

HEI INFORM

Newsletter



A message from Heidelberg India family

Dear Print family member,

Sometimes, life throws a curveball. Disaster comes knocking at your tent. A pandemic threatens to destroy everything you care about, leaving you utterly powerless and vulnerable. But, it is important to remember that in the darkest of times, you need to trust the light within you to illuminate the path forward.

As we rise to meet the extraordinary demands of this moment, we need to stay positive, motivated, and keep our hopes alive. We must continue to believe that our best days as a Nation are still ahead.

Fortunately, we have a choice to distance ourselves from the COVID-19, by respecting the Lockdown and following necessary safety procedures recommended by our Government authorities. It surely is a decision between Lives and Livelihood.

Heidelberg India has exhaustive emergency measures in place to protect our customers, employees and partners. On a daily basis, we monitor the unusual situation to devise and revise contingency plans, in compliance with Government policies.

As your trusted print partner, Heidelberg will stay connected to you through our online Newsletter – 'HEI Inform' to provide the latest product updates and share other contextual information.

This platform is to assure you that 'TOGETHER WE WILL BEAT COVID-19'.

Wishing you good health and happiness...

Stay Safe, Stay Positive!

Samir Patkar
President – Heidelberg India

**Stay Safe
Stay Positive!**

HEI – Innovations: Prepress for Packaging

Packaging printing is firing on all cylinders and prepress for packaging is catching up!

Over the last decade, demand for packaging printing has grown exponentially, compelling brands to rethink the aesthetics of packaging designs – a key growth driver for pre-press for packaging. The global pre-press for packaging market is estimated to expand at a CAGR of 4% from 2019 to US\$5 billion in 2027.

Prepress for Packaging Made Easy with Prinect Signa Station!

Heidelberg's Prinect Signa Station sets industry benchmarks for fast and reliable packaging sheet imposition. Let us power through the versatile functionality of the Signa Station.

3D Box Animation (the Wow-factor for customers)

The animated 3D rendering with artwork is guaranteed to impress your customers. Export the file to PDF format and/or Email the file. Fully interactive with opening and closing folding panels, folding sequence and transparency modes.



Multiple File-format support

Supports multiple file formats, including .ai, .eps, .dxf, .pdf, .cf2, .evd and more, while accommodating these formats for the die-maker, as well.



Gang Layouts (Generation of gang jobs to optimize waste)

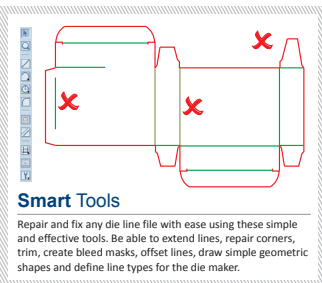
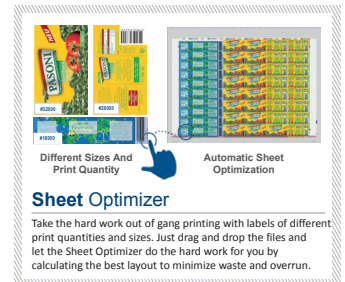
Simple wizard-based tools assist in reliable generation of gang jobs, reducing print-runs and job changeovers, thereby optimizing make-ready waste.



Signa can combine several jobs including namecards, postcards and greeting cards or brochures, leaflets and flyers in a single gang sheet with ease.

Sheet Optimizer (To print labels of different sizes and quantities)

Sheet Optimizer calculates the best layout for gang printing of labels of different sizes and print quantities, thereby minimizing waste and overrun.



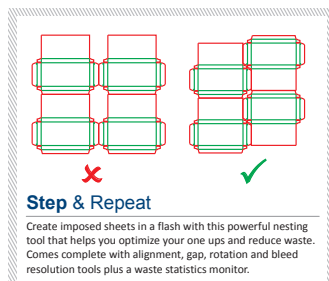
Smart Tools (For effectively fixing die-line files)

Extend lines, repair corners, trim & create bleed masks, offset lines, draw simple geometric shapes and define line types for the die-maker. Play around with these simple

and effective tools to repair any die-line file.

Step & Repeat (To create complex layouts quickly)

Use this powerful nesting tool to create imposed sheets in a flash and optimize waste. Features include - alignment, gap, rotation and bleed resolution tools and a waste statistics monitor.



