



THE DISCOVERY of FIRE

HEIDELBERG'S DISTINCTIVE DIGITAL PRINT PORTFOLIO



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HEIDELBERG DIRECT
The Customer Magazine for
the United States & Canada
No. 51 • 2019

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A MATTER OF RECORD

Stoughton Printing Company has been producing packaging for recorded music since our founding in 1964. Everything was on vinyl in those days. With the advent of digitally recorded CDs, vinyl records began to fade – but they never completely disappeared.

It’s true that we live in a digital world, but we still have analog ears – and audiophiles still prefer the warmth and richness of analog sound on vinyl. A resurgence of vinyl record sales has driven demand for one of Stoughton Printing Company’s signature products: our Old Style® hand-tipped jackets for vinyl records and CDs, which replicate the classic look and feel of record jackets from the 1950s and 1960s. We print them on our Speedmaster CD 102-6+L, and we give them a high-end finishing touch with the help of our new Easymatrix 106 die cutter.

Hand-tipping involves manually gluing printed wraps to jacket blanks and then putting the assembly through a special machine to form the finished product. Because our operators can’t see the images they are mounting in one step of the process (called “blind spotting”), it’s crucial that the blanks be die cut as accurately as possible. We’re assured of that accuracy with the Easymatrix 106.

We used to send our die cutting work out, often ordering larger quantities than we needed for the sake of the volume discounts. We’ve now recovered all of our outside die cutting costs since installing the Easymatrix 106. It’s a high-efficiency machine that lets us cut and score at full speed so that there’s no delay in getting products to our folding-gluing lines. It even has an automatic waste removal system for uninterrupted operation.

When the time came to invest in a high-end die cutting solution, we knew there would be no place to turn except Heidelberg. Jack Stoughton, Sr., launched the company with a 10" x 15" Heidelberg Ultra Windmill press, and we’ve been a Heidelberg shop ever since. Heidelberg gives us the product quality and the consultative support that keeps our business strong.

Vinyl record manufacturing in the U.S. plummeted to just 900,000 copies in 2008. By 2017, it had rebounded to 15 million copies. The record industry rode the trend to the bottom, and now the trend is coming back up again. With our long-standing partnership with Heidelberg, Stoughton

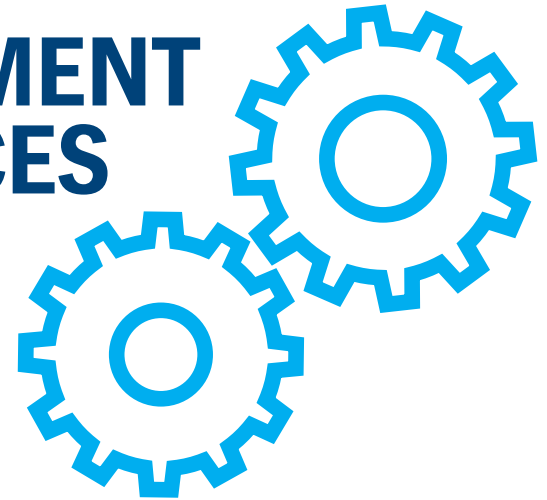
Printing Company intends to ride it as far as it will go.



Jack Stoughton
President
Stoughton Printing Company

Smart Move: HEIDELBERG EQUIPMENT RELOCATION SERVICES

Consider the plight of the pressroom manager who's just been informed that he's now in charge of moving all of his company's equipment to another location. Each of the OEMs he calls for help recommends a different rigging and hauling contractor, and each contractor submits a different quote. Production is at risk for serious interruption while the overburdened manager struggles to coordinate the logistics without becoming overwhelmed by the endless details.



Ordinary contractors move machines. Heidelberg Equipment Relocation Services move workflows.

As the printing industry continues to reshape itself through mergers, plant closures, and other kinds of consolidation, more shops are confronting the stress of moving heavy production machinery for the first time. By entrusting the task to Heidelberg Equipment Relocation Services, shops get a worry-free experience that takes care of everything from dismantling, rigging, and transportation to reassembly, commissioning and testing – with peace of mind and a single invoice at the end of the process.

Ordinary contractors move machines. Heidelberg Equipment Relocation Services move workflows: presses and related supporting equipment that must be resituated and brought back on line simultaneously so that interruptions will be minimal. Only when the equipment is fully reinstalled and restored to prior running condition will Heidelberg call the job complete.

Recently, a Heidelberg relocation team was called upon to break down, transport and reassemble a workflow consisting of a Speedmaster CD 102-6+L, two full stitching lines, two POLAR cutters, three Heidelberg Stahlfolders, numerous small Heidelberg die cutters, and three small two-color presses. To the customer's surprise – and delight – the team accomplished everything as promised in just seven days. Heidelberg can also plan timelines based on cost sensitivity instead.



Projects aren't limited to Heidelberg equipment. If the customer wants something moved, Heidelberg will, regardless of brand, convey the equipment safely to its new home. Equipment Relocation Services also can arrange for insurance, issued in the owner's name, so that the customer's investment will be protected from start to finish.

