

SIGN AFRICA

JOURNAL FOR THE VISUAL COMMUNICATION INDUSTRIES



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SIGN AFRICA BLOEMFONTEIN EXPO EXHIBITOR CATALOGUE



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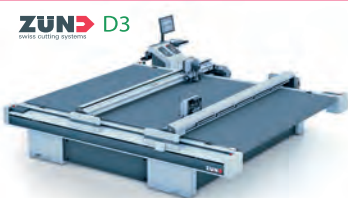
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EDITOR'S NOTE

BY MEGGAN MCCARTHY, EDITOR

Welcome to 2020 - a new year and a new decade. Although we are always working on new initiatives such as our pop up expo at Eastgate shopping centre, there are some things we will keep the same. These include bringing you the latest industry news, and showcasing cutting-edge technologies that will grow your business at our expo's being held in: Bloemfontein, Durban, Cape Town, East London and Johannesburg.

Our front cover features STIXO SIGNAGE SUPPLIES, a relatively young company with a vision to become a leading supplier of quality signage materials and allied products in the Southern African region, covering all Southern African Development Community (SADC) countries with logistics and delivery arrangements.

Other features in this issue:

PSPs have a lot of potential with their large format printers that they may not be currently maximising. In many cases these machines are the most under-appreciated pieces of hardware in their businesses. But it's more than just about what they can print. It's also about guiding PSPs to have conversations with their customers on how to use print most effectively in their business, using the most relevant creative large format applications to drive new business growth. James De Waal discusses new application opportunities, delivering value and boosting sales with a large format printer.

Colours and brands work in harmony to trigger recognition for a company in the minds of the consumers they are trying to target. Obviously, in theory, there's an almost unlimited combination of colours designers can choose when picking a brand colour scheme. However, so few businesses choose colour combinations that are unique. Instead, they choose 'safe' colours that they've seen used over and over again. Dan Antonelli believes that your customer's brand deserves its own unique colours.

Advancements in soft signage technology have created new markets. The signage market has seen dramatic shifts over the last decade, from font diversity to colour usage and, significantly, in material preference. Demand for fabric-based signage, known in the industry as 'soft signage', represents the most substantial change for sign makers in recent history, and the increasing demand represents perhaps the greatest threat to signage printers who have yet to expand into this market.

John Tsochhl believes that customer service is everything. Hard work is the great equaliser. Making a meaningful difference in other people's lives requires significant effort. Hard work can always be your difference. Because how hard you work is the one thing you can always control.

Ron Gilboa discusses the key trends in textile printing. Brands must adjust to appeal to a new generation of consumers who shop in both brick-and-mortar stores as well as through online retailers. With the digital age now an economic certainty, brands as well as textile mills must adapt. Many of these changes have evolved in the past decade as early high-speed production digital textile solutions emerged (in 2011 MS Printing introduced Lario, the first single pass textile printer). The changes are impactful in several key areas.

Are vinyl cutting cameras faster than sensors? A common remark would be that a vinyl cutter with a camera could never be as accurate as one with a sensor or, vice versa. Summa lists the advantages and disadvantages of each technology.

Signing off

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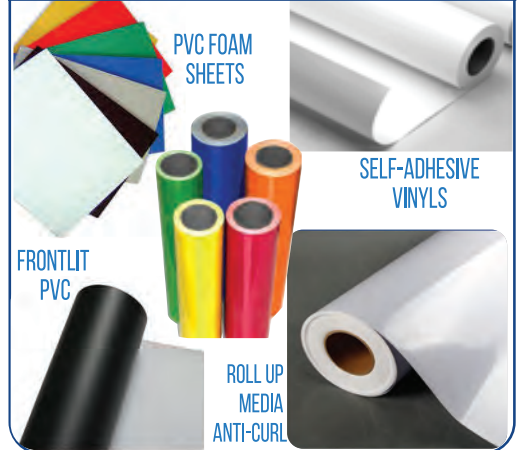
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Gear Up For Business Growth With The Sign Africa Bloemfontein Expo

The Sign Africa Bloemfontein Expo, taking place on 12 February at Ilanga Estate, will allow visitors to explore the latest technologies and trends in wide format digital printing, T-shirt printing, finishing, point of sale displays, signage, banners, flags, vehicle graphics, LED's, laser engraving and more.

The expo goes beyond showcasing the latest printers, graphics and display products by inspiring you to take your print and signage business to the next level. The event is a platform for visitors to get their fingers on the pulse of this vibrant, ever-evolving industry.

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GPS

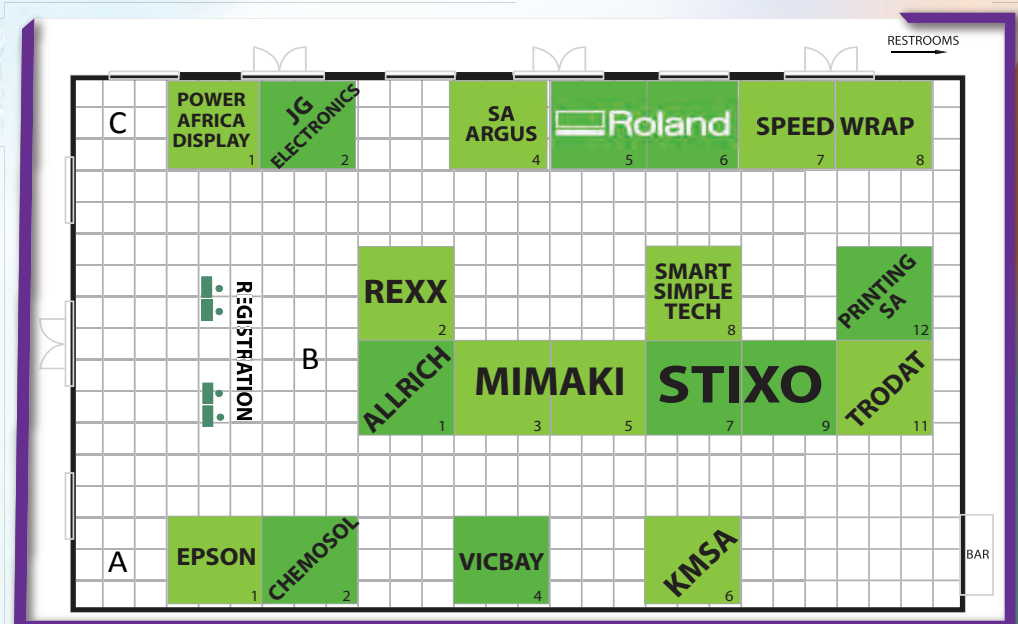
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LAST UPDATED:
28 January 2020



HOT NEW PRODUCTS

ReTac Textures Woodgrain

The new surface finish has been designed to add depth and texture to static, flat graphics, giving them incredible visual appeal. The embossed woodgrain-effect finish really makes images stand out, making it perfect for eye-catching interior promotions, wall graphics, custom wall murals, interior décor, retail displays, trade show graphics and signage. It is also an ideal material for textured labels, decals and stickers. www.midcomp.co.za



Homer Sublimation Digital Printer

HM1800-R8 meets customers' needs of not only reducing production costs but also improving production efficiency. It features symmetrical alignment of colour sequence, which minimises colour aberration, improves colour consistency and lowers down the rate of producing flawed products. Variable droplet printing technology can employ different inkdrop sizes on demand in printing to make sure the image output saves ink consumption at the same time. www.homertech.com



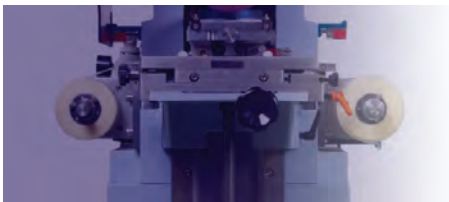
Esko Digital Cutting Table Range

Delivering speeds of 30m/min with acceleration of 0.3G and able to handle the full spectrum of display, signage and packaging materials – from kiss cutting vinyl to heavy duty milling and every job in between – the Kongsberg X Edge means no longer being forced to compromise and choose between speed, precision or production power. The new, fully upgradeable table design offers the perfect combination of productivity, flexibility and best in class reliability. www.kalideck.co.za



Inkcups Extended Stroke Pad Printer

Inkcups developed the ICN-120 1-colour pad printer with the need for an extended stroke machine in mind. Not only does this industrial pad printer have an extended forward stroke of 203mm (8"), it also has a larger cup size of 120mm (4.7"). An extended stroke in pad printing means that the silicone pad reaches out further forwards to the print area than standard machines. The extended stroke enables more manoeuvrability in terms of print placement. www.inkcups.com



Vastex Compact Dryer

Narrower than its predecessor by nearly 18cm, the new BigRed 4D-54 conveyor dryer from Vastex is equipped with a 137cm-wide conveyor belt, dual heating zones and four infrared heaters capable of curing up to 950 plastisol printed garments/hour, 432 water-based or discharge-printed garments/hour, and 144 garments/hour printed with digital white ink. It features a pre-heating zone and high-efficiency air flow mapping. www.rexxscreendigital.co.za



INFILED LED Series

With the ultra-thin and lightweight wallpaper series, users can save significant space due to its unique 29.5mm edge thickness. Front installation and front maintenance offer easy operation for a simple and neat environment. With its 16:9 panel ratio and narrow pixel pitch, the new WP Series is designed to support native Full HD, 4K and 8K resolutions. www.infiled.com



Markzware Solution For File Conversion

Markzware helps to democratise Adobe InDesign content, for use in many popular desktop publishing applications. Users can open, preview, export, convert and automate the conversion of Adobe InDesign (.indd) files. IDMarkz is an application that acts as a 'hub' for Adobe InDesign files. In a nutshell, IDMarkz displays InDesign file previews, exports InDesign files to IDML and image file types, plus converts or opens InDesign files in other DTP applications. www.markzware.com



Planar VS Series

Offered in 2.5, 3.9 and 4.8 millimetre pixel pitches, the series has been built from the ground up to address the real-world requirements and feedback from customers who desire a lightweight, simple design that is quick to assemble, tear down and transport, but also rugged enough to withstand wear and tear. It supports universal modules for stress-free serviceability. The displays also include swappable power supplies that can easily be removed and replaced. www.planar.com



International Coatings Newly Improved Gel Gloss

FX Gel Gloss Clear 3809 has been reformulated to provide a super, clear printed surface, ensuring a glossy 'wet look' when printed on other flashed inks, and optimal doming performance. It is easy to print and works equally well on automatic and manual printers. It is ideal for adding dimension, accents, and interest to a print. www.chemosol.co.za



HOT NEW PRODUCTS

SEF New Colours

SEF's VelCut Touch is a high-quality microfibre flocked hot-melt film on polyester liner. Six new colours are now available. With the help of a computer and a plotter one can quickly, and cost efficiently, produce the smallest runs on flock transfers. Thanks to the backside adhesive power of the polyester liner, even small 'slips' are no problem. The product is suitable for cotton, polyester and blended fabric.

www.rexxscreendigital.co.za



SloanLED SignBOX 3 Slim

The product is built on the SloanLED Prism series platform that offers bright, uniform illumination and wide row spacing for both new and retrofit sign boxes with a minimum overall depth of 150mm. SloanLED packs the power and performance of its popular SignBOX 3 system into a slim and highly-efficient design. The system features best-in-class efficacy at 152 lm/W which results in reduced power consumption, fewer power supplies for fast, easy installation, and improved ROI for the end-user. www.sloanled.com



Canon imagePROGRAF TA Series

Designed for a variety of business and public service environments, users can now produce small numbers of high-quality large format prints (imagePROGRAF TA-20 = 110 A1 pages per month or less and the imagePROGRAF TA-30 = 80 A0 pages per month or less). The new series comprises the 60.9cm (24 inch) TA-20 desktop and the 91.4cm (36 inch) TA-30 printer. The series has taken the best qualities from the advanced imagePROGRAF TX and TM Series, including the core Air Feeding System (AFS) technology. www.canon.co.za



Xaar Technology For Inkjet Printing

Most printheads can only jet materials with viscosities of up to 10-25 centipoise (cP). Thanks to Xaar's unique TF Technology and innovative High Laydown Technology, fluids with significantly higher viscosities – up to 100 cP – can now be jetted. This comes following Xaar's announcement of Ultra High Viscosity capability across its printheads and the potential applications for this significant development in inkjet printing. www.xaar.com



Metamark Wrapping Film

MetaCast MDC is a new, premium cast wrapping vinyl. Working with MetaCast MDC is like having another pair of hands. Its handling and its application behaviour takes the concept of 'ease' to a higher level over a wider range of application conditions. Challenging applications are something the film was expressly designed for. Hands-on signs and graphics producers will welcome MetaCast MDC's tolerance of the extreme elongation needed to achieve the most dramatic results demanded for today's imaginative wrapping work.

