

Print Industry News

# OUTPUT

July 2009  
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## Chairman's message

**Anoop Shah**  
 CEO, Kensta Group



We used to have to employ the services of a printer to create a document printed in colour but now we can get up to 96% offset quality in our own offices. Welcome to the Kensta Group newsletter and to just one example of how our industry has changed over the past few years. It has been some time since our last newsletter and a lot has changed in both Kensta Group and our industry as a whole.

In this issue, we touch on a broad range of partnerships that shape the kind of business we now handle. Research and development of new technologies leads us all at Kensta, and in turn we keep our own markets abreast with new opportunities. Two revolutionary new substrates that we explore in this issue are Tyvek and Xanita. Technology is an area that is changing the fastest of all and

while we have touched on some new technological solutions in this issue, it is an area we will explore in much more detail in our next issue.

Some aspects of our industry have not seen progress but instead become victims of the global economic crisis. Sadly, the Curtis Mill that we have worked with for over 35 years finally closed after 150 years of business. With the loss of this close partner we also lost a number of key papers including Classic, Metaphore and Retreeve. Through dedicated research efforts Kensta group has managed to fill most of the gap left by these papers through agencies with LANA from France, whose papers we review in this issue, and Mohawk from the USA. More partnerships are being finalised in the coming months.

It is also unfortunate that our local Panafrican Paper Mill has closed down. There has been talk of reviving the mill but immediate steps also need to be taken to give our local industry a competitive place in the global market. A large majority of the print and packaging industry is operating at 50% of capacity but this could be changed and jobs brought back to Kenya, if the duty rate on paper, as the raw material for the print and packaging industry, was brought down from 25% to its rightful level of 10%.

The global economic crisis has certainly brought a number of challenges to our industry and one of them has been the impact of the devaluation of the currencies on the paper stock. Up until September / October 2008, we were paying the highest prices for our paper but by the time this stock had reached Kenya two to three months later, we had seen the prices crash and the industry was left with highly priced, un-competitive stock. Although the industry is now clearing these stocks, it has highlighted the need to better manage the supply chain to avoid these fluctuations. Supply chain management will be an area of review for our next issue.

I mentioned at the outset of this article that a lot had changed at Kensta and you can read more about the communications group that we have become later in this newsletter. One change that I would particularly like to mention is the addition of Cathy Cawood to our team. A lot of you will know Cathy from her days as GM of Sappi East Africa or later as GM for Sappi Trading Africa. As an industry we have huge respect for Cathy's achievements and she brings 16 years of valuable experience in the paper and packaging industry to her new role as COO of the Kensta Group.

An aspect of our business that has not changed as such but that has developed considerably is our leading role in the green movement. Committed to sustainability in all aspects of business, we view environmental considerations as a source of innovation that can enhance competitiveness. For a number of years, Kensta Group has been driving the process by educating clients towards environmental sustainability through our Going Green initiative with a great deal of success. The approach we are taking is to proactively source and promote products that are in keeping with our green principles and I have to say, there are some amazing solutions out there. We review a couple in this issue and will continue to do so in our upcoming issues.

I welcome you to the Kensta Group newsletter and to an interesting read about the new, improved, expanded and diversified offering that we now make to our clients.



## Sustainability underpinned by United Nations

Paper suppliers, as well vendors involved in the process of delivery of the finished product, are being called upon by the United Nations to demonstrate their commitment to sustainability of the environment through certification and use of new raw materials in their tender process. The United Nations procures or attempts to procure a variety of sustainable paper based on but not limited to the following:

Post consumer waste content Pre consumer waste content FSC certified paper products Mixed source paper products Fundamentally chlorine free paper Transport Manufacturer third party environmental certification e.g., ISO 14001-2004

It is the responsibility of the vendor or paper manufacture to show proof of the sustainability the paper was made and or shipped under. Proof can be provided by web sites, third party certificates, hard copy promotional brochures, etc.

The more evidence provided the stronger the case for the vendor regarding environmental issues as part of the overall ITB, RFP, RFQ etc.

Commenting on the process, Henry Hunt, Chief, Publishing Services said 'Suppliers can say what they want on a tender reply but unless proof is shown, procurement and my office can not acknowledge it. Example, someone says they are ISO 9001-2000 certified, without attaching a copy of certificate it would be ignored of given no credit because no actual proof was given to back up the claim.'



# Cathy's Message

The global demand remains weak in many sectors as mid 2009 get underway, however, there is a general feeling and view that prices have now bottomed up and the paper and board sector should be starting its way up to recovery! The European summer being around the corner, there are still uncertainties, spot summer prices for spot summer tonnage reverting in price to Q2 level.

**Cathy Cawood**  
COO, Kensta Group



As we are aiming towards the end of Q2/CY2009, Global Inventories are slowly coming down with pulp, paper and board manufacturers having gone and still going through repeated commercial downtimes since the beginning of the calendar year. Commercial down times have been the "late motive" of most major manufacturers this year.

A pulp manufacturer was describing the price level at the beginning of the calendar year as "beyond the limits of reason". Finally, pulp prices are moving up in Europe for the first time in more than a year. Full increases were implemented in May 2009. NBSK

and southern Pine pulp are expected to rise to \$600 per ton by the end of the Quarter. "hardwood pulp prices take off in Europe as the dollar weakens against the Euro". (PPI Europe May 09). The Chinese strong demand has helped the industry with the price increase but producers are skeptical, questioning the sustainability of the Chinese demand which has triggered and led the prices to rise!

