



**BUSINESS
INTELLIGENCE
PLATFORM FOR
INTEGRATED
PRINT
MANUFACTURING**

HD
HEIDELBERG DIRECT
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 the United States & Canada
 No. 47 • 2017

First Things First



When our customers demand short runs of boxes and cartons, we print them. Sometimes they're in small batches with track-and-trace and anti-counterfeiting features. They could also be high-volume jobs consisting of numerous individual versions. With all the plate changes and machine setups they involve, printing these jobs on conventional offset presses can be time-consuming and expensive.

This is why Warneke Paper Box spent more than four years searching the market for the right digital press. We needed a solution that would give us the same print quality as offset and let us handle short runs economically. We realized that what we were looking for was a production inkjet press — but an inkjet press that could meet all of our requirements didn't exist.

That changed at drupa 2017 when Warneke Paper Box became the first U.S. printer to place an order for a Heidelberg Primefire 106. One look at its seven-color inkjet output told us all we needed to know about its print quality — it was like no other digital printing that we'd ever seen.

We could also see that its 40" format would fit perfectly with the kinds of work we do, and this was another big factor in our decision. So far, Heidelberg is the only manufacturer that has brought a 40" inkjet press to market with the quality we needed. As far as we were concerned, the timing couldn't have been better.

The Heidelberg Primefire 106 is new technology, and for a printer, being the first to adopt something new means having a lot of confidence. Ours comes from our commitment to doing whatever it takes to deliver first-class results to our customers. If there is a new way to achieve this, we won't sit waiting on the sidelines — we'll make the leap of faith and put it to work for us.

There's also the depth of our relationship with Heidelberg. Our company is 109 years old, and for that time, we have been a 100% Heidelberg shop. Who better to partner with in bringing the power of inkjet to packaging printing?

We expect to do some amazing things with our Primefire 106. It's a great feeling to know that as first adopters, we'll be doing them ahead of everyone else.

Stacy Warneke
President and CEO
Warneke Paper Box

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Introducing Heidelberg Connect: Business Intelligence for Business Decision-Makers

We know that capital investment decisions are not simple, and today it seems the equipment purchasing process is more complex than ever. Between the amount of information available online and the opinions of each stakeholder at your company, the decision can be even more complicated and confusing. That is why we created Heidelberg Connect.

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Heidelberg Connect is a one-stop, easy to navigate resource center that was developed with you in mind. It consolidates all of our educational tools and social media streams in one simple collection.

Heidelberg Connect complements our main web site, heidelberg.com/us, by providing a continuously updated digital library of news stories, videos, blogs, white papers, product brochures and guides, as well as social media links. Also featured are straight-talking testimonials from Heidelberg customers who have made well-informed purchasing decisions of their own.

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We want to be certain that you will have everything you need at each step of your purchasing journey. That's why we created Heidelberg Connect. Please spend some time exploring it, and let us know what else we can do to connect you to the right information and resources.

Andy Rae
Senior Vice President,
Equipment and Marketing
Heidelberg Americas



On The HORIZON

Consumables



THE OPPORTUNITY

UV curing has been a mainstay production technique for many years, and printers are ready for alternatives to conventional UV systems.

- Replacing standard UV lamps with UV-frequency LEDs (light emitting diodes) offers all the benefits of UV curing along with reduced power consumption.
- Presses with LED-UV curing systems must run LED-UV compatible inks and coatings to achieve the best results.

THE SOLUTION

Heidelberg now offers a full range of tested and proven LED-UV consumables – inks, coatings, chemistry, and blankets – under its Saphira brand.

- Saphira LED-UV consumables are optimized for use with all LED-UV presses.
- As with full UV, products printed with LED-UV dry immediately and can go straight to postpress – saving you time and money.

Digital Printing



THE OPPORTUNITY

40" inkjet is the digital production press that the commercial and packaging printing markets have been waiting for.

- Production inkjet can handle short runs and personalization as well as higher volumes.
- With production inkjet, printers get the best of both worlds: the flexibility of digital plus the quality and reliability of offset.

THE SOLUTION

The wait is over: Heidelberg announces the Primefire 106.

- Primefire 106 is the first B1 (29.53" x 41.73") inkjet press to offer truly industrialized digital printing.
- With its Prinect Digital Front End, the platform is fully automated for seamless process integration and optimized production workflows.

Postpress



THE OPPORTUNITY

To prevent bindery bottlenecks, folding must be able to keep up with the output from presses running at up to 18,000 sheets per hour.

- The answer isn't simply adding more inefficient folding machines.
- Nor is it asking your operators to increase output on legacy folders to compromise quality.

THE SOLUTION

The InterTech™ Award-winning Stahlfolder TH 82-P from Heidelberg greatly leverages folder performance by achieving 50% higher sheet throughput at customary folder speeds.

- The Stahlfolder TH 82-P optimizes the processing of 16-page signatures without the need for redundant machines, additional personnel, or extra floor space.
- As folder productivity increases, fold quality and substrate versatility are always assured.

Your guide to the latest problem-solving innovations in equipment, software, supplies, and services from Heidelberg, the industry's only all-in-one provider of solutions for graphic production.

THE SPECIAL FEATURES

With Saphira LED-UV consumables, throughput is faster, storage and logistics are simplified, and printing is emission-, odor-, and ozone-free.

- Saphira LED-UV inks and coatings add the same visual punch and surface protection as conventional UV consumables.
- Saphira LED-UV inks and coatings work within the ideal wavelength range of LED-UV drying units.
- Curing Saphira LED-UV consumables with low-heat LED exposure makes it possible to achieve UV effects on heat-sensitive substrates such as plastic, foil, and metalized paper.

THE VALUE-ADDING ADVANTAGES

Saphira LED-UV consumables help to make LED-UV printing friendly and efficient for production environments of all kinds.

- LED-UV units draw less power than standard UV lamps, cutting energy costs.
- Instant on/off LED-UV performance eliminates the delays associated with the restarts and warm-ups of conventional UV.
- Immediate sheet drying prevents the problems that can arise from stacking wet sheets in piles.

THE FULL STORY

To learn more about Saphira brand LED-UV consumables, please visit <http://heidelberg.com/en/consumables>

THE SPECIAL FEATURES

Primefire 106 is built around the world's most advanced printing technologies: SAMBA drop-on-demand inkjet heads from Fujifilm and Peak Performance features, such as the Preset Plus feeder and sheet transport system, from Heidelberg's Speedmaster XL 106.

- Prints 2,500 sheets per hour in high quality mode at 1,200 x 1,200 dpi resolution and up to 4,500 sheets per hour in productivity mode.
- The seven-color inkjet system with Heidelberg Multicolor technology covers 95% of the Pantone® gamut.
- DryStar®, CoatingStar®, and Perfect Stack Technology systems assure rapid and problem-free sheet delivery.

THE VALUE-ADDING ADVANTAGES

With Primefire 106, businesses are fully equipped to meet the needs of fast-changing printing and packaging markets.

- The press is built from the ground up to handle production challenges such as quick turnarounds, versioned printing (e.g., in multiple languages), SKU proliferation in packaging, and last-minute changes.
- The water-based inks are fully compliant with strict European standards for low migration in food packaging applications.

THE FULL STORY

To learn more about Primefire 106, please visit news.heidelbergusa.com/primetime

THE SPECIAL FEATURES

The breakthrough innovation of the Stahlfolder TH 82-P is PFX stream feeding: mechanically overlapping signatures at up to half their sheet length as they enter the folding stations.

