



KONICA MINOLTA

Giving Shape to Ideas

TRUE STORIES

AccurioJet KM-1

“The AccurioJet KM-1 passed all our testing with flying colors and we determined that by purchasing the AccurioJet KM-1, we could reduce our overall print costs by being able to bring more jobs in-house that we currently had to buy from external vendors.”



“Our goal was not to just settle for printers that would help us meet our current print demands, but rather to find new technologies that we could use to expand our capabilities to create more value for Shaw and its clients.”

Shaw Industries Group
Dalton, GA

A KONICA MINOLTA eBOOK

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*The customer stories included are edited versions originally published by OutputLinks Communications Group.

About the Konica Minolta AccurioJet KM-1

The AccurioJetKM-1 combines the speed and flexibility of offset presses with the digital benefits of variable data printing and zero make ready. It also offers extraordinary advantages of larger 23" x 29.5" sheet size, a wider range of paper thickness, and the flexibility to print on coated or uncoated stock, art papers, textured stock and more — all without any pre-coat or special papers.

A revolutionary technology, the AccurioJet KM-rivals the color output of traditional offset equipment and enhances your ability to produce short-run variable data jobs with decreased lead times and pristine quality. It's your ideal solution for fast turnaround, high-quality, reliable color printing — sheet to sheet and job to job.

“The KM-1’s speed, print quality and cost effectiveness allow us to streamline our workflow to pick up production time that was previously lost to extra prep steps.”

Cobher Press
West Henrietta, NY

KM-1 Standout Features

Paper Flexibility

The AccurioJet KM-1 offers you greater flexibility including:

- Up to 23" x 29.5" sheet size – allowing for 6-up letter size printing
- Sheet thickness up to 0.6 mm in single-sided printing and 0.45 mm in double-sided printing allowing for a wider range of commercial print and packaging applications
- Wide range of offset coated and uncoated paper, even textured papers eliminating the need for special substrate qualities or special treatment before or after printing

29-Inch Sheet-Fed UV Color Inkjet Press Means 6-Up Imposition (US Letter Size)

This compact color press gives you the ability to print letter 6-up, produce the equivalent of 300 letter size pages per minute and handle not only commercial print jobs with variable data, but also light packaging applications for folding cartons.

Superior Stability

The AccurioJet KM-1 offers absolute consistency in paper-feeding, registration, image quality and repeatability — job after job. Stability is assured by a very high front-to-back registration accuracy using gripper-to-gripper sheet transfer in its sheet reversal mechanism.

Outstanding Image Quality

Konica Minolta's original print head design and exclusive UV ink technology delivers outstanding inkjet performance. Image quality, color gamut and glossiness rivals offset presses thanks to the Konica Minolta's newly developed high-resolution print heads for true 1,200 x 1,200 dpi print resolution.

High Productivity

The AccurioJet KM-1 produces up to 3,000 sheets per hour simplex, 1,500 sheets per hour duplex—a strong competitive advantage during peak demand.

Printing Applications

The KM-1 enables you to expand your print applications with larger sheet sizes for 3-panel and 4-panel brochures, pocket folders, posters, point-of-purchase graphics, dust jackets, wrap-around book covers and even light packaging applications.

“To put it simply, the KM-1 appears that it will allow us to offer what everyone wants: the best quality in the shortest time for the lowest price. To be frank, it seems too good to be true, but our investigation into the machine has led all of the experts at Flash to uniformly believe that this may well be the machine we have been waiting for!”

Flash Reproductions
Toronto, Canada

Story Time

Shaw Industries Group Finds Its Next Generation of Print Production Technology in Konica Minolta's KM-1

THE CHALLENGE: Shaw Industries Group is a worldwide leader in flooring and home décor, supplying carpet, hardwood, laminate, tile and stone products, and synthetic turf to residential and commercial markets. Its Content Delivery Group – which handles all imaging, print and distribution tasks that support the business – had traditionally used a combination of in-house services and, for projects it couldn't support, outside printers. But its goal was to be the top print choice for all of Shaw's internal print users.

The group is responsible for creating and managing a wide range of applications and it must deliver to the same or higher standard as outside print vendors. One example is the heat-activated label applied to the back of carpet samples to show how the product looks in room settings. To support its retail partners, the color on the label must be vibrant and incredibly accurate. It must match the color of the product it is adhered to and it must remain constant from sample to sample. And it must be printed on heat-sensitive label material. Shaw had been outsourcing these mission critical labels due to the limitations of its print technology.