European woodfree coated paper producers went through extended stoppages in order to create a favorable climate for increases by maintaining capacity reduction for as long as it takes... Coated woodfree increases of \$30 to \$50 per ton have now been announced in most of the markets. LWC prices have been on a slide since January 2009. The demand remains weak. LWC is in brief a true reflection of the world economic situation, no advertising, no money, no communication. Trading is very much happening on spot opportunities...with a price that always ends up being "open for discussion". Uncoated woodfree is showing signs of prices finally strengthening and increases are definitely underway and implemented for some of the grades such as LW-UWF.

North American container board producers report a pick up in orders and improvements in mill back logs with converters rebuilding their stocks or at least stopped working them down. US unbleached kraft mills ran at an average of 67% through the month of April. Although Kraft paper demand is still very much slower than usual, producers are saying that there is not much to gain by cutting prices any longer.

IP for example is taking about 200 000 tons of downtime per month this quarter while G-P is estimated to be taking around 80 000 tons per month in rolling downtime throughout the group. In France, Kraft liner is also said to be lower than it was last year this time. Manufacturers are seeing the necessity of raising prices in the European local market by E50 per ton in autumn at the latest in order to reach the break even point again by 2009 year end.



#### Overall:

*We have definitely entered a new cycle which is definitely driving prices up. Warning.....do not get back into a situation of over-ordering due to price increase but rather prepare the local market towards finish products increases, led purely by raw material increases.*

*After all, even oil has moved up from \$28 to \$80 per barrel! And we will still fill up the cars, no matter what! Plan well, order well, strategize well and go well..... Holidays are just around the corner. Do not leave any unattended matters behind, especially supply....*

## Going Green



Forward thinking businesses, governments, universities and NGOs have come to view environmental considerations not as a hindrance but rather a source of innovation that can enhance competitiveness. For a number of years, Kensta Group has been driving

the process by educating our customers towards environmental sustainability through our Going Green initiative with a great deal of success. The approach we are taking is to proactively source and promote products that are in keeping with our green principles. One major innovation that we are offering and which has been prioritised by key businesses today is Sappi's Triple Green paper.

Providing a range of coated paper products for use in high-quality publications such as annual reports, catalogues, brochures and magazines, Sappi manufactures all its paper using its Triple Green principles, on an environmental platform using an alternative fibre source. Beyond recycled, this is the next generation of effective sustainability. Whatever your industry, every green decision advances two simultaneous and complimentary goals: improving the environment and strengthening the economy.

At Kensta, we advocate products that are cost effective and aligned with the principles of environmental sustainability. We believe in the basics of going green: reducing carbon emissions; taking a holistic approach to the environment; making the decision to put the environment first part of your home life and business practice. To all of us, our Going Green policy means considering the environment in everything you do....the products we buy, our work practice, our transport choices, the holidays we take.

Sappi's Triple Green coated fine paper is based on three environmental pillars that means it is created entirely on an environmentally sound platform. These three pillars of sustainability are its content and the process that are used in its manufacture—namely the use of sugar cane fibre, elemental chlorine-free bleaching and wood pulp from sustainable afforestation.

The primary source of pulp used in the production of all Sappi Stranger Mill paper products, of which Sappi's Triple Green is one, is sugar cane fibre or bagasse. By using the post industrial waste material remaining after sugar has been extracted, the process is essentially making use of an agricultural waste product and an annually renewable resource. 60% of the pulp comes from sugar cane fibre.

The pulp is then bleached using an elemental chlorine-free process. Without rival in terms of pollution prevention, resource conservation and product quality, the elemental chlorine-free bleaching process is particularly benign to the environment and paper treated in this way is also more easily recyclable. The natural fibres from sugar cane, as from wood, are brown in colour. White paper can only be produced from white fibres so bleaching the fibres is an essential part of the process.

The remaining wood fibre used in the production process is tracked and verified to ensure it is obtained from sustainable and internationally certified renewable tree plantations and not derived from ancient, indigenous or rain forest sources. All wood fibre used at Sappi Stranger Mill is certified by either the Forest Stewardship Council, the Programme for the Endorsement of Forest Certification, the Sustainable Forestry Initiative or Canadian Standards Association International.

Sitting solidly on these three pillars of environmental sustainability, Triple Green significantly reduces the impact of paper making on the environment and also ensures that sustainable forestry and procurement practices are maintained. Triple Green is therefore closely aligned with our Going Green principles at Kensta Group.

Coated fine paper is typically used in high-quality publications such as annual reports, catalogues, brochures and magazines and Triple Green is used by corporations, large companies, publishers, printers and consumers who support the use of recyclable, biodegradable and acid-free paper that has been produced from certified and sustainable raw materials.

Committed to sustainability in all aspects of business, our strategy is superior because we work with paper companies, paper mills and environmental agencies who work to the same principles. Kensta Group wants to serve those companies who want to go green, to deliver education, products and solutions to going green. We matter because we see the industry end-to-end. From the making of the paper to the packaging on the shelf to the decision you make when choosing the paper you buy, talk to Kensta for more advice.





# Xanita

*// Taking the green revolution on board*

The name Xanita is derived from the Greek word Sanida, meaning board or panel, and this South African company has brought out an innovative new board that is not only lightweight and strong but also produced from waste paper and eco-friendly.

Under our Going Green initiative to provide economically and environmentally sound products, Kensta Group has sourced this cutting edge form of board and developed a partnership with Xanita to offer it to our customers.

Both durable and fully printable, X-Board incorporates a honeycomb core sandwiched between two outer layers of laminate. X-board is also entirely recyclable and repulpable. Ideal for creating point of sale displays, shelving, in-store finishing and exhibition stands that are lightweight,

durable and load bearing, X-Board is printable, making it adaptable and simple to update.

Xanita also produces other board products, such as the X-Board Plus and X-Board Kraft that are suitable for the shop-fitting, furniture, packaging and board manufacturing industries, amongst others. X-Board Plus is veneered paper honeycomb core and is up to one fifth lighter than solid MDF and conventional particle or plasterboard.



