

HEI INFORM

Newsletter Edition 3



A message from Heidelberg India family

Dear Print Industry Colleague,

Sometimes, the best thing about a worst situation is that it makes you stronger and resilient, expanding your capacity for life and hope. With the lockdown being released in phases, the true challenge emerges. Reopening operations prudently, while protecting what is most precious to us – our print family, amid an escalating threat that is far from over.

Heidelberg India is stepping up with exhaustive prevention measures to protect our customers, employees, suppliers and business partners. Our supply chain is resuming gradually, providing plates, consumables and services to customers, in strict compliance with Govt.-advised norms and regulations. We extend our deep gratitude to employees, fellow printers, knowledge partners, dealers and suppliers, for their unrelenting support through the crisis.

The paradigm shift into print automation seems more likely than ever before. With our future-ready technology, Heidelberg India is equipped to help our clients reimagine their digital footprint, like setting up a Smart Print shop, or apply digital tools for staying on top of production data, optimal Job ganging and job-cost estimation. We also believe that many print firms will migrate to trusted print brands like Heidelberg, upon lockdown exit.

In our Newsletter 3, you will find information on Prinect - Analyze Point and Automatic Paper Stretch Compensation, CX 75 drupa innovation, Stahlfolder TH 56, Gallus Labelmaster and much more...

As we prepare for a 'new normal', let us remember that nothing about the present pandemic will stop us from making progress again, in tiny steps. It is a reminder to seek the light in your heart, and keep it alive and glowing.

Samir Patkar
President - Heidelberg India

**Stay Strong!
Stay Safe! Stay
positive!**



Prinect Analyze Point for improving production speed & savings

Every print firm looks to optimize production. Identifying the scope for improving production speeds/rate/savings is a critical component in maximizing efficiency. The Prinect Analyze Point analyzes real-time production data and trends to give a comprehensive synopsis of long-term production outlook.

Heidelberg answers with **Prinect Analyze Point** - an easy to use production analytics tool that gives you a comprehensive overview of your production operations and key performance indicators in real time using your own production floor data.

In addition, we bring focus to **Automatic Paper Stretch Compensation** - a technology that counteracts the registration problems associated with substrate distortion in print and helps you achieve measurable reductions in waste and improvements in print quality.

Please read ahead for more details.

1. Prinect Analyze Point

Managing a print shop, you're faced with many important questions impacting your daily business.



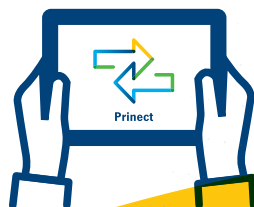
Prinect has the answers.

Prinect Analyze Point is the difference between **guessing** and **knowing** your press productivity.

What is measured can be managed and through real time shop floor data collection, you have the facts to make **vital improvements** in your printshop to **maximize your investment**.

For video about
"Analyze Point"
[Click Here](#)

Scan here



Example OEE Report

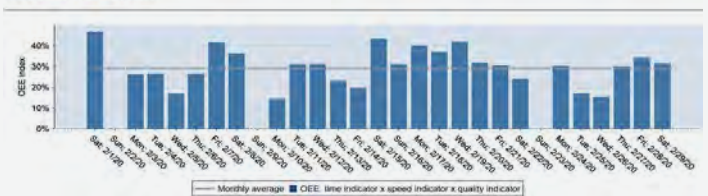
Overall equipment effectiveness (OEE) is an important key performance indicator for assessing how effectively a production system is operated in practice. It is made up of factors including availability, performance, and quality.

OEE Index of a 'Normal' press can be expected in the range of:

- 18-40% for industrial commercial printers
- 25-45% for packaging printers

OEE reports are only a few clicks away with **Prinect Analyze Point. Do you know your OEE?**

OEE index February 2020



Benefits at a glance

With Analyze Point you benefit from a comprehensive overview of your production operations - keep track of key indicators and trends relating to jobs and machines in real time.



Monitoring

Eliminate labor-intensive manual job tracking by taking full advantage of automatic, real-time updates on job progress and machine status.

