

# newsnology



Issue  
1/2018

***"Two new EAE Desk 7 control consoles – the first of their kind in the world – are already in operation at the Vienna printing centre"***

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*"Together with QIPC, we have the right answers to meet all requirements of the newspaper printing industry worldwide"*

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*"EAE managed to completely upgrade our ten reel stands without any impairment to our production process"*

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# Bright future for all business segments

Nothing is more constant than change – and this old adage has certainly proven true at EAE during the last few months. One particularly important innovation which will pave the way for the future was the change of management in September 2017. Heiko Küttner and Jörg Westphal were appointed to the EAE Management as successors to Werner Ringel, who went into well-earned retirement.

Heiko Küttner, who joined EAE back in 1995 and is deeply rooted in our engineering culture, is now Managing Director / CEO with responsibility for R&D, Projects and Service. Jörg Westphal, new to EAE but with more than two decades of experience with printing industry suppliers, is in charge of Sales, Marketing and Finance. This new dual leadership model will enable each Managing Director to concentrate on their own specific areas of responsibility and help position EAE as a more agile company,

so that trends and business potential in the markets we serve can be anticipated at an early stage and our customers can continue to reap the benefits of innovative and powerful solutions.

EAE's business development within the Q.I. Group is extremely encouraging. All the signs point to further growth – both with press retrofits and in the fledgling intralogistics segment. Not surprisingly, consequently, EAE welcomed 20 new

employees last year – and we are currently on the lookout for more electronics and IT specialists.

## Synonymous with retrofit expertise

In the global retrofit business, each new order is the outcome of a customer's desire to restore or maintain the reliability of their production presses and extend the life of their existing equipment. Retrofits are often also seen as an opportunity to increase

Mr. Jörg Westphal and Mr. Heiko Küttner, EAE Management.



the level of automation and implement smart management solutions. The underlying objective is to reduce staffing requirements and waste while improving production quality as a way to sharpen the company's competitive edge. Together with Q.I. Press Controls, we have the right answers to meet all of these requirements – with a portfolio of products and services that are making a big impact in the newspaper printing industry worldwide.

In addition to modernization projects for existing EAE installations, we are also securing a growing number of orders for third-party retrofits where obsolete, non-EAE equipment is upgraded with the latest generation of control and automation technology. Our longstanding retrofit expertise, strong customer service focus,

tray sorters. This modular software can be flexibly adapted to each end user's specific needs. We are also pushing ahead with the development of a solution for pouch sorters. As in the traditional printing segment, our intralogistics customers profit from end-to-end partnerships, for instance with a 24/7 hotline for telephone and remote support. And this is not the end of the line – as we further expand our intralogistics business in 2018, we are confident that we can leverage the enormous growth opportunities even more efficiently in the future.

We hope this issue of Newsnology will provide you with more valuable insights into the EAE world. Please don't hesitate to contact us if you have any questions or comments.

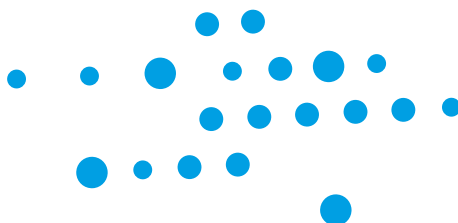
## ***"Together with Q.I. Press Controls, we have the right answers to meet all requirements of the newspaper printing industry worldwide"***

and our independence from particular platforms and vendors are an immense advantage in this business. Our clients can opt either for EAE hardware or for standardized, non-proprietary hardware if account has to be taken of local market requirements. This issue of Newsnology describes several examples of successful third-party retrofits from the recent past.

### **Intralogistics: New challenges, new solutions**

With the sustained global boom in online commerce acting as a catalyst, the intralogistics market is going through a period of unabated growth with systems for automatic goods flow, storage, sorting and picking. The demand for EAE control solutions for sorting and conveying machines from leading intralogistics manufacturers is still rising, and you can read more on this subject on the next few pages.

EAE Flow, our integrated hardware and software solution, is meanwhile established as a standard product for cross-belt and



# Goods and parcels in perfect flow

## EAE Flow controls new container transport system at DHL's Greven logistics center.

With around 1000 employees, 59,000 square meters of warehouse and handling space as well as 40,000 pallet spaces in the high rack warehouse, the DHL logistics center in Greven is one of the biggest and most productive fulfillment facilities in Germany. DHL uses the site as a central distribution hub for major ecommerce retailers.

Last year, in cooperation with Transport and warehouse engineering specialist FS Solutions, EAE's Intralogistics division won the contract to supply a container transport system for a Combi-Pack line and buffer zone in Greven. A customized version of the EAE Flow intralogistics control solution now controls this highly automated process with its many simultaneous functions. The Combi-Pack line has the output capacity of 600 parcels per hour.

### More capacity, more efficiency

"The aim of the investment was to relieve the load on our existing production

lines and improve the logistics center's overall performance", explains Franz-Josef Schulte-Austum, Project Manager, DHL Parcel. "The Combi-Pack line revolutionized our handling of special items, especially high-volume ones, on the ground floor."

The installation was commissioned in September 2017. At the center of it six picking stations are available, that work 16 hours a day, six days a week. Mixed orders made up of low and high-volume goods and large-scale single orders are handled at these packing stations. The smaller, pre-picked items for these mixed orders, are transported from various production areas on the top floor to the new area on the ground floor using a container transport system. A dynamic buffer zone for up to 400 containers is located upstream of the new picking areas.

The low-volume goods are taken from the containers at the Combi-Pack stations

and packed in shipping cartons according to the consumers' purchase orders along with high-volume items that are provided locally. The cartons are already prepared for filling, so that they automatically arrive at the picking area via a separate conveyor line in the right size and at the right time. They are fed either by fully or semi-automatic carton erectors or via a manual input station and marked with an inkjet barcode during transit.

After the picking step, the cartons on the conveyor line pass through an automatic labeler, where shipping labels are applied and a strapping machine before being merged into the main parcel stream of the neighboring DHL parcel center.

### Intelligent control solution

EAE Flow controls all automatic transport, handling, monitoring and safety functions for the line; it communicates with the higher-level Warehouse Management System (WMS) as well as with the upstream and downstream conveyor technology. EAE uses an intelligent in-house developed Warehouse Control System (WCS) to control the entire product flow process and manage the required exception handling. On the hardware side, EAE put its trust in industry standards: a high performance PLC was implemented together with a PC that enhances the data exchange between this PLC and the warehouse management system.

"The most difficult challenge with this project lay in integrating the large number of different modules such as conveyor drives, carton erectors, inkjet units, light barriers, barcode scanners, labelers, etc. A lot of engineering effort was called for to make sure all components dovetail

Exterior view of the DHL logistics center in Greven, Germany.



