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**German screen printer Bachmann GmbH sees immediate benefits from Inca Onset X3 investment at drupa 2016**

Having purchased Germany’s first Inca Onset X3 off the Fujifilm stand at drupa 2016, Bachmann GmbH is already seeing increases in the quality and productivity of its output just three months on from installation. “We saw the X3 in operation at Inca’s headquarters in the UK earlier this year,” says Bachmann CEO, Pascal Bachmann. “As we’ve been running an Inca Onset S40i since 2012, we were already great admirers of the combination of Inca hardware and Fujifilm inks and printhead technology that makes this range so effective. But with the Inca Onset X3, we feel that the Fujifilm-Inca partnership has taken both productivity and quality to another level altogether, and this made the decision to invest a relatively easy one. Our bottom line for any new investment is to improve flexibility and productivity without compromising quality. In the Onset X3 we have found a machine with the ability to deliver all three.

“When we visited drupa 2016, we took the opportunity to check the machine out again, and were still very impressed with its performance, so we confirmed the order there and then. In fact, we bought the very machine that was on the stand. Fujifilm shipped it straight to us immediately after the show and by the middle of July, it was fully operational. The Fujifilm sales and installation teams did an excellent job in a short space of time.”

Bachmann produces wide format signage products for customers across a range of sectors, from high-profile brands in the textile, retail and automotive industries; to popular cinema and petrol station chains. It prints on a huge variety of durable substrates – from rigid board; to adhesive and magnetic vinyls; to printed products for 3D thermoforming.

“To be honest I think the Onset X3 is unmatched as a large format machine with the ability to handle both flexible and rigid substrates,” says Mr Bachmann. “There are probably flatbed machines out there that are a close match in quality or productivity for rigid substrates, and other machines that come close for printing to flexible materials, but I don’t believe there is any single machine on the market today that can match the X3 for both quality and productivity across such a wide range of substrate types.”

With its ability to print on flexible and rigid substrates up to 5cm thick, at an extraordinary 900m2/hr, the Onset X3 is also enhancing Bachmann’s overall productivity, helped further by the fact that its investment included Hostert full-automation. The Hostert system automatically loads media onto the machine, maximising its production potential and freeing up staff time to focus on other parts of the business.

“Our customers were already very happy with the quality of the products we were delivering for them on the Onset S40i,” Mr Bachmann continues. “The X3 has taken that up a level again and we are working with Fujifilm to adapt our S40i to run on X series inks as well, so that it too can benefit from the enhanced quality on offer. But the biggest difference we (and our customers) have noticed is just how quickly we can turn jobs around on the X3, while maintaining the exceptional levels of quality and durability our customers have come to expect.

“Modern print companies need to revolutionise to survive,” Mr Bachmann concludes. “There can be no complacency. No one can say for sure what the future holds, but what is certain is that those with the most flexibility, adaptability and creativity will thrive. In the Onset X3, and in our growing partnership with both Fujifilm and Inca Digital, we think we have given ourselves the best possible platform to deliver on all of these essential requirements.”

Says Kersten Caspar, Sales Manager, High-End Digital Presses, Fujifilm Graphic Systems, Germany: “We are delighted to have secured our first German customer for this exceptional, high-performance machine, and we are pleased to see the positive impact it is already having on their business. We look forward to continuing to work with Bachmann as it grows its digital business and maximises the potential of its recent investment, demonstrating to customers and competitors just what this machine is capable of.”

**ENDS**

**About FUJIFILM Corporation**

FUJIFILM Corporation is one of the major operating companies of FUJIFILM Holdings. Since its founding in 1934, the company has built up a wealth of advanced technologies in the field of photo imaging, and in line with its efforts to become a comprehensive healthcare company, Fujifilm is now applying these technologies to the prevention, diagnosis and treatment of diseases in the Medical and Life Science fields. Fujifilm is also expanding growth in the highly functional materials business, including flat panel display materials, and in the graphic systems and optical devices businesses.

**About Fujifilm Graphic Systems**

Fujifilm Graphic Systems is a stable, long term partner focussed on delivering high quality, technically advanced print solutions that help printers develop competitive advantage and grow their businesses. The company’s financial stability and unprecedented investment in R&D enable it to develop proprietary technologies for best-in-class printing.  These include pre-press and pressroom solutions for offset, wide-format and digital print, as well as workflow software for print production management. Fujifilm is committed to minimising the environmental impact of its products and operations, proactively working to preserve the environment, and strives to educate printers about environmental best practice. For more information, visit [www.fujifilm.eu/eu/products/graphic-systems/](http://www.fujifilm.eu/eu/products/graphic-systems/), or [www.youtube.com/FujifilmGSEurope](http://www.youtube.com/FujifilmGSEurope) or follow us on @FujifilmPrint

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