Some contractors advertise "turnkey" relocation services, but shops facing moves should investigate whether these services truly are as comprehensive as Heidelberg's. If a project involves repairs, Heidelberg can provide extended warranties on all qualified mechanical and electrical parts installed by Heidelberg SystemService technicians and their partners.

As the world's leading seller of sheetfed offset presses, Heidelberg has installed and re-installed printing equipment of all types in virtually every corner of the globe. This has enabled them to build a network of authorized service providers that Equipment Relocation Services can draw upon no matter where the need arises. Heidelberg coordinates all of their activities so that the customer doesn't have to.

To get more information about Heidelberg's Equipment Relocation Services, call (800) 437-7388 or email info@heidelberg.com.

ON THE HORIZON

Prepress



THE OPPORTUNITY

Rotary screen printing is renowned for brilliant colors and special effects in labels, flexible packaging, and other applications – but success depends on the performance of the plate.

- Plates must be capable of imparting relief images, Braille, and other tactile effects to label substrates.
- Printers expect precise exposure of text, fine lines, and solid images on the plate surface, along with rapid processing and delivery.

THE SOLUTION

Using Screeny plates and related technologies from Heidelberg-Gallus products, print service providers have a complete solution for high-quality, high-efficiency rotary screen printing.

- With the most extensive range of rotary screen printing products on the market, Gallus offers solutions for almost every screen printing requirement, including custom applications.
- In continuous development, the Screeny plate line is unrivalled for its precise laydowns, print consistency, and long plate life.

Consumables



THE OPPORTUNITY

As more commercial printers install wide-format digital inkjet devices, they need premium wide-format inks to complement the equipment.

- Strong pigments, bright colors, and a wide color gamut are prerequisites.
- Fast curing, good adhesion, and media flexibility are also high on the list of requirements.

THE SOLUTION

New from Heidelberg, Saphira Digital Inks check all the boxes for outstanding wide-format inkjet ink performance.

- Saphira Digital Inks are optimized for use on VUTEk HS, QS, GS LX and GS LXr series wide-format devices.
- Chemically compatible with various OEM ink sets, they're suitable for other makes of wide-format equipment as well, such as HP FB series printers.

Press



THE OPPORTUNITY

UV curing adds visual appeal, durability, and value to many kinds of print – but there's no one-size-fits-all UV method for every application.

- Heidelberg lets printers choose among mercury-based traditional UV, low-energy (LE) UV, and LED UV – all of which can be seen in operation on Speedmaster presses in Heidelberg's Print Media Center in Kennesaw, GA.
- LED UV, the newest UV technology for Speedmaster presses, is of special interest to commercial customers because it is especially well matched to the types of work they produce.

THE SOLUTION

DryStar LED cures quickly and completely with minimal energy consumption, delivering the highest-quality results.

- Its energy-saving features assure economical operation and positive ROI.
- DryStar LED can be combined with DryStar UV to give a press maximum flexibility for UV applications.

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

The unique microstructure, stabilized fabric, and precisely balanced photosensitive coating of Screeny plates ensure maximum print quality and repeatability.

- Screeny plates are available in a variety of formats for conventional and digital exposure, each with its own optimal set of imaging characteristics.
- Screeny plates can lay down a variety of ink film thicknesses for the broadest range of textured looks and feels – effects that other printing processes can't match.
- Their durable design optimizes ink flow for the fastest high-quality screen printing achievable.

THE VALUE-ADDING ADVANTAGES

Designed for Gallus flexographic presses, but also compatible with other flexo platforms and screen units, Screeny plates are part of a complete package of resources for high-output, cost-effective rotary screen printing.

- The Heidelberg Phoenix family of UV LED direct imagesetters for screen printing enables a fast, filmless CtS (computer to screen) plate production workflow.
- The Bochonow 400 and 600 automated washing and drying units and the Screeny 600 processing unit bring the same efficiency to plate development, washing, and drying.
- Gallus and Heidelberg help Screeny users get the best results with a full program of training, product maintenance, and technical support.

THE FULL STORY

- ➔ To learn more about Screeny plates and other Gallus solutions for rotary screen printing, please visit bit.ly/rotary_screen_printing. For a video about the new Gallus Screeny A-Line plates, please go to bit.ly/Gallus_Screeny_A-Line.

THE SPECIAL FEATURES

With Saphira Digital Inks, best-in-class performance is a given in all wide-format applications.

- They cure quickly and completely in both UV and LED UV formulations.
- Their highly pigmented recipes enable them to produce an improved gamut of vivid colors with excellent lightfastness and chemical resistance.
- Available in 4, 6, and 8 colors plus white, Saphira Digital Inks consistently meet GRACoL standards and hit G7 targets.

THE VALUE-ADDING ADVANTAGES

Stable and dependable, Saphira Digital Inks assure economical, efficient production in all wide-format environments.

- When Saphira Digital Inks replace OEM products, wide-format devices need less ink to achieve the same top-quality results.
- Because Saphira Digital Inks are highly resistant to water and UV exposure, they are very suitable for outdoor materials without the need for coating or lamination.
- Conversion from other ink sets is easy – simply drain the existing ink from the device and change the filters. Then the printer can be reprofiled to match its prior color profile, ensuring repeatability of existing jobs.

