

B&K Offsetdruck invests in two Speedmaster XL 106 presses and a Subscription Smart contract

Passion meets innovation

B&K Offsetdruck GmbH based in Ottersweier has invested in a complete package from Heidelberger Druckmaschinen AG (Heidelberg) consisting of two of the latest 2020 generation of Speedmaster XL 106 presses and a Subscription Smart contract with supplied consignment warehouse.

By doing so the company sees itself as well-positioned for the digitization of its processes, and altogether would like to increase its overall equipment efficiency (OEE). B&K has direct access to the various services via the Heidelberg Assistant digital portal.

The new Speedmaster XL 106 fits perfectly into this digital environment. "The response from my printers has been only enthusiastic," reports Jörn Kalbhenn, Managing Director and owner of B&K, in summing up his experience with the first Speedmaster XL 106 installed re-



Jörn Kalbhenn, Managing Director and owner of B&K Offsetdruck GmbH, based in Ottersweier, has invested in a complete package from Heidelberg consisting of two of the latest 2020 generation Speedmaster XL 106 presses and a Subscription Smart contract. His aim is to increase overall equipment efficiency (OEE).

cently. The world's first ten-color perfecting press with coating unit impressed from the get-go with its innovative Push to Stop operating concept and the many intelligent assistants. In particular, the latest Speedmaster generation provides a systematic way of minimizing the operator-dependent and process-dependent time losses and significantly increasing effectiveness - all the way up to autonomous printing.

The 220-strong workforce at B&K operates a two-shift production schedule for items like envelopes for magazines including Fokus, Bunte, Elle, Freundin, and TV-Spiel-film published by nearby Burda Verlag. The possibilities offered by in-line die-cutting and finishes with fluorescent inks or drip-off coatings are used here. Industrial customers and agencies from the region and all of Europe continue to value B&K's quality and delivery reliability. The company is one of the big-

gest sticker manufacturers in Europe and produces coloring and school books for children.

Since full production got underway in June, the Speedmaster XL 106 already has over three million sheets on the totalizer. "We operate the press at a rate of 18,000 sheets per hour for straight printing and perfecting, which means the jobs go into postpress and are on their way to the customer faster. This saves us up to four hours a day," explains Kalbhenn. A special feature of the press is the perfecting device's location after the fourth printing unit, which means that printing of 4/4 colors plus spot colors plus coating is possible. This is often used for envelope production for well-known publishing houses.

Smart and consignment warehouse B&K was one of the first customers in Germany to opt for a Subscription Smart contract, covering the consumables for all three printing

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presses - the new press as well as two existing Speedmaster presses - for a term of five years. The supply process is handled by a local consignment warehouse, which is operated by Heidelberg. "I expect this to save us a lot of time and money, and that our purchasing processes and the warehousing will improve - it's a win-win situation for both sides," confirms Jörn Kalbhenn.

The Heidelberg Assistant digital portal plays a crucial role in this context. It provides B&K with digital access to a multitude of additional services such as its vendor-managed inventory or key real-time information about the company's performance, as well as offering straightforward access to the Heidelberg eShop.

Both the installation of the new Speedmaster XL 106-10-P+L and the establishment of the consignment warehouse took place under difficult conditions during the coronavirus pandemic in spring, and the team from B&K received appropriate training. The collaborative partnership made it possible to meet this challenge. The new Speedmaster XL 106 is a replacement investment for an older Speedmaster XL 105-10-P+L press. The second press ordered in the complete package - a Speedmaster XL 106-8-P+L from the new 2020 generation - will also replace one of the older presses. The concrete installation date has not been decided yet, and will depend on future business prospects.

B&K was voted one of Germany's most innovative sheetfed and web offset printing companies by a German magazine, and Jörn Kalbhenn was voted Printing Company Manager of the Year in 2018. "We want to use our enthusiasm and passion and the best and most economical solution to make products that are innovative and help our customers in their business activities," says Jörn Kalbhenn in explaining his motivation. Last year the company celebrated its 50th anniversary.

The very long runs are produced using web offset printing, while sheetfed offset printing is used for the medium to shorter runs. The aver-

age run length for the new Speedmaster XL 106 is 50, 000 to 60,000 sheets. Initial figures already show significant savings thanks to the Wash Assistant and through the reduction of paper waste. The printers are delighted with the new technical possibilities, and are motivated to try something new and to have an innovative workstation.

"All of our printing presses with the exception of our web presses are from Heidelberg, and we share a deep relationship. Heidelberg's approach as a provider of complete solutions suits us, since it means that we can improve our overall value added," reports Jörn Kalbhenn. "To date we have worked on everything together as a team and optimized our processes and the workflow into one digital whole." In prepress we have a Supraletter CtP platesetter, in the pressroom the new machine lines up beside a Speedmaster XL 105-8-P+L from 2009 and a Speedmaster XL 105-5+L built in 2008, each of which have printed over 500 million sheets. The machines used in postpress include 16 Stahlfolder machines in widths from 36 to 112 cm, which make 6.5 million folds daily. In the digital printing section, two Versafire CP presses produce personalized mailings for insurance company, bank, and pharmacy customers. As a print shop workflow, Prinect Production Manager integrates the processes and the machines are integrated into the Heidelberg service network via Remote Access Plus.

Konica Minolta enhances cooperation with MGI

Konica Minolta and the French manufacturer of digital print finishing systems, MGI Digital Technology (MGI), are intensifying their cooperation in Germany and Austria. Under an expanded cooperation, MGI systems will be sold directly through Konica Minolta's distribution network.

