



ING 2019



COST REDUCTION STRATEGIES IN NEWSPAPER PRODUCTION

NUUESTRO DIARIO, GUATEMALA



Tabloid

National Circulation

Cold set Web Offset, 4 color printed

Average circulation 190,000 copies per day

Average pagination 48 pages



Guatemala has 22 departments

Area-comparative
Slightly smaller than Pennsylvania

10 Different Products
Local News
Local Advertising

Paper



“Yield”

45 grams / 48.8 grams = 8% approximate savings
27.7lb 30.0lb

40 grams / 45 grams = 11% approximate savings
24.8lb 27.7lb



Savings

725 Metric Tons of Newsprint per month

Applying 11% Yield

80,55 Mt less paper

644,44 Mt per Month

If the paper supplier apply full “Yield” directly to the Newsprint Pricing, where are the savings?



Logistics



725 / 20 Mt = 36 Containers x month
1,597.900lb 45,000lb

644 / 20 Mt = 32 Containers x month
1,419.376lb 45,000lb

Savings

48 less containers per year

- Customs fees per shipment
- 56 hours forklift & handling (Man, Machine)
- Back office and Warehouse paperwork

Inventory

1,930 less rolls per year

Savings

- 165 Truck transfer between warehouses
- 84 Continuous loading & unloading hours
- 52 Square meters on warehouse area



Operation



1,930 less rolls per year



Savings

- 13 Mt Tear off waste
- 03 Mt reel end waste
- 02 Mt from web breaks on a 5% rate per 100 rolls
- 166 Continuous preparation hours/Man



Distribution



27 lb x 1,900 bundles = 51,300 lb

24 lb x 1,900 bundles = 45,600 lb

Savings

- **2,052,000 lb from 100 copies bundles per year**
- **150 Continuous truck loading hours/Man**
- **Distribution cost**



Ink



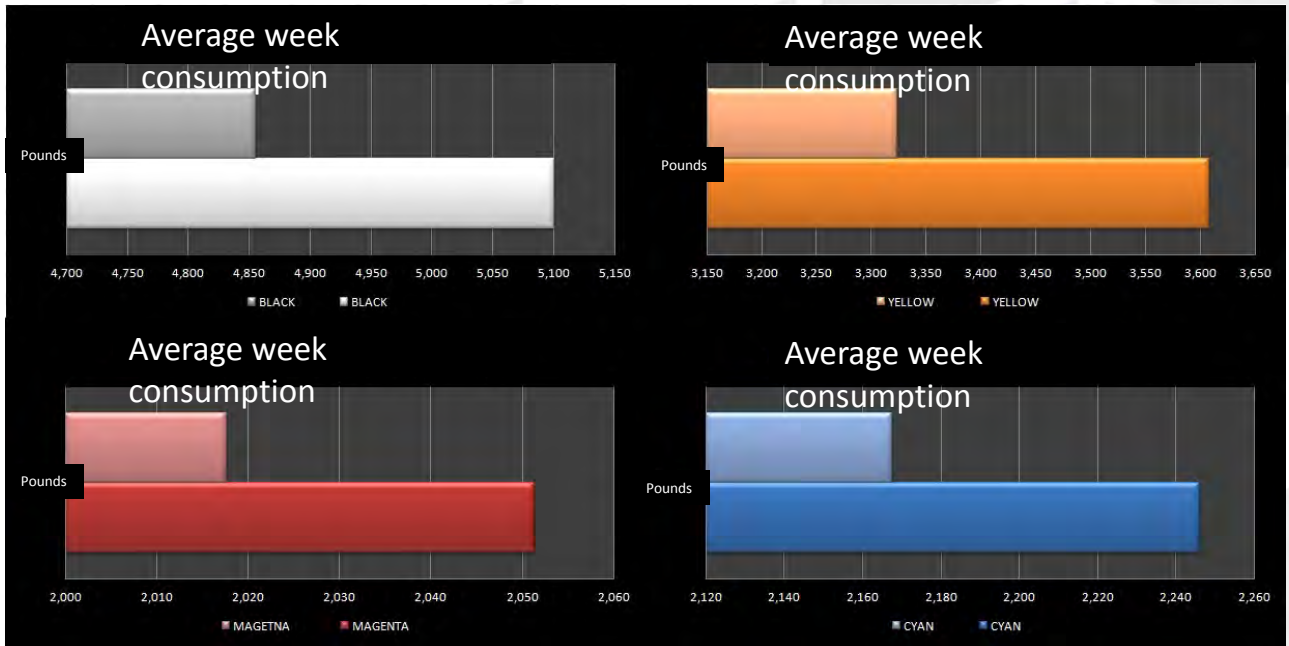
Using today affordable technologies its possible to save Ink in several ways :

