

# PROFESSIONAL LAMINATING MAGAZINE<sup>®</sup>

MAY 2009

**€ 1500**  
**CASH BACK**  
**VOUCHER**  
**INSIDE**

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TECHNICAL DEALER TRAINING

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CASH BACK VOUCHER

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DEALER NETWORK

**OPEN**  
**HOUSE**  
**June 16+17**

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Dear Reader,

Let me introduce to you the first edition of the professional laminating magazine published by Komfi Europe in the Netherlands. The main purpose of this magazine is to inform existing and new customers about changes and important news in the thermal laminating business. With topics like „In the Spotlight“ we present Komfi equipment dealers and new users to the rest of Western Europe. It will also function as a platform, next to our website, to present new Komfi products and trends in the market.

Of course this magazine is also a great medium for existing Komfi machine users. With technical Tips and Tricks to be published in the next edition, we can help to overcome common mistakes. This again helps to improve output quality and quantity. All in all, enough reasons to continue reading.

Please enjoy reading.

Any comments? Please send them to [hilkens@komfieurope.com](mailto:hilkens@komfieurope.com)

André Hilkens  
Manager Komfi Europe BV.

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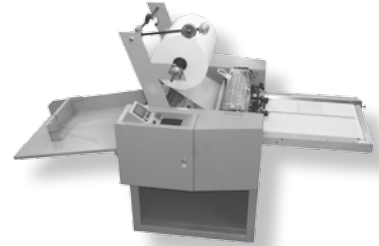
**In our next edition:**

Common Laminating questions and answers!  
Who is the next candidate in the spotlight?  
What is the cost to laminate an A4 sheet?  
More news about the open house on June 16 + 17  
and more.....

From April we have established a brand new and fully equipped DEMO Facility. This gives us the flexibility to invite customers upon request any day during regular weekdays. Also testing specific customer applications with paper / film combinations is possible.

In the showroom the following products are ready to be fully demonstrated:

- Aspira
- Amiga
- Delta
- **Amiga 36 (NEW)**
- **Spotmatic 54 (NEW)**
- **Full Matic (NEW)**



**OPEN  
HOUSE**  
**June 16+17**

Next to the above models more new products will be shown on our open house event which will be held on June 16 and 17. We will show and demonstrate the Amiga 36, the FullMatic and SpotMatic 54. More information can be found on our website and in the next edition of „Professional Laminating Magazine“.



On May 5 and 6 we organized a technical training event for the Certified Komfi Engineers. (CKE)

This was the second training event which was a follow up on the training which was held in November last year.

The main goal of this training was to add knowledge, which in the end helps the engineer to troubleshoot a specific problem faster and easier. As a result of this the down-time of a machine will be considerably shorter. Unnecessary to mention that this saves time and money for the end-user.

On the agenda there were topics like: Safety, electrical and mechanical troubleshooting etc. Also the Komfi CZ engineers explained how to connect to a machine in the field via the internet.

This is a new feature that is available to our dealers and engineers. With this tool an engineer in the field can get assistance from an Engineer/Developer at Komfi CZ. The software connects the komfi laminating machine via the internet to the Komfi office in Lanskrout CZ. Then the machine can be remotely „inspected“ by reading and analyzing error messages and other machine status information. This will help, particularly in difficult situations, in assisting the operator or the field engineer finding the solution to the problem much faster and easier than ever before. This system will prevent more unnecessary visits to customers.

Below an impression of the training event (in total 7 engineers from across Europe).



## NEW PRODUCT SPOTMATIC UV VARNISH MASCHINE

**NEW  
PRODUCT**

The digital spot UV varnishing machine "**Spotmatic**" has had its pre-view on last year's Drupa already. Now it goes to market and on this occasion we organized a small presentation meeting which was held on March 12 in the Komfi headquarters in Lanškroun. Not only Czech customers participated, but accompanied by our dealers also some customers from abroad.

Except the **Spotmatic** machine, there were also 2 new laminating machines introduced: **Aspira Double** for double-sided lamination and **Aspira** machine equipped with automatic bottom sheet feeder. Nevertheless the greatest attention went to the **Spotmatic**. Until now the spot varnishing of prints is mainly done by screen printing machines. But the market is demanding higher processing speed and flexibility, at lower cost.

New trends in digital varnishing brings many advantages and offers possibility of enhancing printed output to small or moderate printing houses. The compact solution of the **Spotmatic** machine consists of integrated feeder, varnishing unit, UV curing unit and unloading table. The varnishing is ensured via a set of ink-jet heads which transport the UV varnish onto the print using the well known piezo-electric ink-jet technology. To create various amounts of applied varnish it uses different levels of resolution; the highest resolution represents a varnish amount of 17.96 g/m<sup>2</sup>.