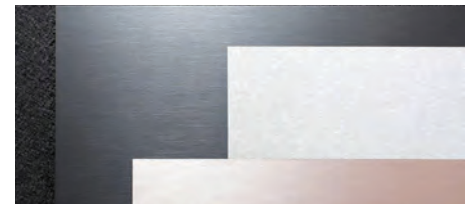
www.metamark.co.uk



Expanded Dibond Material Range

There are new product variants of the original aluminium composite panel Dibond. The product range BUTLERFINISH has been expanded by the trendy colour shades 'BUTLERFINISH anthracite' and 'BUTLERFINISH rosé'. The distinctive and exclusive brushed aluminium effect gives exclusivity and individuality. Creative designs can be realised aesthetically and effectively thanks to the large variety of processing options (e.g. three dimensional shaping).

www.display.3AComposites.com



Vista System Flat Frames

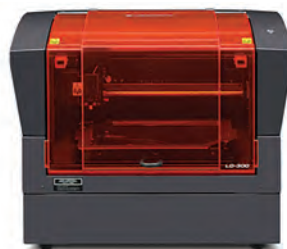
The new family of Vista Snap was recently introduced as a complementary system that meets customers' requests and market needs. With a unique, revolutionary spring system, Vista Snap flat frames are the ideal product for marketing and information needs. Easily changeable graphics, combined with a sleek and elegant design, prove it to be a hot item in the field of wayfinding signage.

www.vistasystem.co.za



DGSHAPE Corporation Laser Decorator

The LD-300 is the next generation of DGSHAPE's laser decorator technology. Its larger and more robust platform can produce all the previous applications of the revolutionary LD-80 laser decorator, while also adding the capability of foil decoration on large items. In addition to small items such as cosmetics and custom gifts, LD-300 can also handle larger objects and imprint directly on to leather. www.rolanddg.co.za



Mutoh RIP Software Solution

The Digital Factory UV RIP software integrates features that automate and simplify pre-production as well as print production workflows. It is a dedicated RIP software solution for Mutoh's UV LED direct to object flatbed production printers. Developed for Mutoh Europe by CADlink Technology Corporation, the solution has been tailored to the Mutoh ValueJet 426UF A3+ size and ValueJet 626UF A2-size 6 colour (C, M, Y, K, Clear & White) UV LED flatbed printer models.

www.mipstech.co.za



HOT NEW PRODUCTS

Easy Cut Studio Version 5

Easy Cut Studio version 5 is a compatibility update to the company's sign-making solution with more enhanced functions, support for more cutting plotters, full 64-bit compatibility and much more. Version 5 of Easy Cut Studio has been optimised to be fully compliant with Apple's latest operating system – macOS Catalina. The software features advanced graphics editor, vectorisation tool, and all special effects, along with full vinyl cutting and colour printing features. www.easycutstudio.com



Neschen Hybrid Film

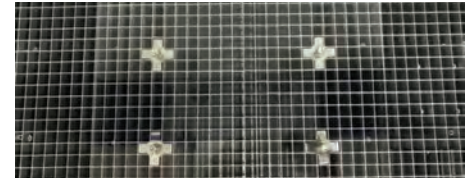
Gudy 806 hybrid is the first of its kind: the hybrid mounting film was created to equip challenging substrates with self-adhesive properties, guaranteeing a long-term and reliable bond. The PVC film is equipped with a permanent, high-tack adhesive on one side and a non-permanent adhesive on the other. The film is an innovative solution for challenging substrates, such as textiles, that were previously not suited for self-adhesive applications. www.neschen.de/en



GCC Adjustment Stands For Cutting Tables

The adjustment stands for aluminium grid cutting tables help to ease the level of uneven surfaces. They have been designed with convenience and simplicity in mind. Users may find that there is an uneven surface of a grid cutting table after long term use. However, after placing the adjustment stands, (the stands are adjustable by turning the screws), the material is much more flat for an engraving job. It also helps with cutting and engraving, preventing flashbacks on the material's back side from the cutting table.

www.gencotechlasermarking.co.za



Mutoh Unveils Direct To Object Printers

The XPJ-461UF and XPJ-661UF will respond to the increasing demand for added value personalised prints and bespoke small-lot production of commercial and industrial print applications. Typical applications encompass prints on phone covers, personalised gifts, photo products, promotional items such as pens, lighters and USB sticks, souvenirs, awards, small signs, small series production or prototyping of packaging samples, decorative tiles, etc. www.mipstech.co.za



Self-Adhesive Vinyls

The unique, polymeric self-adhesive blackboard vinyl allows users to turn smooth indoor surfaces into chalkboards that work with both standard and liquid chalk markers. Blackboard vinyl is easy to clean with a damp cloth and will not leave behind any ghosting. It is also suitable for digital printing with white and UV curable inks. Aslan's self-adhesive whiteboard vinyl is a practical and inexpensive alternative to conventional whiteboards. Presentation areas can be created for seminar or conference rooms in any shape and size you choose. www.maizey.co.za



Roland Software For Product Personalisation

Cotodesign offers an intuitive customer-facing interface for on-demand product personalisation, even in small retail environments such as kiosks and department store concessions, or at pop-ups and events. Tailored to their brand, product range and market segment, retailers can differentiate themselves from their competitors by providing consumers with a positive interactive shopping experience. www.rolanddg.co.za



Vastex EconoRed II-30 Dryer

The high capacity dryer is 20 percent quieter and 13cm narrower than its EC II-30 predecessor owing to its top-mounted exhaust system, and allows positioning of the control box on the right (standard) or left side of the enclosure to suit shop layouts. The dryer cures up to 300 plastisol-printed garments/h, and 100 garments/h screen printed with water-based ink or discharge. It is equipped as standard with a 76cm wide conveyor belt and two 61cm wide, 3600 watt heaters (total 7200 watts). www.rexxscreendigital.co.za



Epson Colour Management Solution

Epson has developed an optimal solution for colour management processes with a compact, lightweight spectroscopic camera that can be integrated into manufacturing lines, that can automate and quantify inspections, and output images without the time and trouble of compositing. This spectroscopic camera will enable manufacturers to manage colour in their manufacturing processes more easily. www.epson.com



Monadnock Paper Mills Blockout Poster

Ultrahide Blockout Poster is engineered for superior performance in varying moisture conditions. The bright white, coated printing surface is optimised for photographic reproduction using offset, screen, latex inkjet and UV inkjet printing equipment. The high-performance, Forest Stewardship Council Certified, 100 percent opaque blockout poster is ideal for indoor retail, hospitality and event signage. www.mpm.com



HOT NEW PRODUCTS

MagnaTrans Inks

The range of water-based inks, migration blocker, adhesives, fixer and films, have been designed for use on the most demanding fabrics, offering a high stretch finish, soft handle and exceptional performance. They are suitable for both traditionally screen-printed transfers, or for use with digital transfer printing systems. Base inks are available in white, neutral and black. Pantone and fluorescent premixes will also be coming to the MagnaTrans range in the coming months.

www.rexxscreendigital.co.za



GCC Expanded Cutter Range

Jaguar V 160/LX inherits the functions of Jaguar V family that includes AAS II Contour Cutting System (LX model) for segmental positioning, auto rotation and auto tuning to provide precise contour cutting. It offers ideal performance and reliability in cutting various media such as PVC film, heat transfer film, reflective film, sandblast film and many more. The model can fit some specific dimensions of wider films in the automobile industry such as window tinting film and protection film.

www.gencotechlasermarking.co.za



EFI Mid-Range Roll-To-Roll Printer Line

The new EFI VUTEK D3r and D5r LED inkjet printers leverage many of the advanced capabilities from EFI's highly successful VUTEK 3r+ and 5r+ printers, offering a mid-range solution for an even wider variety of high value applications thanks to its combination of white and clear inks, as well as its Museum print mode. The printers deliver outstanding smoothness in shadows, gradients and transitions with UltraDrop Technology, precise and sharp 3-point size text, and a true resolution of up to 1200 dots per inch. www.gsw.co.za



Drytac Enhanced ReTac Films

ReTac Smooth 150 Gloss (150µ/6 mil thick) and ReTac Smooth 75 Gloss (75µ/3 mil) are printable phthalate-free polymeric PVC films that are coated on one side with Drytac's innovative ReTac ultra-removable adhesive. The composition of this adhesive allows exceptionally easy installation and repositioning on smooth flat surfaces, with clean, residue-free removal after use. It is recommended for curved, textured or angled surfaces where conformability is a priority, with the new Gloss finish giving an extra eye-catching dimension to these graphics. www.midcomp.co.za



i1Pro 3 Colour Management Solution

The i1Pro 3 is ideal for professionals who require accurate colour from their printer, display and projector. Customers can use the i1Pro 3 to better track and verify monitor and print quality and capture spot colour measurements. This comes following X-Rite Incorporated and Pantone LLC's announcement of the third-generation of its popular i1 Family of Colour Management solutions for the print, imaging and photo industries. The redesigned i1Pro 3 spectrophotometer is more accurate and reliable as well as twice as fast than its predecessor. www.digitalview.co.za



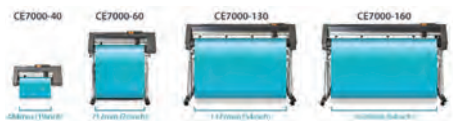
E Ink Display Technology

E Ink's new technology, Print Color, is for eReader and eNote applications. This new ePaper platform uses a new printed Color Filter Array (CFA) technology in conjunction with E Ink's second generation, faster and brighter, Carta 1100 ink. This comes following E Ink Holding's expansion of its Color ePaper offerings to address applications within signage, retail, education and consumer electronics. www.eink.com



Graphtec Cutting Plotter Series

The CE7000 series enables the cutting of various types of media more stably than previous models, with a new XY mechanism and pen block design, which improves media transportability and cutting accuracy. The CE7000-40, CE7000-60, CE7000-130, CE7000-160 and CE7000-130AP are successor models of the CE6000 series. CE7000 series provides a high precision print and cut function with the enhanced version of Advanced Registration Mark Sensing System (ARMS) 8.0 technology. accounts@stpe.co.za



Colorgate Upgraded Software

With version 10.33's Retouch Module for Industrial Production server, users can retouch the colour-corrected ColorGATE print data in external image processing software such as Adobe Photoshop without having to recalculate it afterwards. You can also edit multichannel files in a representative colour view. Advantages of the new Retouch Module: retouching of print files in image editing software such as Adobe Photoshop and it supports xCLR print data with up to eight colour channels. www.colorgate.com



Gravotech Cutting And Engraving Software

Type3 can programme cutting, woodwork, letter cutting or engraving etc. so that it produces a quality product with a precise design, with processing time drastically reduced. This software is optimised for sign makers, therefore the software is designed for very simple and error free use. For example, when programming the letters O, R, or B, the outside of the letter is automatically cut along the outside line instead of the middle or inner line. The inside of the letter is set to automatically cut into the inner line rather than the outer line, eliminating common mistakes. www.exion.co.za



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SIGN INDUSTRY NEWS

Midcomp Installs First HP Stitch S500 In South Africa

Midcomp has installed the first HP Stitch S500 in South Africa at The Media Shack. The printer enables predictable dye sublimation colour and less media waste for production environments. With symmetrical 2 x CMYK printhead configuration and Optical Media Advance Sensor, this printer allows for saturated and reliable one pass mode for true top speed.

The printer was designed for high production sites. Big ink supplies, larger rolls, and HP's Tension-Sensing Winder allow unattended operations, even overnight, complete with HP Services and cloud fleet management tools. The machine helps users avoid reprints and media waste with 1200 native dpi printheads and HP Smart Nozzle Compensation system, saving up to 50 percent floor space with frontal media loading and a spindle-less system.

Part of the Media Shack's services include solutions for corporate gifts, promotional items, clothing and branding. The company has a history spanning some ten years. 'For years, we have been outsourcing all our work and slowly started a backward integration process of purchasing our own machines and building our own production facility,' said Media Shack managing director Darryn Potgieter. 'The HP Stitch S500 is an addition to our Latex 570 and is going to allow us to print all our own fabric prints for our gazebos, fabric frames, flying banners, etc. This will give us more control over our customer service as well as allow us to be more competitive on pricing to our clients.'

According to Potgieter, the Stitch will give the company a great opportunity to launch its sportswear range that it has been wanting to do for several years. 'We are working hard on the R&D side to produce a great range of cycling, running, triathlon and sports uniform range. We plan to launch a new website early in 2020, allowing our customers to completely custom design the gear



Ugeshanee Moonsamy and Darryn Potgieter, The Media Shack.

online and order as little as one piece. The colour quality we are receiving from the Stitch is really next level, and we believe it will help us set ourselves apart from our competitors.'

Potgieter described Midcomp's service as world class, and more like a partner to the company than a machine supplier, going far and beyond to assist the Media Shack in getting this machine. 'I am really looking forward to working with them on all our machines we purchase in future. They have been very helpful from the first enquiry through to the after-service once the machine had been delivered. I cannot fault them at all and would highly

recommend them to anyone looking to purchase a machine in their wide range,' added Potgieter.

'Midcomp has over the past three years built a fantastic relationship with Darryn and Ugeshanee of the Media Shack. We admire their integrity and innovative forward-thinking – combine this with their great attention to detail and easy-going nature – and the Media Shack truly is the whole package. It is our privilege to do business with them,' said Midcomp Group marketing director Sean Greer.

www.midcomp.co.za



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SIGN INDUSTRY NEWS CONTINUED

Black & White T-Shirts Appointed As Approved Reseller Of Vic Bay Brand

Black & White T-Shirts has announced that it will be supplying Vic Bay products, at cost price, with printing to be done in-house.

Vic Bay managing director Mike Shiller said, 'We are a wholesaler of garments, primarily made in southern Africa, to local resellers, and Black & White have chosen to partner with us as their primary supplier of apparel, which they will print onto and sell to their customers.'

'This partnership of us as a wholesaler of blank apparel with a leading printer here in Gauteng – Black & White – will show the power of a consistent supply with consistent quality and fast turnaround times on printed apparel into the local markets. This also highlights that locally produced and printed products are as competitive on price and delivery as any foreign garment.'

Black & White director Cal Dawkins said, 'We have for more than 20 years strived to be Johannesburg's premier independent T-shirt printing company. However, over the years we have found that imported garments prove to be challenging due to the inconsistency of supply and quality of the garments, most particularly with regards to tone and sizing inconsistencies.'



'So it naturally made sense for us to partner with a top quality local manufacturer that could mitigate our current supply issues. Hence we are delighted to have become an approved reseller of the Vic Bay brand and hope our already strong relationship goes

from strength to strength for the both of us.'

www.vicbay.co.za and
www.blackandwhitetshirts.com

South Africa Represented In Global Wrap Like A King Challenge

South African company Sharpline Signs and Graphics were amongst the continent finalists for Avery Dennison's 'Wrap Like A King Challenge'. All entries

were judged based on the difference between the before and after pictures, installation skill and quality, overall look and appeal, and uniqueness.



Sharpline Signs and Graphics' Project description

The Drift Vehicle wrap was Latex printed with an HP 360 printer on 1105 wrapping film and HV 1200 E white reflective film. It was cold laminated with DOL 6460 after a 24 hour curing period.

Reflective vinyl was chosen because the Gymkhana GRiD event, which blends drifting, drag racing and physical driving skill with mental agility, takes place at night, and this will enhance the visibility of the design. The product used included: MPI 1105; DOL 6460 and HV 1200 E white reflective.

Other continent finalists include:

WrapStyle s.r.o. (Europe); Shanghai DC Town Auto Service Co., Ltd. (North Asia); and Winguard Paint Protection Specialists (Australia/ /New Zealand).

MetroWrapz of Hollywood, Florida was crowned 'King of the Wrap World' title during the 2019 SEMA Show in Las Vegas, Nevada, marking the end of Avery Dennison's global 2019 'Wrap Like A King' Challenge.

www.averydennison.com

Midcomp Wide Format Installation Creates Seamless Operation For CPS

Midcomp recently installed an HP PageWide XL 8000 at Bloemfontein-based Centrepiece Printing Solutions (CPS). The customer's relationship with Midcomp spans some 18 months back, beginning with the purchase of a PageWide XL 5000.

The HP PageWide XL large format printing portfolio enables reprographic houses, print service providers and enterprise central reprographic departments to produce point-of-sale applications and posters as well as computer-aided design drawings, opening new business opportunities with geographic information system maps.

CPS owner Jannie Myburgh explained that the motivation behind the machine purchase was based on the print quality and simplicity of the PageWide XL 5000. However, as their client base grew, the demand for wide format digital prints grew with it, which required a machine that could deliver the same quality as the XL 5000, but in a shorter timeframe, 'There was only one option as far as we were concerned, and that was to install an HP PageWide XL 8000.'

With the PageWide XL 8000 taking most of the work load regarding the company's high volume runs and delivering work in a much faster time for its long standing clients, it allows CPS to focus on building its client base even further, while delivering smaller quantity print runs performed on the PageWide 5000.



