



# “Strength through cooperation”

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# Collaboration

The print industry is undergoing radical change. For a large part, media companies have been moving into digital. However, this doesn't mean that print will disappear from our lives completely. For example, the circulation of printed books remains on the rise, with readers still preferring to use printed copy. The print media will therefore continue to exist alongside the digital. One of the consequences of change however, is that print companies are consolidating, or more often opting to invest in upgrades to their existing printing presses, rather than buy completely new ones. Organisations will have to adapt their business models to these developments.

## “Strength through cooperation”

In an interview with management, registerFOCUS asks Q.I. Press Controls how it is responding to these changes. Menno Jansen starts by explaining that everyone in the printing industry must work in a more efficient manner. Collaboration between businesses has a key role to play in this. “If we do things together,” he argues, “we can take advantage of each other's assets and become stronger.” The central theme in this issue of registerFOCUS therefore, is ‘collaboration’.

**EAE**

On the one hand, for Q.I. Press Controls, collaboration means its close partnership with EAE. This results in increasing levels of synergy between the companies and a capacity to develop products together. “We are hard at work devising integration protocols,” Menno Jansen explains. “We are also offering joint orders and service contracts. From a marketing point of view, communication with the outside world is becoming much more structured and coherent.” As far as management is concerned, Q.I. Press Controls and EAE are never likely to reach a level of saturation when it comes to synergy. Erik van Holten explains: “We're constantly trying out new things, making inroads into new markets and generating new customers. This is an ongoing process.”

You can read about some of the specific benefits of the synergy between QIPC – EAE on the centre pages.

**Reliable business**

On the other hand, for Q.I. Press Controls collaboration means optimising its products, in partnership with the customer. Examples include improving dampening control and measuring the web tension. “Every customer has its own unique set of problems. We listen to what their needs are and aim to meet those needs,” adds Menno Jansen. If an organisation comes to Q.I. Press Controls with an idea for optical systems, the company never shies away from cooperation.

Some organisations decide to merge, others keep their plant and plan upgrades. EAE is always on stand-by to optimise operating systems, whilst Q.I. Press Controls is there to help ensure efficiently run processes. Menno Jansen's view is that innovation is vital: “But with the current climate in the market, first and foremost, it's important to give our customers reliability. Providing reliable solutions and effective support are the keywords and that's what we aim to deliver. Why not come and visit us at our joint stand at World Publishing Expo 2015 and we can explore ways in which we can meet your needs.”

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



Rheinisch-Bergische Druckerei GmbH decides on upgrade to IDS-3D and mRC-3D

# Innovation takes pride of place

Rheinisch-Bergische Druckerei GmbH opts for Q.I. Press Controls' IDS-3D for colour register and colour control. The business expects the investment will enable it to switch production processes more quickly and to achieve a much better quality. The upgrade will lead to more efficient and effective production processes in the plant.

## Rheinisch-Bergische Druckerei GmbH

Rheinisch-Bergische Druckerei GmbH (RBD) is the printing site of the Rheinischen Post Düsseldorf and subsidiary of the Rheinische Post Mediengruppe. The group is owner of different digital media platforms and some daily newspapers distributed throughout Germany. RBD has two locations in Germany: its Wuppertal site and its headquarters in Düsseldorf. In Düsseldorf, RBD prints no less than 35 different editions of the Rheinische Post every day, with a total daily circulation of 330,000. As such, the Rheinische Post is one of the biggest circulating papers in the Rhineland. Whilst the company is more well-known for its newspaper printing, it is developing a name as a commercial printing plant.

## Large order

RBD's Technical Manager, Jens Koudmani, explains that the organisation is always on the look out for new technical innovations which will improve quality and help the printing process become more efficient. The plant in Düsseldorf has been working with Q.I. Press Controls' IRS for colour register for almost ten years. "We are working towards a product without register marks or colour bars so that we can meet the needs of customers more effectively. The current IRS system needs replacing, which is holding

back our efficiency drive. However, just replacing the hardware and upgrading the software is not a sound financial decision. This gave us reason enough to invest in the upgrade to the mRC-3D and IDS-3D," adds Jens Koudmani.

The order from RBD consists of 40 IDS-3D and 30 mRC-3D cameras. The systems will be installed on four KBA Commanders with a total of ten towers and four

The two systems will also provide an opportunity to reduce labour costs.

For Jens Koudmani it was a logical decision to opt for Q.I. Press Controls: "Q.I. Press Controls has effectuated a large number of installations in the newspaper sector. They have extensive experience with KBA Commanders, which means that the existing settings, also for the ABB-MPS system, have been optimised. Q.I. Press Controls'

**“The innovative technology is one step ahead of the competition”**

folders. The IDS-3D takes care of colour register and colour control with the functionalities AIMS, dampening control, fault detection, ink-duct control, front-to-back register, plate-to-plate register and traffic light as quality indicator. The mRC-3D functions as cut-off register with AIMS and motorised scanner transport. Jens Koudmani expects the mRC-3D will bring about better production stability and the IDS-3D will result in early detection of printing errors and significant improvements in quality.

technology is innovative and they are one step ahead of the competition.”

## Clear future

Jens Koudmani is extremely positive about the collaboration: "Our experiences with previous installations at RBD have been favourable. The support, remote or otherwise, has been extremely professional." In August 2015, RBD expects to see the system giving the first results. The implementation of all systems is planned in March 2016. Jens Koudmani hopes to continue the close cooperation between RBD and Q.I. Press Controls: "If the technology of the systems installed continues to improve, we want to see these developments being implemented on our printing presses." Jaco Bleijenberg, Director of International Sales & Marketing at Q.I. Press Controls, is convinced that the new installation will be a big boost to RBD. His conclusion: "The new installation opens up new horizons for RBD in offering even better quality products for its customers."



Fltr: Gerd Lasetzke (Procurement Manager, RBD), Jaco Bleijenberg (Director of International Sales & Marketing, QIPC), Matthias Tietz (Managing Director, RBD) and Jens Koudmani (Technical Manager, RBD)

Black Press cuts costs thanks to Q.I. Press Controls' mRC-3D

# Vancouver collaboration leads to quick returns

In 2014 Black Press, Canada's largest independent newspaper printer decided to expand its product range. Through the Graphic Machinery agency, Black Press was able to acquire a DGM 430 printing press, at the time fitted with an older colour register system from Q.I. Press Controls. That set the ball rolling and ultimately resulted in all the towers in the Vancouver-based plant being fitted with Q.I. Press Controls' mRC-3D. Now that the presses have been in operation for six months, registerFOCUS took time to ask itself what benefits the mRC-3D had actually given Black Press. The title gives it away of course: collaboration is the key.

## Large order, bigger results?

Black Press is home to the oldest and most trusted community papers in North America. The organisation was founded in 1975 by its current chairman and owner David Black. It was never his intention to develop into such a large concern, but because his name has become synonymous with high-quality journalism and print standards, David Black is now the owner of 150 printed and digital titles. Black Press has operations in British Columbia, Alberta, Washington, Hawaii, California and Ohio. In BC alone, the various titles reach 98% of all homes.

