



PRESS RELEASE

POLAR-Mohr Maschinenvertriebsgesellschaft GmbH & Co. KG
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Japanese customer trusts on POLAR Compucut®

As the first Compucut® user in Japan, Hatano corporation optimized their workflow and reduced make-ready times at their cutters tremendously.

Hatano is using two POLAR high-speed cutters: one 92 XTplus with variable knife speed and one 115 XT with swivel backgauge and downholder in front of the knife. Both machines are equipped with stack lift, jogger and are integrated into the digital workflow. The concept of Compucut® convinced the customer to switch from a competitor machine to POLAR cutters.

Mr. Mimura, production manager of Hatano, is very much satisfied with Compucut® and the support of Heidelberg Japan. "Our high expectations turned into reality", he says. "We have been able to reduce make-ready time on our two guillotines by 75 percent".

Today most jobs are short runs thus the number of jobs per day increased. So make-ready is a crucial factor in their job calculation. By reducing the make-ready time, Hatano is able to keep the cutting at a very good level.

After a comprehensive on-site training conducted by Heidelberg the operators at Hatano are making full use of Compucut®. All of their cutting programs are prepared by Compucut®. This is done by a prepress operator. The operator opens the jdf file generated by himself and generates the cutting program. Finally he transfers the cutting programs directly into the POLAR cutter.

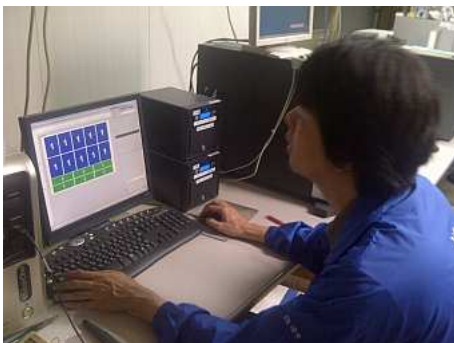
Another great optional feature for Hatano is the variable knife speed on the POLAR 92. This enables the operator to perfectly match the knife speed to different materials to be cut. Some materials may cause problems if the regular knife speed is used. Due to the knife speed the trimmed edges of the material stick together. By adjusting



Premises of Hatano Corporation



Mr. Mimura, general production manager



Compucut® operator



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the knife speed even plastic material can be cut without limits or loss of quality.

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About Hatano Corporation

The company is located in the city of Kumamoto on Kyushu Island in the southern part of Japan. Hatano can look back of more than 60 years of ongoing growth. Established in 1946 the company today is headed by the third generation, Mr. Mouri whose management philosophy resides in bringing in new technology and growing people. With 50 employees they produce high quality labels, clear files and marketing promotions for local spirit makers. To keep up in that tough business, Hatano offers high quality print works. They can offer UV-printing, hot foil stamping as well as flatbed die-cutting. Also they maintain a close relationship with their mostly local customers by personal assistance of specialized salesmen.

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Information on POLAR

An independent family business, POLAR develops efficient solutions in the post-press branch and positions itself as a global, forward-looking technology company. The range of products includes components and systems for networking and automating various processes from loading, via jogging, cutting and die-cutting right through to unloading and banding. We have been producing cutting machines that are perfect for Print-on-Demand markets working with formats up to 46 x 64 cm under the MOHR brand since 2012. Another member of the POLAR Mohr group is Dienst Verpackungstechnik GmbH, a business producing components and systems for the automatic packaging of goods, primarily in the food industry.