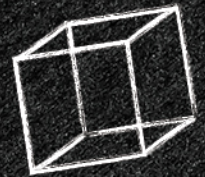




**HD**  
**HEIDELBERG DIRECT**  
 The Customer Magazine for  
 the United States & Canada  
 No. 54 • 2021

ISSUE  
**54**



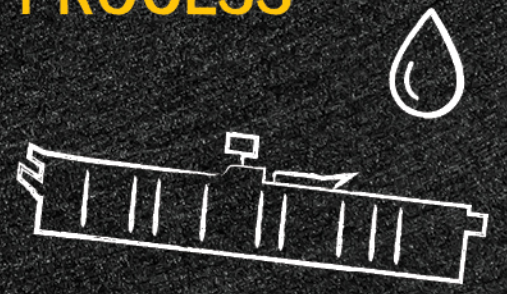
# THE INNOVATION EQUATION

**TECHNOLOGY + PEOPLE + PROCESS**



QUALITY INDEX  
 + SPEED INDEX  
 + TIME INDEX

**= OEE**



**= SUCCESS**



# THE HEAD OF THE CLASS

The Kumon North America printing plant supports thousands of students in Kumon Center after-school learning programs in North America, Mexico, the U.K., Europe, the Philippines, and South Africa: a responsibility that we meet by printing tens of millions of math and reading worksheets every year. For volumes this large, only offset lithographic printing will do. For the workloads we're handling now, the best solution has proven to be the Speedmaster XL 106 press platform from Heidelberg.



Our press, a nine-unit perfector that we installed in October of 2020, supplements two older, smaller-format tandem presses that could no longer keep up with the quantities we were putting on them. Since then, we've transferred 40% of their volume to the Speedmaster XL 106, eliminating a production shift in the process. This says it all about how efficient a performer this press really is.

One of the things that attracted us to the Speedmaster XL 106 is its top-end printing speed of 18,000 sheets per hour – the speed at which we routinely run it. Our press operators like its makeready-reducing features, which include automated plate changing and cylinder washup. Its Prinect Inspection Control color and register inspection system lets them feel confident that whether they're printing in full color, duotone, or just black over black, the quality will always be spot on.

Making a smart investment in a new press means surrounding it with assets that will keep it operating at peak performance. We're doing this by running exclusively with Saphira Consumables from Heidelberg: inks, blankets, plates and other products manufactured for best results with Speedmaster equipment. Our Heidelberg CutStar sheeter, which feeds our Speedmaster XL 106, saves us up to 15% in paper costs by enabling us to purchase paper in rolls that we cut to the desired sizes.

Support from Heidelberg during the installation and training phase got us into full production quickly. Post-installation support has been excellent as well, helped by the fact that our Hebron, Kentucky production facility is only about 90 miles away from Heidelberg's main logistics center in Indianapolis. Whenever we need to top up our Saphira Consumables, online ordering through Heidelberg's eShop makes it easy.

We're proud of the work we do to keep Kumon students and educators continuously supplied with the learning materials they depend on. We believe that with the help of our Speedmaster XL 106, we're fulfilling our mission more successfully than ever before.

Thomas Mock  
 Operations Manager – Printing  
**Kumon North America, Inc.**

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# COVID-19 Never Flattened the *Learning Curve* for Heidelberg and its Customers.



It has taken a long time, but the printing industry finally is starting to hear good news about the fight it has been keeping up against COVID-19. Print shops everywhere have protected themselves against the pandemic by changing business practices in ways they never imagined they'd have to, and their perseverance has paid off.

Heidelberg has done the same thing, discovering valuable new methods for supporting its customers in the process. Some of the lessons applied mainly to the period when the outbreak was at its height. Others will continue to be useful when restrictions are fully lifted and business conditions return to normal.

At the peak of the pandemic, one of Heidelberg's advantages was having a very large number of field service specialists located close to the customers they serve. In fact, more than half of the company's U.S. employees are locally-based field technicians who, in most cases, don't have to travel great distances when their customers need on-site assistance.

In making these service calls, Heidelberg technicians follow the same kinds of safety protocols that their customers have put in place. They restrict their presence to work areas, wear PPE at all times, and maintain safe distances from others. Service appointments are scheduled on the assumption that the plant has no active cases of COVID-19. But, if it is later determined that infection was present at the customer's site during the call, the technician will be required to quarantine for the necessary number of days.

**Virtual visits, when done the right way, can be highly useful for maintaining good customer relations.**

These are not easy constraints to work within, but they never got in the way of Heidelberg's commitment to being wherever its customers needed hands-on technical help. At one point, four major equipment installations were in progress in the same month, each one scheduled for six to eight weeks of install time, under these conditions – a testament to how successfully Heidelberg and its customers had adapted to the tough ground rules of COVID-19.

Sales was a different challenge. Like all companies, Heidelberg has had to replace most in-person sales calls with virtual visits: video conferences and live-streamed equipment demonstrations designed to keep information flowing in both directions.

