and services. Customers purchasing these solutions can opt for tried-and-tested EAE technology in worldwide use and off-the-shelf hardware which is freely available in the market.

One current example concerns Civitas Media, the American local information company, which recently replaced an aging PECOM system at one of its newspaper print shops with modern control consoles and press controls from EAE.

Other clients have been placing their trust in EAE for many years now and we are proud of these fruitful partnerships. Axel Springer Print Management GmbH, for instance, was familiar with EAE as the OEM. They have three large newspaper printing sites in Germany, making us the obvious choice to modernize the web presses at its offset printing facility in Hamburg-Ahrensburg last year, as part of a major retrofit – bringing them into line with Berlin-Spandau and Essen-Kettwig.

## Convincing new interpretation

In the meantime, almost a year has passed since Drupa opened its doors in Dusseldorf. Together with QIPC, we showed our portfolio of products and services at the world's number one show for print and crossmedia solutions. Our new EAE Desk 7 press console was one of the biggest attention-getters at the joint booth. This visionary new interpretation of the central human-machine interface in the pressroom drew unanimously positive reactions from Drupa visitors and the first orders featuring the new EAE Desk 7 have already been received. We would like to introduce you to the Desk 7 concept and innovations in this issue of EAE Newsnology.

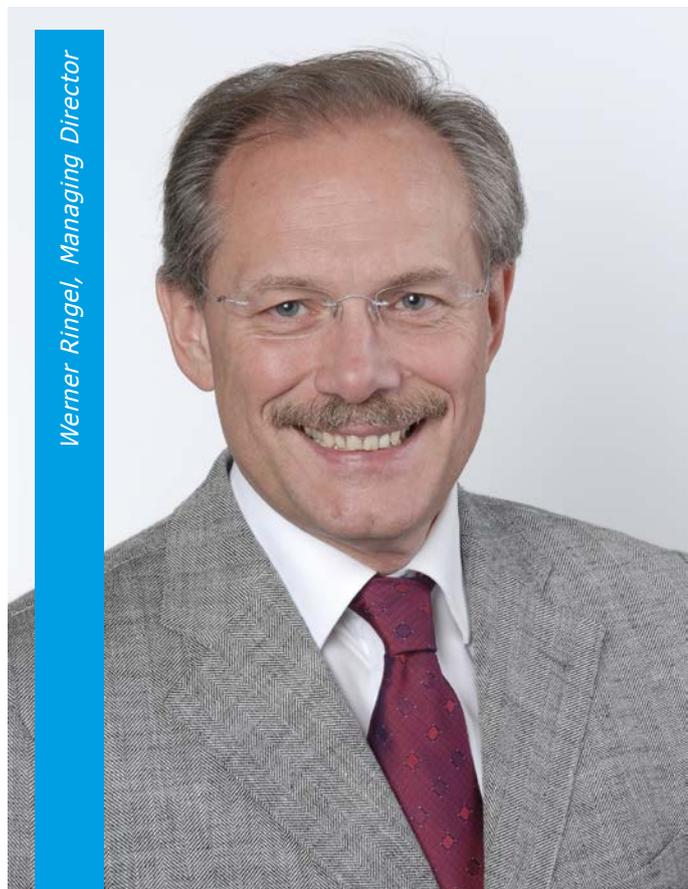
## Automatic goods flow under control

For the last three years we have also been focusing on control solutions for the dynamic intralogistics business segment. For some time now, this market has been very strongly influenced by the boom in e-commerce, which has caused the demand for automated goods storage and shipping preparation capacities to rocket. We are increasingly being asked to supply control solutions for sorting and conveying machines – backed up by qualified 24/7 support. Here, too, we are moving steadily forward with new EAE solutions for overhead conveyor systems and bag sorters, and you can learn more about this exciting business on the next few pages.

We hope this issue of our customer magazine will provide you with some interesting insights into the EAE world and serve as a source of new knowledge. Please don't hesitate to contact us if you have any questions, comments or suggestions.

