

INTERNATIONAL
NEWSPAPER
GROUP

Indianapolis,
September 26, 2024



OBSOLESCENCE

HARDWARE & SUPPORT

DCOS AUTOMATION

“Automation Solutions for Printing presses”
aiming these two targets

- Future-proofing machinery & secure uptime
- Maximize productivity and efficiency

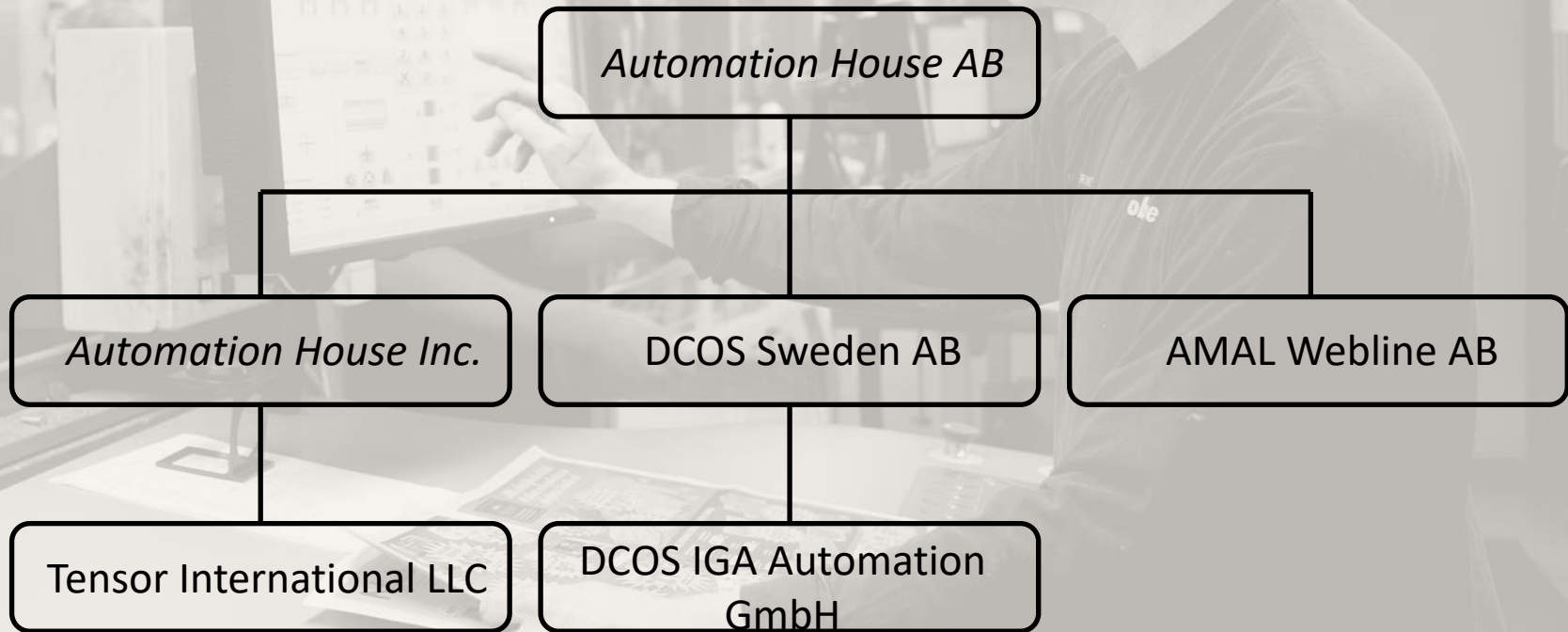
We are active in these segments

- **Newspaper Printing**
- Commercial Printing (Coldset/Heatset)
- Book printing
- Packaging
 - Corrugated
 - Flexo Printing
- Inline Finishing
- Textile machinery



THE GROUP

- Four active private owners
- Technology driven organization
- 32 of 34 has a technical role/background



OFFICES // INSTALL BASE

Over 320 installations, in all continents, in 34 countries





OBSOLESENE

VS.