OEE Reporting

Manage your printing operation proactively based on factual information provided by easy-to-read OEE reports that document your systems' effectiveness over time.



Quality Reports

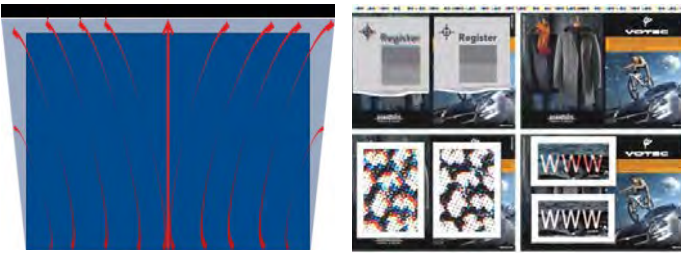
Monitor your print quality using inline measuring instruments in your presses or integrated into your workflow. Use the resulting high quality color reports to reduce paper waste.

[Continue next page](#)

2. Prinect Automatic Paper Stretch Compensation

Substrates, particularly paper, can stretch during the printing process, resulting in register inaccuracies in the print image which can lead to job rejections and reprints.

Below are typical symptoms of paper stretch and the results after compensation.

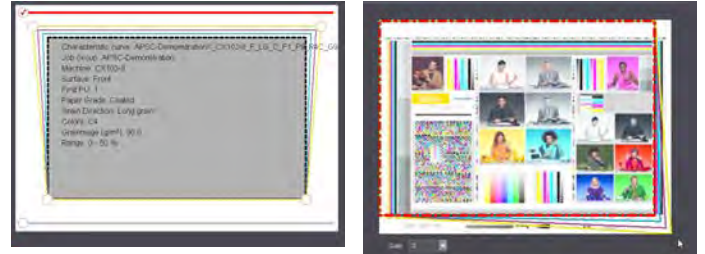


Using Automatic Paper Stretch Compensation, the software calculates the degree of stretching either predictively or by measurement and outputs compensated imaging data. The set of plates generated using this approach prints a correct print image right from the first pass.

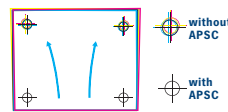
Automatic compensation is particularly suitable for jobs printed under constant conditions (press, substrate, ink, printing order and direction of paper travel).

The greatest increase in quality is achieved with challenging print images with fine details or inverse fonts, or with several repeats or high area coverages.

Prinect also provides user friendly tools that allow you to define the degree and direction of stretching to compensate for using simple drag and drop points on a diagram or precise measured values.



Benefits at a glance.



Automatic Paper Stretch Compensation

On-the-fly compensation of plate imaging data for each job. Increases register accuracy when printing, thereby reducing plate consumption, setup time, and paper wastage.

Enjoy the benefits of both **Prinect Analyze Point** and **Prinect Automatic Paper Stretch Compensation** conveniently within your monthly Production Manager subscription.

Please contact our friendly Heidelberg sales for a consultation today and stay tuned for the next issue where you'll discover solutions from Heidelberg Postpress, both for packaging and commercial to enhance the entire workflow. Until then, stay healthy!

To know more about Prinect Solutions, Contact:

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New Speedmaster CX 75...Towards purposeful Automation & Peak Performance...

Drupa 2020 Generation Speedmaster CX 75



New Speedmaster Operating System

- Ease of Use
 - New user levels
 - New Directstart function
- Enhanced operator navigation functions

New Princt Press Center 3/XL3

- New Intellistart 3
- New 24-inch touch screen
- New LED illumination technology

New Plate Logistic Software tracking

- New status information about the plate trolleys on the Wallscreen XL

New Roller Check Assistant

New Powder Assist

New LotoTec rollers in the inking unit

New integrated auto protect for rollers

New Next Generation LED Curing

New ergonomic XL 106 design

New InsertStar tape inserter

New integrated automatic deep cleaning function

New Intelliline LED navigation

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Drupa 2020 Innovation – Speedmaster CX 75

The next-generation drupa model from Heidelberg, Speedmaster CX 75 - is built upon the breakthrough XL 75 technology and stable SX platform, offering the best price-performance ratio in its class of equipment. A slim footprint and ergonomic design allows for seamless integration of the Speedmaster CX 75 into any press room.

