

sfactor issue 8



webfed

There is no other choice!

At the heart of the new Johnston Press printing site at Dinnington, near Sheffield, is the company's new triple width MAN Roland COLORMAN XXL press. This monster machine is now installed and ready for action – action that will be taking place at breathtaking speeds, with the machine capable of producing up to 86,000 copies per hour.

The COLORMAN at Dinnington comprises of 12 stacked satellite printing towers, is equipped with three 2:5:5 folders, and is capable of producing up to 2 x 120 pages and 1 x 48 pages in full colour simultaneously.

To keep up with the large throughput of paper, the press is supplied with paper reels by the MAN Roland AUROSYS system. Manual handling is kept to a minimum as this automated roll system ensures that all 12 reel stands are kept stocked with fully prepared reels and the expired reel cores are disposed of into the waste bin automatically.

The new machine is estimated to be some 50% faster than the previous printing equipment employed by Johnston Press and will be able to print in excess of 192 pages with all of them in full colour.

The COLORMAN sets new standards in newspaper offset – it offers flexibility in the use of colour for extremely high-volume printing and products with a large number of pages. The XXL version of the press provides for six printing plates in width and two in circumference, for 24 pages per web, as a nine-cylinder press.

WE KNOW YOU'VE GOT A CHOICE.

Choice (chois) n. the act or an instance of choosing or selecting

Welcome to the latest issue of sfactor. You may have noticed a few changes at MAN Roland lately. Not only have I recently become the new MD but we've also been promoting ourselves based around the statement, 'We know you've got a choice'.

There's plenty of choice when it comes to selecting your next press and the decision is never easy. But what about your customers and their choice to come to you or your competitors?

Although money always plays a role in every business decision, never forget that everyone is looking for the best value. That's the highest quality at the best price. So when you're looking for the perfect combination of quality and price, choose MAN Roland. I take this opportunity to wish you a very happy Christmas and New Year.

Norman Revill
MD MAN Roland GB



Play your cards right

Deep in the heart of Thamesmead, the printer that produces most of the playing cards printed in the UK has just installed two new presses from MAN Roland. On the first day of this year's IPEX exhibition, Richard Edward ordered a five-colour ROLAND 700 with InlineCoater and UV specification, and a ten-colour ROLAND 700 with InlinePerfecting.

We've worked with Richard Edward for more than a decade and we supplied them with the world's first ten-colour ROLAND 700 in 2000. Following an in-depth analysis of the market, the company came to MAN Roland for their next generation of presses.

The new five-colour ROLAND 700 replaces a ROLAND 606D that was over 12 years old.



Both machines incorporate MAN Roland's innovative ColorPilot system to monitor colour accuracy throughout the run. The ten-colour perfector also runs the latest generation of OptiPrint impression cylinder jackets that use a highly refined ceramic coating to ensure the highest quality of perfecting. The press also benefits from fully

automatic plate loading (APL), which cuts make-ready times dramatically.

To finish the menu of technological advances included in the order, Richard Edward specified InlineObserver cameras in the ten-colour press. This provides significant benefits, particularly on set-up, and is highly suited to a long-perfector configuration, and to installations where a variety of substrates are used.

On November 14th, 15th and 16th we supported in conjunction with the DTI's Manufacturing Advisory Service (MAS), a three-day Open House Event at Richard Edward. Printers came from all over the UK for a very informative day out. Our thanks to Richard Edward for a great event.

To read more on the three-day Open House Event just click www.weareprint.co.uk

Automated finishing for large sheet work

The Replication Branch of the Defence Geographic Centre will be the UK's first user of Baumann's BASA automated jogger and paper handling system, due for delivery early in the New Year.

Internal risk assessments had made management acutely aware of the considerable issues faced by staff with the manual handling of large format sheets, especially following a move from size 7 to size 7B sheets after the installation of a ROLAND 900XXL press.

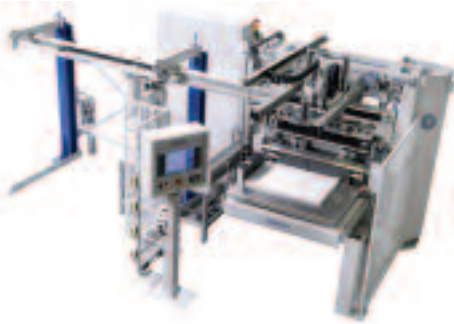
The BASA system will mean that printed work can be delivered by pallet straight into the automated loading system. Sensors recognise the height of the printed stack and

grippers automatically remove a pre-defined amount of paper to be fanned. The fanned printed sheets are then jogged. Once a load is ready for cutting, the stack is automatically moved into the rear-loading guillotine. The latest Wohlenberg 185 ProTec is part of the order, as the previous cutting equipment at the site was not able to accommodate the 7B sheet size.

The Automatic Positioning System on the guillotine will rotate the work to enable full trimming to take place without manual intervention, prior to automatic unloading. The Replication Branch has opted for a multiple unload system, which utilises four separate pallets. With work often printed with four jobs to view, the multiple unload system

allows each separate job to be stored on a unique pallet.

The system will allow for better utilisation of staff. Currently a two-man operation, paper loading and unloading will be able to be performed by just one operation, freeing up time for other tasks.



