

PressClean USA partners with Eclipse Imaging for an industry-first used VLF 162-5+LX press installation

A police escort accompanied the delivery and it took eight weeks to install. However, the first pre-owned Heidelberg VLF press is now up and running at a leading Canadian commercial printer, Eclipse Imaging in Burlington, Ontario. The press will take the company's already successful wide format business to an unprecedented new level.

PressClean USA and Eclipse Imaging combined to make history late last month. PressClean USA (Kernersville, North Carolina), a 15-year-old company and specialist in refurbished Heidelberg presses, completed a remarkable industry feat with the installation of the first-ever pre-owned Heidelberg Very Large Format (VLF), an impressive XL162-5+LX 64-inch sheetfed press.

The two companies are no strangers to industry firsts. PressClean USA is the only remarketed equipment dealer to have "Preferred Business Partner" status with Heidelberg Canada and Heidelberg USA. Its main focus is selling and installing Heidelberg pre-owned machines. In fact, it was the first dealer to install a used Heidelberg XL162 worldwide. PressClean has refurbished over 1,000 presses ranging from a single-colour GTO to a 12-colour SM102. Not surprisingly, PressClean's staff is made up of former Heidelberg engineers and employees with over 100 years of combined experience.

Eclipse Imaging was the first printer in Canada to install an enhanced HP Scitex FB7600 industrial printer. Eclipse is a Canadian-owned, FSC-certified, leading-edge printer that specializes in transit, display, POP, outdoor advertising and a host of other large format products and services. It has one of the most diversified and unique equipment inventories in the country.

Not just a sale – a rewarding partnership

"This challenging project could not have been accomplished without our close partnership and dedicated working relationship with Heidelberg USA and Heidelberg Canada," said Mike Bell, President of PressClean USA. From the beginning, PressClean USA coordinated all the necessary logistics: from the initial inspection in Germany, to the shipping and arrangement of a police escort, to the installation and sign-off of this massive press. "The Heidelberg XL162 sets standards in more than just productivity. Its high energy and resource efficiency make it the most environmentally friendly press in its class. Eclipse Imaging will definitely make its mark with this world-class machine," Bell added.

All machines purchased through PressClean USA come with new Saphira rollers, a Heidelberg parts and service credit, a free consumables start-up kit, and 12 months of free technical phone support from Heidelberg (USA only). Although the company specializes in the refurbishing and reselling of used Heidelberg presses throughout North America, it has the capacity to access, purchase and resell worldwide through its comprehensive global network. The company also specializes in cylinder repairs, shop appraisals, and plant marketing agreements that extract the best possible dollar value for existing machines.

Ralph Misale and Grant Malcolm, owners of Eclipse Imaging, agreed that the press will help increase the company's market share, especially in packaging and POP. They initially examined the affordability of purchasing additional equipment, but decided that a new Heidelberg was not in their budget. As they were considering

new equipment from competitive manufacturers, the PressClean USA team led by Bell convinced them that a used Heidelberg was their best and most cost-efficient option moving forward. One key factor was that PressClean already had a long-standing relationship with Heidelberg in both countries, so Eclipse would easily be able to utilize the experience of its service and technical advisors.

"PressClean in conjunction with Heidelberg Canada, was first class from beginning to end," said Misale. "They are a very professional company who we would not hesitate to do business with again." Misale said that PressClean's reputation as Heidelberg specialists, as well as a recommendation from the OEM itself, also contributed to the decision to go with the U.S.-based company. "If you're looking for used Heidelberg equipment, they're definitely the ones," he added.

"Having PressClean USA as our 'Preferred Partner' has opened opportunities to offer some excellent remarketed Heidelberg equipment, and certainly on this occasion we were able to assist greatly with the installation of such an intricate and impressive press," said Richard Armstrong, President of Heidelberg Canada.

A few years ago, Heidelberg extended its Peak Performance XL series presses into the VLF category, and is now a market leader with its 57" Speedmaster XL 145 and 64" Speedmaster VLF XL 162. The VLF at Eclipse has speeds up to 15,000 sheets per hour. Its Prinect Press Center enables all tasks – from job preparation and press set-up to print sheet measurement and evaluation – to be accomplished faster and more accurately. Other key features include Intellistart, a set-up program that streamlines and standardizes makeready procedures from operator to operator and shift to shift, as well as a high-definition LCD Wallscreen that gives operators a complete overview of all press processes.

More information: www.presscleanusa.com, www.eclipseimaging.ca and www.ca.heidelberg.com.



Eclipse Imaging owners and Ralph Misale (left) and Grant Malcolm in front of their Heidelberg VLF XL162-5+LX 64-inch sheetfed press from PressClean USA.