THE FULL STORY

- ➔ To learn more about Saphira Digital Inks, contact your Heidelberg Consumables Sales Representative or email us at info@heidelberg.com.

THE SPECIAL FEATURES

With DryStar LED, instant on/off exposure calibrates to format size for the most efficient UV curing possible.

- Because the unit's LED bar turns on at the gripper edge of the sheet and shuts off at the tail, only the length of the sheet is exposed, saving energy.
- With Automatic Format Setting, the 26-module LED bar for the Speedmaster XL 106 covers the entire width of the sheet but activates only the modules it needs to cure the sheet, further boosting energy savings.
- This means that when sheets are smaller than the full format size of the press, there's no need to expose the whole circumference and width of the cylinder to obtain a good cure.

THE VALUE-ADDING ADVANTAGES

For basic four-color commercial work, the efficiency and economy of DryStar LED UV are ideal.

- DryStar LED UV cures substrates with or without coatings as well as metallized foils and plastics for a wide range of commercial print applications.
- Because the LED UV wavelength generates no heat, DryStar LED UV is safe for label stocks and other delicate materials.
- At normal press utilization rates, the 25,000-hour life of its LED array – ten times that of a mercury lamp – provides energy savings for years of operation.

THE FULL STORY

- ➔ To learn more about DryStar LED UV, please see http://bit.ly/to_uv_or_not_to_uv.

Stahlfolders: FOLDING REINVENTED

The Stahlfolder TH 82-P has reinvented folding. Running at speeds greater than 16,000 sph, it is the first folder to match the output of the printing presses it supports. While a linear speed of 160 meters per minute (525 fpm) typically yields 8,500 sph for a 16-page, 8.5 x 11" signature, the TH 82-P increases the output to 16,500 sph — at the same linear speed.

Here are the key innovations:

Feeder. With traditional feeding, the operator has to tend the feeder and remove folded signatures at the delivery to ensure uninterrupted production. Because every sheet of paper is lifted twice, operators must pace themselves to a speed that is often below the capabilities of the folder. A pallet feeder lets the operator simply load the pallet and run the folder from the delivery.

Streamfeeding. Streamfeeding almost doubles the throughput of each fold plate without increasing linear speed. As one sheet exits the fold plate, the next sheet is already entering it. Advanced air control at the fold rollers and in the fold plates separates the sheets and prevents marking.

Folding station. Automation for both rollers (setting of paper thickness) and plates (for format and folding sequence setup) makes an especially big difference when the operator has to handle many different folding schemes on different substrates.

Deliveries. The latest generation of high-speed deliveries matches the output of the latest folder generation. High-pile stacks and buffer spaces give the operator time for quality checks and production optimization.

Automation. Touchscreen control supports the operator not only with an intelligent folding catalog that shows how the sheet is folded for each imposition but also with a smart interface that guides the operator through the entire makeready sequence.

Sheet Control and Monitoring.

Whether by means of pulsed air at the feeder, sensor-controlled infeed, venturi air-controlled sheet alignment, sensors throughout the machine, or the comprehensive presets, sheets are continuously monitored during folding to make production more stable and reliable.

Push-to-Stop Folding. Sensors in the feeder and delivery recognize a job-specific bar code. When a new job in the same layout arrives, the machine folds the first two sheets and ejects them at the delivery for operator review. At the same time, the delivery pile is cleared to avoid mixing signatures. After about 20 seconds, the folder starts the subsequent job — without operator intervention.

Thanks to the modularity of its feeder, folding station, and delivery options, a Stahlfolder device can be configured to match the production volume of any shop — all while replacing two or three legacy folders.

To learn more, watch our video at <http://bit.ly/TH-P>



GALLUS AND HEIDELBERG OPEN DOOR WIDE TO SUCCESS WITH LABELS

Heidelberg has always been a solution provider to the label market through its core sheetfed business. Thanks to its partnership and full integration with Gallus, one of the world's leading developers of web label printing and converting systems, Heidelberg is better positioned to help its customers stake their claims to what the label market has to offer them.

As opportunities go, it's a rich one. The worldwide value of the label market is projected to increase to \$45 billion by 2022, with about 30% of it belonging to North America.*

Behind the growth is an ongoing explosion in consumer product variety. More versions and brand extensions mean a corresponding proliferation of pack sizes and types, often in short runs.

Label printing isn't the niche business it once was. Research by *Printing Impressions* reveals that many commercial printers see labels as applications they can offer.

Heidelberg believes that the convergence of the commercial and the label printing segments is where some of the most significant growth in the label market will come from. This is what inspired the development of the new Gallus Smartfire, an all-in-one production system designed specifically to lower barriers to label market entry.

In return for a low capital investment, Gallus Smartfire offers a high-quality label printing and finishing solution that will fit comfortably into any small or mid-sized commercial printing environment.



Capable of imaging up to 2,561 square feet of label material per hour at 1,600 x 1,600 dpi on its 9.45" wide web, the easy-to-operate Gallus Smartfire also features built-in laminating, die cutting, and rewinding. With everything it can do, it's the ideal plug-and-print starter platform for digital label printing.

