

TOBACCO JOURNAL INTERNATIONAL

A close-up photograph of a person's hands rolling a cigarette. The person is using a white cigarette paper and filling it with dark brown, shredded tobacco. In the background, a metal bowl is filled with more tobacco, and a white envelope is visible.


# KEEP ON ROLLING

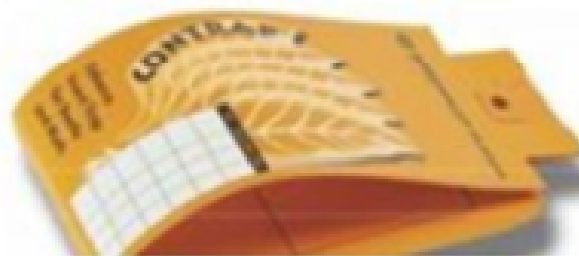
## PANDEMIC FUELLING RYO MARKET

# SPECIAL

The UK's new Tobacco Control Plan is coming

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 **BORGWALDT FLAVOR**  
ESTABLISHED 1872



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# FUTURE-PROOF PRODUCTS

With **134 years of experience in the world of printing and converting machines**, French company Komori-Chambon can look back on a rich and successful history. The company uses its substantial knowledge to offer its current day customers the best service and solutions.

Louis Chambon founded the company Machines Chambon in 1887 with two employees and a rented workshop. The company's first packaging line was displayed two years later, in 1889, at the same time the Eiffel Tower was unveiled during the Universal Exhibition. A few decades later, in far-away Japan, a company called Komori was founded, destined to grow into one of the leading manufacturers of OFFSET rotary presses. In 1989, the two powerhouses

joined forces when Machines Chambon was integrated into Komori and the company took on its current name of Komori-Chambon.

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## IMPORTANCE OF THE TOBACCO INDUSTRY

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The very first machine designed by Louis Chambon was a printing press for a

cigarette manufacturer, and the tobacco industry still plays a very important role for Komori-Chambon to this date. "The tobacco industry has always been important for our company, right from the first presses introduced in 1889 when we were named Machines Chambon," says Marketing Director Hervé Réby. Indeed, as early as 1894, Louis Chambon co-developed a special machine for Roll-Your-Own paper. Today, the company still has strong ambitions when it comes to the tobacco industry and has

recently reshuffled its rotogravure line-up. The flagship model, the MARK III series, has been expanded by a brand new MARK I Advanced series that benefits from some of the MARK III innovations with a high cost-efficiency orientation.

"The MARK III series sets new references in terms of production speed, printing quality and ease of use. Many innovations contribute to time savings, from make-ready operations to changeovers, including a fast production quality reach," Réby explains. Furthermore, the new machines are much easier to operate thanks to multiple automated functions, and plant managers will appreciate the large amount of data, which is readily accessible. The environmental aspect has also been fully thought through, with the new generation dryers working at a maximum production speed of 500 m/mn (roll-to-roll) and ensuring energy savings by using outstanding solvent and humidity control systems. Feedback for the new



The company is located in Orléans, France

machine series has been positive so far, even if COVID-19 has put a bit of a dampener on the launch. "Our major problem is the pandemic which prevents us from travelling and installing new machines. However, the first feedback has been very positive," Réby confirms. Speaking of positive feedback, there has been plenty of that

for Komori-Chambon's Multilift® delivery solutions which are able to handle up to 10 streams even of small blanks such as heat-not-burn packs. The past three years have been very successful on many levels and have seen the company grow even further and invest in new talents for its production, design and sales teams. "We have renewed our printing, rotary die-cutting and delivery solutions, and we have developed high added value solutions such as diverters for defective blanks or independent lifts stackers (Multilift®). After an important investment phase, we are now more focused on a large-scale commercial rollout phase. But the customized design and installation of our machines, full lines or sections, is still our core strength," says Réby.

A new in-house demo centre and proto test area have also been added which offer a huge advantage in terms of customer service, allowing tailor-made trials to be run. "The main advantage lies in our ability to ▶

organize customized trials for our customers, with specific substrates, inks and tools. It is a great opportunity to push the limits and meet new challenges. We can also offer hands-on training sessions on our most recent technologies," says Réby.

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## REGULATIONS AND TRENDS

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It is no secret that the tobacco industry follows strict rules and regulations with new bans and restrictions being implemented on a regular basis. As a printing solution provider, Komori-Chambon is also affected by new laws but does not necessarily view them as negatives but rather as obstacles that need to be overcome. The main goal is to present its customers with a workable solution for every occurring problem. In fact, as Réby points out, some new regulations can actually be turned into a



Komori-Chambon has added the MARK I Advanced series to its flagship model

positive. "Sometimes new tobacco regulations can be an opportunity as well. For instance, plain packaging, which drives brands away from fully customized layouts, results in high productivity targets. Our in-line solutions are obvious answers there," he says. Tobacco regulation also leads to different solutions being needed for different countries. For example, where plain packaging has not been enforced, there is a trend

towards more sophisticated printing. In Japan, Réby says, the heat-not-burn tobacco market has been growing much faster than in other countries, and this specific sector requires dedicated solutions. Komori-Chambon has its eye on the growth of new generation products and is closely following the market for heat-not-burn, CBD and other nicotine-dispensing devices. Tobacco for water pipes is another area where the company can offer individual solutions for packaging production. As Réby puts it, "Actually, we can rely on our design office to develop any press and any tool to answer new requests!"

Tailor-made designs have been part of the company's DNA from the very beginning and with an ever-growing demand for higher production speed and profitability while maintaining a high quality standard, Komori-Chambon certainly has its work cut out for the future.