These digital interactions were never meant as wholesale substitutes for in-person engagements. But Heidelberg found that virtual visits, when done the right way, can become highly useful additions to a vendor's repertoire of techniques for maintaining good customer relations.

For one thing, they're simpler to schedule than face-to-face calls, since no one has to change location in order to take part in them. That is a welcome convenience for the customer, and a major savings of time. An equipment demo that might have taken days to coordinate and conduct in the physical world now can be accomplished virtually in just two hours, making the purchase easier for everyone to close.

The normal that will return to the printing industry will be new in the best sense: marked by fresh learning experiences that will make the industry's next set of challenges that much easier to confront. While it's impossible to say thank you to a pandemic, there are many reasons to be grateful for what Heidelberg and its customers have achieved by standing up to this one.

# ON THE HORIZON

## High-Performance Die Cutting



### THE OPPORTUNITY

As customers seek greater efficiencies in production, the need for a high-output, quick-changeover 41" blanking machine is greater than ever before.

- Offer a high-performance, highly specified machine at a competitive price point.
- Offer a machine that works effectively with the latest high-performance tooling for the fastest makeready times.

### THE SOLUTION

The Mastermatrix 106 CSB from Heidelberg meets the needs of the most demanding high-volume folding carton manufacturers.

- The Mastermatrix 106 CSB offers 9,000 sph, optical registration and all the quick-makeready tooling features that folding carton manufacturers expect.
- Productivity can be further enhanced with logistics systems at both the feeder and the delivery.

## Robotic Pallet Stacking



### THE OPPORTUNITY

With operator availability and skill level a constant challenge, there is a greater need for enhanced automation and operator-independent performance during finishing processes.

- Offer a solution that picks up, jogs, and palletizes folded packages while ensuring the folder runs at the highest speeds possible for each job.
- Deliver automation that results in nonstop production with reduced personnel costs.

### THE SOLUTION

The Stahlfolder P-Stacker combines a jogging station with a robot to enable packages of folded material to be picked and placed onto a pallet in any desired set-down pattern.

- The robot can handle packages up to 16 lbs. at up to 300 packets per hour.
- The robot can insert intermediate layers (tie sheets) to ensure stability of the load.

## Automated Loading and Jogging



### THE OPPORTUNITY

Bring automation to the loading of a cutting system by combining the operation of a Transomat loader with a jogger. This brings greater efficiency to the loading process and simplifies the steps involved.

- Combine the functions for an automated way to load and jog stacks to be fed into a guillotine cutter.
- Personnel costs in the manufacturing operation are reduced.

### THE SOLUTION

The POLAR AirGo Jog takes reams of paper, blows air through them, and jogs them perfectly, ready for cutting on the guillotine.

- A gripper system transfers the material from the Transomat into the jogger.
- A blower unit ensures good aeration and a better jogging process.



## 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 Mastermatrix 106 CSB provides industry-leading technology for the highest level of automation in the die cutting process.

- Cam drive technology in the cutting station ensures optimum movement of the lower bed, reducing patch-up and giving the maximum time possible for smooth sheet transfer.
- Masterset optical registration is standard for the highest register accuracy.
- The new thin plate system offers simple, quick setup with only two lock-up points.
- The new MasterRake greatly facilitates the positioning of the non-stop swords for the delivery. The swords are clamped pneumatically on a bar, ensuring easy release, positioning, and lock-up.

### THE SPECIAL FEATURES

The P-Stacker brings a new level of automation to the folding department of any commercial printer.

- The specially designed gripper ensures reliable handling of packages with no marking and ensures safe holding.
- Packages up to 145 x 145 mm to 330 x 330 mm (5.70 x 5.70" to 13.0 x 13.0") can be handled.
- A wide range of set-down patterns is available to suit different pallet sizes.
- Pallets can be stacked up to 1.1m or 3.6' high.

### THE SPECIAL FEATURES

The POLAR AirGo Jog brings consistent, reliable operation to a cutting station.

- The additional automation ensures more consistent quality of the loads being fed into the guillotine cutter.
- The cycle time of 60 to 90 seconds per ream, equivalent to 60 to 40 reams per hour, is the fastest available today.
- Manual jogging is still possible if difficult materials are being processed.

### THE VALUE-ADDING ADVANTAGES

Everything about the Multimatrix 106 CSB is designed for precise, productive, and profitable operation.

- By reading print marks, the optional Masterset camera-based infeed system aligns each sheet individually for excellent print-to-cut registration.
- The Multimatrix 106 CSB is the only machine in its class that carries the GS (Tested Safety) mark, independently certifying that it meets German and European safety requirements.

### THE FULL STORY

➔ To learn more about Mastermatrix 106 CSB, visit [bit.ly/mastermatrix\\_106\\_csb](https://bit.ly/mastermatrix_106_csb)

### THE VALUE-ADDING ADVANTAGES

The Stahlfolder P-Stacker ensures that the folder will always run at the optimum speed and is no longer dependent on the personnel stacking the packages onto the pallet.