Besides Smartfire, Gallus offers a full range of flexographic, offset, digital inkjet, and rotary screen printing solutions for labeling applications. Heidelberg brings them all to market with world-class technical support, field service, and parts delivery. It's a combination that now puts success in labeling within the reach of every printing business that wants to achieve it.

Learn more at:
<http://news.heidelbergusa.com/Gallus-Smartfire>

* Source: Smithers Pira



The Discovery of “Fire”

Heidelberg’s Distinctive Digital Print Portfolio

Dan Maurer, Heidelberg’s Vice President of Digital Print, points out that as a concept, “Fire” is universal: it connotes urgency, intensity, and passion in everything the word can be applied to. This is one of the things, he says, that makes “Fire” an appropriate brand identity for digital printing systems from Heidelberg, a company deeply committed to equipping printers for profitable operation in 170 countries around the world.

The distinctive Fire solutions portfolio – Versafire, Primefire, Labelfire, and Smartfire – is the end-result of an expansion into digital printing technologies that Heidelberg first began making more than 20 years ago. At that

time, the market for digital print was very different in size and character from what it is today. Heidelberg realized that while the solutions available then might have been adequate to the existing demand, much more progress would have to be made before the company could offer its customers digital equipment with the capabilities they needed and the ROIs they expected.

Heidelberg’s strategy for digital development had three main objectives: to build digital presses suitable for industrial printing environments; to offer digital print quality fully up to the standard of offset lithography; and to make digital printing capable of the



PRIMEFIRE



LABELFIRE



VERSAFIRE

kind of efficiency that customers need in order to survive in their hyper-competitive print markets. These attributes continue to be the hallmarks and the common denominators of everything in the Fire family.

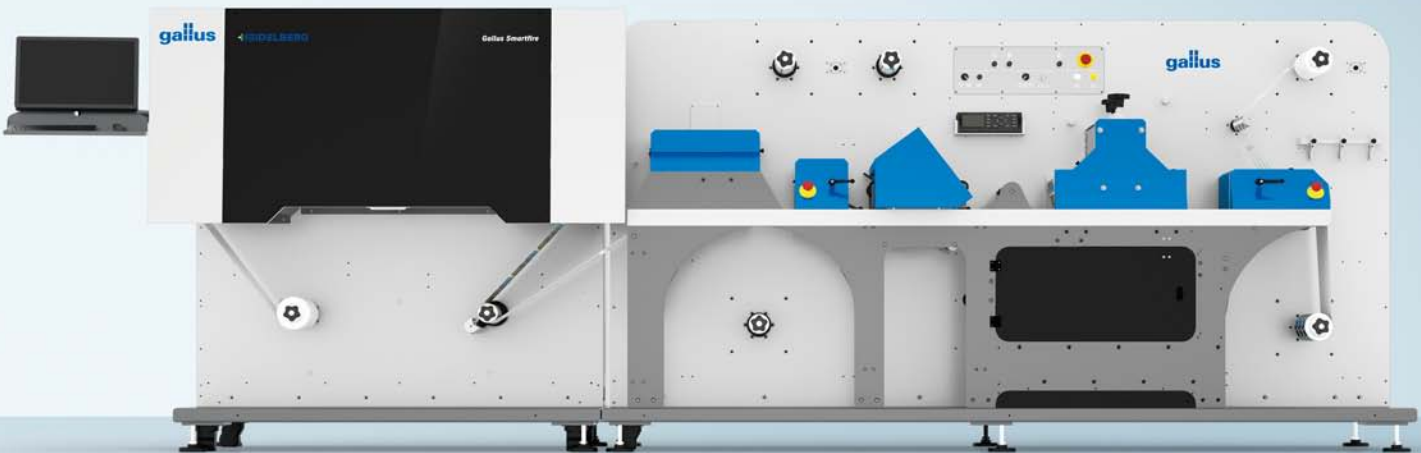
Heidelberg also understood that printers in the commercial, packaging, and label segments would need digital presses customized to their individual requirements. Another fact of life was that shops were finding it harder to serve their customers with only one printing process: print buyers insisted on one-stop sourcing from multi-capable print providers.

This explains why the Fire family is and will remain process-agnostic. Because it isn't tethered to any single digital printing technology, the Fire product portfolio can span the full range of print application requirements: toner (Versafire) for commercial; production inkjet (Primefire) for packaging; UV inkjet with inline flexo and finishing (Labelfire) for labels; aqueous inkjet with inline finishing (Smartfire) for labels in very short runs.

Toner was the basis of Heidelberg's first venture into digital printing, and the advancements it would make with this process set the stage for the growth of the Fire portfolio as a whole. Print engines from industry leader Ricoh combined with RIP, workflow, and color management technology from Heidelberg gave rise to the Versafire family: high-speed, high-output cut-sheet printers that let shops of all sizes match offset quality on a broad range of substrates for a fraction of the investment required for other production toner devices.