'We currently have three machines installed and maintained by Midcomp,' continued Myburgh. 'Their service is excellent, from installation to consumable sales and regular maintenance and services. They are always willing to help and

provide fast and efficient solutions to any problems that might occur.'

www.midcomp.co.za

Mimaki And Graphix Supply World Celebrate 25 Year Partnership



Mimaki and Graphix Supply World (GSW) have become pioneers in Africa over the past 25 years and continue to grow from strength to strength with a solid partnership.

'We provide the most innovative technology and solutions at affordable prices,' said GSW managing director Rob Franco. 'It has and will continue to be the strongest relationship in Africa thanks to the commitment of Mimaki to grow its position as the number one supplier of digital solutions in Africa.'

GSW is an exclusive partner to 21 countries in Africa, including South Africa. Mimaki is proud to have GSW as their exclusive partners, and their sub-dealer network throughout Africa has been growing from strength to strength.

www.gsw.co.za



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SIGN INDUSTRY NEWS CONTINUED

SA Argus Celebrates Continued Success In New Premises

Since moving into new premises a year ago, SA Argus has enjoyed increased productivity and overall business efficiency. The move to a new building in Kyalami Business Park was borne out of the need for increased capacity, diversified service offerings and larger space.

SA Argus now has a laser cutting centre for its existing client base, as well as a training centre. The new laser cutting centre, 'The Laser Guys', enables SA Argus' client base to extend their services to large scale cutting and enter niche markets such as metal cutting, without the initial financial outlay, as well as offering fast turn around times on large production orders.

The dedicated training centre offers the company's clients the opportunity to book a refresher training session or to send new operators for additional training. The Laser Guys and the new training centre are further examples of SA Argus' ongoing commitment to the success of their clients.



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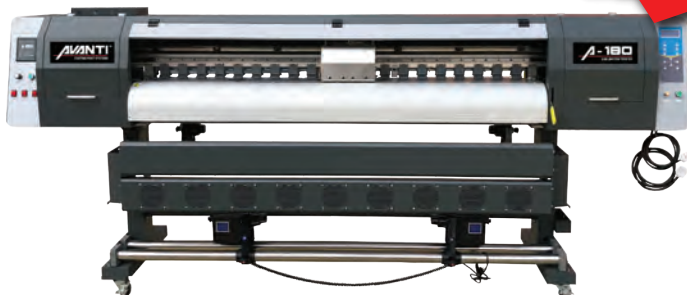
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PLEXIGLAS Makes First Appearance Under The Röhm Brand Name



PLEXIGLAS used the opportunity to make its first appearance under the Röhm brand name at the Sign Africa and FESPA Africa expo in Johannesburg. In addition to establishing contacts, the aim of the PLEXIGLAS presentation was also to use concrete application examples as a way of introducing functional products to the well-developed South African market.

PLEXIGLAS was demonstrated in furnishings, tube lighting, wall panels, and signage. Visitors appeared impressed by the creative freedom that the material offers and by the scope of the product portfolio. Live demos provided opportunities for discussing manufacturing and processing techniques in greater detail.

The furnishings presented at the trade shows will be used in the future at Röhm's offices in Elandsfontein, Johannesburg. This facility will host regular customer training events geared toward specific industries and aimed at continuing to intensify the presence of the PLEXIGLAS brand.

www.world-of-plexiglas.com/en and
www.roehm.com/en/

Midcomp's Programme Provides Trained Wide Format Print And Finishing Operators To The Industry

Midcomp, in the spirit of its company promise 'Catalyst for Growth', has a free programme that takes unemployed people through a six week theory and practical training course at the Midcomp Innovation Hub in Ferndale, Johannesburg, to become a large format digital print or finishing operator.

The training will be sponsored by Midcomp, and media partners Sign Africa and Africa Print. So far, Midcomp has trained and successfully placed nine students and has another two ready for placement.

Should you require a competent digital print or finishing operator that you can continue moulding to fit your organisation's unique needs, and in so doing, help ease South Africa's unemployment problem one person at a time, please contact Sean Greer, seangr@midcomp.co.za or Sean Davis, sean.davis@midcomp.co.za at Midcomp.

Each operator will be trained in:

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INTERNATIONAL NEWS

Brother Announces Global Organic Textile Standard Certificate For GTX Inks



Brother is proud to confirm that its inks for GTX have received the Global Organic Textile Standard (GOTS): Version 5.0, which makes both Brother and its customers part of an ecological and socially responsible textile production process.

According to the company, in times of sustainable use and production of raw materials, it is increasingly important to maintain a stable mode of operation during the complete chain of production, from start to finish.

www.colorscreens.co.za

Canon Reports Over 1000 Installations Of UVgel Colorado Machines



Dirk Brouns, vice president large format graphics, Océ Technologies, a Canon Company.

Canon's Colorado machines have been well received by the market. The company has completed more than 1000 global customer installations of its Colorado roll-to-roll wide format printer series, powered by UVgel technology.

Since September 2019, the installed base of the Colorado 1640 and 1650 printers achieved combined monthly print volumes of over one million square metres. Placements of the Colorado printers are growing rapidly and each installation is producing higher volumes than initially forecast, with 16% of customers printing more than 25,000 square metres per year on each Colorado device.

Earlier this year, Canon introduced the Colorado 1650 as the second member of the Colorado family, with a new flexible ink for customers producing applications that need to be folded, wrapped or bent such as framed canvases, soft signage, front and back-lit graphics, surface décor applications such as flexible wall coverings, and outdoor applications including vehicle graphics. The newer model also features unique FLX finish technology. This enables customers to choose between gloss or matte effects without the need to change ink or media, offering an even wider range of applications.

Dirk Brouns, vice president large format graphics, Océ Technologies, a Canon Company, commented on the market interest for both models, 'We're working in a dynamic market with constantly evolving application requirements. Our R&D philosophy is to listen and work closely with customers and partners to focus our innovation on actual customer demand. After the initial success of the Colorado 1640, we identified further growth opportunities for customers who can benefit from a matte finish and a more flexible ink. With both the 1640 and the 1650 solutions in the Colorado family, we can now meet any roll-to-roll print need.'

www.canon.co.za

SGIA Annual Golden Image Awards Competition Recognises Roland DGA Customers

SGIA's annual Golden Image Awards competition recognises standout work produced by digital imaging and screen-printing professionals,



Gamut Media, Gold Award Winner – Interior Design (Digital).

encompassing a wide range of applications made possible by specialty imaging technologies. Roland DGA customers won a total of nine SGIA awards in a variety of categories.

'The things our talented end users can do with their Roland printers never cease to amaze me,' said Andrew Oransky, Roland DGA President and CEO. 'It's an honour for Roland DGA to play a key role in their success by providing tools that help them build their business and bring their creative visions to life.'

Below is a list of Roland customers that earned awards, along with brief descriptions of their entries:

Gold Award Winner – Interior Design (Digital)

Customer: Gamut Media
Title: Real Street 92.3 Concert at the Honda Centre
Entry Description: Gamut Media used its Roland VersaCMM® printer/cutter to produce these prints in collaboration with IG famous artist Aaron Kai. The event performers included Cardi B, Migos, A\$AP Rocky, Rae Sremmurd, 2 Chainz, and Meek Mill.

Silver Award Winner – Wallpaper (Digital)

Customer: Gamut Media
Title: Catherine (Video game for SEGA franchise)
Entry Description: Gamut Media produced this eye-catching wallpaper on its Roland VersaCMM printer/cutter for a pop-up after-party at Anime Expo.



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Silver Award Winner – Building Graphics (Digital)

Customer: Gamut Media
 Title: GUNDAM (Comic-Con x Bait)
 Entry Description: Gamut Media used its Roland VersaCAMM to create a stunning building exterior wrap for BANDAI of the popular Japanese franchise GUNDAM.

Silver Award Winner – Retail Displays/Exhibits (Digital)

Customer: Gamut Media
 Title: Care Bears x Cravings
 Entry Description: Gamut Media used its Roland VersaCAMM to produce this colourful, licenced collaboration project with Carebears and Cravings food hall.

Silver Award Winner – Interior Design (Digital)

Customer: Vivas Banners Inc.
 Title: Compass – Interior Window Graphics
 Entry Description: Vivas Banners Inc. used its Roland TrueVIS™ VG-640 printer/cutter to produce these large, die-cut frost panels for Compass.

Bronze Award Winner – Fine Art (Digital)

Customer: Bonny Lhotka
 Title: Thunder & Lightning
 Entry Description: This striking two-piece artwork was created using eight different files to layer various densities of white, gloss, matte and CMYK UV ink. The artist, Bonny Lhotka, printed the piece on a Roland VersaUV® LEJ-640FT flatbed.

Bronze Award Winner – Decals/Labels/Stickers (Digital)

Customer: ARB Digital
 Title: Tres Tiempos Labels
 Entry Description: ARB Digital used its Roland VersaUV benchtop flatbed to print directly on PSA birch veneer, creating a sophisticated Mezcal bottle label prototype.

Honourable Mention – Unique Applications (Digital)

Customer: Sassy Squirrel Ink
 Title: Wedding Invite on Slate
 Entry Description: Sassy Squirrel printed a unique wedding invitation on slate using its Roland VersaUV benchtop flatbed UV printer.

Honourable Mention – Unique Applications (Digital)

Customer: Sassy Squirrel Ink
 Title: Wedding Photo Plaque
 Entry Description: Sassy Squirrel Ink used its Roland VersaUV series flatbed to print a wedding photo on

slate, creating a one-of-a-kind keepsake.

www.rolanddga.com

Agfa Wide Format Ink Sets Achieve Environmental Certification



The GREENGUARD certification is granted to products that meet some of the world's most rigorous chemical emissions standards, helping to reduce indoor air pollution and the risk of chemical exposure.

The GREENGUARD Gold standard includes health-based criteria for more than 360 VOCs and also requires lower total VOC emission levels to ensure that the products are acceptable for use in sensitive indoor environments like schools and healthcare facilities.

Agfa's Anuvia 1250/1551 and Anapura1200/1501 UV LED inkjet ink sets for sign and display printing received the GREENGUARD Gold certification in recognition of their environmental friendliness.

Agfa's Anuvia 1250 and 1551, as well as the Anapura 1200 and 1501 inkjet ink sets obtained the highest level within the GREENGUARD Gold Certification, which means that they are perfectly safe to be used for prints that cover all walls of a room – not just as signage or partial wall decoration.

'Obtaining the GREENGUARD Gold Certification for our wide format UV LED inkjet inks underlines our commitment to offer printing systems that are safe and environmentally friendly,' said Sarah Lafleur, Application Product Manager Inkjet Ink. 'Print businesses investing in an Anapura or Jeti wide format printer from Agfa enjoy both operator safety and the opportunity to generate additional business as they can meet their customers' requests for a certified solution for wall finish applications.'

www.agfagraphics.com

Drytac PVC Film Gives School Fresh Look



Turner Signs was approached by a teacher at Hall Cross Academy – who had seen the Barnsley-based family signage business's work on Instagram – regarding a large project to transform a school building in Doncaster.

Posting on Instagram, Turner Signs (@turnersignslimited) said, 'The school went for a bold design to brighten up the large empty spaces and rolled this out throughout the school from numerous wall wraps to window graphics to various types of signage.'

While Turner Signs has its own in-house design department, this project was so big it called on the services of Ginger Fox Studio for the artwork – in the school's colours of red, grey, black and white – so it could concentrate on the printing and application elements of the job. The printing and cutting stage took two days, using a Mimaki CJV150 integrated printer/cutter, with a further two days to complete the installation on-site.

Polar Grip from Drytac was used throughout the project. A polymeric self-adhesive PVC film with a unique high-bond adhesive, Polar Grip offers five years' durability in both indoor and outdoor conditions, ideal for digitally printed graphics in high-traffic areas such as school corridors.

www.drytac.com

EFI Installation Increases Superwide Format Digital Output

A newly installed, 320cm (126 inch) wide LED-



inkjet printer from Electronics For Imaging, Inc is a significant upgrade for American Graphics compared with the older UV-inkjet printer it operated previously.

The VUTEk 32h model – a brand new EFI offering that recently won an SGIA award – is ideal for print service providers moving into production-class, superwide format digital output. Users benefit from premium-quality imaging with 7-picolitre UltraDrop Technology, with white ink and multilayer printing included. An EFI Fiery proServer Premium digital front end included with the printer enables fast job preparation and colour management for ideal results on a broad range of substrates.

American Graphics Printing Co.'s signage and graphics business division, Whatsyoursign.net, can deliver a faster, more-efficient, high-quality digital production advantage, thanks to the recently installed VUTEk 32h hybrid flatbed/roll-to-roll LED inkjet printer. The Clinton Township, Michigan-based business excels in price-sensitive work producing corrugated plastic yard signs and similar graphics products. With the new EFI VUTEK printer, American Graphics has the largest advantage it has ever had in a challenging market where it competes against analogue screen print shops.

EFI's proven, reliable 'cool cure' LED imaging technology on the VUTEk 32h offered a stark contrast to some other superwide format inkjet products American Graphics considered. 'The UV printers we considered, for example, had failsafe levers in case the curing lamps became too hot, something we do not have to worry about with LED imaging.'

www.gsw.co.za

Ricoh Reaps Benefits With Renewable Energy Programme



As well as further increasing its use of renewable electricity for business, initiatives to expand the use of renewable electricity at production sites allows Ricoh, together with its stakeholders, to provide products with less environmental impact

that accelerate the achievement of a zero-carbon society.

Ricoh recently announced that it has further expanded the use of electricity derived from renewable energy sources (hereinafter, renewable electricity) at production sites. This is part of its participation in RE100 (1) and a commitment to achieving the goal of using 100% renewable electricity across its business operations. In November, Ricoh Thermal Media (Wuxi) Co., Ltd. (hereinafter, RTM), a production site in China, introduced a solar power generator operated under a PPA model (2). It has started to use electricity via a power generation company that is generated by the 2.8MW solar power generator installed on its rooftop. 20% of RTM's annual electricity consumption will now be from renewable electricity.

Moreover, Ricoh UK Products Ltd., a production site in the UK, shifted the source of all the electricity used at its company's facilities to renewable electricity. The initiatives undertaken at these two sites increased the use of renewable electricity by approximately 13.8GWh annually and is expected to reduce CO2 emissions by approximately 5000 tons.

www.ricoh.com

Caldera Announces Older Software Will Soon No Longer Be Supported



Caldera has advised customers still using Caldera Version 10, that after March 31 2020, this version of its software will no longer be supported. Thereafter, technical assistance for Version 10 will not be available from Caldera, including hotline and remote control of the RIP station.

While Caldera have provided support for Version 10 for the last six years, it is focusing its support resources on more recent versions, where it continues to deliver technical assistance and customer service experiences.

Users will be able to continue using Version 10 with their current set-up and print environment. However, if they need drivers for new print or cutting devices, these can only be supplied for Version 13 (V13), which will require users to upgrade. Caldera encourages all its customers to get the best out of its software, by being on the latest version.