- Three sheets can now pass through each folding station at the same linear speed and in the same amount of time it previously took to process two sheets with gap signature feeding.
- In this way, folder throughput keeps pace with press output, even at top printing speeds.
- Operators complete more jobs while remaining in the comfort zone of manageable folding machine speed.

THE VALUE-ADDING ADVANTAGES

The high performance and the extreme reliability of the Stahlfolder TH 82-P cuts postpress costs significantly.

- One machine does the work of three legacy folders, potentially yielding six-figure savings annually in high-volume folding environments.
- One-person operation with advanced pallet feeding and delivery systems keep labor costs under control.

THE FULL STORY

To learn more about the Stahlfolder TH 82-P, please visit news.heidelbergusa.com/pacingyourpress

How to Fix and Finesse Press Performance with Evaluation Package

Sooner or later, even the most diligent printers experience the frustration of hitting a ceiling of productivity. Nothing appears to be going wrong, but the plant cannot print more jobs per shift than it is already delivering. Even more frustrating is that when productivity gets stuck on a plateau, so do profit margins.

But, there is a path to something better — it's right there in the machine data that the plant accumulates as it processes the daily workload. The trick is capturing the data and understanding what it says about how maximum performance can be achieved.

The data analysis can be accomplished with the help of Evaluation Package, a consulting service from Heidelberg. Part of the Heidelberg SystemService portfolio, Evaluation Package is both a diagnostic exercise and a road map to the next level of operational effectiveness. It combines ongoing data analysis with recommendations for improvement. It's eye-opening and delivers measurable results.

Evaluation Package starts with collecting digital data that Speedmaster presses generate as they run — data that can be expressed as key performance indicators (KPIs) of how efficiently the press is operating. Clues to unplanned stoppages, maintenance faults, and operator issues will be found here, as will signposts for correcting the problems.

Each month, Evaluation Package customers receive clear and comprehensive data summaries in telephone conferences with Heidelberg technical support experts. In these calls, owners, managers, and press operators have a forum to collectively review service histories and other factors that may be impacting press performance. A list of open items provided by the Heidelberg team helps to keep everyone focused on carrying out scheduled preventive maintenance to maximize productive uptime.

After collecting several months' worth of data, Heidelberg personnel conduct an on-site evaluation to examine pro-

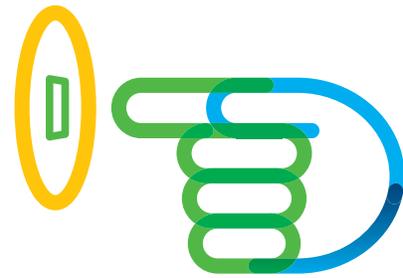


cesses, operator skills, and equipment condition. The consultants then develop and present a business plan that tells the owner what can be done to achieve peak performance and how much financial benefit will be realized from carrying out the recommended steps. The recommendations are designed to help the plant:

- derive maximum output from its Heidelberg presses by running them at best-in-class speeds with minimal makeready times and near-zero interruptions
- more closely align volume produced with full press capacity
- give operators the knowledge they need to achieve individual peak performance

Plants that follow the Evaluation Package road map find that it takes them where they want to go in terms of productivity and profit. One such customer boosted its overall equipment effectiveness (OEE) 23% by learning how to produce more sheets in the same period of time. This translated into a monthly cost savings of \$12,000, or \$144,000 on an annual basis.

Every printing plant that is serious about what it does is always striving to do better. Evaluation Package provides the metrics, the means, and the milestones for doing it systematically — and rewardingly.



“Push to Stop”: A Push in the Right Direction



The terms “paradigm shift” and “game changer” are overused, but when a truly groundbreaking advance comes along, like Heidelberg’s “Push to Stop,” no other descriptions will do. This concept takes print manufacturing to a level of productivity impossible to achieve before.

A Speedmaster press operating in Push to Stop mode is autonomous, which means it takes all job parameters into account, presets all functions of the press, initiates the run, adjusts registration, color, and even starts the good sheet counter while inserting a tab into the pile — all while continuing to print unless the operator steps in to interrupt. Jobs are autonomously changed over without operator intervention.

Using Prinect as the key integration component to tie multiple production process together (i.e. your MIS, workflow, ink key data, substrates specs, and press settings within Intellistart 2), Push to Stop executes the fastest changeover possible. With manufacturing this close to seamless job throughput is dramatically improved.

Push to Stop redefines what can be expected of a press and of production output across each shift by automating the makeready process — eliminating delays, operator mistakes, and other barriers to full production efficiency.

An 18,000-sheets-per-hour Speedmaster XL 106 has a theoretical overall equipment effectiveness (OEE) rating of 100% by running 24/7/365 at top speed, producing a total 158 million sheets. In real life, no press ever hits 100% OEE, and even presses with the most skilled operators seldom exceed 50% or 60% OEE. The norm is about 25-30% OEE — a sure sign that throughout the industry, presses are being underutilized, and profits are being missed.

With Push to Stop, doubling OEE isn’t merely theoretical—it’s fully achievable. The press doesn’t need to wait for

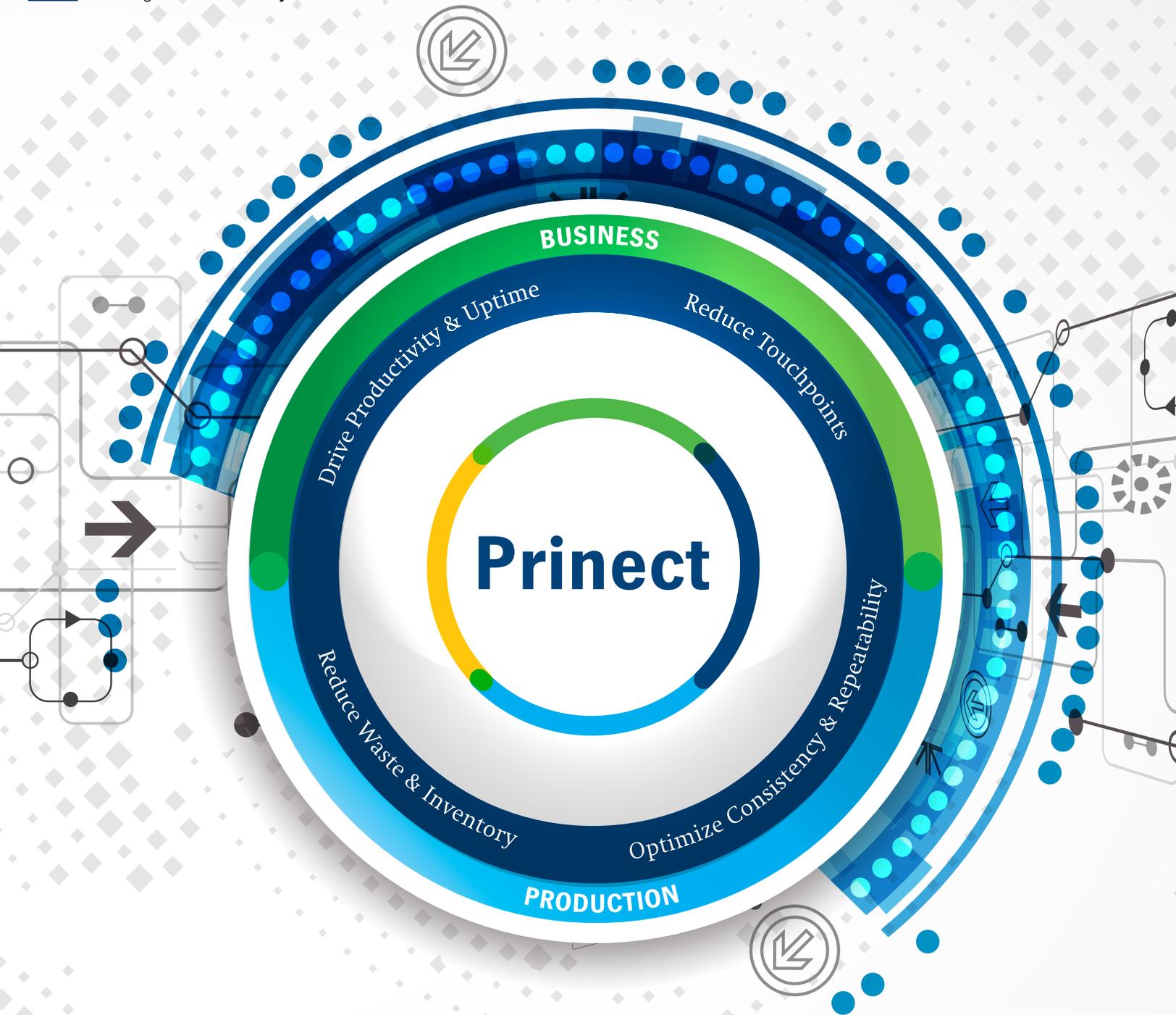
anyone to fine-tune it or tell it when to go into operation, because it can generate and carry out those instructions on its own. The operator has a continuous global view of the process and can override the press at any time. But with Push to Stop, those interventions are designed to be few and far between.

