



2009 CIPPI Awards Presentation



Print 2009



2009 Jürgen Schönhut Memorial CIP4 International Print Production Innovation (CIPPI) Awards

- Background
- Judges
 - Patrick Cahuet of 1Prime|Concept (France)
 - Stephan Jaeggi of PrePress-Consulting (Switzerland)
 - Tetsuo Kimura of PrinTechno, Inc. (Japan)
 - Bill Esler of Graphic Arts Monthly (USA)
 - John Leininger of Clemson University (USA)



CIPPI Categories

- First and Second Place — Best cost/benefit realization and improvement in efficiency as a result of process automation implementation
- First and Second Place — Biggest improvement in quality production & customer responsiveness as a result of process automation
- Most innovative use of process automation technology in an implementation
- Best Process Automation Implementation — Europe
- Best Process Automation Implementation — North America
- Best Process Automation Implementation — Asia Pacific
- Best Process Automation Implementation — Emerging Markets
- Small Business Process Automation Implementation of the Year (New)



- **First Place — Druckerei Bauer GmbH, Pfedelbach, Germany**
 - Supported by alphagrah team GmbH and Heidelberger Druckmaschinen AG
 - Specialized in folding cartons, displays and sales packaging
 - Produces over 220 million folding cartons per year.
 - Wanted to expand JDF automation from labeling operations to folding carton production