- Mileage
- Ink Optimizers
- FM Screens (staccato)



Mileage

We constantly evaluate our ink suppliers



8%



Squeeze Bags

The squeeze bags system save us 3%
when implemented

1.5 containers x year

30 less Squeeze bags

Savings

- Customs fees per shipment
- 32 continuous preparation hours /man, machine
- 30 bags exchanges in tanks
- 30 bags less in packaging waste and recycling

Operation

30 bags less



Savings

-5 Daily filling hours/Man

-225 Continuous color calibration Hours/Man

-0,5% Ink charge startup waste

Ink Optimizers

We evaluate 05 suppliers and its advantages



File Name	M	Y	K	C	M	Y	K	C	M	Y	K	C	M	Y	K	C	M	Y	K	Diferencia Original-	Diferencia Original-	Diferencia Original-	Diferencia Original-	Diferencia Original-
ND 06 170814.pdf	9.2	10	22.6	7	8.8	9.4	23.2	8.6	8.7	10	20.9	8.5	9.2	9.9	22.4	5.5	6.7	7.7	23.4	-7.5	-9.4	-9.6	-7.8	-14.5
ND 07 20140817 Yo Mujer.pdf	8.3	4.5	6.3	4.3	8.5	4.7	6.5	4.8	7.7	4.1	5.7	5	8.4	4.4	5.9	4	7.5	3.5	6.4	-5.6	-5.6	-7.3	-5.9	-8.2
ND 08 170814.pdf	9.5	18.8	18.2	5.7	9.1	18.5	18.6	7.5	9	18.5	16.4	7	9.6	18.8	18	5.1	8	17.4	18.8	-5.7	-7.2	-7.7	-5.7	-9.8
ND 09 170814.pdf	9.8	19.6	21.5	8.2	9.1	19.6	22.1	10.3	9.1	19.1	19.3	9.7	9.7	19.4	21.4	7.1	7.7	17.4	22.4	-7.7	-9.3	-10.5	-8.1	-13.7
ND 10 20140817 Construred d3.pdf	6.6	32.9	13.2	9.3	6.5	33.9	13.4	8.6	5.6	31.3	12.4	9.7	6.7	33	12.8	9	6.3	32.3	13.2	-5	-4.2	-9.4	-5.1	-6.5
ND 11 20140817 Construred d4.pdf	7.8	52.9	8.6	13.5	7.6	53	8.9	11.5	6.9	50.7	8.2	13.9	7.8	53	8.3	13.3	7.5	52.5	8.7	-3.5	-3.6	-9.3	-3.6	-4.6
Nd 12 170814.pdf	4.6	10.5	16.9	2.9	4.3	10.2	17.2	4.5	4.3	9.9	15.4	3.8	4.6	10.4	16.8	2.5	3.6	9.4	17.3	-3.7	-4.9	-5.4	-3.9	-6.7
Nd 13 170814.pdf	6.1	11.8	18.1	1.9	5.9	11.7	18.4	3.6	5.7	11.5	16.4	2.9	6.1	11.8	17.9	1.5	5	10.7	18.6	-4.8	-5.7	-6.4	-4.9	-7.8
Nd 14 170814.pdf	10.6	26.3	22.1	5.1	10.3	27.1	22.7	7.2	9.5	24.8	19.7	6.9	10.8	26.6	21.6	4.6	8.9	24.4	23	-9.8	-10.2	-14.2	-9.5	-14.5
Nd 15 170814.pdf	17	20	16	9.7	17	21.2	16.3	11.5	15.5	19.3	13.8	11.2	17.1	20.2	15.6	9	15.3	18.2	16.7	-10.2	-10	-14.1	-10.1	-15
ND 16 170814 d1.pdf	5.7	7	13.6	4.8	5.4	7	14	6.6	6.3	7.1	11.8	6.3	6	7.4	12.9	4.6	4.8	6	13.9	-5.6	-6.4	-5.8	-5	-8.3
ND 17 170814 d2.pdf	3.3	5.5	19.1	6.6	2.4	5.1	19.9	10.7	4.5	6.6	15.1	9.1	3.6	5.9	18.3	6.1	1.8	3.8	20	-10.1	-12.4	-9.5	-9.5	-14.7
ND 18-19 POSTER 18 MODELO 20140817.pdf	18.6	21	47	15.5	18.1	20.6	48.1	22.5	18	21.3	40.6	20.2	18.9	21.2	47	12.5	12	14.5	49.5	-26.3	-30.5	-30.4	-25.5	-44.3