David Black attaches great value to the print quality and has implemented this philosophy throughout all of the fourteen plants owned by Black Press. In 2014, the new Black Press B.C. printing plant was opened close to Vancouver, Canada. Director of Press Operations at Black Press B.C., Gus Tonnellier, explains that the organisation first came into contact with Q.I. Press Controls in its quest for a DGM 430 newspaper printing press. "We were satisfied with the Manugraph DGM presses," he explains, "so we went looking for an extra DGM 430. Thanks to Graphic Machinery, we were able to get a hold of one which was already fitted with a Q.I. Press Controls' system." At that point, Black Press B.C. had a need for automated solutions for its presses. Graphic Machinery and Q.I. Press Controls joined forces and made every effort to ensure that the newer mRC-3D became the

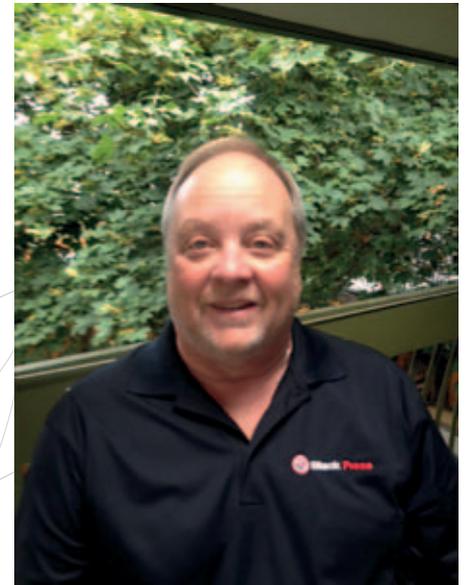
register system of Black Press B.C. Gus Tonnellier: "We were persuaded by the benefits the mRC-3D offered us. It means better registration, quicker start-ups and less waste. In terms of cost, it makes a huge difference to the number of man hours meaning that we can work much more effectively and efficiently."

Black Press B.C. placed the order for the mRC-3D colour register with AIMS (Automatic Ink Mist Shield). The Q.I. Press Controls' team installed the cameras on the DGM 430, which consists of eight towers - four new and four existing - and two folders. At the time of writing, the system has been in use for six months, so registerFOCUS asked Gus Tonnellier about the results so far: "Yes, the system meets all our expectations. In one nutshell, the result is reductions. Waste and the number of man hours required have decreased significantly in the last six months. The amount of waste produced by the press has fallen from approximately 18% to 7% after installation of the mRC-3D. On the other hand, our printing quality has come on terrifically. A longer period will tell us more about the system. But so far, so good."

## Satisfaction through effective collaboration

Jim Leveille, Managing Director of Graphic Machinery, explains that it was he who introduced Q.I. Press Controls to Black Press. It marked the start of a major new partnership: "This was a large order and there was no one

single person able to conclusively seal the deal or handle all the work. The contract was brought about with the help of Ronald Reedijk (Managing Director of QIPC – EAE Americas) and Menno Jansen (Chairman of Q.I. Press Controls)." Although the presses were the same, Jim Leveille reports that the different types of towers involved a number of different processes. Some towers had been already in use, which meant that Q.I. Press Controls had to consult various sources to arrive at the required specifications. "Everyone had to be patient and show



Gus Tonnellier, Director of Press Operations Black Press B.C.

undivided support in getting the right answers," says Jim Leveille.

registerFOCUS learns that the collaboration was felt to have been extremely effective during the installation and start-up phase by all three parties: Black Press, Graphic Machinery and Q.I. Press Controls. Ronald Reedijk can look back on the collaboration with great satisfaction: "At the installation phase, we enjoyed close cooperation with staff at Black Press. Discussions with management went

of the collaboration is a properly functioning register system which meets the requirements of Black Press. The system helps reduce waste and improves quality too. "We are a proud supplier," explains Ronald Reedijk. "Our work together went smoothly and the results meet our expectations. All parties have all done their bit to perfection. I hope that this is a good omen for the future."

## **“Their positive attitude and willingness to learn brought a swift operationalisation which will only benefit the organisation in the long run”**

smoothly and if one of the parties hit a snag along the way, there was a mutual understanding between everyone. According to Ronald Reedijk, this brought about effective communication, so that in the end everyone was on the same wavelength.

The installation itself went like clockwork. Both Black Press and Graphic Machinery report that the team from Black Press enjoyed a close working partnership with Q.I. Press Controls' engineers. Both are quick to thank engineers Jim Fischer (QIPC – EAE Americas) and Fabian Kuling (Q.I. Press Controls) in particular. Gus Tonnellier: "Our crew was able to work closely with Fabian and Jim. They were there for us at the start-up phase and during training." Jim Leveille: "They were involved from the very outset on the projects and put in excellent work to ensure that all eight towers were working properly."

But the Black Press team too was essential in bringing about a quick and successful outcome. "Their positive attitude and willingness to learn brought a swift operationalisation," explains Jim Leveille, "which will only benefit the organisation in the long run." The result



DGM 430 at Black Press B.C.

Denmark makes acquaintance with the combination Q.I. Press Controls and EAE.

## QIPC – EAE came out top

It seems that the collaboration between Q.I. Press Controls and EAE is paying dividends. In the space of just over a year following the acquisition of EAE - a period in which the two organisations have continued to develop groundbreaking automation products - the print industry has become increasingly aware that the two companies are operating as a single entity. Joint orders are starting to pour in and Denmark too, is making acquaintance with the QIPC – EAE combination. Having been won over by the commitment shown by both organisations, the Trykkeriet Nordvestsjælland printing plant has singled out QIPC – EAE for the upgrade of its presses.

### Trykkeriet Nordvestsjælland

Trykkeriet Nordvestsjælland, based in Holbaek, Denmark, forms part of Sjællandske Media. This local business, with a workforce of around 500, publishes four daily and 34 weekly newspapers. The latter alone accounts for a weekly circulation of 785,000. The organisation holds quality and accuracy in high esteem. Because both the current register system and the automation software were ten years old, the printing company decided it was high time to invest in an upgrade.

The order consists of a software and hardware upgrade for the EAE PrintPP and the replacement of the IRS system by four mRC-3D cameras with AIMS for cut-off control and eight IDS-3D cameras with AIMS for colour register. The upgrade is intended for a KBA Comet newspaper press with four full-colour towers and one folder. The IDS-3D cameras have been made suitable for colour control, which means that Trykkeriet Nordvestsjælland can invest in this at a later stage.

far as QIPC – EAE is concerned, the required outcome is that customers purchase complementary products from both organisations when placing new orders.

Erwin van Rossem is keen to put forward the argument for QIPC – EAE's complementarity: "When, for example, a customer invests in products solely from EAE, they get production reliability. In addition, a combination of both - that is, a combination of automation with the modernisation of hardware - not only leads to improved

## “QIPC – EAE stands for efficiency, effectiveness and cost cutting”

### Software and hardware upgrade

Despite these ageing systems being the IRS cameras from Q.I. Press Controls and the PrintPP software from EAE, Trykkeriet Nordvestsjælland decided to carry out an extensive investigation among several potential suppliers. At the end of the day however, it was QIPC – EAE which came out top of the tree. The organisation's reasoning was based on the possibilities for a closed-loop control and QIPC – EAE's commitment to the printing industry, which may well lead to further innovations in the future.

### Brought about in part by

Trykkeriet Nordvestsjælland's order was brought about in part by Q.I. Press Controls' Head of Sales, Erwin van Rossem and the Piculell & Söderqvist agency. The latter has been working with Q.I. Press Controls for many years and is a highly valued partner. The order is a sign that QIPC – EAE is making good headway as a joint operation. Menno Jansen, chairman of Q.I. Press Controls, explains: "We wanted to bring about a situation in which customers no longer make a distinction between the two of us, that is, they think of Q.I. Press Controls when they're in conversation with someone from EAE, and vice versa." As

performance, but also to cost savings in the long run." The combination of QIPC – EAE stands for efficiency, effectiveness and cost cutting. The order now enables Trykkeriet Nordvestsjælland to benefit from the advantages that QIPC – EAE has to offer.