*Six picking stations are available at the center of the installation.*



smoothly in the simultaneous processes”, says Andreas Dau, EAE's project leader. In this particular installation, EAE Flow interacts via Profinet with 315 I/O modules for sensors and actuators plus a total of 441 drives for the conveyor lines.

“EAE not only employed latest-generation technology; they also implemented a system architecture with multiple benefits, where the intelligence is mainly embedded in the material flow system. The precise

and the repair times to a minimum”, replies Franz-Josef Schulte-Austum, when asked what it was that made FS Solutions and EAE such ideal partners for the project. He sums up the quality of the collaboration as follows: “The preparations during the specification phase – and then the implementation itself later on – were result-orientated, concrete and competent. I’ve never experienced better cooperation or more efficient execution with any other project throughout my entire career.”

***“I’ve never experienced better cooperation or more efficient execution with any other project throughout my entire career”***

distribution of data in the conveyor system is a further advantage because, as a result, far fewer communication points are needed. The mat-top conveyors chosen by FS Solutions were equally convincing, especially for the curved conveyor belts. They reduced both the number of drives

# The Printers Mysore: EAE is first choice for retrofits!

**Indian newspaper house renews its trust in EAE's retrofit expertise.**

The Indian newspaper market is driven by its own momentum: circulation figures, especially those for regional newspapers, are rising steadily year by year and media houses are investing heavily in both digital and printed products. The Printers Mysore, which has its headquarters in Bengaluru, is no exception. Established in 1948, the company is one of the leading newspaper

***"As the system manufacturer, EAE was predestined for this new retrofit job, particularly as our experience with EAE during previous retrofits had been thoroughly positive"***

houses in Karnataka State and publisher of the daily Deccan Herald (English) and Prajavani (Kannada, the local language).

The Printers Mysore employs around 1000 staff and has six printing centers of its own; some products are also contract-printed at a separate facility. Production at the Bengaluru site, where 170 people

work, takes place on three web presses. Two of them were built by Koenig & Bauer: one is a Colora commissioned in 1997 and consisting of two four-high towers, an H-type printing unit, a folder and four reel stands and the other a Prisma purchased in 2008 with four four-high towers, four reel stands and a folder. The presses run seven days a week.

EAE has partnered the Indian newspaper house for more than twenty years now. The Koenig & Bauer presses are operated and controlled using EAE technology and equipped with both EAE Info and EAE Print systems. The control hardware for the Colora as well as the PLC, I/O and drive control technology are likewise EAE-made. Individual EAE systems and components

for the latter press have been successively updated or exchanged since 2007. The management has now decided to embark on the next modernization project, which will mainly involve replacing the PC hardware and software of the Prisma web press.

## **Next-generation PC hardware for the control level**

"After ten years, it was increasingly obvious that we would be forced to modernize the control level computers on our Prisma because the hardware and the operating systems had become obsolete", said Karthik Balakrishnan, CEO of The Printers Mysore. "As the system manufacturer, EAE was predestined for this new retrofit job, particularly as our experience with EAE during previous retrofits had been thoroughly positive. Another crucial aspect from our point of view was the dependable service we receive from QIPC – EAE India here on the spot. QIPC – EAE are meanwhile one of our top five partners."

*The Printers Mysore headquarters in Bengaluru.*



The new retrofit order comprises the replacement of the two control console PCs, the section control PCs, the EAE Net PC and the EAE Info PC at the Prisma web press. The EAE Service PC for the other press will simultaneously make way for new hardware. An additional package of spare parts, containing one unit of each of the above PC types, will round off the scope of supply on the hardware side. On top of this, the newspaper printer has ordered operating system updates as well as software updates to the newest versions of various existing EAE systems.

“This retrofit will upgrade the IT infrastructure on the control level of our Prisma press to the latest generation, making it more reliable and more robust. We’ll also be acquiring the newest versions of systems like EAE Print and EAE Density, which are vitally important for our daily production. Last but not least, our production reliability will be improved in the coming years”, commented Mr. V. Srinivas, General Manager Production & Materials.

The active implementation of the retrofit is scheduled for April and May 2018. The new computers will first of all be configured at EAE in Ahrensburg, Germany, prior to installing and testing the operating systems and the application software. They will then be shipped to Bengaluru. This will ensure that the work can be completed on site in India as quickly and efficiently as possible.

A special team of experts from QIPC – EAE India will take care of the installation and commissioning of the new PC hardware for the EAE systems. And incidentally, like EAE’s other customers in the Indian newspaper market, The Printers Mysore will continue to profit from QIPC – EAE India’s competent local service and support long after the installation phase is completed.



*Two newspaper presses from Koenig & Bauer, both of which will profit from the new retrofit order, are installed at the printing facility in Bengaluru.*



# QIPC-EAE once again teams up with Mecaprint S.L.

As of this year, Q.I. Press Controls – Engineering Automation Electronics (QIPC-EAE) is to be represented in Spain by Mecaprint S.L. Owned by Raúl Barredo Sabando, Mecaprint knows the Spanish and South American markets and QIPC-EAE products like no other. Both parties expect the collaboration to bring a significant growth in the Spanish market.

## Experience

Raúl Barredo Sabando and QIPC-EAE go back a long way. From 2002, he worked as an agent for the Dutch specialist for automation in the printing industry and in 2006 he was even employed with QIPC. After working at QIPC for seven years, he decided to start up his own business in 2013. The company that he co-founded with Eduardo Martínez Canet, Mecaprint S.L., is now to join forces once again with QIPC-EAE. "I've known the company and its directors Menno Jansen and Erik van Holten for a long time," explains Raúl Barredo Sabando. "I know QIPC-EAE systems and the Spanish market. I'm convinced the two of us can offer our clients the very best solutions."

## Drive

Like Raúl Barredo Sabando, QIPC-EAE is excited at the prospect of working together again. "They have enormous drive and are extremely proactive," Harold Drinhuyzen, sales executive at QIPC-EAE says of Mecaprint. "That enthusiasm, in combination with Raúl Barredo Sabando's long experience means we are extremely optimistic about the new collaboration."

## Market with potential

The Spanish market is currently in a state of flux and that opens up new opportunities for QIPC-EAE. Harold Drinhuyzen: "At the moment, a lot of printing presses are changing hands between companies. Whenever old presses are installed in a

new plant, new automation systems are often the best solution for ensuring that the machines meet the current requirements for quality and efficiency. That means new openings for us." QIPC-EAE has found a willing partner in Mecaprint S.L. for these retrofit projects. "Raúl knows a lot about these presses and the printing plants from previous projects working with QIPC-EAE," Harold Drinhuyzen adds.