ND 20 170814.pdf	5.6	13.1	8.8	3.3	5.7	13.6	8.8	3.6	4.9	12.8	8.1	3.7	5.7	13.2	8.5	3.1	5.2	12.7	8.9	-3	-2.7	-4.7	-3	-4.2
ND 21 20140817 Viva.pdf	3.7	0	24	27.2	3.8	0	24.4	27	3.1	0	24.2	26.9	3.8	0	24.3	26.8	3.7	0	24.3	-0.8	0.1	-1	-0.3	-0.5
ND 22 170814.pdf	8.3	34.5	14.4	9	8.3	34.9	14.6	9.5	7.7	33.8	12.9	9.7	8.3	34.4	14.1	8.4	7.3	33.4	14.7	-5	-5	-7.9	-5.3	-8
ND 23 20140817 Firo.pdf	8.4	22.2	17.5	15	8.5	23.7	18.1	15	7.6	21.3	16.1	15.2	8.4	22	17.5	13.3	7	20.3	18.3	-11.9	-9.9	-15.2	-12.1	-16.3
Nd 24 170814 d1.pdf	19.7	10.4	17.7	16.2	19.6	9.9	18.3	16.1	18	9	16.6	17	19.6	9.8	17.6	14.8	17.6	8.3	18.3	-7.9	-8.7	-13	-8.7	-13.7
Nd 25 170814 d2.pdf	12.4	11.4	30.2	12.6	11.2	10.1	31.4	16.8	11.8	11.8	25.9	15.6	12.4	11.2	29.7	10.1	8	7.3	31.7	-14.2	-18.4	-17.4	-14.8	-26.6
Nd 26 170814.pdf	23	24.8	24.8	12.4	22.8	25.8	25.4	14.1	21.9	23.6	22.3	14.1	22.9	24.7	24.6	10.6	20	21.7	25.8	-12.8	-13.2	-17.7	-13.3	-21.5
ND 27 170814.pdf	9.5	12.1	12.7	5.2	9.8	12.7	12.7	4.7	9.4	12	12.3	5.2	9.5	12.1	12.7	5	9.1	11.9	12.8	-2	-1.2	-3.2	-2.1	-2.8
ND 28 170814.pdf	17.2	28.8	23	7.9	16.7	28.9	23.5	9.6	16.8	27.3	20.5	9.7	17.3	28.8	22.6	6.1	14.5	26.3	23.9	-10.9	-12.5	-15.3	-11.1	-18.7
ND 29 170814.pdf	15.2	19.1	33.5	7.5	15	18.8	34.2	11.4	14.8	19.1	29.4	10.1	15.1	18.8	33.6	5.2	10.6	15.1	35.1	-16.2	-10.8	-19.6	-16.7	-28.3
ND 30 170814.pdf	10.8	16.4	18.8	13.6	10.6	16.6	19.1	13.5	10	14.3	17.4	14.2	10.7	16.1	18.7	12.5	9.5	14.5	19.1	-4.9	-5.1	-9.8	-5.3	-9.4
ND 31 170814.pdf	13.3	12.1	19.7	12.6	13	12.1	20.3	15.4	13.6	11.9	16.6	14.3	13.3	11.9	19.6	12.1	11.4	10.1	20.6	-9	-10.4	-10.9	-9.3	-14.2
ND 32 170814.pdf	9.2	15.1	19.4	9.1	9	15.8	19.9	10.8	8.7	14.2	17.1	10.6	9.2	15	19.2	8.4	7.4	12.9	20.2	-9.1	-9.6	-12.6	-9.4	-14.5
ND 33 170814.pdf	10.6	10.2	24.7	6.6	10.7	9.7	25	11	11.5	11.3	21	9.5	10.8	10.3	24.4	6.3	8.1	7.9	25.5	-13.2	-15.8	-13	-12.8	-20
ND 34 170814.pdf	9.9	17	22	3.2	9	16.5	22.9	7.8	10.1	16.6	18.1	6.1	10.2	17.5	20.9	2.6	7.7	15	22.9	-10.2	-13	-12	-9.9	-16.4
ND 35 20140817 Silbato.pdf	9.5	32	14.1	8	9.7	32.9	14.1	9.4	7.9	30.6	12.6	9.1	9.7	32.6	13.3	7.7	8.5	31.4	14.3	-6.9	-6.3	-10.5	-6.3	-9.1
	365.4	623.8	733.0	327.0	354.1	626.2	750.6	391.8	346.9	605.2	654.0	380.9	367.7	624.1	723.6	290.3	295.3	552.8	759.6	-311.7	-352.0	-412.0	-313.6	-511.9
	0.72	0.80	1.25	0.61	0.70	0.80	1.28	0.74	0.68	0.77	1.11	0.72	0.72	0.80	1.23	0.54	0.58	0.71	1.29					