# Tyvek

*// A new printing substrate*

DuPont™ Tyvek® Graphics products bring lighter weight, strength, durability and a great finish to the world of print. Made of pure polyethylene fibres randomly laid and bonded to form a remarkably tough printing substrate,



Tyvek® is ideal for applications where durability is of prime importance. Due to its unique fibrous structure, it is tear resistant whether wet or dry and remains strong even when nicked or folded and yet can be used for printing in a similar manner to traditional paper. 100% recyclable, the eco-friendly and longer lasting nature of this revolutionary medium is what Kensta Group set out to source under our Going Green initiative, so as to offer customers environmentally-sound solutions with economic benefits.



Tyvek® can make tags and labels easier to read, more comfortable to wear and better able to resist moisture. It can also be used for a wide range of printing purposes including vibrant, weatherproof banners and signs; long-lasting maps and guides, longer lasting books, bags and leaflets; racing numbers for marathons and triathlons; medical data cards for mothers to use for pediatric records; as well as ATM banking sleeves.

Combining the performance of paper, film and fabric, Tyvek® has unique physical properties that make it versatile, recyclable and printable.

Tags and labels are on almost everything we touch and most need to withstand heavy use, tough weather and constant handling. For those with intricate bar code and variable information printing, Tyvek® Brillion™ offers a smoother, more uniform surface.

Similarly, pediatric data record cards are required to last for years and with-stand constant handling, folding and use. Mothers will maintain much clearer records with cards printed on Tyvek®.

In the crowded world of indoor and outdoor banners, strikingly vibrant colours need to stand out, and all-weather durability needs to last as long as possible. Lightweight and strong, Tyvek® is suitable for both outdoor and indoor applications where vinyl is too heavy. Because Tyvek® is 100% recyclable, it offers a real alternative to PVC.

In the wet, in the cold, in the heat and in harsh conditions, racing numbers made with Tyvek® have proved their ability to last and stay visible. Tear and abrasion resistant, Tyvek® racing numbers remain very flexible and are comfortable to wear.

The elements may be no match for a determined camper, sailor, soldier or fisherman, but maps, trail signs and other outdoor guides are more susceptible to the elements. Due to its moisture resistant characteristics, Tyvek® is appropriate for use for all maps and guides.

Just about everything that is printed and would benefit from greater strength, lighter weight, all-weather durability and abrasion resistance can be printed on Tyvek®, making it substrate of choice for so many printing applications. Tyvek® is printable using all traditional techniques: offset, flexo, screen and also be used for most digital printing techniques, ink jet, thermal transfer, UV-curable, HP Indigo. Tyvek® is available in a wide range of formats, styles and weights.

# Directors Launch

// A positive image for your company



Written correspondence makes a big contribution to the positive image of a company and the world of business is all about the expression of reliability and sustainable value. To portray a truly classic, high quality image the ideal medium is the new Director brand of paper, from the LANA mill.



Since the recent closure of the Curtis Fine Paper Mill after 150 years, Kensta Group has successfully replaced the Classic paper previously offered with Director. This laid and wove paper with its central water mark and its lightly roughened surface conveys sovereignty and touching it is an unexpected experience – a successful mix of reliability and spontaneity. Director paper comes in five delicate shades to suit a company's corporate needs.

Situated on the river Ill at the centre of Strasbourg, LANA mill has a long tradition of paper manufacturing that spans centuries. As well as Director, this state-of-the-art mill offers a large range of products including text, writing and security papers. Founded in 1590, LANA mill made a name for itself through their performance in the production of watermark papers, authentic rag papers and special papers in the 17th and 18th centuries. LANA mill has an auspicious history with many precious ancient works such as the Gutenberg Bible, the first issue of the works of Voltaire, and at the beginning of the 20th century, the works of Jules Verne, published on their paper stock.

LANA is associated with the Forest Stewardship Council (FSC). The primary goal of the FSC is to support socially, ecologically and economically responsible forestry. The FSC logo enables the consumer and public to identify the wood and the derived products offering a maximum of credibility. The FSC has developed a chain system which facilitates the tracking of the entire production route, from the management of the forest right through to the end customer.

## HP News

// HP latex print technology offers versatile print system

The HP Design jet L65500 Printer, launched in 2008, offers print service providers a versatile print system with a wide range of applications from point-of-purchase displays, transit signage, wall murals and exhibition graphics to vehicle graphics and fleet marking, to a variety of exterior and interior event signage.

Designed with the environment in mind, the HP Design jet L65500 Printer features HP Latex Inks and HP Wide Scan Printing Technology. Together, these technologies provide durable, odorless prints; sharp, vivid image quality; application versatility and high productivity; leading to an increase in print capacity while reducing the impact on the environment.

HP joined hands with Kensta in 2007 to distribute & support HP Large Format printers in Kenya, Tanzania, Uganda, Rwanda & Burundi region. Successful installations carried out by HP & Kensta in Kenya include Rainbow Print-o-graphics, Sketchers Design & promotion Ltd; and in Uganda, Herm Enterprises and Contact Graphics. Kensta engineers are trained and certified by Hewlett Packard to install, maintain & support HP printers installed in the region.

Versatility both Indoors and Out Durable applications up to 104 inches (2.64 m) with exceptional image quality at high resolution (up to 1,200 dpi and readable text as small as 4 point) are only part of the benefits of the HP Design jet L65500.

Outdoor prints produced with this printer and HP Latex Inks on Original HP media withstand the elements and with permanence of up to three years un laminated and up to five years laminated. Scratch, smudge and water resistant, HP Latex Inks are expected to provide good image quality, display permanence and durability on most low-cost, uncoated, solvent-compatible media.