## Unrivalled guarantees

In turn, Raúl Barredo Sabando sees the added value in representing high-end products from QIPC-EAE: "The combination of products from QIPC and EAE is perfectly geared up to the needs of our clients. Given the quality of their products we can give them the kind of cast-iron guarantees about performance that other suppliers can only dream of. For my clients, my company and QIPC-EAE, this is a win-win situation all round. This partnership fits like a glove."



Harold Drinhuyzen (QIPC-EAE) and Raúl Barredo Sabando (Mecaprint S.L.).

***"I'm convinced the two of us can offer our clients the very best solutions"***



# EAE makes it happen

**Successful reel stand retrofit at the Funke newspaper group's Erfurt Printing Center courtesy of specifically developed EAE hardware.**

It's no good attempting to solve an unusual challenge with a routine solution. Creativity and flexibility are just as essential as technical expertise in order to get a proper handle on the problem. These capabilities were in demand when Druckzentrum Erfurt GmbH, a printing center in Erfurt (Germany), took the decision to retrofit its reel stands.

The printing center, which is part of the Funke Media Group, is responsible for the Thüringer Allgemeine, Thüringische Landeszeitung and Ostthüringische Zeitung daily newspapers as well as three of the publisher's own weekly freesheets. The portfolio also includes official gazettes, inserts, and puzzle books. Production currently takes place on two 48 and two 32-page Koenig & Bauer Express web presses. Commissioned back in 1993, these presses were equipped with EAE controls, control consoles and workflow systems from the outset.

## **2022 is the target**

It was decided several years ago at Erfurt Printing Center that printing should continue on the existing presses until 2022. "That meant carrying out a retrofit because some of the control technology modules had already been discontinued. We wanted to be certain that spare parts could still be procured up until 2022 and at the same time improve our production reliability", says Production Manager Adrian Soballa.

As the original equipment manufacturer, EAE won the contract to retrofit the various press drive and control components. All main, auxiliary, and ink fountain roller

drives had to be replaced along with drive unit components and the hardware for the control console PCs.

This task turned out not to be the only retrofit challenge for EAE. The controls for the MEG reel stands also needed replacement due to the discontinuation of a number of electronic assemblies. Defects would have inevitably culminated in the failure of individual reel stands and with them printing towers. During planning for the retrofit an unforeseen problem arose: an urgently needed circuit board could no longer be purchased from the manufacturer or anywhere else in the market.

## **Experienced problem solvers at work**

EAE's big chance had come. "We were able to bring one of our key strengths to bear – the know-how and resources that have been built up over many years when it comes to hardware development", reports Marcel Wollgramm, Head of Sales at EAE. "EAE designed a functionally compatible alternative that solved the acute dilemma confronting our customer in Erfurt. And, of course, that same board can now also be used for other reel stands of the same make."

Apart from the circuit board and assorted electronic assemblies, the specification also included the replacement of the old reel stand control computer with a new touch screen PLC. The reel stands were simultaneously integrated into the EAE service network to simplify remote diagnostics and servicing from the head office in Ahrensburg. "The modernization

of the reel stands in summer 2017 had to take place in the midst of normal production. It was an ambitious timetable, yet EAE managed to completely upgrade our ten reel stands one by one in about two or three days each – without any impairment to our production process", Adrian Soballa concludes.



*Adrian Soballa, originally a graduate of Electrical Engineering, has worked in the printing industry since 1998; he was appointed Production Manager of Druckzentrum Erfurt GmbH in January 2014.*

***"EAE managed to completely upgrade our ten reel stands without any impairment to our production process"***

# Grand plan, not piecemeal approach

**A major retrofit project at Mediaprint in Austria is proceeding right on schedule.**



The biggest single order which QIPC – EAE has ever received from a customer caused something of a stir last year in the international newspaper industry. Mediaprint, Austria's biggest newspaper printing company, decided to modernize the web press lines at its printing centers in Vienna-Inzersdorf, St. Andrä (Carinthia) and Salzburg with quality optimization systems as well as automation and control solutions from QIPC – EAE. The order is part of a major upgrade of the entire production equipment, including the daily store for paper rolls and the company's mailroom technology.

## Large-scale retrofit

"The owners are giving their full backing to our plans to restore maximum production reliability for at least ten years with a comprehensive modernization project that involves a substantial investment. At the same time, we're hoping to tap into the hidden potential for sustainable cost reductions and productivity improvements, by implementing the newest automation and quality assurance solutions," says Thomas Hofinger, Manager of the Mediaprint printing center in Vienna. "Our press and mailroom technology was originally put into operation in 2002. We're deeply committed to preventive maintenance, but the number of technical defects had still been increasing over the last few years. What's more, we were regularly faced with the problem of parts being discontinued or no longer available. That's why the time was ripe for a retrofit. Of course, there's more than one possible retrofit strategy, but we opted for a grand plan. The components and systems concerned are being replaced in every press, to make sure we have the same technical level at each of our three sites."

Mediaprint prints the publisher's own national dailies Kronen Zeitung and Kurier as well as the contract-produced daily Der Standard, part editions of the freesheet Heute and Niederösterreichischen Nachrichten. TV guides published in-house, other weekly newspapers, various publications and direct mail items round off the portfolio.

*Thomas Hofinger, Manager of the Mediaprint printing centre in Vienna, has worked in newspaper printing throughout his professional career; he joined the company in 2003.*

All in all, Mediaprint has 13 newspaper presses at its three printing centers. They are virtually identical Koenig & Bauer Commander web presses, each with three towers with a 9-cylinder satellite design and a folder.

## Retrofit partner shows innovativeness and sustainability

According to Thomas Hofinger, the decision in favor of QIPC – EAE was not simply swayed by factors like technology, experience with similar projects and the cost estimate: "We were looking for a partner who could not only offer advanced systems, but who could also convince us that those solutions will continue to be developed and optimized in the years to come. With that in mind, we identified QIPC – EAE as showing the highest degree of innovativeness and sustainability."

In the framework of the retrofit project, Q.I. Press Controls will equip all presses with the IDS-3D system with color and dampening control, ink fountain roller control, fault detection and automatic ink mist shield (AIMS) as well as the IQM (Intelligent Quality Management) system. "Our web press lines have never had any automatic color or dampening control functionality. Thanks to QIPC's automatic systems, we now have less waste and, above all, require fewer people to operate the presses, so that we can now manage with just two instead of the former three printers per press regardless of the production situation", Thomas Hofinger explains. "Another important aspect is that the technology helps us achieve a much higher quality standard as well as uniform color reproduction across all sites and all presses."

The new QIPC systems were set up on the web press lines in Vienna and St. Andrä between March and August 2017, to be followed by Salzburg in the first quarter of 2018. A total of 78 IDS-3D cameras will eventually be installed at Mediaprint.



*Production at Mediaprint takes place at three printing centres on a total of 13 KBA Commander web presses, which will be being modernised as part of a major retrofit project.*

### **World's first EAE Desk 7 control consoles now in operation**


IDS-3D system operation is integrated in the user interface of the EAE Desk 7 control consoles, which are being adopted at all three printing centers. A universal PRIME interface provides connectivity to the EAE press controls.