What makes it all possible is Intellistart, an automated job changeover solution that Heidelberg first introduced in 2008. The newest version, Intellistart 2, functions like an automobile navigation system as it maps a makeready route, embarks the press upon it, and keeps the operator posted about where the process is headed next. The Wallscreen XL display animates everything that is happening with readouts like Intelliguide, a moving green bar that tracks makeready progress, along with the countdown in time to complete the process.

Push to Stop is a feature of Speedmaster XL 75, CX/SX 102, XL 106, and XL 145/162 press platforms equipped with Prinect Press Center XL 2 console, Wallscreen XL, AutoPlate Pro or AutoPlate XL 2 plate changing system, and, for color and registration accuracy, Prinect Inpress Control 2 inspection system.

The Push to Stop concept takes press performance to a completely new level of integration. It standardizes the variables that are the main causes of underperforming OEE. It takes operators out of the machine-tweaking routine and gives them significant new roles as pressroom quality monitors.

Thinking of a button chiefly as something that an operator uses to stop a press may seem a bit counterintuitive at first, but that is the nature of breakthrough concepts like Push to Stop. Heidelberg customers who embrace it will find that’s where peak performance lives.



Princt:

Your Business Intelligence
Platform for Integrated
Print Manufacturing



As the executive of a printing business, you naturally pay close attention to the efficiency of your processes. You know that fine-tuning them will pay off in error reduction, increased throughput, and other productivity gains that will ultimately raise the profitability of the operation.

Businesses are at many stages of this process, with few managing to fine tune all areas. However, the difficulty is that at some point, even print companies operating at high levels of efficiency stop becoming more profitable just by changing individual processes. These companies are highly likely to be successful already, but the scope for their further improvement lies elsewhere – namely, in shifting the focus from profitability to company processes as a whole.

Prinect is a fully featured Business Intelligence Platform (BIP) that evaluates and analyzes all of the company's production functions not as separate activities, but as linked process workflow components of an intelligent factory that follows the principles of Industry 4.0 (see sidebar on page 10).

This self-directing factory runs on shared data, and it is always fully transparent. This makes it possible to optimize the workflow globally while continuing to drive productivity gains on a silo-by-silo basis. As new opportunities to break bottlenecks and accelerate throughput begin to emerge, the uplifting effect on profitability can be dramatic.

Consider what happens even in the best-run print companies when process integration is incomplete. Production runs will generate valuable job data, but the information either gets lost or is not put to good use. This hides profit-draining inefficiencies and lost time in the total process. These issues would be easy to fix if they were identified. But they often aren't, and the company misses its chance to reach its full potential.

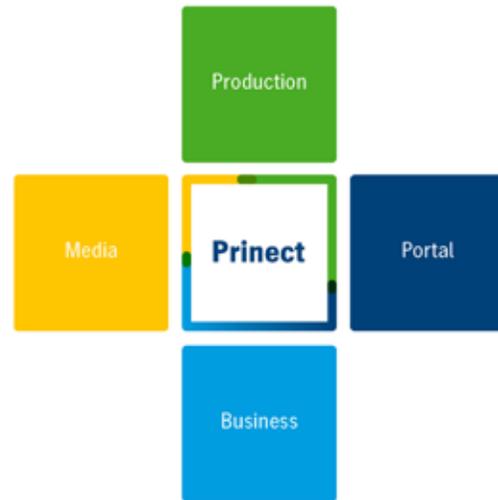
Prinect removes the obstacles by integrating production processes and making them trackable and measurable from one end of the sequence to the other. As a job passes through the stages of production, Prinect knows where it is, who is doing what to it, how close to schedule it is, and

Prinect: the Essence of Industry 4.0

The first three Industrial Revolutions brought mechanization, mass production, and computerized automation to manufacturing in that order. The Fourth Industrial Revolution, now in progress, has introduced cyber-physical systems: networks of machines that communicate and cooperate with each other (and with humans) as they make and carry out their own decisions about how to accomplish the task at hand.

The essence of Industry 4.0 is also the core concept behind Prinect: bringing isolated, optimized production cells together in a fully integrated, automated, and optimized production workflow. Prinect integration focuses on business objectives and includes not just the print operation, but print buyers, suppliers, and providers of ancillary services as well.

A good way to understand Prinect is to think of it as “Simply Smart: **S**implified **M**anufacturing **A**llowing **R**epeatable **T**asks.” Prinect is all about standardizing and streamlining print manufacturing to a point where it truly does become simple: self-monitoring, self-correcting, and consistently free of profit-killing errors, redundancies, and waste. As a solution for assuring these outcomes, Prinect marches in the vanguard of Industry 4.0.



what costs and time it is accumulating as it progresses. Now the company has a continuous feed of real-time information that it can use to:

- reduce touchpoints
- drive productivity and uptime
- optimize consistency and repeatability
- reduce waste and inventory

