

BALDWIN®



Case Study

From First Conversion to Instant Confidence
– Why PREPAC® Became the New Standard

Company: Crossmark Graphics

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First result delivered immediately, next conversion followed.

The results spoke for themselves. After converting just one KBA press to Baldwin's PREPAC® pre-saturated cleaning cloth, Crossmark Graphics immediately saw cleaner blankets, less downtime, and smoother press operation. The improvement was so clear that the decision to convert a second press followed almost instantly — driven purely by the obvious operational and cost benefits.

Background

Before the conversion, Crossmark Graphics relied on a dry cloth cleaning system combined with solvent spraying. While familiar, this setup caused recurring issues. Solvent was not evenly distributed, leading to blankets too dry, increased wear, linting, and frequent blanket changes. These challenges reduced press efficiency and increased operating costs, putting unnecessary strain on both production and maintenance teams.

Why PREPAC?

PREPAC® is Baldwin's patented pre-saturated cleaning cloth, designed to deliver consistent, high-quality cleaning without the need to spray solvent on press. By ensuring even solvent distribution within the cloth, PREPAC® eliminates the typical weaknesses of dry cloth systems — such as inconsistent cleaning results, dripping, restart waste, and excessive blanket wear. At the same time, it simplifies handling and reduces maintenance by removing the need for a separate solvent supply.

The performance impact is immediate: faster wash cycles, improved cleaning quality, reduced cloth usage, and more available production time — all contributing to a significant reduction in total operating costs.

First Conversion: Immediate Impact

At Crossmark Graphics, Baldwin successfully converted the first KBA press to PREPAC® pre-saturated cloth. The customer experienced a trouble-free conversion without stopping production.

The results were immediately visible: even and highly effective cleaning, reduced cloth consumption, fewer roll changes, and an extended lifespan of printing blankets.

Following these positive results, there was no doubt for the customer — the second press would be converted in a noticeable time.

Second Conversion: A Natural Next Step

Given the strong results on the first press, there was little hesitation. Crossmark Graphics quickly decided to convert the second KBA press, confident that the same improvements would follow — and they did. The same benefits were achieved again, confirming the consistency of the PREPAC® solution. Baldwin worked flexibly around busy press schedules, ensuring a smooth and disruption-free conversion.

As a result of these improvements, Crossmark Graphics strongly recommends Baldwin's conversion service to other printing operations.

Voice of the Customer

John Evenson from the Crossmark press crew explains that after switching to PREPAC®, the improvement was clear: *"PREPAC® cleans the blankets a lot better and we have time savings. Baldwin's conversion was quick and easy. I highly recommend these guys."*



Highlights

- Improved cleaning results
- Significant time and cost reduction due to extended lifespan of blankets
- Less cloth-roll changes for increased production hours
- No linting in the wash bars
- Quick and easy conversion with no production stoppage