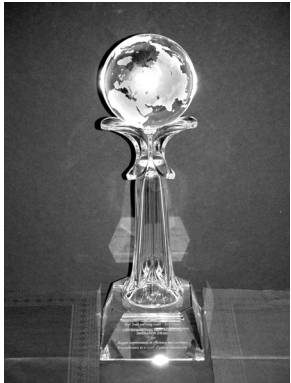


Biggest improvement in efficiency and customer responsiveness as a result of process automation

2005 CIPPI Winner: Kraft Druck und Verlag GmbH (Germany) — Kraft uses JDF and JMF to create an interconnection between its Hiflex MIS and Kodak Prinergy Workflow System, as well as between the Hiflex MIS and the MAN Roland PECOM System. Hiflex uses the JDF interface to create customer details and



printing instructions and data only needs to be entered once. The system automatically generates the complete production sequence, and the job information is ready to be passed on to the subsequent Kodak and MAN Roland systems. Furthermore, all machines events are reported back via JMF and flow into the Hiflex order book, the Hiflex Production Data Collection and the Hiflex Scheduling board. As a result of this innovation, Kraft was able to eliminate a

full-time scheduler's position, and customer approvals are instantly communicated to the CSR for optimal production planning. Kraft Druck claims and ROI of 446.5% within five years (which means that the investment is paid back 5.46 times). The Net Present Value of the system is US \$759,777 — which equals an Internal Rate of Return (IRR) of 168%.

Honorable Mention: LaVigne Inc. (Massachusetts) — Lavigne operated a “print on demand” business that was basically a web site that emailed job tickets. It was nothing more than an electronic means of job submission, and the internal workflow was very similar to that of a conventional job. Lavigne used JDF to connect Printable's PrintOne Customer Center to the Hewlett-Packard Indigo ProductionFlow digital front-end to automate their process. Since implementation, they have gone from 25 orders processed per month to over 700 orders per month while maintaining a 92% reduction in customer processing costs.

To learn more about the 2006 CIPPI Awards application process and these award-winning case-studies, visit:

<http://www.cip4.org/cippi/>



CIPPI Award Program: Does Your Company Have What it Takes?

CIP4 is currently taking applications for the 2006 CIP4 International Print Production Innovation (CIPPI) Awards. Each year applications are invited from around the world, but only one printer in each of three categories is selected for the Award. CIPPI award winners are recognized as the best printers or prepress services in the world — perhaps the most unique distinction you can achieve in the printing industry. This year's 2005 CIPPI awards and honorable mentions were presented to:

Most innovative use of process automation technology in an implementation

2005 CIPPI Winner: Druckerei Bauer KG (Austria) — Bauer implemented JDF and JMF (Job Messaging Format) connectivity between its Hiflex MIS and Muller Martini System Manager, (to network their Muller Martini saddle-stitcher equipped with the “Automatic Make Ready System” (AMRYS), as well as MAN Roland printing presses equipped with the PECOM system. According to Bauer and its suppliers, this was to the first live, fully JDF-integrated postpress implementation using both JDF and JMF. Bauer's goal was to eliminate re-keying of job data, eliminate inconsistent data handling and automate late job changes. Bauer's innovation improved productivity with faster make-ready times, improved plant communication, automation, and a more



Pictured left to right:

Jim Harvey, CIP4; Robert Carew (Pres., Action Printing); Peter Doyle (Action Printing); Eric Olsen (Muller Martini); and Tim Daisy (Kodak Graphic Communications Group).

transparent and flexible operation. Furthermore, Bauer improved its net profit (before taxes) by \$622,741. (2003 compared with 2004 attributable to their process automation implementation). The ROI of the JDF implementation at Bauer was 220% in the first year which means that the investment was paid back 3.2 times within the first year.

Honorable Mention: Williamson Printing Corporation (Texas) — Before innovating, Williamson was taking 15-30 minutes per job to manually make impositions, plus CSRs were often waiting 15 minutes for their turn at the imposition workstation. In the bindery, it was taking 25-30 minutes to setup cutters for each job. Now a JDF file is created in Kodak's UpFront and exported to the Esko-Graphics' Scope workflow system that then uses the JDF to automatically generate impositions. CSRs no longer create impositions by hand and prepress operators no longer re-enter information manually. Prepress operator time on imposition has been reduced by 95% per job; the number of errors in prepress has been reduced by 100%; and job latency has been reduced by one hour. If that isn't enough, Williamson had cutters that were

already JDF-enabled and now JDF imposition data is sent to the finishing machines to automate setup. William also uses JMF messaging between the PRISM MIS and prepress, as well as between UpFront and the postpress devices – which ultimately connects back to PRISM as well. With this connectivity, Williamson can get an instant and accurate status of any device.

Best cost/benefit realization as a result of process automation implementation

2005 CIPPI Winner: Action Printing (Wisconsin) — Action Printing automated the setup of its saddle stitchers by communicating layout and production specifications from Kodak's Synapse UpFront software to Muller Martini Prima saddle stitchers with the AMRYS system via JDF. Prior to automation, setup of its saddle stitchers took approximately 85 minutes on average, and afterwards, setup now only takes an average of 24 minutes per machine between jobs. Now the customer service department creates layout instructions in Synapse UpFront, which is then exported as a JDF (Job Definition Format) file to a file server. The operator of the Muller Martini saddle stitcher finds the saved JDF instructions on the server and downloads these instructions to the machine. The AMRYS makeready sequence is followed and all machine adjustments are made in less than five minutes.

Honorable Mention: Druckhaus Berlin-Mitte GmbH (Germany) — DBM uses JDF to communicate job data between its Hiflex Scheduling and Hiflex PDC (Production Data Collection) systems as well as MAN Roland presses that have been updated with the PECOM system. The information flow from the administration system (Hiflex MIS) into production (and finally to the press) is now a fully integrated, cross-vendor solution. Production data only has to be entered once and subsequent systems are provided with necessary job specifications. The scheduling is constantly kept up-to-date by the online feedback from production. DBM profits from "a profound visibility" into the production process, which provides them with the prerequisites for an extended planning horizon." The ROI of the JDF implementation at DMB was 991.9 % within five years, which means that the investment is paid back 10.91 times.