- By automating the delivery for the highest output, the ROI is very short given the reduction in personnel costs.
- Gaps between the packages on the pallet are minimized to ensure the most efficient laydown and optimum use of the pallet.
- The robot offers the latest in safety technology, including fixed guarding, to ensure a safe working environment for all employees.

### THE FULL STORY

➔ To learn more about the Stahlfolder P-Stacker, visit [bit.ly/stahlfolder\\_p-stacker](https://bit.ly/stahlfolder_p-stacker)

### THE VALUE-ADDING ADVANTAGES

The POLAR AirGo Jog reduces labor costs by taking operator touches out of the cutting process.

- Automating the material handling and jogging delivers perfect reams, ready for cutting.
- The system is user friendly and very easy to operate.

### THE FULL STORY

➔ To learn more about POLAR AirGo Jog, visit [bit.ly/polar\\_airgo\\_jog](https://bit.ly/polar_airgo_jog)



# HEIDELBERG CONNECT OFFERS PRINECT KNOW-HOW FOR THE ASKING

A vendor's relationship with its customers has to include more than equipment, supplies, parts, and service. Those things are important to provide, but so are opportunities for active learning. This means making sure customers have access to the kinds of information that will help them make the best use of their investments in the vendor's solutions.

Heidelberg takes this obligation seriously. For many years, the company has had a parallel role as an educator through the training programs it conducts and the instructional materials it publishes. The introduction of Prinect digital workflow technology added a new dimension to the curriculum. Today, this knowledge is easily available to any customer who wants to explore how powerful a workflow tool Prinect can be.

Class is in session at the Prinect section (<https://news.heidelbergusa.com/prinect-landing/>) of Heidelberg Connect, Heidelberg's online customer resource for news, information, and advice. The section focuses on what the various software modules of the Prinect workflow architecture do: the problems they solve, the tasks they simplify, and the efficiencies they create.

A continuously updated series of posts called "Did You Know? Prinect Tips & Tricks" details how Prinect can be put to work in tasks that print shops perform every day. Written in a straightforward, how-to style, and amply illustrated with screen shots, the posts walk readers through the following practical applications:



- Do You Hotfolder?
- Coating Editor
- Creep
- Basic and Advanced Trapping Tutorial
- Prinect Archiver
- Connecting to Several Systems and Naming the Output File
- Color Matched Proofing
- Simple Setups for Packaging Jobs
- Creating a Booklet Proof

More topics will be added. Visitors can also watch Prinect and prepress training videos; read white papers on IT security and data protection; and download Prinect product brochures. If additional information is needed, there's an "Ask the Experts" query form for requesting it.

Heidelberg Connect (<https://news.heidelbergusa.com/>) is the all-in-one portal to everything customers need to know about Heidelberg and the products and services they can obtain from it. The Heidelberg eShop for Saphira Consumables and many other supplies is here, along with a link to the "Expert Talk" series of instructional videos from Print Media Center Atlanta, the largest print demonstration center in North America. (Back issues of *Heidelberg Direct* can be found here as well.)

It's often said that knowledge is power. In the printing industry, it's staying power: the competitive edge that keeps well-educated firms in the game for the long term. As a committed provider of that knowledge, Heidelberg says more power to its customers.



# Heidelberg Assistant: PORTAL TO PEAK PERFORMANCE

**H**eidelberg Assistant is a digital interface that connects Heidelberg customers with the resources they need to operate their businesses with peak efficiency. Among its most valuable features is a set of analytical tools that identify opportunities for better performance and measure progress made towards this goal.

Customers have the option of using the tools with the guidance of a Heidelberg online performance advisor who reviews the results and makes recommendations based on them. In this way, customers can monitor and optimize their equipment with the help of the data that the supported equipment generates. Heidelberg Assistant presents it in the form of KPIs (key performance indicators) that reveal where and how improvements can be made.

One of the first things customers discover is that peak performance isn't necessarily the same thing as peak press speed. Net output is what the press actually accomplishes, and if net output is low, it is often because the issue is something other than running speed.

This is what Heidelberg Assistant uncovers: slowdowns and interruptions that penalize net output no matter how fast the press prints the sheets. It could be that wash-ups, job changeovers, and color OKs are taking too long. Too many changes in format size and paper thickness could be slowing things down. Frequent stoppages at the feeder or the delivery could be cutting into production as well.



Heidelberg Assistant captures the machine data that is generated every time something like this happens. By aggregating the data, Heidelberg Assistant creates an overview of where time is being lost, and why. This gives the customer a reliable indication of OEE: overall equipment effectiveness, which measures how productively – and therefore how profitably – the press is being used.

Heidelberg Assistant displays the data as graphs and charts that the customer and the online performance advisor examine together in monthly reviews. The advisor explains what the numbers are saying, discusses goals that need to be achieved, and shows how KPIs will improve as a result. This includes calculating the extra production time to be gained by taking the steps the advisor recommends.