Mediaprint is the first QIPC – EAE customer to control its web press lines via Desk 7 consoles – an innovative remodeling of the newspaper press command center. Two of the new Desk 7 consoles are already being used to control daily production on a Commander web press in Vienna. When the project is complete, 26 of this new control console type

will be helping to boost efficiency at the company, whose printers will reap the benefits of uniform, state of the art press operation.

### **Systematic retrofit of the press control systems**

Mediaprint has charged EAE with retrofitting the control systems for all of its web presses through Koenig & Bauer as general contractor. The existing ABB control technology in 39 towers will be replaced with modern EAE solutions, the majority of them based on standard hardware. Parallel to this, the number of control computers required per tower for the drives and processes will be significantly 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, which will supersede the old ABB MPS system, as well as an EAE Info reporting and logging system that will be integrated into each of the control consoles. EAE has additionally been directly commissioned to implement the EAE V.I.P. (Visual Intelligent Plant) management execution system, the EAE Print Image system for controlling plate production and the EAE Maintain maintenance management system at each of the three Mediaprint printing centers. 

# "We identified QIPC – EAE as showing the highest degree of innovativeness and sustainability"

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EAE Print Image will take the place of an Agfa Arkitex system in the prepress department while EAE V.I.P. will succeed a FileMaker based planning system developed by Mediaprint. "Our own management software only covers the pressroom. With EAE V.I.P. we'll be able to coordinate and plan both the presses and the complex workflows in the mailroom using an integrated system", Thomas Hofinger comments.

The printing presses will be taken out of production one at a time for the duration of the retrofit. One web press in Vienna has already completed the migration to the new press control and is meanwhile up and running again successfully. The work at the Vienna printing center is scheduled to continue until early September 2018; following that, the modernization of the Salzburg facility will take until the end of the year, with the final project phase in St. Andrä timetabled for the first quarter of 2019. The only fly in the ointment for the retrofit experts is that they'll be forced to take a break this summer while the soccer World Cup is in progress, because all resources will be urgently needed to handle the extra production.

Thomas Hofinger is quite confident: "The way the work has proceeded so far has confirmed that we made the right decision in choosing QIPC – EAE. The project team's ambition, and the speed at which they work, is remarkable. The huge technical and commercial benefits for us are clearly visible, and we're positive that the project will be good for our future as a newspaper printer." ■



Two new EAE Desk 7 control consoles – the first of their kind in the world – are already in operation at the Vienna printing centre.



Open Day Mediaprint, 24 April 2018

# Retrofit project Mediaprint meets great interest in the industry

**One of Europe's largest newspaper printers is readying itself for the future with technology from Q.I. Press Controls and EAE. For the last two years the newspaper industry has been closely following Mediaprint's Vienna retrofit project. Here, new QIPC quality control systems have been installed, Koenig & Bauer has undertaken an extensive mechanical retrofit and EAE has completely overhauled the control electronics and software architecture. Over 30 newspaper printers from eight different countries were invited to Vienna to take a close look at what is the largest retrofit project that EAE has undertaken to date.**

All 39 press towers have already been fitted with Q.I. Press Controls' current IDS-3D closed loop density control. The existing ABB controls and the ABB planning system are being replaced with EAE control components and the VIP Dispo/Mail/Statistic and Print Image software packages. In addition, the Austrian printing plant is the first user of the new EAE Desk 7 control desk. Three of the eight presses at the Vienna-Inzersdorf site have now been fully upgraded and the customer is in a position to talk about its initial experiences.

Attendees at the open house were treated to an in-depth presentation of how the EAE software modules work through a mix of talks and live production. These modules have replaced software that was partly developed in-house by Mediaprint. Bernhard Schmiedeberg, Senior Vice President Sales at EAE, highlighted in particular how the control

architecture has been simplified. The EAE part of the project got underway in February 2017 and the conversion of the 13 web presses should be complete by May of next year.

For all those involved, the Mediaprint retrofit is an important showcase. It demonstrates the smooth way in which Koenig & Bauer, Q.I. Press Controls and EAE have been able to work together, it shows off the Desk 7 operating under production conditions and it confirms the potential for savings, which, in the case of Mediaprint, run into the tens of million euros. It was not just representatives of companies like Axel Springer, Funke, News Printers or CPP who took advantage of the opportunity to talk to Mediaprint's staff. QIPC and EAE Chairman Menno Jansen together with EAE Managing Director Jörg Westphal were also in Vienna to hear from users of the Desk 7 and the VIP software.

During the presentation, Menno Jansen also presents the control console of the future:

In future, the central, high res 4k screen of the Desk 7 will display a dashboard that provides at-a-glance information about press status through color signals and smart graphics. In a Retrofit-project in Amsterdam this should become reality still in 2018.





“We can now work much more flexibly and efficiently. People have greater independence as well as more fun”

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"Now, thanks to this investment in automation and the control desk, we are making significant strides forward in efficiency and the quality of the newspaper"

**Article Persgroep  
Amsterdam  
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"I can't actually imagine other printers not using press automation systems"

**Article Drukkerij van Barneveld - Page 7**

"The operators now have a lot more time to check and oversee the whole printing process"

**Article Oppermann Druck - Page 4-5**

"Due to its positive experience with the QIPC color register control, Unipress opted once again for QIPC technology"

Article Unipress Centro Gráfico, Lda  
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"QIPC has always been a fantastic partner providing us with excellent support"

Article Nahdet Misr  
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# The future of QIPC-EAE: ‘greater independence, more fun’

**A new style of management, the refurbishment of its head office in Oosterhout, the growth of EAE Flow and the popularity of the Performance Package: for Q.I. Press Controls - Engineering Automation Electronics (QIPC-EAE), 2017 has once again been an eventful year. While the rest of the printing industry has been having a tough time of it lately, the Dutch specialist in measurement and control systems has seen continued growth in business. Managing director Menno Jansen reflects on last year and looks ahead to the new one.**

Mirroring the technical innovations constantly being rolled out by QIPC-EAE, last year also saw a critical review of the company's management style and the way of working at its head office in Oosterhout. With the introduction of the 'scrum & agile' philosophy, flexible working times and refurbishment of its offices, from an organizational point of view, QIPC-EAE is more than ready to face the future. "After their implementation in mid-2017, our output per employee witnessed an increase of around ten percent," explains Menno Jansen. "We can now work much more flexibly

Package, which ties in QIPC automation products with the EAE control system, as well as the growth of EAE Flow, an intra-logistical solution which enables goods to be sorted automatically. Menno Jansen: "We have great expectations from both products in 2018 too. The Performance Package is the ultimate cost-saver for our customers because it provides an all-round solution for their automation concerns. EAE Flow is an extremely successful arm of EAE. The system is now being used by Amazon, Adidas, Lidl, DHL and others."

adds. "The event will be used to demonstrate Desk 7 and IDS-3D, so that other businesses can see for themselves how Desk 7 and IDS-3D have helped enormously in the optimization of the production processes in Vienna. We are very much looking forward to the occasion."

