

21,000
sheets per hour

HEIDELBERG

COMMERCIAL & P

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HEIDELBERG DIRECT

drupa 2024 Edition

Discover How You Can
Unfold Your Potential

The Customer Magazine for
the United States & Canada
No. 56 • 2024

Innovations

Next Generation Equipment
New Digital Frontiers
Postpress Automations
World Record Achievement

Developments

Sustainability
Workforce
Digitalization

UNFOLD YOUR POTENTIAL.



At drupa 2016, HEIDELBERG first introduced the concept of “Simply Smart” – our vision of the future where printing processes are simplified, intelligent, and focused on reducing complexity to enhance efficiency and productivity so printers can more easily adapt to ever-changing market demands.

Eight years have passed since the worldwide printing community last gathered in Düsseldorf, now HEIDELBERG’s vision for the future is here. At drupa 2024, HEIDELBERG set its focus on helping our customers address some of today’s biggest topics – an economy grappling with inflation, the advent of open AI, escalating sustainability concerns, and industry journeymen leaving the workforce at record pace. Our newest drupa innovations, tailored for packaging and commercial printing, highlight key advancements in sheetfed offset, flexographic, and digital printing that equip you with the tools you need to Unfold Your Potential.

This special drupa issue of HEIDELBERG Direct will help you answer these key questions:

- How do I respond to the shortage of skilled workers?
- How can I operate sustainably, yet economically?
- How can I produce more efficiently to soften cost pressures and strengthen my competitiveness?
- How can I benefit from digitalization?

In addition to answering these questions, you’ll discover the newest product announcements we made at the show including: Jetfire, our sheetfed inkjet co-operation with Canon; the Boardmaster’s extended range, which now includes flexible paper; and the newly enhanced 21,000 sph Peak Performance Speedmaster XL 106.

Our drupa 2024 innovations highlight HEIDELBERG’s desire to be a true partner – to you, our customer. We are focused on responding to the dynamic conditions of the print, packaging, and label industries and developing solutions to assist you in tackling both the concerns of today and the future. We thank you for the confidence and trust you have instilled in us for almost 175 years.

Clarence Penge
EVP, Sales, Product Management, Marketing
Heidelberg USA, Inc.

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DIGITALIZATION

HARNESSING THE POWER OF DATA & AI IN PRINT PRODUCTION

Based on a recent global survey, HEIDELBERG customers rank “digitalization” as the biggest challenge they are facing today. In the pressroom, digitalization simplifies process control and machine operation – creating opportunities to elevate print production, but many printers just don’t know where to begin. So how can you harness the power of data, connectivity, and artificial intelligence to drive digital transformation in your business?

Benefits of Digitalization in Print Production:

- Facilitates efficiency
- Lowers manufacturing costs
- Creates predictable manufacturing
- Filters business information for decision makers

HEIDELBERG has simplified the process of integrating digitalization in the pressroom. The new “Print Shop Analytics” apps, available within the HEIDELBERG Customer Portal, are already available to customers who own a HEIDELBERG machine and utilize Prinect.



Learn more about getting started with HEIDELBERG Customer Portal at: heidelberg.com/us

Print Shop Analytics assists you in transforming your existing production data into actionable insights. It provides full transparency to key figures, so you understand what’s currently going on in your production, can compare yourself with other similar business models, and improve your performance with concrete suggestions. The focus is on transforming your potential into a real competitive edge and ultimately, increasing your profitability.

New AI Highlights

The artificial intelligence features embedded in new Speedmaster presses are based on intelligent algorithms that automatically configure complex production parameters, which previously had to be manually defined by the operator. These AI-powered “assistants” set up more effective and efficient job changes, ink profiles, and wash-up programs.

At drupa, HEIDELBERG introduced its newest technology, the AI-based Hycolor Assist. Together with the new Hycolor XL inking unit and dampening system, the assistant operates entirely autonomously to optimize the presetting of the inking unit and dampening system before the first sheet enters the press. It cuts the amount of setup waste by up to 25% and reduces the time it takes to achieve the first OK sheet.

Digitalization with Print Shop Analytics Apps:

Step 1: Understand Your Production Data via Insights App

- Collects relevant data about your performance and presents it in an easy-to-understand format
- Delivers an overview of all relevant KPIs with detailed insights about your print shop operations, providing comparisons of all of your machines and shifts

Step 2: Compare to Your Competition via Benchmarking App

- Compares your overall performance and metrics like waste sheets for thicker substrates or makeready time for complex jobs with other Speedmaster presses in the same job category
- Provides insightful data on weaker areas for potential improvements

Step 3: Improve Your Production via Performance Advisor Technology (PAT)

- Monitors your printing processes, detects deviations and possible causes, and suggests suitable optimization measures based on artificial intelligence
- Shows potential areas for improvement, including key figures and economic impact and recommends appropriate actions that you can plan and execute
- Continues to learn about your business the more you utilize it

SPEEDMASTER XL 106:

REACHING NEW HEIGHTS IN PEAK PERFORMANCE

In the lifecycle of a print job, over 20,000 manual interventions per day would be required without Push to Stop technology. That's 20,000 opportunities for human error, 20,000 moments to slow down productivity, 20,000 chances to miss your deadline. Whenever an operator has to perform manual tasks at a specific time and place, time is lost. Sometimes it's just seconds, but other times it's minutes – each one eating away at your margin. Given today's cost pressures and the need to stay competitive, every second of your printed product's lifecycle matters.

HEIDELBERG began eliminating many manual operator interventions when it launched Push to Stop autonomous print technology in 2016. And again, with the HEIDELBERG User Experience (UX) and introduction of AI-enabled press assistants a few years later. The latest iteration of Push to Stop integrated into HEIDELBERG's new Peak Performance Speedmaster XL 106, introduced at drupa 2024, eliminates 98% of manual interventions throughout the lifecycle of a commercial print job. That means print production can, for the most part, take place without operator intervention at up to 21,000 sheets per hour, even in perfecting mode.

The **Peak Performance Speedmaster XL 106** not only reduces energy consumption and waste significantly, but it also **cuts necessary manual operator interventions to only 2%** of the entire production process.

The new Peak Performance Speedmaster XL 106 produces 15% more sheets compared to the XL 106's previously top-rated speed of 18,000 sph. For the XL 106 to process almost six sheets per second, a lot has been optimized from the feeder to the delivery. However, its productivity relies on more than just final speed.

Digital integration with Prinect and improvements to the HEIDELBERG UX's assistance systems guide operators through even the most complex processes – simplifying operation and maximizing productivity. Many press processes, like blanket washing and plate changing, can run independently from each other, in parallel and are no longer linked in terms of time.

For commercial printers with perfecting presses, the newly designed Prinect Inspection Control 4 can now fully detect print errors inline, on both sides of the print sheet at top speed. Thanks to inline ejection of defective sheets together with delivery logistics, waste-free stacks are delivered to the finishing department without operator intervention.

Customers who utilize Prinect Inspection Control can save upwards of \$130,000 by reducing waste, eliminating downstream costs due to errors, and lowering personnel costs.

Additional productivity enhancements stem from improvements to peripherals such as the Plate to Unit plate logistics system and a new fully automatic reel splicer for the CutStar sheeter. Handling up to 150 printing plates per hour, Plate to Unit completely automates the plate changing process, which can save one press assistant per shift. The new Contiweb splicer, which virtually eliminates changeover time between rolls on the CutStar, boosts press productivity by an additional 12 to 20% while reducing downtime and paper waste.



Peak “Firsts” for Packaging Printers

The Peak Performance Speedmaster XL 106 brings several industry firsts for packaging printers: production speeds of up to 21,000 sheets per hour and true Push to Stop autonomous printing. The combination of higher speeds and new automation is expected to boost productivity by approximately 20%. This means high-volume packaging and wet-glue label producers will be capable of achieving 100 million sheets per year compared to the 85 million sheets currently produced by today’s industry leaders.

One of the press enhancements driving these advances is the new Push to Stop coating unit, which autonomously changes the coating plate, screen roller, and coating. During production, the makeready process for the coating happens automatically – without operator intervention – cutting the overall makeready time by 30%. Further improvements include the AI-driven Hycolor Assistant, which automatically optimizes the inking and dampening unit and eliminates aggravating print defects like ghosting from the beginning.

The **combination** of **higher speeds** and **new automation** is expected to boost productivity by approximately **20%**.

With improved insulation in the delivery, a cross-flow heat exchanger, and a new dryer-cassette design, the DryStar Combination Eco dryer uses up to 30% less energy during drying. In just four seconds, the new dryer saves twenty-watt hours, which equates to the amount of energy you consume watching television for twenty minutes or charging your smart phone for four hours.

The Peak Performance Speedmaster XL 106 not only reduces energy consumption and waste significantly, but it also cuts necessary manual operator interventions to only 2% of the entire production process. In all, this translates to reduced operator strain and human error, lower labor costs, decreased cost per sheet, and a solid path to future success.