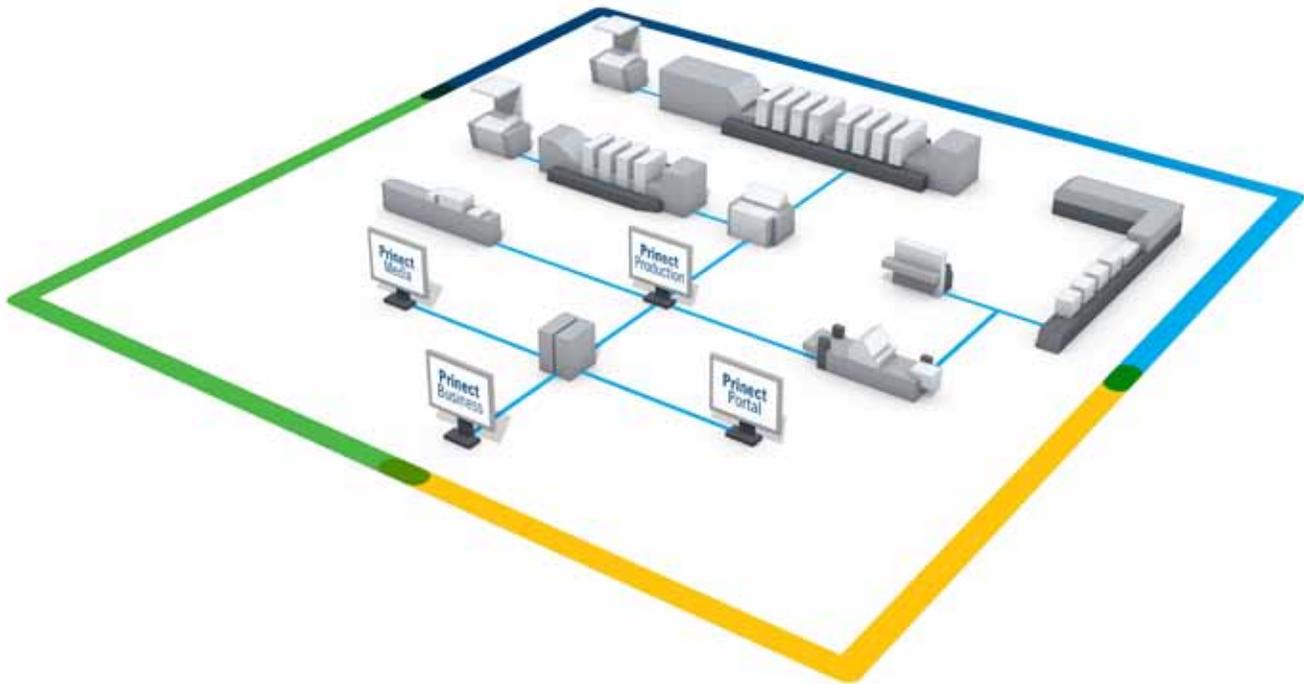
Prinect is a true BIP that will significantly impact the future strategy and profitability of printing companies. The discussion and value proposition are now centered on how to rewrite the business operation as a whole rather than focusing on individual manufacturing centers such as estimating, prepress, press, digital, and postpress.

Prinect now connects all parts of the manufacturing process. Consider a car manufacturing operation, where changes to the production process are never made on the whims of individual employees. Instead, the impact of each change is analyzed to assure that it will not degrade productivity or, worse, lead to costly failures and potential recalls.

The same philosophy should apply to print manufacturing environments, where the use of materials, software, and equipment must be measured throughout the complete production cycle.

Prinect is the only solution capable of providing the automated efficiency of Industry 4.0 within a fully interconnected workflow. It takes a three-part approach to workflow integration through the capabilities of its major components: Prinect Business, Prinect Portal, and Prinect Production.

Raising operational performance and profitability to the next level is the function of Prinect Business, which links business and administration processes with production routines. By providing hard data on what is happening throughout the operation, Prinect Business makes it easier to manage margins and profitability. Now owners have a reliable way to analyze and optimize their product portfolios, pricing, and schedules, opening up new capacity for business growth.



Prinect Portal is all about automating, improving, and clarifying communication with customers and internal areas of the company. Among the many benefits of seamless, 24/7 communication are fewer errors; reduced cycle times and costs; better quality throughout the entire facility; and enhanced customer satisfaction.

Time and cost savings come into sharp focus with the speed and accuracy of Prinect Production. When process integration and information exchange are seamless, the benefits can be counted in dollars and cents. Uniquely presetting the press with 25 different settings from prepress data, for example, makes it possible to automate makeready tasks improving consistency and eliminating the cost-accumulating touches associated with them.

Validated performance gains achieved by customers using Prinect include:

- a two-thirds reduction in processing time per operation through integrated workflow and re-use of data
- up to seven process steps saved in prepress with the help of Prinect's Smart Automation features
- a 40% increase in the number of jobs processed by the same personnel using Prinect modules for prepress

Printing is not what it was. In Prinect businesses, the chain of isolated production events that used to define it has turned into a closed loop of data-driven print manufacturing efficiency. In environments like these, Prinect is more than software – it's the print manufacturing standard of the future.



Saphira Plates and Prinect Workflow Pass Tough Tests at Old York Road Printing



In the CtP department at Old York Road Printing: Bill Kirchenbauer (left), Second Shift Plate Supervisor, and Bob Reheil, Premedia Manager.

When it comes to the performance of pressroom consumables, it's difficult to impress seasoned print professionals with product claims, and it's impossible to sell them a "bill of goods." They either see the proof for themselves, or they quickly move on to something else.

That's what 30-year veteran Bob Reheil had grown used to doing with printing plates — until his first encounter with the Heidelberg Saphira Thermoplate IPR. Now, it's the only plate he'll use in his press department.

Reheil is the Premedia Manager at Old York Road Printing, a packaging and commercial printing firm in Pennsylvania's Bucks County. About two-thirds of the plant's volume is in packaging, and a lot of this work is on tough substrates like plastic-coated polyboard. Printing with these food-grade materials can be very hard on plate surfaces, and as Reheil says, the experience tends to undercut manufacturers' promises about the number of impressions a plate will yield before it has to be replaced.

The Saphira Thermoplate IPR, a positive thermal plate, is designed to withstand the kinds of extreme press conditions that cut plate life short. Old York Road Printing already was a committed user of Saphira Consumables, and at Heidelberg's

suggestion, Reheil agreed to test-drive the plates for 30 days on some of his most challenging jobs.

Any skepticism he may have had vanished when he found that Saphira Thermoplate IPR could give him the required length of run at a lower cost than the plates he had been using. In some cases, the Saphira plates racked up their six-figure numbers after being run, removed, and rehung multiple times — all without cracks from clamping pressure or any other kind of damage.

Reheil adds that the stability of Saphira Thermoplate IPR is as remarkable as its longevity. Once imaged and processed, its emulsion doesn't change, and its dot gain characteristics remain consistent — even in the most extended runs. Because Saphira Thermoplate IPR needs no baking or post-exposure, it's an easy plate to work with.

A Heidelberg Suprasetter CtP unit sends a steady stream of plates to the four Speedmaster presses in Old York Road Printing's all-Heidelberg pressroom. Besides the packaging jobs, the Speedmasters produce marketing collateral for Fortune 500 companies as well as materials for the education, healthcare, and nonprofit sectors.

Old York Road Printing was established in the 1970s in the city of Warminster, and Reheil has worked there for over 13 years. One of his more recent assignments has been to integrate a Prinect workflow into their operation.

Workflow software is another area of production technology where Reheil has seen solutions from various developers come and go. But in designing Prinect, he says, "Heidelberg must have been listening to some of us printers."

The Prinect package at Old York Road Printing automates and streamlines impositions, color management, sheet optimization for gang runs, and other job setup functions. Reheil likes its "point, click, and shoot" simplicity and the time it saves him and his small prepress team.

"It makes my life easier," he says. Plans are to go to the next stages of automation by installing Prinect Pressroom Manager, a centralized control system for the pressroom; and after that, Prinect Business Manager, a fully integrated, print-specific MIS for estimating, order processing, and job data reporting.

It's clear that the common denominator of much of what happens at Old York Road Printing is the company's long-standing relationship with Heidelberg. Reheil says that having one trusted supplier for prepress, press, and software means that one phone call will take care of any problems that may arise. There's none of the finger-pointing or buck-passing that often frustrates printers who have to deal with multiple vendors.