V10 to V13 Upgrades via the actual Upgrade Path were only available until December 15 2019. Starting from December 16 2019, V10 customers who would like to move to V13 must purchase a new RIP licence.

www.caldera.com

swissQprint Inks Now Greenguard Gold Certified



swissQprint offers various ink sets for its large format UV printers, depending on the application. The company's current range of UV inkjet inks is Greenguard and Greenguard Gold certified. Printed products made with them are safe for use in schools and hospitals.

All the current swissQprint standard inks are now both Greenguard and Greenguard Gold certified. This widens the scope for users, with printed products that are safe for use in critical environments such as schools and hospitals. This is a potential competitive advantage for digital print providers in addition to the inherent versatility of the Swiss precision printers, which are also efficient and low maintenance with long service lifetimes that guarantee high profitability.

Greenguard certification essentially ensures that products for indoor use comply with strict upper limits to chemical emissions for a healthier room atmosphere. Greenguard Gold sets even stricter certification criteria with added emphasis on the safety of at-risk groups such as children and the elderly. This ensures products that are suitable for use in places such as schools and healthcare facilities. Both the Collaborative for High Performance Schools (CHPS) and the Leadership in Energy and Environmental Design building rating system (LEED) reference the Greenguard programme.

www.sign-tronic.co.za

Company Invests In Fujifilm Acuity To Meet Growing Customer Demands

The motivation behind the recent installation of a Fujifilm Acuity Ultra at the Italy-based SISMAITALIA was to not only increase the quality of production but to reach new customers as well.

'As we developed and streamlined our business to facilitate our customers' growing demands, we also recognised the need to elevate the standard and quality of product we were delivering, and therefore looked to upgrade our print equipment,' explained Oscar Stucchi, SISMAITALIA's CEO.

'Our customers' key demands were speed of delivery, environmental benefits and quality. The Acuity Ultra met all of these requirements, so it became the obvious choice for us. We became

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Oscar Stucchi, CEO, SISMAITALIA.

aware of the Acuity Ultra some time ago, as we have a longstanding relationship with Fujifilm. It captivated our attention due to the high print speeds it offered, while still delivering print of an exceptionally high standard.'

'The Ultra will significantly improve the quality of print we can deliver to our customers,' Stucchi said. 'What's more, we are hopeful it will help us to reach new customers as well. The Ultra not only enables us to print on a much wider range of formats, from small to large, but also on a greater range of materials. As trends and innovations in the market develop, we are confident that the investment will enable us to remain ahead of the curve in today's competitive market. Our press operators are really excited about it.'

www.fujifilm.eu

Jay Leno And Stratasys Team Up For Automotive 3D Printing Partnership



Comedian and former 'Tonight Show' host Jay Leno leads Big Dog Productions with more than two decades of production experience – including the highly rated show, 'Jay Leno's Garage' on CNBC. Jay Leno's Garage and Big Dog Productions tap into the power of 3D printing to provide digital inventory that helps road test, refurbish, or retrofit everything from classic vehicles to super cars.

Among his collection are 169 cars and 117 motorcycles, including a 1966 Oldsmobile Tornado, 1906 Stanley Steamer Vanderbilt Cup Racer, and a several-thousand-pound tank car powered by a tank engine.

Stratasys has announced it is collaborating with Jay Leno's Big Dog Garage and Big Dog Productions to provide access to Stratasys FDM 3D printers that keep the host's unique collection of extreme and classic vehicles in top running condition with custom parts. This collaboration builds on Stratasys' Performance Partner Programme, launched last month, to empower those operating in the extreme worlds of competitive auto racing, classic vehicles and next-generation aviation with the latest additive manufacturing technologies.

Jay Leno and Big Dog Garage now have access to core Stratasys additive manufacturing solutions – including the Fortus 450mc 3D Printer with FDM Nylon 12 Carbon Fibre. The machine makes it simple to produce complex manufacturing prototypes and finished parts efficiently and effectively using high-performance carbon fibre material. Big Dog has already been collaborating with Stratasys Direct Manufacturing for 3D printed parts-on-demand for nearly 10 years.

'As a lover of classic cars, I'm always looking to push the boundaries of what's possible in creation and re-creation of these vehicles – and 3D printing is integral to this process,' said Leno. 'After working with Stratasys and Stratasys Direct for years to drive the ultimate in 3D printing innovation, I'm really excited about this new Fortus machine and where it takes us next.'

www.stratasys.com

EFI Announces 300th Installation Of Roll-To-Roll LED Inkjet Printer



EFI VUTEK LED roll-to-roll printers help display graphics professionals thrive in a wide range of applications. Ohio-based Metromedia Technologies' purchase of an EFI VUTEK 5r+ roll-to-roll LED inkjet printer is the 300th installation of EFI's current-generation roll-to-roll LED printer platform.

'In our business, quality and productivity are key,' said MMT President William Ishida. 'Our new VUTEK 5r+ printer meets both requirements and opens the door for us to create new solutions for our customers. The LED imaging on the printer gives us more options in the range of materials we print on, while the finishing solutions we have added will help streamline operations and allow us to continue to meet turnaround time demands while increasing our production volumes.'

Designed to offer the lowest total cost of ownership and the highest image quality at the highest rated throughput speeds in its class, the 502.92cm (198 inch) wide roll-to-roll printer delivers fast production speeds up to 479.3sqm (5160 square feet) per hour. The printer's advanced 'Cool Cure' LED imaging saves money and resources, requiring significantly less energy compared with mercury arc UV or latex inkjet printing.

The printer's 7-picolitre UltraDrop Technology provides superb transitions, vignettes, skin tones and shadows. The printer also has new white ink printing modes for faster speeds compared with the original EFI VUTEK 5r model. In addition, the VUTEK 5r+ provides higher ink densities, a larger colour gamut and overall better print quality.

www.efi.com

Ricoh Large Format Printer Receives Color-Logic Certification



Color-Logic was recently approached by Ricoh for certification of its printing technology, and believes this new certification will be a win-win for all parties.

Color-Logic has certified the new Ricoh Pro L5160 large format printer for use with the Color-Logic Process Metallic Color System. The capabilities of machines like the Ricoh Pro L5160 enable brands around the world to differentiate themselves in their point-of-purchase and signage marketing, and the decorative effects and embellishments provided by the Ricoh L5160 and the Color-Logic Design Suite are a game-changer for brands.

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VG2-640

VG2-540




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Discussing the certification, Color-Logic Director of Sales and Marketing Mark Geeves said, 'At the recent Viscom exhibition in Milan, Italy, the Ricoh Pro L5160 dual CMYK large format production printer won the Keypoint Intelligence 2020 Pick Award for Outstanding High Production CMYK Eco-Solvent/Latex (137cm/162.6cm) 54"/64" Printers. We are gratified that Ricoh chose to quickly seek Color-Logic certification for this exciting new technology, clearly recognising the potential of our metallic process as a means of showcasing the capabilities of the L5160.'

www.color-logic.com

Drytac Media Enables SA Artist's Work To Come To Life In The Form Of Wallpaper



Canada-based Boylan Imaging was contacted by artist and graphic designer Hello It's Matilda, who had recently moved from South Africa to Calgary, and had received an order to turn one of her paintings into wallpaper.

As a regular user of Drytac ReTac, Boylan Imaging chose this polymeric removable vinyl to deliver the project for Hello It's Matilda, with impressive results. 'We use the ReTac for a lot of projects,' commented John Boylan, owner and manager of Boylan Imaging. 'Anyone can work with this product as it doesn't have to be professionally installed, and the wallpaper project for Hello It's Matilda went very smoothly.'

'In fact, the artist really had no idea how easy it was to print her work large-scale and had never done this in the past, so it has definitely sparked new creativity for her and her client.'

Posting as @hello.itsmatilda, the artist took to Instagram to share photos of her original botanical work, the installation of the wall covering and the colourful finished project – attracting several glowing comments. She said, 'Dream come true! My illustration converted to wallpaper for the first

time. One of the first and very exciting projects here in Canada! Hand painted illustration converted into a wallpaper design – printed by the amazing @boylanimaging. They print vinyl wallpaper that can be easily applied and removed without losing adhesion and leaving no residue when removed.'

www.drytac.com

Mutoh Inks Achieve Environmental Certification



With this GREENGUARD Gold certification, Mutoh MS41 Eco Solvent inks meet the UL 2818-2013 Gold Standard for chemical emissions for building materials, finishes and furnishings. The certification provides assurance that Mutoh MS41 inks meet some of the world's most stringent and comprehensive standards for low emissions of volatile organic compounds (VOCs) into indoor air.

The certification was obtained for the category Wallpaper, which is the top category allowing the highest surface load of prints per classroom, office or healthcare environment. Prints made with MS41 inks are perfectly suited for indoor applications including office, classroom and healthcare environments.

GREENGUARD Gold Certification is a voluntary certification issued by UL with worldwide recognition. As opposed to GREENGUARD, it offers stricter certification criteria and considers safety factors to account for sensitive individuals such as children and the elderly. It requires lower total VOC emissions for indoor environments and helps print buyers to identify and integrate certified, healthier and more sustainable products into their buildings.

'We are very pleased to receive a GREENGUARD Gold certification for our MS41 inks for the new XpertJet (64") wide sign and display printers. Print businesses and print shops investing in a new XpertJet printer are offered full peace of mind and a competitive advantage of being able to offer a certified solution for wall finish applications', said Kenji Yasuhara, Mutoh Europe's managing director. 'The certification demonstrates Mutoh's continuous commitment in offering digital printers and inks that are safe and environmentally responsible and which contribute to healthier indoor environments', said Yasuhara.

www.mipstech.co.za

Mimaki's 3D Printing Technology Brings Competition Design Entries To Life



Mimaki Europe and partners recently held a competition to raise awareness of social and environmental issues among young people. The competition, entitled 'Villes et Territoires de demain', was judged by a diverse and esteemed cohort of professionals ranging from Microsoft and IGN executives to architects, social media influencers and government officials from France's 'Ministère de la Cohésion des Territoires et des Relations avec les Collectivités Territoriales'.

Mimaki Europe partnered with video game giant Minecraft along with a French government administration. Having seen over 1200 entrants vying to create the ultimate sustainable town using Minecraft's video game platform – some as young as thirteen – Mimaki's 3DUJ-553 full-colour 3D printer enabled the winning design to be brought to life in vivid detail in an intricate 3D printed model gifted to the victor during October 2019, marking a year since the competition originally began.

With a full 3D printed model of the winning virtual map set to be delivered as part of the grand prize, a painstaking process ensued following the competition to translate the detailed design from a virtual video game format to a workable print model – a process which took over 19 hours. Thankfully, Mimaki's 3DUJ-553 full-colour 3D printer, capable of faithfully replicating more than 10 million colours, meant that every intricacy of the design could be 3D printed in full-colour and accurate detail, due to the impressive print quality and water-soluble support material, which prevents small detailed parts from breaking during the finishing process. Even the most fragile design elements comprised in the virtual town, such as wind turbines, were able to be 3D printed, enabling Mimaki to create a final model which was entirely true to the creator's original designs.

www.gsw.co.za

Hexis And Racing Optics Collaborate With Multi-Layer Protective Films



The HEXIS Group recently announced a strategic collaboration with Racing Optics, Inc. Born from a racing heritage, Racing Optics was founded 20 years ago by the Wilson brothers, who created detachable multi-layer films to improve the visibility and safety of race car and motorcycle drivers.

HEXIS will use Racing Optics' multi-layer protective films for luxury, sports and racing cars. This partnership complements the development of BODYFENCE protection products, which protects car bodies against external damage and dirt from sticking to the paint.

The 3333SHIELD, specially designed for windshields of passenger vehicles, is a high-end solution combining protection and optical comfort and clarity. This film is composed of three removable optically clear layers of film, each measuring three mils in thickness. It provides enhanced protection against damage from UV rays, scratches and cracks. In racing applications, the 3333SHIELD safeguards windshields that are exposed to projectiles, scratches, mud marks, etc.

The 4444RACING is an extreme protection solution, consisting of four optically clear, removable layers, with a thickness of four mils each. Each layer of protections can be easily removed in seconds, leaving a new clean surface.

www.hexis-graphics.com/en/

Print Business Expands With EFI Superwide Format LED Inkjet Printer



Pennsylvania-based Conlin's Print is a full-service commercial print business and was an early adopter of wide format digital inkjet printing. With

its latest investment in an EFI VUTEK h3 hybrid flatbed/roll-to-roll superwide-format LED inkjet printer from Electronics For Imaging, Inc., Conlin's Print is meeting demand for different types of high-end graphics production applications.

The new printer replaces an EFI VUTEK QS2 UV inkjet printer that the company selected to first address growing demand for higher-volume graphics production. 'For years, our wide format graphics work was in traditional signs and banners,' said Bill Conlin, Sr., the second-generation president of the family-owned business. 'The QS2 and now the new h3 printer have brought us into different applications including window, wall and floor graphics.'

The quality, efficiency and versatility of the new VUTEK h3 printer meets the company's longstanding criteria for exceptional results, giving Conlin's Print the ability to sell a broader range of applications to existing customers.

Many of the jobs Conlin's Print produces with its new printer are rigid-substrate flatbed applications, including colour graphics printed on clear acrylic, aluminium composite material, and other clear, coloured or metallic substrates, using the printer's highly opaque white ink. But, the h3 printer can quickly switch to roll substrates and delivers high-end quality on a broad range of flexible media – something that has led customers to go beyond display signage needs and unleash their creativity on custom wallcovering and décor applications.

www.gsw.co.za

Pantone Announces Colour Of The Year For 2020



A timeless and enduring blue hue, PANTONE 19-4052 Classic Blue is elegant in its simplicity. Suggestive of the sky at dusk, the reassuring qualities of the thought-provoking colour highlights the company's desire for a dependable and stable foundation on which to build as it crosses the threshold into a new era.

Imprinted in our psyches as a restful colour, PANTONE 19-4052 Classic Blue brings a sense of peace and tranquility to the human spirit, offering refuge. Aiding concentration and bringing laser like clarity, PANTONE 19-4052 Classic Blue re-centres our thoughts. A reflective blue tone, Classic Blue fosters resilience.

Leatrice Eiseman Quote, executive director of the Pantone Color Institute said, 'As technology continues to race ahead of the human ability to process it all, it is easy to understand why we gravitate to colours that are honest and offer the promise of protection. Non-aggressive and easily relatable, the trusted PANTONE 19-4052 Classic Blue lends itself to relaxed interaction. Associated with the return of another day, this universal favourite is comfortably embraced.'

www.lear.co.za

Kornit DTG Installation Increases Garment Manufacturing Company's Efficiency



Kornit
Digital
bonding
matters

Textil del Valle South America services many of the world's most prominent apparel brands, including global leaders in sports and athleisurewear. The company has chosen to implement Kornit's digital direct-to-garment (DTG) printing technology at its 102,193 square metre (1.1 million square foot) facility in Lima, Peru.