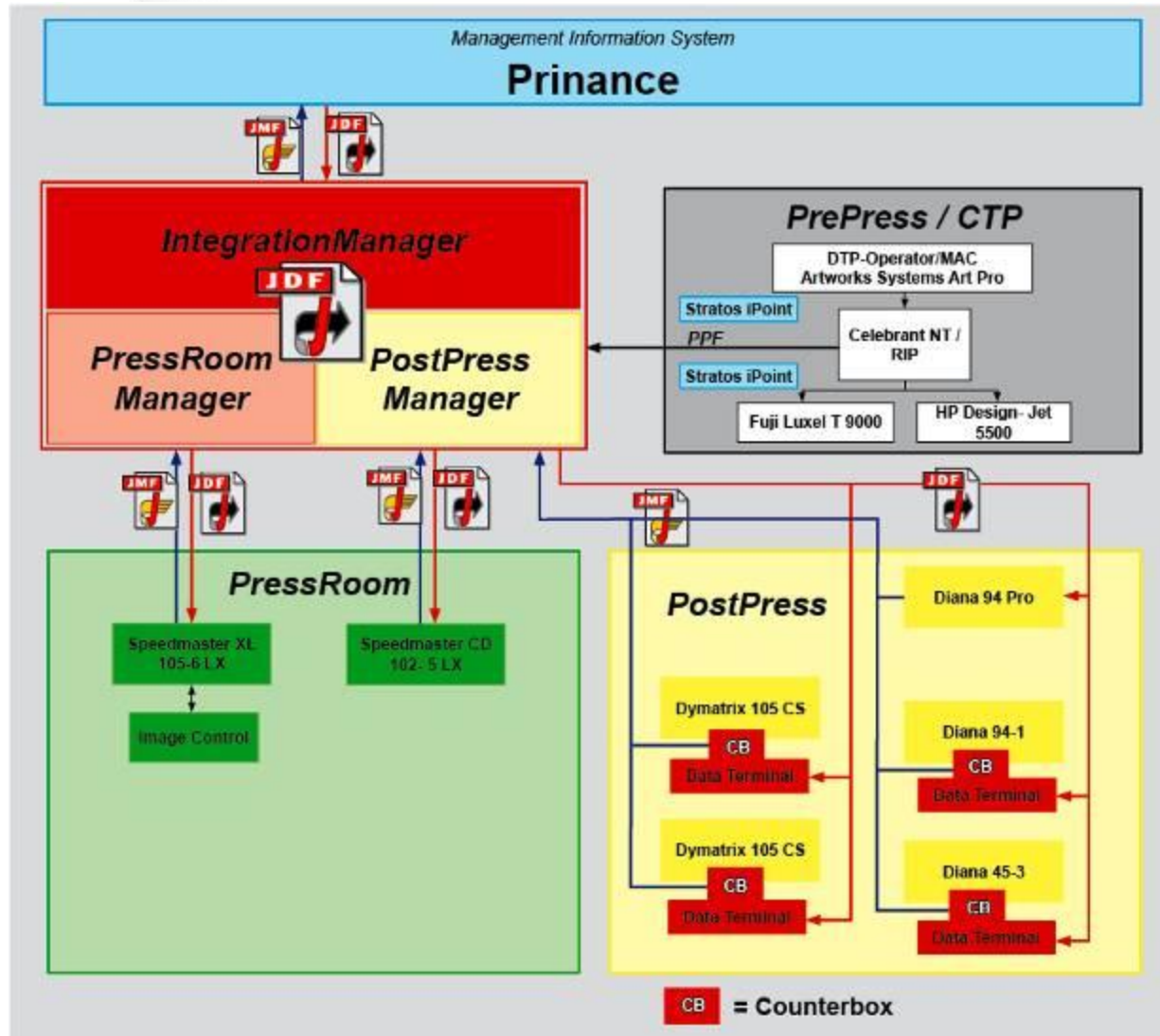
Best cost/benefit realization

Druckerei Bauer Continued

- Pressroom, die-cutting shop, and gluing department are now equipped with the Prinect JDF workflow for the pressroom and folding carton processing section and are fully integrated.
- JDF workflow carries integrated job and presetting data to the machines and provides real-time feedback on status and operating data via JMF
- In order processing, times for preparing actual costing decreased significantly by approximately 50%.
- On the automatically connected folder gluer, we were able to cut times for job entry from six minutes to one minute.
- ROI of 984% on a five year basis



Druckerei Bauer GmbH





- **Second Place — Sirivatana Interprint Public Company Limited, Bangkok, Thailand**
 - With 4,000 Employees and \$54 Million USD in sales, Sirivatana is South Asia’s largest printer
 - All types of printing supported, including labor intensive printing, such as pop-ups.
 - Information manually gathered, analyzed, transported and communicated by employees called “manual traffic teams” using 275 paper forms
 - Due to fast growth, many employees found it difficult to push jobs through each step of production



Best cost/benefit realization

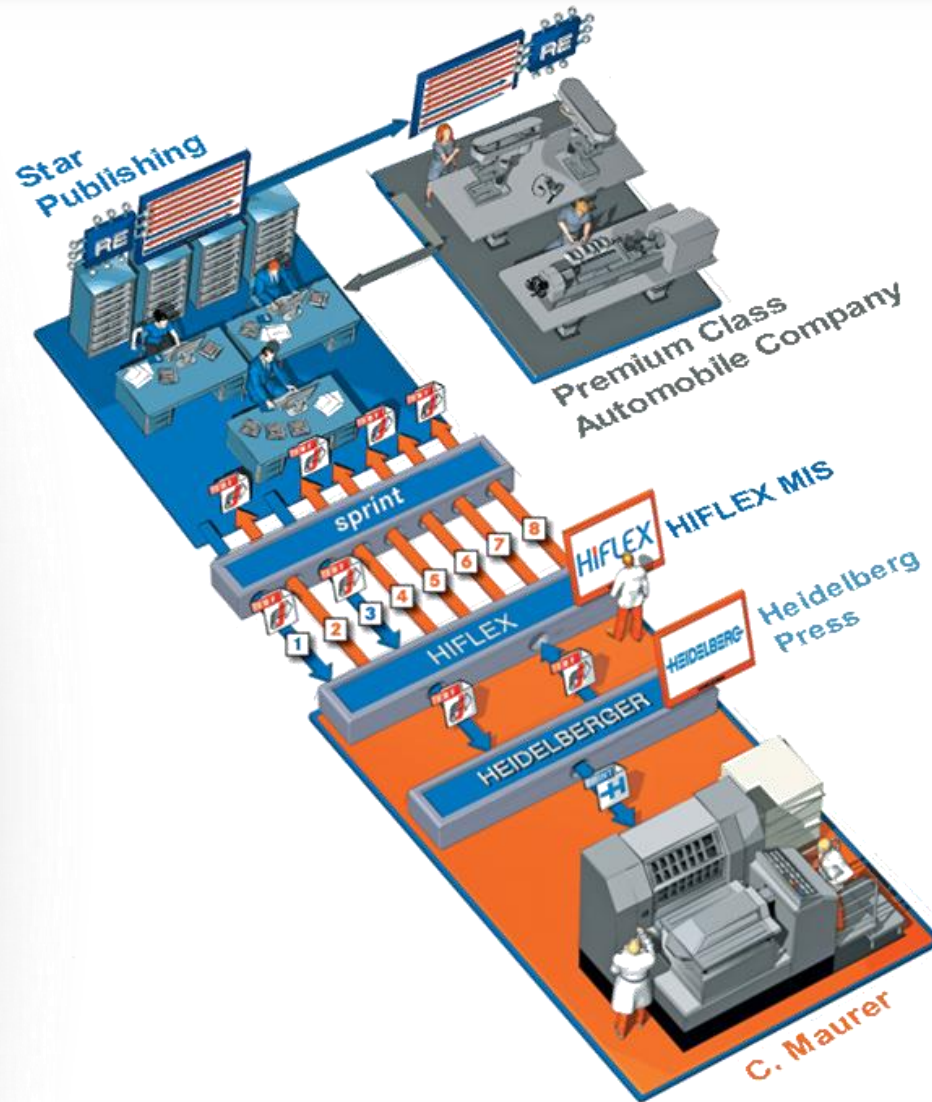
• **Second Place — Sirivatana Continued**