The curing unit is equipped with ozone-free, electronically controlled UV lamp. The printed sheets are carried on a vacuum belt through the whole process. For safety reasons, the UV lamp is covered by two filters and cooling air flows between them. Therefore the temperature load on the printed material in the curing unit is so low, that in case of any problem the spontaneous ignition cannot occur. The preparation of the whole process and the machine operation is extremely easy. In the source file there is a fifth colour needed which contains the objects intended for spot varnish. The data in PDF or TIFF format are then downloaded into the integrated PC and varnishing can be started.

In the upcoming period you can see the Spotmatic machine on these exhibitions:

- |              |   |
|--------------|---|
| Grafitalia   | - Milan, Italy - 24.-28.3.2009 - stand of General System Corporation        |
| Polygrafia   | - Poznan, Poland - 21.-24.4.2009 - stand of Emergraf - hall 5, stand no. 77 |
| Embax Print  | - Brno, Czech Republic - 19.-22.5.2009 - Komfi stand - hall V, stand no. 74 |
| PacPrint     | - Melbourne, Australia - 26.-30.5.2009 - stand of Jet Technologies          |
| KOMFI Europe | - Born, Netherlands 16 and 17 june open house.                              |



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Prografia is a well known and established service- and trading Company with a 40 year experience in service for the graphical industry. Since 1994 Prografia is specialized in offline-finishing equipment. They provide the answers you might have with respect to Thermal laminating, punching, embossing and various special applications.

All "A" brand equipment, like Komfi, will be delivered, installed and serviced by Prografia technicians who are certified by Komfi Europe. Prografia also helps you in the production ramp-up period until you are satisfied with the results. High quality consumables, from Prografia, make sure that your level of output quality remains consistent.

Prografia GmbH, under the leadship of Mr. Weiland, now opened a new DEMO / SHOWROOM Facility in Norderstedt Germany. In the showroom the following equipment can be demonstrated:

- The **new** ASPIRA Automatic
- Amiga
- Delta
- Sagitta
- Automatic Stacking unit.

All units are equipped with all options available, like film slitters, perforators, expandable air film shaft etc.



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With the Thermal Laminating Equipment from Komfi you will create added value to your products, expand and grow your business. To help you in getting started in the laminating business we have a special **CASH BACK PROMOTION**.

Customers who purchase a new AMIGA and/or DELTA Laminating Machine, from our certified Dealers, in the period between May 1st and July 31st 2009, can exchange the below voucher and receive money back on their bank account.

Please contact your local dealer or check for contact details in your region our website [www.komfiEurope.com](http://www.komfiEurope.com) or call KOMFI EUROPE BV +31 (0)46 420 25 05.

**AMIGA**



**€ 1500  
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Valid for Komfi AMIGA when purchased between May 1st and July 31st, 2009  
1 voucher per machine.

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**DELTA**



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Valid for Komfi Delta when purchased between May 1st and July 31st, 2009  
1 voucher per machine

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Saving time and money are important to the profitability of your business. The productivity and work interruptions caused by a breakdown negatively affect your bottom line. With the KOMFI CARE Program you can be assured that your laminating equipment is inspected and maintained regularly throughout the year. KOMFI Europe BV is proud to offer a comprehensive, efficient, and cost effective service program. A maintenance partnership with a professional dealer network that services and installs your KOMFI laminating equipment provides continuity and high quality service. The KOMFI CARE PACKAGES are fully geared to keep your laminating equipment in operation, day in day out, gaining maximum uptime at a budgetable low cost. Designed to meet the industry needs, three levels of service are available.

### ● **ECONOMY CARE PACKAGE**

This package includes:

2 pre-scheduled preventive maintenance visits per year

No parts included

Contract duration is 2 years

Multi year discount available

Available for: All Models

### ● **PREMIUM CARE PACKAGE**

This package includes:

2 pre-scheduled preventive maintenance visits per year

Parts included are Counter Pressure roll, Sheet separators, Suction Cups, infeed

rollers and skew wheel.

Contract duration is 2 years

Multi year discount available

Available for: All Models

### ● **TOTAL CARE PACKAGE**

This package includes:

2 pre-scheduled preventive maintenance visits per year

On-Site Preventive Maintenance Parts Kit included

Contract duration is 3 years

Multi year discount available

Available for: Aspira, Amiga & Delta

To start your CARE Program today please contact your local dealer. Check for contact details in your region our website [www.komfiEurope.com](http://www.komfiEurope.com) or call KOMFI EUROPE BV +31 (0)46 420 25 05.

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