From left to right: Erwin van Rossem (Q.I. Press Controls' Head of Sales), Niels Grinsted (Print Manager) & Jarl Söderqvist (Piculell & Söderqvist's Sales Manager).



Q.I. Press Controls' mRC-3D on new Manugraph for CDC Printers

# Integration with Manugraph

CDC Printers is so satisfied with Q.I. Press Controls' fully automatic solutions for its printing press that the company has once again singled out Q.I. Press Controls for its new Manugraph Cityline press. CDC Printers intends to install the mRC-3D on the new press, in turn bringing about the first-ever fully integrated project between Q.I. Press Controls and Manugraph.

## CDC Printers

CDC Printers, based in Kolkata, India, is a well-known quality printer for books, magazine and commercial printing in the Eastern part of India. CDC Printers has the latest printing equipment with state-of-the-art automation. They believe that the key to sustained success is choosing the right technologies and applying them to build a cost-effective and quality printing infrastructure.

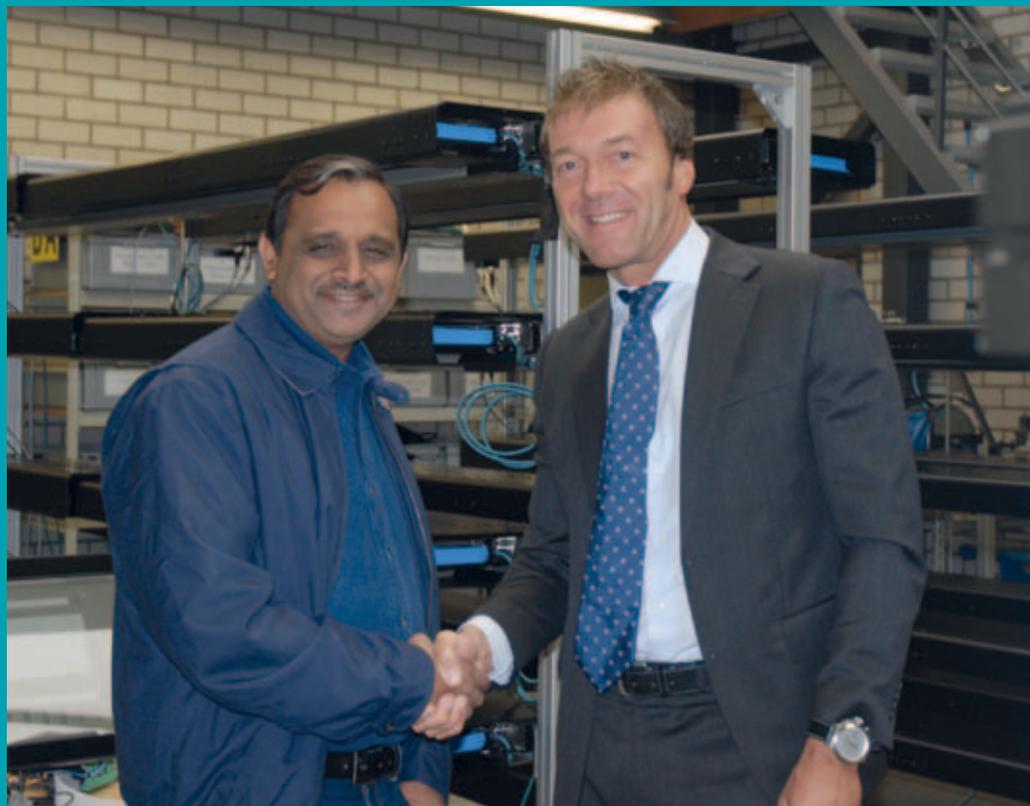
## Join hands with Manugraph

In the past, CDC Printers had decided to fit two of its Orient presses with Q.I. Press Controls' mRC+ colour register system. Up to now, the organisation has been delighted with the performance of these systems. When CDC Printers entered into talks with printing press manufacturer Manugraph about the specifications for its recently purchased Manugraph Cityline, CDC Printers specifically asked for Q.I. Press Controls. Chittaranjan Choudhury, Managing Director of CDC Printers, was able to persuade Manugraph into integrating the systems of Q.I. Press Controls with its own.

This order brings together Manugraph and Q.I. Press Controls, which means that they can now provide an integrated solution for colour register control on the press. The order has been placed with Manugraph and as such, this represents Q.I. Press Controls' first-ever fully integrated project with Manugraph. The order means that Q.I. Press Controls will be taking on an even higher profile in the book-printing world. Vijay Pandya, Managing Director of QIPC – EAE India, sees a long and fruitful future collaboration with Manugraph: "We believe that it is an appropriate synergy to join hands with Manugraph. By pooling our knowledge and experience, we shall be able to offer and implement solutions to bring about the required print quality in a cost efficient way. We look forward to a long-term partnership which will benefit more printers."

## CDC Printers as common thread

CDC Printers exudes an aura of dependability. As Chittaranjan Choudhury explains: "We are fully satisfied



with the performance of Q.I. Press Control's equipment and services and we believe that they are the right partners for our business." With the introduction of the mRC-3D, the organisation is assured of reduced wastage and cost-savings. CDC Printers is the common thread that joins together Manugraph and Q.I. Press Controls. As Chittaranjan Choudhury says, "The two organisations are well-matched. I am convinced we can benefit from each other's expertise and can make long-terms contributions to the printing industry."

Mr. Choudhury (Managing Director CDC Printers) with Mr. Blejjenberg (Director of International Sales and Marketing Q.I. Press Controls) during a tour at Q.I. Press Controls' main office.

**“CDC Printers specifically asked for Q.I. Press Controls”**

Exclusive interview with Colombia's most influential newspaper

## Level of prestige

**Casa Editorial El Tiempo demands ever greater quality requirements of its products. The organisation believes it is essential to have a system in place that both guarantees quality and reduces waste. In an interview with registerFOCUS, Miguel Angel Perez, Production Manager explains the importance of Q.I. Press Controls' mRC-3D for El Tiempo.**

Almost a year ago, Casa Editorial El Tiempo's management board gave the go-ahead for the installation of the mRC-3D for colour-register at its head office in Bogotá, Colombia. Installation is now complete and the system operational. registerFOCUS interviewed Miguel Angel Perez about the system. Having worked for El Tiempo for 28 years, Miguel Angel Perez has gained a vast amount of experience in making sure processes work as efficiently as possible. He relates that the previous register system was temperamental, making it difficult for the system to work properly and leading to increases in paper consumption. It became increasingly clear that El Tiempo would need another system. "Other users had told us good things about Q.I. Press Controls. The manufacturer of our printing press recommended them too. High levels of accuracy and reliability are the system's main assets.

"A couple of years earlier, Q.I. Press Controls had installed one of its systems in our Cali printing plant. The results there have been second to none," Miguel Angel Perez reports. The company ultimately plumped for the mRC-3D.

**“Paper consumption has been reduced drastically during the start-up period and production”**

Miguel Angel Perez explains that the mRC-3D has had a marked impact, bringing about efficiency improvements in El Tiempo's processes.