DryStar Combination Eco

ANICOLOR:

DIGITAL RUN LENGTHS, OFFSET QUALITY

For printers looking for cost-effective short runs without sacrificing the benefits and quality of offset printing, the Speedmaster XL 75 with Anicolor 2 zone-less short inking unit offers exceptional productivity. The fast and consistent inking means that print jobs are ready for production after just a few sheets. Its ink density can be changed and adapted to a wide range of substrates and spot colors by adapting the temperature and activating the Anicolor booster.

Kingery Printing, a commercial printer located in Effingham, IL, signed for a new Speedmaster XL 75 with Anicolor inking technology at drupa. Kingery has been running the SM 52 Anicolor for years with great success. Michael Kingery, President of Kingery Printing explained:

“We just fell in love with how quickly the Anicolor print unit comes out the blocks in perfect register and great color. HEIDELBERG has enhanced the Anicolor print unit to its current 23" × 29" sheet size and placed it on their robust XL 75 platform resulting in an incredibly strong inker and a platform built for perfecting heavier board grades at full speeds. **The versatility of the press fits our current product mix and opens new opportunities in the boutique packaging market on board grades we couldn’t previously produce.** This press is built to deliver high quality, cost-effective, short run work and we’re looking forward to its impact on our print market.”



Discover the Speedmaster
Peak Performance Generation at:
heidelberg.com/us



MOQUIN PRESS

CONTINUES “XL LEGACY” WITH RECORD BREAKING 21K SPEEDMASTER XL 106

Moquin Press does not shy away from being the “first” to embrace new technology. The company, one of the West Coast’s leading label and packaging providers, was the first in the U.S. to install the Speedmaster XL 105 in 2004 and later, the XL 106 with Push to Stop technology in 2016. After transitioning its business from commercial printing to packaging and label production, Moquin recently invested in the first Speedmaster XL 106 in the U.S. rated for printing 21,000 sheets per hour. The press is also the first in the world specially designed for label production.

“It’s the **best Speedmaster we’ve ever had**. Consistent and stable production, automated processes, and **unbelievably intuitive** technology.”

“Since their inception, Speedmaster XL presses have undergone a remarkable evolution,” says Marcio Ribiero, Moquin’s General Manager. “Among its notable advancements is the ability to seamlessly produce across a broad spectrum of substrates at peak speeds with exceptional print quality.”

Moquin can now add another “first” to its list – becoming the first to produce a new world record 452,805 net sellable sheets (455,709 gross sheets) on its Speedmaster XL 106 in only 24 hours.

Central to this accomplishment were the press’s high speeds, advanced Push to Stop technology, and numerous press modifications tailored to meet the demands of high-performance label printers, including special sheet travel adjustments in the units and the delivery and new fourth generation CutStar – all optimized for production of thin materials at higher speeds.

Across all **455,709 sheets**, the press team achieved impeccable color consistency with an average **Delta E of 0.6** and produced **less than 3,000 total combined makeready and waste sheets (0.6%)**.

“It’s the best Speedmaster we’ve ever had,” says Bryan Moquin, Vice President of Sales, “Consistent and stable production, automated processes, and unbelievably intuitive technology.”

During seven plate changes (to ensure plate quality and dot integrity) and thirteen roll changes, Ribiero says, “There wasn’t a moment that wasn’t productive. While the operators changed rolls, the machine automatically started changing plates or washing blankets.” The “real star” of the XL 106 is its redesigned non-stop delivery, which ensures uninterrupted production on long runs, even at top speeds. Every 10,000 sheets, the machine automatically started the process to change out the stack in the delivery; fifty pallet changes were performed with zero jams or interruptions.

Despite its record-breaking performance, Moquin’s team mantra is still “quality first, speed second.” Both are possible thanks to the press’s built-in Prinect Inpress Control 3 color control technology. Across all 455,709 sheets, the press team achieved impeccable color consistency with an average Delta E of 0.6 and produced less than 3,000 total combined makeready and waste sheets (0.6%).

Prinect provided real-time quality and production metrics throughout the twenty-four-hour press run, which included three shifts and six different operators with varying levels of experience. “Previously, we would have seen changes in run speed or quality variance due to shift changeover, but it was seamless,” says Ribiero. “Our operators really embrace the press’s technology, which was essential to achieving this feat.” Moquin adds, **“A world record with virtually flawless execution requires not only the best equipment in the world but also the best operators in the world. Thanks to them, we can turn projects around with more agility than our competitors and still maintain extremely high-quality.”**

The company, who was recently awarded a Silver sustainability rating from EcoVadis, is not stopping at one world record. Ribiero contends, “The more in tune our operators get with the technology, the more efficient we become. We know we can get even better.”



Evaluation

Processed operations (1)						
Job number	Customer name	Operation designation	Good production	Planned Amount	End	
Job Name			Waste Amount	Planned Waste	Start	
035215	Moquin Gang Run Jobs	ST159592 6/-	452,755	480,000	6/26/24, 7:45 AM	
Label 3217			1,273	8,910	6/25/24, 7:45 AM	



J.S. MCCARTHY

STRATEGIC INVESTMENTS AND INNOVATION DRIVE GROWTH IN FOLDING CARTONS

In the print industry, sustaining success for nearly eighty years requires more than just maintaining the status quo. For J.S. McCarthy Packaging + Print, one of the oldest and largest packaging and commercial printers in New England, it meant not only having the vision to transform its commercial printing operation into a high-volume folding carton facility but the fortitude to invest \$25 million in infrastructure and equipment over the past seven years to bring that vision to life. The company is also entirely employee-owned, which means every member of its 115-person team is fully invested in securing its long-term success.

The Augusta, Maine-based company's journey into folding cartons began nearly twenty years ago, but in 2017, it made the decision to go "all in." This shift involved significant changes and expansions to its facilities along with purchasing state-of-the-art equipment, including a Speedmaster XL 106-4+LYY-P+4+L in 2018. Currently, folding carton production — primarily for the food, pharmaceutical, and cosmetic markets — accounts for nearly 80% of J.S. McCarthy's business.

Purchasing the XL 106 was a pivotal moment for the company. Designed to tackle both commercial and packaging tasks, the perfecting press replaced two older models from other manufacturers, delivering an immediate 50% improvement in productivity. Today, the XL 106 almost exclusively runs folding cartons at its top speed of 18,000 sheets per hour. With nearly 250,000,000 impressions logged since its installation, the press has significantly enhanced efficiency, enabling J.S. McCarthy to achieve a remarkable 47% increase in folding carton revenue over the past three years.

"The XL 106 delivers reliable, proven productivity day in and day out," says President Jon Tardiff. "The impression count for good sheets to the floor is significantly better than what we've experienced with other manufacturers' equipment."

In response to its rapid growth in packaging, J.S. McCarthy recently added 12,000 square feet of new office space and its second Speedmaster XL 106, an eight-color model with coater.

This latest addition replaces an older perfecting press from a different manufacturer and is equipped with UV curing and Prinect Inpress Control 3. With speeds of 21,000 sheets per hour, it is among the fastest of offset presses for folding carton production in the world and has cut turnaround times in half since live sheets began in February. J.S. McCarthy can now complete high-volume folding carton jobs in as little as seven days, and its team regularly produces 1 to 1.5 million impressions per week.

“Our capacity has expanded significantly,” Tardiff cites. “Previously, it was difficult getting jobs through the plant fast enough, but we’re processing work so efficiently now with our new 21k per hour machine. We believe we have the capacity to increase our annual sales volume by another 50% with our two Speedmaster presses.”

To maximize efficiency and maintain maximum output levels throughout high-speed production, the XL 106 features over 200 optimized components, including the HEIDELBERG User Experience (UX), autonomous Push-to-Stop technology, and AutoPlate Pro. Additionally, the press is equipped with logistics in the feeder and delivery, which Tardiff says is “essential to maintain productivity due to the sheer amount of material that’s being produced on the press.”

