Driving productivity up and energy costs down – Heidelberg launches LED drying technology in Europe, too

- Full range of UV applications – full UV, LE UV, and LED
- First installation in Switzerland – customers impressed by quality
- DryStar LED scores full marks for radiation and energy efficiency
- Complete integration into the press and remote capability ensures straightforward operation and excellent reliability
- Package includes perfectly coordinated Saphira consumables

More and more industrialized commercial print shops around the world are utilizing the benefits of UV technology. Arriving completely dry in the delivery, the sheet can be forwarded directly to postpress, while the range of suitable substrates stretches from paper to plastic and films. Very high levels of gloss can be achieved, thus supporting an extensive range of special effects. As a result, print shops can gain a competitive advantage by standing out from the crowd and handling short print runs and multiple job changes in the shortest possible time. Heidelberger Druckmaschinen AG (Heidelberg) supports print shops by supplying the best drying and radiation technology to suit their specific needs – from lamp technology for full UV and LE (low energy) UV to new diode technology with LEDs (light emitting diodes). Naturally, the products are complemented by fully comprehensive consulting services that ensure print shops are using the best system for their needs.

Many commercial print shops have already opted for the environmentally friendly DryStar LE UV dryer. Now, companies can invest in the next level of innovation – DryStar LED, the most advanced drying technology available to date. Developed by Heidelberg, the DryStar LED system has been designed specifically for sheetfed offset and scores top marks in radiation and energy efficiency values, cutting energy consumption by an additional 50 percent compared to the DryStar LE UV and as much as 90 percent compared to the DryStar UV. Heidelberg offers a complete package for LED that comprises machine, consumables, and service. Thanks to full integration into the press, intuitive operation via the Prinect Press Center, remote services compatibility, and perfectly coordinated Saphira consumables, DryStar LED delivers excellent process reliability and outstanding productivity at up to 18,000 sheets per hour. This performance has been proven on more than 20 presses installed in Japan since 2013. Japan was the first LED market for Heidelberg due to the country’s very stringent legal regulations on energy savings. Now the company is using the expertise and positive feedback gained there to launch the technology onto the European market. The first systems in the USA will then be installed at the end of the year, while the roll-out in the rest of the world is scheduled for the start of next year. Saphira consumables will be continuously developed in parallel and a larger range created.

**First installation in Switzerland – customers impressed by quality**

The world’s first Speedmaster XL 75 with DryStar LED went into operation at the end of 2014 at Abächeleri Media AG in Sarnen, Switzerland. During an open house event in September, the company proudly presented its eight-color press with coating unit to existing and prospective customers. Crucial success factors include the system technology, perfectly coordinated consumables from the Saphira LED range, compatible damping and washup solutions, and blankets. Abächeleri has already used LED consumables to produce more than 20 million sheets that have impressed customers with their outstanding quality. “We can now offer our customers even more brilliant printing results, along with a wide selection of substrates as well as opaque white and metallic applications,” explains Christian Zemp, owner and managing director of Abächeleri Media. “We can print on papers with metallized surfaces and process opaque and transparent plastics. All in all, we have more freedom when it comes to finishing, particularly where uncoated papers are involved, as we no longer need additional coating, but can retain the same character and feel.” Production generates zero emissions, does not produce ozone or infrared radiation, is odorless, and does not use powder, all of which supports environmentally friendly production. “Given the rich depth of color, increased tonal value range, improved definition, and contrast, I like to compare the difference between LED-and conventionally printed products with the difference between high and standard definition TV pictures,” says Zemp.

**Future-focused LED technology for innovative print shops**

The engineers from Heidelberg have designed the DryStar LED to deliver maximum productivity and performance. High-performance LEDs with a service life of over 25,000 hours are used for highly reactive LED consumables. The special lens technology maximizes the radiation window and supports a safe distance between the LEDs and the sheet. The instant on-off system acts as a standby function to ensure electricity is used only while drying is required and that no power is consumed during downtimes and make-ready. Another highlight and unique selling point is the automatic format setting (AFS),...
The DryStar LED dryer from Heidelberg is an ingeniously designed high-performance system that exhibits cutting-edge technology. It scores maximum points in radiation and energy efficiency.

which automatically sets the LED modules to the required sheet size in circumferential and lateral direction during a job change. As a result, the DryStar LED from Heidelberg is the only system on the market to achieve energy savings of up to 60 percent, even during production. Together with the standby function, this brings additional potential energy savings and extends the life of the system. DryStar LED is fully integrated into the press operation via the Prinect Press Center, which means that automation processes for job changes, production runs, and servicing run automatically or are easy to operate. When combined with Saphira LED consumables, the result is a top-performing fully integrated process.