So to meet its goal, it needed to upgrade its print production devices.

“We've had our current production printers for about eight years, so it was time for a refresh,” said Dwight Blackwell, Supervisor of the Content Delivery Group. “Our goal was not to just settle for printers that would help us meet our current print demands, but rather to find new technologies that we could use to expand our capabilities to create more value for Shaw and its clients.”

THE SOLUTION: To help them select the next generation of print production technology, Blackwell and his team created an extensive list of requirements that would guide their decision process. They looked carefully at the production printers used by their outside print suppliers, and then performed ink consumption and quality testing on offerings from major printer vendors.

While attending conferences, speaking with industry experts and fellow in-plant organizations, and listening to vendor presentations, they learned of Konica Minolta's new AccurioJet KM-1 Inkjet Printer. And though Shaw had no prior relationship with Konica Minolta, once their research identified the AccurioJet KM-1 as a possible solution, the relationship quickly developed.

Shaw began a testing process on the AccurioJet KM-1. Over a six-month period, it tested a variety of current and potential future print jobs, using everything from a 20-pound paper to the more complex, customized heat-activated glue label for carpet samples. Ink consumption and quality testing were also performed.

Blackwell's team compared the AccurioJet KM-1 results against their installed print technology, their outsource suppliers, and the other print vendors under consideration. Confident that the KM-1 was capable of producing high-quality color required for the heat-sensitive labels, Blackwell's team met with their internal business partners to show the product. They compared

the labels to ones being produced by the external print vendor and compared the label color to an actual carpet sample. All agreed that the KM-1 produced labels were superior in quality and color. The results were possible due to a combination of the AccurioJet KM-1's minimal heat environment and its highly precise UV inkjet delivery system which ensures extreme color fidelity.

THE RESULTS: According to Blackwell, "The AccurioJet KM-1 passed all our testing with flying colors, and we determined that by purchasing the AccurioJet KM-1, we could reduce our overall print costs by being able to bring more jobs in-house that we currently had to buy from external vendors. And other vendors' printers would have satisfied our current business needs, but not the future applications that we're looking at. The AccurioJet KM-1 meets so many more business needs."

Winning the color consistency and quality battle benefits bottom-line revenues for Shaw Industries. What's more, AccurioJet KM-1 eliminates many of the variables often inherent in procuring from different vendors, such as material produced on different systems or inconsistent color matching from vendor to vendor.

In addition to brilliant color output, the AccurioJet KM-1 supports high-quality black and white printing at a very competitive cost. This capability allows Shaw to further reduce costs by removing its low-use, production black and white printers and eliminating the associated supplies and maintenance costs.

"The selection of the AccurioJet KM-1 was based on much more than just the technology," Blackwell said. "The value that the business-partnering the Konica Minolta team brought to the relationship went far beyond the KM-1's extensive capabilities. Konica Minolta took the relationship way beyond the standard vendor-customer dynamic by acting as true consultants and business development partners with Shaw."

Flash Reproductions: The AccurioJet KM-1 Shows “What’s Possible With Print”

THE CHALLENGE: Since Flash Reproductions was founded in 1969 by Carl Paupit, it has continually added printing and finishing equipment to create a diverse collection of print processes. The latest advancements in offset printing operate at its shop right alongside older print technologies including letterpress, screen print and engraving. Now run by Rich Paupit, Carl’s son, and David Gallant, Rich’s high school friend, Flash Reproductions wanted to add a printer that would allow them to address customers’ needs before they even asked and stay ahead of the market from a technological perspective.

“Everyone [at Flash Reproductions] has always wanted the best quality in the shortest time for the cheapest price,” Rich said. “We’ve spent our careers working with our customers to prioritize those three desires and it’s often a difficult task. The print market has changed drastically in the past decade and our challenge has been to stay focused on our customers’ needs as everything shifts. If we can figure out what our customers need before they do, then we are going to be successful. If there is one thing we are absolutely certain about it’s that we cannot stand still. The print industry is changing and so we have three choices: lead, follow or get run over.”

THE SOLUTION: In 2012, Rich took notice of the AccurioJet KM-1 and saw it as a printer to watch. By drupa 2016, it was a frontrunner for Flash’s next big move. Flash had acquired an MGI prior to Konica Minolta’s partnership and purchase of the company. As MGI integrated Konica Minolta’s print engine in their device, they became an important part of Flash’s support structure.