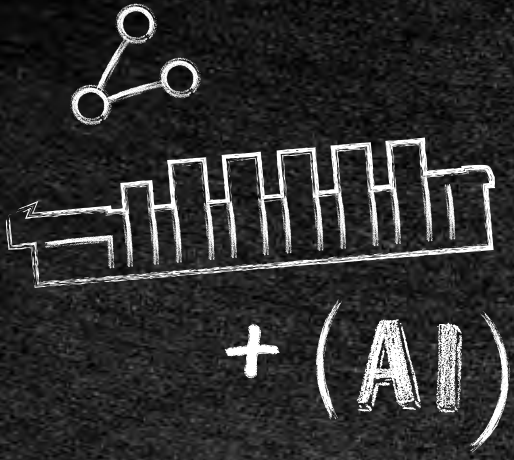
There's even a way to see how performance data exported from the press compares with data from other Heidelberg presses of the same model and unit configuration.

This benchmarking is possible through a secure, private connection to the Heidelberg Cloud, which links more than 13,000 pieces of equipment around the world.

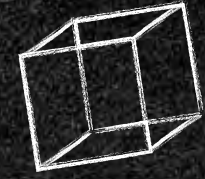
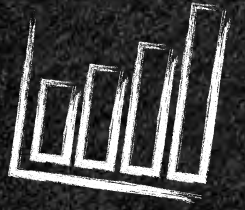
Customers who have been using Heidelberg Assistant with the online advisement package can take the evaluation to the next level by adding an annual onsite visit by the advisor and a Heidelberg instructor. The team will monitor live production, inspect job files, review processes in the pressroom, and deliver a summary report of recommendations for improvement.

Heidelberg Assistant also has features for e-shopping, service and support, and contract and invoice administration. It's accessible by computer, tablet, and smart phone – and indispensable for customers who want to make the most of their relationship with Heidelberg.



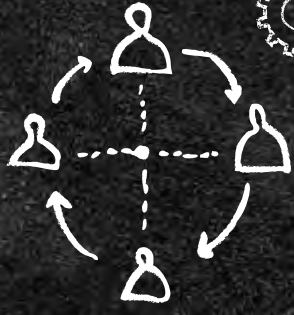
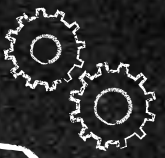


PUSH 2 STOP  
END 2 END



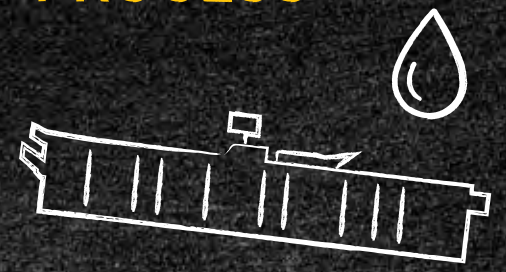
# THE INNOVATION EQUATION

TECHNOLOGY + PEOPLE + PROCESS



QUALITY INDEX  
+ SPEED INDEX  
+ TIME INDEX

= OEE



Finding NEW Ways  
to Communicate  
Progress.







**Speedmaster XL 106-D**

**D**etermined to stay safe by temporarily suspending trade shows and other in-person events, the printing industry had to find new ways of communicating the progress it was making despite the constraints of COVID-19. In October of 2020, Heidelberg showed the world how to do it with Innovation Week: an online showcase of technology advancements with an emphasis as new as the products in debut.

Heidelberg recognizes that printing is something to optimize not just at the press, but throughout the entire sequence of events that the print manufacturing process consists of. Heidelberg's "Smart Print Shop" concept links the events digitally through Prinect, its process-optimizing workflow software. Push to Stop – End to End technology ensures that human interaction with production

equipment always lead to the highest levels of net output and profitability.

Innovation Week illuminated all of this, and much more, in a program with Technology, People, and Process as its unifying theme. Offering streamed video briefings and live, 1:1 meetings with Heidelberg experts, the five-day event spanned the commercial, label, and folding carton packaging segments. Thousands of registrants from more than 100 countries took part.

Common to all the presentations was a holistic view of both offset and digital print production. This philosophy holds that reaching peak speed with individual machines is no longer enough. Efficiency from order entry through delivery with the help of integrated intelligence is what enables Smart Print Shops to achieve the highest-output production, particularly when operating with less skilled personnel.

As a product showcase, Innovation Week offered a rich mix of solutions for making Smart Print Shop production possible in shops of all sizes. Visitors learned how they could unfold their potential with intelligent systems that automate routine tasks, reduce human effort, and ensure consistent, top-quality results.