[www.eae.com](http://www.eae.com)

Werner Ringel, Managing Director



# New EAE command center for newspaper presses makes a big impression

## EAE redefines the standard for modern press control consoles yet again with Desk 7.

EAE took advantage of Drupa 2016 to open a new chapter in the development of control consoles for newspaper presses. A pioneering concept was shown at the exhibition for the central operating unit which controls a web press: the EAE Desk 7. The new press command center unites a clear, light and dynamic design with exceptional robustness. The software for the new control console runs on a Windows 10 computer.

### Simplified operation, optimal process visualization

The EAE Desk 7 (the "7" stands for the 7th generation of control console technology made in Ahrensburg) represents a clear commitment to one-touch operation. Touch screens in portrait format are set into the workspaces on either side of the desk and inputs are now made using softkeys rather than membrane keys. Only the proven ink zone keyboard, which supports variable web widths, has been retained. The entire desk surface has been given a tempered glass protector. As well as being robust and highly transparent, it is also significantly easier to clean due to the lotus effect.

The central, high res (4K) monitor in curved design measuring 1.4 m (55 inch) diagonally above the proof copy area is an eye catching feature. Other user interface views such as a web press overview, inking and dampening settings, etc. can also be selected there if desired. This dynamic production information is visible to the operator from a straight-ahead angle in the spacious cockpit. Furthermore, double-spread newspaper content can be soft-proofed on the large monitor without any problems. A scroll function is provided for moving quickly from one page to another.

### Less is more

The control console makes a more harmonious overall impression because there are now fewer monitors on the

desk and the operator's field of vision is optimized and more clearly organized. The development team at EAE paid close attention to ergonomic aspects throughout. A motor installed in the control console enables the desk height to be adjusted conveniently to people with different body sizes and a footrest is also integrated. There are trays in the desk above the touch screen for storing order documents, etc. The closed cabinet in the base frame which is familiar from previous console generations has plenty of space for the control console PC and other computer hardware.

The EAE Desk 7 was on show at Drupa 2016 in Dusseldorf at the joint EAE and Q.I. Press Controls booth. Visitors had a chance to experience the modern one-touch operation in realistic simulations. "The EAE Desk 7 reflects our pledge to drive more innovations for the newspaper printing industry in the future. Our new control console helps control the web press more efficiently and gives printers a better picture of press settings and running processes in a working environment that meets the highest ergonomic standards", says Werner Ringel, EAE's Managing Director. "The unanimously positive reactions from Drupa visitors and the first customer orders are

firm proof that with the Desk 7 we are on the right track in the development of our control console philosophy."

The first installation of the new EAE control console will be at the Austrian Mediaprint Group in the fall of 2017. EAE will supply 26 Desk 7s in total as part of a large-scale press retrofit at Mediaprint's three printing centers in Vienna, St. Andrä and Salzburg.

Read more at page 12-13 (QIPC)



*The EAE Desk 7 has touch screens set into the workspaces either side of the desk.*

# Civitas Media opts for control with EAE

## New QIPC – EAE Americas customer makes its web press fit for the future with EAE control technology

Yet another newspaper production facility in the U.S. now trusts in EAE's innovative technology when it comes to retrofit solutions. Civitas Media chose QIPC – EAE Americas to modernize the press controls at its newspaper print shop in Wilkes-Barre, Pennsylvania, making it the company's most recent customer in the United States newspaper industry.

Civitas Media, headquartered in Davidson, North Carolina, is a dynamic, multi-channel, local information company. With strong roots in traditional community newspaper publishing, it produces more than a hundred different titles across twelve states. The Civitas Media facility in Wilkes-Barre is responsible for the Times Leader, the primary daily newspaper for the entire Wyoming Valley area, as well as a number of other regional publications including a weekly entertainment guide in the Weekender and a whole series of contracts. They are printed on a Manroland GEOMAN web press with five reel stands, three four-high towers, and a folder. It went into operation in 1996, making it the first press of this type anywhere in the U.S.

The retrofit order now placed includes the replacement of the existing PECOM system with an EAE solution and the installation of modern control consoles.