When inkjet arrived, Heidelberg formed an ongoing partnership with Fujifilm that has produced both the B1-format, seven-color Primefire folding carton digital press – the first of its kind to be installed in North America – as well as the eight-color Gallus Labelfire web press for UV inkjet label applications with complete inline finishing. Aqueous inkjet plus inline finishing define Smartfire, a digital web press for labels in very small quantities.

The special fit of Fire products to their application requirements is what makes each of them unique in its category.



SMARTFIRE

VERSAFIRE

Versafire has no rival among toner devices as the most cost-effective solution for lower-volume, high quality commercial work. The print quality, substrate compatibility, color and registration consistency, and rock-solid reliability of Versafire EP and Versafire EV make them – hands down – the best value for the investment dollar in electrophotographic systems from any supplier.

PRIMEFIRE

Primefire is a B1-plus (29.53" x 41.73") inkjet press that represents the future of folding carton printing, with the potential to expand to commercial applications. Taking inkjet printing for packaging to levels of quality and productivity that weren't achievable before, Primefire will change the game with its high-volume capacity, its broad color gamut, and the many high-performance features it borrows from the Speedmaster XL 106. Primefire is built for uptime in excess of 80%, and it doesn't require advanced skills to operate.

LABELFIRE

Labelfire, a joint development of Heidelberg, Gallus, and Fujifilm, is the digital hybrid inkjet answer for "classic" label businesses dealing with decreasing run lengths and increasing demands for post-print embellishment, says Chris Brooks, Heidelberg's Vice President of Label Products. Extended uptime and extreme repeatability are its strong suits, along with an eight-color UV ink set and inline assets for one-pass label production that can include flexo, screen, foiling, laminating, and die cutting.

SMARTFIRE

Smartfire will live up to the promise of its name among commercial printers seeking a low-cost, low-risk pathway into short-run label production. Like Labelfire, Smartfire goes from file to finished label by virtue of its high-quality inkjet imaging and its suite of inline finishing assets. Its compact footprint, VOC-free aqueous inks, and ease of use round out Smartfire's appeal as a plug-and-print solution for profitable label production in even the smallest quantities.

"This is a customer base that Heidelberg has been serving for more than 160 years," says Felix Müller, President of Heidelberg Americas. "Heidelberg understands better than any other manufacturer what customers need in order to operate profitably. The Fire product line is the latest example of what we are doing to offer printers everything they need for success: digital and conventional printing systems, software, consumables, tech and parts support, and business services."

Fire products are evolving printing systems designed for expansion and augmentation as end-users' requirements change. Because change is constant in the printing business, so is Heidelberg's mandate to continuously improve the solutions it offers to printing service providers. This assures that the Fire family of products, now glowing with potential, will burn even more brightly in the future.

This article was written in collaboration with Dan Maurer and Chris Brooks.

CUSTOMERS ON "FIRE"

VERSAFIRE

"The quality on the press is absolutely spectacular. While our existing machines were meeting our customers' expectations of peak quality, the new machine takes that to a whole new level. Flat tints are smooth and halftone images, even with sensitive subjects like facial tones, can print clean and reliably. The new Versafire EP will help us cut costs and shorten turnaround times, without sacrificing quality."

**Jeff Main, President of AMP Printing,
Dublin, CA**

PRIMEFIRE

"The print quality of the Primefire is unlike anything I've ever seen. (At drupa 2016) I took one look at the sheet and said, 'This is the one.' Their quality was just spectacular. They even had a section on one of the sheets that was 2-pt. type. You almost can't see it with the naked eye, and you have to look at it under a loupe. It was near perfect."

**Stacy Warneke, President,
Warneke Paper Box, Denver, CO**

LABELFIRE

"This is the first digital press I've seen that does what I want. It integrates everything from the roll to finished labels, including flexo, screen, digital and die-cutting, without secondary operations. I was impressed by how much energy and capital has been invested in this system. The most incredible thing that we're experiencing is the increase in quality. This machine – it's a game changer from a quality standpoint."

**Thomas Dahbura, President,
Hub Labels, Hagerstown, MD**

BURKE GROUP PIONEERS SUBSCRIPTION MODEL IN NORTH AMERICA



Front row from left: Ulrich Hermann, CDO (Chief Digital Officer Lifecycle Solutions), Heidelberg; Ian Burke, CEO, Burke Group. Back row from left: Clint Ferner, Heidelberg Canada; Barry Burke and Carmen Rouselle, Burke Group; and David Schmedding, Head of Corporate & Digital Business Development, Heidelberg.

By signing the first Heidelberg Subscription Model contract in North America, Burke Group of Edmonton, AB, will double its productivity and increase its profit without actually owning any of the new Heidelberg equipment it is now in the process of installing.

Instead, Burke will operate it on a cost-per-sheet basis that covers a complete package of machinery, Prinect software, Saphira consumables, parts, consulting, and service. Under the Subscription Model, Burke and Heidelberg will establish a reduced monthly cost-per-sheet charge that reflects how much more productive the company will be once all the equipment is fully up and running.

In this way, Burke will pay Heidelberg only according to the number of sheets it prints – an arrangement that Ian Burke, CEO, calls key to growing the business. “Rather than focusing on our press and equipment,” he says, “we can now put our focus on our growth strategy, which is accomplishing faster turnaround times and producing more work.”

