

Cost control through material tests

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Common agreements on quality



Standards: DIN / ISO

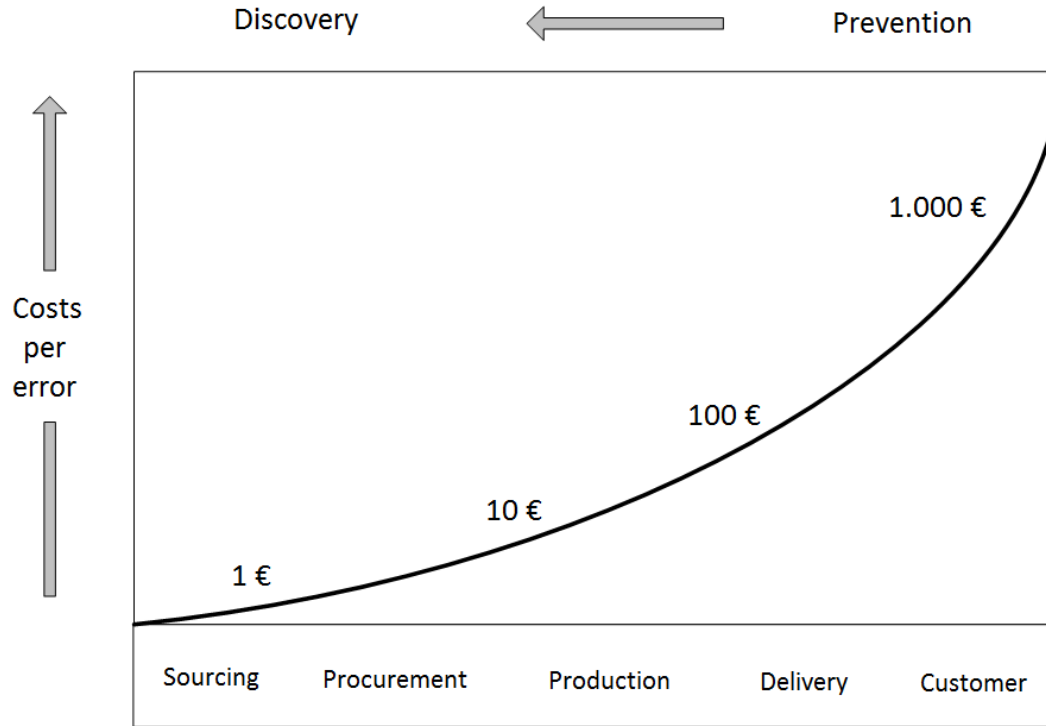


**Contractual
agreements**



Expectations

Error prevention



Technical factors



Foreign residual particels:

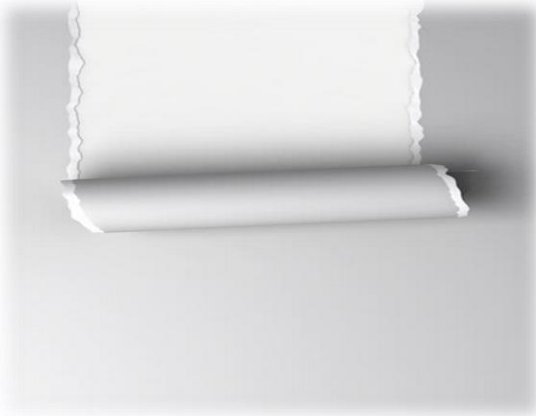
- ▶ clotting of ink
- ▶ abrasion
- ▶ damage of surfaces



Viscosity / thixotropy:

- ▶ variations in run length
- ▶ pump capacity

Process factors



Tensile strength:

- ▶ avoiding paper web rips
- ▶ reducing machine downtime



Water pick-up:

- ▶ emulsion characteristics
- ▶ water ink balance

Financial aspects



The performance of ink can be analysed, measured and assessed!