Videos depicting these solutions can be viewed at [bit.ly/heidelberg\\_innovation\\_week](https://bit.ly/heidelberg_innovation_week). Here are some of the highlights:

**Prinect Press Center XL 3.**

Completely redesigned, the Prinect Press Center 2020 generation with the new Speedmaster Operating System brings Push to Stop functionality and the Prinect Cloud interface to every Speedmaster press from the SX 52 to the XL 106. Now, Push to Stop integration extends all the way from the press to folding on the Stahlfolder KH 82. Press operators

oversee “navigated” printing with the help of Heidelberg UX (user experience) display systems that let them continuously tap into the performance potential of the equipment.

**Intellistart 3.** Enabled by artificial intelligence (AI), Heidelberg’s Intellistart technology for autonomous makeready and job changeover lets printers operate Speedmaster 2020 Generation presses intuitively, like a smartphone. Guided by its **Intellirun** feature, the operator can monitor the entire process and, when necessary, take corrective action. **Intelliline** displays the status of each printing unit and indicates whether manual intervention is needed. Additionally, **Wash Assistant** and **Powder Assistant** help the operator choose the right parameters for those key press functions.

**Prinect Digital Cluster.** Print shops with a high volume of digital print jobs can use this new function of the Prinect DFE (Digital Frontend) to cluster two or more Versafire digital presses in support of a common job queue. Sharing volume in this way distributes jobs among the networked presses in the most efficient sequence, increasing output and minimizing machine downtime.

**Plate-to-Unit plate logistics for Speedmaster XL 106.** The new Plate to Unit System feeds the press in a logical order by linking jobs to their correct trolleys and plates. A Plate ID feature ensures that the right plate is in the right printing unit at the right time.

**Hycolor Multidrive.** This feature lets the inking and dampening units of the Speedmaster XL 106 operate independently of the main drive of the press. This means that inking unit washups can take place either while changing plates

or while washing blankets and impression cylinders. Units not in use can be washed while the rest of the press continues to run.

**Hycolor Pro.** This innovation completely automates the dampening unit of the Speedmaster XL 106. For the first time, a remote-controlled dampening system lets the operator fine-tune the dampening sequence, including metering dampening solution, directly from the Prinect Press Center XL 3 console. The results: less waste, good sheets reached faster, and stable production runs.

**Prinect Business Manager Packaging.** Launched specifically for packaging printing, Prinect Business Manager Packaging creates a fully integrated packaging workflow. Job data, presets, and repeat job data are linked in an automated process, reducing makeready and downtime.



CutStar Generation 4



### Solutions for Label Printers.

A new suite of solutions created specifically for label printers includes:

**The Speedmaster 106-D press,** designed to make it easier for printers to move into rotary die cutting with a single, inline unit that can process even the thinnest label materials at up to 12,000 sheets per hour.

### The FoilStar Cure cold foiling system with UV curing by the DryStar LED Pro dryer.

The combination of optimized grippers and the web guide element enables curing to take place through cold foil applied to in-mold label materials, creating striking metallic effects and a very high level of gloss.

**The CutStar Generation 4 sheeter,** now fully integrated with the Prinect workflow and the Intellistart press control system for full Push to Stop operation. The automation package links to Intellistart for motor-controlled adjustment of sheet length and width, with reset values for air and mechanical settings. The splice detector interrupts cutting to permit convenient removal of sheets with splices from the feed table. Start-up sheets are deflected at the transfer table in case of a format change.

### Workflow-integrated die cutting.

The Mastermatrix 106 CSB die cutter is the first die cutter from Heidelberg and MK Masterwork to be fully integrated into the Prinect workflow. Jobs are created in Prinect Business Manager Packaging and queued for processing by Prinect Scheduler. Job data is automatically available at the die cutter, where the operator can select jobs for output on the touchscreen. (For additional information about the Mastermatrix 106 CSB, see page 4.)



Stahlfolder TH 56 Pharma



The Prinect Digital Frontend now can be used to cluster two or more Versafire digital presses in one job queue.

**Stahlfolder TH 56 Pharma.** With extensive automation and a robust machine platform, the Pharma model of the compact Stahlfolder TH 56 is designed expressly for pharmaceutical package inserts requiring high numbers of precision folds.

**Stahlfolder P Stacker.** Folding machine operators lift the equivalent of seven tons of material per day – a workload fraught with the risk of repetitive-motion injury.

The robotic Stahlfolder P-Stacker eliminates the risk by automatically handling and stacking up to 300 packages per hour – enough to keep up with the fastest folding equipment. (For additional information about Stahlfolder P-Stacker, see page 4.)

# OLD YORK ROAD PRINTING 'SUBSCRIBES' TO SUCCESS WITH HELP FROM HEIDELBERG

**M**any printers have learned how to analyze production data for better performance in the pressroom, but nobody scrutinizes the numbers more closely than a print company executive who also happens to be a certified public accountant. That is what John Foody, CPA and General Manager of Old York Road Printing, has been doing as he evaluates the results of the company's subscription-based business partnership with Heidelberg. He's finding that the numbers add up.

