

## Printing presses built for eternity also need periodic servicing



Your strong partner.

**MÜLLER MARTINI**



## **MM**Services.Print

**Under the <sup>MM</sup>Services.Print label, Muller Martini offers a wide range of services for web printing presses – from control retrofits to ink zone control, printing inserts, machine relocations, maintenance, delivery of original spare parts through to training.**

Although Muller Martini has not been building any new printing presses since 2015, this does not mean that our customers around the world are left to their own devices – quite the contrary.

Over the past 50 years, Muller Martini has delivered some 2,200 Pronto, Progress, A-Series, Concept, Concepta, Alprinta and VSOP web offset presses with a total of 9,000 printing units to customers on all continents for form, mailing, pharmaceutical, safety and package printing.

Of the machines built in the past 20 years, over 90 percent are still in production. In total, 60 percent of all machines built will likely still be in use. To put it in slightly exaggerated terms, Muller Martini printing presses are built for eternity, but it goes without saying that they need regular servicing. To ensure that they continue to run around the clock, Muller Martini offers you customized, all-round service packages through the **service organization Muller Martini Druckmaschinen GmbH in Maulburg (Germany)** under the <sup>MM</sup>Services.Print label – be it by telephone (<sup>MM</sup>Support), remotely, on site or customized service agreements (<sup>MM</sup>Select).

### **Tip**

Our in-house development engineers are constantly working on new solutions for the installed base – something freelancers cannot offer.



## Control retrofit

**MM**Services. **Uptodate**

A prime example of a control replacement is a retrofit of the discontinued B&R 2010 main control of the successful A52/68/74 machine series and the Concept with a new B&R X20 system. Upgrading to the new technology means you avoid production downtimes caused by spare parts that are no longer available. Thanks to the modular Muller Martini architecture, all Concept visualizations and controls are retained and do not need to be replaced. By replacing the control and the drive of the printing press and/or cross cutter, you not only extend the service life of your web offset printing press by many more years, you also regain 100% operational reliability.

This is why Phil Ouzman, Managing Director of Smith & Ouzman in England, opted for a comprehensive Concept retrofit: "The main reason is that our long-standing web offset partner Muller Martini no longer builds any printing presses. So I'd rather invest in a couple of upgrades to extend the life cycle by at least another ten years than have to struggle with the machine philosophy of another manufacturer."