Just as valuable is the peace of mind that comes from knowing that with an all-Heidelberg production profile, difficulties will be few and far between. "Everything is symbiotic, and it all works seamlessly," Reheil says.

Graphiscan Montréal Gets A-to-Z Production Control with Easymatrix Diecutting

Denis Gagnon with Graphiscan Montréal's Easymatrix 106 CS



Like other forward-looking commercial printers, Denis Gagnon likes the opportunities he sees in the packaging market. Packaging represents about 25% of his business at Graphiscan Montréal now, and he thinks it could account for half of the volume in a few years. To help make it happen, he has installed a critical piece of finishing equipment: an Easymatrix 106 CS diecutter from Heidelberg.

Graphiscan Montréal, a company purchased by Gagnon in 2012, is doing well on the commercial side. One of its mainstay products is brochures, which remain popular with consumer-goods marketers despite the alternative media channels that the Internet gives them. Gagnon says it's still true that when his retailing customers have clothing and other upscale items to sell, "they want to promote with paper."

Graphiscan Montréal has three manufacturing locations in Québec and employs 75 people. Gagnon says that of

all the markets it serves, packaging is growing the fastest. He has the packaging printing capability he needs in a five-color, coater-equipped Speedmaster CD 102 offset press. But until recently, most of the diecutting for packaging projects had to be jobbed out.

This was an unsatisfactory arrangement because, as Gagnon points out, "you're just writing checks" to trade shops without earning any return on investment from doing the work.

By installing the Easymatrix 106 CS, Graphiscan Montréal got not only the ROI opportunity but also a more efficient production workflow. By doing the diecutting as well as the printing in-house, says Gagnon, "you can control your jobs from A to Z." Eliminating the shipping of sheets to and from the trade shop saves valuable time and keeps all of the money and labor in-house, thereby increasing overall margin.

The Easymatrix 106 CS processes boards up to 78-pt. thick at speeds up to 7,700 sheets per hour. Its 29.5" x 41.7" format, which is larger than many other diecutters in its class, handles output from the Speedmaster CD 102 with room to spare and gives Graphiscan Montréal all the capacity it needs for diecutting full-sized packaging jobs in high volumes. The quick-makeready machine both cuts and strips and has two tables for die setup—a feature that further improves productivity.

Value was a key element of Gagnon's decision to invest in the Easymatrix 106 CS. He says that its speed, sturdiness and quality of workmanship are the same as those of more expensive competitive models. Operators like the easy user interface and the stable performance from feeder to delivery.

Another point in the diecutter's favor is the fact that it's from Heidelberg. A big plus is local, French-speaking support as well as second-level support in French from Heidelberg's Kennesaw, GA, headquarters.

The company also has digital printing capability and award-winning design and creative services that round out the portfolio it offers its customers, all of whom are in Canada.

Gagnon couldn't take the responsibility of pleasing his customers more seriously than he does. He says that today's print buyers have heavy workloads and that as a result, "they don't want problems." They want to be certain that when they submit a file to production, the next thing they will see — and see quickly — is an error-free printed job.

With the help of the Easymatrix 106, Gagnon says, "we can deliver what we promise."

Product & Services Guide.

Consumables.



The right thing. At the right time.
As simple as that.

Equipment.

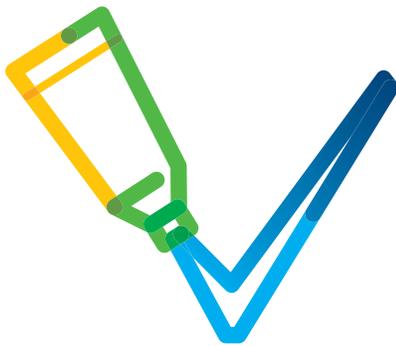


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Today and tomorrow.

Service.



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Ready when they need us.



Saphira Consumables

A wide range of consumables to cover all of your needs – from prepress to press and postpress. our experts provide technical and application support for Saphira® products, and advise you on how to use them.

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Saphira Proofing Paper

Press Products

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Saphira Coatings (Aqueous & UV)
Saphira Digital Inks & Supplies
Saphira Press Blankets
Saphira Press Room Chemistries
Saphira Press Room Supplies
Saphira Rollers
Saphira Wash Up & Go

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Saphira Glue
Saphira Banderoles
Saphira Special Clean

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Princt Workflow

Princt® integrates the traditionally separate areas of management, prepress, press, and postpress into a central business intelligence platform. Through a wide range of software modules for all print shops, whether small or large, it lays the foundation for more efficient production workflows, greater transparency and faster job throughput.

Princt Production

Princt Digital Print Manager
Princt PDF Toolbox
Princt Portal
Princt Prepress Manager
Princt Pressroom Manager
Princt Production Manager
Princt Renderer
Princt Signa Station
Princt Shooter

Princt Color Solutions

Print Color Management (PCM)
Princt Color Toolbox
Princt Multicolor Toolset

Princt Press

Princt Axis Control
Princt Image Control
Princt Inpress Control
Princt Inspection Control
Princt Calibration Tools
Princt Easy Control
Princt Online Kit
Princt Press Center

Princt Postpress

POLAR P-Net with Compucut
Princt Postpress Manager

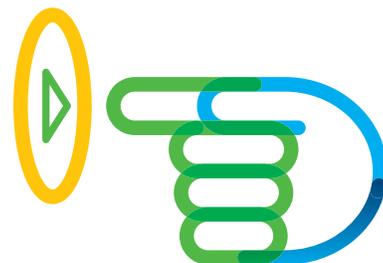
Princt Management

Princt Business Manager
Princt Integration Manager
Princt Media Manager

Suprasetter Computer-to-Plate Devices (CtP)

Based on the experience acquired with several thousands of installed CtP systems worldwide, the Suprasetter® is a platesetter generation that sets new standards in all format classes.

Product Name	Image Area, Max.	Resolution	Plates/Hour
Suprasetter A52	25.59 × 20.67"	2,540 or 2,400 dpi	Up to 27
Suprasetter A75	25.59 × 29.52"	2,540 or 2,400 dpi	Up to 22
Suprasetter A106	36.1 × 41.5"	2,540 or 2,400 dpi	Up to 18
Suprasetter 106	36.14 × 44.88"	2,540 or 2,400 dpi	Up to 15, 21, 27, 33, 38,42
Suprasetter 145	55.63 × 57.48"	2,540 or 2,400 dpi	Up to 15, 25, 35
Suprasetter 162	55.63 × 64.17"	2,540 or 2,400 dpi	Up to 15, 25, 35
Suprasetter 190	55.63 × 75"	2,540 or 2,400 dpi	Up to 15, 25
SDP-Eco 1630IIIIR	15.9" × 28.25"	1,200, 1,500, 1,800, 2,400 dpi	Up to 78 (12 x 18" plate)

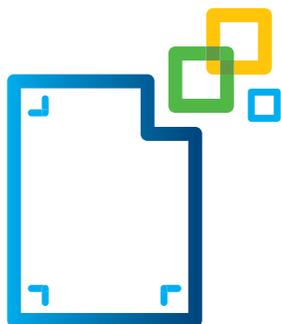


Speedmaster Sheetfed Offset Presses

Speedmaster® sheetfed offset presses offer a high level of automation and productivity, primarily targeting industrialized printing operations. These presses can also be flexibly equipped for a wide range of special applications.