To know more about Prinect solutions, contact: Mr. Ashokan Krishnamoorthy
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HEI Innovations – Press

New LED lighting technology

- LED lighting for the best sheet matching and check

Extended Wallscreen XL functionality

- Intellistart 3 with Quality Assist
- Intellirun
- expanded Prinect integration (e.g. Autofill)
- display of the next three jobs with the necessary change information on the feeder display
- Intelliline



New 24" multi-touchscreen and new Speedmaster Operating System

- Intellistart 3 with Job Queue, Process View and Intelliguide
- Directstart
- User levels per press - Smart Setup
- Wash Assistant and Device Assistant
- Easy Control (CS 92/CD 102 CN), Axis Control, Inpress Control and connection to Image Control
- Central Color Database
- Perfect integration to the Prinect Workflow

New Prinect Press Center XL 3 with Wallscreen XL A leap in performance and user-friendliness

With the Speedmaster 2020 generation, Heidelberg offers you the most highly automated and most intelligent Speedmaster yet. The smart machines in the series take advantage of the huge spectrum of digital possibilities for outstanding productivity and a significant increase in overall equipment effectiveness (OEE)

New LED lighting technology

LED lighting for the best sheet matching and check

New 24" multi-touchscreen and new Speedmaster Operating System

- Intellistart 3 with Job Queue, Process View and Intelliguide.
- Job Queue - it is now possible to prepare and release up to 10 jobs (with Wallscreen XL up to 50 jobs) during the current production run!
- Intelliguide and Process View - it is now possible to visualize and adapt the make-ready process!

Direct start:

You can trigger processes directly and view the process directly via Intelliguide.

User levels per press

- Smart Setup (scalable range of functions per machine)
- Unlock more functionalities with growing operator skill level
- Thresholds can be configured for different press modules like color setting, paper run, wash-up, etc.

Wash Assistant and Device Assistant

- Automatic washing program suggestions is possible for Blanket cylinder washing
- Impression cylinder washing
- Inking unit washing with deep cleaning and taking Auto Protect into account

Intelligent Washing unit

You can check the process, not only in which units, but also how long it must be washed. The new wash assistant continuously selects the appropriate wash program for blanket and impression cylinders based on:

- Ink coverage.
- Substrate characteristics.
- Number of printed sheets.

To know more about press solutions,

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HEI Innovations – Postpress

Masterwork Machinery launches Maskmatrix 200 for making face masks



Masterwork machinery launched a much-needed, much-in-demand 'Maskmatrix 200' – the equipment for producing fabric face masks. The coronavirus pandemic has spurred a widespread demand for face masks. Most mask factories across the world are now running at overcapacity, and many facilities that once manufactured phones and cars are being retooled to produce masks. The Maskmatrix 200 can deliver up to 100 pieces per minute with a standard size of 9 cm x 17.5 cm.



Additional safety features for Polar cutters From June

Starting July this year, all high-speed Polar cutters and cutting machines will receive safety upgrades, as per legal mandate. The Series N high-speed Polar cutters will be equipped with new light barriers and a new rear-table guard. The D series Hydraulic guillotines will also be fitted with new light barriers.

**To know more about postpress solutions, contact: Mr. Prabakaran
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Watch, enjoy, & share our 'Compucut' video

We have created a video demonstrating the workflow of our proprietary Compucut software. Informative and innovative, the video is a must-watch. After watching, please share it across the communicational channels of your organization and present it to customers.

You can watch the video by [Click here](#) or scan QR code.



Did you know?

Although a high-speed Polar cutter is designed to meet specific cutting needs of the printing industry, it can still cut an exhaustive list of materials including, plasticized PVC, polyethylene, acetate film, plastic signs, wafers, plastic wraps, wrapping paper, aluminum foil, aluminum sheets, rubber, antirust paper, photo paper, leather, leather cardboard, plate filters, medical tablet fillers, carpet specimen, felt, non-woven cloth, cork, bitumen/asphalt, fiberglass insulation, cloth, linen, wooden veneers, or abrading material.



HEI Innovations – Gallus

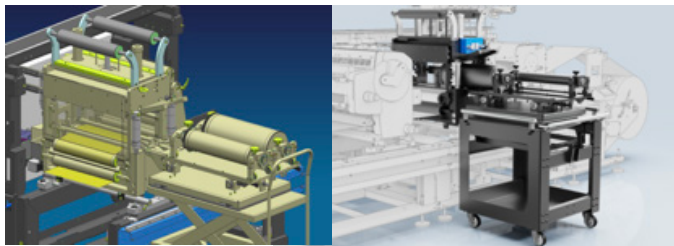
Digital printing and digital printing equipment's although making it's significant place in primary Packaging needs – Labels, yet contribution and power of conventional print process can not be overlooked. With the primary vision "Success and Security to Label Printer", Heidelberg / Gallus keeps innovating the needs in conventional print process and equipment's.