Burke Group’s Subscription Model contract includes a new Speedmaster XL 106 8-color perfecter with coater and LE UV curing; a Stahlfolder TH 82-P with the high-

performance PFX pallet feeder; and a POLAR N 137 automated cutter. Running 24/7 with this equipment, Burke Group expects to increase print volume from 18 million to 35-40 million sheets per year and to double its overall equipment effectiveness (OEE).

To structure the contract, a team of Heidelberg analysts compared Burke Group’s key performance indicators (KPIs) with those of other printers of its type. Then, both companies agreed to goals for print output aimed at increasing overall productivity.

With roots that go back to 1902, Burke Group is one of western Canada’s premier providers of commercial printing, direct mail, signage, and design services. Over the last 10 years, sales have grown to CAN\$28 million. The company currently has 142 employees.

There is a distinct competitive advantage in working with Heidelberg within the framework of the Subscription Model, according to Burke.

“They have the products, technology, service, and people needed to help print shops succeed. Heidelberg is there for us well beyond just selling a highly productive press – they’re there to make sure we achieve all of our goals.”

– Ian Burke

“With the Subscription Model, we’re sharing the opportunities and risks with our customers,” comments Felix Müller, President of Heidelberg Americas. “We’re providing everything the customer needs and simply selling productivity.”

Heidelberg currently has 20 Subscription Model contracts in place and aims to exceed the 100 mark by the end of 2020.

For more information, visit bit.ly/heidelberg-subscription

WARNEKE PAPER BOX WELCOMES PRIMEFIRE TO NORTH AMERICA

The staff of Warneke Paper Box welcome their new Primefire production inkjet press from Heidelberg, the first of its kind in North America.



Warneke Paper Box, a 111-year old packaging firm in Denver, CO, recently became the first printer in North America to acquire B1-format (29.53" x 41.73") production inkjet printing capability by installing a Primefire digital color inkjet press from Heidelberg.

The press, a seven-color, device that prints up to 2,500 sheets per hour, is the first full-size production inkjet press from any manufacturer to reach the North American market. Stacy Warneke, President of Warneke Paper Box, describes its 1,200 x 1,200 dpi print quality as "unlike anything I've ever seen," and indicates that the press is suitable for every type of packaging that the company currently produces.

Steve Huppert, COO, says that Warneke will expand its business with the Primefire by working with customers in targeted, short-run packaging campaigns and in security applications with variable content.

On October 1 and 2, 2018, Felix Müller, President of Heidelberg Americas, joined Warneke personnel in hosting representatives of about 60 other printing companies for an up-close look at the breakthrough inkjet press. The Primefire 106 prints with aqueous ink from SAMBA inkjet heads supplied by Fujifilm Inkjet Technologies, matching 95% of the Pantone gamut with a ΔE variation of less than 2. Surrounding

the inkjet unit are many high-end components of the Speedmaster XL 106, Heidelberg's flagship sheetfed offset press.

The Primefire, which can print stocks from 8 pt. to 24 pt. (0.2 to 0.6 mm), joins forces with Warneke's conventional equipment from Heidelberg: three 40" Speedmasters, a 29" Speedmaster, and POLAR cutters. Warneke uses these assets to custom-manufacture folding cartons, set-up and rigid boxes, point-of-purchase displays, pocket folders, and cannabis packaging.

Warneke has a long history of partnership with Heidelberg as an early adopter of some of its most advanced press technologies. Stacy Warneke, representing the fourth generation of family leadership, first saw the Primefire 106 at drupa 2016, where she placed the order that led to the installation. No beta testing occurred as the company moved to bring the press up to full production as expeditiously as possible.

Huppert estimates that up to 25% of Warneke's present offset volume can migrate to the Primefire, which is engineered for print uptime in excess of 80% and a capacity of 1.5 million sheets per month. Its 2,500 sph running speed will be increased in future upgrades that will be available to Warneke and other initial installations as retrofits.

Huppert calls the Primefire "very complementary to our business model," which in addition to printing offers structural and graphic design, die cutting, and finishing. Besides packaging printing, applications for the Primefire also could include imprinting for security, track-and-trace, anti-counterfeiting, and package serialization. The latter, a technique for linking sequentially numbered or bar-coded packages to consumers and their buying habits, will be of strong interest to brick-and-mortar retailers, Huppert says.

Product & Services Guide.



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.

Prepress Products

Saphira Plates & Chemistry
Saphira Proofing Paper

Press Products

Saphira Inks (Conventional & UV)
Saphira Coatings (Aqueous & UV)
Saphira Digital Inks & Supplies
Saphira Press Blankets
Saphira Press Room Chemistries
Saphira Press Room Supplies
Saphira Rollers

Postpress Products

Saphira Stitching Wire
Saphira Cutting Sticks
Saphira Glue
Saphira Banderoles
Saphira Special Clean

Order Online 24/7 at
www.shop.heidelberg.com



Prinect Workflow

Prinect® 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, you can configure your workflow in line with your specific requirements. By giving you complete control over your production operations, Prinect® lays the foundation for more efficient production workflows, greater transparency and faster job throughput.

