Heidelberg Asia
Newsletter Issue 4
UNFOLD YOUR POTENTIAL

Greetings from the MD Heidelberg Asia Pacific

Dear Reader,

Over the past weeks we heard many times that we are on the way into a 'new normal' which will determine our lives after the Covid-19 crisis, with both social and commercial consequences. Still it is pretty much unclear what the new normal will be but sitting and waiting until we can see the full picture is not an option. Our customers expect us to deliver the right thing any time. We won't be asked to deliver according to the 'old' normal but must be on our toes to be able to supply products and services which suit the 'new' normal.

So, at Heidelberg we started to work on our plan B. Since mid of March we turned many stones around and started looking on a few things differently. We will be smaller but more present. We won't be everything for everybody but more focused on helping to build the smart print shop. We must keep a vigilant eye on the industry's pulse and be faster in offering the right solutions. This implies having tools at hand for proper data capturing and right handling of market information. After all this crisis will accelerate the pace of innovation.

And we feel this is also an important topic for many printers. Digital tools for keeping track of production data, optimal ganging of jobs or calculating job costs are just examples for elements in the digital toolbox a printer needs for being fast in decision making and flexible in production. In the following Brian Kow, our workflow expert at Heidelberg Asia-Pacific, introduces two such elements of the digital toolbox Heidelberg offers.

Yours sincerely

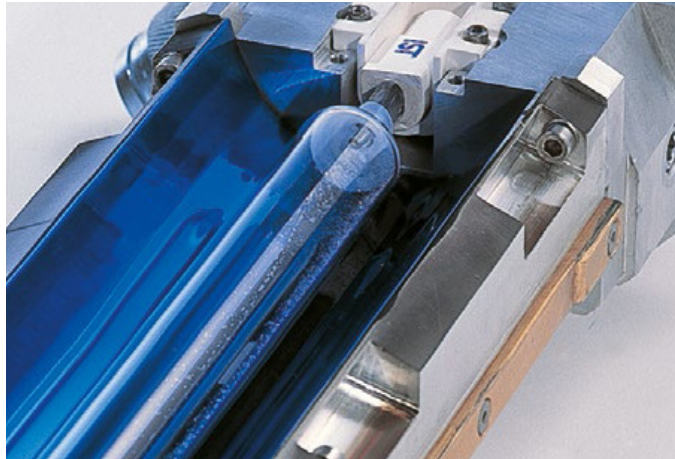**Thomas Frank**
MD, Heidelberg Asia Pacific

UNFOLD YOUR POTENTIAL

- Greetings from MD
- Service availability and Lifecycle
- **Prinect - Analyze Point and Automatic Paper Stretch Compensation**
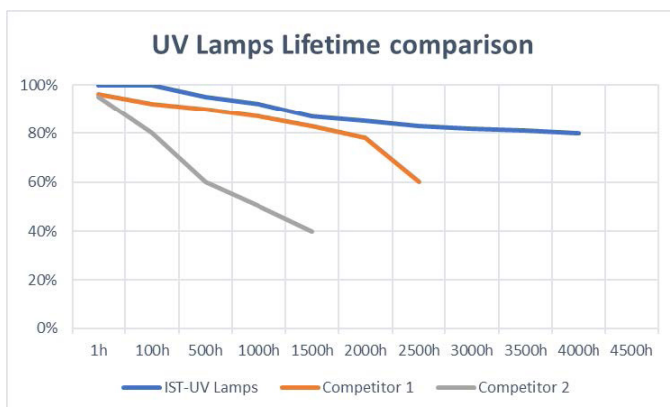- Service and Hotline Phone Numbers

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Service availability and Lifecycle

The Covid-19 crisis generates an increase in food, pharmaceutical and other specialized folding box printing. Quite often, UV printing is involved. In the following we inform you about how to keep Sheetfed UV curing lamps at the optimum performance level over their lifespan.

UV lamps and reflector effectiveness reduce over time. UV lamp radiation output naturally decreases during usage due to on / off cycles and as the lamp approaches the end of its life. Reflectors also get dirty and need regular cleaning. The combined effect is less efficient drying and an increase in power consumption. Presses must run slower and higher power settings are required to achieve the original drying performance. Hence the costs per job go up and the number of jobs that can be printed per shift can be significantly reduced and profits are lost. Other components of the UV system such as cooling and ventilation devices also need regular attention and maintenance.

A clean reflector can output up to 30% more energy.

Before

Area	Min.	Max.	Average
1	94	125	109,5
2	97	112	104,5
3	90	115	102,5
4	89	95	91

After

Area	Min.	Max.	Average
1	147	151	149
2	153	155	154
3	149	152	151
4	149	152	151

Reference value is 163 mW/cm2.

Here is where Heidelberg can help. We sell only genuine IST UV lamps. With a lifetime of up to 4,000 operation hours, IST UV lamps last longer than other lamps and offer a risk-free investment. This is supported by a warranty for 2,000 hours or up to 2 years operation. Importantly the drying performance of IST lamps decreases far less towards the end of life compared to other lamps. And using our highly trained and skilled technicians we can inspect, clean, repair and replace UV system components to help customers reduce unplanned down time, dry at much higher speeds and with greater efficiency.

Contact us today to see how easy it is to bring your IST UV driers back to full performance.

UV radiation output vs the time to lamp failure

Prinect - Analyze Point and Automatic Paper Stretch Compensation

Brian Kow
Heidelberg Asia Pacific

Dear Reader, In Issue 2 of our newsletter series we highlighted **Push To Stop** and the realization of **Industry 4.0** through **6 key improvement areas**. However, you might ask, how can I concretely measure my improvements and what tools are available to help me make noticeable improvements right away?