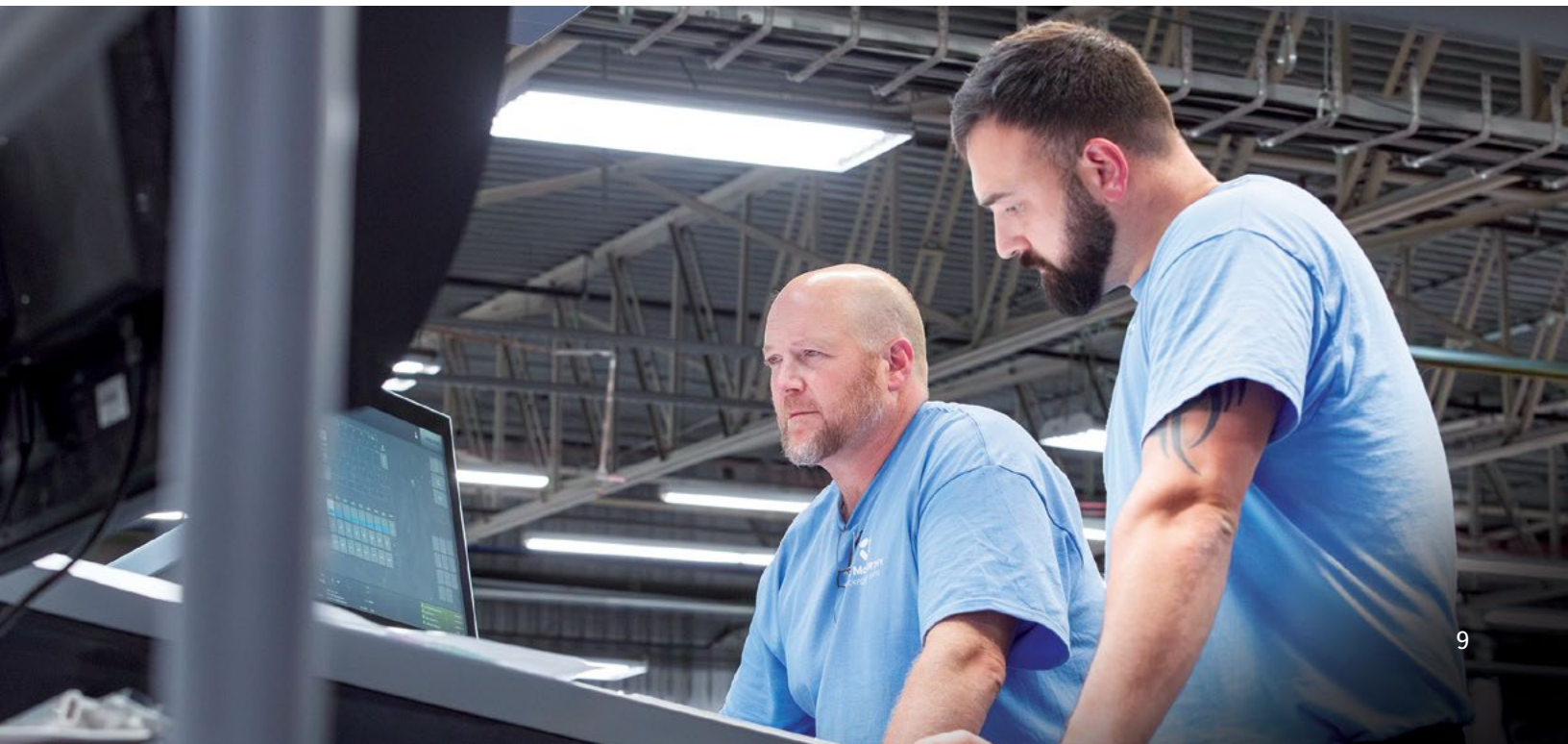
“Previously, it was difficult getting jobs through the plant fast enough, but we’re processing work so efficiently now with our new 21k per hour machine. **We believe we have the capacity to increase our annual sales volume by another 50% with our two Speedmaster presses.**”

J.S. McCarthy’s XL 106 also includes Prinect Inpress Control 3 to measure and correct color, even at 21,000 sheets per hour. With Inpress Control, J.S. McCarthy’s team can monitor color directly from the Wallscreen at the press. Additionally, quality reports can be easily exported from Prinect and shared with customers to demonstrate consistency throughout the run.

“Our superior color control has attracted the attention of several national brands,” he notes. Inpress Control also significantly cuts down on the makeready process with press runs consistently producing less than 1% waste.

Higher efficiency production and waste reduction are crucial elements of J.S. McCarthy’s overall sustainability goals. “In transitioning from commercial print to folding carton packaging, we’ve invested significantly in our facility, equipment, and team, while prioritizing environmental responsibility,” says Tardiff. The company opted for a carbon-neutral press, which means CO2 emissions that are generated during press production are compensated for by purchasing climate protection certificates (Gold Standard). J.S. McCarthy’s plant is also 100% wind powered, and the company is EcoVadis and FSC® certified.

J.S. McCarthy’s strategic investments are yielding significant results, as it projects a 50% increase in folding carton sales revenue over the next three years while continuing to transition from commercial printing. Previously hindered by the inefficiencies of managing three presses with ten press crews, J.S. McCarthy now efficiently manages its production with just its two XL 106 presses and four press crews, leaving ample room for future growth and continued success.



ROBOTIC SOLUTIONS

FOR NEXT LEVEL AUTOMATED FOLDING CARTON PRODUCTION

Since HEIDELBERG announced its strategic partnership with MK Masterwork in 2014, over 1,000 MK units have been installed worldwide. The two companies have worked together over the past decade to develop a truly comprehensive portfolio of die-cutters, folder gluers, foil stampers, and inspection devices for customers ranging from traditional commercial printers to industrial folding carton manufacturers. MK's advancements showcased at drupa underscore its collaboration with HEIDELBERG in creating solutions focused on automating processes and optimizing operator efficiency.

Loading and offloading a folder gluer are often viewed as some of the most labor-intensive processes in folding carton production. To ease operator strain and reduce production bottlenecks, HEIDELBERG and MK unveiled multiple robotic solutions to completely automate the feeding, packing, and palletization of folding carton blanks. The new robotic infeed system eliminates the operator task of transferring cartons into the feeder of the folder gluer. It begins by picking up a stack of die-cut cartons from the pallet and autonomously placing it onto a conveyor. This conveyor then feeds the stack into the Stack Turner, which in turn supplies the Diana Feeder.

At the end of the Diana, a new robotic solution takes corrugated cases, assembled by a case erector, and positions them in the Diana Smartpacker. The Smartpacker then automatically fills the corrugated cases with glued folding cartons until the cases reach a predetermined quantity. The robot can also place layer sheets at the bottom of the corrugated case or in between layers.

To completely automate the process, a palletization robot picks up the filled corrugated cases from the Diana Smartpacker and autonomously places them onto a shipping pallet. While designed for HEIDELBERG's Diana line of folder gluers, these efficiency boosting peripherals can also be used with other manufacturers' machines.

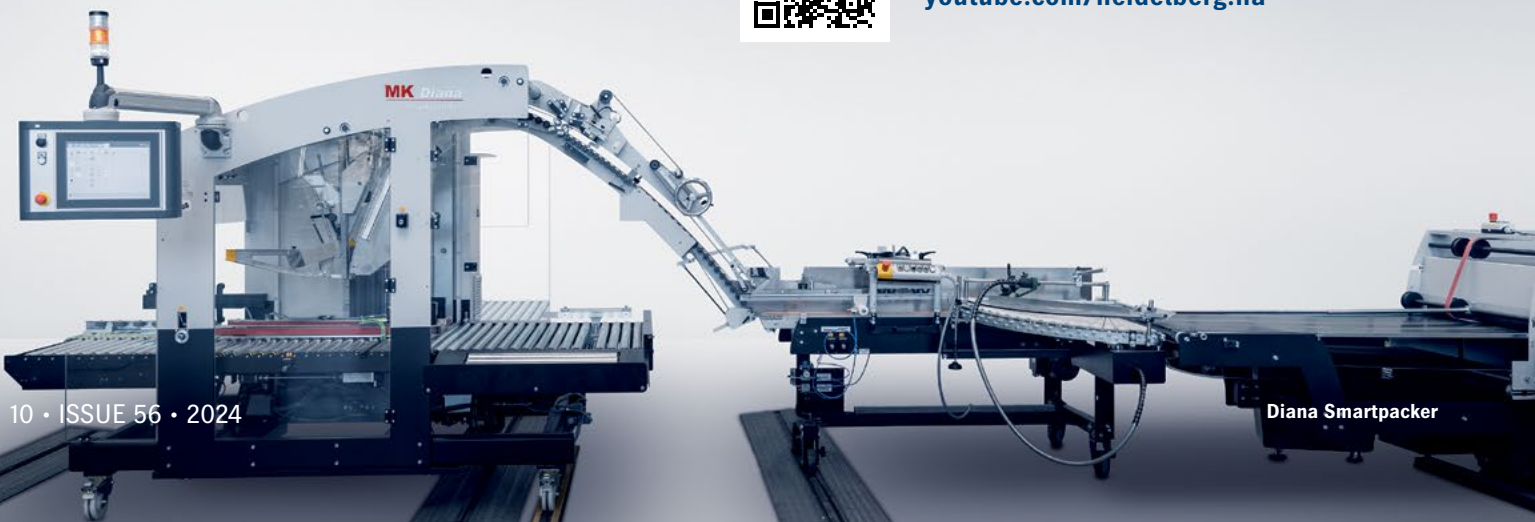
HEIDELBERG and MK also introduced several innovations for the Mastermatrix 106 CSB, their latest and fastest die-cutter capable of speeds up to 9,000 sheets per hour. Leveraging insights from over twenty-five global installations, HEIDELBERG and MK integrated multiple automated features into the machine. A notable addition is the optional QuickSet device, which automates essential machine settings such as guide positions on the feed table based on sheet size, the position of the MasterSet optical registration sensors, and more. Additionally, jobs can be stored for easy recall and set-up. The machine's enhanced automation significantly reduces the operator's manual tasks and drastically reduces makeready times.

