

A highly automated Speedmaster XL 106 will replace two competitor presses at each site

## BPG chooses Heidelberg Subscription

**Bertelsmann Printing Group (BPG) based in Gütersloh has concluded a subscription contract with Heidelberger Druckmaschinen Vertrieb Deutschland GmbH (HDD) for its two sites, Mohn Media in Gütersloh and Vogel Druck in H $\ddot{o}$ chberg near W $\ddot{u}$ rzburg.**

„Our goal is to continuously increase productivity over the next five years, and in this way boost overall equipment efficiency,” explains Dr. Niklas Darijtschuk, Chief Operation Officer at BPG. „The subscription contract with the performance partnership is therefore key for us. It gives us the confidence of knowing that for the next five years Heidelberg is responsible for performance and availability.”

The deal is the culmination of comprehensive consultation sessions and intensive discussions. Together,



*Looking forward to the new sheetfed presses (from left to right): Roland Witte, Production and Technology Manager at Mohn Media, Niklas Darijtschuk, Chief Operation Officer at BPG, Julia Isabell Schäfer, Head of Sheetfed Printing Department at Mohn Media and Jörg Kuchenmeister, Managing Director of Vogel Druck.*

the data, figures, and job structures for sheetfed printing provided by the sites were systematically and professionally analyzed and evaluated. This enabled both sides to gain a shared understanding of the future increase in performance with a defined product portfolio. „We look forward to, and are proud of, the partnership with the Bertelsmann Printing Group. We see it as an important milestone in the acceptance of our subscription model,” says Prof. Dr. Ulrich Hermann, Member of the Management Board responsible for Lifecycle Solutions and Chief Digital Officer at Heidelberg. „More and more printing companies are recognizing that the profitability of their installed resources is no longer just a question of „horsepower and displacement”,

but rather of „proven lap times”. When choosing the subscription model, the main factors to the fore in BPG’s mind, in addition to the long-term high performance of the Heidelberg press, were process control, automation, data management, benchmark-based management, and autonomous production sequences. The subscription model provides what all the parties involved are looking for, namely the consistent targeting of increased overall equipment efficiency (OEE) over the lifecycle. This ensures the long-term profitability of the printing company and thus a return on investment in the equipment.”

The agreement includes Heidelberg delivering the expected print volume to BPG over the next five years with the corresponding in-

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crease in the OEE at both sites. To this end, the on-site service team will receive intensive training, 24/7 support will be guaranteed, and a consignment warehouse will be set up. The subscription model also includes „Vendor Managed Inventory“, where Heidelberg takes over inventory management of selected consumables and wearing parts on behalf of BPG.

A highly automated Speedmaster XL 106 will replace two competitor presses at each site. Next spring, a Speedmaster XL 106 ten-color perfecting press with coating unit will be installed at Mohn Media, while Vogel Druck will install an identical nine-color press. The aim of the innovative Push to Stop operating concept, the Prinect Production Manager, and the Heidelberg Assistant digital platform is to achieve a smooth process workflow and to make sure that the necessary data is always available where it is needed. Comprehensive services such as Predictive Monitoring and „Performance+Consulting“ ensure high stability.

„Our value proposition requires us to consistently deliver high press speeds, short service times, and short makeready times over a long period,“ explains Dr. David Schmedding, Head of Subscription at Heidelberg. „This is one of Heidelberg’s core competencies. Short machine downtimes and high process stability are the biggest influencing factors in increasing the profitability of a printing company.“ Productivity analyses confirm that Heidelberg offset printing systems produce on average up to 20 percent more saleable printed sheets over their lifecycle than presses from the second-ranked competitor.

## **Tecnaueases the path from roll to product stack**

INFOX upgrades new inkjet web press with high performance Tecnaue Cut & Stack line, enabling highly and hyper-customized print media to be produced at short notice.

Since INFOX GmbH & Co. Informationslogistik KG’s entry into digital back in 2008, printing has developed into an important pillar of the service portfolio. Established more than 40 years ago in Troisdorf, not far from Cologne, the company is known in the German tourism industry as the market leader for information logistics and communication solutions. INFOX belongs to the 7Days Group, a provider of logistics services, and specializes in the development and production of highly and hyper-customized media. Personalization, customizing and versioning in every conceivable form are realized with the help of 1:1 communication software solutions developed in-house.

INFOX employs around 250 people in Troisdorf, including 25 in IT and 40 in the printing and finishing departments, covering the complete process chain from data management as well as print media conception and design through production to mailing and logistics. Among other things, the company keeps Germany’s 12,500 travel agencies regularly supplied with promotional material, information brochures and catalogs. INFOX additionally targets end customers with direct response campaigns on behalf of travel agents and tour operators, and sends them their tickets for booked trips. In the meantime, INFOX’s extensive expertise is also successfully leveraged for international clients in other industries such as finance and insurance or the market for customized photo products.

The role played by digital printing has grown rapidly since INFOX first launched into print media production. Today, six Xerox iGen sheet-fed color production presses are in use in Troisdorf. In November 2018, they were joined by a Xerox Trivor 2400 HF inkjet web press, which expands the production capacity for high volumes. This inkjet press, which works from roll to roll and prints the web in four colors on both sides in a single pass, is mainly employed for high-volume transac-

tion printing where part of the content is in color as well as for catalogs and magazines.