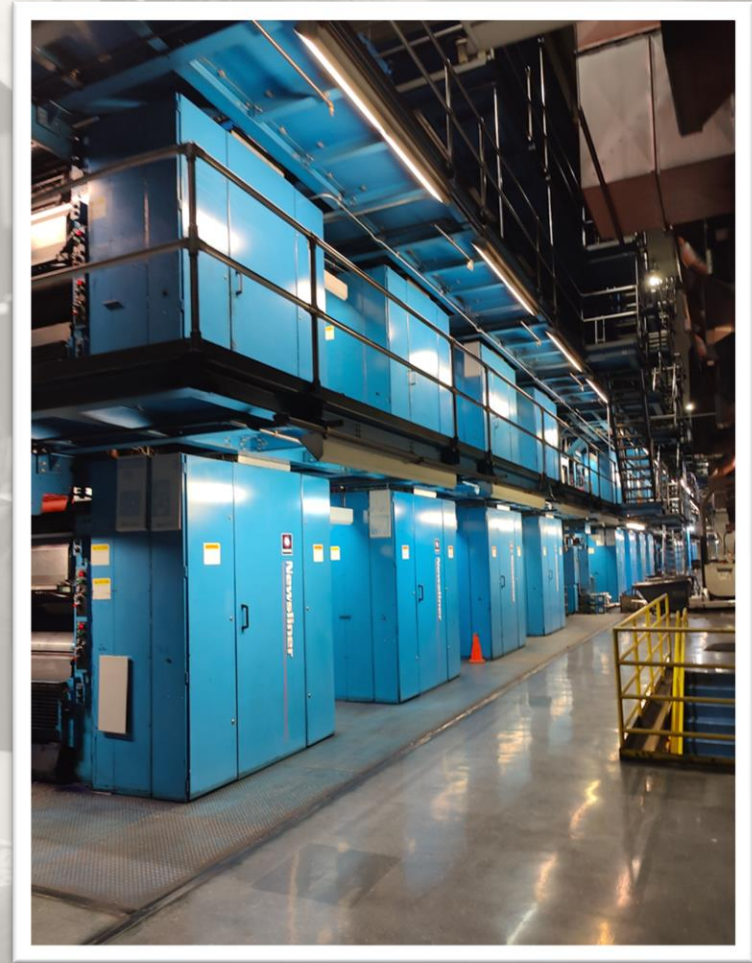
OPPURTUNITY

LAS VEGAS REVIEW JOURNAL

Bosch Rexroth Drive Retrofit (96 Drives)

Problem;

- All components obsolete, increases cost & risk
- Repair on some components available but expensive and nothing get renewed
- B-R current drive generation is not backwards compatible.



LAS VEGAS REVIEW JOURNAL

Bosch Rexroth Drive Retrofit (96 Drives)

Solution;

- Modify the motor to use standard encoder, eliminates pre-maturely replacing motors and cables
- Developed a solution to replace the Bosch Rexroth motion controller including the link to the press control system means we can offer drive replacement in steps.
- EtherCAT technology eliminate SERCOS vulnerability issues, allows us to use any drive brand.

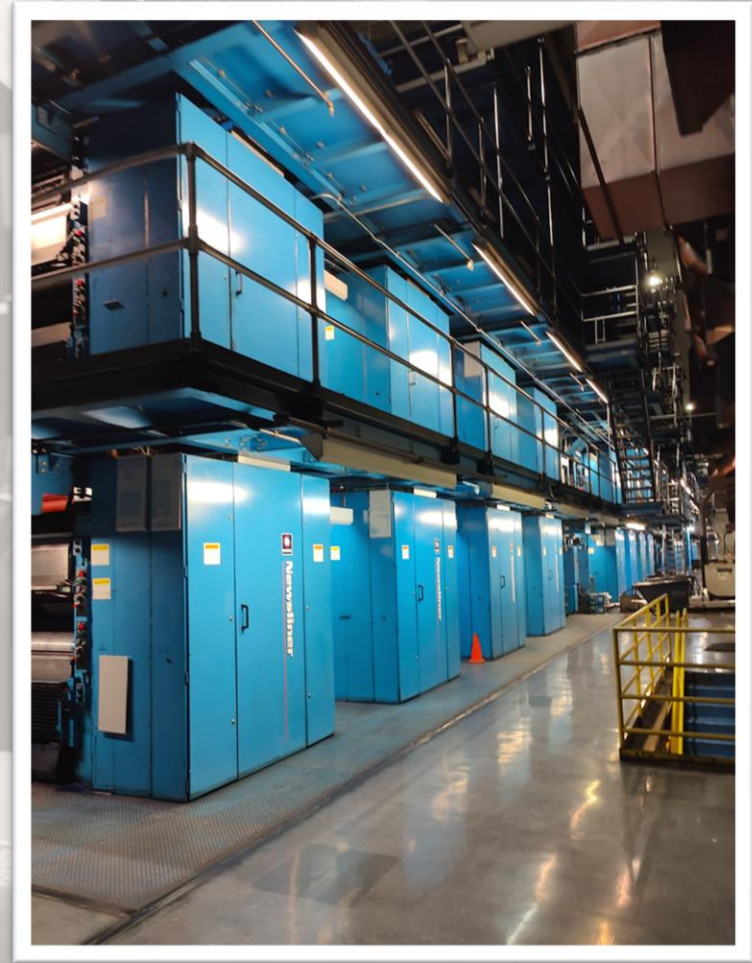


LAS VEGAS REVIEW JOURNAL

Bosch Rexroth Drive Retrofit (96 Drives)

Result;

- Reduced the scope of what really needed to be retrofitted to about 50%. Without limiting supportability.
- Network weaknesses in the old system design eliminated, increasing uptime
- Brand independent drive solution, another retrofit will never be needed
- All the money spent by the customer is towards new technology instead of repair of old hardware.