Indoor prints achieve display permanence in-window up to five years un laminated and up to 10 years laminated on Original HP media.

Innovative Supplies Reduce Impact of Printing Innovative, water-based HP Latex Inks provide many of the benefits of solvent-ink technology without imposing the typical environmental, health and safety considerations. Odorless prints produced with HP Latex Inks emit extremely low levels of volatile organic compounds. In compliance with the industry-leading certification, Nordic Swan, HP Latex Inks do not produce ozone emissions during printing and contain no hazardous air pollutants.

Key features and benefits (for more information contact Kensta Group): HP 786 Designjet Printheads together with HP 786 Latex Designjet Ink Cartridges produce sharp, vivid image quality, supporting an ink drop size as small as 12 picoliters.



The HP Wide Scan Printing Technology – consisting of three scalable, high-speed HP Wide Scan Printheads, deliver outdoor-quality prints at approximately 846 square feet per hour, and indoor-quality prints at approximately 368 square feet per hour.

HP 786 Designjet Printheads support a firing frequency of up to 24 KHz. Each printhead contains two colours of ink and 1,200 nozzles per inch – or 10,560 nozzles per printhead. Print colour consistently across a range of temperature and humidity conditions over the life of the printer with HP DreamColor Technologies. The HP Designjet L65500 Printer uses an embedded spectrophotometer to automatically scan a printer-generated colour target, measure its properties, then make and record any corrections allowing for fully automated colour calibration.

The new HP large-format media portfolio includes five recyclable substrates including HP HDPE Reinforced Banner, HP Tyvek Banner and HP Heavy Textile Banner, HP Photo-realistic Poster Paper and HP Wrinkle-free Flag with liner.

Designed together, HP Latex Inks achieve the optimum in high quality, consistent performance and application versatility on Original HP large-format media. The variety of HP media includes both outdoor and indoor substrates, and ranges from low-cost, uncoated media to a selection of banner, self-adhesive, film, fabric, paper, mesh and specialty options.

HP Latex Inks are not classified as a hazardous material. These inks are also non-flammable and non-combustible.

Unlike printers using solvent inks, the HP Designjet L65500 Printer uses water-based HP Latex Inks and HP 786 Designjet Printheads do not require daily, manual printhead maintenance, and are user-replaceable.

HP makes it easy to recycle Original HP 786 Designjet Printheads. The HP Planet Partners program is a free, convenient and industry-leading return and recycling program for HP printing supplies available in more than 47 countries.

For seamless integration with customers' existing workflows, HP is working with major software RIP vendors, including Caldera Graphics, EFI, GMG, Onyx Graphics, PosterJet and SA International, to develop solutions for the HP Designjet L65500 Printer

# Orafol

// *Special purpose self adhesive*

For self-adhesive, special purpose products of the highest quality, the ORAFAL brand stands for innovation, performance and unsurpassed value.

## ENGINEERED TO PERFORM BETTER

Drawing on more than 200 years of manufacturing experience and a sustained record of product innovation, ORAFAL enjoys a loyal following among experienced graphics professionals who depend on their products to produce high-impact graphics that look great, and stand the test of time. With a full range of cast and calendared PSA vinyl films suitable for most signage, graphic design and digital printing applications, ORAFAL's consistently high standards of quality, combined with an extensive product line and short delivery times, have made this company one of the world's leading suppliers of self-adhesive films.

Located in Oranienburg, Germany, ORAFAL utilises all the latest technologies. From computer-controlled coating, cutting and winding machines to climate-controlled production and storage facilities, ultra-modern equipment is employed throughout the production complex. A comprehensive quality control system and DIN ISO 9001 certification further ensure ORAFAL's quality. The company has quickly become the leading manufacturer of calendared vinyl films in Europe, and an emerging global leader in a wide range of product markets including high-performance cast films, digital inkjet media, laminating films, retro-reflective films, screen printing film and industrial tapes.



# Kensta Group

// *What is Kensta Group today— a story of 3d expansion*



Expansion has been at the forefront of activity for Kensta Group for the last few years, both on a regional basis as well as within the diversification of the business into a fully fledged communications group. Today, Kensta Group is much more than the paper company it once was, and would be best described as a group that makes your communications vision possible, a provider of end-to-end solutions for all your communications needs.

What Kensta saw several years ago was the beginning of a shift in the mediums used for communication. While it certainly had and still has its place, printed communications involving large scale printers was not fully meeting the evolving communications needs of a fast moving business world. So the Group entered into a well thought through expansion programme into a whole range of new communications mediums designed to provide services that extend from the traditional to the revolutionary. The business partnerships created provide our clients with world-class solutions that span the print and digital services.

Our print division now services the entire print process, from pre-press to the press room to a complete range of finishing services. Kensta brings the processes of print into one seamless solution through:

- Distribution of a broad variety of printing mediums to the print and packaging industry.
- Manufacture and supply of rubber rollers used in offset, flexo-graphic and gravure printing.
- Development of inks, chemicals and coatings designed to meet the needs of each client's business.
- Sourcing and supply of the full range of printing and finishing equipment.

Our digital division designs practical and affordable solutions to our clients specific business communications needs and offers a full range of services from two-way radio, to integrated digital telecommunications networks, to state-of-the-art document management systems, to the latest broadband technology.

**Services offered include:**

- Creation of custom-made communications systems, interlinked into a single platform.
- Electronic and physical security systems to ensure maximum business privacy.
- State-of-the-art document management systems to enhance efficiency.
- Imaging solutions for printing and copying needs.
- Money processing systems for cash management and currency counting.

These services are now not only available in Kenya under the Kensta Group but also through our network of offices in Uganda, Tanzania and Rwanda as well as through our business links into Central Africa.