Standardized commercial and web-to-print print shops that want to deliver a large number of short runs in as short a space of time as possible will particularly benefit from the Heidelberg DryStar LED system. The technology is especially suitable for four- and five-color applications in straight or perfecting printing and with or without coatings. DryStar LED is available for the Speedmaster XL 75, SX 102, CD/CX 102, and XL 106 models and has been certified by the German Institution for Statutory Accident Insurance and Prevention (Berufsgenossenschaft). DryStar LED can also be retrofitted on presses of the above mentioned series that have been manufactured since 2008.

Labelexpo Europe 2015 – global sales launch of the new digital press from Heidelberg for the label market

- Digital strategy at Heidelberg bears fruit and provides customers with a gateway to new business models
- Heidelberg subsidiary Gallus is sales channel for Gallus DCS 340
- Prinect Digital Frontend ensures integration into existing workflow environment
- Heidelberg and Gallus increase market coverage and efficiency in sales and service

Brussels, Labelexpo Europe 2015: With the official sales launch of the new Gallus DCS 340 digital press for the growth market of label printing, Heidelberger Druckmaschinen AG (Heidelberg) is opening up new business models and applications in printing for its customers. The sales channel for the new system is the Heidelberg subsidiary Gallus. The press is supplied with the Prinect Digital Frontend developed by Heidelberg, which the company is already using with great success in its digital presses for commercial printing. Users can therefore integrate the systems into their existing workflow environment. The comprehensive software expertise offers Heidelberg easier access to new and attractive market sectors such as digital label printing.

The new label press system is based on Fujifilm’s state-of-the-art inkjet technology and is the result of a joint development between Heidelberg, the Heidelberg subsidiary Gallus, and Fujifilm. It is already setting a new benchmark in the industrial label printing market in terms of combining print quality, flexibility, and productivity.

Gallus and Heidelberg unveiled the press to the public around a year ago and are now launching it on the market following successful field trials.

“Since our announcement in 2013 on rapidly expanding digital business in collaboration with successful partners and offering new business models and applications to users in the packaging and commercial printing sectors, we’ve come along in leaps and bounds and introduced the first products. The interest and positive response from our customers show we’re on the right track,” says Jason Oliver, head of Digital at Heidelberg. “In launching a digital web press, we have reached a key milestone. At next year’s drupa we’ll also be showcasing digital print innovations for sheetfed printing and thus rapidly expanding our digital portfolio.”
Better market coverage and greater efficiency in sales and service
Heidelberg acquired the Gallus Group, the Swiss manufacturer of web presses for the label and folding carton market, around a year ago. As part of the takeover and collaboration between the two companies in developing new products, Heidelberg and Gallus are now also increasing market coverage and efficiency in sales and service, with Heidelberg gradually integrating the Gallus sales and service organizations into its existing sales network. Asia and Australia are kicking off the process, followed by selected countries in Europe. Gallus customers will then also have access to the entire service and product portfolios of both companies from a single source. Gallus customers will retain their existing contacts and will continue to benefit from the specialist industry expertise they have come to expect and the comprehensive know-how of Heidelberg and the largest service network in the print media industry.

“The growing digitization in the print media industry is increasing customer requirements for efficiency in all manufacturer and supplier sectors. The integration of the Gallus sales and service functions, with their focus on the label market, into the Heidelberg network is thus a powerful response to the changes in our industry and a key signal of a partnership with our customers,” says Stephan Plenz, member of the Heidelberg Management Board responsible for Heidelberg Equipment.

