

Coldset Printing Partners

case study; innovative way to defeat the crisis: Automation

Eric Elyn



Eric Elyn

1979 – 1982: Career started in September 1979 working as an account executive for Sheetfed and post press

1982 – 2002: Production Manager Heatset

2002 – 2013: Plant Manager Coldset Printing Partners

2013 – Present: Director Operations Coldset Printing Partners

Key responsibility lean/mean operations resulting in continued profitability



Coldset Printing Partners

In 2010, two of Belgium's largest media groups, Corelio and Concentra merged print activities by founding a joint venture – Coldset Printing Partners



Coldset Printing Partners

- Till 2008 considered as a “commercial newspaper printer with own newspapers”
- Today, “Printer of own newspapers with commercial work for third parties”



Coldset Printing Partners

2 Print factories; **Brussels** (Groot-Bijgaarden) and **Paal-Beringen**



Coldset Printing Partners

3 presses, total of 33 (double width/double round) towers with 11 folders

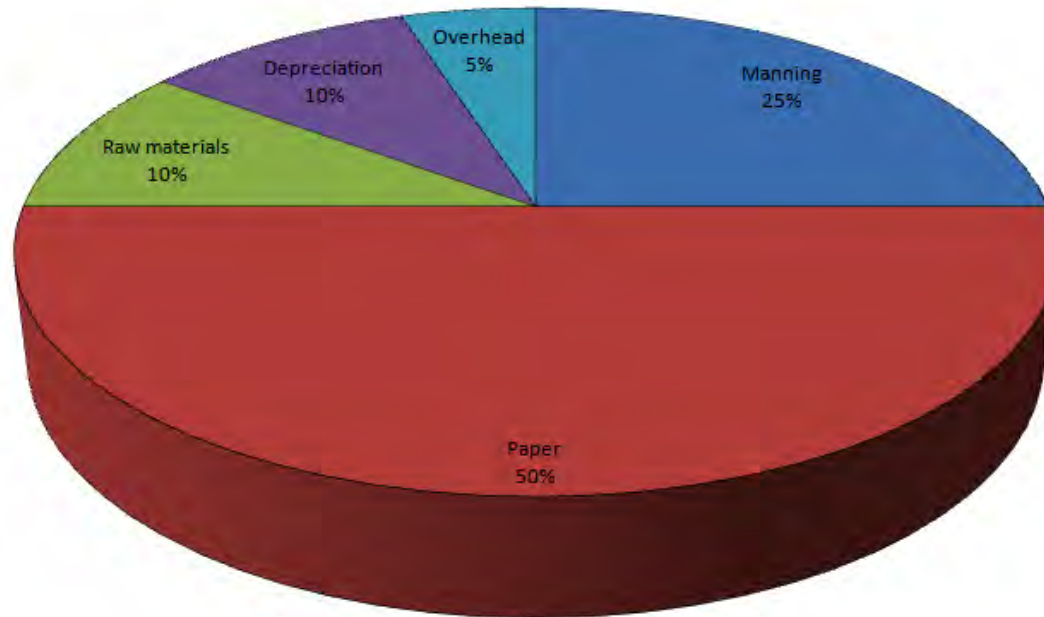
KBA Commander, 9 towers (4hi) and 3 folders (2007)

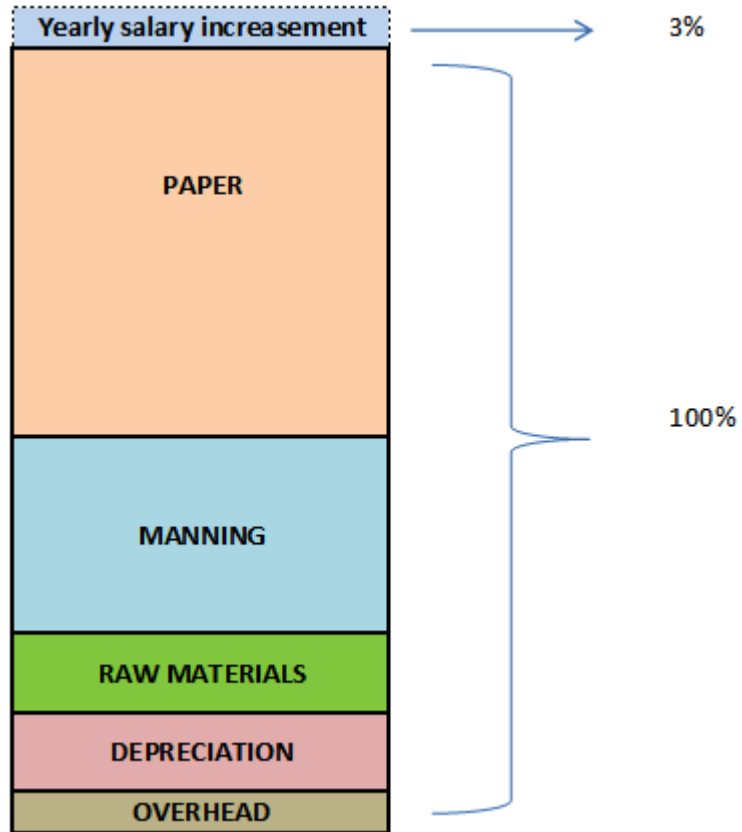
KBA Commander, 12 towers (10 cylinder satellite) and 4 folders (2000)