Postpress Packaging Updates at a Glance:

- Over 1,000 MK units sold since 2014
- MK Robotics completely automate the feeding, packaging, and palletization of folding carton blanks
- Robotic infeed system eliminates the operator task of transferring cartons from pallet to the folder gluer
- QuickSet for Mastermatrix reduces operator's manual tasks and reduces makeready times



View our Mastermatrix 106 CSB Product Overview video or visit: youtube.com/heidelberg.na





BOARDMASTER

A REVOLUTION IN FLEXOGRAPHIC FOLDING CARTON PRODUCTION

Twenty-two miles of folding cartons is what you can produce in one hour on HEIDELBERG's groundbreaking Boardmaster high-volume flexographic press. That's nearly the distance from Atlanta to HEIDELBERG's Print Media Performance & Training Center in Kennesaw, Georgia (coincidentally, the same amount of time it can take to drive it in Atlanta traffic).

Even more impressive, though, is the entire system runs non-stop – even during job changeover. That means the press prints without interruption from job to job by fully automating the plate cylinder setup and coming onto impression with less than 50 meters (150 ft) of waste. Each print deck has two print units: while one unit is busy with production, the second one is being readied for the next print job.

The machine was designed based on the feedback of twenty-five global packaging manufacturers to address customers' key challenges – rising cost pressures, quality and operational reliability, sustainability, and a high level of investment security. With printing speeds of 600 m/min (2,000 ft/min) and machine availability of up to 90%, the Boardmaster is twice as productive as previous, comparable systems and drastically reduces the total cost of ownership in industrial packaging production.

Speeds of **2,000 ft/min** + **90%** machine availability

Its simple operation and high degree of automation means the press requires less labor and maintenance than other similar presses. Additionally, Intellimatch, the AI-supported printing plate and sleeve scanner, eliminates faulty printing plates, reduces machine set-up time to almost zero, and ensures high quality print results.

Generating minimal waste and the ability to print with UV or water-based inks, the Boardmaster promotes more environmentally friendly print production and supports the trend away from plastic packaging towards fiber-based, sustainable folding cartons. At drupa, HEIDELBERG also announced that it will soon extend the application range for the Boardmaster to include flexible paper.

Boardmaster at a Glance:

- Completely non-stop, even during job changes
- Promotes sustainable print production
- Application range extended to include flexible paper

After a successful product launch last year, the Boardmaster has already been installed at various sites in the U.S. and has even garnered attention from food & beverage packaging printers who have traditionally focused on large format offset printing. At drupa, Chattanooga-based paperboard packaging specialists, **Southern Champion Tray (SCT)** signed an order for a new Boardmaster. When asked why SCT chose Boardmaster, President & CEO of SCT, Brian Hunt, states:

“Southern Champion Tray is a global provider of folding cartons and has a 97-year history of providing great packaging and distinctive service. *As we move into the next century of delighting our customers, the innovative feature laden HEIDELBERG Boardmaster is ideal in aiding our team with a high-speed press that has proven technology to support a zero makeready environment.* Similarly, the increased coating capabilities will aid SCT efforts in reducing plastic-lined packages, while the enhanced AI-based Intellimatch scanners will directly support our customers' sustainability efforts related to eliminating waste. Our team of customer champions is incredibly excited to partner with HEIDELBERG and look forward to delighting the world with beautiful and superior quality folding cartons!”



Learn more about our customizable inline-flexo solutions at:
[heidelberg.com/us](https://www.heidelberg.com/us)

NEXT GENERATION STAHLFOLDER

PRODUCTIVITY BEGINS WITH POSTPRESS

“Production starts with finishing.” This old adage has been circulating throughout print shops for years, usually implying that prior to design, plating, or printing, the finishing of the final product needs to be taken into consideration. The same is true when referring to a print shop’s overall productivity. Many print shops focus on streamlining efficiency during the printing process yet overlook their finishing departments – the exact spot where many bottlenecks and tedious manual processes occur. In truth, your overall productivity is only as good as the efficiency of your finishing department.

With that in mind, HEIDELBERG has worked diligently to transfer its Push to Stop concept from Speedmaster presses in the pressroom to Stahlfolder technology in finishing. In Push to Stop folding, the camera system in the Stahlfolder’s PFX feeder recognizes signature changes based on barcodes, and all steps for separating signatures are carried out automatically. The production of the next signature starts without active intervention by the operator. This minimizes manual intervention and human error – allowing the operator more time to focus on the quality of the fold.

With the Peak Performance Stahlfolder TH/KH 82-P, sheets are guided through the folder in shingled form, which boosts productivity by more than 50%. Other improvements throughout the folding stations further increase folding efficiency and net output and reduce makeready processes.

Higher folding productivity means more folded material for the operator to handle. During one shift, the operator may move as much as seven tons of paper from the folder’s delivery to pallets, not only causing the operator strain but creating many of the bottlenecks in your shop.

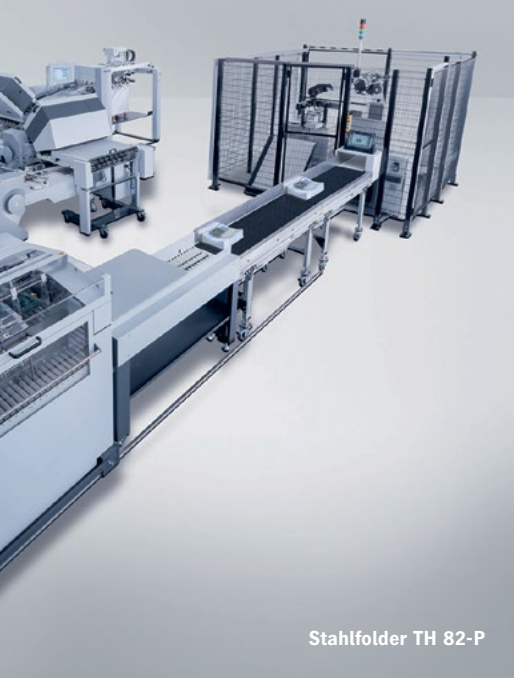
With StackStar P (formerly P Stacker) seamlessly integrated into end-to-end production through Push to Stop, an industrial robot handles the heavy lifting by palletizing a folded package every twelve seconds, up to 300 packages per hour. Additionally, the new StackStar C is a mobile and interchangeable robotic solution that can be moved easily between different machines. Operating at a 180° angle, it alternately deposits signatures onto two pallets positioned to the left and right of its robotic arm, enabling continuous production alongside operators without the need for a safety fence. Pairing two StackStar C units can potentially double production output.

Thanks to these highly automated processes, HEIDELBERG has achieved a 1:1 ratio between Speedmaster XL technology and postpress – meaning, what a Speedmaster XL 75 or XL 106 delivers, a folding machine can match. The enhanced automation also means that one person is capable of operating up to three Peak Performance folding machines equipped with the StackStar P. HEIDELBERG aims to continue automating processes to further reduce manual touchpoints – optimizing cost-effective production and maximizing productivity throughout the shop.

Stahlfolder Updates at a Glance:

- Push to Stop folding enables automatic identification and autonomous initiation
- Peak Performance Stahlfolder TH/KH 82-P boosts productivity by over 50%
- Robotic assistants, StackStar P and StackStar C, alleviate operator strain through automatic palletization of folded signatures
- 1:1 ratio output possible between Speedmaster XL presses and postpress equipment





Stahlfolder TH 82-P



StackStar C at drupa 2024



StackStar P

POLAR:

CUTTING EDGE HISTORY, CUTTING EDGE INNOVATIONS



Today, the name **POLAR** is synonymous with high-speed, high-quality guillotine cutting. Originally founded in 1906 by Adolf Mohr, the company got its start manufacturing equipment for the timber industry and did not produce its first paper cutter until 1947. Its business grew substantially after WWII, and POLAR initiated its long-standing partnership with HEIDELBERG to support its sales and service activities across the world. With thousands of global installations, POLAR continues to develop new “cutting-edge” innovations for its fully automated cutting systems, and efficiency boosting peripherals.

At drupa 2024, POLAR introduced the **AirGo Jog II**, the newest evolution of its pile preparation system, where integrated blowing devices create a perfectly aligned cutting ream. The fully automatic system is now available in both rear and front-loading configurations. Its high level of automation decreases operator strain and minimizes downtime by eliminating manual interventions for material transport, sheet separation, and fanning.