Results

December comparative chart (lbs.)



	2005	2018	SAVINGS
K	14,539	22,630	1.56
Y	22,031	16,949	(0.23)
M	17,016	10,755	(0.37)
C	16,638	11,422	(0.31)
K	14,539	22,630	1.56
CMY	55,685	39,126	(0.30)



Plates

Using process less plates has a direct impact on waste reduction and dot reproduction, giving a much cleaner printing.

Savings

- About \$1.35 per plate sqm
- 0,5% Waste reduction at Press Startup
- Fast adjustment on ink water balance



FM Screens

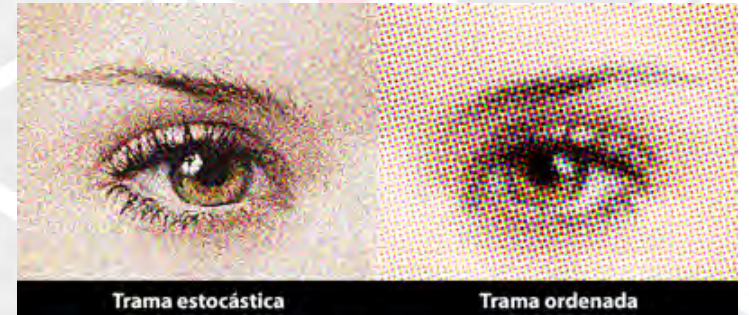
We use a FM screen that is helping us with the ink-water balance and low gramage newsprint.

With a proper Color profile the dot reproduction offers less problems.