Prinect Production

Prinect Production Manager
Prinect Shooter

Prinect Color Solutions

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

Prinect Management

Prinect Business Manager

Prinect Press

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

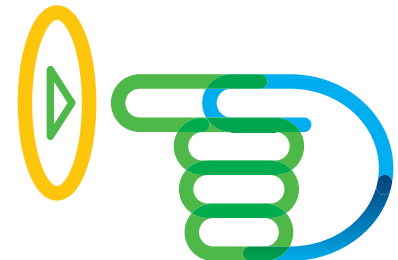
Prinect Postpress

POLAR P-Net with Compucut
Prinect Postpress 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	25.82 × 20.86"	2,540 or 2,400 dpi	Up to 27
Suprasetter A75	25.82 × 29.92"	2,540 or 2,400 dpi	Up to 22
Suprasetter A106	36.1 × 41.7"	2,540 or 2,400 dpi	Up to 18
Suprasetter 106	36.1 × 44.9"	2,540 or 2,400 dpi	Up to 55
Suprasetter 145	55.6 × 56.3"	2,540 or 2,400 dpi	Up to 35
Suprasetter 162	55.6 × 64.96"	2,540 or 2,400 dpi	Up to 35
Suprasetter 190	55.6 × 75.4"	2,540 or 2,400 dpi	Up to 25
SDP-Eco 1630IIIR	15.9" × 28.25"	1,200, 1,500, 1,800, 2,400 dpi	Up to 78 (12 x 18" plate)



Primefire Digital Inkjet Press

Our new 41" inkjet digital press with proven Heidelberg Multicolor Technology enables truly industrialized digital printing. The 7-color inkjet system covers up to 95% of the Pantone® color space in outstanding quality of 1200 x 1200 dpi.

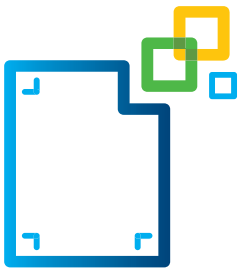
Product Name	Max. Sheet Size	Min. Sheet Size	Stock Thickness	Colors	Coating
Primefire 106	29.53 x 41.73"	18.5 x 18.9"	8 pt.-24 pt.	CMYK + OGV	Water-based with UV Capability

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 52* Anicolor	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 CX 75	2-6	15,000 23.82 x 29.53" (F)	20.87 x 29.53" (C) 23.03 x 29.13" (F)	20.08 x 29.13" (C) (opt.: up to 0.031")	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 CS 92	4-6	15,000	25.59 x 37.01"	25.20 x 36.22"	0.0012-0.024"
Speedmaster CD 102	2-8	2-7: 15,000	28.35 x 40.16"	27.95 x 40.16"	0.0012-0.040"
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 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	96, 111 & 136 pg/minute	13 x 27.5"	350 gsm	450,000 A3/13 x 19" Sheet
Versafire EV	85 & 95 pg/minute	13 x 27.5"	360 gsm	350,000 A3/13 x 19" Sheets
Versafire EP	115 & 135 pg/minute	13 x 27.5"	470 gsm	850,000 A3/13 x 19" Sheets

Gallus Label Printing Presses

Outstanding process flexibility: the systematic, modular design of Gallus press systems allows them to be scaled up at will in response to changing future requirements.

Product Name	Processes	Max Speed	Substrates
RCS 430	flexo UV, offset, rotogravure, cold foil, hot foil, embossing, screen, varnishing, lamination, die cut	160 m/min	Standard PS, monofoils, paper, cardboard, tube laminate
Labelmaster 340/440	flexo UV, hot air, cold foil, hot foil, embossing, screen, varnishing, lamination, die cutting	200m/min	Standard PS, monofoils, paper, cardboard, tube laminate
ECS 340	flexo UV, hot air, cold foil, hot foil, embossing, screen, varnishing, lamination, die cutting	165m/min	Standard PS, monofoils, paper, cardboard, tube laminate
Labelfire 340 (Digital Platform)	flexo UV, 8 color inkjet including white, cold foil, hot foil, screen, varnishing, digital embellishing, die cutting, lamination	50m/min	Standard PS, monofoils, paper, cardboard, tube laminate
Smartfire	4 color water based inkjet, lamination, die cutting	9m/min	Pretreated substrates for water based inks

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"



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

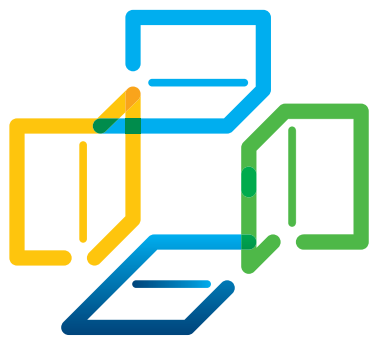
Heidelberg offers a comprehensive line of buckle plate and combination folders and mailing systems as part of the Stahlfolder line. Their modular design and range of accessories ensure maximum flexibility and productivity.