'Kornit's sustainable print technology provides the last piece of the puzzle, so we have the 'full package' for manufacturing the garment itself, imprinting it on demand based on the customer need, and shipping it ourselves, all from a single location,' said Juan Jose Cordova, general manager at Textil del Valle. 'Our market has been veering away from stocking shelves with inventory that may or may not sell, and the Kornit solution helps our business and customers eliminate that uncertainty and risk. We are the most sustainable textile plant in the world, and Kornit enables us to continue answering market demands in an efficient, responsible manner.'

Textil del Valle develops and produces garments for global brands in North America, Europe, and the Americas. It was the first Peruvian textile company to obtain ISO 14001 certification, assuring

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customers of 'a solid environmental behaviour that fully controls the impact of its activities, products, and services on the environment.' Adoption of Kornit's nontoxic pigment-based digital print technology aligns with this reputation.

'Textil del Valle supports brands like lululemon with an efficient business model that affords them terrific control and efficiency in fulfillment,' said Omer Kulka, Kornit's Vice President of Marketing and Product Strategy. 'Kornit extends that efficiency by providing the fastest, most brilliant, most eco-conscious prints available today, regardless of the garment or fabric involved. We're proud to partner with them in delivering the apparel customers worldwide demand.'

www.rexxscreendigital.co.za

swissQprint Karibu Sets New Standard For Quality



Adriano Gut, swissQprint; Frédéric Toupenay, Pixcolor and Alain Greiner, sQp Impression UV.

France based Pixcolor recently commissioned its second swissQprint roll to roll printer. The first had already started work just a few weeks before.

'Karibu's potential quickly became apparent,' explained Frédéric Toupenay, managing director of Pixcolor. He added, 'We've always printed a lot of flexible materials with our Nyala and a sublimation printer, but Karibu brought an instant leap in quality, efficiency and reliability.'

Hence, the immediate order of a second UV roll to roll printer from swissQprint. 'Karibu saves us a lot of time and gives no trouble whatsoever.' Pixcolor's customers include trade fair booth builders and shop fitters who are supplied with campaign and decoration elements as well as lettering and displays. Their biggest customer immediately noticed the difference; Karibu sets the new standard for quality.

Picolor prints miles and miles of banners, various textiles and self-adhesive films. In addition, there is paper, magnetic sheet on rolls and other films. 'Of the many printers we've had, none has processed everything as smoothly as Karibu,' said Toupenay. 'Even older rolls of material that choked other machines worked with Karibu. Karibu doesn't distort substrates, while line sharpness and print quality in general are striking. All these were reasons for purchasing the second system.'

www.sign-tronic.co.za

Mimaki Showcases Sign, Textile And Digital Print Portfolio



Mimaki Deutschland GmbH, a subsidiary of Mimaki Europe, demonstrated how sign makers, textile and digital print service providers could use Mimaki technology to produce an unrivalled range of eye-catching print applications and enter new profitable markets.

The JV300-160 Plus and the CG-160FXII Plus boast substantial productivity increases on previous models, in addition to delivering superior print quality at faster printing speeds. This is enabled by MAPS4, the latest version of the Mimaki Advanced Pass System which uses a unique algorithm to calculate the most effective way of jetting ink drops to avoid visible banding.

Reliable productivity is assured with Mimaki's pioneering NCU (Nozzle Check Unit) and NRS (Nozzle Recovery System), while a brand-new, advanced Take-Up device enables the handling of rolls up to 45kg – preventing media shifting and ensuring a smoother, more efficient production process.

A next-generation eco-solvent/sublimation printer, the JV300-160 Plus sets a new benchmark for professional wide format printers, sportswear and fashion manufacturers, as well as print shops. Offering the unrivalled versatility of multiple ink types and wider colour gamut (including orange and light black), it delivers photo-quality prints at

outstanding speeds (up to 105.9sqm per hour in super-draft mode).

The Mimaki CG-160FXII Plus is a brand-new multi-cutting plotter featuring a new ID Cut function which enables users to vastly improve work efficiency. When combined with the JV300-160 Plus, it allows continuous cutting operations to be performed automatically for small-quantity and multi-product orders of stickers and labels.

The combined systems ensure that an entire operation can be completed in a single specification of data, so that operators can proceed with other jobs simultaneously. These solutions and more were exhibited at viscom 2020.

www.gsw.co.za

Kornit Installation Expands Business's Garment Printing Capabilities



Kornit's Avalanche Poly Pro system offers exceptional quality for consumers demanding custom-decorated polyester and poly-blend apparel. Kornit Digital recently announced that GEAR for Sports, a division of Hanesbrands Inc., has installed this system to supplement previously implemented Kornit Digital direct-to-garment (DTG) print systems within the company's Lenexa, Kansas production facility.

Installing an Avalanche Poly Pro, which integrates Kornit's proprietary NeoPoly print technology with the brand's production strategy, will enable the company to custom-print poly rich garments on demand. GEAR for Sports has implemented three Kornit DTG print systems in the last two years.

Having established a process for delivering imprinted cotton garments on demand, and further answering the voice of its customers, the brand decided to expand these capabilities to polyester and poly-blend pieces.

'We've been inviting key customers to our facility

INTERNATIONAL NEWS

to demonstrate what the Poly Pro equipment can do, as we expand our digital printing capability throughout our facility,' said Cindy Olivarez, Director of Operations — Customs and Logistics with GEAR for Sports. 'Digital printing is an ever-growing business and is key to our business initiatives.

Having the ability to print polyester T-shirts one unit at a time will allow us to gain consumers who want poly rich garments, and Kornit's Poly Pro system offers the best possible quality to allow GEAR for Sports to expand our direct-to-garment business.' Continuous investment in digital DTG systems is anticipated as the custom imprint business grows.

'When we developed our NeoPoly technology, the only digital direct-to-garment print technology made specifically for polyester and poly-blend materials, it was very much with brands like GEAR for Sports in mind,' said Omer Kulka, Kornit's EVP of Marketing and Product Strategy.

'Demand for sportswear and athleisure apparel

has exploded, and digital empowers suppliers to customise, personalise and fulfill any quantity on a moment's notice, profitably, without limitations of design or colour, and with retail quality and durability that is worthy of such a brand's established reputation.'

www.rexxscreendigital.co.za

Esko Cutting Table Expands Business Capacity



AP India has underlined its commitment to growth by installing a new Fujifilm Acuity EY flatbed UV printer and an Esko Kongsberg X24 sign starter digital cutting table, upgraded to a full production

speed of 50m/min.

The Acuity EY features a CMYK+W colour channel configuration at resolutions of 1200 dpi+ on rigid, flexible and roll media, and the Kongsberg X24 sign starter table performs the cutting and finishing for all of these materials and more.

The digital printing, cutting and creasing of point of sales materials, used for the communication and promotion of product information to consumers in storefronts, supermarkets and other public spaces, can now be provided on soft and rigid substrates.

AP India uses the Kongsberg X24 to finish all the sign and display applications it produces, whether MDF, acrylic, honeycomb, corrugated board, Sunpack sheets, Sunboards, ABS sheets or polyester. The Kongsberg table is capable of cutting up to 20mm honeycomb sheets as well as prototyping and last-minute sampling of packaging designs for consumer products.

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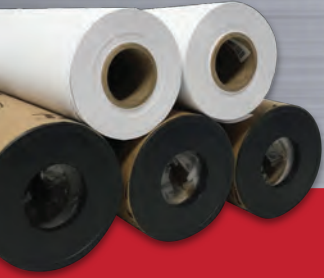
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BY STIXO SIGNAGE SUPPLIES

STIXO SIGNAGE SUPPLIES is a relatively young company with a vision to become a leading supplier of quality signage materials and allied products in the Southern African region, covering all Southern African Development Community (SADC) countries with logistics and delivery arrangements.

STIXO is an importer and national distributor of large format digital media, display systems, substrate rigid sheets, corporate gift blanks and signage accessories. The company caters for printing, signage and branding businesses, as well as re-sellers.

STIXO is a solitary owned and managed company, ensuring individualised services to each client and swift decision making. They offer reasonably priced, quality brand-named and unbranded products. Their range includes, amongst others, Taksim[®] digital media; Layflat[™] non-curl PVC; STX[™] pigmented vinyls and sublimation paper as well as Ecotyp[™] display systems and promotional media. The managing team aims to further partner with international well-known companies, bringing world class brands into the South African market.

A major differentiator is that STIXO's range of products are mainly internationally sourced by their expert procurement, and research and development teams, who have a vast knowledge of import and export trade, and who also have substantial market awareness. As a result, STIXO can provide its clientele with very competitive, market-related pricing without compromising on quality. The company's esteemed and trusted bulk buyers have awarded them a five-star rating for product quality, pricing and stock availability.





Being strategically located in the heart of Johannesburg, STIXO offers a free delivery service for orders in the Gauteng region. They also accommodate for country-wide orders, and are capable of facilitating cross border transports and documentation. The company's website allows for easy browsing of their products and detailed specifications of each.

STIXO looks forward to the year 2020, in which it expects even more growth as it is exhibiting its wide range of products and solutions at all Sign Africa expo's throughout South Africa. This serves to prove that STIXO is a serious market player that is ready to communicate its expertise to support expo visitors in growing their businesses, as well as expand its presence in different regions.

STIXO will also be launching an extended range of signage materials and display products from February 2020 onwards; all of which are of exceptional quality at competitive prices.

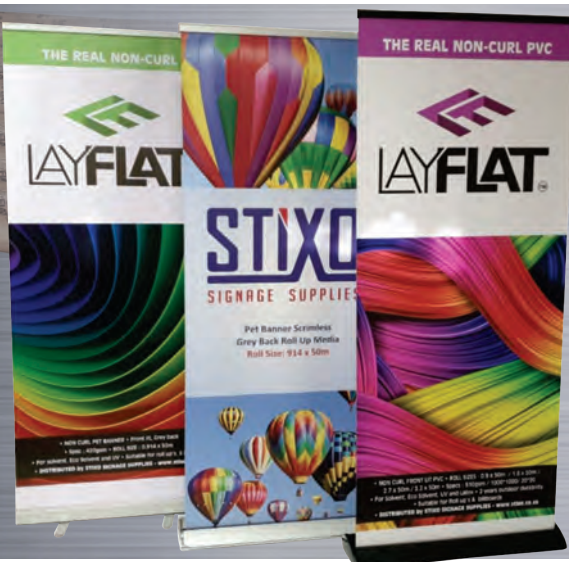
STIXO is a dynamic company with a powerful procurement and buying team, under the leadership of a young, upcoming, smart and knowledgeable Managing Director and CEO, Assif Sidik, who said, 'We are continuously striving to achieve a complete product range of the signage industry, and become a one-stop company and solutions provider to our clients – offering everything they need under one roof.'



Demand for the company's products have increased drastically, and therefore STIXO has taken the necessary measures to increase their stock storage capacity – to be in-stock at all times of its large range of visual communication signage materials, allied signage and associated products.

STIXO operates Monday to Saturday, guaranteeing to meet their clients' demands with an always-ready-to-service sales team. They are also happy to assist clients after normal business hours through the company's email and mobile number.

STIXO's vision is to become a leading supplier offering high quality products, providing their customers with personalised service and building a strong network of clients.



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USING YOUR LARGE FORMAT PRINTER

TO EXPAND SERVICES AND GROW THE BUSINESS



BY JAMES DE WAAL, CANON SOUTH AFRICA

Your large format printer is capable of producing so much more and chances are you're not pushing it to its full production capacity. Today's large format technology can print amazing images on a wider range of materials, which translate into new products for you to create.

Many commercial print and copy shop businesses have a large format printer that's often used for proofing or to handle small volumes of large print applications like plans, indoor posters or photo prints. But in many cases, it's the most under-appreciated piece of hardware in the business.

It's time to use it as a springboard to expand your services and grow your business, with the ability to produce everything from posters to signs and banners to self-adhesive graphics, or décor applications like fine art and photo prints.

With a contemporary colour-capable large format printer in your line-up, you have a foothold in some lucrative markets, but you need to talk up the potential and sell your capabilities, rather than waiting for customers to ask.

If you have digital cutsheet printers, I expect you're actively working to fill that production capacity day in and day out. So it makes sense to take the same commercial approach to your large format printer – they're both engines for profit.

Did you know you can print short-term outdoor display graphics on a large format printer without lamination? Innovative materials like the Water Resistant Media means you can deliver beautiful, photo quality, waterproof prints that can last up to six months outside.

So, if you're already speaking to a retail customer about posters, why not suggest an outdoor A-frame to encourage passers-by to come inside? Or a self-adhesive vinyl wrapped around a pillar to highlight an in-store promotion? With fast digital production and no delay for laminating, you can meet customers' requests quickly too.

It's great to have so many new business opportunities, but perhaps it's a little unnerving. You have the technology and the expertise, but where do you begin? The best starting point is through your existing customers, but do they even know you have a large format capability? And if so, do they know what you can produce with it, beyond plans or posters?

If you're printing flyers or brochures for a corporate client to take to an exhibition or event, they probably need stand graphics and banners. If you're printing corporate collateral, think about how large format prints could play a part in updating their reception area or telling visitors something about what they do.

Perhaps your local restaurant client comes to you once a year for new menus? Could you lead the conversation to POS materials and large format prints to refresh the look and feel of the dining area? Once you have a good portfolio of examples, you can use it to win work from new clients too. And there are plenty of opportunities right on your doorstep. Digital print on demand puts creative,

customised print within reach of even small retail businesses. Walk around your neighbourhood and the potential is there for all to see. Identifying opportunities is one thing; turning them into paying business is another.

To realise your growth potential, you need to be ready for a different kind of dialogue with your customer. That means you need to cultivate open discussions about your customers' business ambitions and needs, and think creatively about how you could fulfil them. There's huge potential to upsell and cross sell large format print as part of your customers' wider promotional briefs, but you need to actively question the brief and be ready to offer ideas.

You're the digital print expert, so share your expertise in media and inks, and talk knowledgeably about the new applications that are emerging for large format printers, and how they're adding to the spectrum of promotional print.

Stay up to date with trends in marketing and promotion, be ready to talk about how different types of print are supporting your customers' marketing activities, and keep an eye out for what their competitors are doing well (or badly).