- Supported by HIFLEX and Kodak, implemented
 - Automatic Job Creation
 - Better access to archived jobs / faster search and response times
 - Automatic booking of material consumption
 - Inventory checks of plates are accurate
 - Prepress progress is visually represented for the CSR
 - Up-to-the-minute plate status for the scheduler
- Cut 269 people
- Decreased throughput times by 33%
- ROI of 1960% on a five year basis



- **First Place — C. Maurer Druck und Verlag GmbH, Geislingen/Steige, Germany**
 - Support from Star Publishing, HIFLEX and Heidelberg
 - More than 4,000 automotive manual jobs per year were handled via fax, email and paper job tickets
 - Partnered with Star Publishing, a print buying agency, to solve just-in-time manufacturing of car manuals for automotive manufacturers
 - JDF technology was viewed by both the auto manufacturer and Star Publishing as a means to increase visibility, reliability and the quality of processes.

- **C. Maurer Druck und Verlag GmbH
Continued**
 - JDF used in both integration with customer as well as for internal production operations
 - Star Publishing entered into a Service Level Agreement with a manufacturer specifying 4 days delivery on digital print jobs and ten days for offset jobs
 - Star Publishing reported a 30% savings in both time and cost of production
 - C. Maurer experienced a 20% savings in the cost of processing job orders



Bidirectional Workflow

1. Inquiry
2. Quote
3. Order
4. Order confirmation
5. Status feedback
6. Delivery
7. Payroll
8. Final report
(Quality feedback)



