



**WE
ARE
PRINT™**

manroland | GOSS

EDILAND Meeting 2026

Bologna | 17 June 2026

Wolfgang Hiesinger, Martin Fairclough



AGENDA - What we will cover

1. Recent Newspaper Projects
2. APL - Automated Plate Change
3. MAINTELLISENSE - Securing Performance & Reliability
4. Retrofit. Upgrade. Transform. → Case studies
5. FoldLine – High-Performance finishing for digital newspaper printing



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Newspaper Projects



Le Télégramme



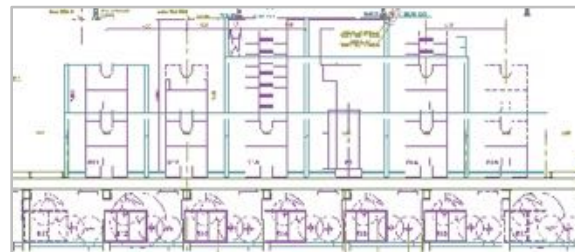
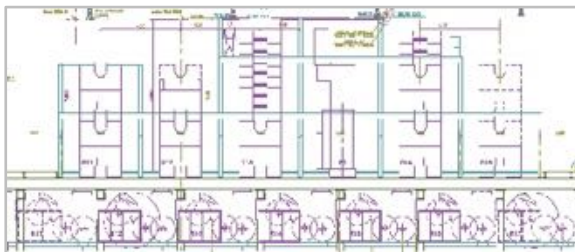
Case Study:

Situation in 2020:

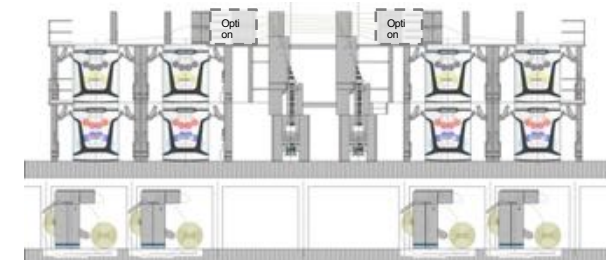
- Le Telegramme Newspaper
- printed on two Wifag OF370 presses
- 19 editions covering three departments/regions
- 180-200k copies per night

New COLORMAN e:line press line
with much higher output
and high automation for plate and reel
handling, closed loop systems, ...

- less overall equipment
- less manning
- less maintenance costs
- less space



2022



COLORMAN e:line

Le Telegramme, Brest/Morlaix



Le Télégramme

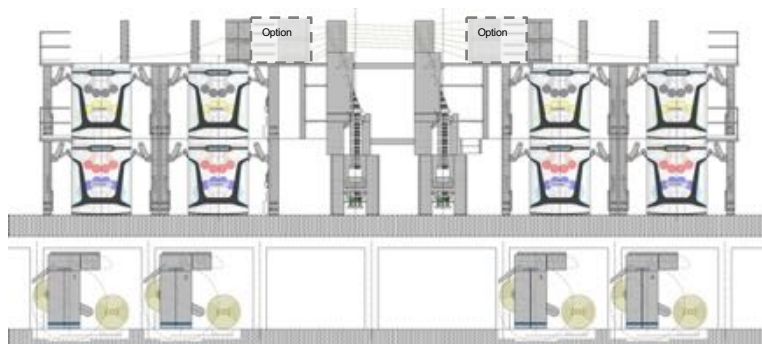
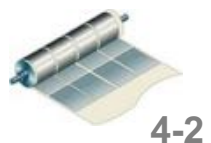


Mile Stones

- Order intake 11 / 2020
- Delivery date 12 / 2021
- Start of production 06 / 2022

Data

- 4-2 press
- Format 1120 x 1620 mm
- Tabloid page size 405 x 280 mm
- Up to 2 x 64 or 1 x 128 pages Tabloid
- Production speed up to 45.000 rph (up to 90.000 cph)
- Folder PFN-25, Reelstands RSN-15



Automation & Features

- RTS automated reel transfer system
- Auroload 2.1 automatic reel loading
- Blanket- and ink train washing devices
- IROLOC roller lock up system
- APL Fully automated plate change
- Plate lift system
- ICC InlineCutoff Control for each ribbon
- Lateral ribbon control
- IRC InlineRegister Control
InlineFanout Control
- IDCμ InlineDensity Control
- InlineDampening Control
- Flexible ribbon leads for easy structuring of products
- Ribbon Stitcher for flexible sectioning of Tabloid products
- ITC InlineTension Control
(closed loop web tension system)
- Quickstart for lowest start-up waste
- AutoJob Change
- PECOM operating concept
- Flexible operating with MobilePad

Newspaper Projects

COLORMAN e:line Reiff / Offenburg

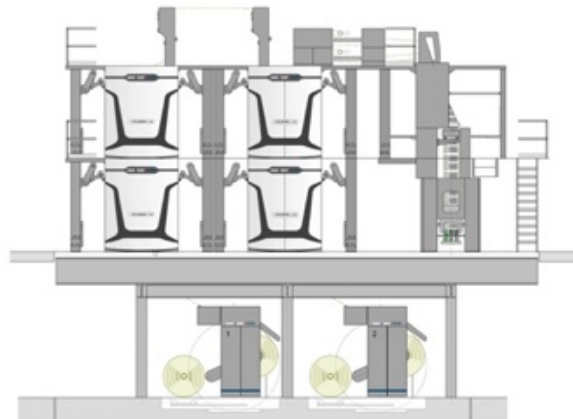
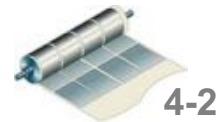


