The beauty of longevity in printing

As a print service provider (PSP), re-investing wisely in one’s business can make the difference between a company that survives and one that burns out before reaching its true potential. Boksburg Printers is one PSP that gets this right. By Abby Vorster

In April last year, Andrew Tinker, managing director of Boksburg Printers, took a decision to expand on the company’s already comprehensive print offering and welcomed the installation of a Manroland 705LV, to bolster operations.

Although not brand new, this remarkable A1 printing press was sourced and dismantled internationally, shipped to South Africa and commissioned locally by Manroland’s certified technicians. Tinker opted to invest in the Manroland press, because of its longevity and low impression count. In recent years, a major focus for the South African arm of Manroland has been its select pre-owned Roland division. George Fischer, MD of Manroland South Africa explains, ‘Our established networks in the used equipment market give us an additional opportunity to provide affordable, high-quality printing systems to our customers. We offer only the best examples of pre-owned Roland presses and only make use of Manroland certified technicians to dismantle and re-install the presses we supply to end users. The pre-owned Roland presses we source are backed by a certifiable service history, being machines that we have normally known from new and can vouch for their maintenance record.’

The print quality of the press is as good now as it was on the first day of production. It makes multi-tasking an achievable reality with tasks such as plate changing, which previously had to be done successively, now taking place simultaneously.

In addition, one of its premier features is achieving a speed of 18 000 sheets per hour for high-performance printing.

The press boasts Roland’s Quick-Change Colour technology, which is a unique innovation for sheetfed presses. QuickChange Colour not only provides a re-start sequence that reduces substrate waste but also has flexible ink flow control. This enables Boksburg Printers to choose between normal ink distribution, and more to the front of the sheet, or to the rear. This adds to its service offering in terms of flexibility to meet the requirements of different images, inks and applications.

The press also presents increasingly short make-ready times. The Roland 700 series of presses can reduce these times by up to 60 per cent compared to a conventional sheetfed offset press. This is made possible by the interplay of a number of different technologies. Directly driven plate cylinders permit all printing plates to be changed simultaneously. Every printing unit is equipped with the fully...
automated plate changing system, which further simplifies the printer’s work. The press is also uncompromisingly designed to produce the highest printing quality. This is ensured by the high-performance inking units characterised by fast reaction and a large storage capacity for stable inking over the entire run. And with an order structure of eight to 10 job changes per shift, the press really shows its strengths.

Inspirational printing
The Man-Roland 705LV fits in perfectly with Boksburg Printers extensive reputation in the market place for high-quality printing. The company was originally founded in 1949, and has reinvented itself a number of times since then. Tinker explains, ‘We place a great deal of emphasis on innovation and being a leader in the field. With the added advantages of the latest technology, skilled employees and well established client relationships, we intend to build on these cornerstones.’

Boksburg Printers is home to one, two and five colour litho printing machines. ‘We have the ability to print in full colour with the fifth unit being used for a spot colour, for critical ink matching or a varnish, depending on the customer’s requirements,’ he adds. The company also boasts digital print machinery to provide a one-stop print service shop for quick turnaround on short-run requirements.

According to Tinker, the company offers the following services:
• colour litho printing
• short-run digital printing
• continuous print
• self-adhesive label printing
• all general printing
• packaging solutions.

He adds, ‘Apart from investing heavily in new technology and machinery, we have a strong focus on the development of our employees and offer numerous learner-ships at the factory. Similarly, we also focus strongly on utilising the best solutions available in the marketplace.’

The next step for the company is to bring finishing in house.

UV and conventional
Another reason Boksburg Printers invested in the press was its UV printing capabili- ties. UV printing, according to Manroland, is one of the most dynamic growth areas in sheetfed offset. Fast drying (which permits finishing operations to commence sooner), high surface gloss, and printing of non-absorbent substrates are among the benefits of the UV process presented by the Roland 700 series.

Future proof
Given the fact that markets change with time, so do customers’ needs and product requirements. A production machine that is specified once and runs for many years is difficult to respond to these changes. The FutureProof concept from Manroland gives investors a new option. They can make a selection from a wide range of additional equipment and install these as upgrades within five years of purchasing the press.

Discussing the longevity and performance properties of its sheetfed presses, Fischer concludes, ‘We build what many consider to be the world’s finest sheetfed presses. The print quality and durability of our presses are quite simply legendary.’

Samples of some of the high-quality printed media from Boksburg Printers