These simple ideas for adding value in conversations with your customers or pursuing new application opportunities are all well within your reach. And when your customer gets the message with every conversation that you are thinking creatively about their business, rather than just fulfilling their orders, price becomes secondary to the quality of your advice and the strength of your relationship. That's definitely a win-win. 🏆

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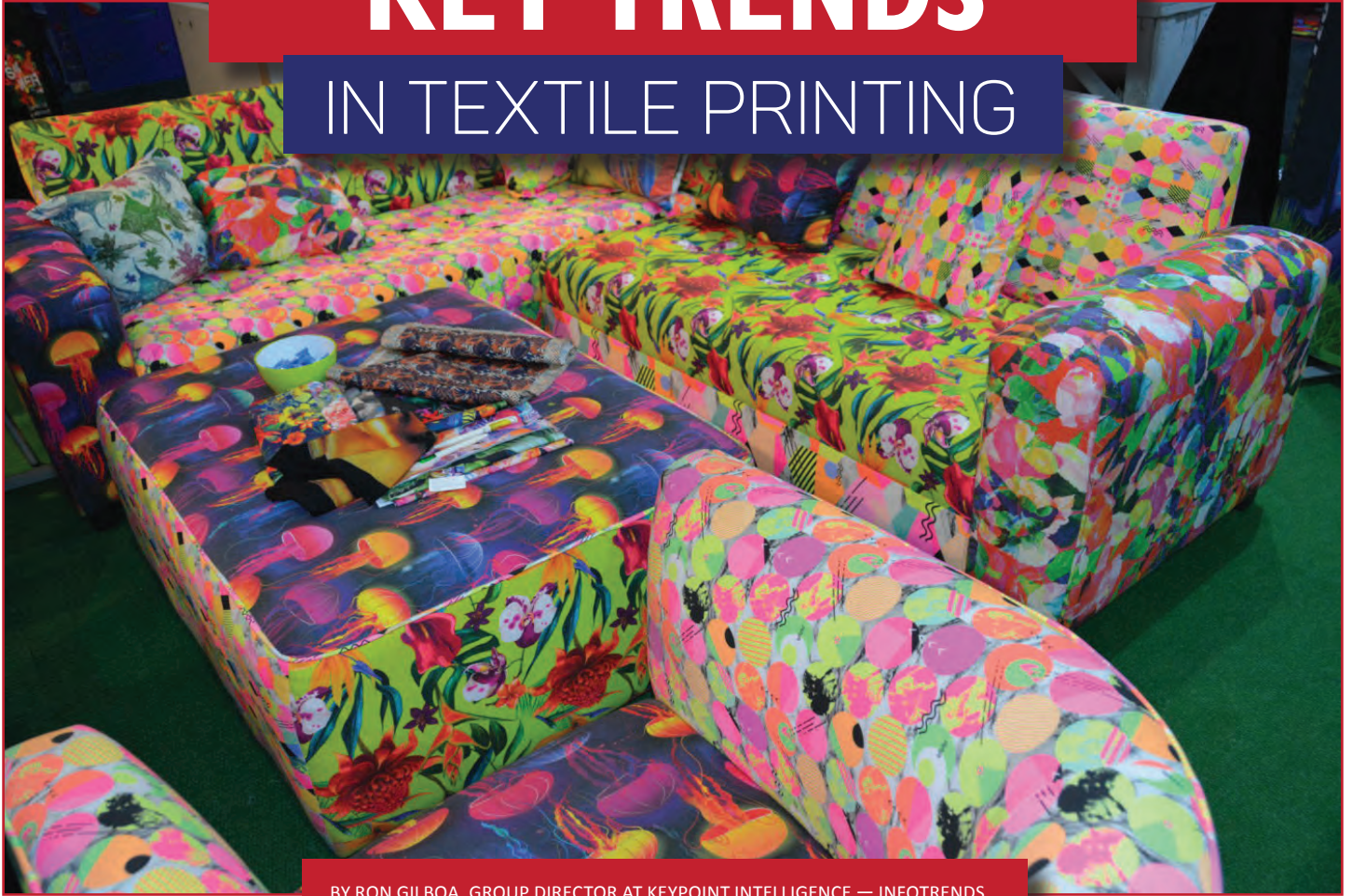
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KEY TRENDS

IN TEXTILE PRINTING



BY RON GILBOA, GROUP DIRECTOR AT KEYPOINT INTELLIGENCE — INFOTRENDS

Like many industries, the textile printing market has been changing to adopt new innovative technologies aimed at addressing a new generation of consumers, brands, as well as the supply chain. This massive industry, with over a trillion and a half dollars in annual business value in the apparel and accessories sector, is undergoing a transformation.

Brands must adjust to appeal to a new generation of consumers who shop in both brick-and-mortar stores as well as through online retailers. With the digital age now an economic certainty, brands as well as textile mills must adapt. Many of these changes have evolved in the past decade as early high-speed production digital textile solutions emerged (in 2011 MS Printing introduced Lario, the first single pass textile printer). The changes are impactful in several key areas.

Productivity

One of the largest areas in textile printing that has improved dramatically is the ability to produce just-in-time any length of fabrics or garments. With no cylinder or screen make-ready, and with the advent of sophisticated workflow automation tools, textile mills can now produce any design rapidly – meeting the needs of designers and brands trying to meet the quick changeover in the fashion industry. Additionally, innovations in colour matching and design are revving up the creative process, shrinking creation time from months down to weeks to even just mere days.

Creativity

In the textile space, improvements in productivity and simplified design have also translated to greater creativity. With the ability to produce single item runs, there is no mass production risk associated with taking on new designers. Many brands are allowing budding designers to enter the fray and compete for mind share and recognition. It is common place today to be able and order a quarter yard (22cm) of fabric from traditional textile mills or a new generation of mass customisation on-demand producers.

Environment

Lastly, environmental sustainability continues to rise to the forefront of service provider responsibility. Research has repeatedly shown that younger generations – particularly Generation Z – prioritise sustainability when it comes to product selection. In many cases, this age group is willing to pay more for products that were created with sustainability in mind. For the textile industry, this means a change. For generations, textile manufacturers have been considered a large polluter, with 20% of waste water produced by textile mills globally.

Optimising the supply chain

Now that we have broadly outlined the textile transformation and the factors driving it, we can more fully discuss just how the textile market is changing as digital fabric printing print volume continues to grow at 19% CAGR (reaching about 4 billion square metres in 2022).

With productivity and creativity trends urging companies to adapt a more

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flexible production schedule that prioritises product diversity, it is only natural that improvements would come to the supply chain.

Integration into Product Life Cycle Management (PLM)

When brands plan their next season, they usually resort to the use of a PLM. These tools are aggregators of all the components needed to usher in a new successful season. From managing resources (ERP), design components, collection and ensembles, to patterns and product photography, these collaborative platforms enable all the functions and processes in the creation of next season's products – a coordinated effort from brands, designers, textile mills, and cut and sew operations to the logistics that move products to shelves or ship them out in packages.

Just-in-time manufacturing

While just-in-time (JIT) manufacturing has technically been a term that has existed since the 1960s, it has grown in applicability in recent decades. JIT manufacturing allows new businesses to get their product lines to market in days or weeks, rather than months. For larger organisations, it can mean rapid response to the fashion industry needs to meet seasonal demand. Seasonal variations can be on shelves on time, giving textile companies better ability to please their customers.

Digital printing: reduction in overstock and warehousing

The shift toward digital printing can also mean improved inventory planning, resulting in less overstock and warehousing needs. As textile service providers move away from longer runs and shift toward short, varied, targeted production – they have been better able to match product to client need. Clothing can now be made as needed rather than in bulk order, letting companies spend less on inventory that may or may not sell. These capabilities ushered in a new type of fabric suppliers – on-demand manufacturers. These companies use a Purchase Activated Manufacturing business model, whereby production commences only once an order was received and paid for in advance. There are no finished goods in the warehouse, just blank raw materials.

Rise of on-demand fabric manufacturing (mass customisation)

With the supply chain being shortened using innovative print technology and continued advancements in workflow, new players have been entering the space over the last several years, empowered by easy online tools that make it simple to start selling customised clothing commercially. These fit into the growing uses of e-commerce in the apparel industry at large, where continued growth will drive estimated revenues up to \$145 Billion by 2023 according to Statista 2018 digital market Outlook. Several suppliers epitomise this trend, pointing out to the need for customisation for a community of like-minded people and, on a larger scale, addressing the needs of the masses with diverse customised products.

Spoonflower

Spoonflower has operations in the US (North Carolina) and Europe (Berlin) and has been serving the needs of creative and hobbyist markets for many years. The company has created a community of pattern designers that are linked to customers on the company's multi-faceted platform. They can customise fabrics, wallcoverings, and wrappings on the Spoonflower site, while modifying home décor elements on the Roostery site. The company makes use of digital print technology for cotton and manmade materials that require no extensive use of water for processing, namely pigment inks for cotton and sublimation for synthetics.

A key to success for Spoonflower is its ongoing R&D, which looks for the latest print and workflow solutions. The company also prioritises maintaining and improving its IT infrastructure, which allows for hundreds of thousands of jobs to be processed annually – from small as 20.3cm x 20.3cm (8 x 8") squares to multiple yards, per client needs. In the world of mass customisation, purchase activated manufacturing requires great attention to shop management and production tracking to ensure defect-free output and keep down the margin of error.

Amazon (Merch)

Another powerful new tool is Amazon Merch. One of the largest online retailers in the world, Amazon realised the potential in digital printing many years ago

when it started printing books on demand. Today, Amazon is an investor in companies such as Kornit, which supplies the company with Direct to Garment printers that enable Amazon Merch's 'print per buy' operation. No inventory, no risk of unsold inventory. Amazon offers its front-end infrastructure to entrepreneurs with designs and ideas and then provides the ability to benefit from Amazon backend infrastructure to get those ideas fulfilled. Its services support both independent designers as well as large-scale brands such as Disney and Marvel.

Users of Amazon Merch also get to take advantage of Prime shipping, one of the leading shipping services in the US, as it has free two-day (and one-day) shipping services. That said, sellers on Amazon Merch will have to split their profits with Amazon, only earning a royalty with each sale.

The Color Soup

Lastly, an example of a traditional textile manufacturer with innovations in their blood: Miroglio group from Italy. With several industrial sites, the company operates in 22 countries – providing materials as well as vertically integrated fashion brands. The company has been using single pass inkjet printing since its inception in 2011 and has also been a pioneer in environmental preservation and design innovation. In 2015, the Miroglio group created The Color Soup as an online portal for the creation and ordering of high-end fashion fabrics for anyone with a browser and internet access.

Technology innovation

Clearly, many of these innovative solutions would not be possible without the relentless innovation in print technology and materials science, with the latter driving the use of the various types of inks needed for the best results on a range of fabrics. From Reactive dyes used for natural fibres to high energy and low energy sublimation inks, to those specialty inks for silk and nylon printing (Acid), and the emergence of new generations of pigment inks that can print on most fabrics without the intensive use of water as is the case with some textile inks – a world of design freedom and colour has opened. Digital printing has evolved from the early '80s, where it was used for strike-off only (proofing) to today where single pass printers reach speeds of up to 90 metres per minute. With textile specific transport systems, we have seen the impact of printhead reliability improvements and cost reduction enable production systems from 1.8 to 3.2 metres and beyond.

According to the Keypoint Intelligence annual digital textile forecast of 2017-2022, about 12,000 digital printing devices that produce garment, décor and industrial fabrics, will be placed by 2022. This will drive a cumulative effect of print volume, reaching about 4 billion square metres of printed fabrics. There are several groups of products in the fabric printing industry, including scanning head technology, single pass and hybrid systems. Most commonplace systems are those with scanning heads not dissimilar to those used in the sign and display graphics segments. In the textile industry, however, these reach new heights to include in some cases of up to 12 colour channels and upwards of 64 printheads to allow for high throughput of thousands of square metres an hour. Many of these also use a sticky belt that enables the even transport of fabric on through the printer.

Single pass, as the name implies, lays down all colours in a single pass. With its early introduction in 2011 by MS printing from Italy, now part of Dover Corp., single pass has enabled a new area of high-speed printing. Following its introduction, additional single pass technology emerged from a range of suppliers and today the technology is capable of printing upwards of 90 (EFI Regianni Bolt 2018) linear metres per minute. The manufacturers of these systems are diligently working on multiple ink system configurations, inline quality control, and other tie-ins with industry 4.0 standards.

Hybrid systems combine analogue and digital systems together. With initial introduction in China (Atexco Vega One), these systems are capable of harnessing analogue rotary screen printing in sync with a digital single pass engine to reap the benefits of both technologies. We have also lately seen flat screen analogue frames in line with a scanning head printer to form a tight integration between the latest in inkjet with the veteran analogue process.

A cut above

Nevertheless, the main hurdle to overcome for many companies is the last stages



of the process – namely converting fabrics into garments. Cutting, sewing and accessorising finished garments is still labour-intensive work that primarily takes place in low-wage skilled labour markets such as South East Asia, China and Latin America. This current workflow requires a level of proximity between textile mills and sewing operations.

As automation encroaches on workforces worldwide, the textile industry will undoubtedly undergo its own evolution. It is long in the making, however, as governments such as the US (through its Defense Advance Research Project Agency (DARPA)) fund projects aimed at automating the sewing progress using a multistage sewing assembly line with intelligent sewing machines and sensors. These systems, though with more steps, can outpace human production capabilities due to their potential non-stop operation. To tie garment components together, future threads used for sewing can be digitally dyed on-the-fly using digital technology by the likes of Twine (Israel), which is in production with garment manufacturer Delta Galil, producing on-demand digital thread dyeing.

InfoTrends' opinion

After several decades of development, digital textile printing is making its impact noticeable on the production volume of fabrics, with 6% of share and growing at a double-digit pace. As with many printing segments, this industrial segment is part of an expansive supply chain with many facets of raw material supply, brands, designers, producers, cut and sew and logistical services. Ensuring environmental impact is minimised and delivering customised products are ongoing trends that are impacting this massive industry.

Digital printing technology is being adopted by both established manufacturers as well as entrepreneurial companies that use IoT infrastructure to start mass customisation efforts that deliver on demand. Major brands are taking note and looking for solutions that allow them to achieve key business goals – namely high-quality consistent product creation, waste and inventory reduction, and satisfying customer demand for design innovation and personalisation.


Many of the lessons learned in the graphics arts industry regarding production consistency and workflow automation are now being adapted by textile printing equipment suppliers for use in their technologies. That said, to create a significant impact, digital printing will need to move beyond quality short run printing.

As suppliers integrate 2D and 3D design that can be printed directly on clothing patterns, we will see automation kick in for cutting, sewing, and integration of vertical manufacturing platforms. These will enable micro factories to emerge

locally and produce timely customer products that will no longer require outsourcing. When this happens, it will likely be a part of massive supply chain realignment that will take a while to fully materialise. 📌

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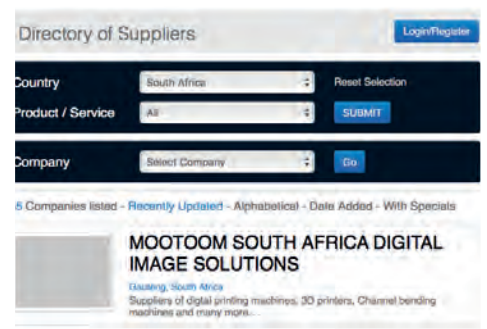
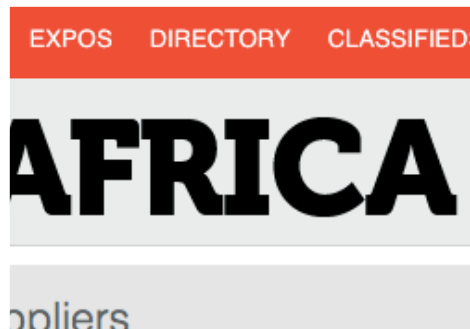
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VINYL CUTTING CAMERA VS. SENSOR TECHNOLOGY: WHICH IS BETTER?