Located in Warminster, Pa., Old York Road Printing (OYRP) is the offset print division of Double H Plastics, a consumer packaging manufacturer that acquired the company in 2012. Last year, OYRP partnered with Heidelberg in a Subscription Business Model that included a Speedmaster XL 106-7+L with Push to Stop technology, along with Prinect software, Saphira Consumables, parts, performance consulting, and service.

Print shops like OYRP that enter into Subscription arrangements with Heidelberg don't purchase and own the equipment in the traditional way. Instead, the customer makes the investment in the form of a cost-per-sheet charge, payable to Heidelberg, that both parties work together to reduce from its pre-Subscription level.

Then, Heidelberg and the customer establish a pay-per-use goal for producing more sheets at a lower unit cost per sheet over the life of the agreement.

At OYRP, the Subscription model appealed to Foody's instincts as a CPA in more ways than one. He says that a major advantage of the model

is the way it lets the subscribing company conserve and redirect cash for other, equally important purposes.

"Any chance you have to invest is essential, because it helps you with innovation," Foody explains. "If we can take a big check that we would have had to pay for a new press, and we can allocate it toward innovation and investment, that's a win for us."

**"ANY CHANCE YOU HAVE TO INVEST IS ESSENTIAL, BECAUSE IT HELPS YOU WITH INNOVATION."**

Foody had already calculated OYRP's cost per sheet, and he found it very close to the number presented by Heidelberg at the outset of the Subscription partnership. Now the task was to reduce the unit cost by zeroing in on the elements of overall equipment effectiveness (OEE): the productive, profit-making uptime of the press.

"We weren't measuring OEE as seamlessly as the press does," Foody says. "Makeready time, makeready waste, OEE – this is all information that we weren't necessarily rating ourselves on. Makeready time and makeready sheets has really enlightened us. We've been able to set and achieve those targets."

The targets were clear. Foody says that in monthly reviews with OYRP's



From left, John Foody, Roger Rigby, and Mike Horan with Old York Road Printing's Speedmaster XL 106.

Heidelberg performance advisor, it was agreed to "put a red line at a fixed number of minutes for makeready, and anything above this, we need to talk about." He points out that in a production environment that performs hundreds of makereadies per month, cutting each one down by even 50 sheets means that "all of a sudden, you're selling those sheets," and making more money.

Key to the efficiency of the subscription model at OYRP is the high performance of its Speedmaster XL 106-7+L, which replaced three older Speedmasters. "It's so fast, it helps you schedule better, so that you can get ahead," Foody says.

Acquiring the press by subscription was the right move at the right time for OYRP, according to Foody. "How do you separate yourself in the marketplace? It's innovation, and price. This press allows you to innovate, because it's not taking up all of your capital and resources. And, it gives you the opportunity to help with price, because of the technology it has."

"Heidelberg did a great job of explaining why this a worthwhile way to do things: get that new technology on the floor, and watch what it can do for you," Foody concludes. "It's everything they sold to us, and that much more."





The partners at Imprimerie l'Empreinte, from left: Yves Beauchamp, Luc Janson, and Jean-Pierre Rose.

# PIVOT TO PACKAGING GOES AS PLANNED AT IMPRIMERIE L'EMPREINTE

**W**hen Jean-Pierre Rose took charge of Imprimerie l'Empreinte in 2019, he knew the time had come for a “strategic reflection”: a resetting of objectives for a company that ranked as one of the largest and most capable privately-held printers in Quebec.

Part of his vision was to increase the share of l'Empreinte's business that comes from packaging. It's a goal that the company is well on its way to achieving with the help of technology from Heidelberg.

Established in 1986, l'Empreinte had been deriving most of its revenue from commercial, publication, and direct mail printing. Rose wanted the company to have a more forward-looking, less transactional mix of products. He says that packaging printing, accounting for less than one-quarter of the total at the time, was done “more by accident” than by plan whenever customers happened to request it.

**“We decided to invest in our business, not only in machinery and equipment, but also in our process.”**

This is where Rose, a former senior executive at Quebecor World, saw opportunity. “We were leaning to doing more contractual business, and that brought us to say, ‘Let's try to do more packaging.’ We decided to invest in our business, not only in machinery and equipment, but also in our process.”

The decision was made in the spring of 2020, just as the COVID-19 pandemic was rising to its peak. Today packaging, in the form of folding cartons for food, cosmetics, and pharmaceuticals, represents better than one-third of l'Empreinte's revenue.

l'Empreinte was well prepared for packaging thanks to production equipment it had sourced from Heidelberg. In 2017 it installed an eight-color, UV-

printing Speedmaster XL 106 perfector featuring Push to Stop technology, the first machine of its kind in Canada. Rose says that about one-third of the company's packaging jobs are printed on this press, which continues to handle publication and commercial work. Complementing it are a Speedmaster CD 102 and an XL 75, together with an Easymatrix 106 CS die cutter.

Prinect Production Manager workflow software with the packaging option streamlines production tasks from design through printing. l'Empreinte also has invested in a Kongsberg cutting table, purchased through Heidelberg, for packaging mockups and prototyping.

