

NO: 42

DATE: DECEMBER 1992

TO: ALL KOMPAC

DEALERS

SUBJECT: MAINTAINING

THE KOMPAC

DAMPENING

SYSTEM AND A LISTING OF

KOMPAC APPROVED

PRODUCTS

Dear Kompac Dealer:

Every piece of quality, precision equipment must be carefully maintained with the proper products if it is to perform as expected. The Kompac Automatic Dampening System® is no exception. When you stress maintenance to your customers, you really accomplish two major advantages for your business. First, you establish yourself as a reliable, knowledgeable supplier of equipment and service . . . you have the opportunity to gain profitable chemical supplies business. Secondly, you help reduce the service calls you make due to poor equipment maintenance, while helping your customer protect his warranty.

Use the enclosed maintenance chart as a sales tool as well.

Proper cleaning of the rollers and seals is essential to prolong the printing life of the Kompac unit. Since the dampener is the heart of the duplicator, it is recommended that, as a Kompac Dealer, you stress these maintenance steps to your customers.

Washup Procedures: Remove fountain bottle and Kompac safety cover. Soak up excess fountain solution with a syringe or absorbent wipe.

With Cleanup Mats: Replace Kompac safety cover and hang cleanup mat on plate cylinder. Apply a small amount of Varn Wash V-120, VWM Wash (diluted with 20% water) or Ecolo-Clean QD through holes in the Kompac safety cover and engage water system. When cleanup mat becomes ink covered, replace with a clean one and continue this process until mat remains clean.

Without Cleanup Mats: Replace Kompac safety cover. Apply a small amount of Varn Wash V-120, VWM Wash (diluted with 20% water) or Ecolo-Clean QD through holes in safety cover. Then soak up solution with syringe or absorbent wipe. **Note: Do not dilute Ecolo-Clean QD with water.**

Deglazing the Kompac: Replace Kompac safety cover. Apply Revitol or OverNite roller detergent through holes in safety cover and run in for 5 minutes to clean out excess sludge. Then washup Kompac again, using above procedures, until Kompac is thoroughly clean. Performed weekly, this routine will completely deglaze the Kompac unit and maintain troublefree performance. **Warning: Do not run Kompac unit with safety covers removed.**

Seal Maintenance: The seals should be removed and cleaned with Wash V-120 or VWM Wash (diluted with 20% water) twice each week to remove dried or emulsified inks, paper and residues. Seals should be cleaned more frequently if running coarsely pigmented or metallic inks. This also applies when running electrostatic fountain solutions. **Note: Seals should be run in again for 1 minute to reseal.**

Seal Assembly Maintenance: It is also recommended that the seal rings on each end of the metering rollers be cleaned with Wash V-120 or VWM Wash. Finally, the guide pins which connect the backing plates to the end frame should be lubricated weekly with a light lubricating oil. Remember to use only genuine Kompac parts.

Michael Pek Technical Representative, Kompac Division

Only a few weeks left to get in the "Winner's Circle" of Varn's "PROFIT IN THE PRESSROOM" dealer sales contest. Call Nora at (201) 337-3600 for entry forms.

P.S. Enclosed find a copy of our complementary Marketing Planning Calendar. Use it to note our promotional programs so you won't miss out on any sales opportunities in 1993.

VARN PRODUCTS CO., INC. 8 Allerman Road, Oakland, New Jersey 07436 • (201) 337-3600

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KOMPAC APPROVED PROFESSIONAL PRODUCTS

PRODUCT	FEATURES AND ADVANTAGES
WASH V-120 King of water miscible roller and blanket washes	 Gives a quick, clean washup Premium water miscible wash. Mix up to 20% - 50% water Deep-cleaning water wash and solvent wash in one step
VWM WASH Prime water miscible roller and blanket wash	 Gives a quick, clean washup Economical water miscible wash. Mix up to 20% water Deep-cleaning water wash and solvent wash in one step
ECOLO-CLEAN QD Superior ecology roller and blanket wash	 Meets strict environmental requirements with good cleaning action Reduces VOC output by 50% over conventional solvent press washes Quick drying formulation
OVERNITE A new concept in roller and blanket maintenance	Works safely to penetrate and lift out dried ink and glaze from rollers and blankets, overnight or during scheduled downtimes
REVITOL Roller and blanket detergent and deglazer	 Quickly penetrates gum and ink glaze Conditions and revitalizes rubber Speeds color changes
VERSI FOUNTAIN SOLUTION	Designed specifically for Kompac Runs oil base and rubber base inks
TOTAL PLUS-AR Professional alcohol reducing formula	Excellent pH buffered solution Reduces blanket and roller piling
TRUE BLUE Plate cleaner and scratch remover for metal plates	 Removes semidry ink and gum streaks Removes scratches and oxidation Makes image area more ink receptive
QUIK SILVER Plate cleaner for black and silver plates	 Removes semidry ink Extends plate life on medium runs Makes image area more ink receptive
COMPOUND 747 Ink additive	 Keeps halftones open Improves ink lay on all stocks Reduces ink picking