Mile Stones

- Order intake 01 / 2021
- Delivery date 09 / 2021
- Start of production 01 / 2022

Data

- 4-2 press
- Format 920 x 1240 mm
- 32 pages Broadsheet
- Production speed up to 55.000 rph (up to 110.000 cph)
- Folder PFN-25, Reelstands RSN-15



Automation & Features

- Auroload 2.1 automatic reel loading
- Blanket- and ink train washing devices
- IROLOC roller lock up system
- APL Fully automated plate change
- Plate lift system
- ICC InlineCutoff Control for each ribbon
- Lateral ribbon control
- IRC InlineRegister Control
InlineFanout Control
- IDCμ InlineDensity Control
- InlineWaterBalance Control
- ITC InlineTension Control
(closed loop web tension system)
- Quickstart for lowest start-up waste
- AutoJob Change
- PECOM operating concept
- Flexible operating with MobilePad

Newspaper Projects

COLORMAN e:line MHS Print Esslingen

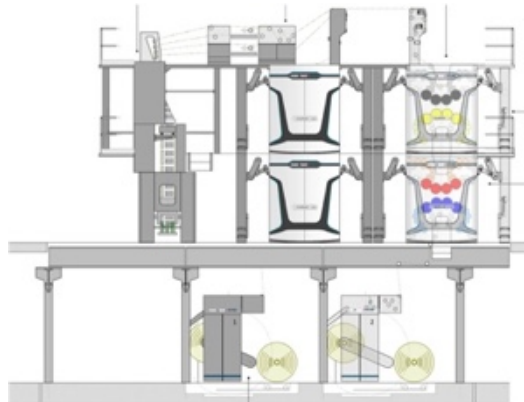
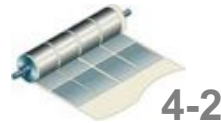


Mile Stones

- Order intake 02 / 2022
- Delivery date 12 / 2022
- Start of production 04 / 2023

Data

- 4-2 press
- Format 1000 x 1400 mm
- 32 pages Broadsheet
- Production speed up to 52.000 rph (up to 104.000 cph)
- Folder PFN-25, Reelstands RSN-15

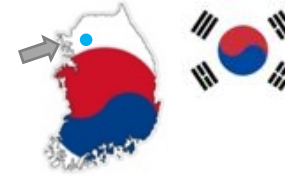


Automation & Features

- Auroload 2.1 automatic reel loading
- Blanket- and ink train washing devices
- IROLOC roller lock up system
- APL Fully automated plate change
- Plate lift system
- ICC InlineCutoff Control for each ribbon
- Lateral ribbon control
- IRC InlineRegister Control
InlineFanout Control
- IDCμ InlineDensity Control
- InlineWaterBalance Control
- ITC InlineTension Control
(closed loop web tension system)
- Quickstart for lowest start-up waste
- AutoJob Change
- PECOM operating concept
- Flexible operating with MobilePad

COLORMAN e:line

The Korea Economic Daily, Seoul

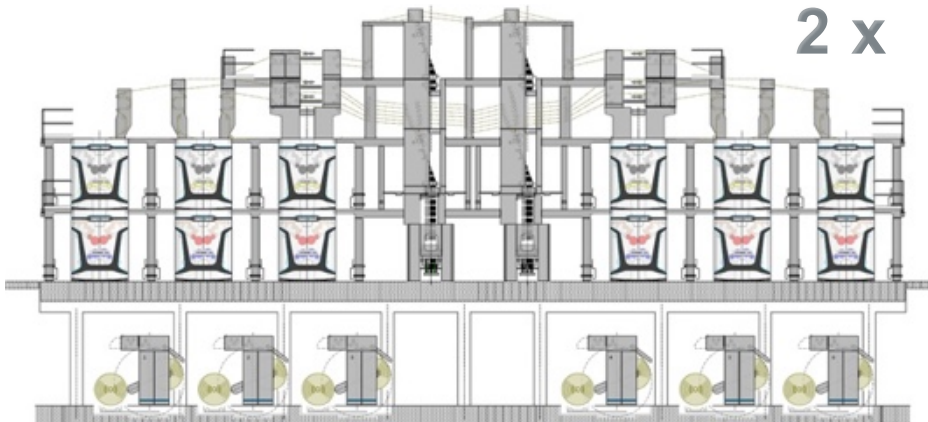
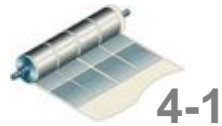


Mile Stones

- Order intake 09 / 2022
- Delivery date 09 / 2024 – 02 / 2025
- Start of production 05 / 2025

Data

- 4-1 presses for 12 webs (2x6, 4x3)
- Format 546 x 1576 mm
- Broadsheet page size 546 x 394 mm
- Up to 2 x 48 or 4 x 24 pages Broadsheet
- Production speed up to 4 x 95.000 cph
- Folder 4 x PFN-25, 12 PU, 12 Reelstands RSN-15
- Ferag mailroom system and Krause plate making