Biggest Improvement in
Quality Production

Second Place — Druckerei Bauer GmbH, Pfedelbach, Germany

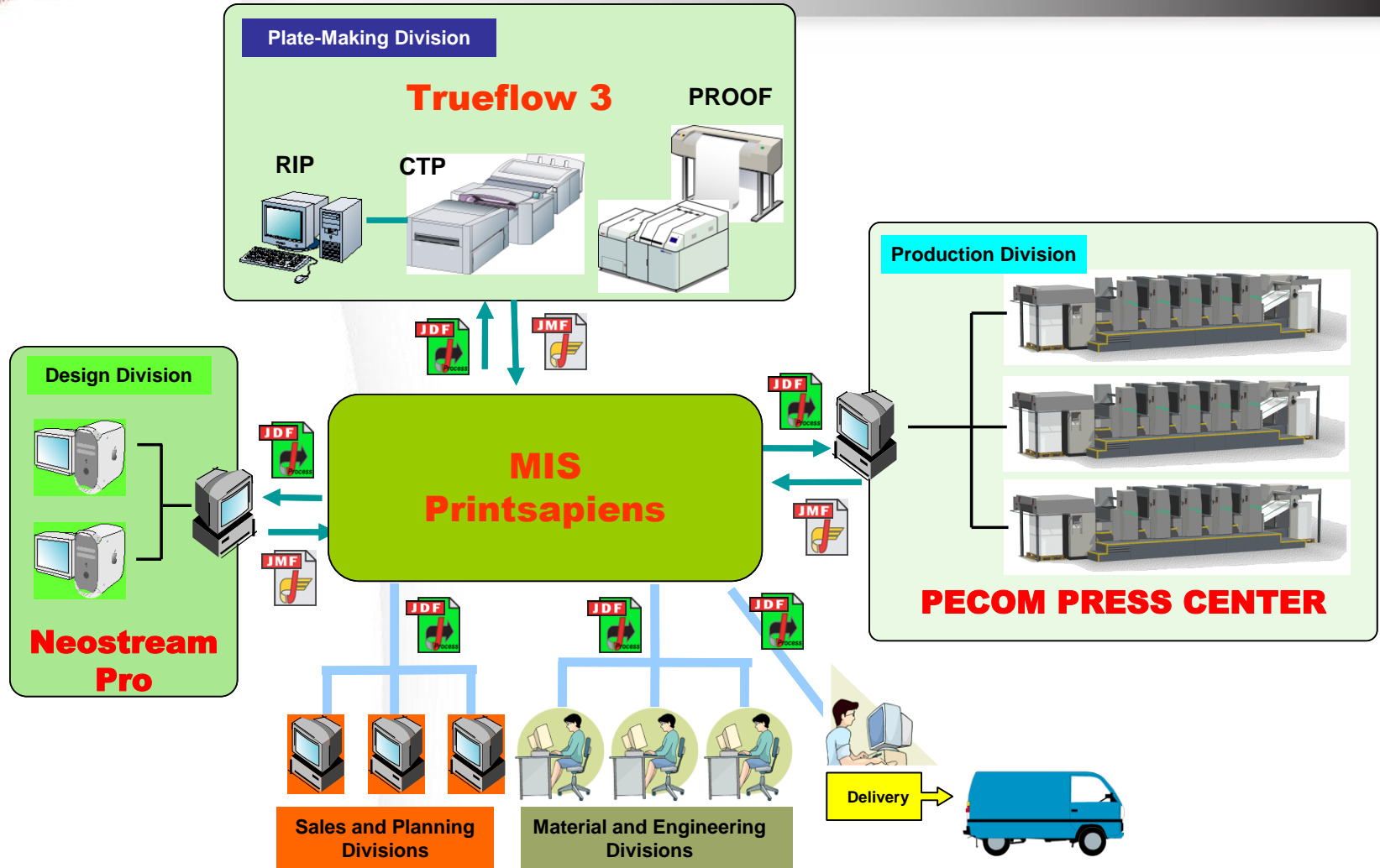


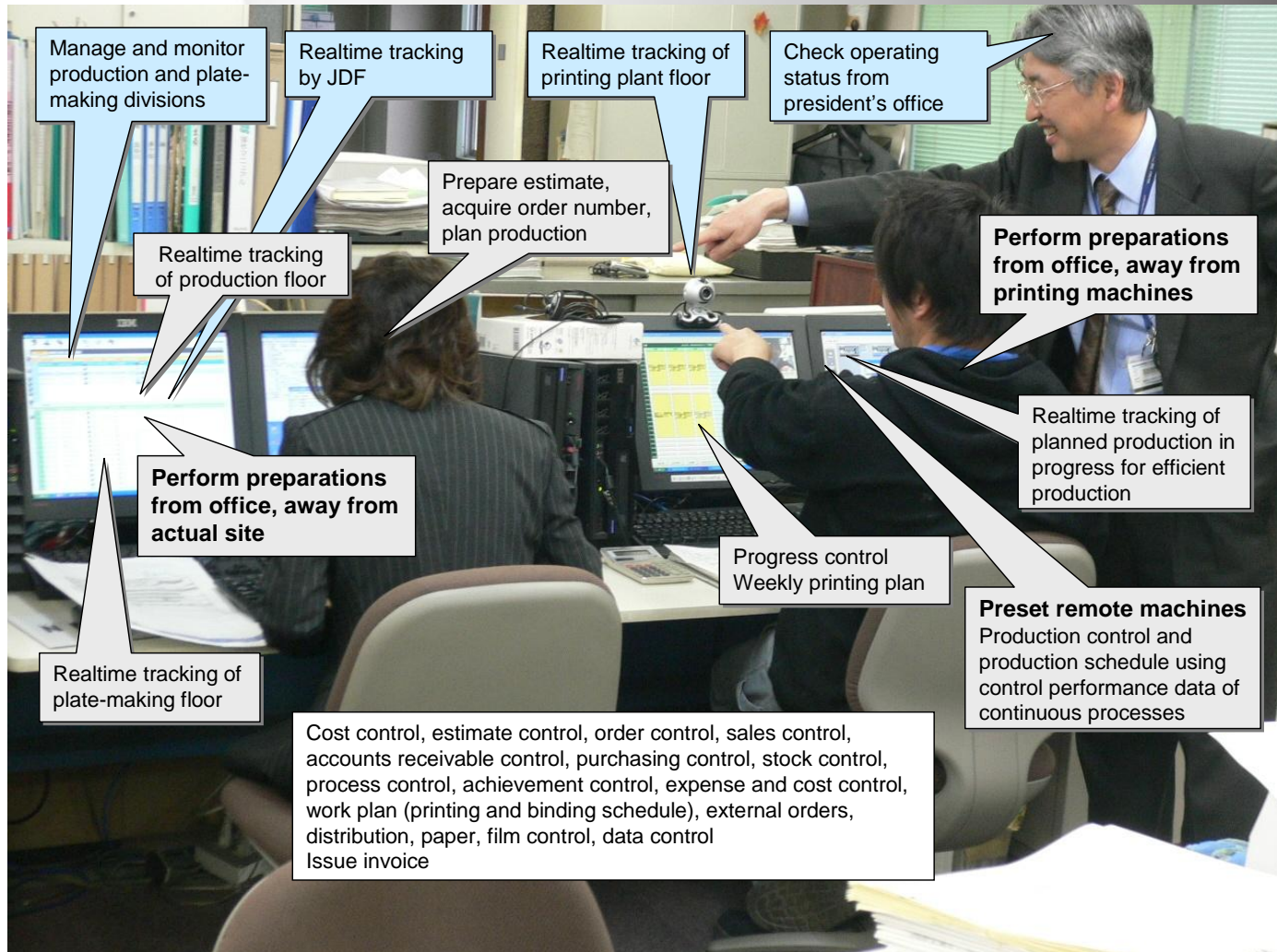
- **Winner — Shinkosha Printing Company, Tokyo, Japan**
 - Support from OLIVE Inc., manroland Japan, Konica Minolta Graphic Imaging Japan
 - Sales of 800 million yen in 2008 with 50 employees
 - Prints medical books, engineering books and other academic books and magazines.
 - Academic and Medical books can take 3 months to 20 years to produce, as authors make changes, often after long periods
 - Errors, especially in medical books, can have dire legal and medical results
 - Had to resolve 1 byte/2 byte language problem endemic to printing technology



