

Networked
Graphic Production

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NGP goes
LIVE at Drupa!

NGP Daily News FREE

First sale from the NGP Pavilion is won by Systemhuis Compri

Systemhuis Compri won the first sale from the NGP Pavilion, on the morning of the first day of Drupa. The Dutch MIS developer sold one of its Xgram systems to fellow Dutch printer Langeveld & de Rooij, based in Texel, which is the largest of the Friesian islands on the North Sea.

'We had already given them a demo in Holland, and they said they would come to Drupa,' says Compri's sales director Robert Hartman. 'They looked at some other systems, and said we were still the best. We gave them another quick demo and they signed the order.'

Langeveld & Rooij is a medium sized printer with a sheet-fed offset press, employing about 20 people. It's considering buying a new press from KBA, an NGP partner whose press controls are JDF compliant. 'so we told them that we could establish JDF a link to the new

press with Xgram', says Hartman.

Compri has taken a demonstration area on the NGP Pavilion in Hall 4 (Stand 22). 'A lot of customers are asking about JDF, so we said they should come to Drupa to see it,' Hartman says. 'Here we are showing live job tickets going from our Xgram system to a Creo Prinergy workflow, and back via JMF to our system for costing and scheduling. The XgramOpen module creates XgramLinks that use JDF and JMF to integrate the systems of other vendors. Job planning information from Xgram is sent as JDF job tickets to downstream systems. JMF files are imported back into Xgram for cost calculations and to update the order status.'

'We're also finding that Drupa is a great place to talk to the other NGP Partners face to face – Xerox, KBA, Man Roland, and all the other guys we normally only talk to by e-mail.'

He's enthusiastic about the potential for the Partnership. NGP will deliver what we want. If you look at JDF there is a lot of code, but NGP is actually doing the implementation. About 75% of NGP Partners are in MIS – we have all been waiting for something like this – let's hope that some of the other large vendors join soon.'



Robert Hartman, sales director

Finishing goes online

All of the new machines announced by Muller Martini at Drupa 2004 are all JDF/JMF capable. These include two new web presses, Alprinta (variable sized heatset in 520 and 640 mm widths) and Concepta (a flexible design with up to 12 offset towers and the option to convert any to flexo).

The new Supra high-performance Saddle Stitcher, is aimed at more efficient, high-volume production of magazines and catalogs. The BravoPlus Saddle Stitcher with Amrys (with updated control concept, Asir3 and new stitching heads) is the only fully-automatic stitcher in its performance class with JDF-networking and conforming to CIP4 production standards.

On the Drupa stand, the company is showing SigmaLine, the world's first fully integrated, total solution for Book-on-Demand

production – from prepress data through digital printing to the finished perfect bound or saddle stitched product.

In the Print City display in Hall 6, the PrimaPlus Amrys Saddle Stitcher is networked via PPI-media (a production planning and management tool) to other machines in the production process, with JDF data exchange. A uniform JDF interfacing platform developed by Muller Martini allows interactive communication between MIS and print finishing. 'Even smaller companies can benefit from this technology as they optimise and digitise their workflow,' it says. It's an NGP member, and says that the benefit is that 'with plug-and-play systems, installation and commissioning times are reduced, faults are avoided, processes automated and productivity increased.'

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