INFOX needed a suitable new solution that would allow the printed rolls to be immediately separated into single sheets and sheet stacks, because in the past only cut-sheet systems had ever been used and the firm’s existing finishing equipment was geared accordingly. A Tecnaue Cut & Stack line was installed in August 2019 for this reason. Designed for web widths of up to 520 mm, this line is operated as a near-line installation adjacent to the press. It is configured with an Unwinder UW 550 and a Cutter TC 7000 with a waste extraction unit attached as well as a Stacker TC 1220 and a conveyor.

The INFOX management were already familiar with Tecnaue from trade fairs, information supplied by Xerox and visits by Area Manager Robert Gubo.

„Our aim is to transfer customers’ online experience to printed advertising material in terms of relevance and currency of content. That’s why same-day processing - from receipt of the customer data to the finished printed products - is paramount for us,“ explains Mahmut Acar, Manager Printing and Finishing with power of attorney at INFOX. „Being able to process the printed rolls on the Tecnaue Cut & Stack line supports our efforts in this direction.“ He adds that the quick and easy changeover feature and the low-maintenance design of the entire line influenced the decision in Tecnaue’s favor, as did the maturity and reliability of the Tecnaue system components.

In the first step, the unwound web is separated into single sheets on the Cut & Stack line, which runs without constant attention from an operator. Depending on the print format - for example A4 two-up or A3 landscape - the Tecnaue Cutter TC 7000 ensures high-accuracy perpendicular and cross cutting, if necessary with intermediate cuts and side trimming. The sheets are then stacked in the Tecnaue Stacker TC 1220. The option of offset-sta-

cking single copies simplifies the downstream processing steps. Finally, the prints are placed on a conveyor and are ready for further processing by INFOX - this could be enveloping with some products or hot-melt perfect binding or saddle stitching in the case of brochures. The Tecna Cut & Stack line is designed for a maximum web processing speed of 120 m/min. It makes an ideal complement to the Xerox Trivor 2400 HF press, which can print at up to 100 m/min on uncoated paper or 76 m/min on coated stock. So far, INFOX has tended to process 450 mm roll widths and 80 g/m<sup>2</sup> paper on the Tecna line, which in practice supports a much wider range of grammages. In short, the flexibility of the inkjet press as regards substrates is mirrored by the Tecna Cut & Stack line. Mahmut Acar confirms that INFOX have no regrets about choosing the Tecna Cut & Stack line: „Our experience to date has been thoroughly positive and it all runs very smoothly. At the same time, our operators are pleased that the line makes so little noise.“

Encouraged by the production capabilities offered by the inkjet press in combination with the Tecna Cut & Stack line, INFOX are already making plans for new, smart applications. „We can now produce one-hundred-percent customized travel catalogs in larger quantities,“ says Acar. These on-demand catalogs have content tailored to the wishes of individual prospects and are ideally sent out to the recipients the very same day.“

## **Agfa-Gevaert Group enters into exclusive negotiations for the sale of a part of its Health-Care IT activities to Dedalus Holding S.p.A.**

As announced on May 14, 2019, the Board of Directors decided to investigate the sale of a part of Agfa HealthCare in the framework of the Agfa-Gevaert Groups transformation process. Today, the

Agfa-Gevaert Group announces that it has entered into exclusive negotiations with Dedalus Holding S.p.A. to sell a part of its HealthCare IT business (the „Business“). The Business consists of the Healthcare Information Solutions and Integrated Care activities, as well as the Imaging IT activities to the extent that these activities are tightly integrated into the Healthcare Information Solutions activities. This is the case mainly in the DACH region, France and Brazil.

The proposed transaction is subject to customary employees' consultations, regulatory approvals and closing conditions. It is expected that, upon positive conclusion of the negotiations, the transaction will be completed in the course of Q2 2020.

As a result of this transaction, Dedalus Holding S.p.A. would acquire 100% of the Business at an enterprise value of 975 million Euro, subject to regular working capital and net debt adjustments. Christian Reinaudo, CEO of the Agfa-Gevaert Group, said: „The expected sale of the Business, which generates around 260 million Euro of full year revenues, will represent another milestone in our transformation process. We are looking forward to this important step. We believe that under Dedalus Holding S.p.A.'s ownership, the Business will continue to develop into a leading pan-European player in the HealthCare IT market.

Going forward, Agfa HealthCare will focus on Imaging IT Solutions, continuing on its strategic track to deliver superior value to its customers, led by its flagship Enterprise Imaging platform. It is our ambition to grow revenues and raise the EBITDA margin performance over time from today's mid-single digit percentage of revenues to a double digit level.“

## **Jennifer Heathcote joins UV curing systems manufacturer GEW**

Jennifer Heathcote has been ap-

pointed as Business Development Manager at GEW, the industry leading manufacturer of Arc and LED UV curing systems based in the UK.

Heathcote has been in the UV equipment and applications business since 1998 and has worked with several well-respected UV suppliers. She has served as an executive board member for Rad-Tech North America and most recently has acted as a technical and commercial consulting advisor to the UV curing industry. Throughout her various career roles, which have included applications engineering, sales, business development and general management, Jennifer has proven herself to be a leading authority on conventional and LED UV technology, as well as their use across a broad range of industrial curing applications.

Malcolm Rae, Managing Director at GEW, comments: „We are delighted that Jennifer has joined the GEW team. Her depth of technical expertise and understanding of the global UV curing market will enable us to expand into new areas of opportunity and build upon the core business foundations already in place.“

Jennifer will continue to present at industry conferences and events. She has authored a wide range of articles on the subject of UV curing, and in 2012 co-authored The UV LED Handbook. She earned her Bachelor of Science in Mechanical Engineering from Purdue University and her MBA from the Fisher College of Business at The Ohio State University.

## **MASTHEAD**

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