### **Casa Editorial El Tiempo – influential and prestigious**

Casa Editorial El Tiempo is the publisher of the most influential newspaper in Colombia and has a daily readership of 1.1 million. The paper of the same name is published in six regional editions. El Tiempo was



founded in 1911 and soon after acquired by the Santos family. Over the years, many of its family members participated in Colombian politics and occupied positions of state, including the presidency, vice presidency and

ministerships. The current president of the country is a Santos. The company is currently owned by Grupo Aval, one of the largest and most powerful groups in Colombia mainly known by their presence in the financial and building industries.

El Tiempo emanates quality. The publisher regularly receives awards for its printing quality. From the WAN-IFRA alone, the organisation received the prize for the best printed products in 2004, 2010, 2012 and 2014.

El Tiempo wants to uphold its reputation and went in search of the best equipment to effectuate this. "Q.I. Press Controls' systems matched our needs perfectly. With Q.I. Press Controls we know we have a fantastic partner who can help us bring about increased standards of quality."

### **Above-expected results**

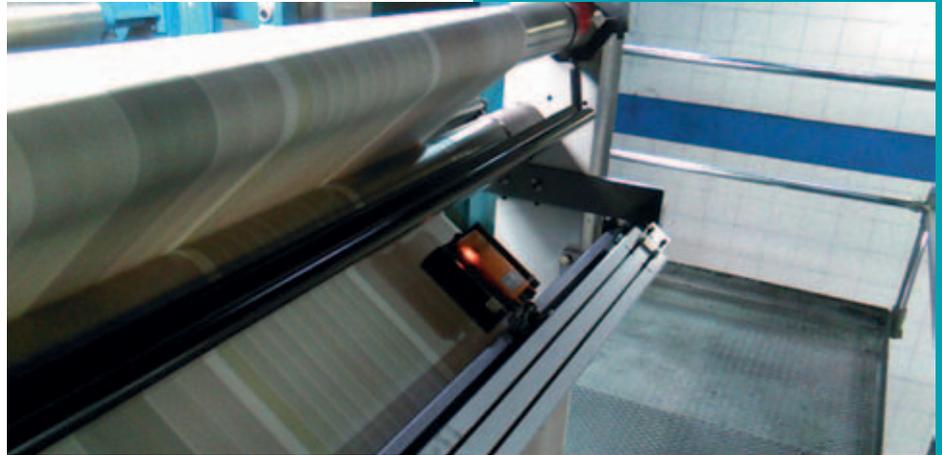
At the end of last year, the eight mRC-3D cameras at El Tiempo were installed on a Goss Newsliner with four towers and one folder. Miguel Angel Perez had high expectations: "We expected consistent quality across the whole range of products and a quick running-in period. We had seen that the system was highly reliable, so it meant we were guaranteed excellent colour register during production, even when speed, paper categories and rollers have to be changed." When quizzed about the results of the register system by registerFOCUS, Miguel Angel Perez explains that these had already been above expectation within the first six months: "The system is easy and reliable to operate. We originally invested in the system for the purposes of quality, but our start-up period was much shorter than anticipated because the product was quickly in register. The upshot of this is that our operators could devote their time more effectively to other modifications. We would achieve a much higher numbers of sellable copies and maintain a consistent quality

throughout the printing process. Paper consumption has been reduced drastically during the start-up period and production."

El Tiempo is extremely happy with Q.I. Press Controls. The system exceeds expectations and staff are enthusiastic about the partnership. "We received proper training during the installation process. After installation, we could depend on customer services on a round-the-clock basis," adds Miguel Angel Perez. Q.I. Press Controls is proud to have El Tiempo amongst its satisfied customers. Menno Jansen, chairman of Q.I. Press Controls, reports that the Sales team went the extra mile to get the order. The order was clinched partly thanks to the support and effective contact with the agent, Juan Echavarría, Vice president of Sales at Print2Finish. Juan Echavarría explains: "El Tiempo is one of the most prestigious and influential papers of all time in Latin America. Their highly qualified teams of technical and production staff set an example for everyone else in the printing industry. The decisions and technical preferences of the organisation have an influence on many others."

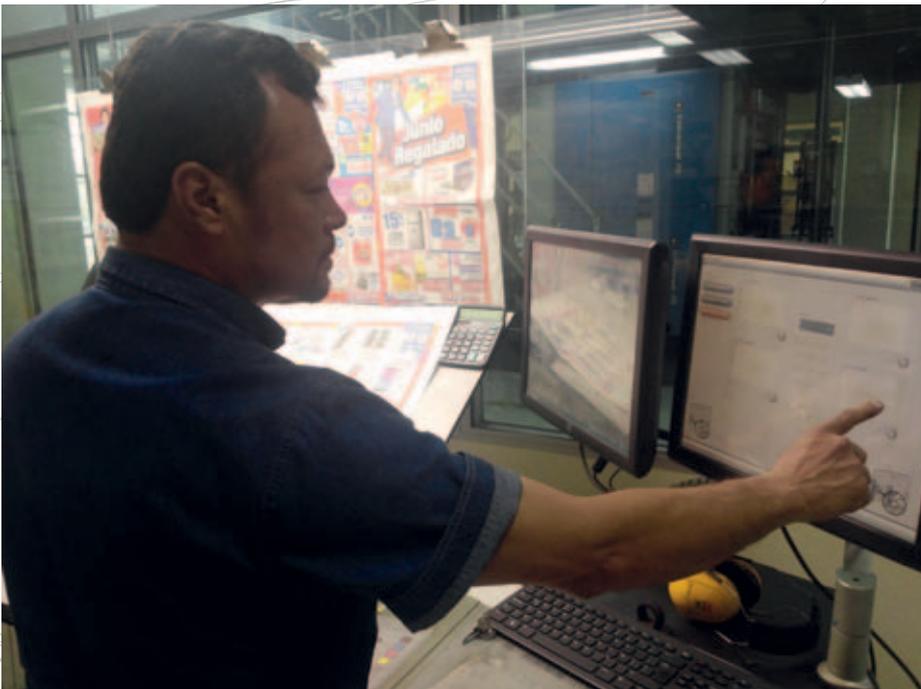
**IDS-3D: the next step**

Thanks to being able to demonstrate how efficient and effective its solutions can be in such a key printing plant as El Tiempo's, Q.I. Press Controls now has an even higher profile in the industry. Menno Jansen says that QIPC – EAE Latin America will continue to work closely



with El Tiempo to make sure the processes keep running as optimally as possible. The next step for El Tiempo is the IDS-3D. In the future, Miguel Angel Perez would like to invest in a complete automation package. "In the long run, we hope that we will be able to optimise the density regulation through acquisition of the IDS-3D. This investment will guarantee us 100% reliability in quality from start to finish in the production process," adds Miguel Angel Perez.

Register control. This process is much quicker with the mRC-3D.



El Tiempo's printer at work with Q.I. Press Controls' Graphical Operator System (GOS).

QIPC – EAE joint stand at World Publishing Expo 2015.

# The fruits of ‘QIPC – EAE’

For the second year running, Q.I. Press Controls and EAE will be putting on a single front at the World Publishing Expo 2015 in Hamburg, Germany. Since 2014, the two companies have been working hard to bring about even greater synergy and innovation. The QIPC – EAE combination is becoming an ever more widely known name in the printing trade and joint orders keep flooding in. The partnership is now beginning to bear the fruits of its labours. Erik van Holten, Chairman of QIPC – EAE, is confident about the future. He explains: “The successes we have achieved from the collaboration so far are just the tip of the iceberg!”