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, PFX without Shingling
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 without 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 with Shingling

*Minimum and maximum sheet size dependent upon feeder selected. Shown min. and max. formats might not be available on the same feeder type.

Die Cutters & Hot Foil Stampers

High productivity and greater flexibility for effective die cutting, 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.



Die Cutting	Sheet Size Max.	Sheet Size Min.	Machine Speed Max.
Easymatrix 106 C/CS	29.53 × 41.73"	14.2 × 17.8" Option: 11.82 × 13.78"	7,700 sph
Easymatrix 106 FC	29.53 × 41.73"	14.2 × 17.8" Option: 11.82 × 13.78"	7,500 sph
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"	7,500 sph
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"	7,000 sph

Duopress Two Platen Station Machines

Bringing up to five processes together in one machine, the Duopress combines foil stamping, embossing, die cutting – 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

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 85	33.46"	3.55"	23.60"	984 fpm/1,148 fpm option
Diana Easy 115	45.28"	3.55"	23.60"	984 fpm/1,148 fpm option
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 fpm/2,132 fpm option

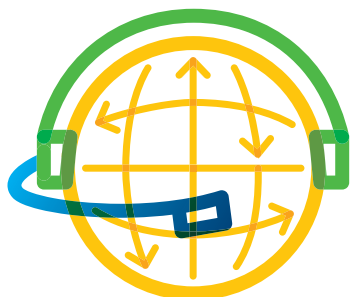
*1.77" with miniature carton attachment

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"	984 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



All American Label (Dublin, CA) is now All American Label and Packaging since installing three major pieces of Heidelberg equipment for its new line of business: a Suprasetter A 106 CtP system, a Speedmaster CD 102-6+L offset press, and an Easymatrix 106 CS die cutter. “We want to be like a local convenience store for our customers,” said Brad C. Brown, CEO. “This is what made us go with this large suite of Heidelberg products – we wanted to offer everything to our customers, and we wanted to offer the best.” Pictured from left: Colten Brown, Operations Manager; Mike Anderson, Plant Manager; Brad C. Brown; Brent Peacock, Offset Production Manager; and Brandon Warren, General Manager.



“With the Labelfire, I’m now working with a whole ecosystem of software, hardware, and consumables from Heidelberg and Gallus that all work really well together,” says Thomas Dahbura, president of Hub Labels (Hagerstown, MD), about the Gallus Labelfire 340 hybrid press now in operation there. Fully integrated for digital, flexographic and rotary screen printing, cold foiling, and die cutting, the Labelfire runs at up to 164 fpm at a resolution of 1,200 x 1,200 dpi.



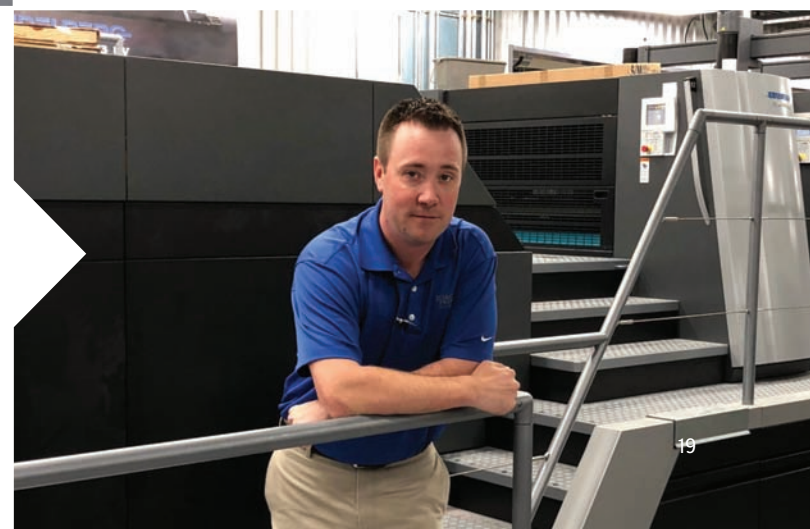
Matt Bradley, Prepress Manager of Allied Media in Fenton, MI, says the new Suprasetter A 106 CtP system can process 18 plates in an hour: a major gain in productivity vs. the half-hour-per-plate output of the device it replaced. He uses the automated Suprasetter to image Saphira Thermoplate IPR4, a super-duty plate from Heidelberg that supports a wide range of print applications.



In Miamisburg, OH, Think Patented has recovered die cutting jobs it used to send out with the help of the Easymatrix 106 CS die cutter it recently purchased from Heidelberg. The Easymatrix 106 CS can process boards as thick as 78 pt. at speeds up to 7,700 sheets per hour. From left: Niels Winther, Chairman and Managing Partner; Jim Brown, Postpress Manager; and Ken McNerney, CEO and Managing Partner.



A new Speedmaster XL 106-4+LYY-P-4+L is twice as productive as the press it replaced at J.S. McCarthy in Augusta, ME, says Jon Tardiff, President. The new press features a long list of innovations including “Push to Stop” technology for autonomous operation, Prinect Pressroom Manager, Prinect Inpress Control 2, and UV curing further extending its capabilities.



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PRESORTED STANDARD
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How Issue 51 Was 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**