### Good economic and technical sense

The retrofit project is the outcome of an intensive and comprehensive analysis to determine the best, long term production solution. The fundamental question confronting Civitas Media was whether it actually made economic and technical sense to maintain their own production facilities in Wilkes-Barre, with the answer being an emphatic 'yes'. Since it could also be assumed that the web press would continue to deliver high quality newspaper products with very low waste in the future, the decision to have it upgraded and modernized was a logical step.

"We're obviously aware of the strengths and weaknesses of our press, and we'd known for a while that replacing the existing press controls would be a wise move. However, recent and ever-increasing malfunctions made dealing with all of

this a high priority," says Peter Fleming, Regional Director of Operations at Civitas Media. When asked why the retrofit order was awarded to QIPC – EAE Americas, he replies: "QIPC – EAE were recommended to us by Jim Gore of Pressline Services, a well-respected industry source. He was using them to engineer their Boston Globe relocation project – a massive undertaking. I spoke to the QIPC – EAE engineers there and was able to get some 'hands-on' time with their consoles to get an idea of the system capabilities. It was a most impressive visit. Later I toured EAE's production site and had extensive, detailed meetings with their management, design engineers, and technicians. I also visited several newspaper production facilities that housed Manroland presses and was able to interact with peers in order to gain their perspectives. One of these sites was even undergoing a retrofit at the time I was there, so it was possible to judge for myself the quality of the workmanship involved. The combination of these experiences gave us the confidence to propose QIPC – EAE as our best choice for the project."

### Modern control consoles and press controls for a proven web press

The upcoming retrofit will comprise the installation of two EAE Baltic Star control consoles, EAE IPC controls for the printing units and the folder, and various PCs for remote maintenance, network communications, and section control. The press will additionally be equipped with an EAE Info reporting and logging system as well as an EAE Print production planning and preset system. The Interbus network (wiring and hardware modules) for one of the three towers will also be replaced at the same time.

*Civitas Media's premises in Wilkes-Barre, Pennsylvania.*





*The Manroland GEOMAN web press at the Wilkes-Barre newspaper printing facility was the first press of this type anywhere in the U.S.*

"Top of the list is definitely reliability," replies Peter Fleming when asked what he and his team at the newspaper production facility principally expect from the retrofit. "Aside from that, we're also anticipating a supportable platform, a more user friendly setup, greatly improved and friendlier support, and – last but not least – better and much more detailed diagnostic functions, which happen to be the key to the operation of this press."

Ronald Reedijk, Managing Director of QIPC – EAE Americas, is a happy man: "We're delighted that Civitas Media has trusted us with this project. Retrofitting third-party systems is always an exciting challenge. I firmly believe that, with our rich experience in the field and our innovative and powerful systems, we're optimally placed to implement a solution within a very short time that keeps newspaper production at

the Wilkes-Barre site running smoothly, economically and with a consistently high level of quality."

The retrofit work in Wilkes-Barre is due to be executed in the second quarter of 2017. It will be preceded by various preparatory steps. First of all, an EAE team made up of planners and software engineers will carry out an audit in order to form a precise impression of the existing situation at the customer's facility, for example by taking measurements and recording data. Based on the insights gained, they will then develop a concept and roadmap upfront of the project kick-off. Next, a planning, procurement, and manufacturing phase will take place at the EAE plant parallel to the software development and integration testing. The material will be shipped and delivered in a timely manner, so that installation and commissioning can

commence as soon as the team of EAE specialists arrive on site. When all retrofit work is complete, the project will wind up with a short period of startup assistance.

Peter Fleming of Civitas Media is eagerly anticipating the active implementation of the retrofit: "There are some project management jobs that I really look forward to, and this is certainly one of them."

***"Retrofit essential to guarantee high quality newspaper printing with very low waste in the future"***

A case for EAE:

# Comprehensive retrofit at Axel Springer's offset printing site in Hamburg-Ahrensburg

Ahrensburg newspaper presses upgraded with Ahrensburg-made control technology.