## Collaboration

Thanks to the collaboration with EAE, Q.I. Press Controls is now able to meet the requirements of the printing industry even more comprehensively. By combining the resources of both organisations, they are nearing their goal of simplifying the slowly increasing complexity of the printing process. QIPC – EAE first exhibited together at the World Publishing Expo 2014 in Amsterdam, the Netherlands. On their joint stand, they launched the first innovation of their collaboration: a highly intelligent closed-loop camera with colour register and colour control in one, the IDS-3D which can entirely be operated remotely from the EAE desk.

## Development and synergy

In the months that followed, QIPC – EAE certainly didn't sit back and watch the paint dry. Instead further synergy evolved. In terms of Research and Development, the collaboration led to yet more innovation. R&D is developing new products, such as the IDS-3D and the EAE desk, and is also integrating the current software systems. The partnership is bringing about highly effective and efficient support services for its customers. Technicians receive training in the technology of the other organisation, which means that QIPC – EAE is able to offer joint service contracts. Sales is likewise profiting from the collaboration: developments in other departments are resulting in favourable prices for providing the technology.

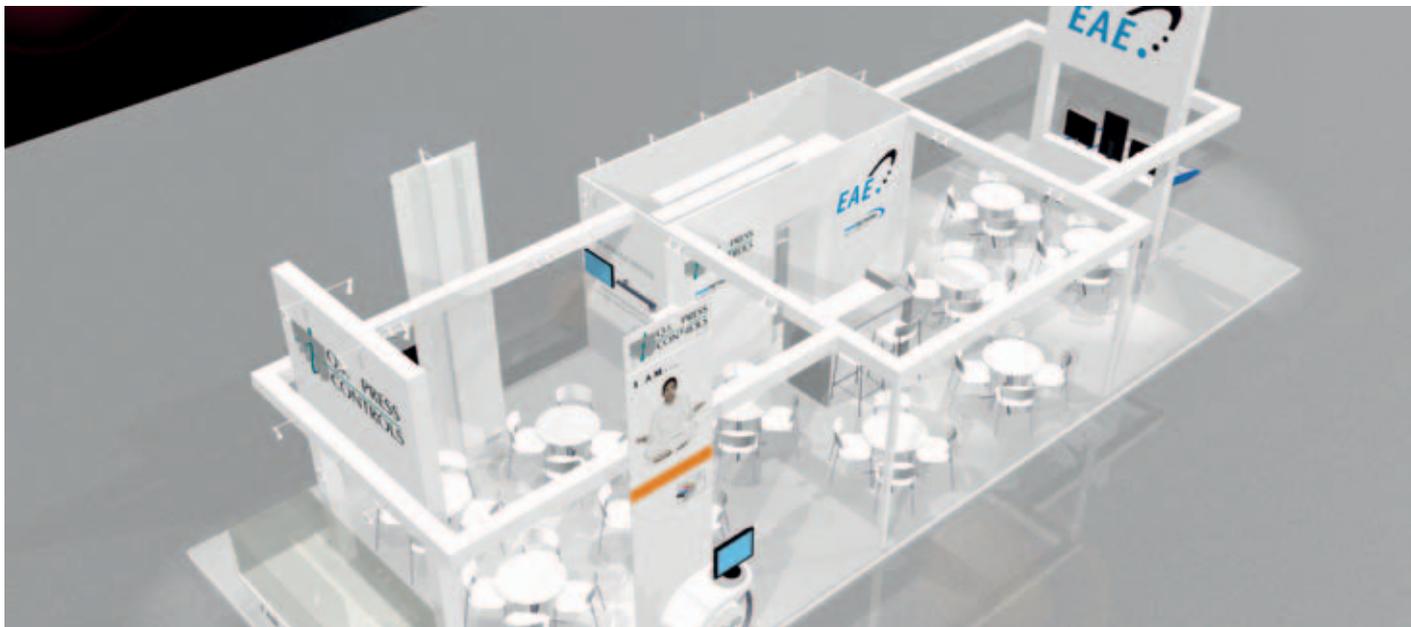
This means that Sales is able to offer joint order contracts and take advantage of each other's network, so that the focus can be fixed more on local markets.

These developments are reaping their rewards. The printing industry is seeing the benefits of the QIPC – EAE combination, which has been resulting in a series of joint orders.

## In the spotlight: Lausitzer Rundschau Medienverlag und Druckerei

One of these joint orders comes from the city of Cottbus in Germany. Lausitzer Rundschau Medienverlag und Druckerei is a leading publisher in the field of economics





Joint QIPC – EAE stand at WPE 2015

and journalism in the region between the rivers Elbe and Neisse. The company has a KBA Journal newspaper printing press. Given the age of the machine, management decided on a retrofit from EAE. Thanks to the advantages of the QIPC – EAE combination, the organisation was also in a position to upgrade the former IRS system with mRC-3D cameras. Erik van Holten explains: "The order would probably not have gone ahead without the combination. Both the customers and ourselves benefit from the advantages."

#### **In the spotlight: Fairfax Media Print & Distribution North Richmond**

Another joint service contract has been negotiated in North Richmond, Australia. Fairfax Media Print & Distribution is the operating arm of the innovative and progressive media company Fairfax Media, which is owner of such leading national newspapers as The Sydney Morning Herald and The Australian Financial Review. Fairfax uses a number of newspaper presses which are operated by EAE software and also fitted with optical measurement and control systems from Q.I. Press Controls. With the acquisition of EAE, it was a logical next step for Fairfax Media to sign a joint service contract: this service contract, which applies to both Q.I. Press Controls and EAE systems, is now covered by just one engineer, one visit and one invoice.

#### **World Publishing Expo 2015 – Stand A4.640, Hall A4**

QIPC – EAE will once again be exhibiting at this year's World Publishing Expo, being held at the Hamburg trade fair, where QIPC – EAE will be presenting its latest developments and technologies. QIPC – EAE will be giving a demonstration of its automated products and is ready and willing to discuss tailored solutions with customers. QIPC – EAE can be found at stand A4.640 in hall A4 and is well worth the visit.

**"The QIPC – EAE combination is becoming an ever more widely known name in the printing trade"**

*newsology 2/2015*

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*"We can exploit synergistic potential between print and intralogistics to the benefit of all our customers."*

Page 4-5 EAE Intralogistics

"Implementing EAE V.I.P. on this scale will facilitate planning and analyses of all production processes throughout the company."

Page 6-7

WE-Druck GmbH & Co.

"We've never had a single control system from another supplier and we're thoroughly satisfied with EAE's product and retrofit solutions."

Page 8-9

Czech Print Center a.s.

"EAE Maintain helps printers achieve a sustainable improvement in their production reliability and availability"

Page 3-4 EAE Maintain

Our new website will be launched October 2015. Check it out on [www.eae.com](http://www.eae.com)

# On track together

Doesn't time fly! More than a year has gone by already since Q.I. Press Controls (QIPC) forged a partnership with EAE. Many initiatives have been launched during the last twelve months. In particular EAE's global footprint has been expanded and new, jointly developed products have been introduced to the market. QIPC and EAE really are on track together. Our successful cooperation has been conducted on an equal footing with the aim of making the print production processes more efficient and more economical. You, our customers in newspaper printing and other sectors of the graphic arts industry, will inevitably profit from this active partnership.