Configuration flexibility of the CX 75 helps add up to 6 printing units, an optional coating unit and drying system. Double-diameter impression cylinders facilitate gentle sheet transport with diverse substrates, including paper, cardboard and plastics of up to 0.8 mm in thickness. The CX 75 makes no noise even at top production speeds of 15,000 sheets/hour.

Automation features like AutoPlate ensure precise and fast plate changes without the need for tools, while Preset functionality allows for fully automatic configuration of the Preset Plus feeder via the order data - reducing make-ready times significantly. Princt Integration creates the perfect environment for efficient and sustainable production.

The CX 75 comes with a zero-maintenance, fully foil-lined ink fountain for quick and easy ink changes, and digitally-controlled ink zone motors to support precise inking and fast ink control response, thereby enhancing print quality and reducing setup times.

Recent installations of the Heidelberg Speedmaster CX 75 in India include Kaagaz Press at Surat and Print Point at Bangalore.

To know more details on Speedmaster CX 75 drupa version, Contact:

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Stahlfolder TH 56 - Perfect for Pharma

As Covid-19 changes the dynamics of the pharmaceutical industry, the benefits spill on to the pharma packaging sector, as well. Pharma packaging has specialized folding requirements to fulfil regulatory compliance, while striking the right balance between cost, quality and automation. Heidelberg's Stahlfolder TH 56 fits the bill perfectly for pharma inserts and allied products. The Stahlfolder TH 56 folds up to 16,000 sheets an hour, bringing down turnaround time significantly. Automated settings save up to 30% of make-ready times, to accommodate a high inflow of order volume. With configuration flexibility, the Stahlfolder TH 56 can be customized for additional capacity.

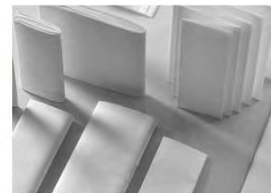


Possible Pharma Fold in the above folding machine configuration



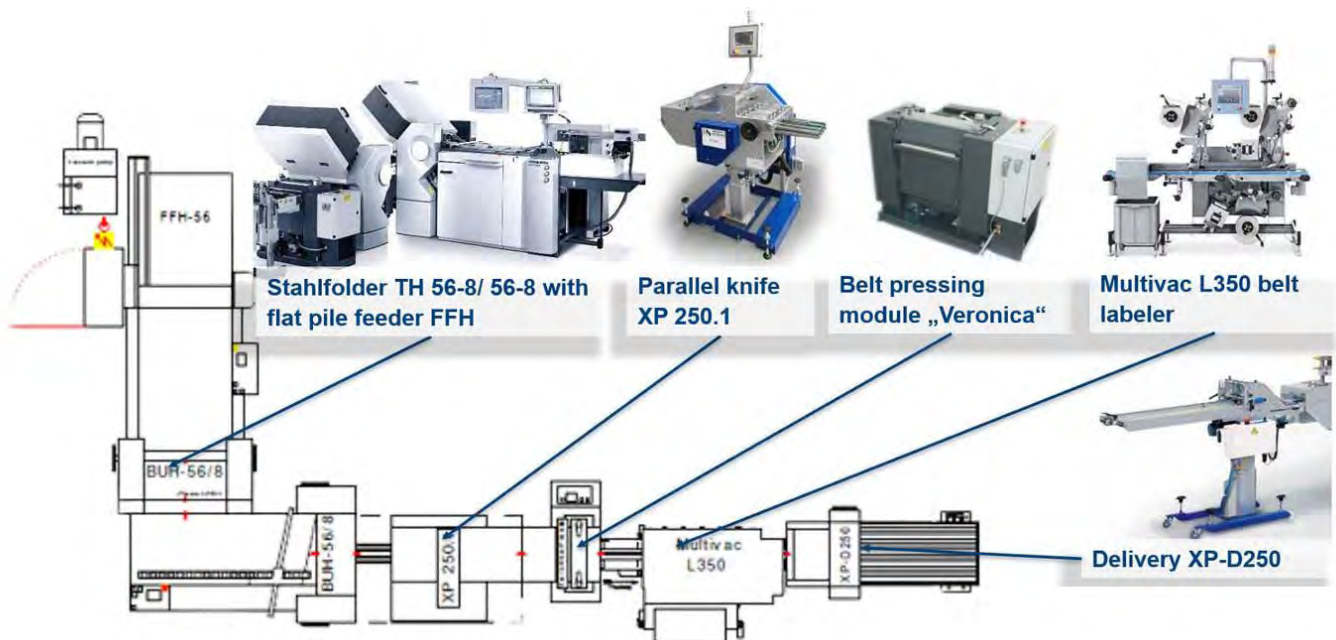
The MULTIVAC labeller L 350 closes the open edges of folding products such as inserts, outserts or selfmailers using a C-type label.