Roger Cartwright returns to MAN Roland

MAN Roland GB recently announced the appointment of Roger Cartwright to the position of Director of Finishing Sales, Wohlenberg and Postpress products. Roger is rejoining the company following three years at Muller Martini. "It's great to be back," said Roger, who had previously spent five years running the postpress sales operation at

MAN Roland GB. "Wohlenberg has an innovative culture with a clear market led philosophy, and the product range is now even better than before. With the new Wohlenberg factory nearing completion in Germany and the commitment of MAN Roland GB, it is an ideal time for me to return to the fold and help to further promote sales of the equipment".



Monitor sheet travel with InlineObserver

One of the key issues raised by press operators is the difficulty in diagnosing set-up issues and quickly identifying the location of problems during a print run. At MAN Roland we're constantly developing technology to make the press operator's job easier and to save money and time. Our latest innovation is called InlineObserver, which gives the operator an inside view of the sheet travel through specific areas of the press using a series of miniature cameras.

InlineObserver can be retrofitted to any ROLAND 300, ROLAND 500, ROLAND 700 and ROLAND 900 sheetfed press and is particularly beneficial in establishing the first OK sheet. The system is also helpful where a variety of substrates are used in perfecting units. A camera is often positioned at the sheet-turning device or at the press in-feed where significant leg work and time can be saved, especially with a 'long' press.

It is possible to install a multitude of cameras in one machine depending on the model and press configuration. Images are shown on a monitor sat alongside the main press control console at the control desk. Up to four camera positions can be shown on the screen at any one time, or the operator can select one camera view and freeze the image to quickly analyse any problem and to keep production running.



Cobalt sent into the blue

The health and safety of anyone working in the printing industry is hugely important to everyone at MAN Roland and our technical partners. Currently, there is increasing evidence to suggest a link between soluble cobalt salts and cases of skin sensitisation. As cobalt compounds have been used in fount drier additives for many years, we've worked with our pressroom chemical partner Fuji-Hunt to deliver a cobalt-free alternative for this type of fount.

These products enhance the drying properties of ink especially when printed on difficult substrates such as plastics, foils and other impervious materials. The new fount (ECODRY SF 1111) is just as effective as cobalt-based alternatives but uses a siccativator that is entirely cobalt free. It is simple to set up and performs successfully within normal water/conductivity parameters.

So, if you're concerned about the health of your operators and your customers, contact us on **0845 331 3198** or fill in the fax-back and find out more about this cobalt-free alternative.



pressroom products

Pressroom products brochure

MAN Roland works with a number of suppliers to bring you the highest quality pressroom products at the best prices. We're constantly working closely with our partners to help develop more effective and safer chemicals and 'Cobalt sent into the blue' in this issue describes how this has worked recently with Fuji-Hunt.

The latest in our family of overview brochures outlines our range of pressroom products to include the high quality Vulcan blankets, Westland rollers and Fuji-Hunt chemicals.

Contact us on **0845 331 3198** to request your personal copy or simply download it from www.weareprint.co.uk



in the next issue of sfactor

'We know you've got a choice' marketing campaign is evolving. Look out for our new ads in 2007. In the meantime, everyone at MAN Roland wishes you a great Christmas and a happy New Year.



corporate

Print UK celebrates!

Monday October 23rd saw the great and good from print gathered at the Grosvenor House, Park Lane, for the PrintWeek Awards 2006.

Amongst the many winners announced on the night, Newnorth Print was heralded as the MAN Roland sponsored Customer Service Team of the Year, pictured below with



our own Norman Revill. Other highlights included: Wohlenberg user Purfect Binding Company, Postpress Company of the Year; York Mailing announced as Environmental Printer of the Year; MAN Roland sheetfed press user Buckleys retained its Label Printer of the Year award; Telford-based PCP, a MAN Roland ROTOMAN user, Consumer Magazine Printer of the Year; and ROLAND 900XXL user Simpson Group, Point-of-Purchase Printer of the Year.

Congratulations to all companies that won awards on the night, and also to all of those print businesses that made the final in each category.

Irish company to host UK printers

Walshe Print, Waterford, Republic of Ireland, is to play host to a number of UK printers as MAN Roland GB uses this "non-competitive" environment to demonstrate its flagship B2 press offering, the ROLAND 500. The event will take place on December 7th.

Walshe Print became the first Irish printer to install a ROLAND 500 at the end of 2005. "The purchase of the ROLAND 500 really gave Walshe Print a performance edge in a highly competitive market," said Gary Doman, Board Director for the Sheetfed & Postpress Division at MAN Roland GB. "We are looking forward to taking a number of UK printers over to Waterford so that they can see how this was achieved".

For further details on the visit to Waterford, please visit www.weareprint.co.uk



Swiss roll out ROTOMAN for UK visitors

Think of events in Germany during the last quarter of the year and the Oktoberfest in Munich springs to mind. However, MAN Roland can also organise an event that attracts visitors from around the world, and September saw a special MAN Roland Technology Forum at a commercial heatset web plant in Switzerland. Amongst the guests travelling from all over the world to see the three MAN Roland ROTOMAN 16-page web presses producing high quality magazine and catalogue work were representatives from a number of the UK's leading commercial web companies.

The visitors were all shown three new ROTOMAN systems at Farbendruck Weber AG. 60% of all commercial web offset presses sold in 2005 were 16-page presses and the ROTOMAN has been the world's number one in this sector for more than 30 years. Constant development and technological advances to improve speed, reliability and economy have helped MAN Roland retain its position of dominance. As an example of this,



the three presses at Farbendruck Weber AG were networked via printnet which is helping the company set new standards in production speeds and print quality.

After this great event our UK visitors went on to Germany to sample some of the beers on offer at the Oktoberfest. Those that remember the event obviously weren't trying hard enough!

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