In line with our policy of breaking new ground, without neglecting our traditional business segments, we have begun to develop products for the dynamic intralogistics market, building on our deep expertise in press control and automation technology. This commitment is now starting to bear fruit in the form of EAE Flow. You can discover more about our new control solution for the transport of articles in automatic conveyer and sorting systems in this issue.

EAE Maintain is another innovation presented here – this time for the printing industry. It is a software solution for maintenance and servicing management that encompasses all machines and production equipment in a print facility.

We are also on track together with our many customers around the world. Several examples are described in this current issue of EAE newsnology. We report, for instance, on how Czech Print Center (CPC), a newspaper printer in Prague, has fitted its web presses' control and automation technology for the future with a step-by-step retrofit project. And in the far north of Germany, WE-Druck of Oldenburg has established a integrated production workflow management system based on upgrades and the installation of numerous EAE software solutions – including a pilot of EAE Maintain. These are just two out of

umpteen real-world cases which show how EAE leverages its highly specific systems expertise to create made-to-measure, customer focused solutions.

Werner Ringel, Managing Director



Werner Ringel, Managing Director

# EAE Maintain – maintenance management redefined

A software solution to support print shop staff charged with maintenance and servicing activities – which are not only numerous but also tend to involve a lot of small parts – is nothing new for EAE. EAE LMS (Logistic Maintenance System), the database assisted maintenance tool, has been in the portfolio since 1996. EAE Maintain is now being launched as a successor product with many extra features and an integral evaluation module as standard. The new solution also offers plenty of flexible customising options, for example regarding the screen design or for adding dynamic database fields.

## Smart maintenance

EAE Maintain encompasses all machines and production equipment in all departments of a graphic arts business. It generates scheduled activities such as maintenance and inspections and reminds the persons responsible of pending tasks. Unscheduled activities like troubleshooting disruptions are entered, documented and archived in the EAE Maintain system. The database which is built up in this way provides a high level of transparency for the equipment to be managed, enabling current states to be determined, disruptions analysed over a period of time and weaknesses removed. The modular system also supports the entire functionality for purchasing and managing stocks of spare parts and maintenance materials.

EAE Maintain users typically work in different departments of the print shop, from maintenance through production to technical purchasing. The system can additionally be leveraged by the management to create reports and analyses as a basis for sound executive decisions driven by hard facts.

“EAE Maintain helps printers achieve a sustainable improvement in their production reliability and availability and reduce problems with their equipment to a minimum. The ability to procure and stock spare parts and other maintenance-relevant items more efficiently is a further advantage. The potential cost saving for users of EAE Maintain is quite

substantial”, says Bernhard Schmiedeberg, Senior Sales / Key Account Manager at EAE. “The system is suitable for businesses of any size, from single press sections to industrial-scale print shops. EAE Maintain also has multi-client capability, which means multiple sites can be handled in one system if the customer operates more than one printing plant.

## Next-generation modular solution

EAE Maintain was designed with a modular architecture. The standard solution, which can be extended with several different add-ons, comprises the following modules:

### Basic Module with Progress database:

Equipment master data, search functionality, screen design, reporting, dashboard, Graphical Navigator, form design

### Maintenance & Inspections:

Complete work order management functionality for maintenance activities

**Documents & Drawings:** Management of stored documents

**Stock Management:** Complete stock management functionality

**Purchasing:** Complete purchasing system

**Interface:** Import interface

***“EAE Maintain helps printers achieve a sustainable improvement in their production reliability and availability and reduce problems with their equipment to a minimum.”***

The above-mentioned interface allows EAE Maintain to import data continuously from the EAE INFO system (e.g. counter values) and the EAE ReelData management system. Production information relevant for maintenance, such as the number of operating hours or rotations, can thus be made available for maintenance control. In addition, maintenance activities or reasons for disruptions can be derived and analysed in relation to operating times. EAE Maintain also enables bidirectional data exchange in a network with ERP and management information or other systems. Technical interfaces which support the OPC standard can also be realised, of course.

With its comprehensive maintenance and servicing functionality, EAE Maintain makes an ideal complement to EAE's planning, analysis and workflow tools for the printing industry. And last but not least, the special upgrade offer is good news for existing EAE LMS users seeking to ease their migration path to EAE Maintain. All data exported from EAE LMS can be imported seamlessly into the new maintenance and servicing management software.



EAE Maintain Dashboard

## EAE know-how for intralogistics

**EAE and intralogistics – this unusual combination stands for the press control, automation and information technology expert's new sphere of business activities. The know-how acquired in the printing industry is now also being leveraged to the benefit of intralogistics. This rapidly growing discipline centres around solutions that allow a smooth internal flow of material and goods in many different industries where complex and time-sensitive constraints apply similarly to the production of newspapers.**

The go-ahead for EAE's diversification into intralogistics was given in Ahrensburg in May 2014. Since then EAE is establishing the new division step by step. "We can draw on more than half a century of expertise here: the same awareness for stable, reliable solutions we are already familiar with from the printing industry is called for in intralogistics", says Andreas Dau, Manager R&D and Business Development.



Andreas Dau, Manager R&D and Business Development

## EAE Flow: Smooth and efficient movements

One of the first outcomes of these development efforts is EAE Flow. This intralogistics solution enables items to be transported fully automatically, reliably and with pinpoint accuracy in automatic sorting and conveyor systems. These systems are used in the manufacturing industry as well as in distribution centres run by brand owners, retail companies and carriers. Amongst other things, they ensure that all items ordered and taken from the warehouse are automatically supplied to the appropriate picking and packing stations, and that all shipments which are ready for dispatch are fed to the right palletising stations or directly to loading docks for transportation.

EAE Flow makes it much easier to control not only systems with tray or crossbelt sorters but also overhead conveyor systems. The EAE solution receives the sort and transport order data from the customer's warehouse management system (WMS), identifies each item using a barcode scanner, controls the entire conveyor technology and guarantees precise transport of the units all the way to the exit. Accuracy, full automated sorting and a highly efficient flow of goods were top priorities when the new solution was developed. EAE Flow's various components interact optimally: EAE Flow.Master is a software module which imports transport and sort jobs from the WMS and utilises them to control the entire conveyor and transport components smoothly and intelligently. EAE Flow.Commander provides integral statistics and reporting functions in addition

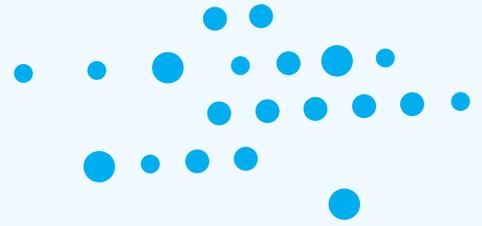
to graphical representations of the conveyor system's operating states. This information can moreover be accessed from a tablet in mobile environments. Flow.Control is responsible for controlling the conveyor system while Flow.SorterControl controls the above-mentioned sorter units.

## Cooperation with big-name intralogistics providers

EAE's intralogistics projects are realised in cooperation with big-name providers of conveyor and materials handling solutions. In addition to the EAE Flow software, EAE also supplies the complete electrical equipment for the components to be controlled. The first installations were successfully accomplished early in 2015. In two current projects EAE Flow controls incoming goods and sorting at a distribution centre for flat-packed goods (primarily garments) and sorts incoming and outgoing goods at a large book depot.