Shinkosha Printing continued

- Achieved total compatibility with JDF-enabled equipment by 2-byte (Japanese) support by manroland's PECOM Network in June 2008.
- Linked DTP operations to prepress via JDF with Konica Minolta's Neostream
- Shinkosha can now track the progress of every task in the company, the operating status of all equipment and the occurrence and cause of problems from any location in real-time.
- Reduced average production time per job from 120 minutes to 70 minutes
- Machine presets can be performed in the office remotely
- Profit can only be gained when the printing machines are working, so the machines are not stopped
- Job sharing (load balance can be controlled) can be realized on multiple printing machines





Shintaro Fukuda, the president of Shinkosha Printing Co., issues work instructions directly himself.



Small Business Process Automation Implementation of the Year

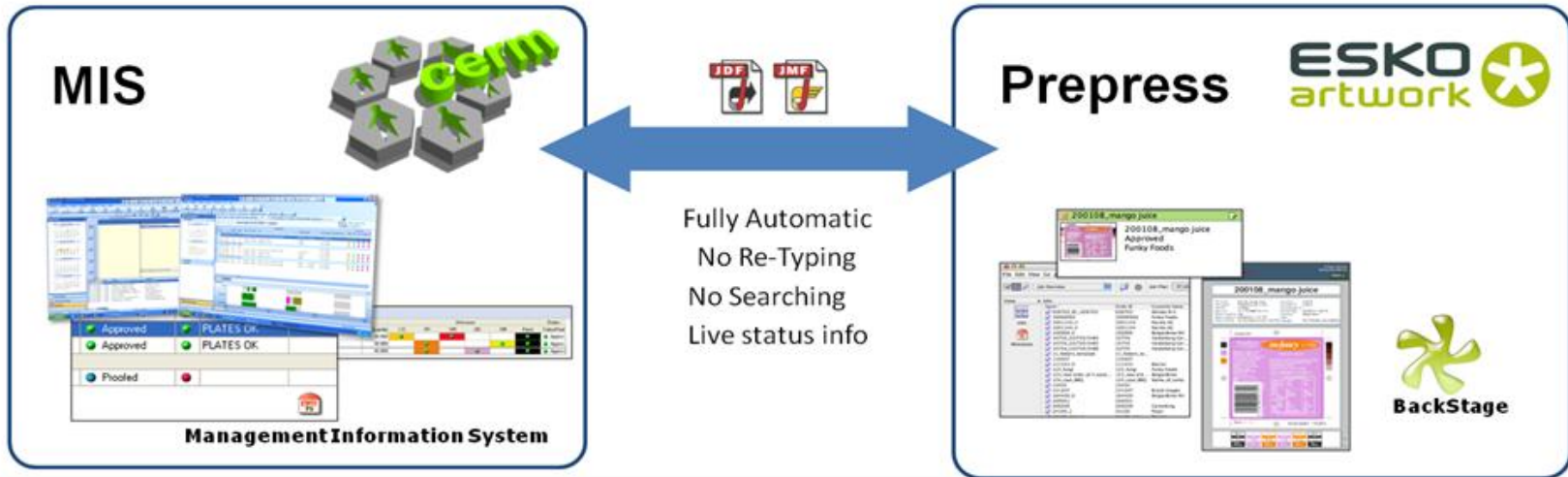
- **Winner — 5Sept Etiquette, Courthézon, France**
 - Support from CERM and EskoArtwork
 - Produces labels for the food, wine and cosmetics industries
 - Annual sales of €6.5m and employs 50 people
 - Prior to the integration, the data transfer between customer service and prepress departments was entirely manual, resulting in double data entry and a high risk of errors.