“I will never forget the dedicated support we received for years from Konica Minolta, which technically wasn’t even a supplier,” Rich said, noting that that extra level of support was a major factor in his decision to acquire the Konica Minolta AccurioJet KM-1.

With the KM-1 installed and ready to go, Rich and David reached out to their clients in the graphic design community and invited them to see it first-hand. They hosted an event at a downtown Toronto brewpub and were joined by more than 70 artists who got to see, touch and feel what Flash Reproductions could do with its new AccurioJet KM-1 digital printer.

As samples of an array of printed output produced on a range of substrates – from traditional paper to those made from potato starch – circled the room, Rich told attendees that the AccurioJet KM-1 was truly the answer to longstanding questions around what was possible with print. The proof was in the printed samples. The KM-1 enabled Flash Reproductions to perform short-run, offset quality work in the digital world at a cost that made it amazingly attractive.

THE RESULTS: “To put it simply, the KM-1 appears that it will allow us to offer what everyone wants: the best quality in the shortest time for the lowest price,” Rich said. “To be frank, it seems too good to be true, but our investigation into the machine has led all of the experts at Flash Reproductions to uniformly believe that this may well be the machine we have been waiting for.”

Cohber Press Accelerates Its Digital Production Expansion with The AccurioJet KM-1

THE CHALLENGE: Founded in Rochester, N.Y., amid the Great Depression, Cohber has a storied history as a commercial printer known for exquisite craft. Family owned for three generations, the \$13+ million company has earned a reputation as a trusted, impeccable commercial printer. The company leads the way in adopting dramatic advances in print technology. As far back as 1997, Cohber embraced the world of data-driven, digital printing. Today, the company's 76 craftspeople produce and deliver a full spectrum of projects using both offset and digital printers.

Clients turn to Cohber for its combination of fast, high-quality output and competitive pricing. Their mix of print business is about 65 percent offset and 35 percent digital. To live up to clients' expectations and company promises, Cohber continually invests in the latest technology.

CEO Eric Webber is a third-generation Cohber executive while its CTO, Chris Bowen, is a 20-year print industry veteran. The two learned the business from the inside, each having held multiple positions within Cohber. What they were both looking for was a catalyst for an accelerated digital expansion.

THE SOLUTION: Through Cohber's routine trend-spotting abilities, which include regular conversations with consultants, industry experts, and respected colleagues, a pattern soon emerged. The team began hearing about the AccurioJet KM-1. The B2 sheet format was high on their wish list, and inkjet seemed like a smart move. Many of the team's contacts were encouraging them to take a closer look at Konica Minolta. So they did.

Eric and Chris both considered the KM-1 as a viable product to accelerate expansion goals. They both knew that to stay relevant for existing customers, they needed to win on quality, speed and price. The new KM-1 acquisition helps accomplish this and drives the potential for an entirely new generation of capabilities including greater flexibility and premiere output. It is "a genuine market disruptor," Eric said.

Cohber's local Konica Minolta office connected them with the AccurioJet KM-1 leadership team. The investigation phase took Chris and Eric to drupa, the print world's leading trade show, where Konica Minolta formally announced the AccurioJet KM-1 UV Inkjet Press. Cohber, true to its leading-edge reputation, immediately signed up for one of the first systems.

"Konica Minolta's Executive Team was aligned with our company values, which is a big consideration for Cohber," Eric said of the decision.

THE RESULTS: In the AccurioJet KM-1, Cohber found everything they'd been looking for to advance their capabilities—and more.

"The deeper we looked, the more impressed we were," Chris said. "The larger format B2+ size fits six 8.5" x 11" full bleed images and the UV ink is impressive from both a durability perspective and an output productivity perspective."

He pointed to the combination of a proven offset press paper path and the Konica Minolta UV Ink delivery system.

"It's a beautifully simple combination. It's not electro-photographic, which has a lot of moving parts and requires a lot of attention to maintain image quality. The AccurioJet KM-1 is clean, simple and easy to support. It reduces the amount of labor, and fewer moving parts means fewer things that can go wrong," Chris added.

The KM-1 also means Cohber can take an industry-leading position, Eric noted. "The opportunity to be the first commercial printer to put this new technology into production really appealed to us. We knew there would be some risk, but there are rewards for being an early adopter.

