Press release

## Beatus Cartons hails the Rapida 106 as ‘the best investment that they have made’

A Rapida 106 with multiple print units and coaters has improved quality and attracted new customers

* +40% production increase against previous plan
* Quality standards have risen throughout the business
* 10% - 12.5% projected growth for 2021

Watford, 24.09.21  
When Porth based, Beatus Cartons took the decision to invest in a Rapida 106 7 colour plus double coating press. It was their first significant investment in capital equipment for over 20 years. The business, whilst always successful, was about to make a huge jump in technology and performance with brand new press manufacturer. Naturally there was apprehension in the 81-year-old family run folding carton printing business. However, after overcoming a steep learning curve and a global pandemic, the business has undergone a major transformation in performance and quality and promises much more for the future.

Beatus Cartons Managing Director Clive Stinchcombe states: ‘The investment in the press is the best decision we have ever made. We are +40% above the previous production plan for the existing press and we have been able to both win new business, and secure our existing clients due to the technology that we have on the press. Without the investment in a new press it is debatable that we would have been considered for some of these contracts. After a difficult period during the pandemic we are now anticipating that we will see growth of between 10% and 12.5% in 2021 and new doors are open to us now we that have the right equipment in place. He adds: ‘We have improved our product portfolio, won new customers and made significant capacity improvements.’

He continues: ‘Observing the productivity improvements that the new press has brought has changed our thinking about the future for Beatus Cartons. We were sceptical that we could achieve the levels of performance suggested by Koenig & Bauer but we are very pleased to say that we are achieving those numbers now. We will never wait another 20 years before investing in new press technology again’

Project Manager Andrew Butler adds: ‘Once the operators adapted to a new way of working with the press technology and its colour control system they became very confident that they could “print to the numbers.” Make readies have improved and running speeds are much higher due to the confidence on our short run jobs as the QualiTronic ColorControl system removes the doubts that the operators have and updates the colour values far quicker than they can adjust manually.’

He adds: ‘Our operators now prefer to run the Rapida as they are very confident that they can perform all the demanding tasks required of them at much higher speeds. Our quality throughout the company has improved as all jobs are approached in the same way and we have a large amount of repeat work which is exceptionally good on the Rapida as we recall all the previous settings and load them back onto the press. We are normally in colour within a few sheets.’

On the subject of support Mr Butler states: ‘We’ve never encountered a problem with the availably of engineers in the event of a call-out and we use Koenig & Bauer’s online service support which ensures that when we do have a problem we get support online very quickly’.

### Precision engineering

Beatus Carton’s Rapida 106 features 7 printing units and 2 coating units allowing a broad range of effects and finishes to be produced in one pass. The press has a top speed of 18,000 sheets per hour and can print with both UV and conventional inks and coatings. Additionally, the press comes equipped with a whole host of features that enable the highest of performance and quality levels. Commenting on one example of Koenig & Bauer’s precision engineering. Andrew Butler states ‘We recently had to print a tight registered, nine colour job and pass through the press twice. We felt very nervous about doing it but with the SIS (Sensoric infeed system) we needn’t have worried, it was perfect.’

Koenig & Bauer U.K. Ltd Director of Sales Chris Scully stated: ‘We were delighted to have Beatus Cartons on board with us as new customer when they originally selected us as a partner for their ambitious business growth plans. We are thrilled to see that they have continued to grow their business despite the challenges of the last 2 years and that the press continues to perform the high levels that we advised that it would. They continue to attract new customers and their quality levels are second to none. He adds: ‘It is clear that the Rapida 106 is the benchmark for litho presses for the UK packaging market. However, it is not just the about the press technology, we also have to ensure that our customers are supported throughout and I am very pleased that we have been able to form a very productive, close partnership over the last few years.’

#### Press Contact

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#### About Koenig & Bauer

Koenig & Bauer is the world’s second-largest printing press manufacturer with the broadest product range in the industry. For more than 200 years, the company has been supporting printers with innovative technology, tailor-made processes and a wide array of services. The portfolio ranges from banknotes, via board, film, metal and glass packaging, through to book, display, coding, magazine, advertising and newspaper printing. Sheetfed and webfed offset and flexo printing, waterless offset, intaglio, simultaneous perfecting and screen printing or digital inkjet – Koenig & Bauer is at home in virtually all printing processes and is the market leader in many of them. In the financial year 2018, the approximately 5,700 highly qualified employees worldwide generated annual sales of more than EUR 1.2 billion.

Further information can be found at [www.koenig-bauer.com](file:///C:\Users\cbretherton\Downloads\www.koenig-bauer.com)

Photo/Heading 1:

Beatus Cartons Managing Director Clive Stinchcombe

Photo/Heading 2:

Beatus Cartons Projects and Development Manager Andrew Butler

Photo/Heading 3:

QualiTronic ColorControl ‘Print to the numbers’

Photo/Heading 4:

Beatus Cartons’ Rapida 106 7 colour plus double coater

Photo/Heading 5:

Koenig & Bauer UK Sales Director Chris Scully

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