Small Business Process Automation Implementation of the Year

- **Winner — 5Sept Etiquette, Courthézon, France**
 - Bidirectional (JDF/JMF) connection both on “product”-level (ex. administrative data, colors, barcode, time tracking, and approval status) and on “production-job” level (ex. step & repeat and status on plates).
 - Breakeven of just four months on the project
 - *“In the current financial year (June 2008 – May 2009), 9 of the 12 months of which have been greatly affected by the current financial crisis, our company turnover has increased. This is not attributable to an increase in our existing customer base, but by our capability to develop new markets thanks to our recognized quality of service. We have now reached a point where nearly all of the information in our MIS system is verified systematically, is reliable and whose quality is enhanced automatically. This integrated information allows us to develop new applications which may be simple at first sight, but very quickly add value to our company and our customers.”* – Peter Wack, PDG, 5Sept Etiquette

Small Business Process Automation Implementation of the Year



Status

- Job Milestones
 - incl. (editing) timings
- Product(s) status
 - Approved? ...
- Product files
 - Links to PDFs/JPGs Reports/XMP

Specifications

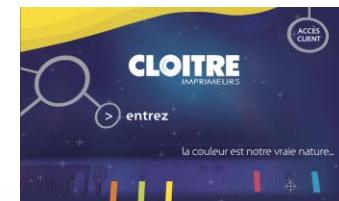
- Job-order
 - Customer, CSR, Due dates
- Product(s)
 - ID, name, amount
- Plate layout
 - Step & Repeat ; CAD
- Output
 - Proof / RIP