Automation & Features

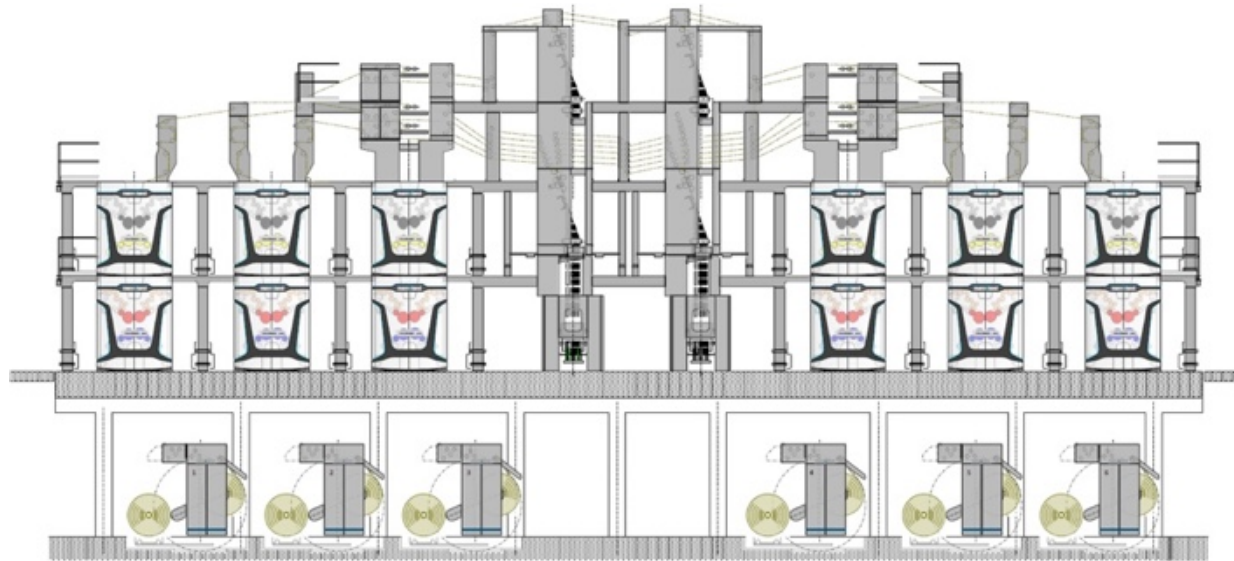
- AUROSYS automated paper handling & logistics system
- Auroload 2.1 automatic reel loading
- Blanket- and ink train washing system
- Web lead roller washing system
- IROLOC ink roller lock up system
- PPL Power Plate Change
- ICC InlineCutoff Control
- IRC InlineRegister Control
- IFC InlineFanout Control
- IDCμ InlineDensity Control
- InlineDampening Control
- InlineTension Control (closed loop web tension system)
- Quickstart for lowest start-up waste
- PECOM operating concept
- Flexible operating by MobilePad