Gallus Labelmaster gives the ultimate benefit for a printer to convert perfect blend of short to medium run of labels catering to all product segments – Mono Film Material as in Flexible packaging and in-mold labels to Value added labels. The platform provides the user to mix and match the print process as Flexography / Screen / Hot & Cold Foil / die cut / Multilayer labels at any position in the printing equipment which can produce complex labels in shortest possible time.

Labels in Packaging Design:

A label on a package tells a unique short story about the product and brand , this in turn drives innovation in the shape and size of the container and the labels.

Process change and having complex shape labels to printed and processed on the inline machine always is challenge. **Innovation as RDC Quick** (Rotary Die cut unit)



Front Loading system on Labelmaster platform can considerably reduce the setup time on the press. RDC Quick unit can also be integrated in the printing section to facilitate user to produce more complex jobs

MR touch : With introduction of MRtouch (Direct Matrix Rewinder) on Labelmaster platform , the user can pull out matrix of complex shape labels at high production speeds , which are difficult in normal circumstances.

Digital Print Bar White Edition in combination of conventional printing in true sense provide the user power of two printing processes. Achieving highest opacity Digital Opacity with white , as in needed in case of transparent material , or in case of metallic material is always possible in native resolution of 600 DPI with Digital Print Bar.

Digital Print Bar
Gallus Labelmaster



Digital Print Bar
Gallus RCS

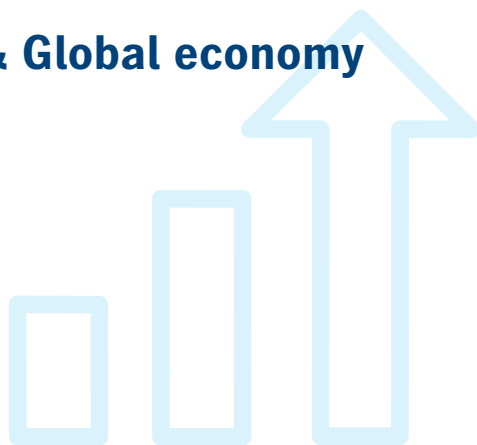


Digital Print Bar
Gallus ECS



To know more about Gallus solutions, contact:
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COVID-19 Repercussions on Indian & Global economy



The RBI allowed banks to put on hold EMI payments on all term loans for three months and cut interest rate by the steepest in more than 11 years as it joined the government efforts to rescue a slowing economy that has now got caught in coronavirus whirlwind. Besides, The Reserve Bank of India (RBI) unleashed Rs 3.74 lakh crore of liquidity on the Indian banking system as it vowed to do whatever it takes to support financial markets hit by the spread of an unprecedented health emergency.

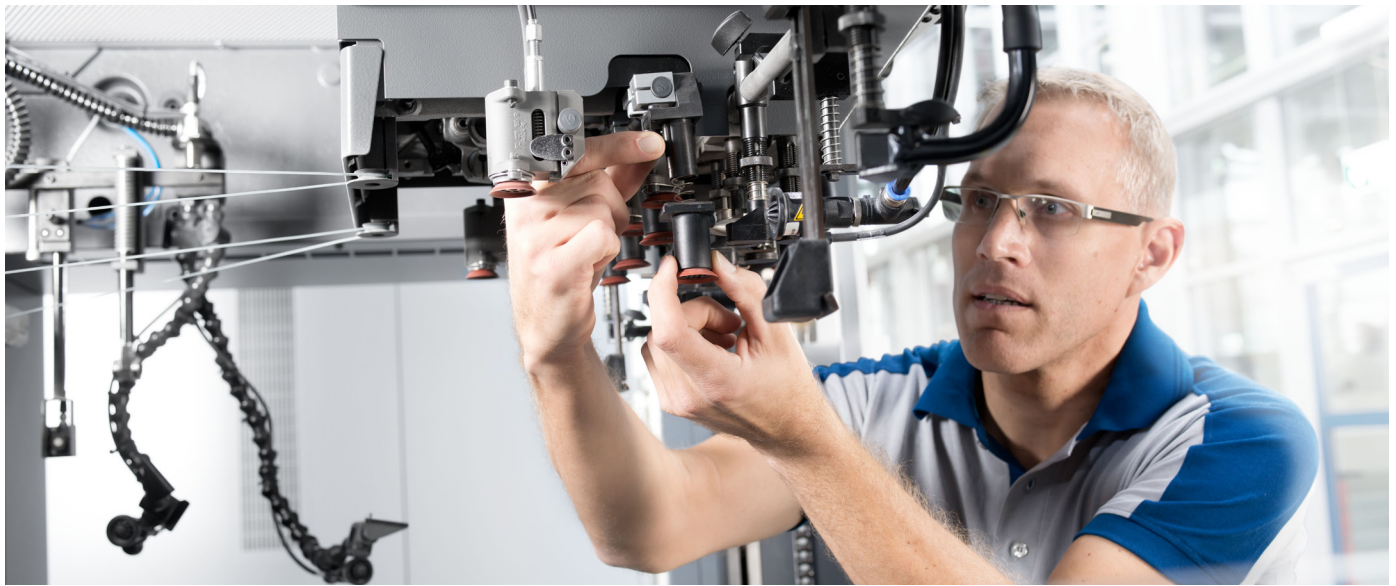
- The Reserve Bank of India (RBI) cut repo to 4.4 per cent, the lowest in at least 15 years. Also, it reduced the cash reserve ratio maintained by the banks for the first time in over seven years. CRR for all banks was cut all banks was cut by 100 basis points to release Rs 1.37 lakh crore across the banking system.
- It also allowed banks to borrow an additional 1% from their investments of statutory liquidity ratio (SLR) securities making available another Rs 1.37 lakh crore for banks to borrow.
- Banks have also been given an option to borrow three-year funds up to Rs 1 lakh crore through the so called targeted long-term repos