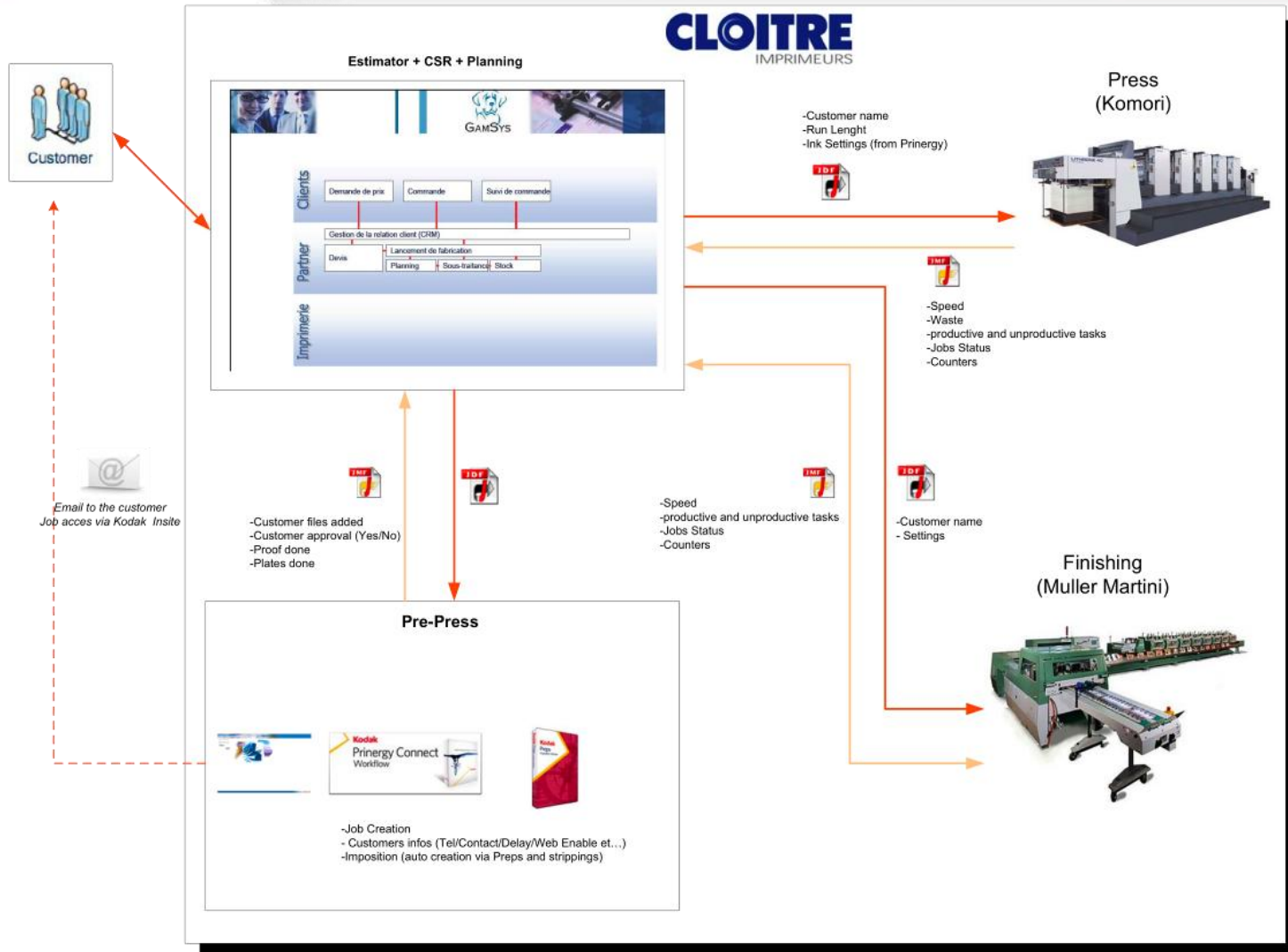
Shinkosha Printing Company, Tokyo, Japan



- **Cloître Imprimeurs, Saint-Thonan, France**
 - Support from GamSys Software, Kodak, Komori, and Müller Martini
 - Annual revenue of 12,000,000 € with 115 people.
 - Ran an average of 40 jobs per day using paper job tickets for every stage of production
 - loss of time by creating incomplete paper job ticket
 - loss of time by communicating the jobs list to the different process
 - risk of error by manual interpretation of technical information
 - delay in updating the job status
 - loss of time and of reliability when additional or changing information comes on a job by a customer
 - limited precision in raw material consumption and no control on make ready waste
 - delay in cost management and invoicing because of a necessary control of manual data collection



- **Cloître Imprimeurs** continued
 - Complete electronic job ticket
 - Automatic communication between productions devices
 - Standardization of production parameters without human interpretation
 - Real-time job status updates and cost management
 - Great flexibility in planning
 - High level of precision in raw material consumption and make ready waste
 - Savings of more than 30 minutes per job in processing time.
 - Decrease on waste of materials (paper, plates, ink, chemical products) with a relevant impact on the environment.





Best Process Automation Emerging Markets

- **Winner — Emirates Printing Press, Dubai, United Arab Emirates**
- Support from Müller Martini and Technique
- Had modern software and equipment from Kodak, Heidelberg, Enfocus, GMG, Komori, manroland, Muller Martini and Epson yet ...
- All job details were keyed in by the operator at each machine.
- Job costing information was captured manually
- Emirates had to resolve production bottlenecks to keep up with increased demand.





Best Process Automation Emerging Markets

- **Winner — Emirates Printing Press, Dubai, United Arab Emirates**
- JDF allows fully automatic setup of the machines, which provides significant labor savings and allows more scheduling flexibility, as make-ready is dramatically reduced so changing product sizes from job to job has much less impact.
- Automated all aspects of production (with some postpress operations remaining to be completed)
- Reduced administrative processing costs by 15 %.
- Reduced cost of data collection by 90 %
- Reduced job cost processing by 10 %
- Reduced analytical reporting time by 75 %.



