

ROTOCON Crackingnews

Prioritising precision and service reliability

SHARING the same philosophy of providing premium quality, outstanding service and fast delivery times, Michael Aengenvoort has partnered with Wink, a German manufacturer of die-cutting systems, for the past 25 years.

In 2013, Rotocon signed a South African distributorship agreement with Wink and according to the Aengenvoort family, the company's flexible dies quickly became the benchmark in terms of quality and delivery times.

This statement is endorsed by a number of local printers. One example is Theo Raubenheimer of Label Leaders in George, who, in September 2019, visited Wink's headquarters in Germany with Pascal Aengenvoort, where they witnessed the daily production of some 600 flexible dies.

'Over the past few years, I've appreciated Wink's ability to manufacture and ship dies to South Africa within 48 hours, and its approach to quality, service and efficiency,' reports an impressed Theo.

Theo was keen to see the flexible die-making process in person to gain a better understanding of what's involved in getting this vital label production component assembled, and then to pass on this knowledge to his customers.

'I can often judge how well a company is run by the

neatness, cleanliness and organisation of its production facility,' he remarks. 'I was very impressed by what I witnessed at Wink, and this was reinforced by meeting a nice bunch of people who seemed happy, productive and continually striving towards the next innovation.'

Customer care

Wink representatives have made annual customer visits a priority because they view South Africa as an important market in the company's global growth strategy. The most recent trip was undertaken by senior customer relations manager, Wiebke Momann, and SmartGap product manager, Christian Keune, to provide training and make adjustments where necessary.

One of the customers on the list in Johannesburg was Minit Print, which had ordered a customised SmartGap adjustable anvil system during Labelexpo Europe owing to the limited installation space available on its flexo press.

Wiebke explains that because this project involved new construction, they first needed to check the possibility of building a customised system by examining Minit Print's machine, measuring the cutting unit and preparing Rotocon's technicians for the installation.



Label Leaders' directors, Theo Raubenheimer (left) and Rene Koen (centre), accompanied Rotocon's Patrick, Michael and Pascal Aengenvoort to Wink's die-making facility in Neuenhaus, Germany. They are pictured here with Wink's Area sales manager, Ludger Bastubbe, and senior customer relations manager, Wiebke Momann.



Wink's SmartGap product manager, Christian Keune recently awarded VR Print's Rall Pillay and Thierry Lagesse with certificates on completion of their SmartGap Touch adjustable anvil system training.

When they returned to Germany, Christian designed the SmartGap system for the press, ordered all the necessary parts, and wrote the installation manual for Rotocon's technicians. Now, the SmartGap needs to be preinstalled and sent to South Africa for a Rotocon technician to carry out the installation and commissioning work.

Another Johannesburg customer, Farhad Evans, production manager of JMB Labels, reports that the company has been using Wink's flexible dies for the past two years, and greatly values the average three-day turnaround time. 'The quality is very good as we still have dies in production that provide constant die pressure (confirmed via consistent monitoring) after running over 200 000m² of labelling substrates,' he asserts.

Additionally, the operators find the Wink SmartGap adjustable anvil system effective and easy to control. 'The system works perfectly, thanks to Wink's technical team carrying out an annual service,' Farhad adds.

In Durban, VR Print's MD, Hilton van Rensburg, reports great satisfaction with the country's first SmartGap Touch adjustable anvil system that automatically sets die pressure. Four months ago, the company replaced the standard version on its Ecoline RDF 330 digital label converting and finishing system's die-cutting station.

Each flexible die ordered from Wink comes with a data matrix label QR code affixed to the outside of the relevant canister, simplifying scanning. 'Once the code is scanned, the SmartGap system retrieves and saves the data, and then automatically sets the die pressure,' Hilton explains. 'The operator's ability to recall stored data for reuse and not having to set up a particular die-cutting job repeatedly has resulted in significant throughput improvements.'

Hilton also confirms that the company has ordered the next-generation SmartGap Touch Advanced system. 'It includes a sensor that automatically carries out pressure corrections, stores and recalls all jobs. This will be a real boon in our digital print business,' he enthuses. 'The Advanced system represents the future of die-cutting and, as we operate in a niche market, it's the type of investment we need to make to maintain our competitive advantage.'

Combining world-class accuracy and affordability

AFFORDABLE rotary screen printing is an invaluable tool when producing labels for leading brands in the highly-competitive wine, spirits, beauty and speciality foods markets.

Kocher+Beck (K+B) meets this need with TecScreen, a high-definition, precoated printing plate, made of nickel-plated stainless steel, photopolymer coated and protected against mechanical damages with a carrier foil under strict UV-protected clean room conditions. The benefits are robust handling and printing capabilities and high tolerances against foreign bodies and splices.

Available through local distributor, Rotocon, in most common roll widths, TecScreen features a high-contrast red coating that facilitates visual inspection and increases reliability in the prepress department. Converters can, however, request special roll dimensions or sheets cut to size. K+B uses a special sheet formatting technique with guaranteed tolerances of 1/100mm.

TecScreen plates are available for flexo, offset or digital presses and in grades that cover common tasks, ranging from fine line and text work to spot coating and printing of relief varnishes. The TecScreen range is also applicable for printing Braille and hazard symbols.

'An important aspect of this agency is our ability to supply peripheral equipment, including consumables such as adhesives, adhesive tapes, screen fillers and welding threads, as well as devices for screen production such as dryers, washout boxes, welder terminals and assembly towers,' says Rotocon director, Pascal Aengenvoort.

He points out that the surface-treated silk screen end rings, which are handy for clamping the mesh in the screen cylinder, are, for instance, manufactured on state-of-the-art CNC machines with minimum tolerances, guaranteeing optimum print quality and long service life. They're available in all standard tooth geometries and modules.