In nutshell, the steps undertaken by the RBI and Government would help push lending rates down, encourage banks to infuse money into productive sectors, infuse liquidity and address the financial stress. Which in turn would allow business sectors especially the SME and MSME segment access to cheaper and bank finance to carry out business activities at optimal cost of funds, pushing growth and profitability.

While this is a global concern, experts say, India is best placed in terms of GDP forecasts for 2020 in comparison to other major countries in the world.

**To know more details on customer finance topics, please write to: Mr. Jeevan Babu
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HEI CARE for your Equipment



Like most enterprises, print production has come to a standstill. While equipment can 'rest', we cannot let it 'rust.' So, here are some maintenance tips from Heidelberg to keep your press machinery in perfect condition.

General Maintenance:

- Clean rollers and apply roller lubricant. Use machine oil, if roller lubricant is unavailable.
- Clean ink ducts.
- Drain Dampening Solution-tank and intermediate tank.
- Clean roller wash-up tank, Apply roller lubricant on rubber tip.
- Clean machine oil-drip tray.
- Keep the machine area and DS platform spick and span.
- Remove flammable chemicals and put back in storage
- Dispose all waste rags after cleaning.
- Park Feeder pile/ Delivery pile at the bottom.
- Keep the Feeder/Delivery/Infeed free from dust and lubricate pile chain.
- Clean Impression cylinder and apply thin coat of oil.
- Safeguard the machine from dust, and rats/rodents with protective covering.
- Install traditional/glue mouse-traps at the production room.
- Grease gripper bars and apply thin coat of oil on gripper shafts.
- Ensure printing hand pallet trucks are parked in the proper position
- Check input voltage levels with the support of an electrical professional before powering on the press.

Cleaning Coating-Unit (Water-base Solvents):

- Circulate lukewarm water for 30-40 Minutes.
- Clean printing rollers (Metering & form), and coating-pan tray.

Cleaning Coating-Units (UV Inks & Coatings):

- Circulate IPA for 30-45 Minutes.
- Clean Doctor Blade chamber. Replace Doctor blade and end seals when necessary – this will prevent chamber leaks and anilox roll damage.

Special Care for Coating Unit Impression Cylinder ripper:

- Clean and keep cylinder grippers lubricated.
- Grease the gripper shaft and cam followers. Only UV grease to be used on UV machine grippers.

Blankets and Plates:

- Clean all plate cylinders and blankets, and apply thin coat of oil.

For further queries on maintenance, kindly get in touch with our Regional Service Managers.

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TN & Kerala, AP & Telangana

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East:

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Coping with COVID-19 for Proprietors/CEOs

A purposeful enterprise puts the customer at the heart of its business, fully realizing that customer optimism is key to survival and sustainability. So, go ahead and take a short-term hit to your bottom-line, putting in place price discounts, flexible exchange and refund policies. Get creative and find ways to help your customers. This will ensure customer loyalty and long-term benefits for your business.

At a Macro level...

Demonstrate the true purpose of your brand

Stay true to your brand and purpose. Every interaction with customers and other stakeholders is an opportunity to validate the values your organization upholds. History shows that organizations - which demonstrate strong leadership cognizance and affinity during a crisis, are the ones likely to emerge as winners in the longer term.