**“Lines of communication are shorter allowing us to respond more quickly to new developments”**

and efficiently. Lines of communication are shorter which means we are better able to respond to new developments. People have greater independence as well as more fun."

The new way of working has helped bring about an overall rise in yields of five percent at QIPC-EAE. Another key reason for growth has been the success of the Performance

The project that left the most vivid impression on Menno Jansen last year was the project carried out for Austria-based Mediaprint. Performance Packages were installed at three of their sites, in Inzersdorf (Vienna), St. Andrä and Salzburg, with the new Desk 7 console taking a prominent place in their print operations. "In April 2018 we will be holding an 'open house' at the Vienna plant," Menno Jansen

## New Board member QIPC: Maxim Hurkmans

As of mid-2017, Maxim Hurkmans joined the QIPC board in the position of CEO.

Maxim Hurkmans (50) started his career at Akzo Nobel, followed by several CEO positions with both national and international companies. During his career, he acquired his Master's degree in Business Administration/ Strategic & Change Management.

First focus is determining the future outlines for QIPC B.V. Additionally, Maxim will gradually take over the day-to-day responsibilities within Dutch Headquarters from Menno Jansen and Erik van Holten, Chairmen of QIPC-EAE. They will remain active in their duties as always, but will be given the opportunity to focus more on the future interests of QIPC-EAE.



Maxim Hurkmans in the 'Woonkamer (living room)' of Q.I. Press Controls. An inspiring, interactive and also relaxing space where everyone can be themselves.

# First direct sale in Iran for QIPC

**Last summer Q.I. Press Controls (QIPC) landed a highly prestigious order from Iran Text Book Printing & Publishing Company. The state-owned enterprise is investing in automation systems for cut-off control and color register. Babak Soukhakian of Arta Taraz Niavaran, QIPC's new agent in Iran, played a big part in winning the order.**

An order from Iran Text Book Printing & Publishing Company is certainly a feather in QIPC's cap. The company is the only authorized printer nationwide that is permitted to print school books. "Last year in Iran, there were 13 million pupils of all ages at schools throughout Iran," Babak Soukhakian of Arta Taraz Niavaran points out. "It is just about the largest and most well-known printing company in the country and prints and binds more than 80 million school books every year in the space of eight months or less." It gives a good indication of the size and activities of Iran Text Book Printing & Publishing Company. "This order is a very important one for us," adds Erwin van Rossem, head of sales at QIPC. "Not only is it an extremely prestigious client, installation of our products here provides an excellent reference for the future in Iran."

## Thorough research

The printing plant, located in the capital Tehran, is well-known for its meticulous attention to detail and its machines are well-maintained. "They researched the market in detail for more than a year before deciding to take on QIPC," Babak Soukhakian explains. "After making acquaintance with the company and its reputation, Iran Text Book Printing & Publishing Company was won over by the technical quality of QIPC's systems. Not least, financial considerations played a major role."

This installation, as well as the collaboration with Babak Soukhakian's Arta Taraz Niavaran, firmly nails QIPC's ambitions on the Iranian market to the mast. "This market has huge potential and we are already making steady inroads," says Erwin van Rossem. Babak Soukhakian adds: "When it comes to expansion and modernization, there are many other printers in Iran – both public and private-sector – willing to follow the example of Iran Text Book Printing & Publishing. From that point of view, the order is extremely promising. What's more, it is the first time that QIPC has sold automation directly to the end user rather than a manufacturer of a printing press."



## Boost in efficiency

Two  $\mu$ RC-3D cameras for color registration control and two  $\mu$ RC-3D cameras for cut-off control are being installed on a Manroland UNISSET 75 press. This means the plant can work more efficiently and the quality of work improved. "The plant expects to make increased savings in paper waste, ink and energy consumption," explains Babak Soukhakian. "Furthermore, the expectation is that the new automation system will bring about a reduction in staff. And of course, not unimportantly, the quality of the printing will be enhanced significantly."

*Mr. Malekdadi (technical manager of Iran Text Book Printing & Publishing) and Babak Soukhakian (managing director Arta Taraz Niavaran).*

**“Not only is it an extremely prestigious client, installation of our products here provides an excellent reference for the future in Iran”**



# From operator to printing press manager

**The recent installation of automation systems from Q.I. Press Controls – Engineering Automation Electronics (QIPC-EAE) has had a major impact on the work of operators at Oppermann Druck & Verlag GmbH. One year on from the start-up of their new printing press, production manager Niels Rohrsen gives his take on how mRC-3D and IDS-3D systems for color register, fan-out, cut-off register, side-lay and color control have changed the nature of work at the plant.**

As in most printing companies, in the past the work of operators at Oppermann Druck & Verlag GmbH would - to a greater or lesser extent - have involved the same tasks. To ensure consistency and continuity an operator was required to man each printing tower and that was pretty much the scope of their work. Since last year however, operators' responsibilities have changed fundamentally, so that all of a sudden they are finding themselves performing other tasks that help improve the printing process. According to Niels Rohrsen, production director at Oppermann Druck & Verlag, "An operator now has more or less full control of the press." This major shift in responsibilities can largely be put down

to the installation of QIPC-EAE-supplied closed loop automation systems on the new Koenig & Bauer Commander CL newspaper presses at Oppermann. To get the state-of-the-art press in Rodenberg running up-to-speed, its supplier Koenig & Bauer recommended Oppermann to have it fitted out with the mRC-3D and IDS-3D systems from QIPC-EAE. Oppermann acted on that advice: "Because we wanted our new ultra-modern press working as efficiently as possible, we needed to retrofit it with the best equipment possible," muses Niels Rohrsen. "That involved automatic color and register control."

So in 2016, Oppermann Druck & Verlag GmbH - a company established in 1904 - took a decision to have everything upgraded. One of the mRC-3D systems will automate the color register and the growth of the web after printing compared to the web before printing, the so-called closed-loop fan-out. The other mRC-3D system will automate the cut-off register and the side-lay positioning of a section of web with a turner bar. Both have been fitted with the Automatic Ink Mist Shield, which ensures that the camera lenses are cleaned automatically. The IDS-3D takes care of the color control and the dampening control.



*Fltr.: Werner Rohrsen, André Schäffer and Dirk Nagel. Management Oppermann Druck und Verlags GmbH.*

Oppermann, which also has a plant in Detmold, is extremely positive about developments. Niels Rohrsen: "When we first had the software and hardware installed there was a QIPC-EAE technician on site at all times. Everything went smoothly, with a fast and professional service." At the start of 2017, the printing press and the automation systems were fully operational.