Centrally



108 panels, 35 mm x 29 mm

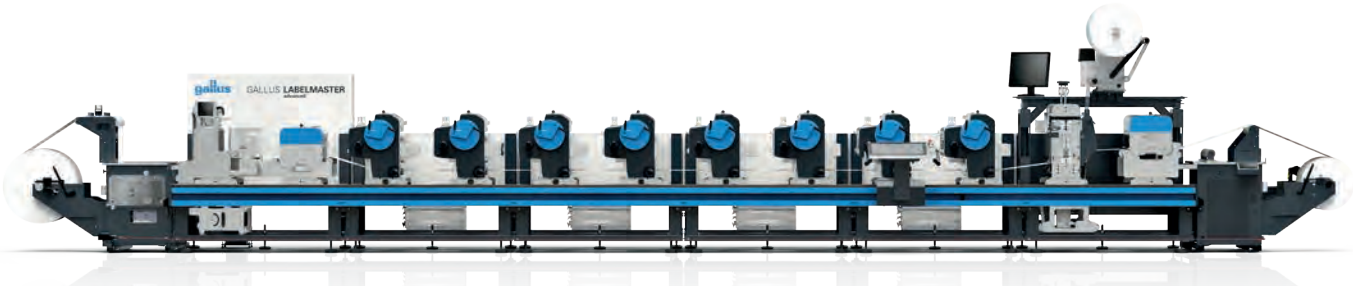
Details of maximum machine configuration:



Need to check the actual customer samples for final configuration

To know more about Stahlfolder TH 56 equipment, please contact:
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The Gallus Labelmaster opens up a new dimension in flexibility



Producing spectacular print results that help enhance a client’s product and brand image is earnest aim of any label printer. To achieve the best label results, it is important to have a mix and match of various printing processes.

To this end, the Gallus Labelmaster platform is redefining conventional label printing. The performance, reliability and consistently high quality output of Gallus machines, ensure that customers get the best value for money.

Gallus Labelmaster offers unique features, which assists its users in keeping cost per label under control, while also arresting wastage. With its shortest web path, fastest setup and make read times, users of the press have the advantage of the lowest waste levels with a perfect register right from the first print.

While automation is the key driving component in achieving **profitability** for users of the press, **simplicity** in operation, helps to arrest operating costs. A highly intuitive operating philosophy and automated functions, empower the operator to be more productive in a given operating shift. World Class performance is not merely a phrase when it comes to the Gallus Labelmaster - it is a ground reality.



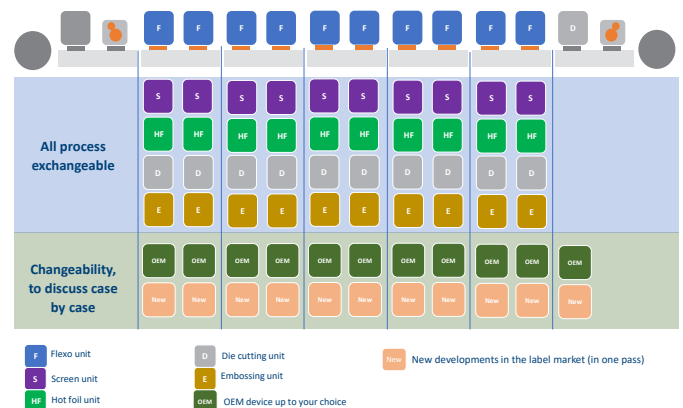
Speed and quality is another area of concern in the day to day operations of the label printing world. Gallus Labelmaster with its direct servo driven technology provides stable print register during its entire life span. It’s new age

gearless and shaft less technology assists customers in printing a wide range of substrates in the areas of flexible packaging, PSA and card boards. With well designed and implemented automation Gallus Labelmaster provides reliable flexo printing speed of up to 200 m/min.