New functions make Prinect print and media workflow easier to use, faster, and more profitable

- Intuitive operation for fast production runs
- Enhanced integration of MIS and production workflow
- Improved color reports for complete documentation of quality
- Open API interface for using data in third-party systems
- International Prinect User Days on November 18 and 19 in Heidelberg

The new functions Heidelberger Druckmaschinen AG (Heidelberg) is adding to the 2016 version of its Prinect print and media workflow will make life easier for media service providers in the commercial and packaging printing sectors, speed up their processes, and make these more profitable. Numerous areas of the workflow system have been significantly expanded in close consultation with Prinect customers. Improvements focus on the Prinect cockpit’s interface for more intuitive operation, enhanced process integration between management information system (MIS) and production workflow, and the possibility of complete color reports to provide end users with documented proof of quality – now also augmented by long-term reports. In addition to the well-established JDF interface, the system now also features an API (application programming interface) that enables data to be shared with systems of third-party suppliers for the first time. What’s more, Prinect is now more capable of handling even the largest data volumes – such as versioned documents with several thousand pages – extremely quickly.

The new Prinect Cockpit – intuitive operation rather like a smartphone
Heidelberg has made the Prinect cockpit’s user interface much simpler and much more intuitive. The open job can now be displayed beside the job list and the job memo. Users can cast a quick and efficient glance at the job content, identify the correct job, and start processing it. The job history is now displayed with all the benefits of a grouping table, which makes it far clearer and far easier to read. In the cockpit, it is also possible to display the individual jobs in the job pool and assign them from there to the current mixed form. Individual jobs can be sorted, filtered, and also deleted in the mixed folder. When working with an individual job, the layout of the mixed job it is part of is now also displayed.
Mixed forms can already be displayed in the Prinect Business Manager

A growing number of media service providers are using mixed forms to save time and money by processing several print jobs together. In the new version, the Prinect Business Manager now enables actual costing of such mixed forms in addition to control and monitoring functions. The Prinect Business Manager does the necessary material planning and analyzes the allocation of costs between the individual jobs. As a result, print shops benefit from reliable planning from the time they enter the relevant jobs in the system and can calculate the costs incurred more accurately. This in turn delivers more cost-efficient production processes and higher margins.

Improving customer loyalty with documented quality

It’s nothing new for media service providers to be under significant cost pressure, but print buyers also prefer suppliers who can provide convincing proof of their capabilities. Means of standing out from the crowd and improving customer loyalty are therefore becoming increasingly important. Prinect Analyze Point now offers the possibility, throughout the production run, of fully documenting the color quality of print jobs for all Heidelberg measuring equipment using color reports that are prepared and evaluated automatically. This enables media service providers to prove to customers that they are complying with the color guidelines for every print job. Further detailed in-house color reports are possible, including new long-term reports, which enables media service providers to further improve production processes. Both print shops and print buyers thus benefit from greater reliability, including repeat jobs.

Welcome freedom – Prinect offers API-based interface to other systems

Prinect can now also be connected via an API interface to media companies’ existing third-party systems. These are typically in-house analysis systems or other ERP systems of third-party suppliers. Consequently, media service providers can now incorporate data from Prinect for their production monitoring via the Prinect API interface into their own systems where they can then include their own diagrams and KPIs. It is also possible to transfer data relating to the specific job status into an in-house system so as to document specific steps or the job status for the company’s customers.

“With the new Prinect functions, Heidelberg is aiming to make life easier for media service providers. In concrete terms, this means we want our customers to earn more money and to do so faster. Some 200 software engineers at Heidelberg are working on achieving this day in, day out. That also makes Heidelberg one of our sector’s main IT players,” says Christopher Berti, Head of Product Management for Prinect at Heidelberg.

International Prinect User Days on November 18 and 19 at the Print Media Academy in Heidelberg

As in previous years, potential and existing Prinect users once again have the opportunity to take a close look at the new version of Prinect at the Prinect User Days 2015, and also to discuss new functions with the Prinect development and product management team. The innovations will be explained at a total of 24 workshops and key industry issues such as the new ISO standard will also be discussed. To obtain details of the program and register, go to: www.Prinect-Anwendertage.org
system\textbf{service}

Blue Glass Transfer Jackets

A well know feature of the Super Blue Glass jackets is the Heidelberg BLUE GLASS anti-marking film.