The AirGo Jog II was shown with POLAR’s new PACE PURE System. With the **PACE (POLAR Automation for Cutting Efficiency) System**, material is moved with fully automatic turning gripper systems. Compared with conventional systems, PACE PURE substantially increases efficiency in the cutting process. Its new industrial control system enables faster networking, remote service, and connectivity capabilities.

POLAR also introduced the **DC-12 PLUS** highly automated system for industrial label production. In addition to high-quality, high-precision cutting and die-cutting, the DC-12 enables job changeovers at the touch of a button. Thanks to automatic presets, makereadies and format changeovers are quick.

With addition of investor SOL Capital Management in 2023, POLAR is more poised than ever to continue developing new products and innovating for the future.

POLAR at a Glance:

- New AirGo Jog II decreases operator strain and minimizes downtime
- PACE PURE System enables faster networking, remote service, and connectivity capabilities
- Job changeover at the touch of a button with new DC-12 PLUS Label System

FIRST TIME HEIDELBERG PACKAGING CUSTOMERS FIND SUCCESS, NEW BUSINESS OPPORTUNITIES

“Commercial packaging” offers an opportunity for commercial printers to elevate their clients’ marketing strategies beyond traditional print media. The HEIDELBERG and Masterwork (MK) partnership provides a comprehensive portfolio of innovative equipment for companies expanding into packaging.

For commercial printers, Palm Printing and Hannaford & Dumas, investing in HEIDELBERG packaging equipment was a strategic decision to meet current customer demand, increase efficiency and quality, and develop new business opportunities.

The New Kid on the Block

After thirty-five years in commercial printing, Palm Printing, a Sarasota-based, family-owned printer, recently noticed many of its local competitors going “exclusively digital.” President Ryan Hedrick recognized this weakness in the market, noting, “There’s a strong demand for packaging work in our area with few businesses capable of fulfilling it.

We saw this as an opportunity we had to pursue.” To effectively compete in the packaging segment, the company recently converted to a full-size shop with the addition of a refurbished Speedmaster CX 102.

Palm Printing’s other strategic investments include a new Easymatrix 106 CS die-cutter and Diana Go 85 folder gluer. Both machines feature operator-friendly designs and are ideal for commercial printers entering packaging production. Prior to installation, the company outsourced pocket folders and other packaging work to third-party companies. “It’s beneficial bringing these products in-house to maintain quality and control and shorten lead times,” says Hedrick.

As newcomers to packaging, Palm Printing aims to initially produce medium to large packaging orders for its existing commercial clients and gradually expand its customer base. He adds, **“In just a few months with our new equipment, we’ve already accomplished more than I imagined possible when we first decided to enter this field.”**



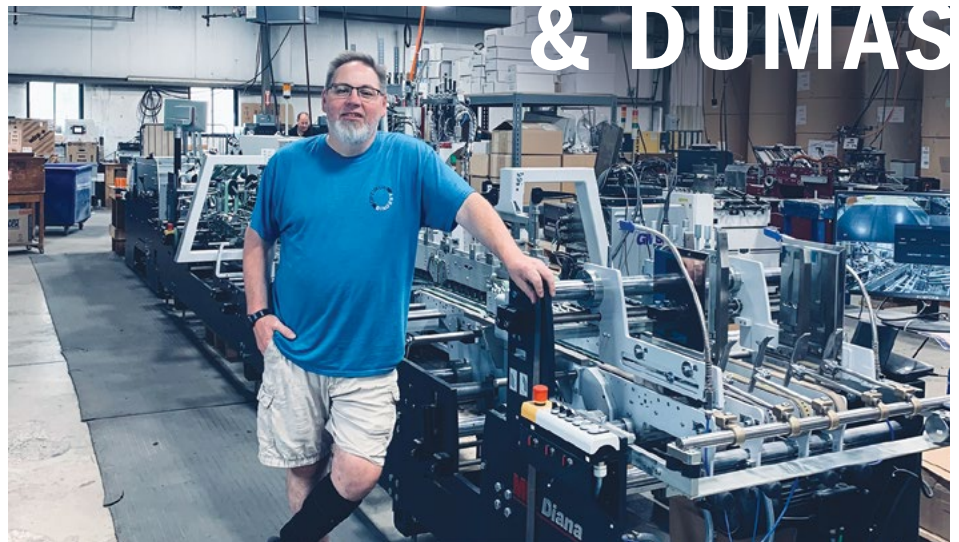
Upgrading Capabilities

Hannaford & Dumas, which started as a Minuteman Press franchise outside of Boston, has grown into a multifaceted printing, finishing, and mailing enterprise serving the educational, pharmaceutical, and non-profit sectors. To meet evolving client needs, the company recently upgraded its capabilities with a Promatrix 106 CS die-cutter and Diana Go 85 folder gluer, its first HEIDELBERG packaging equipment. The machines are a significant upgrade in capacity, speed, and automation for Hannaford & Dumas, who produce a wide range of packaging applications.

According to VP of Operations, Chuck Duggan, **“We had experience with HEIDELBERG’s commercial finishing products and MK’s die-cutters but have been impressed with the partnership the two companies have built – particularly in product development and service.”**

With fast speeds, enhanced automation, and a compact footprint, the Diana Go was originally purchased to improve the throughput of packaging work like auto-lock bottom and straight-line cartons. The Diana, however, has also been very effective for folding and gluing commercial applications like fold over mailings and four-page signatures. Says Duggan, “With speeds five times faster than our traditional folders, we have utilized the Diana for projects we were not even considering.”

Additionally, the Promatrix, with speeds of 8,000 sheets per hour, quick makereadies, and precise cutting accuracy, has improved the company’s die-cutting throughput by 60%. Duggan adds, **“Our turn times and product quality have greatly improved. Both machines have exceeded our expectations.”**



HANNAFORD & DUMAS

First-Class Training

Both Hedrick and Duggan emphasize that comprehensive product training was crucial to their quick success with the equipment.

Palm Printing’s operators attended HEIDELBERG’s “Introduction to Folding Carton Gluing & Die-Cutting” course at its Print Media Performance & Training Center. According to Hedrick, “No other manufacturer offers this type of comprehensive, free training. Being new to packaging, it definitely played into our purchasing decision.”

Duggan adds, “From product quality to support and training, our experience with HEIDELBERG has been superior to any other supplier.”

“From product quality to support and training, our experience with **HEIDELBERG** has been *superior* to any other supplier.”



Discover end-to-end Packaging Solutions at: [heidelberg.com/packaging](https://www.heidelberg.com/packaging)

UNFOLD YOUR SUSTAINABLE POTENTIAL: OPTIMIZE PRODUCTION EFFICIENCY THROUGH ENERGY & WASTE REDUCTION

Consumers are continuing to prioritize sustainability in their purchasing decisions. By 2030, most consumers will consider sustainability a baseline requirement for purchase according to research by Deloitte Consulting¹. As businesses across all industries are increasingly adapting to meet these demands and integrate sustainability into their operations, HEIDELBERG stands at the forefront of developing solutions that help you “Unfold Your Sustainable Potential” through product optimizations that not only save energy and waste but also money.

The typical CO² footprint of a print job is significantly influenced by three factors: energy consumption, waste, and printing plates. Together, these factors create around 90% of emissions. Many of HEIDELBERG’s drupa innovations mitigate environmental impact across all three of these elements.

Lowering Energy Consumption

Believe it or not: a printing press operates most efficiently when running at full speed. Every press has a base energy consumption necessary for standard operations. As machine speed rises, energy demand increases proportionally. However, the fundamental energy consumption is distributed across a greater number of printed sheets. This results in improved energy efficiency per printed sheet.

HEIDELBERG’s newest Peak Performance Speedmaster XL 106 achieves printing speeds up to 21,000 sheets per hour — a 16% performance increase compared to the last generation XL 106 rated for 18,000 sph. When the press is not running, HEIDELBERG has developed a Standby function, which saves up to 80% of energy compared to spinning or idle mode. One hour of standby per day adds up to 3,600 kilowatt hours per year. That’s the electricity consumption of a 4-person household!

Since 1997, HEIDELBERG has improved the overall **energy efficiency** of Speedmaster presses by **40%**.

To accomplish this, numerous optimizations have been implemented, including the integration of highly energy-efficient main drives. The newest Speedmaster’s main drive boasts an exceptional efficiency rating of 95%. Additional improvements stem from the new DryStar Combination Eco, which increases energy efficiency up to 30% compared to current dryer systems.