Andreas Dau points out that this recent commitment to the logistics segment is definitely not a one-way street: "We're able to exploit various synergistic potential between print and intralogistics. When you get down to the details, you find they have a lot in common, which means we can also leverage our ideas in one area to the benefit of customers in the other."

***"We can exploit synergistic potential between print and intralogistics to the benefit of all our customers"***



Destination station of a tray sorter

# Complete workflow superstructure for “heavy machinery”

**“What is the best strategy to safeguard the future of newspaper production?” – This was the subject of an internal strategy project named WED16+ undertaken by WE-Druck in Oldenburg in the far north of Germany. One outcome of this project was the decision to establish a production workflow management system across all departments by upgrading the existing EAE planning and workflow products with various supplementary EAE software. The aim of these investments was to create transparency throughout all phases of production, simplify production planning, make processes even more automated and identify potential ways to improve efficiency.**

The need to modernise was most urgent in the mailroom, where WE-Druck (named after the Rivers Weser and Ems, which are defining features of the local region – see insert) is currently replacing two 14 year-old mailroom lines with two new, faster systems. By the time the work is completed in October 2015, capacity on these lines will have doubled from nine to eighteen insert stations. Digital plate making was already rejuvenated in 2012 with two CTP lines, the output from which ends up in a plate sorter with 96 trays, which was installed in the press console area early this year.

**“Implementing EAE V.I.P. on this scale will facilitate planning and analyses of all production processes throughout the company.”**



Margit Schweizer, Deputy Managing Director and Head of Newspaper Finishing at WE-Druck

A WIFAG OF470 press designed for Berlin format and that has a maximum web width of 1260 mm is at the heart of the production process. It is planned that this press will continue to do duty until at least 2020. The press consists of ten towers, each with two stacked, 10-cylinder satellite units, ten reelstands and three folders. The web press is divided into two 48-page sections as well as one 64-page section, each suited for printing in full-colour. The press controls and the control consoles have been based on EAE technology from the start and also EAE INFO reporting

and logging systems were installed. The EAE PRINT system, with its multiple press planning and presetting features and production tracking functions, has likewise been in use ever since the press was first installed in Oldenburg.

## Press planning linked to CTP output control

This year this EAE system configuration has been sustainably enhanced. At first, the existing EAE PRINT system was upgraded with EAE PRINTimage this spring. From the receipt of the digital pages to automatic plate imaging and processing on both newspaper CTP lines, this system permits optimised plate making according to planning information

provided by EAE PRINT. In the opposite direction, EAE PRINTimage sends page separation data for the ink key calculator to EAE PRINT, so that even the press pre-settings are now linked to the automated plate output. “By upgrading EAE PRINT this way, we’re simultaneously creating a uniform software standard from CTP right through to the press”, says Margit Schweizer, Deputy Managing Director and Head of Newspaper Finishing.

## End-to-end transparency and planning options with EAE V.I.P.

And that’s not all – the Oldenburg newspaper printer is already getting to grips with an EAE V.I.P. statistic press system, which records and visualises press production and performance data and deposits it in a database for analyses and statistical evaluations. When prompted to explain why EAE V.I.P. statistic is so vital for her company, Margit Schweizer cites one of the WED16+ strategy project’s central objectives: “We want to create transparency throughout all phases of production, simplify production planning and automatically generate essential statistics based on the production data we collect. The notion behind this, of course, is that the statistics will help us identify weak points as well as potential for efficiency gains.”

In line with this objective, the EAE V.I.P. statistic system at WE-Druck will shortly be extended with press and mailing modules. V.I.P. dispo for resource, capacity and production planning across

all departments and V.I.P. mail for insert management are other components that will soon be in place. According to Margit Schweizer, implementing EAE V.I.P. (which stands for Visual Intelligent Plant) on this scale will facilitate planning and analyses of all production processes throughout the company. Referring to the V.I.P. mail functionality, she comments: "The ability to manage our insert stocks is a great advantage – knowing not just that we have them on the premises but also knowing exactly where to locate them will save us considerable time. The optimised workflows will be particularly beneficial for producing weekend newspapers, which tend to include numerous inserts."

To enable the most expensive raw material for daily production – paper – to be administrated in real time, WE-Druck management also decided to integrate the reel data management system, EAE ReelData. This solution provides a detailed overview of all reels in stock plus paper consumption.

### **EAE Maintain: Systematic maintenance management and more**

Last but not least, the print shop will become a pilot user of EAE Maintain, EAE's new, data based maintenance management system (you can find a report on this brand new product elsewhere in this issue of EAE newsnology). WE-Druck proposes to use this solution for maintenance, servicing and spare parts management for all prepress, press and mailroom equipment as well as all building services systems. Margit Schweizer sums up: "We're confident that EAE Maintain will give us better visibility on problem reports and repair jobs and help us deal with them more efficiently. EAE Maintain will standardise our procedures across all departments and generally reduce our expenditure on maintenance. And thanks to the stock management functionality, we'll be able to keep a close watch on movements of spare parts and order replenishments easily and on demand by means of the system."

Speaking of orders, WE-Druck will also utilise this functionality of EAE Maintain to purchase paper. To enable EAE Maintain's purchase module to initiate paper



*An operator at one of the EAE control consoles during newspaper production.*

orders based on stock and consumption information received from the reel warehouse, EAE will link the system to ReelData, its reel management system, via a new interface. Margit Schweizer: "The idea was to direct all orders through one system. Since we don't yet have a solution with that capability, it makes sense to handle paper orders using EAE Maintain too."

All new EAE systems and components are due to be fully implemented in Oldenburg by autumn 2015. Then WE-Druck will have a complete installation of EAE planning and workflow products which will allow them to derive the maximum profit from these proven solutions.

### **About WE-Druck GmbH & Co.**

WE-Druck GmbH & Co. is North-West Germany's leading newspaper printer. The company, which belongs to the Nordwest Medien holding, has been operating as an independent print shop since 1982 and currently employs around 200 staff. Every year, WE-Druck processes some 14,000 tons of paper, consumes 700,000 plates and inserts about 400 million supplements in its newspaper finishing department.

The printing centre in Etzhorn, a business park in Oldenburg, is mainly responsible for the Group's own dailies and freesheets. With a circulation of approximately 120,000 and eight different subeditions, Nordwest-Zeitung is its flagship product. WE-Druck also prints the daily Ostfriesen-Zeitung and the Generalanzeiger with five sub-editions and a total circulation of 45,000 on behalf of ZGO Zeitungsgruppe Ostfriesland. In addition, weekly freesheets with a large number of inserts are printed in long runs every Tuesday and Friday / Saturday. Finally, high-volume advertising materials are produced periodically.

# Mission: To ensure continued press reliability

**Step-by-step retrofit as the need arises – Czech Print Center a.s. (CPC) trusts in EAE’s ability to extend the potential life of its existing press equipment with targeted measures that are easy on the budget. The aim is to ensure the continued reliability of CPC’s web presses and reduce the risk of lost productivity to a minimum. EAE recently modernised various key components of one web press in the newspaper printing plant at the company’s headquarters in Prague, the Czech capital, replacing not only the electronics and software but also several mechanical parts.**

CPC is one of the Czech Republic’s biggest graphic arts companies, operating at two different sites: a newspaper-only print centre in Malešice, a district of Prague, and a combined newspaper and commercial print centre in Ostrava, east of the country close to the Polish border. The company employs around 230 staff with an annual turnover of 660 million Czech korun (approximately 24 million euros).