The brands we now represent allow Kensta Group to offer world class technology and products to the market and to serve industries that are as diverse as Banking, Printing and Advertising, Military and Security, and Manufacturing. Today, Kensta Group truly has a place in every industry.



# Zenith

// Making the right choice of rubber roller is vital and there is no one better to assist you in the selection and purchase of your rubber rollers than Zenith, a member of the Kensta Group.

A world leader in the roller industry with a successful track record as a manufacturer and supplier of rubber rollers spanning over 40 years, Zenith has several business units spread around the globe. In Africa alone Zenith has four plants, two in South Africa, one in Egypt and one in Nairobi, Kenya. Zenith Rubber Rollers (E.A.) Ltd is in technical collaboration and business partnership with Zenith Rubber Pvt Ltd., of India.

The Zenith plant in Nairobi specializes in manufacture and supply of rubber rollers for the printing, print finishing, paper converting and other industrial applications.



Zenith offers refurbished as well as new rollers for sheet feed and web offset litho presses. Some of the well-known brands offered include Hedeilberg, Solna, Miller, Roland, Manugraph and Goss and one of the specialties that Zenith is known for is the refurbishment of Ink distributor (Ridder Rollers) with P.U. material which substitutes Rilsan coating and copper.

In addition to litho rollers, Zenith also caters for Flexographic and Gravure printing machine rollers.

Going a step further in the area of print finishing, Zenith also refurbishes rubber rollers for paper folding machines, feeder rollers for perforating machine, cold glue application machines and varnishing machines.

Zenith refurbish rollers for paper conversion purposes for the cold lamination process, paper drawing, forwarding and transport rollers in envelope-making machines, ruling machines, paper sheeting machines and rollers for the printer slotter.

Outside the traditional printing industry, Zenith extends their expertise to the plastic and metal decorating industries. Within the plastics arena Zenith refurbishes rollers for film extruders and re-winders. Services for the metal decorating industry include the production of rollers for printing and varnishing machines.

Putting customer service to the forefront and providing a team of professional and highly skilled technical personnel, Zenith services Kenya, Tanzania, Uganda, Rwanda and Burundi from the Kenyan-based manufacturing plant.



# Morgana

// Partners up with Kensta Group



Morgana is recognised as a leading innovator in the development of finishing systems designed specifically to meet the needs of the rapidly growing digital print market.

Products such as the AutoCreaser, the DigiFold and the DocuMaster make Morgana the preferred finishing partner for nearly all the leading manufacturers of digital print systems. One finishing service of particular note offered within the Morgana machine range is the numbering capabilities of the Morgana FSN and FRN5.

Offline sheet-fed rotary numbering machines, the Morgana FSN and FRN5 represent state of the art design and a stand-alone operation facility, freeing you from the time consuming numbering on press. Capable of handling a wide range of post-printing applications including standard numbering (both straight and Convex), Edge-to-Edge perforation, Slitting or Scoring in one pass without sheet stopping, it is no surprise that these Morgana numbering machines can make a highly positive impact on profitability.

FSN & FRN5 rotary numberer features include: Edge to Edge perforation Micro-porous ink roll system High power vacuum and air pump Perforates or number anywhere on the sheet in one pass Fully safety enclosures and interlocks Precision feeding sheet control Feeds carbonless sets (Crash Numbering) Fast and simple make ready Single phase power Compact design

Founded in 1978, Morgana is now the UK's leading manufacturer and supplier of print finishing systems and equipment. Working closely with companies like Xerox, HP Indigo, Kodak NexPress, Xiekon and Konica Minolta to, Morgana provides the equipment and service back-up that helps digital printers streamline their finishing operations.

In 2006, Morgana moved its head office operations to a brand new, £4 million, purpose-built facility covering nearly 50,000 sq. ft. which includes modern, streamlined production facilities, together with sophisticated R&D and electronics workshops, showrooms, administration and specialised training areas.



# Konica Minolta

// Smart colour – the bizhub pro c6501



Colour and superior image quality are essential for professionals in the advertising agencies and the graphic arts. With the new bizhub PRO C6501 colour production system, Konica Minolta has combined the merits of superior colour image quality with high production speed and economy.

Whether for creative work and proofing, small print runs or sample quantities, thanks to a range of proprietary Konica Minolta technologies, the bizhub PRO C6501 fulfils the essential requirements of colour, quality and speed. And by offering sustainable, reasonable running costs it represents a competitive and economically viable printing solution.

At a glance, key attributes of the bizhub PRO C6501 include: *Speed of 65 pages per minute, black and white or colour.*

Extensive media flexibility with various

in-line finishing capabilities, offering a graphic artist and other users the creativity required for their design work Compact design facilitates its integration at locations where space is limited. Convenient operation and easy-to-use facilities Remarkable registration accuracy which ensures perfect results in duplex printing, including brochures and booklets. Sturdy and robust construction, ensuring a continuous and dependable performance.

Konica Minolta's Simitri HD (HD—High Definition) polymerised toner takes image quality to new heights: its minute and uniform particle size allows the precise reproduction of even the finest lines without sacrificing a perfect black density.