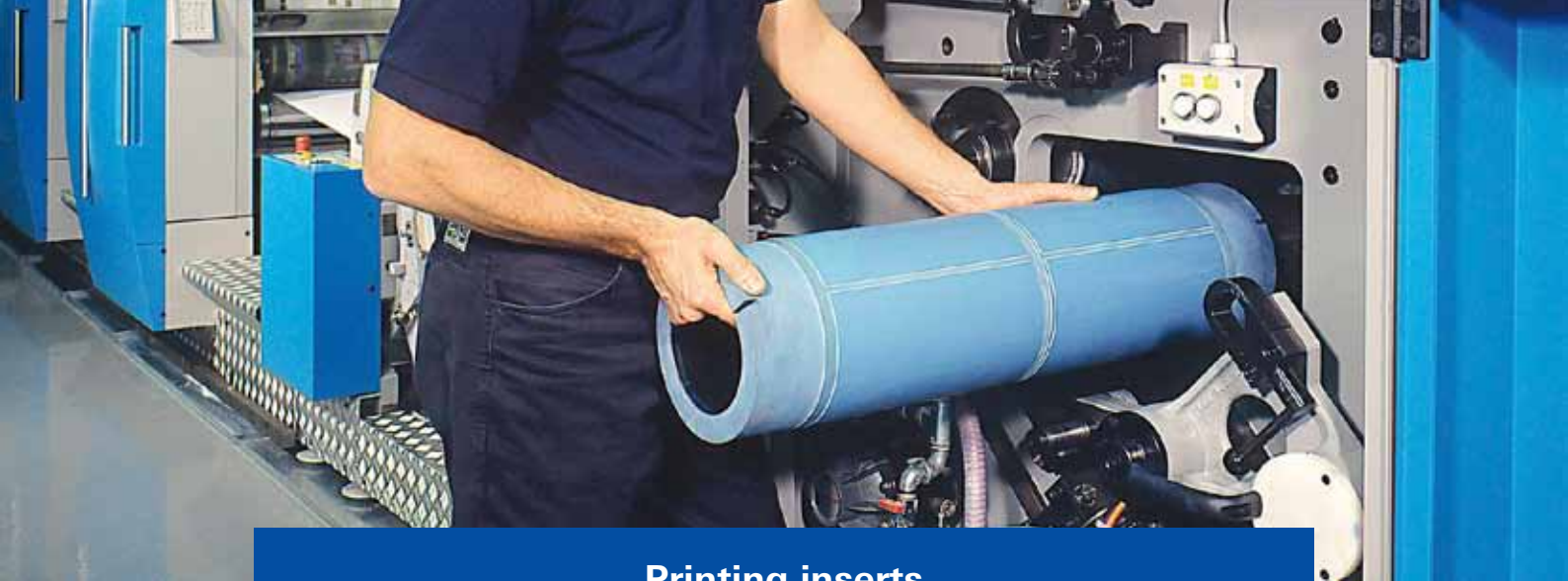
## Ink zone control

MMServices. **Uptodate**

With the retrofitted ink zone control system, your corrections will be transferred to the substrate in a split second in the future. This is possible for all Muller Martini presses and the Drent VSOP/Vision. Muller Martini's electronic ink zone control system was developed in house by Muller Martini and sets standards in terms of precision, speed, reliability and ease of use. The solution is also very interesting from an economic point of view. It comes with a touch screen, an ink zone control box per printing unit, 16, 21, 23 or 28 ink zone motors per printing unit and, as an option, a CIP-3/4 interface.

Daniel Zihlmann, Head of Offset Printing at Bächler-Sidler AG in Switzerland, emphasizes the positive impacts of a new ink zone control system: "Particularly for repeat jobs, we now change over up to 50 percent faster on our A68. And since the direct transfer of CIP3 data from pre-press to the printing press has greatly simplified the pre-adjustment process, production waste has also declined by around 50 percent."





## Printing inserts

For many models, Muller Martini can supply various types of inserts – from variable-size flexo inserts (for gapless printing and varnishing as well as for special inks such as thermochromic inks, security inks, fluorescent inks, scratch-off inks or spot colors) to numbering inserts (for numbering and barcode imprinting) to inserts for applications in dry offset, letterpress, for endless varnishing and for special security printing applications.

### Tip

Muller Martini will be delighted to advise you on your requirement profile.



## Machine relocations

### MM Services. **Startup**

Whether you are moving your printing press within your company or to another company – logistics alone is not enough to keep production interruptions as minimal as possible. Muller Martini's specialists know exactly what matters when it comes to a printing press. They carefully plan all the necessary steps – starting with thorough clarification of the new location, the size of the room, the machine data through to the necessary tools and additional aids for the planned move.

#### Tip

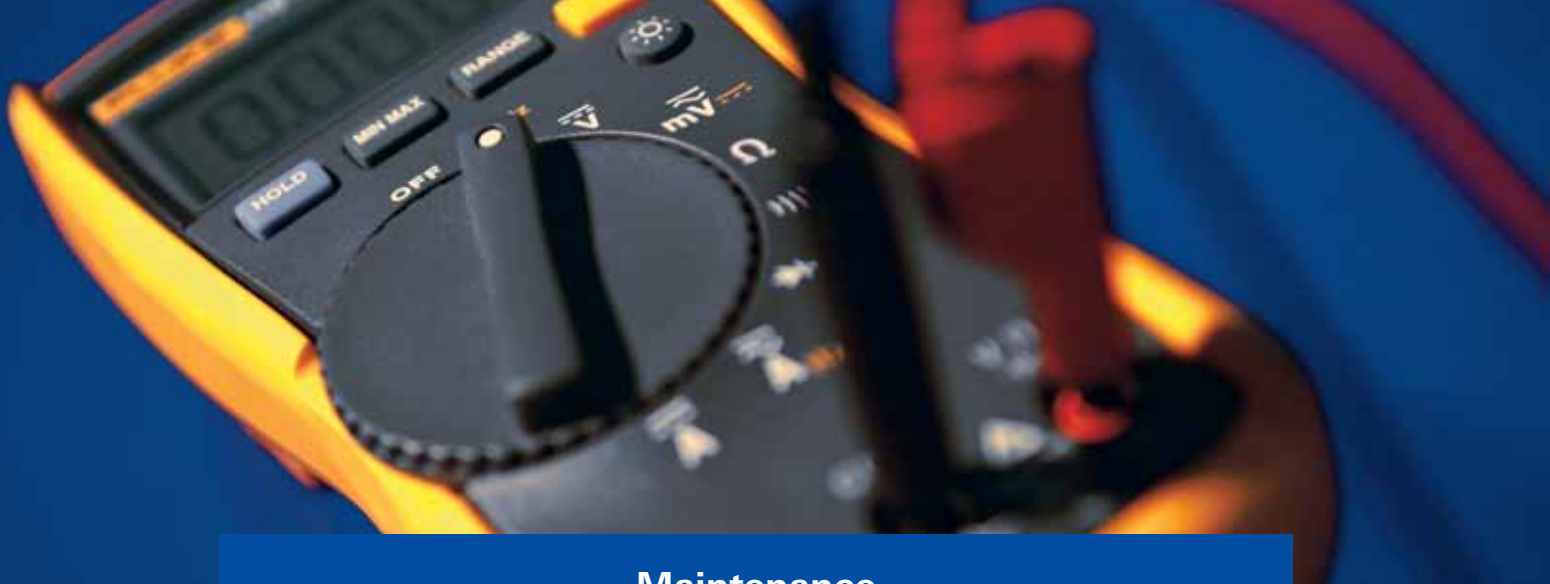
Muller Martini also offers customized solutions for the relocation of large VSOP systems from the manufacturers Drent Göbel and Muller Martini. The extensive experience gained from numerous machine relocations of complex hybrid machines with offset, rotogravure and flexo printing guarantees careful project management, short production interruptions and qualitatively flawless reinstallation of your high-performance systems.