Every press retrofit is unique, of course. Yet every now and then even experienced experts like EAE receive an order that is rather out of the ordinary. One project definitely belonging to this category lasted from Q3 2015 until Q2 2016 – when EAE was charged with retrofitting the press control systems and much of the PC hardware for the existing EAE systems at Offsetdruckerei Ahrensburg GmbH & Co KG's offset print shop. It wasn't just that the printer and EAE are virtually next door to one another (the two are only about 200 yards apart as the crow flies in the same street in Ahrensburg, some 12 miles north-east of Hamburg); this project marked the latest milestone in a close partnership that has grown over many years.

The Ahrensburg offset printing site, established in 1983, currently employs about 240 staff and is one of three newspaper printers operated by Axel Springer Print Management GmbH. The media corporation also has printing houses in Berlin-Spandau and Essen-Kettwig. The prepress, press, and mailroom technology at the Ahrensburg site was completely renewed between 1998 and 2006. Six Manroland COLORMAN-S42 newspaper web offset presses, each with three towers and with a total of 144 printing units in a 10-cylinder satellite unit, are in place there. The printer operates in three shifts, seven days a week. Every year, an average of 39,000 tons of paper are processed on the web presses and around 210 million inserts printed.

Approximately 50% of the printer's capacity is taken up by the publisher's own newspaper products while the remainder is assigned to external contracts. The portfolio comprises Axel Springer SE titles like Bild, Bild am Sonntag, Welt, Welt Kompakt, and Welt am Sonntag. It also includes contract-printed part editions of national daily and weekly newspapers plus a variety of commercial jobs.

EAE was the OEM in Ahrensburg, Berlin-Spandau, and Essen-Kettwig, where it supplied not only the press control systems and control consoles but also the EAE Print production planning and preset system. Back in 1993, the latter was the first of its kind to be implemented anywhere in the world when it was installed in Berlin-Spandau, while the first ever EAE control console was implemented in Essen-Kettwig as long ago as 1984. The COLORMAN web presses in Ahrensburg are fitted with an EAE Softproof system.

## Retrofit success number three

The Ahrensburg retrofit was preceded by similar projects at Axel Springer Print Management GmbH's other two newspaper print sites in previous years. Tobias Servais, the man in charge of the electrical workshop, explains the background to the modernization project at the third facility in Ahrensburg: "It was becoming more and more of a problem to procure spare parts for several of the electronic components and the threat of bottlenecks was looming. What's more, some of the systems also had obsolete PC hardware. So it was time to take action. Our aim with the retrofit was to make sure our production equipment would continue to operate reliably."

The Ahrensburg printer had been thinking about modernizing its technology since early 2014 and in August 2015 the contract was finally awarded to EAE. However, it wasn't simply the physical proximity and



From left to right: Bernhard Schmiedeberg (Sales Software Systems, EAE), Fabian Ratz (Technical Services, Offsetdruckerei Hamburg-Ahrensburg), Rüdiger Hahn (Project Manager, EAE) and Tobias Servais (Manager Electrical Workshop, Offsetdruckerei Hamburg-Ahrensburg) in front of the cabinets where the PCs with the various EAE systems are installed at Axel Springer's offset printing site in Hamburg-Ahrensburg.

the longstanding business relationship between the two firms that tipped the scales in EAE's favor. Tobias Servais: "EAE had already carried out successful retrofits at our sister print shops and the reports from our colleagues there were unanimously positive. EAE's plug & play concept for the controls was also very important to us, because it meant the electronic components could be exchanged relatively simply and fast without any major conversions or rewiring."

Rüdiger Hahn, the project manager responsible at EAE, emphasizes one other special feature – namely the large quantity of hardware that was supplied and installed by EAE in connection with the retrofit. Among other things, the old EAE SBC4 controls in the printing units and the folders were replaced with 36 IPC 2020 models. EAE additionally delivered 15 latest-generation PCs for the press control consoles along with the same number of new monitors. The substitution of the control console PCs coincided with the migration of the operating system from Windows 2000 to the more future-proof Windows Server 2008. Modern EAE Info PCs, Net PCs, and section control PCs (six each) and 24 drive control PCs drive sections likewise formed part of the order. An extensive package of spare parts, comprising one unit of each new hardware component, rounded off the scope of supply.

