

China

Sanhe Rong Zhan Printing Co.,Ltd.

Baogezhuang Village, Yangzhuang Town, Sanhe City, Langfang City, Hebei Province, China



Mr. Sun Zhan,
General Manager

To achieve further cost reduction and efficiency in publication printing

Sanhe Rong Zhan Printing Co., Ltd. is a rapidly growing printing company based in Hebei Province, China, with a core focus on publication printing. The company offers a one-stop service including design, plate-making, sheet-fed printing, and offset web printing to bookbinding and delivery to customers. The company became the first in China to introduce an integrated system combining an RMGT printing press with a roll sheeter manufactured by Hinix. Since the company primarily handles publication printing orders, this innovation was a crucial step toward cost efficiency. We spoke with Mr. Sun Zhan, the company's General Manager, about their objectives for production line improvements, the background of their decision to implement the RMGT printing press and roll sheeter system, and the benefits they have achieved.

Continuous innovation supports business growth

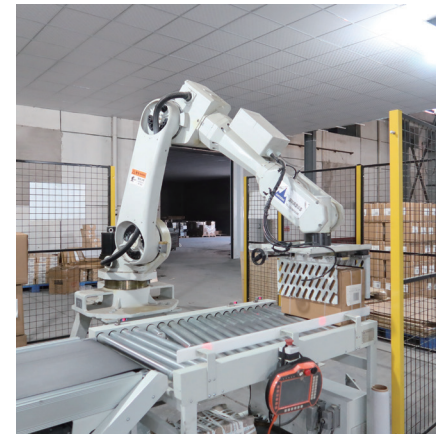
The foundation of Sanhe Rong Zhan Printing was laid by the printing company founded by Mr. Sun Zhuan's father in Northeast China. The company expanded its business and moved to Sanhe City, near Beijing, in 2016, changing its name to the current Sanhe Rong Zhan Printing. The company specializes in publishing-related printing, and has been designated as a publishing and printing enterprise by the Hebei Province News and Publishing Bureau. The company's policy

is to pursue innovation and sustainable development with an emphasis on environmental considerations. In 2019, the company aggressively promoted digital transformation (DX) and, during the same period, introduced automated transportation robots (AGVs) and industrial robots in rapid succession. These efforts dynamically reformed the production system by automating and improving efficiency across the entire printing process. Regarding the purpose of automation, General Manager Mr. Sun Zhuan explained: "We aim to improve the over-



An AGV that automatically transports printed sheets to the bookbinding process

all level of our factory. Because enhancing the overall factory efficiency per unit of time will become more essential than standalone machines." "The impact of automation is evident in numbers. For example, our workforce before automation was about 120 employees, but it is now reduced to 85. However, downsizing the workforce is not the core objective of automation. Instead, the goal is to reduce the workload on employees and allow more of them to focus on technical tasks."



An industrial robot installed for palletizing finished products.

Win-win relationship with clients

The key players in the company's printing department are the four RMGT presses introduced consecutively over two years from 2022 to 2024. Among them, one RMGT 1050TP-8 and the RMGT 970PF-8 are equipped with roll sheeters. Regarding the integration of roll sheeters with RMGT presses, Mr. Sun Zhan stated: "In our publishing printing operations, paper is supplied by our clients. Previously, publishers used roll paper for large-volume jobs and sheet paper for small-volume jobs. This purchasing method was complicated and increased pre-purchase preparation costs. By using roll sheeters, publishers can simplify procurement and benefit from cost reductions. Meanwhile, our company can eliminate the need for separate cutting processes by standardizing on roll paper. This creates a win-win situation for both us and our clients." Mr. Sun Zhan also emphasized the advantages of the roll sheeter integration: "The real advantage lies in the flexibility of



RMGT 970PF-8 convertible perfecter connected with roll sheeter

cutting paper. We are not restricted to the paper sizes supplied by publishers but can determine the most efficient cutting sizes with our technology. This is a highly meaningful aspect of having a roll sheeter in-house."

Key points in upgrading the printing press

The RMGT printing press was the perfect match for the company's automation strategy. "The key factors in choosing a printing press were digitization and automation. The ability to integrate these seamlessly in a short period was crucial. The RMGT printing press is compatible with IoT functions. We took our time to consider the first installation and, in the end, connected our own MES system through RMGT's MIS connection software. This could not have been achieved without the cooperation of RMGT's Chinese distributor, DINGA." (Mr. Sun Zhan)

Promoting full automation with the smart factory

Since its establishment, the company, led by Mr. Sun Zhuan, has been advancing its transformation toward a smart factory, primarily through a partnership with RMGT and DINGA. Regarding further efforts toward a smart factory, Mr. Sun Zhuan stated: "We became the first printing company in China to establish a production style that involves printing with an 8-color press and a roll sheeter while using AGVs for transportation. We have taken a solid first step toward printing automation. Moving forward, we plan to achieve full automation of the entire workflow, from paper supply and printing to paper delivery, by combining RMGT presses with roll sheeters. We will continue striving toward our vision of building a smart factory, including this automation."

Scan the QR code to view a video about Sanhe Rong Zhan Printing's use of RMGT presses.



RMGT 1060TP-8 tandem perfecter connected with roll sheeter