The internal Fiery controller (IC 408) delivers professional print results quickly and efficiently. Additionally two external controller alternatives are available—the

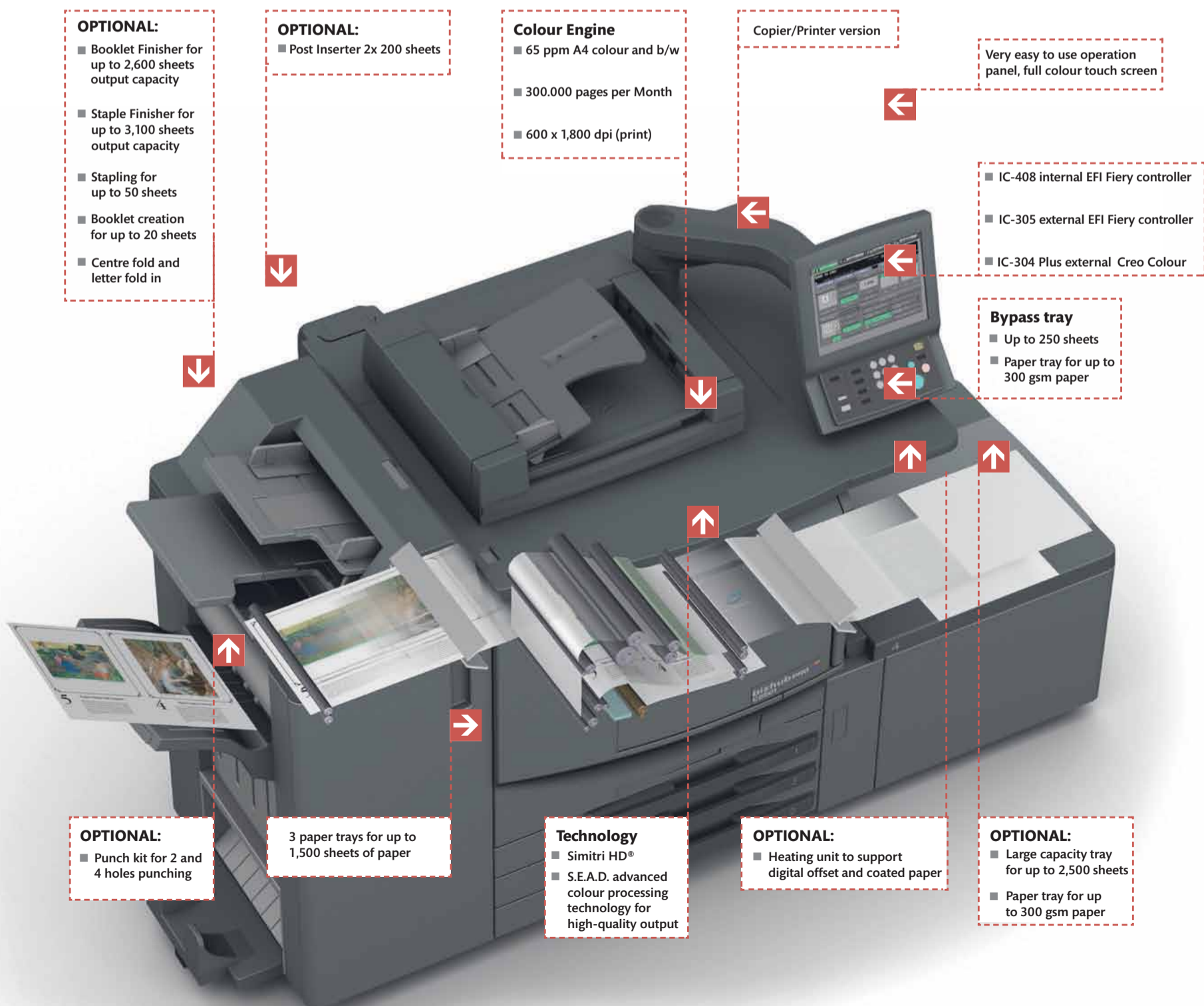
external Fiery controller (IC-305) enhances functionality while the external IC-304 Plus Creo controller turns the bizhub PRO C6501 into a robust workflow solution.

Unique colour processing technology and impressive media flexibility: *The bizhub PRO C6501 uses Konica Minolta's advanced colour processing technology S.E.A.D. (Screen Enhancing Active Digital Process) which enables the system to provide exceptional colour reproduction at such high speeds.*

A newly applied unique screening method provides an improved image quality with considerably smoother backgrounds. Also new Konica Minolta's I Tbit (Image Tag bit) technology enhances halftone printing, showing visible improvements in particular for outlines, reversed and slim text. The high speed and precision is made possible by an innovative dual-beam laser unit. Paper processing in the bizhub PRO C6501

is fast and ultra smooth with an 'air-assist' paper feeding technology that allows for extensive media flexibility. With up to 4,250 pages input capacity the system is suitably equipped even for long print runs and continuous production. Advanced features like the mixplex and mixmedia functionality guarantee professional output of complex and highly individual print jobs.

The bizhub PRO C6501 is the top of the range solution in colour production and is supported by a full array for machines for businesses with less extensive demands. Contact Kensta Group's Express Automation, exclusive agent for Konica Minolta, for more information on all levels of support.





# Auto Print

// Providing the right offset printer for the job

The story of Autoprint is one of visionary thinking. Recognizing the need for an offset machine that entailed low investment and was suited for small runs, Autoprint set about designing an offset machine from scratch.



Since that time, Autoprint's (["http://www.autoprint.net/products/products.php"](http://www.autoprint.net/products/products.php)) products range has become increasingly sophisticated in print and finishing equipment. The capability range is based on a very clear understanding that any print job is best achieved on a machine specifically designed for that single specific task. Recognising the value of the machines they offer for different market segments, Kensta Group has been working with Autoprint since 2005 and has sold over 90 machines throughout East Africa.

Closely matching the individual job requirements to the capabilities and suitability of the Offset press is vital. Autoprint offers Sheet Fed Offset Printing Machines, Computer Stationery Printing Machines, Post Press Machines, Label Printing Machines as well as other more specialised equipment as part of their range. These machines are ideally suited to a wide range of tasks including printing in A4, A3, single colour, two colour, numbering, bar code printing, perforation, creasing, lamination, etc.