### **Retrofit in production conditions during non-production periods**

Following meticulous planning and preparation, the specialists at EAE began carrying out the retrofit in the third quarter of 2015 with support from the ODA workshop and its manager Fabian Ratz. They started by replacing the controls, and then did the groundwork for migrating the control consoles to the new hardware and operating system environment. The remaining activities took place in the first half of 2016. It went without saying that the disruptions on site were not allowed to have any impact on production. "We had to be flexible and proceed step by step. We had a time window from about 8 a.m. to 5 p.m. in which to complete the retrofit work on those towers that were not in use on a particular day. We then had a

chance to check whether everything was running smoothly after printing resumed on them again," Rüdiger Hahn reports. "You could say it was a modernization project in production conditions but during non-production periods." He adds that the serviceability of the existing EAE systems was simultaneously improved with additional network installations. If needed, EAE Customer Service can now access individual computers faster and directly via Ethernet, without having to go through the Service PCs for everything.

"Once again this was an excellent project collaboration between EAE and our own team. EAE also took a solution oriented approach to any requests by our printers for modifications to the operating concept and user interface of the control consoles. Their requirements were entered in a list of issues still outstanding and an answer was found for every single one," says Tobias Servais, who has worked at the Ahrensburg print shop for 32 years. "Our number one priority was that compatible spare parts for the newly installed components should be guaranteed to be available for at least ten years."



*Newspaper production on a COLORMAN press at Axel Springer's Ahrensburg site.*

***"Once again this was an excellent project collaboration between EAE and our own team"***

# Powerful solutions for the growing intra-logistics market

**Businesses with EAE control solutions for the in-house flow of goods and materials profit from the worldwide e-commerce boom.**

Around the globe, the e-business market has been expanding dramatically for several years now. Statistics and estimates testify to a more than an 18% increase for 2015 and almost a 17% increase for 2016 in e-commerce for the European market. The growth potential is still far from exhausted, with a further rise of about 16% predicted for this year. With more and more consumers, commercial and industrial customers, buying more commodities and products online. Additional - more efficient - solutions are called for to prepare their orders for shipping from warehouses and distribution centers. The boom in e-commerce is acting as a catalyst for the intra-logistics industry, a market in which EAE has been participating in with increasing success since 2014.

## Successful intra-logistics installations

EAE Flow was developed at the company's Ahrensburg facility as an integrated hardware and software solution which controls the reliable transport of items in automatic sorting and conveying machines with pinpoint accuracy. Several

intra-logistics projects with international customers requiring specific adaptations have been successfully completed by EAE. For example, a new tray sorter installation was recently equipped with EAE Flow at a parcel and mail sorting center, just outside of Paris. EAE was tasked with developing and supplying the control system for the tray sorter, which is designed to handle as many as 12,800 items per hour. The system also offers integration with various upstream and downstream systems. Another tray sorter, featuring EAE control technology, has also been installed in Bucharest (Romania). The requirement there is to sort e-commerce orders and process up to 6,000 items an hour. The