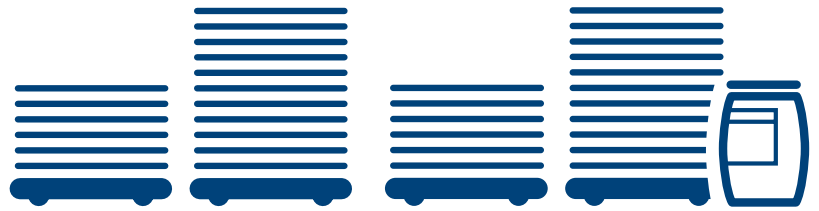
Rose sees pharmaceutical packaging as a growth area for l'Empreinte, and in support of that goal, he is bringing the company into full compliance with Good Manufacturing Practices (GMPs) for producing it. Packaging manufacturers meet these protocols by establishing quality management systems that assure package safety and performance, subject to regulations and customer requirements.

He notes that in packaging of all types, “there's a functionality in what you're selling,” a set of requirements that go beyond just the way the package looks. Rose compares it to banknote printing, a business he used to be in, where the printed piece must also have features for authenticity and security.

In packaging, he explains, things like the temperature in which the package will be stored and the length of time the package will be held in inventory define the functional requirements that the manufacturer of the package has to fulfill.

Rose says that Heidelberg has provided l'Empreinte with this kind of guidance along with the training and support that come with its equipment. “There are a lot of questions that you have to ask at the time you make your quote,” he observes. Advisement along these lines from Heidelberg “helps us to make sure that we deliver the right product the first time.”

# PRODUCT & SERVICES GUIDE



## 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

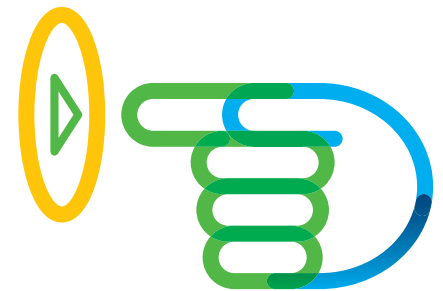
### Prinect Postpress

POLAR P-Net with Compucut

## 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.

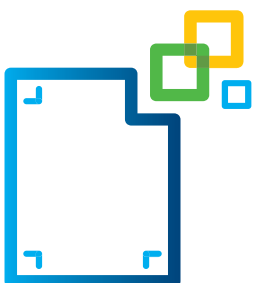
Product Name	Image Area, Max.	Resolution	Plates/Hour
Suprasetter A52	25.82 x 20.86"	2,540 or 2,400 dpi	Up to 27
Suprasetter A75	25.82 x 29.92"	2,540 or 2,400 dpi	Up to 22
Suprasetter A106	36.1 x 41.7"	2,540 or 2,400 dpi	Up to 18
Suprasetter 106	36.1 x 44.9"	2,540 or 2,400 dpi	Up to 55
Suprasetter 145	55.6 x 56.3"	2,540 or 2,400 dpi	Up to 35
Suprasetter 162	55.6 x 64.96"	2,540 or 2,400 dpi	Up to 35
Suprasetter 190	55.6 x 75.4"	2,540 or 2,400 dpi	Up to 25
SDP-Eco 1630IIIIR	15.9" x 28.25"	1,200, 1,500, 1,800, 2,400 dpi	Up to 78 (12 x 18" plate)



## 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 EM	96, 111 & 136 ppm	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





## Speedmaster Sheetfed Offset Presses

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

Product Name	# Units	Max. Speed (sph)	Max. Sheet Size	Max. Image Size	Stock Thickness
Speedmaster SX 52*	2-10	15,000	14.56 x 20.47"	14.17 x 20.47"	0.0012-0.016" (opt.: up to 0.024")
Speedmaster SX 74*	2-5	2-7: 15,000, 8-10: 13,000	20.87 x 29.13"	20.08 x 29.13"	0.0012-0.024"
Speedmaster 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"

\*Perfecting option available

## 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	P/S, PET from 12 micron, PVV from 15 micron, OPP from 20 micron, Paper from 60g/square meter, tube laminate
Labelmaster 340/440	flexo UV, hot air, cold foil, hot foil, embossing, screen, varnishing, die cutting, lamination	200m/min	P/S, paper, board, film, tube laminate
ECS 340	flexo UV, hot air, cold foil, hot foil, embossing,	150m/min	P/S, paper, board, film, tube laminate
Labelfire 340 (Digital Platform)	flexo UV, UV ink jet: W, CMYK, OGV, cold foil, hot foil, screen, varnishing, die cutting, lamination	50m/min	film, paper, composite materials

## POLAR Hydraulic and High Speed Cutters

POLAR hydraulic and high-speed cutters meet the highest demands for quality, efficiency, and durability. They can be purchased as individual machines or part of an automatic cutting system. 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.