COLORMAN e:line

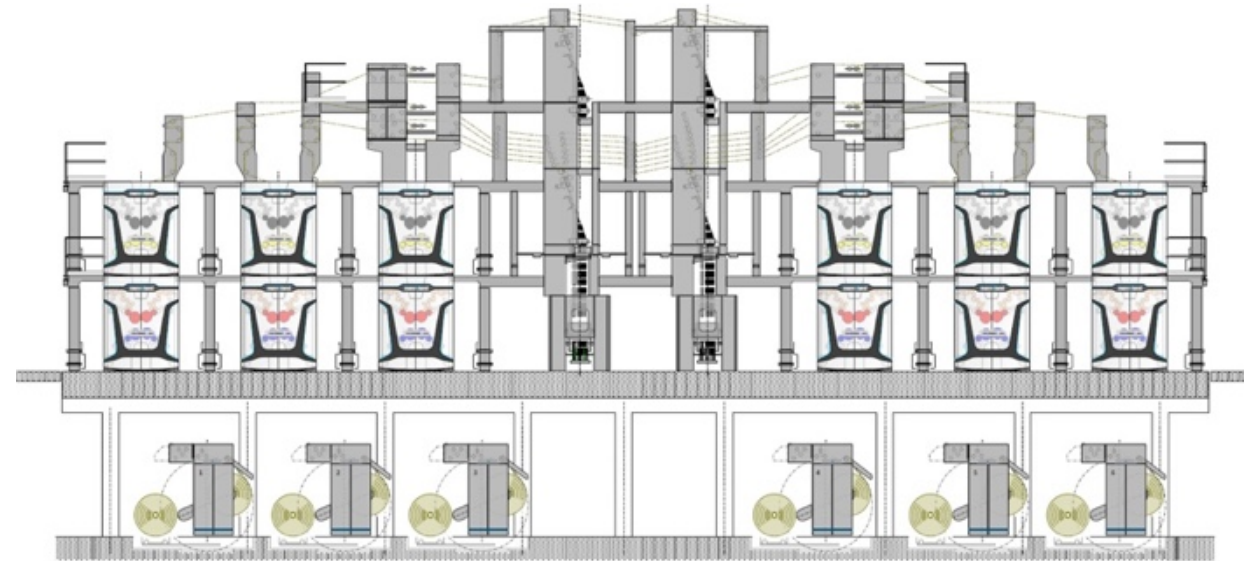
The Korea Economic Daily, Seoul



Press 1 4070774

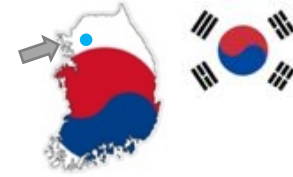


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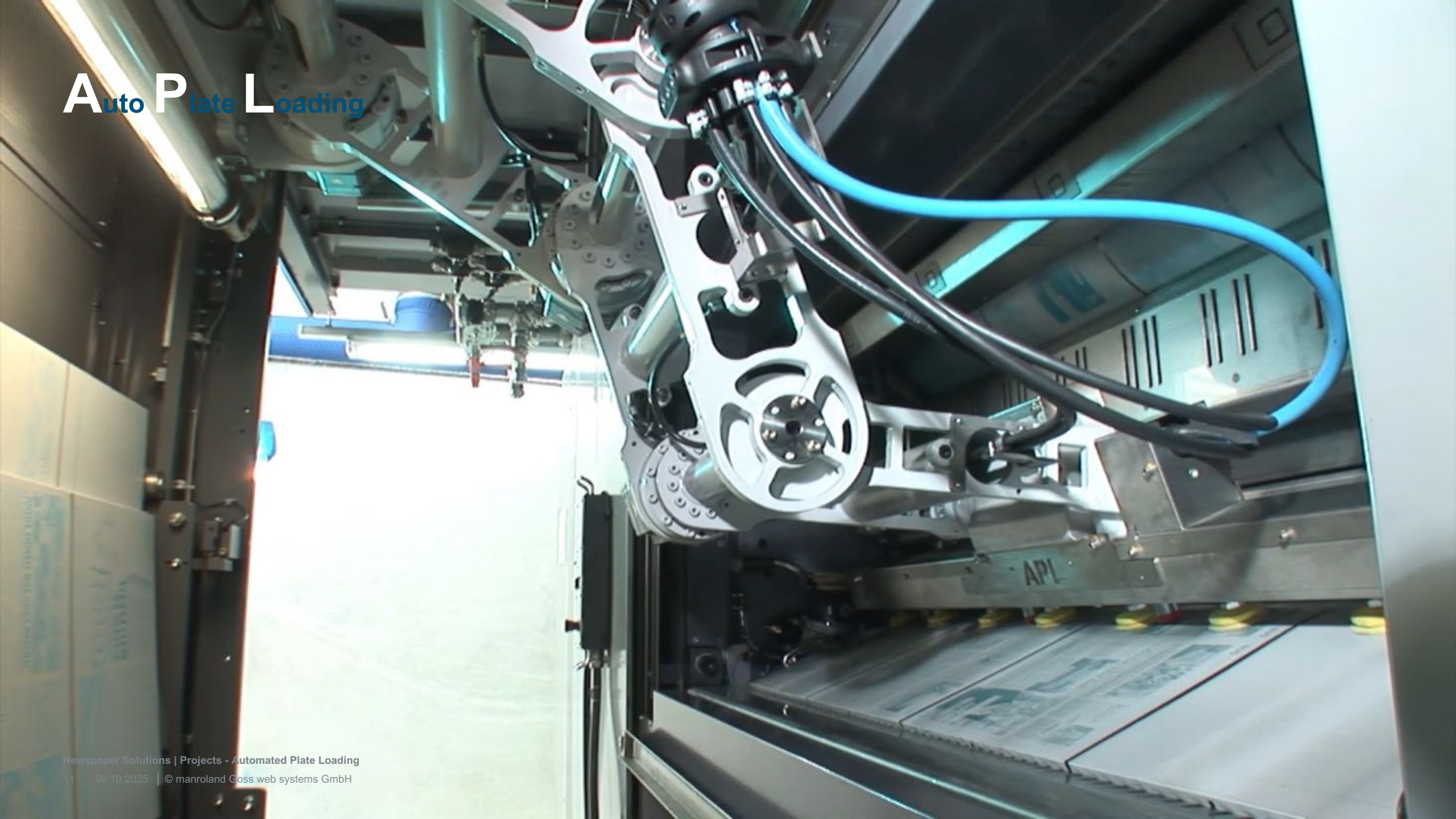


COLORMAN e:line

The Korea Economic Daily, Seoul



Auto Plate Loading



MAINTELLISENSE

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Powerful data. Unused potential.

- **Flood of data through automation**
Presses generate huge amounts of sensor data
- **Manual analysis is time-consuming**
It's often tedious, subjective, and inefficient
- **Results are not consistent**
Slow decisions result in missed chances
- **Experience is a prerequisite**
Data can only reach its full potential with a deep understanding of processes and machines