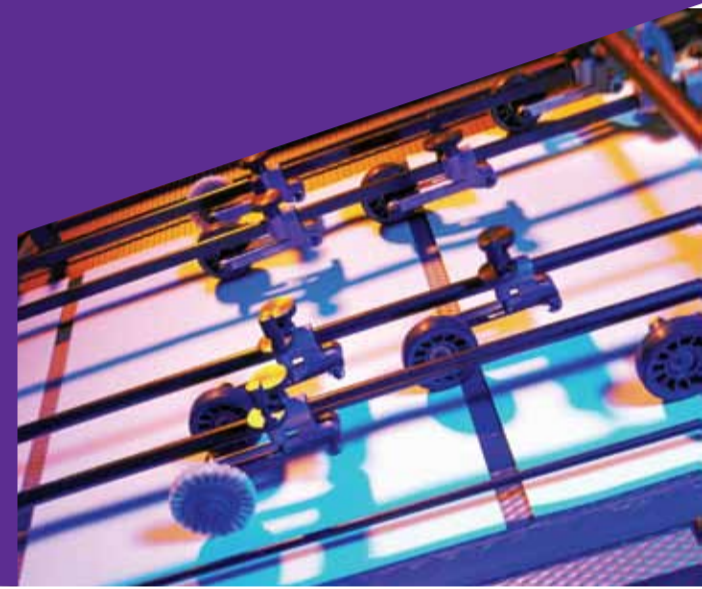
Two machines at the top of the range that are worthy of particular note include:

*Autoprint Fine Coat 80 is an offline sheet fed UV & Aqueous coating post press machine that protects printed matter the eco-friendly way and performs full and spot (UV & Aqueous) coating on thin and thick papers at a speed of maximum 5000 sheets per hour. For years, lamination has been used to protect printed matter and enhance print value. In the recent past however, there has been increasing concern over the environmental impact of traditional lamination methods and the durability of lamination has also been questioned. The Autoprint Fine Coat 80 addresses both these issues effectively while enhancing visual appeal of the print.*

*Autoprint Repetto 65 is an automatic sheet-fed flat bed die-punching and creasing machine the Autoprint Repetto 65 is handles even the most intricate and detailed designs. This reliable and high precision die punching machine is the perfect answer to meet the*

growing demand of the medium and large format printers as well as packaging units.

Supported by a strong team of engineers across Kenya, Tanzania and Uganda, it is interesting to note that more than 30% of Kensta's sales of Autoprint equipment are repeat orders, clearly demonstrating economic benefits and client satisfaction that is second to none.



# Sundries // Engineered to perform better

Time is money, and particularly within the world of the printing press. Down time needs to be minimized and other savings made at every step to keep the printing business as profitable as possible. Even the seemingly small decisions on the sundries that are used to clean and maintain your press can have a far reaching impact.

Kensta Group is exclusive agent for Printer Planet, the provider of the highest quality and best value sundries products available in the market. Here we have reviewed some of the benefits and savings you can make on a number of different elements in their product range.

	Wash up cloth	Blue net cloth	Anti set off Spray powder	Ink duct foils
<b>Benefits</b>	Saving on Washing down time of Blankets and Impression cylinder Saving on Man Power Saving on wastage.	Easy movement of paper through the transfer cylinder. Prevents from the scratches during back and back printing saving on wastage.	Anti set of Powder has hydrophobic nature it helps to repel ink and water during printing and helps to dry fast. Reduction on wastage.	Helps to transfer the ink to the duct roller evenly gives the protection for the inking motors.
<b>Specializes</b>	Saved washing time of the machine can be converted in to the production time Over heads on man power can be reduced wastage cost can be reduced.	Trouble free printing reduction on wastage cost can be converted in to the profits.	Trouble free printing reduction on wastage cost can be converted in to the profits.	All modern CPC machines uses this Ink Duct foils easy and fast make ready during setting the inks on CPC.



A Master PRODUCT

# Ramco Printing

*// From humble beginnings to a major player*

Starting out life in 1997 as a small printing press in the centre of Nairobi with only two Heidelberg machines, Ramco Printing Works Limited has grown rapidly and scaled remarkable heights to become one of Kenya's Top 100 mid-sized companies. Today the company offers offset printing, screen printing and promotional material with a high degree of professionalism.



Following their mantra of "Never despise humble beginnings" the team has worked hard to evolve into one of Kenya's largest printing companies. Commenting on the growth, Ramco Printing Works Limited Director, Mr. Amit Patel said "We are proud to show that today we can supply the customers with whichever print solution that suits their needs."

The company's success and position in the market has been achieved through a focus on investment that has ensured continuous introduction of up-to-date practices and technology. With the kind of machinery now brought together under their roof, Ramco has a competitive edge in the Kenyan print industry and offers the added advantage of holistic solutions to printing. Ramco has recently invested in a Heidelberg SM 102 8P-Large perfecter press making it the first of its kind in Central and East Africa. Ramco Printing Works is part of the Ramco Group of Companies, a conglomerate that cuts across the entire spectrum of printing, packaging, office stationery, travel and steel.



Ramco Printing offers the printing services of corporate stationery, marketing material such as brochures, posters, point of sale material, annual reports, books and magazines, newsletters, labels, inner packaging, promotional material and calendars as well as corporate stationery management.

With a professional and dedicated staff of over 205 people, quality, speed and on-schedule delivery has given Ramco loyalty amongst their customers. The company has recently put up an additional plant along Mombasa Road to cater for the growing demand for print, promotional material and inner packaging. A recent affiliation with SPS Ltd., a major provider of promotional items based in the UK has further enhanced Ramco's offering of branded merchandise.

So, what does Mr. Patel have to say about Ramco's impressive port folio? "We are here to stay and to become the leaders in our industry."

