

Press Release

Gallus Ferd. Rüesch AG
Harzbüchelstrasse 34
9016 St. Gallen
Switzerland
www.gallus-group.com

HEIDELBERG and Gallus announce new matte finishing technology for digital inkjet

- *Fast, cost-effective, and high-quality in-line matte finishing process brings digital inkjet to profitable new market segment*
- *New MatteJet technology to drive digital adoption across the industry, further empowering converters to embrace inkjet technology for a smart, connected printshop*

St. Gallen, 10 September, 2024 - [Gallus Group](#), a subsidiary of Heidelberger Druckmaschinen AG (HEIDELBERG), is poised to transform the narrow-web print landscape with its latest research breakthrough: Gallus MatteJet technology. Announced at Labelexpo Americas 2024, the landmark innovation represents an important advancement in inkjet printing, unlocking a premium matte finish previously unachievable with digital inkjet, bringing the possibilities of inkjet technology to the wine label market for the very first time.

Exemplifying HEIDELBERG's position as a total solution provider for all modern printing processes – offering the entire spectrum from toner to inkjet, offset printing to flexo and all controlled from a common Prinect workflow – MatteJet was developed in-house at Gallus' innovation hub in St. Gallen, the Gallus Experience Center. At Labelexpo Americas 2024, Gallus will exhibit alongside HEIDELBERG, where it will explain how this transformative innovation addresses one of the key challenges that has historically restricted the growth of digital inkjet technology. Importantly, visitors at the show will also learn how MatteJet will transform the entire market segment for wine and spirit labels and provide converters with the key to a profitable new area of business growth.

The glossy finish inherent to digital inkjet technology has been one of the foremost barriers to its widespread adoption across labels and packaging – specifically in premium segments such as wine and spirit labels where brands traditionally expect a sophisticated matte finish. Until today, this was only achievable through conventional printing, or the addition of post-processing equipment to utilize matt varnishes, adding time, complexity and cost.

Now, in a groundbreaking industry milestone, Gallus MatteJet technology delivers fast, cost-effective, and high-quality matte finishing capabilities, integrated directly into the digital inkjet process. This will allow converters, for the first time, to achieve a high-end matte finish at the touch of a button, without changing inks or adding overprint varnish, eliminating the need for external finishing processes or separate conventional machines. By removing one of the key barriers traditionally restricting the expansion of inkjet printing, Gallus' new innovative process presents an enormous opportunity for converters to now access a highly profitable market segment. Importantly, MatteJet will also enable more converters and brands than ever before to enjoy the benefits of digital printing, such as more profitable short runs, personalization, and on-demand printing – representing a huge leap in the industry's digital transformation.

“The development of Gallus MatteJet technology marks a pivotal moment in the evolution of inkjet printing, opening up a world of new opportunities and ultimately, completely transforming the very foundation of what's possible with inkjet technology,” comments Dario Urbinati, CEO, Gallus Group. “By unlocking matte finishing for digital inkjet, we'll be able to make an entirely new market segment accessible to converters without the sizeable investment into separate offset solutions – boosting profitability and exemplifying our commitment to building a new era of flexibility that will enable our industry to thrive long-term.”

Developed as part of the company's ongoing R&D efforts at the Gallus Experience Center – established last year to drive innovation through collaboration for long-term industry-wide success – the new finishing process leverages advanced, cutting-edge technology never-before-seen in labels and packaging. “The new MatteJet technology is revolutionary not just in the opportunities it opens up, but also in what its development represents,” continues Urbinati. “We opened the Gallus Experience Center with a vision for a dynamic, collaborative industry hub that would drive significant, meaningful industry change. Gallus MatteJet exemplifies and is testament to the kinds of transformative developments that can be achieved when you combine this vision with real-world insights as to what the market needs today, and of course the essential resources and expertise of our parent company, HEIDELBERG. MatteJet truly embodies our long-term mission and brings the smart, connected print future within touching distance.”

Designed to integrate with Gallus' Digital Printing Unit, the new MatteJet technology also represents further expansion of Gallus' System to Compose concept, which provides unprecedented levels of compatibility across its leading product lines. Under the System to

Compose, converters can add, adjust and remove units to their Gallus One as their business needs evolve – now further expanded to comprise workflow and service options as well as equipment, following its overwhelming reception at drupa 2024. Labelexpo will see Gallus demonstrate how the System to Compose concept is key to empowering converters to pivot, adapt and therefore thrive long term, with MatteJet now providing an additional piece to this puzzle.

The latest iteration of the Gallus One also makes its global tradeshow debut at this Labelexpo, in the newly-expanded 430mm web width, unlocking more application possibilities than ever before. Visitors to the stand will see first-hand the possibilities achievable with its recently-extended color gamut, with the integration of Orange and Violet Saphira inks developed jointly in-house with HEIDELBERG, and helping converters to achieve shelf standout for brand differentiation.

HEIDELBERG will also showcase various aspects of its label offering alongside Gallus, having recently continued its expansion into new business areas, solidifying its position as a leader in delivering end-to-end solutions. Together, they will highlight a number of innovations in the label space – including the latest developments in its Screeny® screen printing solutions and Prinect workflow software. Prinect, the backbone of System to Compose from Gallus, is key to digitizing production and realizing the smart, connected printshop of the future – brought to life live on the Labelexpo booth (3523).

As a subsidiary, Gallus remains an important pillar in the company's growth strategy for the packaging and label market and will continue to play a key role in the HEIDELBERG future.



Picture 1: Gallus MatteJet technology unlocks fast, cost-effective in-line premium matte finishing previously unachievable with digital inkjet, bringing the possibilities of inkjet technology to the wine and spirits label market for the very first time.



Picture 2: The new breakthrough technology was developed in-house at Gallus' innovation hub in St. Gallen, the Gallus Experience Center, as part of the company's ongoing R&D efforts and longstanding commitment to driving industry transformation.

About Gallus

Gallus, a subsidiary of Heidelberger Druckmaschinen AG (HEIDELBERG) with production facilities in Switzerland and Germany, is a leading company in the development and production of conventional and digital narrow-web, reel-fed presses designed for the label and packaging business. The machine portfolio is augmented by a broad range of screen printing plates (Gallus Screeny), globally decentralized service operations, and a broad range of printing accessories and replacement parts. Products and services of the Gallus brand are distributed through the global HEIDELBERG Sales and Service network. The comprehensive portfolio also includes consulting services provided by label experts in all relevant printing and process engineering tasks. Gallus employs around 300 people, of whom 160 are based in Switzerland, where the company has its headquarters in St. Gallen. For more information, visit www.gallus-group.com.

With its dual-track strategy, HEIDELBERG is pursuing two key strategic approaches. Firstly, the company wants to make its mark on the printing market beyond its sheetfed offset press business – especially in the packaging or label market and digital printing. Secondly, HEIDELBERG will open up new markets alongside its core business, as has already happened with the wallbox business.

For further information, please contact:

Gallus Ferd. Rüsch AG, Corporate Communications

Tel.: +41 71 242 86 86

jana.bachstein@heidelberg.com

Bespoke for Gallus

Samantha White

Tel.: +44 (0) 1737 215 200

gallus@bespoke.co.uk