Product Name	# Units	Max. Speed (sph)	Max. Sheet Size	Max. Image Size	Stock Thickness
Speedmaster SX 52*	2-10	15,000	14.56 x 20.47"	14.17 x 20.47"	0.0012-0.016" (opt.: up to 0.024)
Speedmaster SX 74*	2-5	2-7: 15,000, 8-10: 13,000	20.87 x 29.13"	20.08 x 29.13"	0.0012-0.024"
Speedmaster XL 75*	2-14	15,000 straight/perfecting 18,000 option (straight)	20.87 x 29.53" (C) 23.82 x 29.53" (F)	20.08 x 29.13" (C) 23.03 x 29.13" (F)	0.0012-0.032"
Speedmaster XL 75 Anicolor*	2-12	15,000	20.87 x 29.53" (C) 23.82 x 29.53" (F)	20.08 x 29.13" (C) 23.03 x 29.13" (F)	0.0012-0.032"
Speedmaster CX 102	2-12	16,500	28.35 x 40.16"	27.95 x 40.16"	0.0012-0.040"
Speedmaster SX 102*	2-8	14,000	28.35 x 40.16"	27.95 x 40.16"	0.0012-0.032"
Speedmaster CD 102	2-7	2-8: 15,000	28.35 x 40.16"	27.95 x 40.16"	0.0012-0.040"
Speedmaster XL 106*	2-18	18,000 straight; 15,000 or 18,000 option for perfecting	29.53 x 41.73"	29.13 x 41.34"	0.0012-0.040"
Speedmaster XL 145*	4-12	15,000 straight; 12,000 perfecting 16,500 or 18,000 option for straight	41.73 x 57.09"	40.94 x 57.09"	depends on application; e.g. for board: 40 pt.
Speedmaster XL 162*	4-12	15,000 straight; 12,000 perfecting 16,500 option for straight	47.64 x 63.78"	46.85 x 63.78"	depends on application; e.g. for board: 40 pt.

*Perfecting option available



Versafire Digital Presses

The Versafire® is an advanced digital color production system built for reliability, flexibility and straightforward operation with the print quality of an offset press.

Product Name	Max. Speed	Max. Sheet Size	Max. Thickness	Max. Monthly Volume
Versafire CM	135 pg/minute (B/W only)	13 x 19.2"	300 gsm	450,000 A3/13 x 19" Sheet
Versafire CV	80 & 90 pg/minute	13 x 27.5"	360 gsm	350,000 A3/13 x 19" Sheets
Versafire CP	110 & 130 pg/minute	13 x 27.5"	400 gsm	850,000 A3/13 x 19" Sheets

Omnifire Digital 4D Printer

The new dimension in printing, the Omnifire® is a UV inkjet printer that can print and personalize three-dimensional objects. Capable of printing four color plus white or clear, the Omnifire can print on round or cylindrical objects with a diameter of 100–300mm. Its modular platform allows for personalization of objects with a wide range of sizes, forms, and surfaces.



POLAR Hydraulic and High Speed Cutters

POLAR® hydraulic and high-speed cutters meet the highest demands regarding quality, efficiency, and durability. Cutters can be employed both as individual machines or the center of an automatic cutting system. A number of peripherals are also available to help automate the cutting process including lifts, joggers, pile turners, and unloaders.

Cutters	Cutting Width	Clamp Opening	Feed Depth
POLAR D56	22"	3.15"	22"
POLAR D66	26.3"	3.12"	26.3"
POLAR D80	31.5"	3.93"	31.5"
POLAR D115	45.2"	6.5"	45.2"
POLAR N78	30.6"	4.75"	30.6"
POLAR N92	36.2"	5.12"	36.2"
POLAR N115	45.2"	6.5"	45.2"
POLAR N137	54"	6.5"	57"
POLAR N155	61"	6.5"	61" (78" opt.)
POLAR N176	69.3"	6.5"	88.5"

POLAR PACE Cutting Systems:

PACE stands for "POLAR Automation for Cutting Efficiency." These systems, consisting of POLAR cutters integrated with components for jogging, turning, loading, and unloading, offer the highest level of automated productivity with the lowest level of staffing. PACE systems can be configured around POLAR high speed cutters 137, 155, and 176.

Product Name	Performance	Top Trim Min/Max	Front Trim Min/Max.	Bottom Trim Min/Max.	Book Thickness
POLAR BC 330 3-Side Trimmer	220 books/hr (single mode) 520 books/hr (multiple mode)	0.08 – 3.94 in.	0.08 – 3.94 in.	0.08 – 3.94 in	0.12 – 2 in.



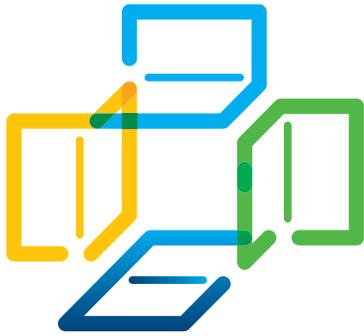
Stahlfolder Folding Machines

Heidelberg offers a comprehensive line of buckle plate and combination folders and mailing systems as part of the Stahlfolder line. Their modular design and range of accessories ensure maximum flexibility and productivity

Product Name	Non-Auto	Auto	Sheet Size Max.*	Sheet Size Min.*	Roller Diameter	Min. Speed	Max. Speed 1st Station	Available Feeders
Stahlfolder Ti 36	X		14.17 x 25.59"	3.15 x 3.94"	1.26"	394 in/min	6299 in/min	Flat Pile, Flat Pile Tremat, NSF 36
Stahlfolder Ti 52	X		20.47 x 33.07"	3.15 x 4.27"	1.58"	394 in/min	7874 in/min	Flat Pile, Flat Pile Tremat, Round Continuous, NSF 36
Stahlfolder CH 56	X	X	22.05 x 50.39"	5.51 x 7.09"	1.73"	984 in/min	7874 in/min	Flat Pile Tremat, Round Continuous
Stahlfolder CH 66	X		25.98 x 50.39"	5.51 x 7.09"	1.73"	984 in/min	7874 in/min	Flat Pile Tremat, Round Continuous, Pallet Feeder
Stahlfolder CH 78	X		32.28 x 50.39"	5.51 x 7.09"	1.73"	984 in/min	7874 in/min	Flat Pile Tremat, Round Continuous, Pallet Feeder
Stahlfolder BH 56		X	22.05 x 35.43"	5.51 x 7.09"	1.73"	984 in/min	7874 in/min	Flat Pile Tremat, Round Continuous
Stahlfolder BH 66	X	X	25.98 x 50.39"	5.51 x 7.09"	1.73"	984 in/min	7874 in/min	Flat Pile Tremat, Round Continuous, Pallet Feeder
Stahlfolder BH 82	X	X	32.28 x 50.39"	5.51 x 7.09"	1.73"	984 in/min	7874 in/min	Flat Pile Tremat, Round Continuous, Pallet Feeder
Stahlfolder TH 56		X	22.05 x 50.39"	5.51 x 7.09"	1.73"	984 in/min	9055 in/min	Flat Pile Tremat, Round Continuous
Stahlfolder TH 66	X	X	25.98 x 50.39"	5.51 x 7.09"	1.73"	984 in/min	9055 in/min	Flat Pile Tremat, Round Continuous, Pallet Feeder
Stahlfolder TH 82	X	X	32.28 x 50.39"	5.51 x 7.09"	1.73"	984 in/min	9055 in/min	Flat Pile Tremat, Round Continuous, Pallet Feeder
Stahlfolder TH 82-P		X	32.28 x 44.29"	16.54 x 11.81"	1.73"	984 in/min	9055 in/min	PFX with Shingling
Stahlfolder KH 66	X	X	25.98 x 50.39"	5.51 x 7.09"	1.73"	984 in/min	9055 in/min	Flat Pile Tremat, Round Continuous, Pallet Feeder
Stahlfolder KH 78	X		30.71 x 50.39"	5.51 x 7.09"	1.73"	984 in/min	9055 in/min	Flat Pile Tremat, Round Continuous, Pallet Feeder
Stahlfolder KH 82		X	32.28 x 50.39"	5.51 x 7.09"	1.73"	984 in/min	9055 in/min	Flat Pile Tremat, Round Continuous, Pallet Feeder, PFX with Shingling
Stahlfolder KH 82-P		X	32.28 x 44.29"	16.54 x 11.81"	1.73"	984 in/min	9055 in/min	PFX with Shingling
Stahlfolder TH 96		X	38 x 51.97"	16.54 x 11.81"	1.73"	984 in/min	9055 in/min	PFX (No Shingling)
Stahlfolder TX 96		X	38 x 51.97"	16.54 x 11.81"	1.73"	984 in/min	9055 in/min	PFX PFX with Shingling