### 'There are savings in both time and money'

After a year in production, Oppermann is now taking stock of the situation. "The coordination between the automation systems and the press is working just fine," explains Niels Rohrsen. "It means we can save on paper at the start and end of every production run. In combination with a high level of automation, QIPC-EAE has helped bring about savings in both time and money." A lot has changed too for the operators: "They now have a lot more time to check and oversee the whole printing process".

In practice that means that whereas before we needed one operator for every tower, the whole machine can now be manned by just two operators. One who looks solely after the machine, and another to take care of the printing plates," explains Niels Rohrsen. "However, the second operator also has time to prepare for the next production run or to help with the reels of newsprint. Simply put, the new automation systems give the operators a lot more scope. Their work is much more diversified and is no longer exclusively confined to the machine."

There have been other savings too. Because only two employees are now needed to operate the printing press, the role of the floor manager is surplus to requirements. Niels Rohrsen: "There is still a team leader, but the operators themselves have control of the work. That's working out absolutely fine. They are responsible for preparing the plates and keeping an eye on newsprint levels, but they can also help our technicians and managers with other, lighter work. It gives them a chance to diversify their skills."



*New printing house.*

What's more, the new printing press is able to deliver top quality printed matter. The ultra-modern press, in combination with state-of-the-art automation systems, is able to ensure that printing operations pass all the checks. The slightest deviation and we can step in at a moment's notice. "For that too, we are extremely satisfied," says Niels Rohrsen.

### Helpdesk

Collaboration with a new partner – in this case three: Oppermann, Koenig & Bauer and QIPC-EAE - at the beginning it was about sizing each other up, but now seem to have the measure of each other. "We're extremely pleased about the collaboration and the contact," adds Niels Rohrsen. "Whenever there's a problem we can't fix ourselves, we get almost immediate support from the helpdesk at QIPC-EAE." What's more, the automation itself has enabled additional communication options, so that the QIPC-EAE helpdesk can now be notified about a possible problem at the push of a button. "The fact that we can now send an email about the current status straight from our

operating console is extremely user-friendly and saves us a lot of time."

It goes without saying that Oppermann will join forces again with QIPC-EAE in the future. "We are more than satisfied with our choice," concludes Niels Rohrsen. "The benefits of the new systems are there for all to see. Should we ever install a new printing press in the future, we wouldn't hesitate to have QIPC-EAE come and install their automation systems."

**"The operators now have a lot more time to check and oversee the whole printing process"**

# Nahdet Misr Publishing & Printing intensifies collaboration with Q.I. Press Controls

**The Egypt-base printing concern, Nahdet Misr is set to expand its collaboration with Q.I. Press Controls (QIPC). The Dutch specialist in measurement and control systems for the printing industry is to supply the company's plant in the Egyptian capital Cairo with register and cut-off control systems. An automatic color control system from QIPC had already been installed at Nahdet Misr's production facilities. "QIPC has always been a fantastic partner providing us with excellent support"**

## Leading printer

Nahdet Misr is one of the biggest commercial printing concerns in Egypt. The company's mission is primarily educational and has the aim of developing the creative and intellectual skills amongst its Arab readership. Nahdet Misr was founded in 1938. "It's a significant step for us to once again cooperate with such a leading printing company in North Africa," says Mathijs Baron, sales executive at QIPC. "This company can serve as a prime example for other businesses in the region."

**"QIPC has always been a fantastic partner providing us with excellent support"**

## Ongoing automation

After Nahdet Misr had made its first investment in QIPC automation on its second-hand KBA Compacta 318 press two years ago, the company is now opting for even greater convenience. "At the time they chose only to have the closed-loop color control installed since the rest of the features on the printing press were functioning normally," explains Mathijs Baron. "However, in recent times the machine has experienced a spate of new problems. For that reason they decided to go in search of a new solution."

## 'Reliable and easy-to-use'

It came as no surprise therefore when Nahdet Misr came knocking on QIPC's door, given their levels of satisfaction with previous systems. "We have confidence in QIPC because of our good experiences with them," says Ahmed Abdelrazek, director of engineering at Nahdet Misr. "We know that their systems are reliable and very user-friendly."

What's more, QIPC has always been a fantastic partner providing us with excellent support."

## Efficient and intelligent

In total, two mRC-3D cameras for color register and three mRC-3D cameras for cut-off control are to be installed in Cairo. This means significant savings during start-up, reductions in staff and better and more consistent quality in the printed matter. "These were also our main objectives that we set before deciding which system we would

## Forward-thinking

purchase," says Ahmed Abdelrazek. "The technology that QIPC uses is highly efficient and intelligent. We already know this from the previous system we installed on the press. Partly as a result of this we had scarcely no second thoughts about the efficiency of this new system."

Mathijs Baron calls the investment by Nahdet Misr forward-thinking. "Egypt is experiencing huge population and economic growth," he concludes. "That's reflected in the increasing demand for (school) books. Nevertheless, investments in automation in a country such as Egypt are not something that should be taken for granted. The fact that it's actually taking place just goes to show their enthusiasm to move forwards. At Nahdet Misr the advantages of automation are clear, having experienced it first-hand for themselves."



*KBA Compacta 318 press on which the QIPC systems are installed.*

# Automation effective at smaller scales too

**Drukkerij Van Barneveld in Denekamp (NL) is proving that press automation is not only effective in plants which have huge circulation figures. The company has been using automation systems from Q.I. Press Controls (QIPC) for the last two years now. The mRC-3D system for color register installed on its Heidelberg/Harris Mercury press has brought about savings in waste, more efficient staffing, and quality improvements.**

It is precisely 50 years ago that Drukkerij-Uitgeverij van Barneveld was established, but that hasn't stopped the company from moving forward. The company specializes in the printing and publishing of newspapers and various free local papers. Van Barneveld owns six free local newspapers that appear every week with a strong local focus, as well as a monthly magazine. Total weekly circulation of its own titles amounts to 150,000 copies. In addition, the company also works for third-party clients using various different types of paper. "I can't actually imagine other printers not using press automation systems," explains managing director Paul van Barneveld about the recent wave of automation in his business. "In whatever event, it has really made us more efficient." The innovative mRC-3D system ensures that its color register control is fully automated: it is the gold-standard worldwide when it comes to 'closed loop' color register systems for rotation offset printing presses.