Manroland COLORMAN, 12 towers (10 cylinder satellite) and 4 folders (2000)



Belgium market cost model





SALARY YEARLY INDEX 3%!



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How can we reduce costs in print process?

- **Reduce paper costs**

- Sellable copy depends on weakest link in production chain

- **Reduce manning**

- Which variables can be controlled automatically

- **Do more with less people!!!**



Situation before full automation

- Reel stands: Completely automated
- Pre-press: Chem-free CTP, completely automated
- Mailroom: Completely automated
- **Press?? Partly automated..... GAP!!!**



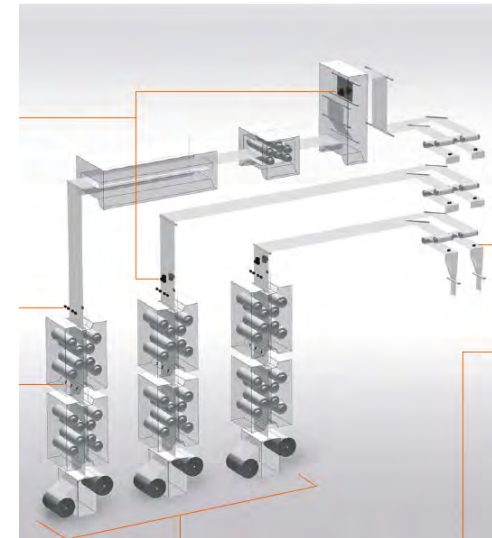
Looking at TOTAL automation solution

Reduce manual intervention by automating all possible motor corrections

Closed-loop colour control

All registers (including fan-out compensators)

Presses were partly equipped with colour- and cut-off registration



Goals with automation

- Standardized quality/output according to ISO 12647-3 on all presses
- Reduce wastage to a minimum (Paper)
- Reduce manning! (Manning)
- **COST PRICE**



Demands automation

- KISS
- Sell it 2 times, to board and floor
- Proven technologies
- 1 supplier for whole project
- Reporting capabilities according to ISO-12647-3