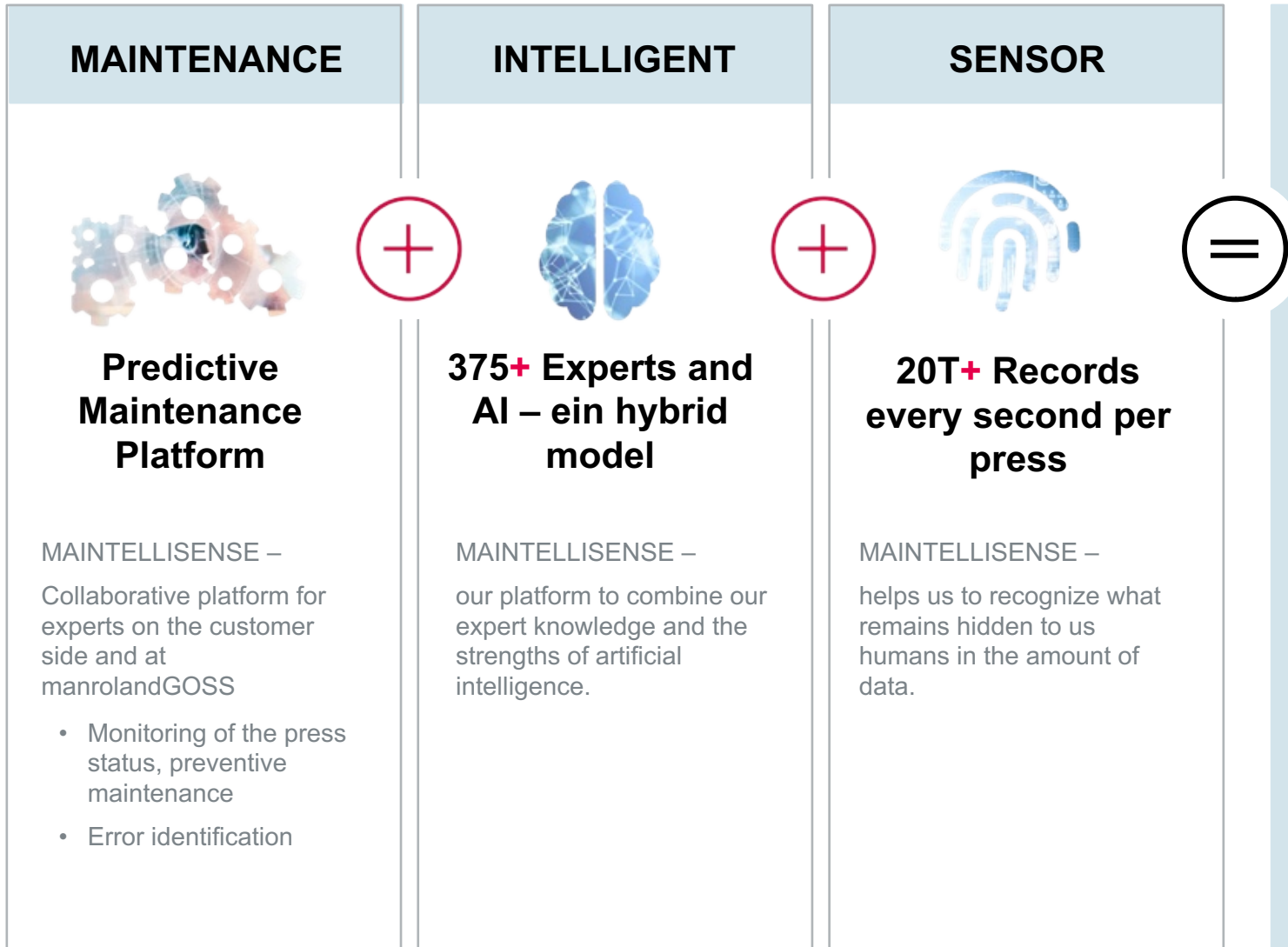


Maintellisense – Smart insights that make the difference.

- **AI-powered analysis of machine data**
Automated pattern recognition and in-depth evaluations – data-based and precise
- **Real-time monitoring of IoT data**
Notification before failure
- **Scalable with own IoT hardware**
Combination of machine data & IoT sensors
- **Focus on the highest improvement potential**
Visualization of trends, conditions & potential



MAINTELLISENSE, Securing Performance & Reliability



MAINTELLISENSE



- Maximum press availability and efficiency in maintenance and press operation
- Agile growing app as a unified platform for digital business models

MAINTELLISENSE, Securing Performance & Reliability



IoT Box collects data
(press data, environmental data)



**MAINTELLISENSE
NEXT GEN**

Detect symptom trends & show anomalies



External measurement data

e.g. air humidity, room temperature, compressed air, ink, water, gas, ...

Internal measurement data e.g. log messages, motor characteristics, PLC status, ...



Symptoms (e.g. web breaks, waste rate at start, ...)



MAINTELLISENSE
monitors all data streams
through search bots and
neural networks and
shows correlations...