## Trial

The company, located in the east of the Netherlands, decided to automate the first part of its Heidelberg/Harris Mercury press in 2015. The mRC-3D cameras were installed on two of the four towers. "It was a trial to start with," says Paul van Barneveld. "We were so pleased by the trial that we decided to equip the rest of the machine with register automation." This expansion has been operational since January 2018 and, as Van Barneveld expected, it started functioning pretty much immediately. Paul van Barneveld: "Of course, we already had experience using the system, so the exercise in integration was flawless. The installation of the equipment leaves me with nothing but admiration for QIPC systems. QIPC has always gone about its business professionally and worked in line with the installation schedule with meticulous attention to detail. Both installations were completed like a dream."

## More varied work

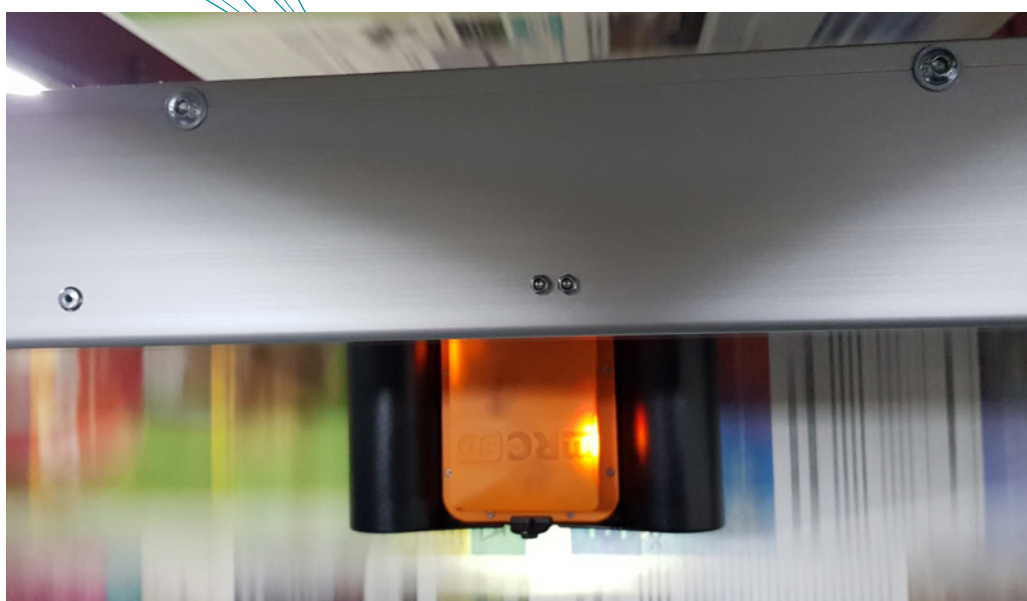
The results were almost immediate, Paul van Barneveld reports. "They came good on all their promises," he continues "savings in waste, for example. Now we have fitted the complete press with the mRC-3D system, these are

greater than they were before, when only half the machine had been automated. What's more, our staff is extremely satisfied with the new system. Their work is more varied as well," he explains. "In the past, we always had one person working on the register. That's now a thing of the past and that person is able to attend to other business. That makes our shifts more efficient."

Additionally, the advertisers are much happier now that the quality of their advertisements has improved. "The quality of the printing has improved enormously," explains Paul van Barneveld. "Everyone is happy with it. Likewise, that improved quality is more consistent. There's a lot that can be achieved manually, but you can't beat this system for

quality. It picks out and corrects the minutest of irregularities even before the human eye has had a chance to detect it. It's just fantastic."

**"I can't actually imagine other printers not using press automation systems"**

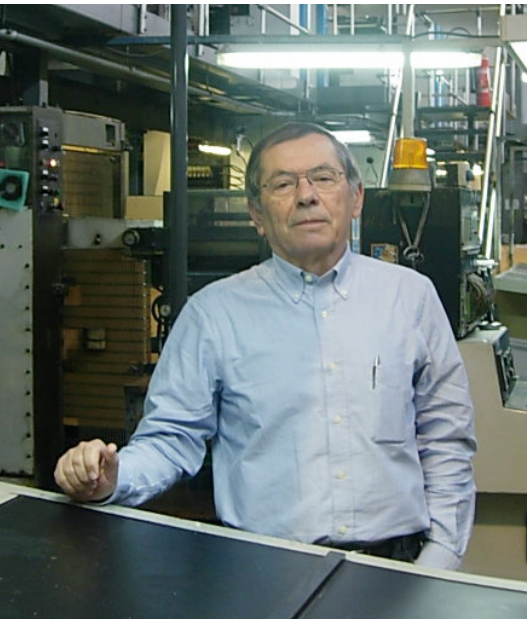


*mRC-3D in action on the Heidelberg/Harris Mercury press at Drukkerij Uitgeverij van Barneveld in Denekamp.*

# Combination of QIPC and EAE provides clear added value for Unipress

**Portuguese newspaper printer Unipress chooses a Performance Package from QIPC and EAE to upgrade its biggest press to the latest state of the art.**

Newspaper printer Unipress Centro Gráfico, Lda had good reasons for ordering a QIPC – EAE Performance Package: the company was aiming to raise the quality bar and cut costs through more automation, to ensure the continued availability of its equipment with modernized control technology and to extend the service life of its Goss Universal 45 newspaper press.



*António da Costa, Managing Director of Unipress, has worked for the company since the year 2000.*

Established in 1995, the printer is based in Arcozelo, not far from Porto in north-west Portugal, and is jointly owned by Grupo Vicra, whose portfolio includes A Bola – Portugal's leading sports daily – and the publisher of the daily Público newspaper. Apart from editions of A Bola and Público for the country's northern region, Unipress also prints part editions of the daily Correio da Manhã as well as Record, a sports newspaper which likewise appears on a daily basis from Monday to Sunday. The run lengths of the various titles for

which Unipress is responsible range between 20,000 and 40,000 copies, with between 40 and 64 pages per edition. The above-mentioned Goss Universal 45, commissioned in 1995, was extended with two towers in the year 2000. In 2004, this web press was additionally upgraded with an IRS color register control system from QIPC. "We made that choice because, in our opinion, QIPC offered the most innovative technology and also because, their registration marks that were still needed at the time, were very small," recalls Unipress Managing Director António da Costa.

management was therefore contemplating a retrofit of the components concerned, in order to restore the press's full availability for high-quality production and make it fit for the challenges facing newspaper printing in the twenty-first century. Unipress was also keen to equip the press with a state-of-the-art color register control system.

In the light of its positive experience with the QIPC color register control in the Goss Uniliner, Unipress opted once again for QIPC technology. The Goss Universal 45 press

**“Due to its positive experience with the QIPC color register control, Unipress opted once again for QIPC technology”**

"Since then, we've maintained business relations with QIPC via Tecnimpressa, the company's local agent who also represent Goss, our press manufacturer, in Portugal." Today, the press comprises five four-high towers, a sixth tower for 2/2 or 2 x 1/1-color printing, 9 reel stands and a folder.