Die Cutters & Hot Foil Stampers

High productivity and greater flexibility for effective diecutting, embossing, and hot foil stamping. Heidelberg's die cutters and hot foil stampers are ideal for short to long runs and from complex layouts to just-in-time packaging production.



Diecutting	Sheet Size Max.	Sheet Size Min.	Machine Speed Max.
Easymatrix 106 C/CS	29.53 × 41.73"	14.2 × 17.8" Option: 11.28 × 13.78"	7,700 sph
Easymatrix 106 FC	29.53 × 41.73"	14.2 × 17.8" Option: 11.28 × 13.78"	6,500 sph when foil stamping
Promatrix 106 CS	29.92 × 41.73"	11.82 × 13.78"	8,000 sph
Promatrix 106 CSB	29.92 × 41.73"	11.82 × 13.78"	7,500 sph
Promatrix 106 FC	29.92 × 41.73"	13.78 × 15.75"	7,000 sph when foil stamping
Powermatrix 106 CSB	29.92 × 41.73"	13.78 × 15.75"	8,000 sph
Promatrix 145 CSB	42.52 × 57.09"	17.72 × 22.83"	6,500 sph

Duopress Two Platen Station Machines

Bringing up to five processes together in one machine, the Duopress combines foil stamping, embossing, diecutting – with optional stripping, and blanking – for folding cartons that need foil stamping with one or several hot foils as well as embossing.

Product Name	Sheet Size Max.	Sheet Size Min.	Machine Speed Max.
Duopress 106 FC	29.92 × 41.73"	13.78 × 15.75"	6,000 sph
Duopress 106 FCS	29.92 × 41.73"	13.78 × 15.75"	6,000 sph
Duopress 106 FCSB	29.92 × 41.73"	13.78 × 15.75"	6,000 sph

Diana Folder Gluers & Blank Inspection

High processing quality, short make-ready times and consistent user-friendliness for high-performance handling of up to 200,000 folding cartons per hour. Diana folder gluers produce a broad spectrum of sophisticated and premium cartons in a highly economic way.

Product Name	Blank Width Max.	Blank Width Min.*	Blank Length Max.	Machine Speed, Max.
Diana Easy 65	25.59"	2.95"	23.60"	1,148 fpm
Diana Easy 85	33.46"	2.95"	23.60"	1,148 fpm
Diana Easy 115	45.28"	2.95"	23.60"	1,148 fpm
Diana Smart 55	21.60"	2.95"	23.60"	1,476 fpm
Diana Smart 80	31.50"	2.95"	23.60"	1,476 fpm
Diana Smart 115	45.28"	2.95"	35.43"	1,476 fpm
Diana X 80	31.50"	2.95"	35.43"	1,640 fpm/2,132 fpm option
Diana X 115	45.28"	2.95"	35.43"	1,640/2,132 fpm option

*1.77" with miniature carton attachment

The Diana Eye offline inspection system provides quality assurance for packaging products with high added value such as luxury goods and pharmaceuticals.

Product Name	Blank Size, Max.	Blank Size, Min.	Machine Speed, Max.
Diana Eye 42	13.78 × 16.53"	2.76 × 2.76"	984 fpm
Diana Eye 55	19.68 × 21.65"	2.76 × 2.76"	656 fpm

Service Portfolio

From trouble-shooting to workflow optimization, and from maintenance to customized training, Heidelberg SystemService is your trusted service partner. Because it is not just about servicing your machine, it is about improving your business.



Technical Services

- Installation
- Maintenance
- Remote Support
- Original Parts
- Relocation
- Cleaning
- Repair
- Overhauling

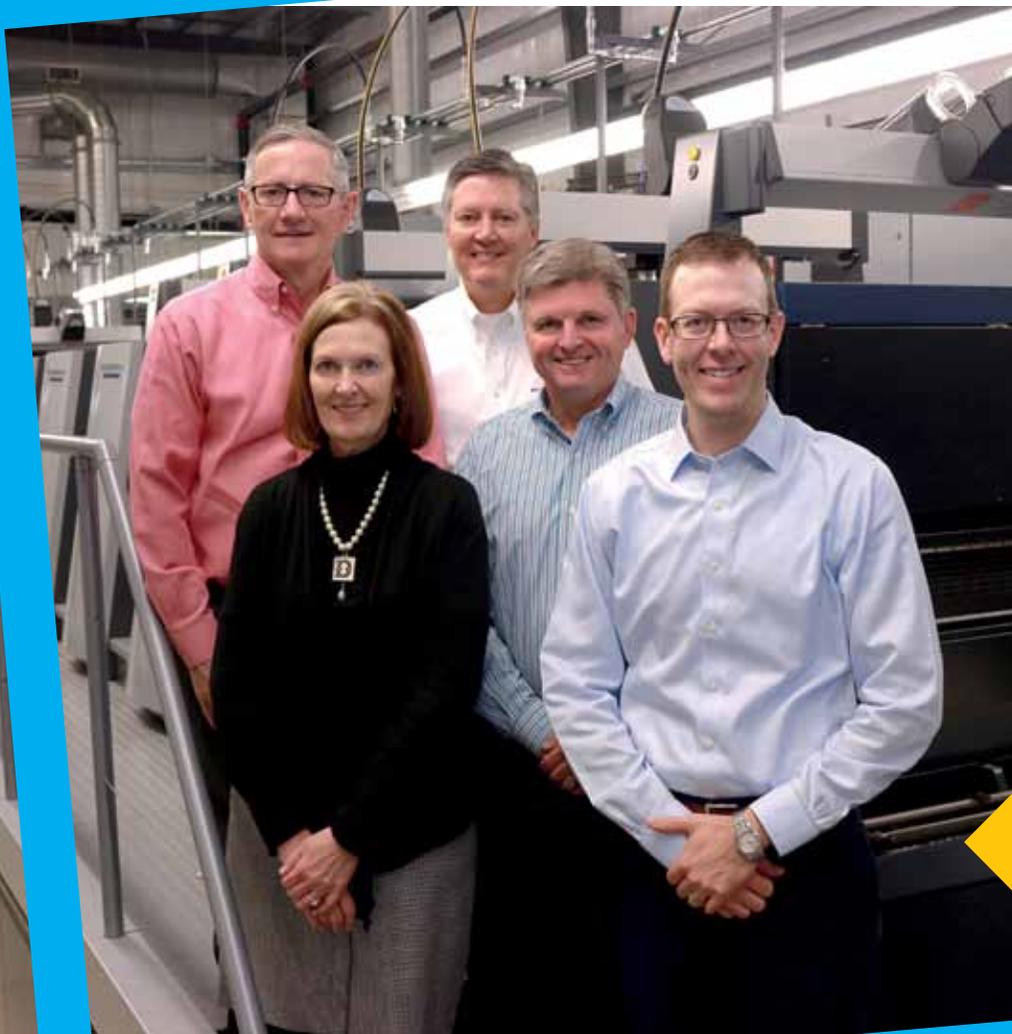
Performance Services

- Evaluation
- Training
- Predictive Monitoring
- Print Shop Optimization
- Color Management
- Upgrades
- Output Optimization
- Investment Planning