... early warnings are
possible this way



**Extensibility by any
sensors/data possible**

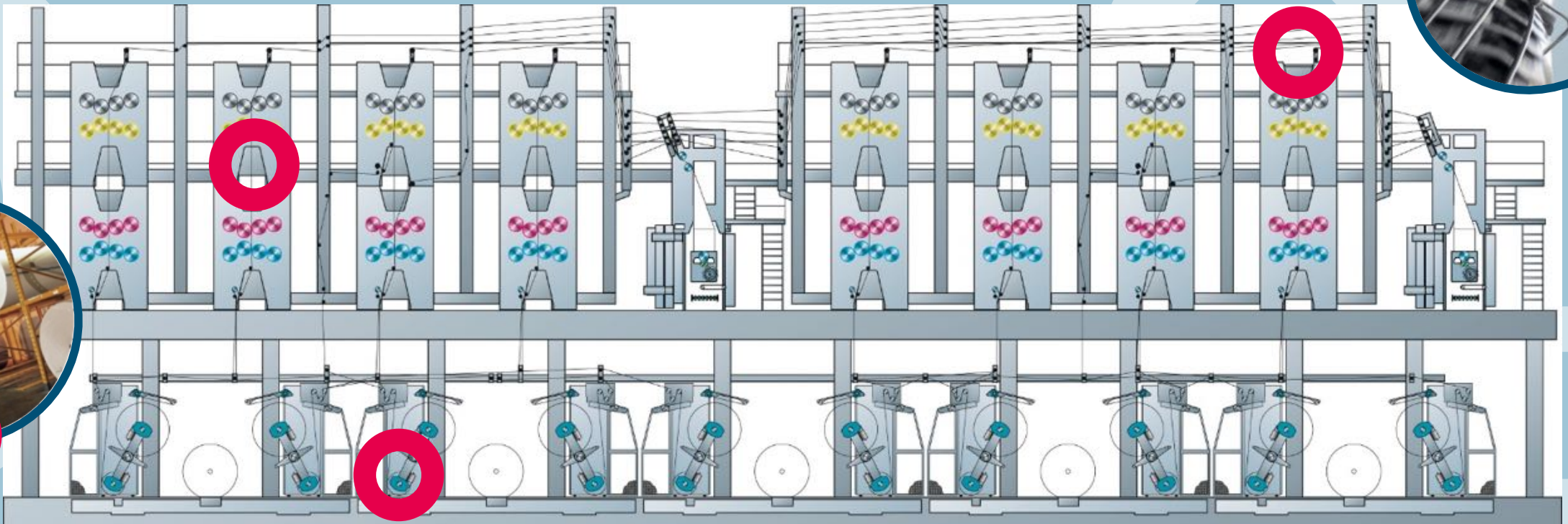
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Retrofit. Upgrade. Transform.

How to Future-proof Your Printing Business.


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PRINT.**TM

Retrofit. Upgrade. Transform. How to Future-proof Your Printing Business.



Case Study – Reel management

GOSS Colorliner at New York Times in USA

- We have automation skills and have applied these to equipment outside the press envelope.
- We use the same technology we used on the press side to simplify architecture, maintenance and facilitate remote access by manroland Goss support.
- Replacement of obsolete parts and management system on the Automated reel delivery system.
- Manroland Goss has been a long-term partner for this part of the press system (still delivered with new equipment).
- Now also offering solutions on other brands of existing systems.



The collaboration between New York Times and manroland Goss has been outstanding for the last 5 years with about 20 various projects. Most of the activity related to printing presses Drives and Controls.

Using the same expertise, this collaboration has naturally been extended to equipment outside of the printing equipment.



Simplified system architecture and front-end interfaces

All remote support from one source

Case Study – Reelstands

Manroland CROMOMAN at Galadari in Dubai

- As Web Offset OEM supplier, Manroland Goss has a long history and expertise on splicers.
- Over the last years, and based on in house expertise, we have developed and are still developing retrofit solutions for multiple reelstands types and brands.
- Our offering is driven by pneumatic, PLC and Interfaces retrofits.
- Our solutions are supported worldwide by various Manroland Goss entities depending on reelstand variant.
- Extend MGWS offering outside of our original delivery.



Standard solutions for valves, PLC, HMI, drives and interfaces with the press.

All reelstands delivered with the press can be addressed and brought to the manroland Goss support and services.



« We have been very satisfied with our cooperation with manroland Goss Web Systems for many years. The new, recently implemented Megtec PLC retrofit was also completed to our complete satisfaction without a single failure or remaining problem ».

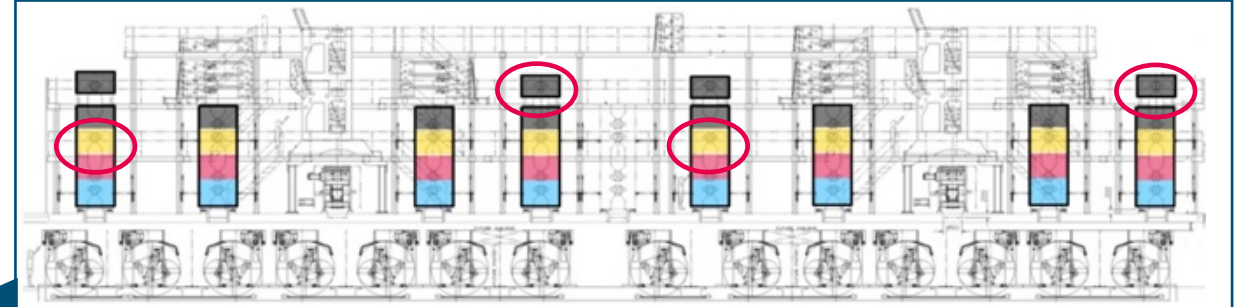
*Mr. Murad Chilwan
Production Manager Media Division from GALADARI*

Case Study – Press reconfiguration → Capacity / Productivity / Sustainability

GOSS Heidelberg MAINSTREAM at Depeche Du Midi in France



- Full press reconfiguration – colour and web leads addition in that case.
- Address the obsolescence topics as part of the concept.
- Keep the press in use in the existing building without production disruption.
- Make project viable despite inability to produce required components in a reasonable timeline or acceptable budget.
- Collection from a compatible donor of high value and obsolete primary components to reduce budget (~30%), delivery time and provide a sustainable solution.