JYSK FYNISKE MEDIER, DMK

KBA Colora Control System Retrofit

Problem;

- Complex control system design
- Majority of the components obsolete, but for most of the components there are part-by-part retrofits. However relatively expensive
- No matter how much money is invested, old system architecture and complexity remains



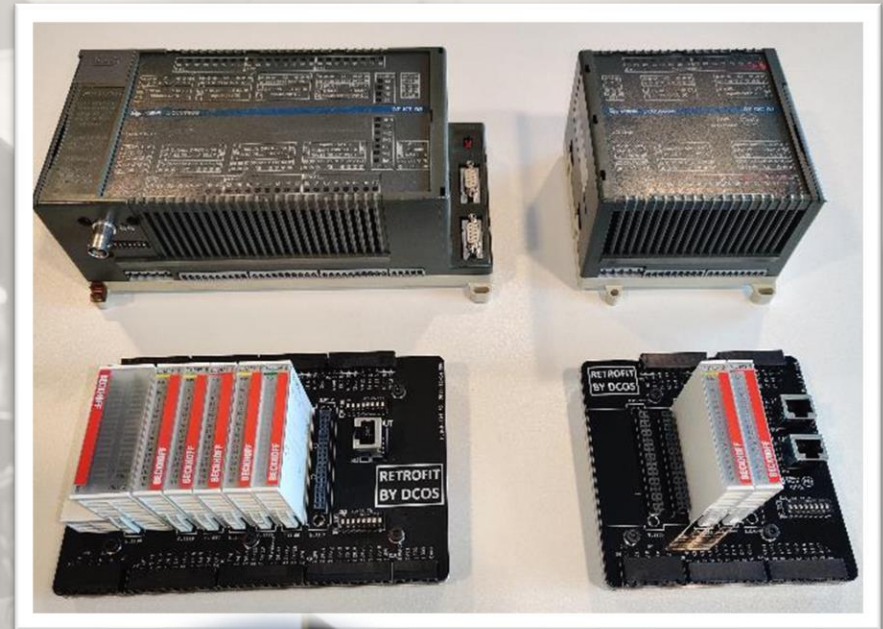
JYSK FYNISKE MEDIER, DMK

KBA Colora Control System Retrofit

Solution;

- New DCOS control system
- We developed a 1:1 plug compatible standard I/O replacement
 - Proprietary -> Standard
 - Adds flexibility to execution
 - Shortens retrofit time & cost
 - Reduces risk

Customer added our Inspection System to ROI the retrofit



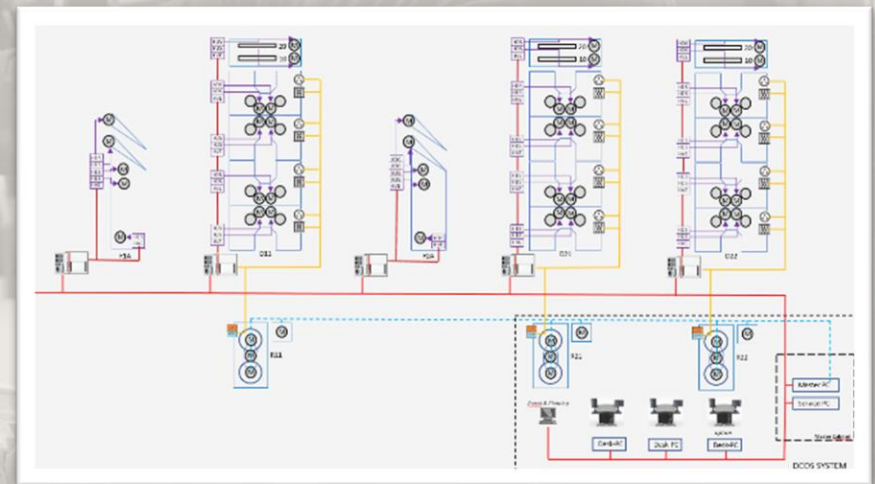
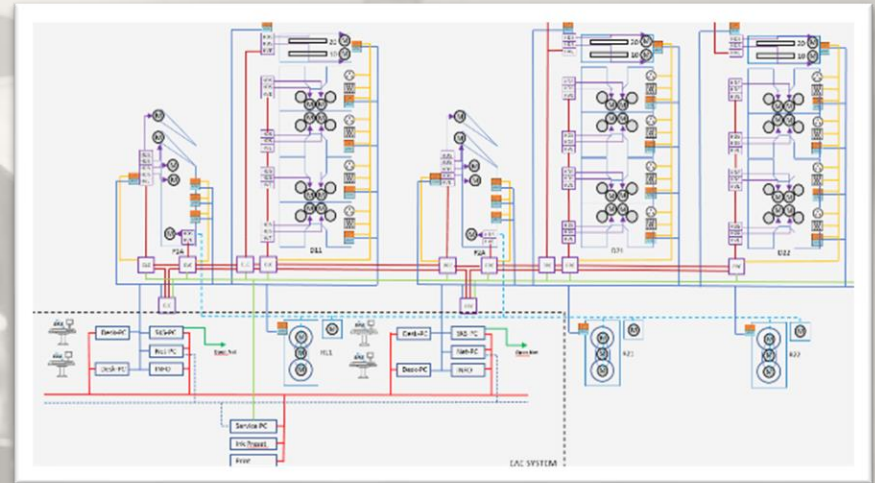
JYSK FYNSKE MEDIER, DMK