The necessary infrastructure such as electricity, water and compressed air is also tested at the new location. This allows potential weak points to be eliminated before installation and production processes to be optimized right from the start. You minimize risk – Muller Martini ensures faster recommissioning. Optionally, Muller Martini can also combine the machine relocation with an inspection or maintenance service, or training and production support for your operators.

Wailandt'sche Druckerei in Germany moved two A52 presses into a production hall that is more than half the size of the previous one – and did so within only four weeks. "The good project planning, flawless cooperation and outstanding know-how of Muller Martini's technicians made this short period of time possible," say the two managing directors Jürgen Zapf and Markus Sigusch. "Each of the two printing presses was only offline for two weeks due to the relocation and reconditioning, so we were able to keep on producing using the press that wasn't being relocated and reconditioned at any given time."

#### Tip

Where required, Muller Martini can adapt the machine configuration to your current production requirements. Thanks to Muller Martini's worldwide sales and service network, relocations across national borders and continents are no problem at all.



## Maintenance

MMServices. **Inspect**

To ensure the highest possible availability, you should have your press inspected by Muller Martini technicians at regular intervals. You will receive a comprehensive inspection report after each inspection or maintenance. A management summary describes the condition of your printing press. Figures, tables and notes from the experts provide a detailed description on the condition of each individual machine component.

### Tip

If inspections are carried out at regular intervals, you can use the reports to transparently track your machine's wear over the years.

As part of the Investment Protection Program (IPP), Muller Martini also draws your attention to possible new configurations, informs you about expansion options, delivery situations and the availability of individual components, or recommends additional types of production.



## Original spare parts only from the manufacturer

### MMServices. **Parts**

There are over 60,000 items in stock in the central warehouse at Muller Martini's head office ready to be delivered. The spare parts specialists can be contacted around the clock, and over 90 percent of all ordered items are delivered on the same day, making Muller Martini the industry leader. Original spare parts are supplied exclusively by Muller Martini, and automation components are always supplied with the appropriate software. This ensures that only good-quality parts are used and that your system can continue to produce at the highest quality.

#### Tip

Muller Martini's on-site service ensures a professional exchange and, of course, you receive a warranty on all original parts.





## Training sessions

MMServices. **Improve**

Personnel changes at the printing press, higher error rates, but also new jobs often make it necessary to offer your employees retraining and upgrade their knowledge. In addition to well-founded training, Muller Martini also offers numerous tips for machine operators and operating personnel – so your operators are always up to speed with the latest technology. On-site training courses are optimally adapted to the operations in your company. Take advantage from the decades of experience and knowledge of Muller Martini's instructors, which you can put into practice immediately at your company.



## **MM**Services. **Print**

Do you have any questions about **MM**Services.Print?  
Your local Muller Martini adviser will be happy  
to help you! Or you can contact Marcus Stich,  
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He will be happy to help you!

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The logo graphic consists of a thick blue horizontal bar that tapers to the right, ending in a diagonal cutout.