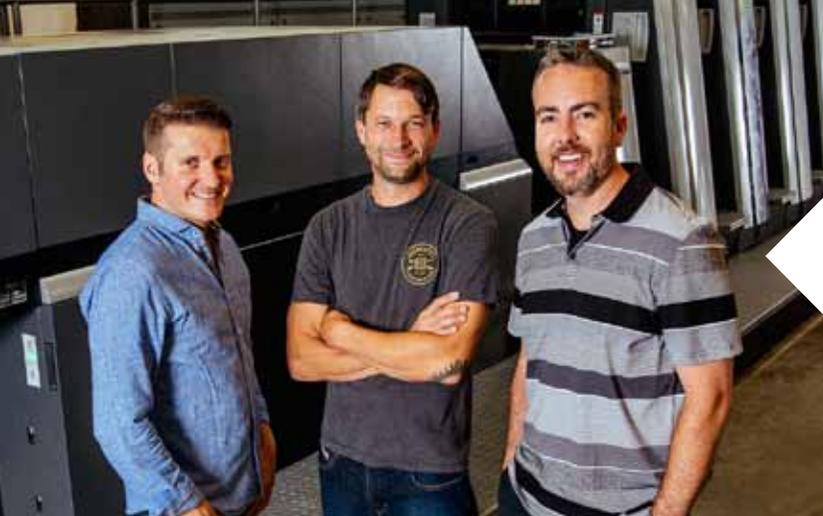
Service Agreements

- On Demand
- SystemService 36plus
- Partner Program
- Performance Agreements

Show us your HEIDELBERG



A 10-color Speedmaster XL 106 perfector purchased at drupa 2016 will enable Modern Litho Print Company (Jefferson City, MO) to print and aqueous-coat both sides of a job in a single pass. With its double coater configuration, the press can send sheets straight to the bindery at less cost than printing with UV curing. Back row, from left: Jim Tomblinson, Vice President of Operations; Darrell Moore, President. Front row, from left: Darla Porter, CEO; Greg Meeker, Vice President of Sales and Marketing; Jeff Davidson, Vice President of Corporate Strategy.



Jakprints, Inc. (Cleveland, Ohio) go from two presses to one with a 30% increase in production capacity. The XL 75 Anicolor can be set up to print coated or textured paper, board, or envelopes in five to 10 minutes with only 20 to 30 waste sheets per job. From left: Jakprints owners Dameon Guess, Jacob Edwards, and Nick DeTomaso.



Fox Group (Lansdale, PA), has transformed its trade bindery operation with equipment upgrades from Heidelberg, including Stahlfolder TH 82 and Stahlfolder KH 82 folders and a POLAR 137 cutter. Folder makereadies have been cut in half, and hourly output from the devices is double that of the devices the Stahlfolders replaced. Producing at the faster pace also has reduced labor costs by 50%. From left: Michael Fox, Hank Fox, and Huck Brooks.

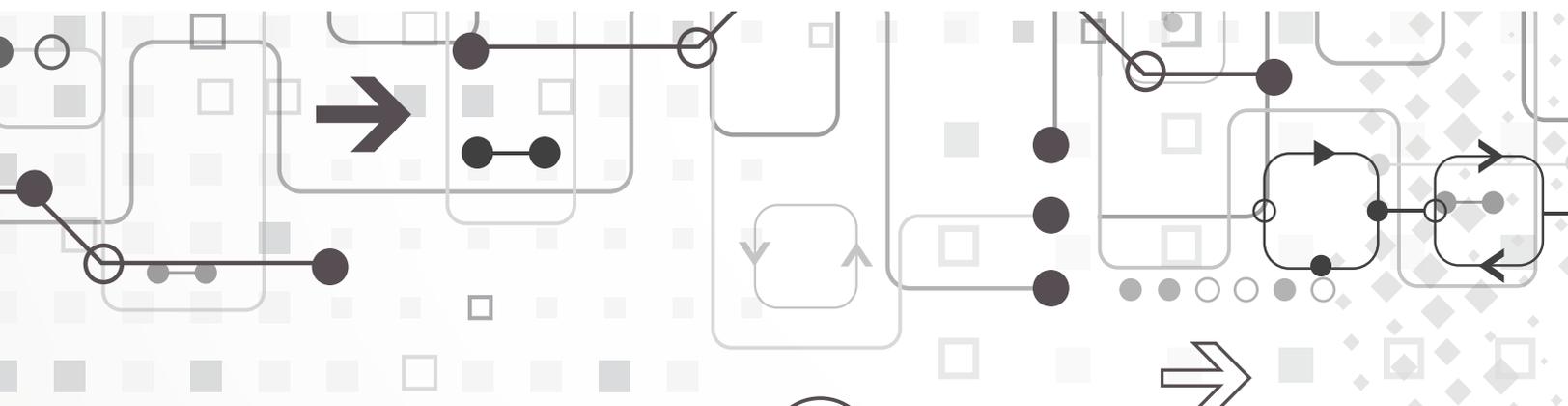


Faster throughput, reduced labor costs, and the elimination of plate processing waste have been the payoffs of installing a new Suprasetter A106 CtP platesetter at Patsons Press (Sunnyvale, CA). The unit images chemistry-free, pre-punched Saphira ND 100 Plates that can be mounted on press directly after exposure. The fully automatic Suprasetter A106 can feed two different plate sizes. Pictured: Joe Dellamano (left), Vice President of Operations, and Mark Dellamano, Senior Vice President.



“Blown away” is how Kathy Atkins, president and CEO of Riegel Communications Group (Ewing, NJ) describes her reaction to the speed and performance of the company’s recently installed Speedmaster XL 106. She says that with its six-color configuration, extended delivery, and 18,000-sph top speed, the XL 106 has increased pressroom productivity by 70% and improved makeready times by 60%. Riegel has been an all-Heidelberg shop since 1986. Atkins is seen here with press operator Wayne Yeager.





HOW IT'S MADE:

Prepress Workflow:	Prinect Prepress Manager with Renderer
Layout:	Prinect Signa Station with Packaging Pro
Color Management:	Prinect Color Toolbox
Platemaking:	Suprasetter 106 DCL
Printing:	Speedmaster XL 106-6+L UV Hybrid with Prinect Image Control
Consumables:	Saphira Presswash, Saphira Fountain Solution & Alcohol Replacement, Saphira Rollers & Roller Care Chemistry, Saphira Ink Foils, Saphira UV Matte Effect Varnish & Coating, Saphira Wash Up & Go
Finishing:	POLAR 137XT Cutter with Auto Jogger & Stacker, Stahlfolder KH 82, Stitchmaster ST 400
Fonts:	HeidelbergGothicML, HeidelbergAntiquaML, Arcon, Furore