"Thanks to the adaptability of our 2 installed Goss Mainstream presses, we have been able to increase the color capabilities while reducing costs compared to other approaches"

"Shipment, installation and commissioning by manroland Goss' global teams completed to our whole satisfaction"

Newspaper publishing now full colours while addressing obsolescence problematic"



*Frédéric FABRE
Directeur Imprimerie*

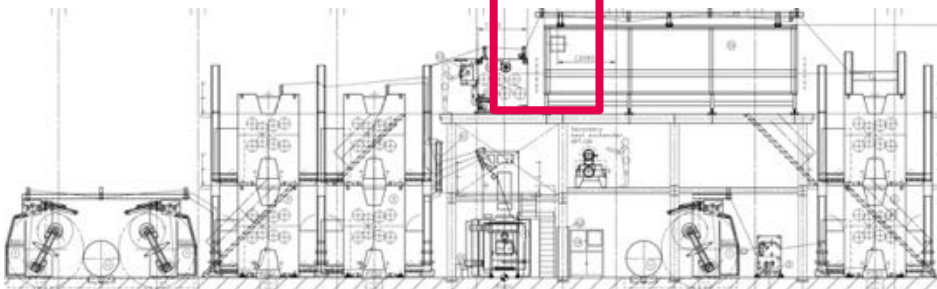


Manroland Goss is the right partner as the approach requires the technical expertise of the entire press system.

Engage manroland Goss into a sustainable approach for press overall, reconfiguration, production capacity

Case Study – Inline Colour Control Manroland UNISET at Mediaworks in Hungary

- Stand-alone version to connect quick and easy.
- Minimized installation and integration effort.
- Increase of productivity
- Stress-free production based on robust OEM design.
- Extension of the manroland Goss existing colour control product portfolio dedicated to aftermarket and retrofits.

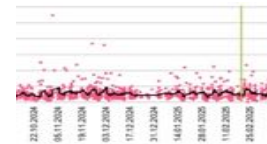
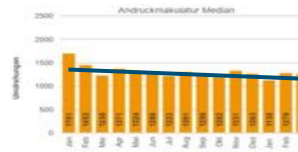


« Modernizing our printing system was clearly the right decision: it is the key to achieving color stability. Objective and uniform coloring was the goal, and it has been achieved.

The manroland Goss team's support is nothing short of exceptional. We are very pleased with the follow-up provided and the commitment to ongoing refinement. »

*Marancsik Roland
Manager of Printing House*

Greetings from Mediaworks



Remote performance follow-up and process optimisation by manroland Goss remote support & Tele Service

Controls upgrades – Legacy Goss / EAE systems

What ?

- Front end PC systems running unsupported WIN hardware and software
- Press network systems on unreliable Arcnet
- Obsolete components
- Drive and control upgrades
- Unit and folder component upgrades
- A solution that can be supported long term



What do we do ?

- Replace all the front end PC,s with WIN 11
- Add new press management and preset system
- Replace arcnet network for Ethernet
- Add new service PC for remote support
- Provide remote connection for remote support
- Upgrade quality system, IM controllers
- Replacement of EPC controllers, Press , drive and quality



Going Forward

- We now have a full controls system portfolio to offer our Universal and Uniliner customer base.



AMAL AR80 Reelstand controls upgrade – All press equipment



What ?

- Main components are becoming obsolete
- Parts are starting to fail due to age
- A solution that can be supported long term

What did we do ?

- Replaced drive for turret / reel acceleration
- Replace Drive core accelerator
- Replace Drive Reelarm sidelay
- Replace Siemens HMI
- Provide remote connection for remote support

Going Forward

- We have added this upgrade to our portfolio of reelstand upgrades.
- Upgrade is transferable to AR 60's and AR70's

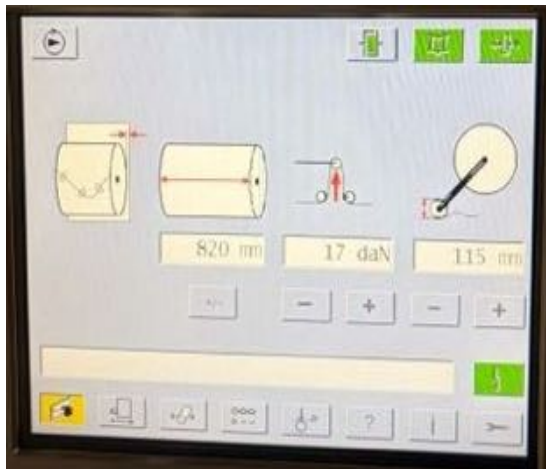


MEGTEC Reelstand DLP1000 – Controls and pneumatic upgrade



What ?

- The DLP1000 has been used for many years. Main components are obsolete and difficult to source
- Target to secure production capacity for future and reducing failures and lost production time
- This customer required 11 reelstands upgraded. Four of which had been out of production due to component failure



What did we do ?

- Latest Phoenix PLC as the new platform for retrofits.
 - Replaced drives
 - Replaced HMI
 - Replaced original PLC



Going forward

- One more reelstand retrofit to add to the portfolio
- Several other projects in backlog
- Common platform for future developments



Muller Martini Bindery line equipment upgrades

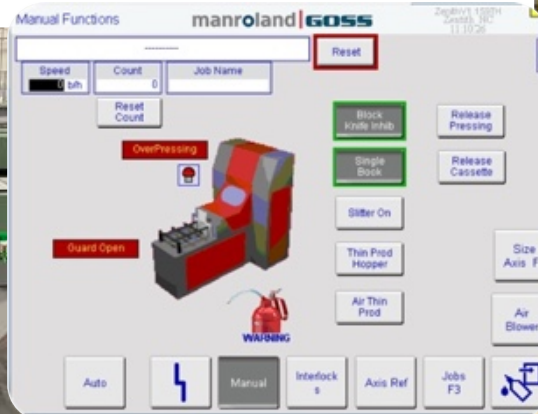
What ?