Likewise, the market leader in production printing will support MGI customers as a single point of contact for all service, support, and ad-

ministration issues. Customers will thus benefit from a dense network of Konica Minolta employees for on-site support and further development of the respective customer solution.

The close strategic and financial cooperation between the two companies began in 2014 and was most recently expanded in 2016 with an increase in the stake in MGI to 40.5 percent. As a result, Konica Minolta has expanded its existing portfolio to include MGI products for production, label, and packaging printing. However, distribution and service for MGI systems continued to be provided separately. Konica Minolta's assumption of responsibility for sales and support now closes this gap.

"The strengthening of our partnership with MGI will primarily benefit customers and prospects. In the future, they will receive service and advice on all aspects of production printing and digital print finishing from a single source," explains Oliver Becker, Head of Sales Professional Printing at Konica Minolta. "As a company with a strong customer focus and a broad-based team of consultants and on-site support, we are able to design and implement individual finishing solutions together with the customer. The fact that MGI has again moved a little closer to Konica Minolta is symbolized by a new, common logo under which we will market MGI systems in the future.

Digital print finishing is a key growth driver in the production printing market and a profitable way for print service providers, commercial and in-house printers to differentiate themselves from the competition. Four-color digital and offset prints with exceptional 3D haptics can be enhanced by UV spot coating in defined areas. In order to enable printers to enter the world of digital print finishing, Konica Minolta introduced the MGI JETVARNISH 3D One last year. The system uses a universal varnish for various 2D and 3D effects and is particularly suitable for finishing print products in short and medium runs. MGI's entry-level model ideally complements

Konica Minolta's production printing systems, such as the AccurioPress C3080, C6100 or C12000. In addition, the portfolio includes UV spot coating as well as digital hot foil stamping. This offers companies great opportunities to integrate into their own companies the value added that was previously outsourced to finishing companies - and at interesting conditions.

With systems up to A1+ size, the portfolio also offers finishing applications for other printing technologies such as offset printing. The patented high precision of the systems is a unique selling point that reduces waste and production costs and maximizes productivity.

Against this backdrop, Konica Minolta, as a long-time market leader in production printing and one of the leading providers in the field of inkjet, finishing, and label printing, accompanies its customers with the latest technology, software, and the latest innovations in the areas of printing and applications with forward-looking know-how and a high level of consulting competence in the development of new business opportunities.

Grunewald GmbH adds an HP Indigo 7K to its printing fleet

Grunewald GmbH has installed an HP Indigo 7K. The German company focuses on prepress, digital printing, finishing, and mailing production. It started digital printing back in 1995 and was one of the first Indigo customers. Over the years, the range of services has been continuously expanding - from the addition of a wide variety of finishing and refinement options to web-to-print and cross-media solutions.

"We have always been impressed by the possibilities of the HP Indigo digital presses for its customisation abilities as well as the large variety of materials they can process. In recent years, much has also been done regarding system availability and reliability. The current machine generation is not the same as that of the 1995 generation. Plastic has turned into heavy metal," said Mi-

chael Grunewald, Managing Director of Grunewald GmbH.

The possibility to expand the product offering even further was a decisive factor for the investment in the HP Indigo 7K. Thanks to the new special inks such as Metallic Ink, Invisible Ink or scratch-off inks, new applications can be realised and the possibilities for differentiation have increased. Furthermore, substrates with a thickness of up to 550 micrometers can be processed and the Automatic Alert Agent (AAA) and the HP Optimizer improves productivity.

"We were also impressed by the features of the HP Indigo 7K that are not obvious at first sight, such as the Automatic Alert Agent. Thanks to its built-in camera system, the press automatically sorts out faulty sheets and initiates reprinting at the same time. In addition, the HP Optimizer allows us to prioritise individual jobs in the queue," says Grunewald.

Grunewald GmbH, which has already received several awards for outstanding achievements in digital printing, is pleased to be able to offer its customers even more innovative print products in the future.

Roland DG announces the latest version of the RIP software VersaWorks 6 with new features

Roland DG announced the introduction of the latest version of the VersaWorks 6 RIP software for inkjet printers and a free upgrade service for customers with compatible models. VersaWorks 6 RIP and print management software, which is included with Roland DG inkjet printers and printerscutters, is designed to optimize the properties of printers, inks and media to provide high-quality prints and maximum efficiency in print production.

Key features of the latest version of VersaWorks 6:

New "True Rich Color" print setting To improve the color reproduction and color palette of your printer and inks, we have developed a new True Rich Color preset. Now you can

combine vibrant colours with neutral greys, smooth gradients and natural skin tones to create stunning graphics. This pioneering achievement in colour quality is unsurpassed in the field of durable graphics.

CutContour lines can now be added and edited in VersaWorks 6:

The new VersaWorks 6 has a "Job Assistant" feature that can automatically add contour lines in the RIP software to cut PDF design data. Even if the cut contour line is missing from a transferred file, printing and cutting can now be performed quickly without having to return to the design editing software. This allows jobs with tight deadlines to be completed reliably.

A spectrophotometer is indispensable to meet the different color matching requirements of printing companies. This is needed, for example, for the precise reproduction of a specific colour shade, the accurate reproduction of a corporate colour specified by the customer, or printer management to ensure consistent colour output at all times. The latest version now supports drivers for Barbieri's latest Spectro LFP qb and Spectropad spectrophotometers.

Paul Willems, Director of Business Development and Product Management, Roland DG EMEA, says: "By providing our users with the latest version of VersaWorks 6, we can better support our customers' printing companies in terms of both quality and efficiency. In addition to supporting the printer, we are giving our customers more room for creativity because it is a total solution consisting of software and application support".

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