Supplier selection



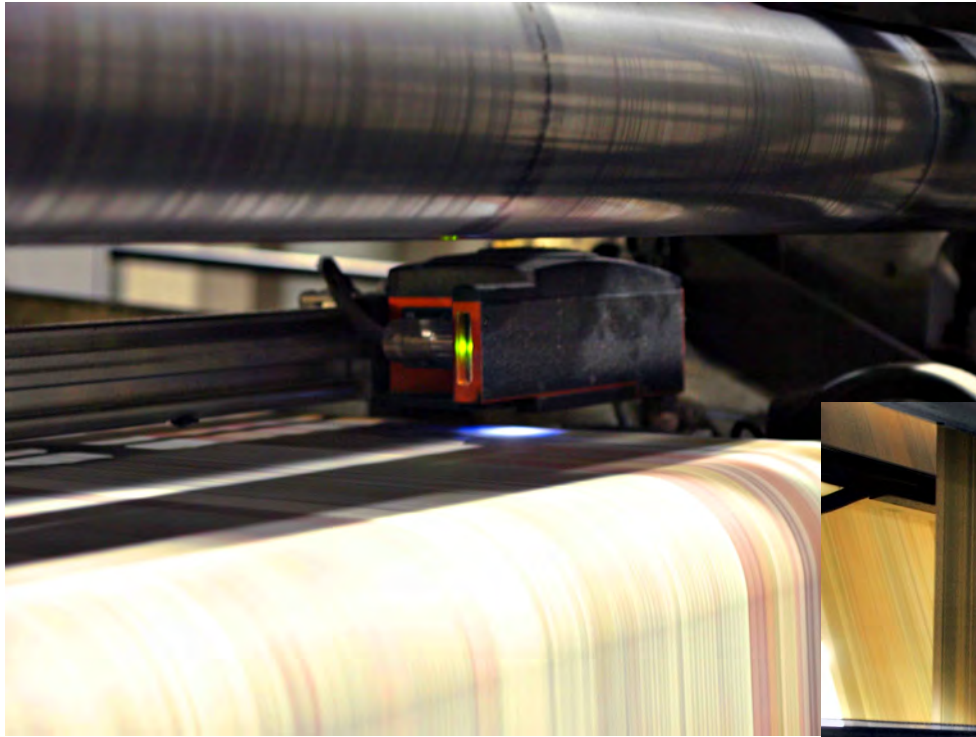
Project started in 2009

Started with manroland COLORMAN

Trial period, key performance indicators;

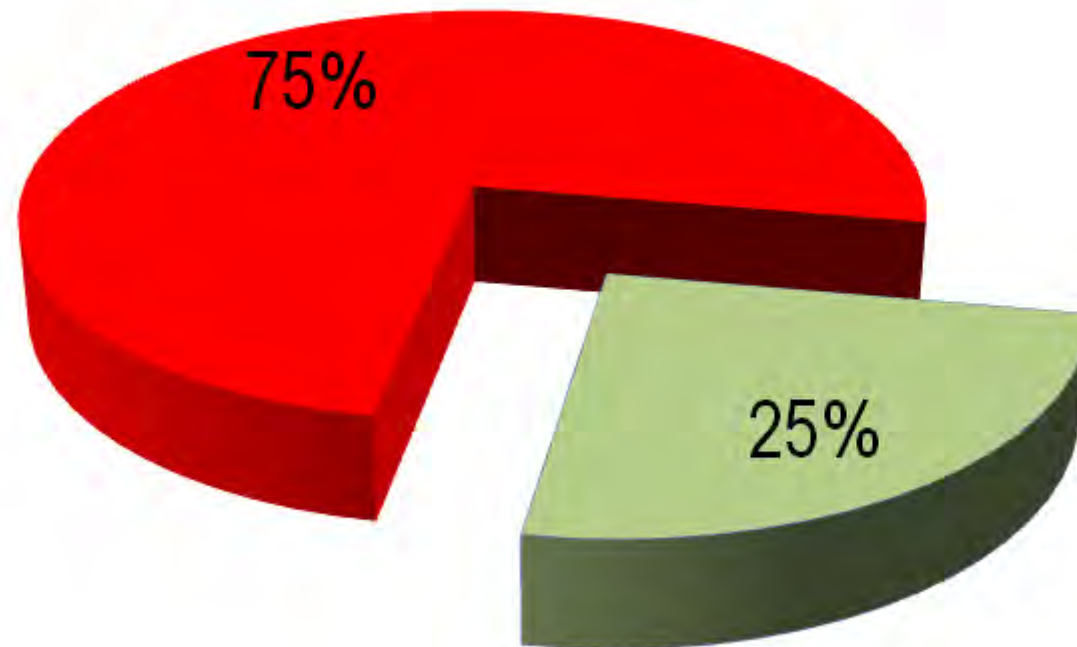
- Lower start-up and production waste
- Increased quality
(manual LAB value measurements)
- Reduced manning





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Results in respect of waste savings

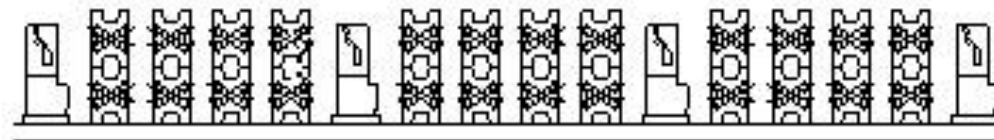


Situation manning prior to investment

Example COLORMAN presses, 4 folders



Cleaning etc.



Printers



Reel stands



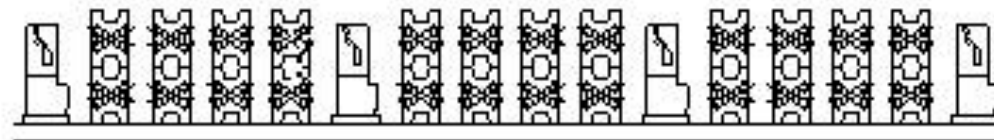
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Situation manning after investment

Example COLORMAN presses, 4 folders



Cleaning etc.