Reducing Waste

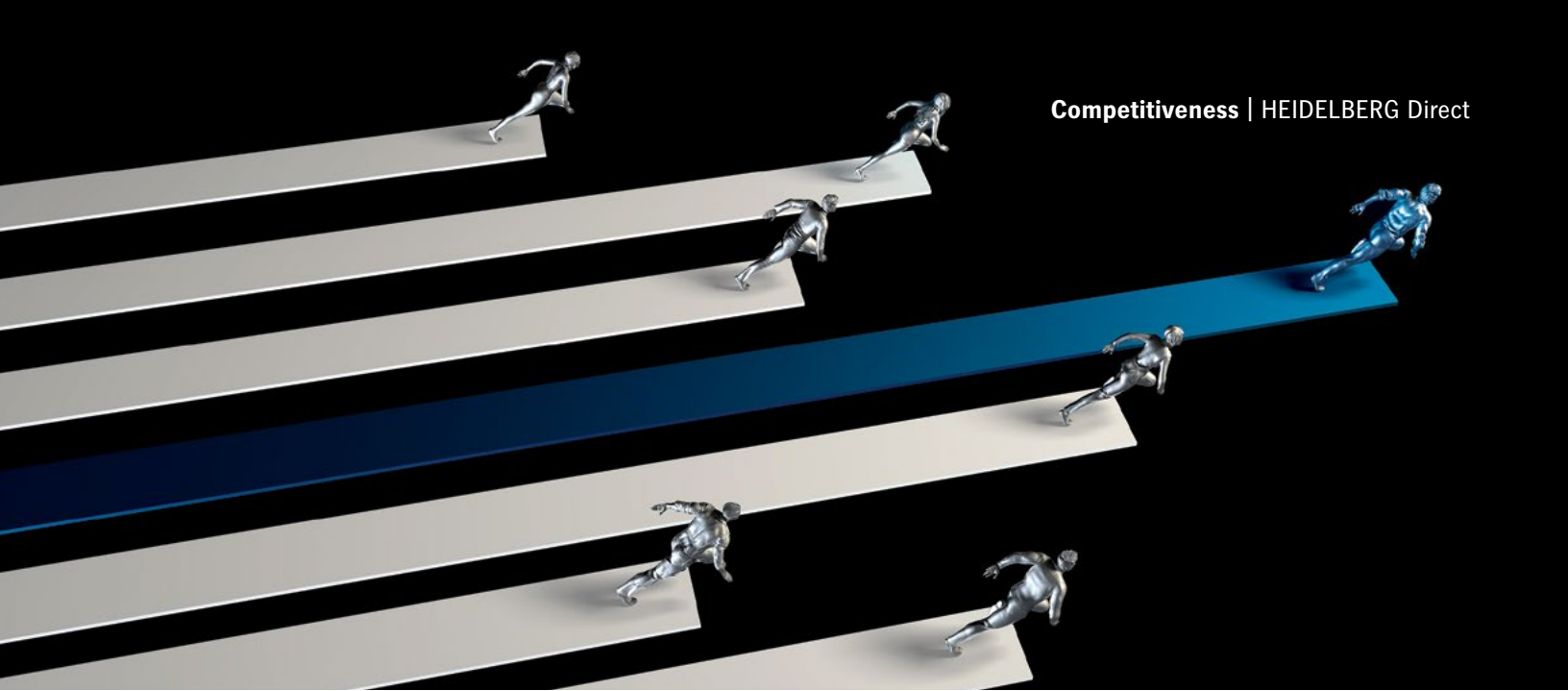
In terms of reducing waste, HEIDELBERG’s Prinect Inpress Control 3 aids operators in achieving color accuracy swiftly, which minimizes both makeready sheets and time. The industry-leading color control technology saves 75 to 100 waste sheets per job or around 60 tons of paper waste per year (based on commercial reference customers). This corresponds to 77 tons of CO² — the weight of about 50 cars.

Lessening the Impact of Printing Plates

Consumables play a vital role in sustainably produced products. HEIDELBERG’s portfolio of environmentally friendly and tested consumables, Saphira Eco, reduces emissions of volatile organic compounds (VOCs), ammonia and particulate matter. Additionally, HEIDELBERG’s process-less Developed on Press (DOP) plates eliminate 100% of required chemistry compared to standard plates.

HEIDELBERG Business Consulting offers further opportunities to improve sustainability. The energy efficiency workshop examines print shop data to determine areas for savings. Based on previous projects, HEIDELBERG has identified, on average, potential energy savings of 17% and 5% reduction in total production costs.

Adopting sustainable practices does not have to equate to higher production costs. HEIDELBERG’s innovative technologies, intelligent processes, and environmentally friendly products can help businesses produce sustainably, reduce costs, and ultimately secure long-term success.



UNFOLD YOUR COMPETITIVE POTENTIAL: NAVIGATING TODAY'S PRINT INDUSTRY CHALLENGES

Amid mounting cost pressures, maintaining a competitive edge in today's challenging landscape can be daunting. Investing in modern automated technology developed to boost efficiency is a crucial element. However, rising above the competition demands more than ever before; it requires the strategic alignment of People, Processes, and Technology. Print shop owners looking to boost their competitiveness and reduce total cost of ownership (TCO) should explore these five untapped areas of potential:

Selecting the Right Supplies

Having the right equipment is key but ensuring it always runs as productively as possible is just as important. Selecting the wrong consumables can “make or break” a press run. HEIDELBERG's Saphira consumables are expertly tested to ensure the highest print quality at top speeds.

Having Supplies Available When You Need Them

What good is carefully selecting the right supplies if you cannot get them when you need them? With the HEIDELBERG eShop, customers can order materials and consumables from any device for swift delivery. What's more, with Vendor Managed Inventory (VMI), HEIDELBERG can automatically reorder consumables for you when they fall beneath a set inventory level.

Differentiating Your Business Model

Setting yourself apart from the competition can be as simple as changing the consumables you use. HEIDELBERG's team of application specialists are expertly equipped to help print shop's reach new heights – whether that means setting new sustainability goals or achieving high-end specialty print effects.

Developing Strategic Partnerships

Unexpected incidents in the pressroom are unavoidable, but they shouldn't stop business. A dependable partner is always available when you need them, understands your needs, and offers support when you need it most. Regardless of company size or product portfolio, HEIDELBERG provides customized service contracts, with various levels of service, tailored specifically to your needs – ensuring you have everything you need to operate your machines profitably.

Leveraging Outside Support

While your company boasts years of internal expertise, an external perspective can often shed light on internal issues. HEIDELBERG's Business Consulting team, through over 100 worldwide workshops, has reduced waste by 40%, shortened makeready times by 50%, and achieved an increase in net production speed of up to 20% – resulting in average annual savings of almost \$300,000!

Your competitive edge hinges on the seamless interaction of productivity, efficiency, and achieving optimal TCO. HEIDELBERG can help you master this complex equation – ensuring you achieve peak performance day after day, sheet after sheet.

Interested in any of the above services?
Email us at info@heidelberg.com to inquire.



THE BUILDING BLOCKS

FOR A SUCCESSFUL FUTURE IN DIGITAL PRINT

Since its introduction of their first toner-based digital press in 2011, HEIDELBERG has been methodically building the blocks of its digital print portfolio. Each new block in the stack representing a different target printer who can leverage the benefits of digital print. For each new product, HEIDELBERG has strategically collaborated with industry partners to leverage their expertise in digital technologies, while the partners benefit from HEIDELBERG's extensive print production knowledge, robust workflow, and highly regarded sales and service network. With market estimates projecting the potential digital printing market (including service and consumables) growing from EUR 5 billion today to EUR 8 billion by 2028, HEIDELBERG remains focused on advancing its digital printing solutions.

Digital Beginnings with Versafire

HEIDELBERG first laid the foundation for its digital print portfolio when it joined forces with Ricoh to release the Linoprint (later changed to Versafire), its first toner-based digital press for commercial printers. After thirteen years, continuous product development, and strong partnership between the two companies, HEIDELBERG has now installed more than 3,000 Versafires worldwide.

The latest models are the Versafire LV, capable of five-color production including seven optional spot colors, and the Versafire LP, HEIDELBERG's most productive digital press to date with a capacity up to 1,000,000 letter pages per month. Both Versafires are driven by the advanced Prinect Digital Frontend, seamlessly integrating with Prinect Production Manager to enhance efficiency, transparency, and job flow across offset and digital printing.

Inkjet Label Production

In 2015, HEIDELBERG set another strategic building block in its digital portfolio with the introduction of the Labelfire — a joint development with Gallus and Fujifilm. The digital hybrid press combines the proven technology and reliability of Fujifilm inkjet heads with the benefits of Gallus's robust conventional flexo print technology. Leveraging HEIDELBERG's decades of experience in digital prepress and solid press engineering, the Labelfire enables low-cost production for variable data, personalization, and short run labels, targeted for industrial label manufacturers.