The main bulk of production at CPC’s Prague facility is carried by a KBA Express web press built in 1997, with three four-

high towers, one single and one double folder and five reelstands. A WIFAG OF370S with two four-high towers, two reelstands and one folder is used to expand this capacity. CPC invested in the Swiss-made press as recently as 2005 – almost unbelievable in view of the present climate in the newspaper market – in order to handle a significant increase in circulation (to nearly 800,000 copies for its most successful title) and advertising volume. The two web presses are designed for a maximum print rate of respectively 35,000 (KBA) and 37,500 (WIFAG) revolutions an hour in broadsheet format (420 x 594 mm). CPC uses this technology to print about two thirds of the daily nationwide newspaper output of the parent publisher Czech News Center, namely Blesk (which means ‘Lightning’, total circulation 300,000 copies), Aha! (total circulation 90,000 copies) and Sport. It is also responsible for various weekly newspapers as well as promotional brochures for consumer electronics stores and retail chains in runs of up to two million copies.

The two printing presses have been equipped with EAE control consoles and press control systems from the start. EAE’s first upgrade project for CPC took place in 2005 and coincided with the purchase of the WIFAG OF370S. At that time it was the idea to replace an EAE AVE 2 system, which was used for automatic pre-setting’s of the KBA Express and still OS/2 based, with a modern EAE PRINT solution that runs under Windows. This change of system placed both newspaper presses under the direction of EAE PRINT

with regard to production planning and presetting. As a result of this step press pre-setting’s were greatly simplified and paper waste significantly reduced. For press planning of all Czech News Center products EAE PRINT is supplied with page layout information from an Agfa :Arkitex workflow system via a standard interface.

## Multiple challenges for EAE

CPC’s decision to award more retrofit orders to the press control and automation specialist from Ahrensburg (Germany) in 2012 and 2014, was part of a long-term strategy, as Petr Bába, Technical Director and Production Director at the Prague print centre, explains: “As both the WIFAG and the older KBA Express are in very good mechanical condition, we want to continue printing on both presses as long as possible. Therefore continued production reliability for the coming years through retrofit has high priority for us. That’s what convinced us to modernise our computer systems and replace control components, which had already been discontinued by the manufacturers, and for which spare parts would soon no longer be available, with newer generations.”

Meticulous planning and preparation by EAE preceded the latest wave of retrofits in spring 2012, which kicked off with an assignment at CPC lasting several weeks. This was followed by a second implementation phase in February and March 2015. For on the spot activities the EAE team had to consider many practical issues while the printing centre produces seven days a week. The work mainly had



Petr Bába, Technical Director and Production Director

to be done during non-production times over the weekends and until Wednesday, because the extensive production of Blesk and the high-volume advertising brochures run on the presses from Thursday till Saturday.

The replacement of the PC hardware of the three EAE control consoles, the EAE Net PCs and the EAE INFO system of the KBA Express was an important item on the retrofit agenda. The control console and EAE INFO PCs of the WIFAG OF370S likewise made way for new computers. Based on modernised hardware the operating system was upgraded separately. By switching to the 64-bit version of Windows 7, CPC ensured that all new software on the hardware platforms runs efficiently. "What's more, our customer will have more possibilities to integrate other systems, such as register controls, on the presses in a relatively easy and standardised manner", comments Marcel Wollgramm, Sales Manager at EAE.

This step-by-step strategy entered the next phase in spring 2015, when EAE also upgraded the tower's three remaining main drive controls to the new versions. The old, dismantled control units became spare parts for the two remaining four-high towers of the printing press.

### **Draw rollers: Electronic and mechanical components replaced**

Other critical points emerged in the draw rollers of the folder superstructure and the turner bars. The electronic control components plus the associated motors had been discontinued by the manufacturer, yet EAE was not afraid to take up this challenge too. All the steps necessary to retrofit the control and drive technology for seven draw rollers were planned and prepared based on an on-site audit. During the implementation, which included re-wiring the drives and replacing the drive field, EAE experts cooperated closely with CPC's operations technicians and were able to complete the work on

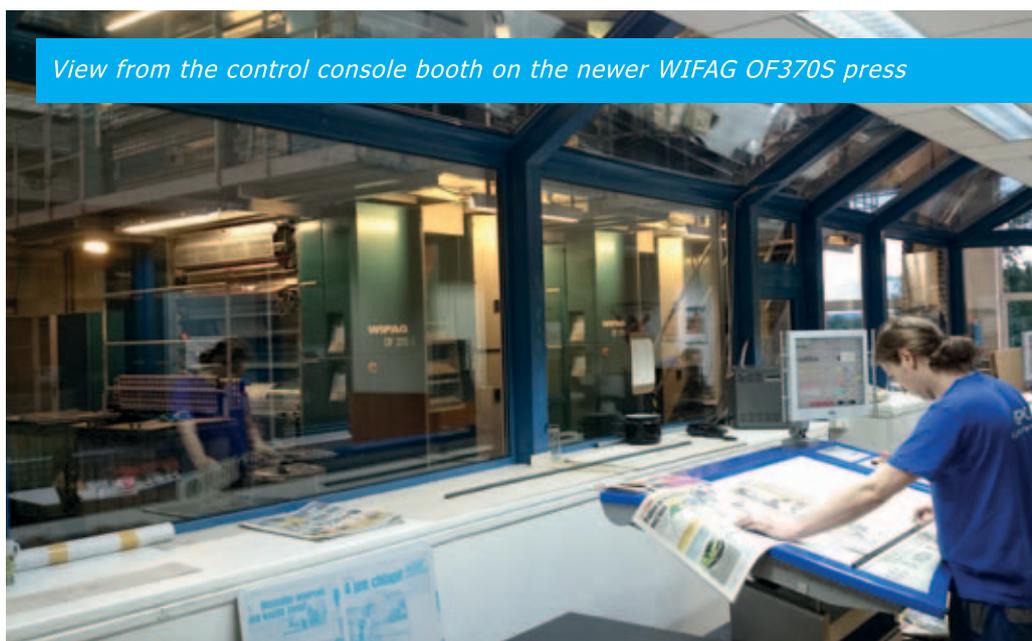
"The latest retrofit work undertaken by EAE has given us back the productions reliability. Now that spare parts are available, we're in a position to carry out urgent repairs using our own resources", Petr Bába concludes. "Since I have been working with this company, there has been a continuous partnership with EAE. We've never had a single control system from another supplier and we're thoroughly satisfied with EAE's product and retrofit solutions."

***"We've never had a single control system from another supplier and we're thoroughly satisfied with EAE's product and retrofit solutions."***

### **Retrofits as a source of spare parts**

Retrofits for the main drive controls of the KBA Express web press, which were getting on in years, had meanwhile become an urgent necessity because spare parts for the Siemens 6RA24 series were officially no longer available. "If just one of those drive controls had broken down, we would have lost the production output of a whole tower and in the worst case, we would have been stranded without any spare parts", Petr Bába says, recalling the growing concerns of his company. Therefore in 2012 EAE made a first step to a solution that only required a modest investment by CPC: one of the existing main drive controls was replaced with a state-of-the-art Siemens 6RA80 model and the existing equipment – which still worked – was placed in storage. "Thus we now had one unit as spare part we could use in case of an emergency", he adds.

time. Once again, after removal, the old control units and drives were taken to the company's storage as potential spare parts for the other web press section.



*View from the control console booth on the newer WIFAG OF370S press*