It's features are:

1. Reduces Marking
   Marking problems associated with ink/coating build-up on the surfaces of the transfer positions is best avoided with the Heidelberg Blue Glass anti marking film. When this film is used the entire press becomes a mark-less zone.

2. Reduces Build-Up
   The transfer jackets are designed with exact tolerances; the microscopic glass bead on the Heidelberg BLUE GLASS anti-marking film are designed to reduce surface contact with the freshly printed substrate and reduces build-up of coating, varnish and ink on its surface.

3. Long Lasting
   The uniform surface of Heidelberg BLUE GLASS anti-marking film provides even support across the entire substrate. The film is remarkably flexible and will maintain bead adhesion even under the most intensive stress.

4. Easy Installation
   The Heidelberg anti-marking film is easy to install. Either apply the specifically formulated adhesive strip directly to the clean cylinder surface or fasten the jacket directly into the cylinder clamps. And when its time, unclamp it or peel it off to install a new one.

For all our system\textbf{service} support, contact us on 0861 424 756

www.heidelberg.com/za/en
systems\textcolor{black}{service}

Super SEE Transfer Jackets

More than just an Anti Marking Jacket! It’s a 2 piece “Anti-Marking system” that consists of high performance, long lasting transfer cylinder jacket with a corresponding ZONE Overlay (for 102 and 74 size)

Features:
- Save time, money & labor by cleaning only the specified ZONE with the help of an overlay and listed cleaning solutions.
- Extend the lifetime of the Super SEE cylinder jacket by cleaning just a small area.
- 12 zone divisions for your pressman’s precision.

How it works?
- The Super SEE jacket is installed on the transfer or delivery cylinder.
- The operator easily identifies a ZONE in need of cleaning by lining up the overlay (supplied free of charge) with the printed sheet to determine the exact ZONE to be cleaned.

Demonstration pictures below:
The 4 step way
1. Place the printed sheet with marking on the press console inspection table.
2. Place the ZONE Overlay on top of the printed sheet.
3. Identify the affected ZONE where marking is occurring.
4. Locate the corresponding ZONE on the Transfer Cylinder and simply clean just that specific area. Return to normal press production.

For all our systems\textcolor{black}{service} support, contact us on 0861 424 756

www.heidelberg.com/za/en
## Remarketed Equipment

The best range of quality, pre-owned printing equipment at competitive prices available in the Heidelberg world-wide network

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<th>Mfg. Year</th>
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*Please note that all equipment listed is subject to availability

### Comprehensive range of reliable machines available through our Heidelberg Remarketed worldwide network

**Contact Heidelberg Remarketed Equipment:**
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or visit: www.za.heidelberg.com
The following equipment below is available exclusively to Heidelberg Graphics Southern Africa

**Speedmaster SM102-10PS – LED UV**  
**Fully Refurbished**  
- Year: 2001  
- Impression Count: 153 million  

**Speedmaster SM102-8P5-S + CUTSTAR**  
- Year: 2005  
- Impression Count: 151 million  
- CP 2000, Autoplate, Chromed cylinders, Pre-set plus feeder, Steel plate feeder, Automatic blanket washing device, Automatic impression cylinders washing device, Automatic roller washing device, Ink temperature control, Alco Smart alcohol metering, CUT STAR BIELOMATIC SHEETER, Pre Set Link, Colour Assistant and Instant Gate.

**Speedmaster SM102-8PLX**  
- Year: 2010  
- Impression Count: 70 million  

**CD102-6LX**  
- Year: 1995  
- Impression Count: 53 million  

**XL75-5LX2 C Format**  
- Year: 2008  
- Impression Count: 129 million  
- CP 2000, Image Control, Alcolor Vario, Coating Unit, IPA Reduction Dampening Solution Circulation, 18,000sph, Air Cooled Combination device, Program Controlled Washup Device, Inklone 3000, Preset Stream feeder, Pile Height Sensor, Ultrasonic Double Sheet Detector.

**Speedmaster SM102-2**  
- Year: 1997  
- Impression Count: 50 million  
- CP Tronic, Autoplate, Auto Blanket Wash, Auto Roller Wash, Standard Feeder, New style delivery (not Preset), Manual Ducts

*Please note that all equipment listed is subject to availability*