## Success Story

# Kennat Inks & Chemicals Ltd.

*// Supplying high quality printing inks in East Africa*

In a sector that demands in-depth knowledge, Kennat customers have come to depend on this firm's unrivalled understanding of the intricacies involved in printing technology and to regard them as the most trusted and reliable supplier of high quality printing inks in the industry.

Having forged strong links with multinational supplier organizations over most than a decade, Kennat is better placed to deliver high tech inks based on SICPA and Siegwark technology for a full range of printing processes.

Since its inception in 1996, Kennat Inks & Chemicals Ltd. has been closely associated with SICPA, a well-known international organization which manufactures high quality printing inks and up until 2005, it was the principle supplier to Kennat Inks & Chemicals for both commercial and security inks.

In June 2005 when SICPA planned to sell off its Packaging Ink Business Unit (commercial ink division), Siegwark Group International, an established giant in the printing industry based in Germany, quickly moved in and took over the division. With the acquisition of SICPA's PIBU, Siegwark Group became the third largest European printing ink manufacturer with its wings spread over 50 other countries.

The new and dynamic Siegwark Group emerged as a stronger and more unified organization with better R&D base facilities bringing to the market innovative products and solutions for the ever-changing world of Press technology and end-user requirement

Kennat maintains strong ties with Siegwark Group by sourcing its commercial inks from them. Sourcing from SICPA is limited to all types of security inks for value documents.

Subsequently Siegwark gave exclusive distribution rights for all its products to Kennat Inks & Chemicals which serves the entire East Africa region. A full backing through technical support and technology transfer by Siegwark ensures Kennat follows and maintains high quality standards set by its principle supplier.

Kennat's values of integration, discretion, mutual respect and a strong policy of strategic partnership has enabled it to plan, build and develop its market while keeping its valued customers clearly in focus.

Having forged strong links with both multinational organizations, Kennat is better placed to deliver high tech inks based on Siegwark technology for printing processes as highlighted below :-

- Offset Litho
- Flexographic
- Gravure
- UV Litho
- UV Letter Press
- Coldset news Inks

End products include printed material such as liquid food packaging i.e. juices and drinking water, cigarette packaging, printed labels, 3 piece cans (metal deco) and corrugated packaging namely white kraft and brown kraft.

Currently Kennat is on a growth and expansion phase in inks, coatings & lacquers for metal decorating, screen printing inks and solvent based inks. Kennat's strongest aspect is the fact that all its products are HSEC complaint and environmental friendly. Most importantly the products are free of toxic and hazardous elements.

Over the years, Kennat Inks & Chemicals has managed to create a niche in the market and has won the confidence and admiration of the best printing companies in the region. This is attributed to its commitment to excellence and the drive to serve its customers with vitality and spirit. Backed by a professional team of technical experts with rich experience in the field, Kennat is dedicated to providing service of high technology and top quality in a diversified market.

With superior products and great after sales service to its valued customers, Kennat has become a solutions provider in the printing industry.



# The power of print

## // A vital role in social history

Today, as we move further into a world of digital communication, it is hard to imagine a time when the printed word and the mass printing of text did not exist. Or indeed to appreciate fully the enormous social impact the process of reproduction of the printed word has had on the world – in 1641 it was said by a social and cultural reformist that “the art of printing will so spread knowledge that the common people, knowing their own rights and liberties, will not be governed by way of oppression”.

You are probably less surprised to hear that in 2005 a phenomenal 45 trillion pages were printed, than to know that the printed word was actively repressed in its early years— in 1564, a white Russian brought a press to Moscow, and soon after his workshop was destroyed by a mob because reading was strictly restricted to the clergy. In 1584, the consequences of printing the ‘wrong’ material were extreme and the printer of a pro-Catholic pamphlet in Protestant-dominated England was hanged for his actions!

But despite the restrictions, print flourished and has had an extremely vital role over the years. Print gave a broader range of readers access to knowledge and enabled later generations to build on the intellectual achievements of earlier ones. Print gave assurance that the written word would be accessible to all, that such a loss of knowledge and ideas as had depressed the Middle Ages would never recur, that not any idea would be lost.

Elizabeth Einstein identifies two long term effects of the invention of printing. Print created as sustained and uniform reference for knowledge as well as allowing for comparison between incompatible views.

Printing actually started well before these examples. Woodblock printing, a technique for printing a text, images or patterns that originated in China dates back to 200AD. By 593AD, the first printing press was invented in China and the first printed newspaper was available in Beijing in 700 A.D. The Tianemmen scrolls, the earliest known complete woodblock printed book with illustrations was printed in China in 868 A.D. Block printing first came to Christian Europe as a method of printing on cloth and became common by 1300.

Moveable type, the system of printing and typography using moveable pieces of metal type, made by casting from matrices struck by letterpunches was first created, again in China, in 1040. Around 1450, Johannes Gutenberg introduced what is regarded as an independent invention of moveable type in Europe and was the first to create type pieces from an alloy of lead, tin and antimony, the same components still used today.

Some key dates in the history of print:

Woodblock print	200
Movable type	1040
Intaglio	1430
Printing press	1454
Lithography	1796
Chromolithography	1837
Rotary Press	1843
Flexography	1873
Mimeography	1876
Hot metal typesetting	1886
Offset press	1903
Screen-printing	1907
Dye-sublimation	1957
Phototypesetting	1960s
Photocopier	1960s
Pad printing	1960s
Laser printing	1969
Dot matrix printer	1970
Inkjet printer	1976
3D printing	1986
Stereolithography	1986
Digital press	1993

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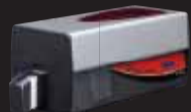
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- Die cut, not just kiss cut
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- No banding
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