BY SUMMA

In today's market, you have a choice between camera-based and sensor-based optical recognition. People often tend to assume cameras are faster than sensors. Generally spoken, this is true. However, this is not the full story.

Sensor-Based Recognition Technology

First, we would like to start with sensor-based optical recognition, as this is one of the precursor technologies, used to determine positions. Many people think all sensor-based vinyl cutters work in similar ways. But this is not entirely correct. Primarily, sensors measure a level of contrast for the material and a level of contrast for the ink. This measurement helps the firmware to determine the edge of a mark, as well as the size of the registration mark. Multiple marks can then be pinpointed on a sheet or roll, giving the firmware the necessary coordinates of the print itself and possible deformations.

Different Types Of Sensors

In the current market, there are two possible types. The sensors themselves comprise different technologies. The first type and one of the oldest around is the infrared sensor. It is capable of sensing accurately and quick enough to do the job. However, this type of sensor has its flaws. One of them is related to certain types of protective laminates, such as UV laminates. This type of substrate is designed to absorb or reflect UV light and infrared. Since the sensor uses infrared light to bounce off the measured surface, it tends to have difficulties recognising any difference in contrast. Consequently, many of today's finishing machines will have issues sensing the registration marks on these laminates.

Another issue with this type of sensor-based optical recognition could be the colour of the registration mark itself. Currently, the most often used colour of registration marks is red or hues of red. However, the different shades of red could have a lower contrast because the infrared sensor will consider the red registration mark to be white. Consequently, red registration marks on white shades of material will not be sensed. Before, Summa also used these sensors in their vinyl cutters, but we quickly realised its limitations would have an impact on future developments. Since then, Summa has developed its bespoke sensor technology, based on a white-light sensor.

This is the second type of sensor available in the market. As a result of the white light technology, this sensor can detect a much wider range of colours. Moreover, issues with lamination, UV or otherwise, are reduced to an absolute minimum. One of the many benefits this technology offers is its capability to filter out any type of print-related issues, such as overspray or missing nozzles, without loss of accuracy during the final cut.

Nonetheless, even with the best intentions, the white-light sensor has its weaknesses. For instance, when measuring the values of the marks on highly mirroring media, the usage of this technology could get a bit tricky. It will measure the highly mirroring media as black – the same colour as the registration marks – and will not sense any difference between them. In spite

of that, Summa offers a cost-effective solution to this. By use of an additional physical yellow filter, the sensor can detect the registrations marks. The job will be done equally well, even on highly mirroring media.

Camera-Based Technology

This brings us to our second technology, the camera-based one, which is considered to be truly high-tech. It works in a very different way compared to the sensors. First, it takes a picture of the registration marks. Then, the accompanying software on the computer will analyse the picture. This is necessary because the image needs to be translated towards data in terms of shape, size and position. It would be too heavy a job to perform this on the processing power of an integrated circuit within the machine. As the computer takes over all computational work, the machine itself is able to accurately and quickly go from one registration mark to another. All this results in a considerable increase in speed.

Adding to its speed, it is no longer necessary to move the head of the vinyl cutter back and forth on the mark for measurement. The camera simply goes to the registration mark and takes an image of it for the computer to process and moves directly to the next mark. Speed is a significant benefit here, but it is by far not the only asset of the camera-based technology. Another one is the flexibility of having various imaging filter options within the software. This replaces the physical item as used in the sensor technology. The ease of use as to safeguarding the filter and the possibility to quickly change it are also important assets to this technology. This way, even difficult substrates, such as the mirror or reflective material, can be contour-cut easily and efficiently.

And if you thought this is it, here's another advantage. With the camera-based technology, you are no longer limited to use only one type of registration mark. With the right additional software, the vinyl cutter can recognise a multitude of shapes. Many types of Print&Cut workflows tend to use their own shape of registration mark. With the camera-based technology, your vinyl cutter can be part of the workflow without having to adapt anything.

Here's an example (Assuming you have a flatbed cutter, which is constantly running, and your production need is growing steadily). Logically, you would add another flatbed cutter. However, a camera-based vinyl cutter with specially developed software can detect the flatbed cutter's marks. Consequently, it is able to reduce the flatbed cutter's burden of printed roll material, all at a fraction of the cost of a second flatbed cutter. In fact, there is only one drawback to this technology. Unfortunately, it will not work on a Mac OS or Linux based operating system. You will still need to have a Windows-based system, connected to the machine to access the camera's imagery for the analysis.

Exploding The Myth

A common question or remark would be that a vinyl cutter with a camera could never be as accurate as one with a sensor or, vice versa. We can safely state that both systems are similar in terms of accuracy. As a matter of fact, our experts, testing this matter for years, have never encountered that one technology would be less accurate than the other. 📍

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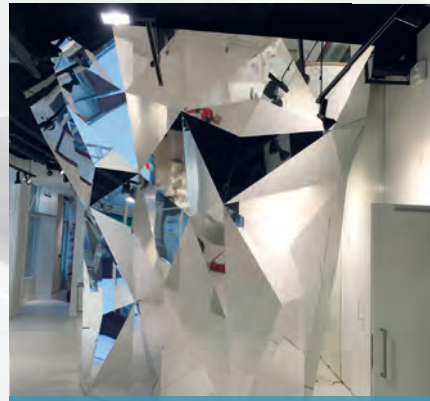
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ADVANCEMENTS IN SOFT SIGNAGE TECHNOLOGY

CREATE NEW MARKETS

BY GERBER TECHNOLOGY

Soft signage is taking over the industry, and this is apparent even to the average consumer walking through the mall, driving down the street or wandering about a trade show floor.

For example, busy business complexes, such as shopping malls and airports, can display pop-up or rotating fabric signs to lend contemporaneous advertising slots to any number of shops or restaurants.

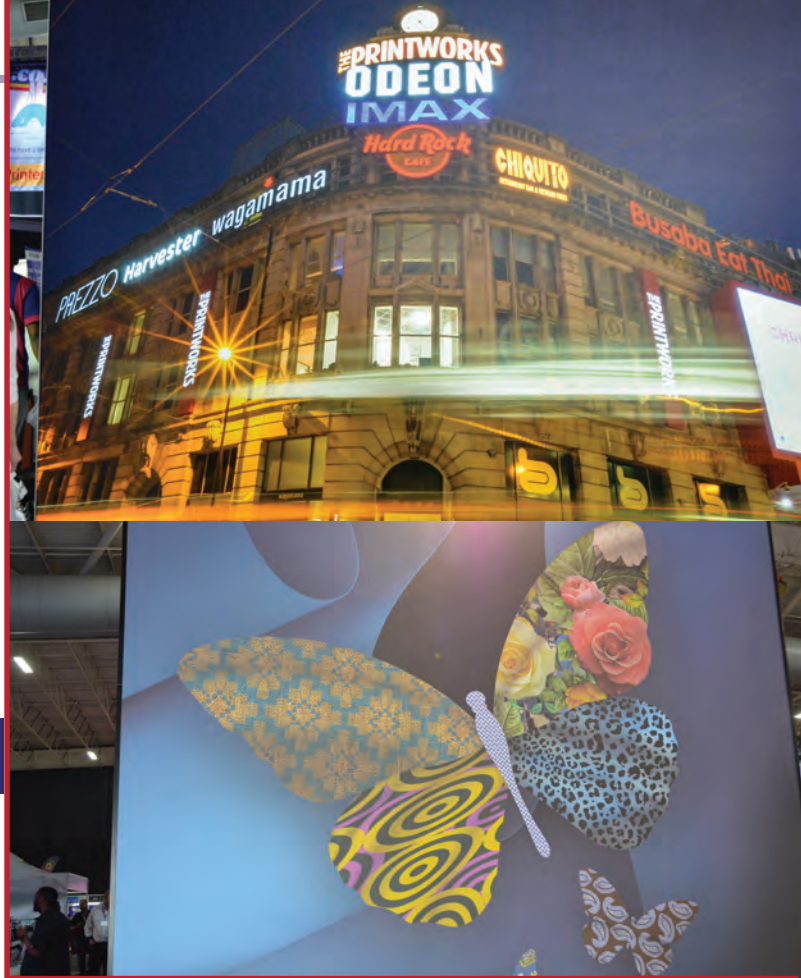
The complex can generate more income by charging, say, five advertisers for the same space while saving on maintenance time and cost by only having to perform sign installation once instead of five separate times. For advertisers, they can afford more complex 'billboard' time in terms of longevity by sharing the space with other advertisers, even while the ad host is able to ramp up revenue overall.

The signage market has seen dramatic shifts over the last decade, from front diversity to colour usage and, significantly, in material preference. Demand for fabric-based signage, known in the industry as 'soft signage', represents the most substantial change for sign makers in recent history, and the increasing demand represents perhaps the greatest threat to signage printers who have yet to expand into this market.

Professional signage options are now widely available to small, low-budget groups and organisations like nonprofits and school programmes and projects thanks to advances in soft signage production. Instead of having to mount heavy and awkward rigid signs to vehicles or other large moving objects for display during demonstrations or parades, for example, soft signage enables easy, prop-less carrying of signage in the form of flags or banners by individuals, even by children.

Replacement of demand in the hard signage market has occurred at an exponential pace as advancements in technology have enabled less expensive soft material printing. Advancements in soft signage technology have also had the effect of creating a new market by making signage available to those would-be consumers who otherwise would not purchase hard signage due to the cost or because their needs simply cannot be met by traditional turnaround time frames.

Signage consumers who previously couldn't make their own signs due to inability to manage a large, rigid fixture or because the cost was simply prohibitive are now able to enter the signage consumer market thanks to the versatility of material and display options and the dramatic reduction in price for



custom displays. The advantages of soft signage are as numerous as its uses, and the market is realising even more value as consumers exercise their creativity and as the industry continues to innovate its printing and finishing technologies. For consumers, the advent of soft signage opens a whole new world of advertising opportunity. With near-on demand production ability, cheaper and faster professional sign production allows for late hour planning and unexpected changes. No longer are businesses limited to investing heavily in hard, fixed product or service signs, which is a benefit from the showroom to the trade show floor where signage becomes outdated as soon as a price is dropped or a product is updated.

It is not only business offerings that change rapidly these days but also the business itself. Pop-up restaurants and activity spots are increasingly popular in large and mid-sized cities, and soft signage provides a lightweight, highly versatile branding option that is well-suited for locations with high occupancy turnover or for businesses that need to be more mobile.

For printers, the primary advantages lie substantially in the ways the soft signage-enabling technology has allowed and, in some cases, forced shops to expand their offerings, increase output, and bring more production in-house. By replacing or upgrading hard signage equipment with multipurpose, multi-material tools, shops expand their ability to serve both signage market demands without losing shop production space. Multipurpose equipment also enables shops to, when ready and willing, expand their offerings to apparel, packaging, and home furnishings.

Production time for soft versus hard signage is dramatically reduced due largely to automation teachers in soft signage tools. Both input and turnaround speed are facilitated by the ability to bring more production steps in-house or cut them out all together. For example, a sign shop might previously have had to outsource hardware fitting for hard signs, whereas the equivalent functions and features for soft signage can easily be handled in-house, possibly even on a single machine. Likewise, certain tools enable soft signage shops to cut out the common sewing step, which is often outsourced for finishing.

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YOUR CUSTOMER'S BRAND

DESERVES ITS OWN UNIQUE COLOURS



BY DAN ANTONELLI

Whenever we're designing a new brand for a client, we're always talking to them about the importance of owning their brand colours. I guess that in theory every company owns their brand colours, but the real question is: are they the sole owners of their brand colours?

That's the bigger question. If their colours are the same colours as their competitors, then they really don't own their own unique colours. Their colours are potentially being confused with their competitors. For example, if your competitors' vans are predominantly yellow, why would you want yellow vans as well?

Colours and brands work in harmony to trigger recognition for a company in the minds of the consumers they are trying to target. Obviously, in theory, there's an almost unlimited combination of colours designers can choose when picking a brand colour scheme. However, so few businesses choose colour combinations that are unique. Instead, they choose 'safe' colours that they've seen used over and over again.

Safe decisions tend to yield safe results. But bold decisions usually yield bold results. Common colour schemes are really tough to truly own. For a Heating, Ventilation and Air Conditioning (HVAC) company, which colour scheme is ownable? Red and blue, or apple green and purple? The safe choice is red and blue. The bold choice is apple green and purple. Which would be more disruptive in the competitive landscape?

If everyone else is going in one direction, that's usually a good indication that one should go the opposite way—unless, of course, your goal is to blend in. Then by all means, go the safe way. But usually, the goal for businesses who invest in wraps and fleet branding is to actually stand out, not fit in.



We were really shooting for a much larger, franchise look here, and chose a very unique colour scheme: simple, easy to read and very disruptive.

Here are some tips on choosing colours for your clients, and helping them own their own colour schemes:

Do the research. We always start the brand process by reviewing all of the client's competitors' current brands and vehicle wraps. It's important to use this research to help formulate the colour strategy.

Think out the colour choices. We're often trying to put two or three colours together which typically do not actually belong together. That sounds fairly counter-intuitive, but that's how you wind up creating unique brand colours. The more unique, the more ownable.

Plan for ancillary applications. Keep in mind that the colours chosen have implications beyond the vehicle. It will become part of their brand identity and need to be used on everything from uniforms to websites.

Consider environmental factors. We recently branded a company in Texas who was very fond of red, white and blue. Nearly every competitor was using red, white and blue. Outside of the colours so closely tied to Americana, it's also an integral part of the Texas flag. So once again, if everyone is using the colours, it's going to be harder for us to stand out. So we branded them with dark green and ivory. And you can bet no one had those colours in their space.

Remember that bold wins over obnoxious. Being bold is a good thing, but be careful your colour scheme doesn't scream for attention while simultaneously cheapening your brand and looking amateurish.



Light teal, dark blue, orange and gold? No one will confuse these brand colours with anyone else's.



The client suggested pink and black during our initial call. I was skeptical whether we could pull it off in a way that felt premium. But we found a way to actually make these colours work and still feel high-end.

Convincing clients to go with something other than the tried and true colours they're accustomed to takes some education. Helping them understand the benefits of owning their own brand colours and how the wraps will help them gain recognition in their community will go a long way towards that—and help them realise that they are dealing with someone who cares about the success of their brand.

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A COMPETITIVE ADVANTAGE

GOES TO LEADERS THAT GET IT RIGHT

BY JOHN TSCHOHL, SERVICE QUALITY INSTITUTE

I use the example of four people who went through personal and financial difficulties but kept on looking forward to accomplishing their goals and making a difference. Their financial status is in the billions for each of them, but their goal was to 'make a difference' in people's lives.

Oracle co-founder Larry Ellison

Born in Brooklyn, New York, to a single mother, Ellison was raised by his aunt and uncle in Chicago. After his aunt died, Ellison dropped out of college and moved to California to work odd jobs for the next eight years. He founded software development company Oracle in 1977, which is now one of the largest technology companies in the world.