Unipress also possesses a Goss Uniliner newspaper press with two four-high towers and two reel stands. In operation since 2007, this press was equipped from the outset with an automatic color and cut-off register control system from QIPC as well as control consoles, control electronics and workflow solutions from EAE.

## **Performance Package: Quality and efficiency optimizations from a single source**

According to António da Costa, the Goss Universal 45 press increasingly caused problems over the last few years because the Allen Bradley (Rockwell Automation) control technology and panels were getting rather ancient. The

will be upgraded with an mRC-3D cut-off register control system, for which ten mRC-3D cameras will be installed in the five four-high towers. "We need a first-rate register control system because the quality standards demanded today in four-color newspaper printing would otherwise be very difficult to comply with," António da Costa explains. "What's more, the new QIPC system paves the way for cost savings by reducing the press's staffing requirements. We're hoping to slim the crew down from five people to three – with two printers at the control consoles and one employee at the reel stands."

Following a detailed scrutiny of the possible options, the Unipress management also accepted QIPC – EAE's offer to retrofit the control technology. It wasn't only the price but several other factors, too, that finally tipped the scales. "QIPC and EAE have an excellent reputation in the market and they're partners with a long-term interest in the printing industry. Another point in their favor is that we've got very good contacts with Tecnimpressa as their agent," António da Costa adds. "On top of that, our Uniliner press



is equipped with a combination of QIPC and EAE as well, so that in the future we'll be using control and register systems from one source in our entire press equipment. And since our printers are already familiar with QIPC and EAE systems, they'll be able to work efficiently with the new technology in minimal time."

### Modernization by the experts for third-party retrofits

The retrofit will comprise the replacement of the PLCs for the press's quality defining functions with an EAE EPC unit. The controls for the ink units, the spray dampening systems and the sidelay and circumferential registers in the six printing towers will be renewed at the same time along with the associated network and bus infrastructures. In addition to this, three Quality control panels will make way for two control consoles in the EAE Baltic Star class; one old control desk will be retained for controlling the web press functions. Operation of the new QIPC mRC-3D cut-off register control system will be integrated in the new EAE control consoles. The EAE Info reporting and logging system and an EAE Service PC will likewise be implemented.

Connectivity to the existing EAE PrintPP production planning and preset system for the Uniliner web press will be provided by a system expansion and software adaptation. The functionality of this EAE system will then also be available for the Universal 45 press, so that daily newspaper production can be planned efficiently in a unified system environment. The on-site modernization and retrofit work is scheduled to commence in May 2018 and should be completed in time for the kick-off at the Football World Cup this summer. QIPC – EAE's technicians will be able to get on with the job during all non-production periods. "Our daily production takes place in a narrow time window because we want to offer the publishers an editorial deadline that's as late as possible. Printing starts between 11:30 p.m. and midnight, and everything has to be ready by around 3 a.m. the next day. That's why we can't afford to forgo any of our production capacity," António da Costa emphasizes. "We're in no doubt, though, that QIPC – EAE will fulfil our expectations. We're convinced that they'll make a very good job of this project."

*QIPC and EAE systems have been used in the Goss Uniliner press ever since it was first installed in 2007.*

# World-first technology puts De Persgroep in control

**When EAE merged with Q.I. Press Controls in March 2014, it set the scene for a dream to come true.**

Like many in his position, Ruud de Klerk had harbored thoughts of a 'lights out' pressroom... or at least one in which automation removed as many of the chores as possible to print a newspaper.



*Ruud de Klerk, director De Persgroep Printing Amsterdam.*

Now another critical step in that direction is being taken in Amsterdam at De Persgroep Printing, where Ruud de Klerk is a director.

The plant will be the first of its kind able to operate two or more folders simultaneously using QIPC-EAE's Desk 7, following an investment in the new control desk and automation technology. Production of Dutch daily newspapers Algemeen Dagblad, de Volkskrant, Trouw and NRC Next will take advantage of the latest systems from the two partners, brought together in a single, recently-released product.

"Without doubt, Desk 7 is unique," says Erwin van Rossem, head of sales at QIPC-EAE. "The desk has already been installed in other printing plants, but at these locations, has been used only for a single folder. However, the system was actually developed to be capable of operating several folders simultaneously. This functionality is unique in the printing industry: It's always been the case that at least one control desk was needed per folder, all that changes now."

Even in 2011, QIPC had identified Persgroep Printing as a strategic partner... a company they could work with to bring forward their most advanced ideas, the two collaborating on a customized automation project.

"We were able to develop functionalities together," says Erwin van Rossem. "We are automation experts, not printers, and needed their input to advance the technology. Any snags they came across, we were able to solve by thinking up new applications and implementing them."

"The new project centered on Desk 7. The concept exists and is in use, but with Persgroep Printing as partner, we are able to optimize it so that everything operates smoothly with two folders under the control of just one desk – something which has never been put into practice before."

Ruud de Klerk is more than happy that Persgroep Printing will be part of a worldwide first, given that Desk 7 has already been put through its paces. "We wanted to install tried and trusted technology and of course, to work as

efficiently as possible. With Desk 7 and the automation installed on the press, we are taking huge steps forward in this direction."

With the latest technology in the printing industry at hand, Desk 7's easy-to-use touchscreen control panel gives an immediate overview of the status of the printing process, but allows an operator to intervene if required. A wireless linked tablet can control the desk remotely, so having to physically stand at the control desk is a thing of the past.

## Automation

With the high degree of press automation required, Ruud de Klerk sees the practicality of QIPC and EAE being able to organize everything together: "We have automated our presses as much as possible in the past using QIPC products, so that we don't have to make concessions when it comes to introducing the new control desk technology."

Following the success of the earlier project, both parties knew what they were getting from the other. "We knew that QIPC-EAE listens closely to us and is highly flexible," he says. "The fact that they are a Dutch company was not the most decisive factor, but it certainly helped towards communication. We know from experience what they are capable of."

Resigned that a press automation upgrade would be necessary as some spare parts became obsolete, he emphasized that the technical assistance, efficiency, and

**"Now, thanks to this investment in automation and the control desk, we are making significant strides forward in efficiency and the quality of the newspaper"**

improved quality that goes with it was the decisive factor: "All in all, we think that this combination of Desk 7 with IDS-3D is the best technical solution for us."

"Now, thanks to this investment in automation and the control desk, we are making significant strides forward in efficiency and the quality of the newspaper."

With the Desk 7 implementation, the current QIPC IDS color control system will be upgraded to IDS-3D, and for the first time, will be capable of detecting transposed plates within 250 revolutions. The ability to quickly pick up errors on the plate is another unique aspect of system, setting a new standard. Installation is due to take place in mid-2018.

"This means we can reduce operating times as well as achieve major savings in waste," says Ruud de Klerk.

*Mailroom De Persgroep.*



**newsnology 1/2018**