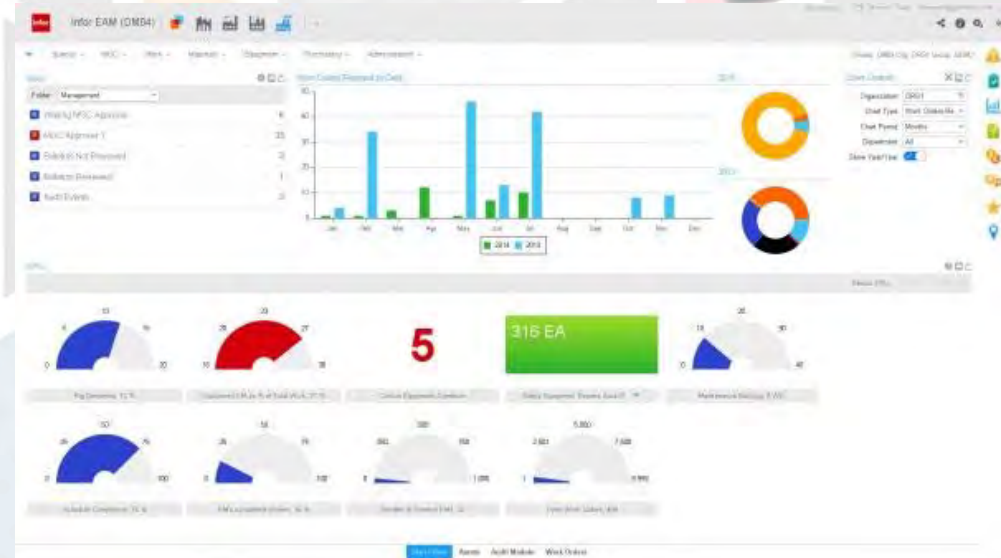
Savings

-(3%) Ink consumption

-(0,5%) Waste at Press Startup



Enterprise Asset Management



Today we have only 3,19 % work orders vs preventative maintenance orders.



Meters



80% of our equipment has hour meters for control and scheduling of the preventive maintenance.

Savings

- 40% Workforce**
- 35% Lubricants**
- 15% Energy consumption**
- 10% Cleaning products**

Notifica

App to control complete sent pages from advertising and drafting



Notifica

The screens show on the Newsroom a which pages are ready for production.



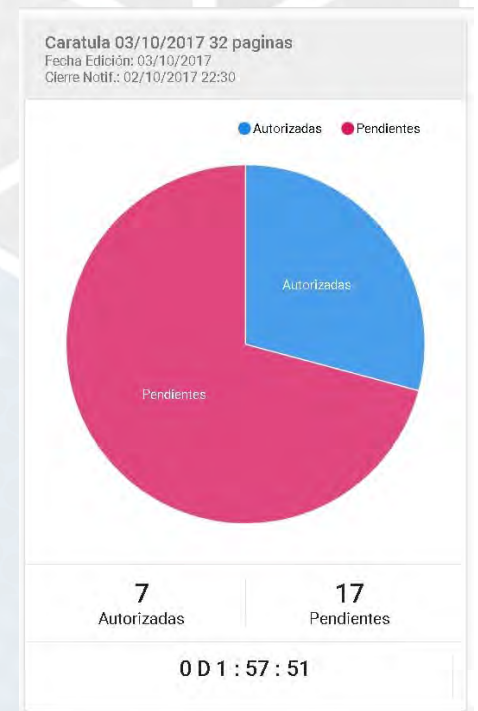
Edición

Fecha de Edición: 03/10/2017 Fecha de Envío de la Edición: 02/10/2017 22:30 Cantidad: 32 Páginas

Nombre: Caratula 03/10/2017 32 paginas Tiempo restante: 0 D 1 : 59 : 15

Estado de signaturas

Tipo 1	32	1	12	21
Tipo 2	30	3	10	23
Tipo 3	28	5	8	25
Rotulo 3	26	7	6	27
Rotulo 2	24	9	4	29
Rotulo 1	22	11	2	31



The APP has save up to 30 min on prepress for editorial to meet better deadlines



Final result is a annual saving that can be quantified with a simple number.
A printing page over the past 14 years has decreased 18% on production costs.



THANK YOU!



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