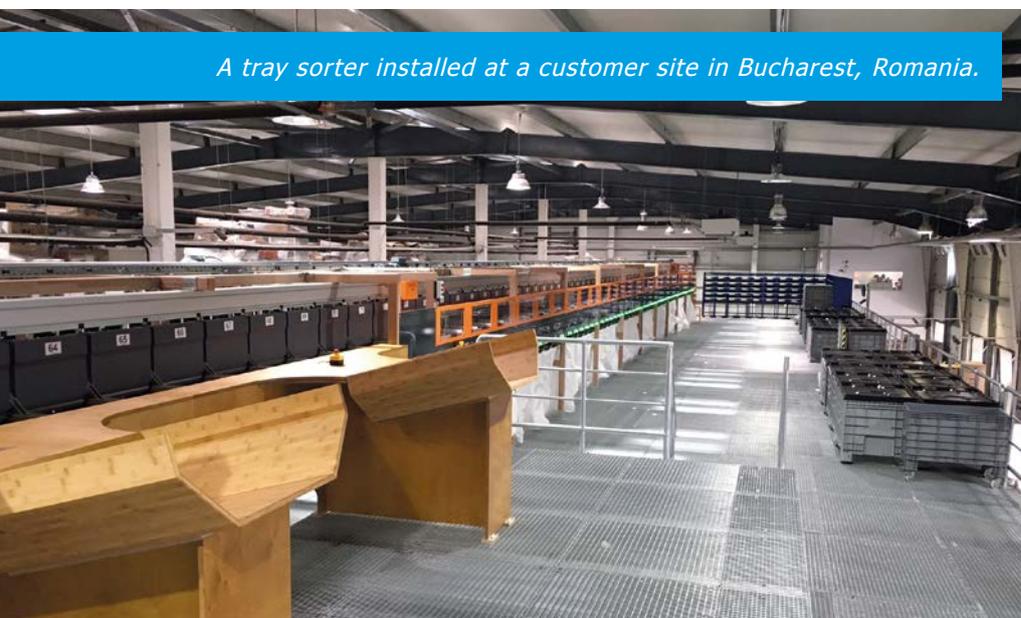
delivery time for both of these projects was relatively short, with a time frame of only three months for each project. In addition, EAE's intra-logistics team is currently working on another tray sorter project comprised of two systems that are destined for a customer in Sydney (Australia).

## Complex intra-logistics projects systematically implemented

"With large-scale projects, EAE acts as the integrator for individual transport sections that need to be included in the control system. We also have to map the project-specific workflow in the control solution," explains Andreas Dau, Manager

***"The global boom in e-commerce is a catalyst for intralogistics business"***

*A tray sorter installed at a customer site in Bucharest, Romania.*

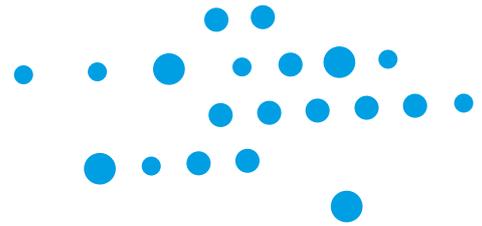


R&D and Business Development at EAE. "In our intra-logistics business segment we carry out most of the specification work prior to actually receiving the order. The system layout and the customer's workflow are defined to keep the project risks to a minimum. Once the order is received, we design the system, procure the materials, build the control cabinets, develop the software, run integration tests and install and commission all of the components." Even long after the completion of the project, EAE continues to keep a watch on the installed system. A 24/7 hotline for telephone and remote support is the customer's guarantee for optimal availability.

A clear upward trend is evident not only in the intra-logistics market but also in the technology. Control solutions for overhead conveyor systems and bag sorters are currently under development. The latter are particularly popular in the e-commerce world, where the typical large numbers of returns have to be processed as efficiently as possible. Special dynamic or chaotic storage systems with numerous so-called pick loops allow countless different storage and retrieval processes to take place simultaneously. "This kind of system configuration entails enormous dynamics in

the warehouse area, resulting in complex demands for the control technology. EAE has come up with new solutions for processing a long list of transport requests in real time," says Andreas Dau.

The successes in the market so far and EAE's proven development expertise will provide additional tailwind to create more novel solutions in the young intra-logistics business segment.



## Worldwide orders EAE



Look-back:

## Customized automation and control upgrades for Delaware Printing Company

A significant upgrade for a highly automated and extremely flexible press in Dover, Delaware (USA) was successfully implemented by Q.I. Press Controls (QIPC) and Engineering Automation Electronics (EAE). Included in this were the IDS-3D system for automatic color register and the mRC-3D system for cut-off control, all supplied by QIPC. Also included were new press control system computers provided by EAE. In 2016, Delaware Printing Company (DPC) experienced this large-scale transformation. One year later we look back on this thorough retrofit with the three parties involved.

DPC's printing press is anything but conventional. The KBA Colora press, acquired in 2003, has a unique design which enables it to print a wide range of formats including tabloids and broadsheets with page sizes as large as 43cm all the way down to as small as 25cm. Folded magazines are also done in sizes from 14cm to 21cm. From the outset, the press was fitted with a customized EAE control system. As with the design of the press, the control system design was a collaborative effort between the German supplier and DPC's consultant and project management company, Web Offset Services. Every detail was carefully

considered and implemented to insure the highest level of efficient management and control of the printing press, despite the printing of these many different formats.