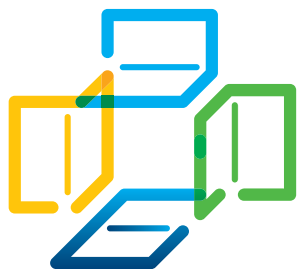
## Duopress Two Platen Station Machines

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 x 41.73"	13.78 x 15.75"	6,000 sph
Duopress 106 FCS	29.92 x 41.73"	13.78 x 15.75"	6,000 sph
Duopress 106 FCSB	29.92 x 41.73"	13.78 x 15.75"	6,000 sph

## 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.
Multimatrix 60 C/FC	23.6 x 17.7"	9.8 x 6.8"	5,500 sph
Easymatrix 106 C/CS	29.53 x 41.73"	14.2 x 17.8"	7,700 sph
		Option: 11.28 x 13.78"	
Easymatrix 106 FC	29.53 x 41.73"	14.2 x 17.8"	7,500 sph
Promatrix 106 CS	29.92 x 41.73"	11.82 x 13.78"	8,000 sph
Promatrix 106 CSB	29.92 x 41.73"	11.82 x 13.78"	7,500 sph
Promatrix 106 FC	29.92 x 41.73"	13.78 x 15.75"	7,500 sph
Powermatrix 106 CSB	29.92 x 41.73"	13.78 x 15.75"	8,000 sph
Promatrix 145 CSB	42.52 x 57.09"	17.72 x 22.83"	7,000 sph



# Diana Folder Gluers & Blank Inspection

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

Product Name	Blank Width Max.	Blank Width Min.*	Blank Length Max.	Machine Speed, Max.
Diana Go 85	33.46"	2.95"	15.6" to 23.6" (depends on carton design)	820 fpm/984 fpm option
Diana Easy 85	33.46"	2.95"	23.60"	984 fpm/1,148 fpm option
Diana Easy 115	45.28"	2.95"	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 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

## Lifecycle Services



## 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  
Saphira Wash Up & Go

### Postpress Products

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

## 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



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# Show us your HEIDELBERG



Based in Napa, CA, Fortis Solutions Group serves the wines and spirits market with of a Gallus RCS 430 integrated label printing system. RCS 430 combines multiple production processes – offset, flexographic, and screen printing, plus hot foil stamping and embossing – and can supplement them with additional high-end finishing techniques. From left, Kenny Nunes, Production Manager; James Stone, Director of Wine and Spirits; Aron Lok, Production Manager.





Digital Color Concepts of Mountainside, NJ, eliminated postpress bottlenecks by installing an Easymatrix 106 CS die cutter and a Diana Easy 115 folder-gluer from Heidelberg. The Easymatrix 106 CS, pictured here with Bindery Manager, Art Mandel (left) and Die Cutter Operator, Juan Santos, processes boards as thick as 78 pt. at up to 7,700 sheets per hour.



A Versafire EV and a Versafire EM have come to the digital pressroom at Campbell Print Center, a commercial printer in Harrisonburg, VA. The five-color Versafire EV lets the shop add white, clear varnish, neon yellow, neon pink, and invisible red to variety of substrates. The Versafire EM prints high-resolution black and white at speeds up to 136 ppm. Shown: Walter Landis (left), Production Manager, and John Beery, President.



Bellwyck executives April Burke, Vice President of Operations; Jerry Malfara, Director of Technical Services and Innovation; and John McVeigh, President, pose with the nine-unit, dual-coater Speedmaster CX 102 at the company's headquarters plant in Toronto, ON. Bellwyck, a packaging printer to the pharma and healthcare markets, installed two Speedmaster CX 102 presses within an 18-month period.



In Fenton, MI, Allied Media specializes in printing for local unions and political campaigns. A Stahlfolder KH 82 folder, pictured here with Bindery Manager, Rob French, helps the company stay ahead of the workload during peak election seasons. French says the highly automated Stahlfolder KH 82 makes it possible to change over from job to job in as little as five minutes.





300 sheets × 60 min. = 18,000  
sheets per hour!

## HOW ISSUE 54 WAS MADE

<b>Prepress Workflow:</b>	Prinect Prepress Manager with Renderer
<b>Layout:</b>	Prinect Signa Station with Packaging Pro
<b>Color Management:</b>	Prinect Color Toolbox
<b>Platemaking:</b>	Suprasetter 106 DCL
<b>Printing:</b>	Speedmaster XL 106-6+L UV Hybrid with Prinect Image Control
<b>Consumables:</b>	Saphira Plates, Saphira Blankets, Saphira Fountain Solution, Saphira Presswash, Saphira Specialty Pressroom Chemistry, Saphira Pressroom Supplies, Saphira Rollers
<b>Finishing:</b>	POLAR 137XT Cutter with Auto Jogger & Stacker, Stahlfolder KH 82
<b>Fonts:</b>	HeidelbergGothicML, HeidelbergAntiquaML

Printed in the United States



- Foil
- Die Cut
- Emboss

PUSH 2 STOP  
END 2 END