Performance management and analysis, is a factor that drives continuous improvement. With clear focus on improvement of shop floor productivity, newly developed data integration packages of the Gallus Labelmaster, assist the users of the press to know current the KPI of the press.

The importance of a combination print process is certainly a key driving factor in the label printing world. Gallus Labelmaster’s printing platform provides the most easy and economical way of using various print process at any print positions in the press. Print Volume keeps the machine rolling, whereas Print Value brings in profitability. Movable flexo print heads, screen print, die cut between print stations, multilayer labels or OEM kits like ink jet numbering, inline inspection and work flow... and many more such value-added solutions are possible on the Gallus Labelmaster platform. It lives up to its promise of **Flexibility in Perfection**.

Flexible Print process with Gallus Labelmaster



For further more details on Gallus Labemaster, please contact:

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Saphira Inks.

The best starting point for perfect print results.



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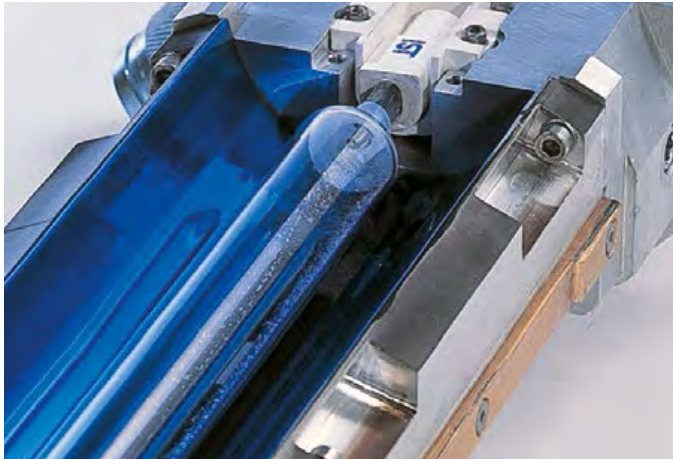
Your registration and order is just a click away



Visit the Heidelberg eShop.
shop.heidelberg.com

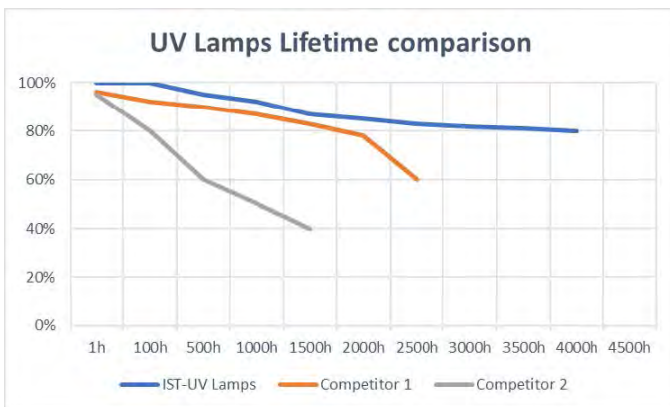
Service availability and Lifecycle

The Covid-19 crisis is generating an increase in demand for food, pharmaceutical and other specialized folding box printing. More often, UV printing is involved. We are offering some suggestions on how to keep Sheetfed UV curing lamps at the optimum performance level through their lifespan.



UV lamps and reflector effectiveness reduce over a period of time. UV lamp radiation output naturally decreases during usage due to frequent on/off cycles and as the lamp approaches the end of its life. Reflectors also get dirty and need regular cleaning. The combined effect is less efficient drying and an increase in power consumption. Therefore, in order to achieve the original drying performance, presses must run slower with higher power settings. Hence the costs per job go up and also the number of jobs, that can be printed per shift, significantly decline resulting in reduced profits margins. Other components of the UV system such as cooling and ventilation devices also need regular attention and maintenance.