After years of highly successful production along with DPC's extreme satisfaction with the way in which the EAE systems had performed, when it became evident that an upgrade to the existing control system and automation of the press was needed, EAE once again became the most likely candidate for replacing these. However, in the meantime, EAE had been taken over by QIPC, which meant that

there was now a single partner capable of supplying both control systems and automation solutions. "This way, we only had to deal with one company to upgrade the two different systems," explains Tom Bugbee, GM of DPC, clearly recognizing the advantages. "It's extremely beneficial. When there's a problem, there is no finger-pointing. A telephone call is sufficient to clear up the problem and, what is more, our consultant Sam Wagner at Web Offset Services strongly recommended going in this direction to reduce any associated risk as well as gaining more efficiency with an all-in-one package from QIPC and EAE."

General Manager (Tom Bugbee) along with Head Pressman (James Daisy) checking the results of the print test of the new QIPC and EAE systems.



## Web Offset Services

Consultant and Project manager Sam Wagner with Web Offset Services was the main architect for the original press design and its installation for DPC beginning back in 2003. They also made the decision in choosing EAE to supply the control system. "At the time, our specification for what the control system had to do was quite complex and no system on the market was capable of doing what we needed. I felt confident in working with EAE: they could deliver what we had specified and they did", remarks Sam Wagner. In view of this positive experience with EAE, along with experiences on other projects, as well as knowledge of the press and that of other players in the marketplace, his assessment played a vital part in deciding on this major investment. "Not only does it help to work with just one partner in the event of problems, it is also much more efficient during installation," explains Sam Wagner. "Because of all the joint benefits offered by QIPC and EAE. In the end it was easy choosing the right partner."

The replacement of the existing EAE system and automation (supplied by a different manufacturer), went off without any apparent hitches. "It proved quite a challenge to install everything without causing major disruptions to their round-the-clock operations," recalls Bernhard Schmiedeberg, sales & key account manager for the project on behalf of EAE. "But we succeeded. Another challenge was to copy the various preset values from the previous color register system and to convert these to the QIPC system without requiring extensive test runs. Thanks to the proper planning and implementation of the project, we were able to achieve this while maintaining the production schedule even with the time differences between Europe and the USA"

Sam Wagner acted as intermediary for both parties during the intensive installation process - in total there were six mRC-3D cameras and two IDS-3D cameras installed and the whole system was set up for the addition of closed-loop color and dampening control in the future. "I am quite happy with both companies, their staff and the way in which they work", he explains. "Because they know me well, know what I

expect and how I go about my business, we were on the same wavelength throughout and things progressed smoothly. We had a detailed schedule in place and we all worked closely together to ensure that our goals were maintained no matter what got thrown at us." Tom Bugbee agrees: "Of course, with a project of this magnitude, problems will crop up from time to time, but Sam took charge and made sure that everyone remained focused on their tasks in the interests of DPC."

## Results

The press in Dover has now been operating for some time with QIPC's automation and EAE's updated control system and DPC is delighted with the results so far. Tom Bugbee: "We're happy to report that both systems are working flawlessly and next to no problems have arisen this past year. If something does go amiss, we get an immediate response." Thanks to the new system, production has become a great deal more efficient. "The gains we made in speed and accuracy have enabled us to reduce both production time and start-up waste."

Just like the previous EAE system, the new system will ensure that DPC is ready to face at least the next ten years with modern control and automation systems. "That is currently the minimum expected operational lifetime of control system technology on a press," explains Sam Wagner. "That was the case with the previous system and is likely to be the case with this one too." In addition, in using two IDS-3D instead of mRC-3D cameras for color register, DPC is already equipped for a trouble-free upgrade to closed-loop color control in the near future. It would seem that a new chapter may soon to begin in the collaboration between QIPC-EAE and Delaware Printing Company.

***"I felt confident in working with EAE: they could deliver what we had specified and they did"***

KBA Multi Format Colora