Stay connected, keep communication open

Stay in touch with your customers, employees and affiliates. Use every opportunity to show how much you appreciate their support. Genuinely interact with your customers. Not every communication should be about selling something to them.



Keep them updated about product developments and offer them solutions. If you notice that they are not taking full advantage of the product/equipment/service, show them how they can utilize the special features. Create loyalty programs that will get your customer excited about doing business with you. Give the customers good reason to stay loyal to you.

Also keep communications open with your critical suppliers to get a better understanding of their preparedness measures to handle demand.

Take care of your own. Boosting employee morale is crucial at this time. The main theme is caring, appreciation, recognition and rewards.

Take care of your own. Boosting employee morale is crucial at this time. The main theme is caring, appreciation, recognition and rewards.

Work from Home , Made easy with technology



As remote working continues to grow at a rapid pace, Internet and Technology will play a vital role in merging physical and virtual workplaces.

Many Agile techniques are available online which helps to learn remote work. Core team can hold 30 minutes stand-up meetings twice a day using the online tools such as Microsoft Teams, Cisco Webex, Zoom and even over Whatsapp video calls.

Recently, a cloud-based marketing and sales automation platform called Sharp Spring launched a free video calling solution to help small businesses connect with their leads, customers and contacts. In one click, the solution helps you connect outside your organization. No software required.

Yoga – A simple remedy during Covid

After the Namaste, another traditional practice gaining ground on account of Covid-19 is yoga, according to fitness apps such as NTC (Nike Training Club) and startups such as FITTR, Cult.Fit, Sarva and Get A Life Fitness (GALF) and many daily exercise tips shared via Facebook and YouTube channels. The need to maintain social distance is pushing people to log on to online workouts where yoga tops the list in terms of popularity, primarily due to its calming effect.



Other popular routines include calisthenics, resistance band workouts, Bollywood dance, and strength and conditioning as fitness studios go virtual on different mediums to cater to rising demand for online sessions

In stressful times, people should exercise to bolster immunity, said heart surgeon and Medanta-The Medicity founder Naresh Trehan. With many offices implementing work-from-home policies, online sessions offer users the flexibility to pick and choose their own timings

Stay Alert, Stay informed!

Monitor the latest advice and recommendations from the Government bodies and devise compliant policies to protect your employees, customers and partners.

For further topics related to human resources and employee motivational subjects please feel free to write to: Mr. Shankar Srinivaasan. Head - Human Resources shankar.srinivaasan@heidelberg.com

Spare Parts



Our spare parts' deliveries have come to a standstill over the last few days in the absence of any transport facilities. However, our ordering process is still working without any interruption. All spare parts orders received till now have been processed and shipped from the factory. The consignments are currently held up at the origins and lying with the CFA's. The moment the lockdown is lifted and flights & transport system is restored, we shall be back with our normal operations. We are keeping a close watch on the developments.

In case of any queries on spare parts requirement, please contact:

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Saphira Consumables expert tips – Post lock-down



When equipment's are kept static for a longer time period, chemicals can decay and result in machine corrosion. So, Heidelberg India's consumables experts are offering some maintenance tips to keep the equipment intact and ready for production, upon lockdown exit.

Dampening Unit

Before restarting equipment, repeat the below described procedure.

- Drain dampening solution from the tank and load Saphira QC 10 System cleaner into the tank, allowing it circulate through the equipment for 15-20 minutes.
- Drain the system cleaner and refill tank with plain water (preferably RO-water), and circulate through the machine for 15-20 minutes. Then, discharge water from the tank.
- Clean the metering roller of each dampening unit with Saphira QC 81-meter roller cleaner.

Printing Plates

Clean printing plates with Saphira QC 35 plate cleaner and then, apply plate protect gum - Saphira QC 31 gum - to keep plate surfaces in ideal condition.

Printing Blankets

- Clean all printing blankets with Saphira QC 51 Blanket Cleaner - a two-in-one blanket cleaner and conditioner.

Impression and Transfer Cylinders

- Clean with regular Cleaners to remove ink deposits.

Anilox Rollers

- Clean Anilox rollers with Anilox cleaner, Saphira QC 65 anilox concentrate

Inking Rollers

- Remove ink from ink rollers and duct, and wash ink rollers with washing agents - Saphira wash 4042, 4060, 5063UV or 5067 Combi.
- After washing rollers, apply Roller Cleaners on rollers.

For further maintenance tips on our consumables, please contact our print application specialists:

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Thanks for reading our HEI INFORM newsletter, please write your valuable feedback and comments to us at:
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