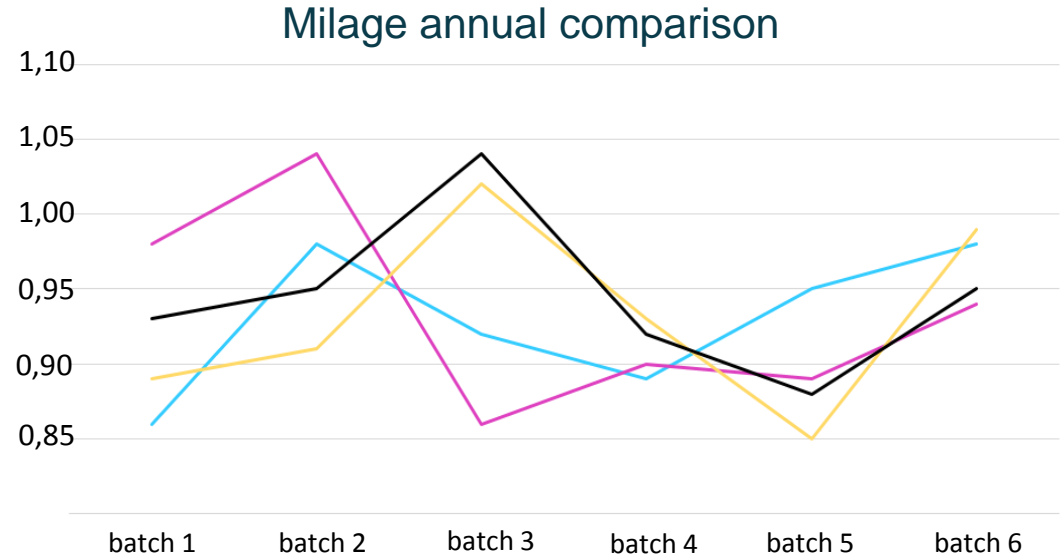


Cost relevant assesment of material

Analysing ink

Longterm ink comparsion shows:

- ▶ unexpected variations
- ▶ differences up to 12%



The cost of water



The cost of water



1% water = 1% kg per reel

1% more kg \neq 1% more run length

1% water = 1% more €

Our portfolio



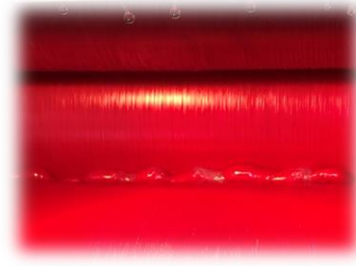
Physical methods

- ▶ Mileage CS / HS
- ▶ Grinding
- ▶ Tensile strength



Physical-chemical methods

- ▶ Ink absorption
- ▶ Water pick-up



Analytical methods

- ▶ Water content
- ▶ Paper structure

Covering major printing processes



Coldset



Heatset



Sheet Fed



A customer's perspective by Kurt Übelher



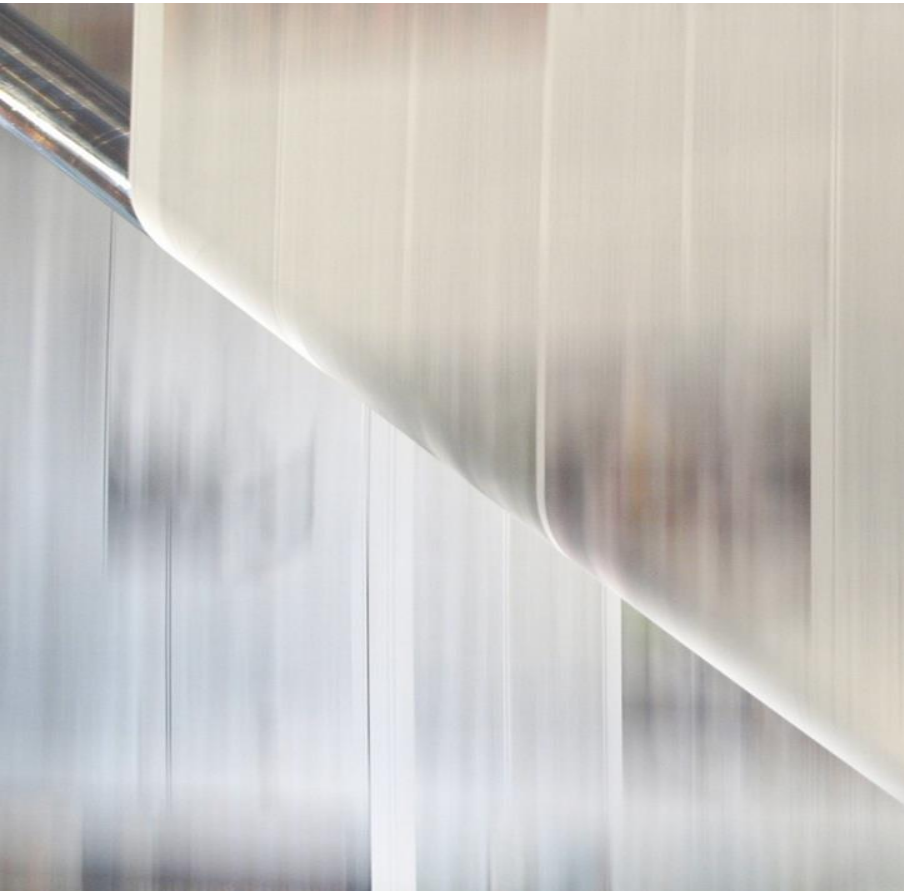
VGP & EDS Procurement Alliance Facts & Figures

- Verlagsgruppe Passau (VGP) & Euro-Druckservice (EDS) procurement since 1994.
- Procurement alliance sources for 30 printing sites in 10 different EU-countries.
- Annual procurement volumes:
 - 290.000 to paper
 - 13.000 to inks
 - 2,6 million m² of plates



Rational and benefits of lab services

- A complex subject on printing materials supply quality and performance.
- Clearly defined specification of materials (e.g. mileage, grain, thixotropy, viscosity,...)
- Regular spot-checks at randomly chosen printing sites each quarter.
- Commercial agreements on compensation in case of deficits in performance and quality.
- Standardization and process stability.
- Awareness and sensitization of supply partners.



Engineering Service

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