

MAKEREADY *on the* FLY

In a new approach using remanufactured equipment, an Ohio web shop streamlines short-run, heatset production.

Globus Printing & Packaging, a family-owned publication printer in Minster, Ohio, has challenged conventional print production wisdom by commissioning a Lithomax ZMR (zero-makeready) web press. The four-unit 22 $\frac{3}{4}$ ×38" press is the product of a consortium of three web press specialists, Eagle Electric; E.R. Smith Associates; and 3P, Inc., all of Westerly, R.I.

Globus, founded in 1957 to serve the regional commercial printing market, has expanded into the short-run publication business, serving clients in the U.S. and Canada. It operates sheetfeds and two nonheatset webs.

NEEDS OUTGROW CAPABILITIES

Recently, the two brothers who manage Globus, Tim and Dennis Schmiesing, found that their clients' needs had outgrown the company's capabilities in both volume and process. They agreed that Globus needed a single press that could provide high-quality, heatset, two- and four-color signatures, along with low-cost, short-run, single-color signatures for short-run publication clients.

Specialists from Eagle Electric, E.R. Smith, and 3P configured Globus's ZMR press from Hantscho Mark VI components. The transformation to ZMR included complete remanufacturing to restore the press's original life, a new spray dampening system and new remote ink key controls with CIP-compatible presetting software, plus a Siemens AC servo drive system with 13 individual drives.

The result: a single press line that can produce 32-page 8 $\frac{1}{2}$ ×11" signatures at up to 36,000 per



Upgrading a press "of a certain age" results in an output rate equivalent to two conventional webs.

hour, regardless of run length. Globus managers expect output from their single ZMR press to be equivalent to two conventional web book press systems.

NOT A NEW CONCEPT...

The concept of zero-makeready production or continuous press operation through plate or form changes is not new. "Flying" imprinters employing speed-match and mechanical clutching techniques have been common for many years. In the late 1970s, Harris Corporation introduced book press models that operated on these principles.

More recently, Timson, a British press manufacturer, won an InterTech Technology Award from the Graphic Arts Technical Foundation for introducing non-stop capability on a new press model.

Globus's Lithomax ZMR, however, is the first "nonstop" press to employ state-of-the-art AC servo drives on an existing web press.

...BUT PERTINENT TODAY

With publishers and web clients demanding ever-shorter run lengths, minimum inventory levels, and just-in-time production today, printers must take a hard look at makeready costs, which, on some jobs, could be higher than the actual production costs.

At the same time, pressroom managers can see press capacity dwindle as makeready takes up more available time on their equipment. Granted, printers' customers may have to accept charges for makeready, but only the signatures on the "good" counter have any value to them.

Although Globus needed four-color heatset capacity, the real driving force behind its pursuit of the Lithomax ZMR system was its solution to the short-run, single-color production need. Stated simply, Globus couldn't grow without reducing the cost of single-color, short-run signatures.

CRUISING THROUGH FORM CHANGES

The ZMR enhancements to the remanufactured Hantscho press meets that need by permitting the system to cruise, without slowing, through form changes. Makeready time is virtually zero as units with new plates are automatically placed "on impression" when preset signature counts are reached. Typically, fewer than 100 signatures are sent to the waste bin on each form change.

While the zero-makeready concept is time-tested and relatively simple, reaching its productivity potential requires active management. The ZMR press is equipped with operating features, including safety elements and preset capability, but it is "machine paced" and unforgiving in its demand for form queueing, job preparation, and plate and paper supply.

As Tim and Dennis Schmiesing contend, "This is not your father's Hantscho!"