

Press Information

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September 21, 2026

“Stronger Together”: manroland sheetfed customers benefit from comprehensive, one-stop service of HEIDELBERG

- **Druck- und Verlagshaus Zarbock will now receive prepress, printing, and postpress services from a single source**
- **Familiar points of contact and service representatives will remain the same**
- **A reliable supply of replacement parts and consumables enhances investment and operational security**

The global integration of manroland sheetfed’s lifecycle and service business into the organization of Heidelberger Druckmaschinen AG (HEIDELBERG) is proceeding according to plan. The key implementation steps are expected to be completed within the next eighteen months. This will provide concrete benefits for existing manroland sheetfed customers: They will benefit from faster response times and access to the printing industry’s largest global service and sales network. Existing service relationships and trusted contacts will remain in place, and the supply of spare parts and consumables will continue seamlessly. The collaboration with [Druck- und Verlagshaus Zarbock](#) in Frankfurt, Germany, a traditional full-service commercial printing company with approximately 60 employees, underscores how HEIDELBERG and manroland sheetfed are quickly and successfully putting their strategies into practice for customers.

Following prepress and postpress, Zarbock now also benefits from one-stop service in the pressroom

Until now, Zarbock had already been receiving service from HEIDELBERG for prepress, the Stahlfolder folding machines in postpress, and the two Versafire digital printing systems. In the pressroom, the company operates still two additional machines from manroland sheetfed, one of which was just recently installed. For the

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installation, technicians from HEIDELBERG and manroland sheetfed worked side by side at the customer's site. Much to the delight of Managing Director Ralf Zarbock: "For us, reliability and quick support are what count. The collaboration between HEIDELBERG and manroland sheetfed has worked exceptionally well from the very beginning. The expanded service capabilities and long-term security give us a very positive outlook for the future. Going forward, we'll receive service for the entire company from a single source, which will further increase our efficiency."

In addition, some of manroland sheetfed's first customers have now also invested in HEIDELBERG printing presses, for example in Germany, Brazil, and Malta. In the long term, customers are set to benefit from a larger service network, additional expertise, and the HEIDELBERG ecosystem. In addition to traditional service operations and consumables, this includes the range of printing presses and post-press systems, as well as other products from the HEIDELBERG portfolio.

"With the integration of manroland sheetfed into HEIDELBERG, we aim to continue growing our service business and strengthen our market position," says Dr. David Schmedding, Executive Board Member for Technology and Sales at HEIDELBERG.

"The Zarbock example demonstrates the added value that this integration creates for our customers: proven technology, familiar points of contact, and the strength of the world's largest service and sales network in the industry. This is how we deliver greater productivity, uptime, and future-proofing for our customers."

[Video: „Stronger Together“](#)

About HEIDELBERG

Heidelberger Druckmaschinen AG (HEIDELBERG) is a leading technology company that has stood for innovation, quality, and reliability in mechanical engineering worldwide for more than 175 years. With a clear focus on growth, HEIDELBERG, as a full-service provider and system integrator, drives further development in its core areas of packaging and digital printing, software solutions, and the lifecycle business with service and consumables, enabling customers to achieve maximum productivity and efficiency.

Building on decades of industry and systems expertise, the company is also strategically tapping into new markets in the fields of security, energy, charging infrastructure, and industrial system solutions—with clear scaling capabilities and attractive growth prospects. Thanks to a strong international presence in approximately 170 countries, the creativity and expertise of its roughly 9,500 employees, its own production facilities in Europe, China, and the U.S., and one of the largest global sales and service networks, the company is well positioned globally. www.heidelberg.com

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Image 1: “Stronger Together”: (Front center:) Ralf Zarbock, Managing Director of Druck- und Verlagshaus Zarbock, together with employees and the service team from HEIDELBERG and manroland sheetfed.

Image 2: “Stronger Together”: Service technicians from HEIDELBERG and manroland sheetfed work hand in hand on-site of customers.

Image 3: “Stronger Together”: manroland sheetfed customers benefit from faster response times and access to the printing industry’s largest global service and sales network as a result of the integration into HEIDELBERG’s business. Existing service relationships and trusted contacts remain in place.

Images and further information about the company are available on the Heidelberger Druckmaschinen AG [press portal](#) at www.heidelberg.com and in the [Media Library](#).

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