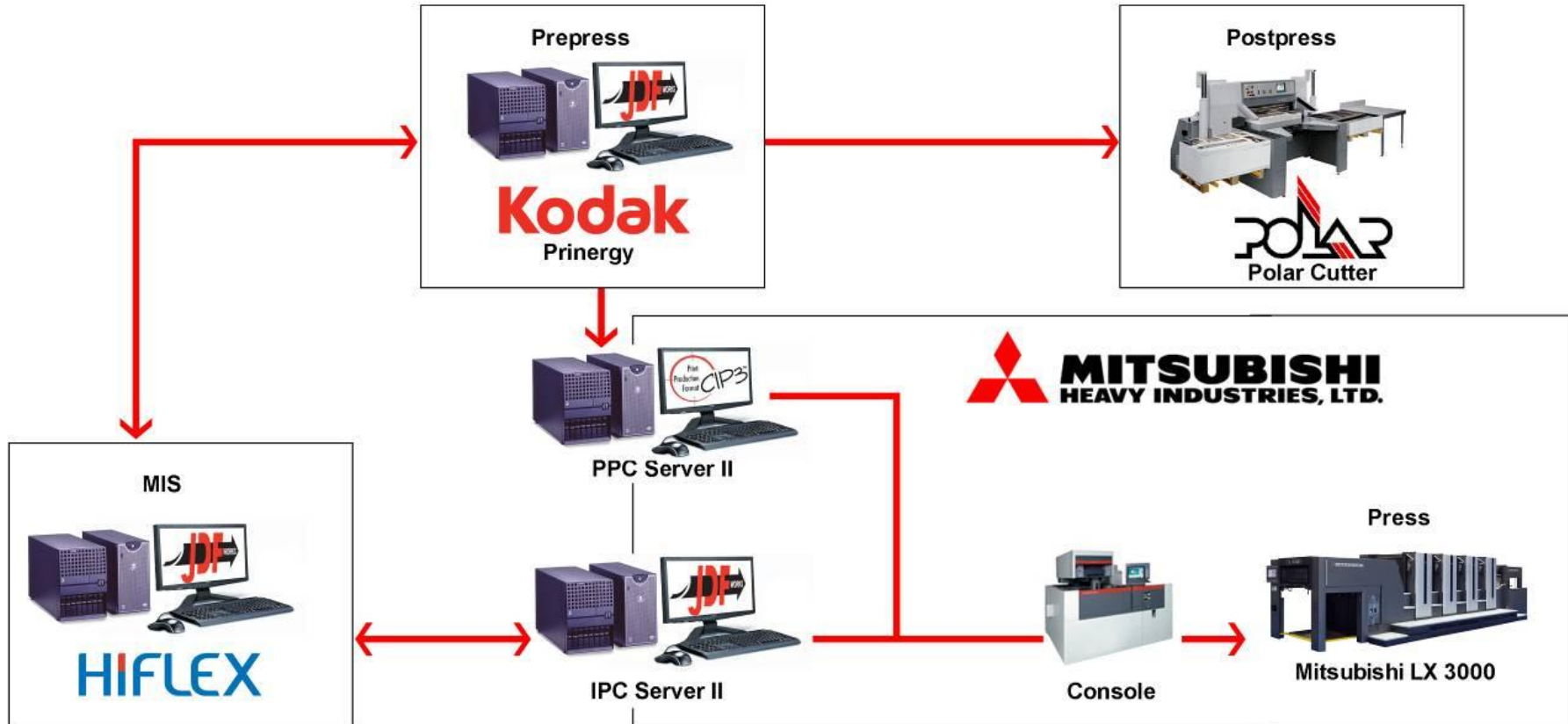
- **Winner — Ampersand Printing, Guelph, Ontario, Canada**
 - Supported by HIFLEX Corp. N.A., Mitsubishi Lithographic Presses, Kodak Graphic Communications Group, and Heidelberg
 - 17 employees
 - Services include variable digital printing and high quality printing with stochastic screening
 - An excellent example of continuously evolving automation with ...
 - Automating prepress and MIS in 2006
 - Extending JDF automation to postpress in 2007
 - Extending JDF automation to press operations in 2008



- **Winner — Ampersand Printing, Guelph, Ontario, Canada**
 - First signature (1,200 per year) preparation was reduced by 34 minutes (16 minutes instead of 50 minutes).
 - Following signatures (1,800 per year) preparation was reduced by 22 minutes (from 30 minutes to 8 minutes).
 - Reduced work hours so much that Ampersand could eliminate complete shifts.
 - Cut 400 sheets of waste per reprint signature
 - ROI of 6121.5% on a five year basis



Best Process Automation North America



**Complete case studies from all winners
can be freely downloaded from
www.cip4.org/cippi/ (click on “CIPPI
Award Winners)**