- We have now completed several;
 - Muller Martini Zenith trimmers
 - Muller Martini CB stackers
- In the near future we will complete
 - Muller Martini conveyor
 - Muller Martini Binder & Gatherer
- Key point is we are now have an established upgrade for the stackers & trimmers that can be sold into any market, we have now received repeat orders



What did we do ?

- We replaced the existing control system, (B&R 2005) with the latest B&R controls platform
- The new system has improved user interfaces
- We have added remote support function
- We can support this platform in the future



Going forward

- Target market - book and commercial printers with B&R 2005 systems



Ferag gripper refurbishment

What ?

- We have a program to refurbish Ferag grippers.
- Many versions in stock or option to discuss ongoing exchange program



What do we do ?

Stage 1

- Disassemble the gripper
- Clean all parts

Stage 2

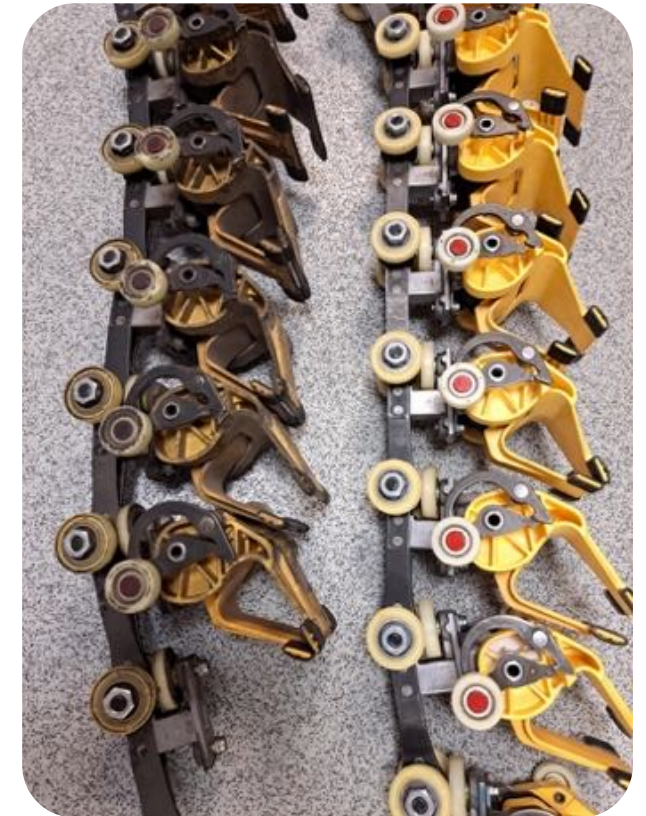
Replace wearing parts such as;

- Wheels
- Springs
- Bushes & bearings
- Reassemble and pack with grease



Going forward

- All versions of Ferag gripper are included in the refurbishment program.



FoldLine

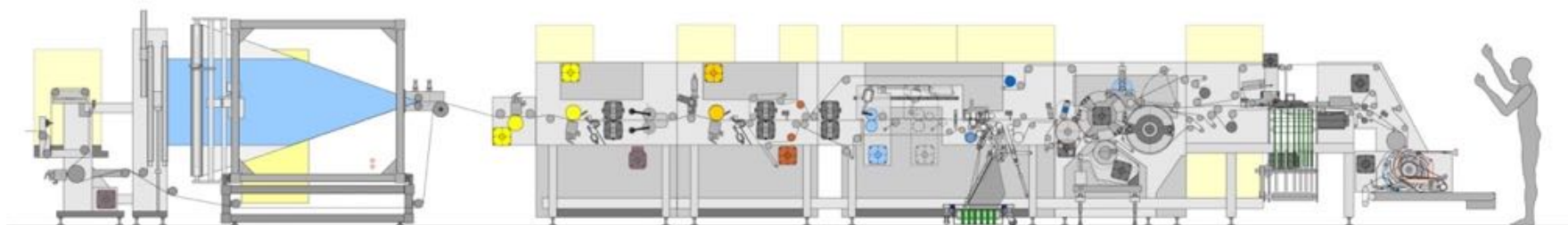


FoldLine - Variable Pin Folder (VPF)
Available for Inline and Offline configuration
For Newspaper, Books, Magazines and Catalogues

VPF-211 FoldLine Installations



Rotolito, Italy	HP T400 (4C)	Inline	Bookblock Collator
Mengis, Switzerland	HP T400 (4C)	Inline	Bookblock Collator / Newsprint
Masar, Dubai	Kodak P6000 (4C)	Inline	Bookblock Collator
Paarl Media, Southafrica	Kodak P6000 (4C)	Inline	Bookblock Collator
Sogemedia, France	Kodak P6000 (4C)	Inline	Newsprint/ Commercials
Pacific Daily News, Guam	Kodak P5000 (4C)	Inline	Newsprint Stacker
Midi Libre, Montpellier	Kodak P6000 (4C)	Inline	Newsprint/ Commercials
PNMB, Malaysia	Kodak P6000 (4C)	Inline	Form printing / Trimline and packaging line





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