For those just entering the digital label market, HEIDELBERG & Gallus developed the Gallus One digital inkjet label press, built on the proven Gallus Labelmaster platform. The Gallus One provides full modularity by combining conventional & digital printing processes, enabling customers to produce high quality labels with a print width option of 330 mm (13 in) or 430 mm (17 in), in 4 & 6 color capabilities plus 85% opacity white, at run speeds of 70 m/min (230 ft/min), all powered by HEIDELBERG's Prinect Digital Frontend workflow.

The New Jetfire

After success with its Labelfire and Gallus One inkjet solutions, HEIDELBERG introduced a new tier to its digital print line-up at drupa. Enter Jetfire: HEIDELBERG's inkjet printing system for the growing industrial digital commercial printing market. Combining its expertise in offset and digital printing, HEIDELBERG's updated product portfolio provides print shops with a hybrid production environment for cost-effective printing.

HEIDELBERG will offer two different machine sizes: the Jetfire 50 for the B3 format (13.9 × 19.7 in), which is currently available for order with delivery Q1 of 2025, and the Jetfire 75 for the B2 format (19.7 × 27.8 in). Orders for the Jetfire 75 start in mid-2025 with shipments starting early 2026. Both models will integrate into HEIDELBERG's Prinect workflow, and customers will procure Jetfire consumables and service directly from HEIDELBERG.



Versafire LV



Jetfire 50

“We offer the *entire spectrum* from toner to inkjet, from offset printing to flexo printing – controlled from a common *Prinect workflow*.”

Jetfire 50 Technical Highlights:

- Productivity of 9,120 SRA3 (17.72 × 12.6 in) sheets per hour (approximately 18,000 A4 pages/hour)
- Up to 2.5 million SRA3 duplex sheets per month
- Sustainable water-based inkjet with 1,200 dpi × 1,200 dpi
- Stock Range: 60 – 350 g/m²

The Jetfire 50 was designed to enable commercial printers to leverage the flexibility of digital printing with the stability of inkjet production.

Jetfire 75 Technical Highlights:

- Industrial productivity of 8,700 B2 (19.7 × 27.8 in), sheets per hour (approximately 35,000 A4 pages/hour)
- Max. paper format of 614 × 750 mm (24.17 × 29.52 in) (long edge feed)
- Up to 54 million B2 sheets per year print capacity
- Sustainable water-based inkjet with 1,200 dpi × 1,200 dpi
- Stock Range: from 60 – 450 g/m²

Twice as fast as previous machines on the market, the Jetfire 75 will take industrial digital printing to a new level. Its format size is conducive for efficient printing of brochures, books and other commercial jobs in addition to special formats such as posters, 6-up banners or variable or numbered jobs.

The Jetfire is engineered to be operated fully automatically in an integrated system together with offset presses using Prinect Touch Free. This hybrid workflow employs AI to find the fastest and most efficient route from job creation to the finished product. It enables high-volume production of numerous short-run jobs with minimal manpower while continuously optimizing the entire order backlog to reduce production costs and time.

“HEIDELBERG is the partner for printing companies that can supply and integrate all modern technologies in a technology-neutral and demand-oriented manner,” says Dr. David Schmedding, Chief Sales and Service Officer at Heidelberg Druckmaschinen AG. “We offer the entire spectrum from toner to inkjet, from offset printing to flexo printing – controlled from a common Prinect workflow.”

A NEW CONCEPT FROM GALLUS:

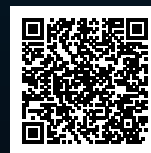
MACHINES BUILT BY YOU, TAILORED FOR YOUR NEEDS

In today’s dynamic environment, equipment purchasing has shifted from long-term planning to ongoing adjustments in response to fluctuating market conditions, evolving labor dynamics, and constant technological advancements. Print providers, to ensure continued success, increasingly require fluidity when it comes to the machines they have on the floor.

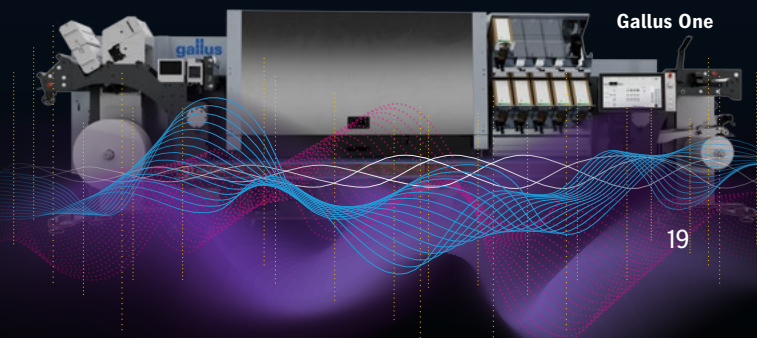
In response to these changes, Gallus is taking a new approach to how it sells its industry-leading flexo and digital label presses. With machines built by you, technology tailored to your needs, every piece of equipment is a completely custom solution designed to fit your exact business needs.

Label printers will have the ability to combine different technologies and capabilities within a single platform or retrofit their machines with additional units or new capabilities. This new approach enables converters to grow, adapt and facilitate change in line with customer demand, without the investment of entirely new machines. Gallus’s new “mix and match” approach will help streamline production workflows, minimize the need for offline, external equipment, and enhance press utilization by boosting functionality and efficiency.

In addition to customizing the physical elements of each label machine, customers will also have flexibility when it comes to connectivity and workflow solutions, advanced ink capabilities, and sales and service support.



Further details about HEIDELBERG & Gallus Digital Solutions:
heidelberg.com/us



PRINECT WORKFLOW

UNLOCKING DIGITAL TRANSFORMATION IN THE PRESSROOM

For many years, HEIDELBERG has described Princt as the “heartbeat” of the pressroom — a powerful yet unseen centralized control system that coordinates and manages every part of print production. HEIDELBERG first introduced this revolutionary workflow system twenty years ago to integrate various production processes and boost printer’s efficiency. Through ongoing engineering efforts, HEIDELBERG continues to revolutionize the printing industry with advancements in Princt technology. Today, perhaps, Princt is more powerful and vital than ever before. In a world where data is king, Princt holds the key to unlocking digital transformation in your pressroom.

Today, Princt is still working hard as the print shop’s centralized workflow — managing everything from quotation and file preparation to transmitting job data to press and postpress, while collecting critical production data along the way.

With complete integration, a print job can run through the full production process without any further manual processing steps. This digitalized process chain saves time and money, minimizes operator errors, and reduces waste and energy consumption — promoting more sustainable print production.

Princt is also “behind the scenes” providing the data necessary for HEIDELBERG’s autonomous Push to Stop technology and AI-powered press assistance systems. At drupa, HEIDELBERG demonstrated how new developments in Princt technology, in conjunction with artificial intelligence, have advanced Push to Stop automation, further minimizing manual steps in the printing process, and enabling autonomous print production for packaging printers.

Additionally, Princt data fuels Intellistart 3, which aids in 70% fewer operations at the Press Center, and the improved Color Assistant Pro for fully automatic ink presetting. Together, these functions reduce operator errors and necessary manual interventions — saving up to four minutes of makeready time and 100–150 waste sheets per job.

When combined with the Princt Inpress Control inline color measurement system and the automated delivery logistics, waste sheets are automatically ejected from the printed stack, which further boosts efficiency downstream in postpress.

Looking to leverage the benefits of digitalization in their pressrooms, a record 60% of HEIDELBERG customers now use Princt. The subscription-based model allows customers to pay for only the functions they require, ensuring they always have access to the latest version. This flexibility makes Princt appealing to print shops of any size. Later this year, cloud-based Princt apps will be available through the HEIDELBERG Customer Portal.

Princt at a Glance:

- Princt is the key to pressroom digitalization
- 60% of HEIDELBERG customers worldwide use Princt
- Princt advancements enable autonomous print production for packaging printers
- Princt & AI power HEIDELBERG’s press assistance systems
- Intellistart 3 & Color Assistant Pro saves 4 minutes of makeready time and 100–150 waste sheets per job
- New Princt cloud-based apps available through HEIDELBERG Customer Portal



Discover how Princt Workflow can streamline your shop’s processes:
heidelberg.com/princt

UNFOLD YOUR SHOP'S WORKFORCE POTENTIAL

OPERATOR & MAINTENANCE TRAINING PROGRAMS YIELD TANGIBLE RESULTS

The U.S. Bureau of Labor Statistics cites that print operator positions are declining at a rate of 13% annually. Globally, the print industry is losing an alarming number of veteran workers to retirement and opportunities in other industries. To address this serious concern, HEIDELBERG dedicated many of its drupa innovations to developing technological solutions aimed at making the job of the operator more efficient.

In the U.S., HEIDELBERG began addressing workforce concerns in 2022 when it launched the Print Media Performance & Training Center (PMPTC). The PMPTC offers a full curriculum of Operator Training courses on a variety of print and finishing topics. Operator courses are free of charge with limited class sizes to ensure quality, hands-on training. HEIDELBERG even offers weekend training to accommodate for busy production schedules. Since classes began two years ago, the PMPTC has hosted upwards of 100 participants – from operators to managers to owners with a range of industry experience.