 Printers



Reel stands

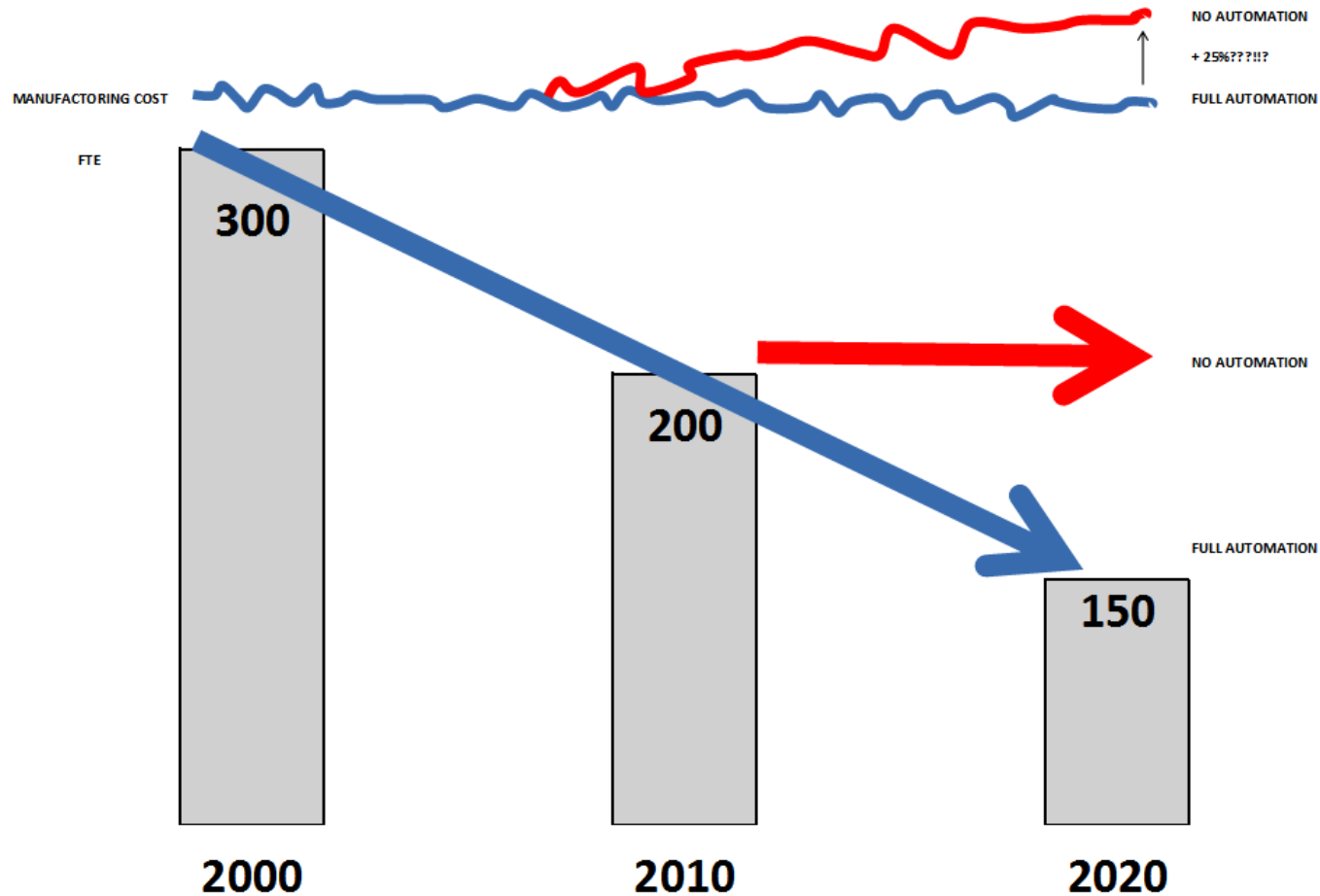


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Results in respect of manning savings



Results in respect of manning savings



Results in respect of quality enhancement

- Reduction of quality related claims
- Same output on all presslines!!
- Advertisements guaranteed similar
- Both sites IFRA QUALITY MEMBER!



Successful implementation resulted in;

- Improved quality (STANDARDIZED OUTPUT ISO)
- Reduced manning requirements
- Ensured substantial contribution/EBIT to group results
- **Payback period of less than 2 years!!!**
- Better competitive position
- ***Better prepared for... what happens in the future...***