KBA Colora Control System Retrofit

Result;

- Modern architecture
 - 7 fieldbus systems reduced to 3
 - 33 critical CPUs reduced to 7
- Proprietary components replaced by standard components
- Drive- & control systems from three different vendors condensed into one DCOS system

Over their 276 newspaper runs in the month of August, they had an average start-up waste of 396 copies

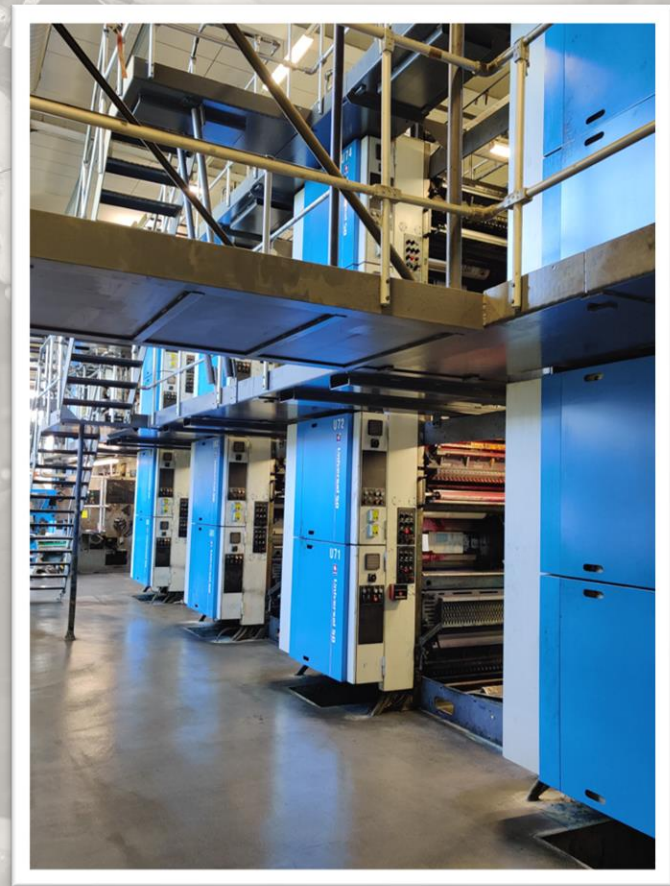


LEHTISEPÄT, FIN

WIFAG & GOSS UNIVERSAL RETROFIT

Problem;

- Almost all drive and control systems obsolete on both presses
- Old labor-intense presses, low automation
- High failure rate and high cost of ownership, difficult to source parts



LEHTISEPÄT, FIN

WIFAG & GOSS UNIVERSAL RETROFIT INSTALLATION OF NEW PRESS

Solution;

- Here the solution was to replace both presses with a used fully-automated and retrofitted Tensor press
- Install it in a new better suited building

We could provide all data to support ROI;

- the press has consistently delivered average start-up waste just over 400 copies since 2019
- Two printers and one-two roll tenders to operated two folders and up to seven webs
- Yearly spare part budget below \$8,000



LEHTISEPÄT, FIN

WIFAG & GOSS UNIVERSAL RETROFIT INSTALLATION OF NEW PRESS

Result;

- Press removal and transport to new buyer was completed two weeks ago, foundation preparations on the way
- The fact the press had already been retrofitted that potential cost/exposure was not part of the equation
- A complete inspection system with benchmarked performance facilitated the investment and ROI calculation

This potential retrofit project turned into a press relocation project



THANK YOU!