HEIDELBERG USA has also launched Sheetfed Mechanical and Electrical Maintenance training courses for the Speedmaster XL 105/106 and 145/162. Participants are trained as “first responders” learning to assess, fix, and avoid press problems before needing to call HEIDELBERG service.

This approach helps printers reduce downtime waiting for service calls and/or eliminate service costs and better equips them to speak with HEIDELBERG's Technical Help Desk when needed. While there is no cost for Operator Training courses, there is a nominal charge for the Maintenance Training programs.

“Our customers routinely ask how they can better develop their workforce. This type of hands-on training has been a real need for years. We believe investing in education pays immediate dividends for our customers and for the industry,” says Mike Koeberlein, Director, Global Solution Center for HEIDELBERG USA.

For operators, these programs offer a valuable opportunity to upgrade their skills and stay ahead of the curve. By mastering the intricacies of press operation and maintenance, they become more confident and efficient in their roles. This not only enhances job satisfaction but also creates new career opportunities in the printing industry. For businesses, investing in training yields tangible benefits. Well-trained operators are better equipped to handle complex printing jobs and to identify potential issues before they escalate into major problems – minimizing downtime and repairs. Additionally, optimized workflow processes result in faster turnaround times and improved customer satisfaction.



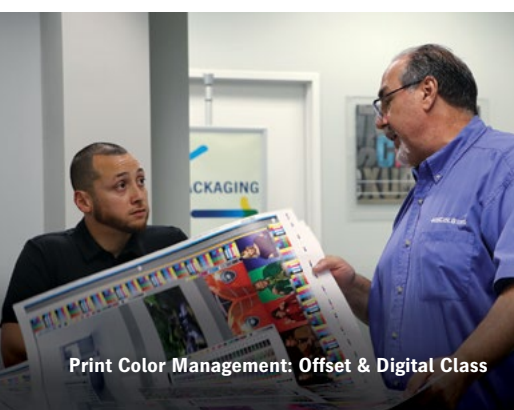
Intro to Die-Cutting Class



Sheetfed Feeder Training Class



Print Media Performance & Training Center Team



Print Color Management: Offset & Digital Class



Speedmaster XL 145/162 Maintenance Training



View all of our Workforce Training options and classes at Print Media Performance & Training Center by visiting: heidelberg.com/us

SUPRASETTER & PRINECT

MAKE “JUST IN TIME” PLATING A REALITY

While advancements in offset and digital print technologies often garner more attention, recent Computer-to-Plate (CtP) developments have enabled true “Push to Stop” plate production on Suprasetter CtP devices. This includes seamless execution of job preparation, plate loading, imaging, punching, developing, beveling, and job-dependent unloading without any human intervention. Plates are processed, pre-sorted on trolleys, and ready for press exactly when you need them.

Plate Optimization via Prinect Production Manager:

Ganging

- Automatically selects jobs from a pool (according to pre-set criteria) and optimizes positioning on print form
- Forms can be kept in the queue and plates processed (just in time) prior to press run
- File changes or scheduling updates automatically trigger changes to gang forms kept in the queue, which eliminates need to make new plates

Plate Pilot & Scheduler

- Prinect Plate Pilot works with Prinect Scheduler to automatically output plates to be placed on trolleys in the correct print sequence and made available for scheduled press time
- Operators can monitor this process via Prinect and intervene if necessary
- Eliminates need to sort plates after processing, which reduces extra handling and scratching

Plate Loading & Preparation Automation:

Dual Cassette Loader (DCL)

- Includes two plate cassettes for added flexibility for different plate sizes with built-in plate turner, which allows for a smaller processor footprint
- Enables fully automated plate loading

Auto Pallet Loader (APL)

- Automatically loads plates into the Suprasetter from a pallet and removes slip sheet between plates
- Further boosts efficiency when used in parallel with DCL

Internal Punching System

- Highly accurate internal punching systems provide maximum register accuracy
- Eliminates manual punching, which reduces press makeready times, human error, and waste

Inline Bending & Sorting

- Automatic plate bending system can be added inline
- Eliminates operator handling, minimizing time and damage

CtP at a Glance:

- No human intervention necessary from job preparation to plate loading to punching to bending and then sorting
- Production continuity is guaranteed by the Intelligent Diode System, so the Suprasetter continues working even if a diode malfunctions.
- 12-year laser warranty available with plate contract
- 5-year Remote Support included



For **Country Pines**, a family-owned full service commercial printing company in Shoals, IN, Prinect’s “Smart Automation” and “Ganging” offer the option for “on demand” plating with its Suprasetter 106. “I can wait until right before my press run to plate a job,” says President Chad Haycox. “If something last-minute comes in, Prinect automatically finds the best way to fill my press sheet or even shift to a different sheet size to maximize efficiency.” According to Haycox:

“I essentially have no one manning my platemaking. In an environment where labor is harder and harder to find, these automated features are key players in the success of the platemaking system.”



Read more about Country Pine’s
Success with CtP & Prinect here:
heidelberg.com/us

MOVING BEYOND “ONE SIZE FITS ALL”: LIFECYCLE CONTRACTS FOR INDIVIDUAL NEEDS

Service contract: two words that can elicit an audible groan from many consumers. These words often imply a costly agreement, containing a predetermined bundle of services you may or may not use or need — an agreement you are bound to for a fixed period of time, regardless of usage. Typically, these service contracts are designed as “one size fits all,” leaving you with only two choices: either opt in and potentially overpay or opt out and risk equipment failures in the future.

This negative connotation is precisely why HEIDELBERG has changed the service contract experience. Customers are no longer bound to services they know they will not use. With HEIDELBERG’s Lifecycle contracts, you determine what best suits your business. **Contracts are not limited to just “service” in a traditional sense like preventative maintenance or equipment repair.**

HEIDELBERG’s Lifecycle contracts can also include training available for all equipment in your shop and suitable for any team member, or products like its Saphira consumables and Prinect Production Manager.

Options also include Vendor Managed Inventory (VMI), so you no longer need to manage your consumables inventory levels; HEIDELBERG does it all for you. You have complete flexibility to decide which products and services will drive your performance and overall equipment efficiency, and HEIDELBERG will put together a Lifecycle package tailored to you, with a payment plan that makes sense for your business.

For customers looking to take their production to the next level, HEIDELBERG also offers a full portfolio of performance and productivity services. These intelligent, data-based services boost machine availability and create benchmarks to improve your operational efficiency. For added support, you have the option of working with HEIDELBERG’s team of Performance Project Advisors, who will help you create and implement your own improvement processes. **These performance services have a high customer satisfaction rate with a contract renewal rate of almost 70%.**

While many Lifecycle contracts are initiated during the sale of new equipment, they can be created for any age equipment. Each package is designed by you to improve your press’s performance, ensure maximum production quality, and minimize workload and complexity. The menu of current available products and services is listed below.

Looking to the future, HEIDELBERG is taking service one step further by developing AI-powered tools that enable proactive maintenance and parts replacement notifications — keeping you ahead of service needs before they happen.

Consumables

- Printing plates & CtP
- Inks & coatings
- Blankets
- Rollers
- Pressroom chemicals
- Pressroom supplies

Training & Consulting

- Performance data
- Performance Benchmarking
- Onsite evaluation
- Onsite consulting
- Prinect training
- Press training
- Postpress training
- User and maintenance training

**VMI
(Vendor Managed Inventory)**

- Warehouse management
- No capital commitment
- Fast delivery times
- No storage risk (e.g. shelf life)
- Everything from a single source

Services

- Print color management
- Netprofiler
- Remote agreement
- Maintenance agreement
- Labor agreement
- Full Service agreement

Software

- Prinect Production Manager
- Prinect Business Manager
- Prinect Smart BI



**View our Lifecycle
Contracts Brochure**

**How can Lifecycle support
your business needs?**
Inquire at info@heidelberg.com

HEIDELBERG USA, INC.
1000 GUTENBERG DRIVE
KENNESAW, GA 30144-7028

UNFOLD YOUR POTENTIAL

HOW ISSUE 56 WAS MADE

Prepress: Prinect Production Manager

Layout: Prinect Signa Station

Color Management: Prinect Color Toolbox

Platemaking: Suprasetter 106 APL

Printing: Speedmaster XL 106-8P with Contiweb CB-N,
CutStar Gen 4, Plate to Unit

Finishing: POLAR 137XT Cutter, Stahlfolder TH 82-P
with StackStar P, Stahlfolder KH 82 Ease of Use

Photos: Heidelberger Druckmaschinen AG, Heidelberg USA, Inc.,
Shutterstock.com, Christoph Söldner, Carlos Krug

Printed at Seaway Printing Company in Green Bay, WI