UV radiation output vs the time to lamp failure



A clean reflector can output up to 30% more energy.

Before

Area	Min.	Max.	Average
1	94	125	109,5
2	97	112	104,5
3	90	115	102,5
4	89	95	91

After

Area	Min.	Max.	Average
1	147	151	149
2	153	155	154
3	149	152	151
4	149	152	151

Reference value is 163 mW/cm².

Here is where Heidelberg can help. We sell only genuine IST UV lamps. With a lifetime of up to 4,000 operation hours (subject to ideal operating conditions), IST UV lamps last longer than other lamps and offer a risk-free investment. This is supported by a warranty for 2,000 hours or up to 2 years operation (subject to IST warranty terms & conditions). Importantly, the drying performance of IST lamps remains more or less consistent even towards the end of lamp life compared to other lamps. And using our highly trained and skilled technicians we can inspect, clean, repair and replace UV system components to help customers reduce unplanned down time, dry at much higher speeds and with greater efficiency.

Contact your nearest Heidelberg Office today to see how easy it is to bring your IST UV driers back to full performance.

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Positive Cues for Printers: Government to the rescue of MSME's



The Centre's guarantee on nearly Rs 3 lakh crore of loans to micro, small and medium enterprises (MSMEs) will likely encourage bankers to revive credit flow to a sector that provides livelihood to millions of Indians.

Finance minister Nirmala Sitharaman announced that Rs 3 lakh crore of collateral-free loans will be offered to MSMEs for up to 20 per cent of their loan outstanding at the end of February.

Borrowers with up to Rs 25-crore outstanding loans and Rs 100-crore turnover will be eligible for a four year loan with a moratorium of 12 months on principal repayment.

The government will provide 100 per cent credit guarantee to banks and NBFCs on principal and interest. The scheme can be availed until October 31 and MSMEs will not be required to offer any fresh collateral. The government believes 4.5 million units can resume business activity and safeguard jobs.

"This will make banks more comfortable to lend because a government guarantee reduces the risk weightage to zero, which means banks do not have to worry about a default or extra capital requirements"

PSBs disburse Rs 12,201-cr loan to MSMEs under emergency credit line scheme:

Public sector banks have disbursed Rs 12,200.65 crore till June 9, under the Rs 3-lakh crore Emergency Credit Line Guarantee Scheme (ECLGS) for

the MSME sector, hit hard by the coronavirus-induced lockdown.

Public Sector Banks (PSBs) have sanctioned loans worth Rs 24,260.65 crore under the 100 per cent ECLGS for the Micro, Small & Medium Enterprises (MSME) sector starting June 1.

S&P affirms India's 'BBB-/A-3' sovereign rating; outlook stable

S&P Global Ratings affirmed 'BBB-' long-term and 'A-3' short-term unsolicited foreign and local currency sovereign credit ratings on India and said the outlook on the long-term rating is stable.

The ratings agency said India's ratings reflect the country's above-average real GDP growth, sound external profile, and evolving monetary settings. India's strong democratic institutions promote policy stability and compromise, and also underpin the ratings.

The stable outlook reflects its expectation that India's economy will recover slowly following the containment of the Covid-19 pandemic, and the country will maintain its sound net external position.

To hear more from our financial experts on this topic, please feel free to contact:

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Sr. Manager - Financial Services

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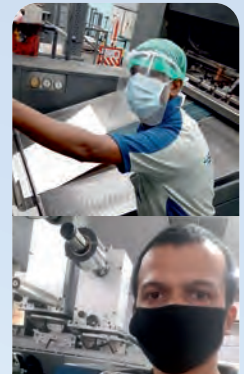
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#We4You.

We're in this together.

Heidelberg India is working tirelessly to assist customers through this pandemic. As a trusted partner, we strike a balance between minimizing business disruptions for our customers, while ensuring the safety of our support personnel.



For any service related project queries,
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