Heidelberg answers with **Prinect Analyze Point** - an easy to use production analytics tool that gives you a comprehensive overview of your production operations and key performance indicators in real time using your own production floor data.

In addition, we bring focus to **Automatic Paper Stretch Compensation** – a technology that counteracts the registration problems associated with substrate distortion in print and helps you achieve measurable reductions in waste and improvements in print quality.

Please read ahead for more details.

1. Prinect Analyze Point
Managing a print shop, you're faced with many important questions impacting your daily business.

Is my wastage under control?

Are jobs being printed to standard?

How much press time is spent printing jobs?

What is my OEE?

Prinect has the answers.

Prinect Analyze Point is the difference between **guessing** and **knowing** your press productivity.

What is measured can be managed and through real time shop floor data collection, you have the facts to make **vital improvements** in your printshop to **maximize your investment**.
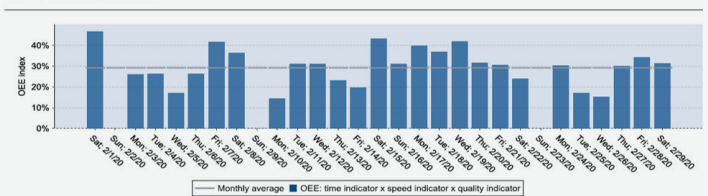
Example OEE Report
Overall equipment effectiveness (OEE) is an important key performance indicator for assessing how effectively a production system is operated in practice. It is made up of factors including availability, performance, and quality.

OEE Index of a 'Normal' press can be expected in the range of:
- 18-40% for industrial commercial printers
- 25-45% for packaging printers

OEE reports are only a few clicks away with **Prinect Analyze Point. Do you know your OEE?**

OEE index February 2020

Benefits at a glance
With Analyze Point you benefit from a comprehensive overview of your production operations – keep track of key indicators and trends relating to jobs and machines in real time.

Monitoring
Eliminate labor-intensive manual job tracking by taking full advantage of automatic, real-time updates on job progress and machine status.

OEE Reporting
Manage your printing operation proactively based on factual information provided by easy-to-read OEE reports that document your systems' effectiveness over time.
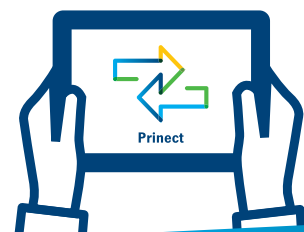
Quality Reports
Monitor your print quality using inline measuring instruments in your presses or integrated into your workflow. Use the resulting high quality color reports to reduce paper waste.

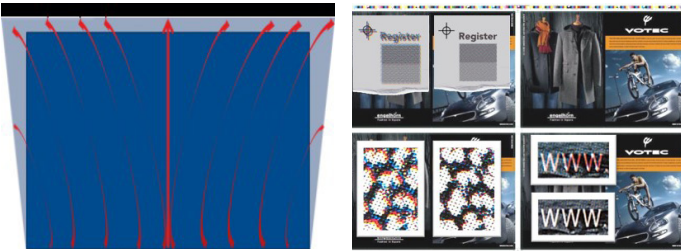For video about **"Analyze Point"**

Click Here

Scan here

Prinect

2. Prinect Automatic Paper Stretch Compensation

Substrates, particularly paper, can stretch during the printing process, resulting in register inaccuracies in the print image which can lead to job rejections and reprints.

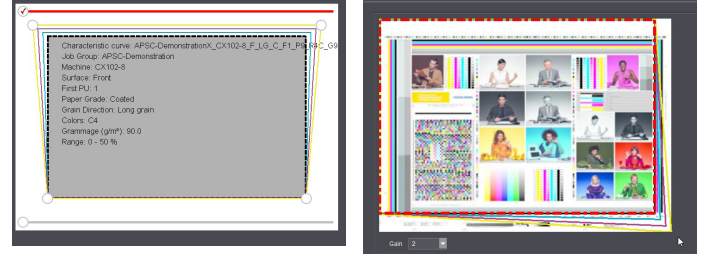Below are typical symptoms of paper stretch and the results after compensation.

Using Automatic Paper Stretch Compensation, the software calculates the degree of stretching either predictively or by measurement and outputs compensated imaging data. The set of plates generated using this approach prints a correct print image right from the first pass.
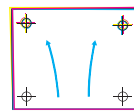
Automatic compensation is particularly suitable for jobs printed under constant conditions (press, substrate, ink, printing order and direction of paper travel).

The greatest increase in quality is achieved with challenging print images with fine details or inverse fonts, or with several repeats or high area coverages.

Prinect also provides user friendly tools that allow you to define the degree and direction of stretching to compensate for using simple drag and drop points on a diagram or precise measured values.

Benefits at a glance.

Automatic Paper Stretch Compensation
On-the-fly compensation of plate imaging data for each job. Increases register accuracy when printing, thereby reducing plate consumption, setup time, and paper wastage.

Enjoy the benefits of both **Prinect Analyze Point** and **Prinect Automatic Paper Stretch Compensation** conveniently within your monthly Production Manager subscription.

Please contact our friendly Heidelberg sales for a consultation today and stay tuned for the next issue where you'll discover solutions from Heidelberg Post-press, both for packaging and commercial to enhance the entire workflow. Until then, stay healthy!

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