“Everything we do is cut sheet, both on the offset and the digital,” he added. “The idea of a cut sheet B2+ format fit our workflow, our post-press setup, and was perfect for our operation. We had been waiting for inkjet to be ready for prime time for over five years. The AccurioJet KM-1 was the answer—and at a price point that we could cost-justify. Most importantly, we projected a good ROI in the short term, rather than the long term.”

The installation of the KM-1 at Cohber has meant full training mode for staff. The team is already impressed by the quality the system produces—high praise from a company that’s been in the commercial print business for 85 years. The AccurioJet KM-1’s capabilities have the Cohber team excited about developing new offerings to acquire new customers. But, true to form, Eric goes back to what the system can do to enhance the current customer experience.

“We are primarily a B2B company,” Eric said. “We support the whole range of MARCOM needs, from brochures to postcards, mailers, and posters. Whatever clients need, we’ll produce. In today’s model, they might order 40,000 pieces of collateral, but only need 10,000 at a time.”

Before the KM-1, Cohber would print the whole 40,000 pieces, ship 10,000 and warehouse the rest until the client needed them.

“Under that scenario,” Eric said, “we had to deal with inventory, obsolescence, billing on shipment and all the costs that come along with that process. With the KM-1, we can tell our clients we will print just the amount they need, deliver it when they want it, and at the highest possible quality at a competitive price.”

This fits into Cohber’s lean manufacturing program, Eric added. “With no excess inventory to worry about, we stay competitive and relevant.”

The AccurioJet KM-1 uses the same paper stock as Cohber’s offset equipment, so there is no need to use special digital paper stock or to pre-condition the paper. Simplifying the paper provides many benefits in multiple areas of the supply chain and inventory management and allows for greater use of Cohber’s capability mix.

“For instance, we realized that the KM-1’s speed, print quality, and cost effectiveness allows us to streamline our workflow to pick up production time that was previously lost to the extra prep steps,” he noted. “That means we can shorten our turnaround times, so we can continue to meet and exceed our client’s expectations.”

Chris is also excited about the flexibility and simplification opportunities the new platform brings.

“It’s a digital device, but the KM-1 is a strategic combination of the latest UV ink with a proven cut sheet press delivery system, similar to our offset presses in size, paper path flow, and finishing requirements,” he said.

“Our digital operators are mechanically smart, so they understand how the system runs,” Chris went on. “Our offset team recognizes the similarity of the operation, so they aren’t put off by the fact that it’s a digital technology. As we move through the next few months, we want to bring the two departments closer together for enhanced efficiency. The AccurioJet KM-1 will help get us there.”

Chris prefers not to think of Cohber Press as separate digital and offset operations. Instead, he sees a company with capabilities to produce all sizes and volumes of static and variable print.

He sees the KM-1 as a stable foundation to help Cohber seamlessly tie together pieces of their operation. It helps the company rethink the entire workflow, regardless of the specific technology. This workflow reintegration extends throughout the entire business, from supply chain, prepress, print, and finishing and supports the same level of digital/offset quality. All while maintaining Cohber’s 100 percent on-time delivery promise.

As Cohber integrates the KM-1 platform more deeply into their business, he predicts a consistent flow of new business opportunities—to do more complex and more profitable work.

The Cohber team is already plotting new business opportunities to pursue. They're particularly interested in flexing the KM-1's variable substrate capabilities to move into highly profitable applications like lightweight packaging.

Eric and Chris both express confidence in the decision to invest in the KM-1's leading-edge capabilities. They see it as a key technology that will keep Cohber vital, relevant and ahead of the competition, well into the next generation.

AccurioJet KM-1 Specifications

Type	29" Sheet-Fed UV Color Inkjet Press
Resolution	1,200 x 1,200 dpi
Ink	UV Ink*
Number of Colors	4
Printing Speeds	(Simplex) 3,000 sph (Duplex) 1,500 sph
Max. Sheet Size	23" x 29.5" (585 x 750 mm)
Max. Image Size	(Simplex) 22.63" x 28.93" (575 x 735 mm) (Duplex) 22.63" x 28.74" (575 x 730 mm)
Sheet Thickness	(Simplex) 2.4 – 24 pt. (0.06 – 0.6 mm) (Duplex) 2.4 – 18 pt. (0.06 – .45 mm)
Dimensions	(W x L x H) 9.6' x 17.6' x 7.6' (2,947 x 5,368 x 2,335 mm)
Machine Weight	17,857 lbs. (8,100 kg)

* Inkjet UV ink developed by Konica Minolta for high-definition, single-pass applications.