Leonardo Del Vecchio

Del Vecchio, one of five children, was eventually sent to an orphanage because his widowed mother couldn't care for him. He would later work in a factory making moulds of auto parts and eyeglass frames. At the age of 23, Del Vecchio opened his own moulding shop, which expanded to become the world's largest maker of sunglasses and prescription eyewear, including the brands Ray-Ban and Oakley.

John Paul DeJoria

Before the age of 10, DeJoria, a first-generation American, sold Christmas cards and newspapers to help support his family. He was eventually sent to live in a foster home and even spent some time in a gang before joining the military. With a small loan, DeJoria created John Paul Mitchell Systems and sold the shampoo door-to-door while living in his car. He later started Patron Tequila, and now invests in other industries.

Howard Schultz – Starbucks

In an interview with British tabloid The Mirror, Schultz said, 'Growing up in a housing project, I always felt like I was living on the other side of the tracks. I wanted to climb over that fence and achieve something beyond what people were saying was possible.'

Schultz ended up winning a football scholarship to the University of Northern Michigan and went to work for Xerox after graduation. He then took over a coffee shop called Starbucks, which at the time had only 60 shops. Schultz

became the company's CEO in 1987 and grew the coffee chain to more than 16,000 outlets worldwide.

Being a leader in customer service (working hard to serve others), generating excitement, innovation, and a focus on continuous improvement, creates a culture that's hard to build otherwise. According to Marc Cuban, 'It's not about money or connections. It's the willingness to outwork and outlearn everyone.'

Hard work is the great equaliser. Making a meaningful difference in other people's lives requires significant effort. Hard work can always be your difference. Because how hard you work is the one thing you can always control.

Great leaders know that service is what your customer says it is. Here are five questions to ask yourself about your customer's perception of your company:

1. What business are we in? Usually you conclude that you are in the business of providing customers with a variety of 'services'. Make a list. Many firms still do not realise that they are in the service business.
2. Do we have customer needs and wants at heart? Identify all market segments and all customer groups. It is important to determine needs and wants of all customers.
3. Are we listening? Set up the systems for listening to customers. The way to find out what they want is to make it easy for them to communicate with you.
4. Do we communicate? Be proactive and try to eliminate problems before they happen. Having a strategy based on delight or 'wow' is not likely to pay as well as a strategy that eliminates disappointment first.
5. Are we using speed? Are you eliminating friction so it is easy for customers to do business with you and want to come back?

John Tschohl is a professional speaker, trainer, and consultant. He is the President and founder of Service Quality Institute with operations in over 40 countries. He is considered to be one of the foremost authorities on service strategy, success, empowerment and customer service in the world. 🌍

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GRAPHICS PROFESSIONALS

NEED TO BE AWARE OF THEIR ENVIRONMENTAL FOOTPRINT

BY LAUREL BRUNNER, VERDIGRIS PROJECT

According to Laurel Brunner from the Verdigris Project, there is no room to hide behind the idea that climate change is not as bad as it seems, that there is no space to hide because the United Nations Framework Convention on Climate Change (UNFCC) does not allow it, or at least there is no evidence to suggest that it's 'all just numbers'.

The figures are real and they come from data provided by entities such as the European Union (EU). The Greenhouse Gas emissions data are submitted to the UNFCC according to technical processes and are the basis for international climate policies. For small businesses, such as printers and publishers, this can seem a world away from what we all do every day. But the classifications are based on emitting economic activities, along with footprints according to products people use in households, government or businesses, including investments and exported goods.

The most recent data was submitted in June 2019 and will be updated in June 2020. There are some important trends in this data, trends which have clearly led to some dramatic responses from the public and from industry. For graphics professionals, awareness of the need to cut environmental footprints and GHGs is evident in requests for environmental policies and accountability. Companies with established CSR policies are reaching out to their suppliers to extend and revitalise them. And as the printing industry continues to consolidate, along with its supplier community, having such a policy will be a key differentiator. In the meantime, we all need to keep cutting carbon and environmental impact however we can.

According to EU data in 2017, GHG emissions fell across the 28 member countries by 22% compared to 1990 levels. This amounted to 1240 million

tonnes of CO2 equivalents, a decrease per person of 22% over the last two decades. That might not sound much but the EU's population has increased by 6% and overall GDP by 43% over the period, so perhaps we are making progress after all. The news is still not good, but at least we may be heading in the right direction.

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SA Print Industry Veteran Discusses Innovation And Disruption In The Industry

Printing SA hosted its first CEO's breakfast meeting at Canon South Africa's head office in Centurion on 28 November. Management from various Printing SA member companies were present for the seminar from Vrajlal Harry of Harry's Printers in East London, which is the largest printer in the Eastern Cape. He discussed his vision about how to apply innovation to benefit and adapt.

Harry is the first and only South African member of the International Printers Network, and has been a longstanding member of Printing SA for over 20 years. According to Harry's presentation, the disruptive in 'disruptive technologies' is not an attribute in technology, but rather it describes the effect that some technologies have on markets affected by technology-based innovation and the failure of firms to adopt the technology.

He also discussed dualism – the challenge of functioning efficiently today to sustain present success, while also incorporating the disruptive innovations that will ensure future success. Harry used Naspers as example of innovation, illustrating that when its printing business experienced decline, it diversified and branched its services out into those of internet and pay-TV services.

Key lessons:

- Launch new growth businesses regularly, when the core is still healthy.
- Keep dividing business units, so that new and innovative businesses are small enough to benefit from investing in small opportunities.
- Minimise the use of profit from established businesses to subsidise losses in new businesses.

Trends in innovation:

- Questioning: break out of the status quo and consider new possibilities.
- Observing: detect small behavioural details about customers, suppliers and other companies that suggest new ways of doing things.
- Experimenting: relentlessly try out new experiences and explore.
- Networking: connecting with individuals from diverse backgrounds and explore, as well as associating.

Strategies for success in print:

- Disaggregation – break a market segment into



Attendees were taken on a tour of Canon SA's showroom.



a smaller niche segment, e.g. the label market – long runs to short runs, customised and personalised, just-in-time (JIT) labels, niche market labels etc.

- Move from print services provider (PSP) to marketing services provider.
- Move from PSP to IT services provider.
- Focus on niche products – school yearbooks, photobooks and products.
- Focus on vertical markets – healthcare,

automotive, pharmaceutical etc.

Harry concluded that the most difficult thing to do is to change, as people are set in their ways, but there is a small percentage of the population who are leaders because they want to change.

The event concluded with a tour around Canon SA's showroom, where attendees could see the company's products and samples on display.

Printing SA Central Chamber Hosts Members Forum

Sign Africa attended Printing SA's Central Chamber members forum at the Royal Johannesburg and Kensington Golf Club, where members could enjoy breakfast while listening to David Shapiro of Sasfin Securities, who shared his views on the current

state of the economy. Shapiro emphasised that the strengthening of the United States and Israel's economies are based on the facts that these nations are highly skilled and very tech-driven, specifically with the US shifting away from oil

production to computers.

He also spoke of the decline in commodity prices of gold, tobacco and mining having a negative effect on South Africa's economy, which once based its success on such elements. In essence, what drove the economy decades back does not do the same today, and as such we need to stay abreast and be aware of today's economic contributors.

Environmental, social and corporate governance (ESG) is a major trend, because (for example) once successful coal mining companies are beginning to see their glory wane in the face of heavy carbon taxes and penalties.

Other drivers of the economy include:

- Luxury items.
- Travel.
- Streaming (Netflix, Showmax, Tubi, Amazon).
- Gaming, which is gaining more traction in financial markets than sporting events.
- Plant-based foods.

As more interest from consumers is generated, more advertising opportunities are created, and with that, strong economic growth. After Shapiro's talk, questionnaires were handed out to members for research purposes for Printing SA to understand its members' customers' needs better, before the event concluded with the handing out of certificates.

Printing SA stalwart Patrick Lacy received the honourable Gutenberg Award for his contribution to the industry, while the following new companies that joined Printing SA received their membership and pledge certificates:

- Garment Care.
- Konica Minolta.
- L7group.
- Eunique Printing.

Eunice Ngwenya of Eunique Printing, one of the original trainees of Printing SA's screen printing courses, has since started her own printing business.



David Shapiro, Sasfin Securities



Gutenberg recipient Patrick Lacy, with Elri van Zyl and Dr Abdool Majid Mahomed, Printing SA.



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R26,050. OKI A4 White Toner laser printer and RIP software. The printer can be used for printing T-shirt transfers and around 30+ transfers are included. The RIP software can calculate the exact cost of each printing job enabling you to quote accurately. Louise +27 (0) 82 563 1930 Knysna

SA ARGUS LASER 14 JAN
R172,500. 70W. Bed size: 1000 x 600mm. R150,000 plus VAT. Hardly used (internal use only). Machine is about two years old. Complete and ready to use. Pooven (+27 11) 875 9300 Kyalami

OKI COLORPAINTE W-64S 13 JAN
R115,000. Great condition. Prints well and recently serviced. Steve (+27 31) 705 3084 Durban

VERSALASER VLS2.30 13 JAN
R30,000. Work area: 406 x 305mm (16 x 12"). Laser platform interface panel. Five button keypad. Operating system compatibility. Requires a dedicated PC to operate. Compatible with Windows XP/Vista/7 32/64 bit. Optics protection. Laser options: 10, 25 and 30 Watts. Plumbed for compressed-air-based optics protection. Hennie +27 (0) 82 657 5530 Menlo Park

MIMAKI JV3 160 SP 8 JAN
R50,000. Printer is a one-owner machine, is 1,6m wide and in really good condition. Print heads have been replaced 12 months ago and print quality is excellent. The sale will include the workstation as well as all the residual inks in stock. Marius Blignaut +27 (0) 60 806 1503 Germiston

AUTOMATIC SCREEN PRINTER 8 JAN
R28,000. Start your own business with this easy to use American Cameo Automatic Screen Printer. Print 100 one colour estate agent Correx boards in 15 minutes. Screens and fittings Included. Easy to operate. Plug In 220V and print. Zane +27 (0) 73 507 6655 Krugersdorp

ROLAND SP300V STRIPPING FOR SPARES 6 JAN
Complete printer stripping for spares. Parts sold already: scan motor, print heads and cutter bearings. Everything else still in perfect working condition. Make me an offer on the complete printer or for parts. Brett's Digital Solutions +27 (0) 73 766 8390 Grasmere

VINYL STAND 6 JAN
R1,500. Steel vinyl stands for storing vinyl 610mm wide. Hold 30 rolls per stand. Stand on wheels for easy moving. R1000 each or R1500 for both (neg). Reason for selling: we don't have space for it and it is not being used. Julie +27 (0) 82 575 0785 Springs

EPSON TM-3500 LABEL PRINTER 2 JAN
R22,000. Full colour printer. Have had this machine for about 1 year and haven't used it much due to having two vinyl printers that cut as well. This printer is easy to use and it prints good quality die-cut labels. Jaco Coetzee +27 (0) 72 113 8488 Western Cape

VINYL CUTTER (FAULTY) 26 DEC
R2,000. Big vinyl cutter for sale. The rollers get stuck where vinyl is running on. Make me an offer. Armand +27 (0) 61 472 0612 Pretoria North

POLYESTER FABRIC 24 DEC
Polyester 420 D 105gsm polyester. For dye sublimation. We have about 1500 running metres x 1500mm that we imported. We ordered the wrong gsm. Take it all for R7.00. per running metre. Daryl Stegmann +27 (0) 82 555 2656 Johannesburg

ROLAND XR-640 PRINT AND CUT 21 DEC
R175,000, includes VAT but not the delivery. It has been a solid machine and never given us any issues but we need to create some space for the new machines coming in. Still in perfect working order, in daily use, regularly maintained and serviced through Tshwane Digital Solutions. Darryn Potgieter +27 (0) 82 783 4270 Midrand

ROLAND SP300 PRINT AND CUT 20 DEC
R45,000. Needs new heads as they dried up. Used for printing: canvas, stickers, T-shirts, wallpaper, posters etc. Vincent +27 (0) 83 498 5534 Randburg

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We are looking for an experienced welder to start immediately. Experience in application and installation as well would be beneficial. Interested persons should send their CV to liam@signarama.co.za. Signarama Edenvale Gauteng

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Requirements: computer literate; knowledge and understanding of wide format printer software such as Onyx and Roland VersaWorks; experience in wide format roll to roll and flatbed printing – usage, maintenance and cleaning; understanding of various print media, substrates and application and able to multitask and coordinate projects. Parrot Products juanitaws@parrot.co.za Gauteng

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SIGNAGE APPLICATOR**9 JAN**

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**PRODUCTION
ASSISTANT****8 JAN**

Looking for a production associate to assist with production. Experience in vinyl application, weeding, fabricating, vehicle wrapping, etc. is essential. Signarama Morningside info@signaramakzn.co.za KwaZulu-Natal

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responsible for the very busy daily flow of work in and out of the manufacturing plant and the monitoring installations and resources. Imajez/Medalist sales@imajez.co.za Gauteng

**VINYL APPLICATOR/
SIGN RIGGER****31 DEC**

Looking for a male with sign experience as vinyl applicator and sign rigger who is willing to relocate as it's a full time position. CK Signs cksigns@gmail.com Limpopo

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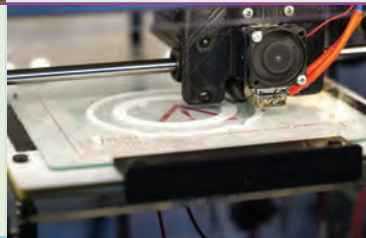


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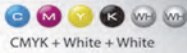


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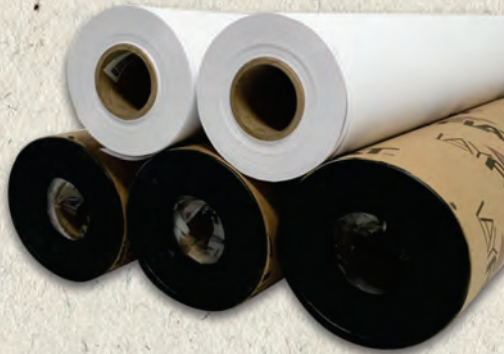
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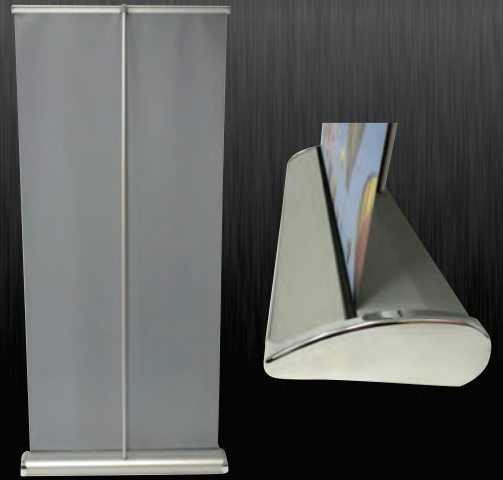
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