

PRESS RELEASE

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KBA Selected By Ingersoll Paper Box For New Rapida 106 41” Seven-Color Press

Leading Canadian folding carton manufacturer eagerly awaits full-UV press with inline color control in April 2014



Photo 1: Left to right : Brian Dickert, Ingersoll’s Department Area Leader ; Mark Norlock KBA Regional Sales Manager ; Sarah Skinner, Ingersoll Managing Director ; David Skinner, Ingersoll President ; and Jeff Brooks, Ingersoll Operations Manager, eagerly await the installation of the KBA Rapida 106 41-inch seven-color press equipped with a coater, full UV capabilities, and inline color control in April 2014.

KBA North America announces that Ingersoll Paper Box (IPB), a leading folding carton manufacturer headquartered in Ingersoll, Ontario, Canada, has selected its KBA Rapida 106 41-inch seven-color press equipped with a coater, full UV capabilities, and inline color control. The new press will be delivered in April 2014.

“We welcome 2014 as an exciting year for our company,” says Sarah Skinner, managing director of Ingersoll Paper Box. “We’re eagerly anticipating the delivery of our new KBA Rapida 106 41-inch seven color press because it gives us added capabilities and will broaden our customer base. We cannot wait to unveil our new press capabilities to our existing customers. Once installed we will host an open house in early spring where we’ll also be demonstrating our recent automatic sheet inspection machine, KBA press and other enhancements to our sheet fed operation.”

Choosing the new press was not a quick light-hearted decision for management at Ingersoll. The company visited three leading press manufacturers and spent 10 days in Germany listening to presentations. But ultimately, Ingersoll felt that KBA was the best fit for its company and provided Skinner and her management team with an ongoing partnership well into the future.

The new KBA press will aid in maintaining Ingersoll’s reputation for quality, fast turnaround, and personalized service to its pharmaceutical customers that demand quick turnarounds on short-run work in a highly-regulated industry.

“Seventy-five percent of our work is derived from the pharmaceutical industry,” says Skinner, “while the rest of our customer base hails from food, consumer goods, and the health and medical industries. New for our company will be the in-line color control system on the KBA press. Our clients expect innovation and this latest technology delivers. Key features of the KBA press that attracted us to it was that it offered many features in one press - from seven-colour processing, automated in-line colour consistency, to UV coatings to Inline colour control. The KBA enhances our ability to provide our clients more intricate colorful designs”

“We were attracted to KBA’s consistency throughout the production of our press,” says Skinner. “Unlike any of the other press manufacturers, KBA has a devoted engineering team for each press that knows your particular model and accessories, how it works, and caters to your specific needs. This gave us an unprecedented comfort level. KBA accompanied us to three different locations in California where we were impressed to see our press model in action. In the end, we felt very secure placing our order with KBA.”

Ingersoll Paper Box, a fourth-generation family-owned business, was established in 1922 by Robert Skinner. Today, the firm is headquartered in a modern facility in Ingersoll, Ontario, Canada with 80,000 square feet of manufacturing space including a 38,000 square feet of warehousing space. The firm produces quality folding cartons from standard designs to custom design solutions, from computer-aided design (CAD) to printing, die cutting, embossing, and folding/gluing. Its diverse customer base includes

the consumer, food, healthcare and pharmaceutical industries. Over the years, Ingersoll Paper Box has earned an enviable reputation for its ability to meet its customers' needs for highly flexible production from anywhere from a thousand up to a million folding cartons. The firm's dedication to continuous improvement allows it to provide its customers with the highest quality folding cartons backed up by exceptional personalized service. This combination of quality and service has helped Ingersoll Paper Box to build long term partnerships with many of its customers.

KBA North America is located in Dallas, Texas and a member of the KBA Group. Established almost 200 years ago in Wuerzburg, Germany, Koenig & Bauer AG (KBA) is the oldest and second largest press manufacturer worldwide. KBA's banner, 'People & Print', reflects its dual focus as a leading innovator for print entrepreneurs. The group's product range is the broadest in the industry; its portfolio includes commercial and newspaper web presses, sheetfed offset presses in all format classes, inkjet systems and presses, special presses for banknotes, securities, metal-decorating, smart cards, glass and plastic decorating, and flexible substrate systems. For more information visit the company's web site at www.kba.com.

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