

# SIGN JOURNAL FOR THE VISUAL COMMUNICATION INDUSTRIES AFRICA

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## STIXO AT THE FOREFRONT OF SERVING THE SIGNAGE INDUSTRY

**STIXO**<sup>®</sup>  
SIGNAGE SUPPLIES

Stixo Signage Supplies do not only sell products, they sell top standard service as well. Making themselves available for their customers during the lockdown period was a top priority for them, no matter what requirements were needed to make it possible.

COVER STORY 24



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2021 PROMOTIONAL PRODUCT AND  
SUBLIMATION TRENDS



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MULTI-PURPOSE GRAPHICS ARE NOT ALWAYS  
SUITABLE FOR ALL JOBS



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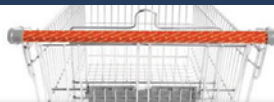
WHAT PRINTERS CAN DO TO BE MORE  
RESILIENT AND PROFITABLE IN 2021



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# 2021 SUBLIMATION and DTG SPECIALS TO GROW YOUR BUSINESS

## Epson Surecolor SC-F100

- Produce sublimated products with outstanding quality, colour and durability.
- Designed for hard surface imaging, custom merchandise and small-format fabric.
- Incorporates Epson's latest PrecisionCore® Micro TFP print head technology.
- Epson UltraChrome™ ink ensures consistent output with superior image quality.
- Economical operation with low power consumption and refillable tank system.
- Print on inexpensive A4 media using common Win/Mac graphic & photo software.
- Oeko-Tex™ certification ensures garments are safe for adults, children and infants.
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Easy to operate with a tilting display and integrated help.



Uses inexpensive A4 sheet media that is supplied in packs of 100 sheets.



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## Epson Surecolor SC-F500

This is our first 610mm wide dye-sublimation paper printer. It was developed to help promotional houses, photo labs, clothing producers and copy shops increase customer choice through flexible, high-quality printing.



24"

**CY-G2**  
Heat Press  
38x38cm

**CY-022**  
Mini Mug  
Heat Press

**COMBO DEAL R49 000**  
Epson Surecolor SC-F501 Fluorescent now available

## Rotary Heat Press SOT-1220

1220mm transfer width Oil Drum



Designed for Roll to Roll or Piece by Piece Transfer with continuous consistent results from start to finish. Press includes Auto tracking Systems

## Epson Surecolor SC-F6300

1118mm Wide paper width



Includes: Epson Edge Print Rip & Start up inks

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3 Year warranty on Epson LFP printers 44" & 64", Including Print Heads  
Includes delivery & installation in JHB. Other regions to be quoted.

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## Epson Surecolor SC-F7200

1625mm Wide paper width

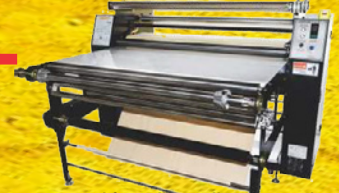


Includes: Epson Edge Print Rip & Start up inks

**COMBO DEAL R420 000**

## Rotary Heat Press SOT-64

1630mm transfer width Oil Drum



Designed for Roll to Roll or Piece by Piece Transfer with continuous consistent results from start to finish. Press includes Auto tracking Systems

## Epson Surecolor SC-F2100

Direct To Garment printer  
Includes: Garment Creator print software & Start up inks.

**R199 000**



## SpraJet Pre Treatment System for DTG

**R57 000**



## CY-G3

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# EDITOR'S NOTE

BY MEGGAN MCCARTHY, EDITOR

**Welcome to the new year, which we hope will be a new start and present opportunities to innovate and thrive. We also hope you and your loved ones are safe and healthy.**

We have announced a revised 2021 calendar, with the popular regional signage and printing events to be hosted in Gauteng, Western Cape and KwaZulu-Natal. The events are designed to re-energise the industry, inspire business owners with fresh ideas and cutting-edge technology. All events will comply with strict Covid-19 regulations to keep visitors and exhibitors safe.

Our front cover focus on Stixo Signage Supplies, who do not only sell products, they sell top standard service as well. Making themselves available for their customers during the lockdown period was a top priority for them, no matter what requirements were needed to make it possible.

Personalised and reusable shopping bags have been popular for a number of years, but these could be even more so this year, especially with retailers like Woolworths recently banning plastic shopping bags and people looking for trendy or unique reusable ones. Find out about other promotional product and sublimation trends to take advantage of.

What can printers do to make their businesses more resilient and profitable in 2021? Solimar Systems says the print industry is rapidly changing. Economic pressures, new working requirements and changes in print buyer demands are reshaping the space in which print providers operate. They detail some print technology trends we can expect to see this year.

John Tschohl says service recovery is key. A good recovery can turn angry and frustrated customers into loyal ones. It can, in fact, create more goodwill than if things had gone smoothly in the first place. When you falter (and we all do) you can count on customers contacting you to let you know what you have done. It is up to you how to diffuse the situation and put a smile on that customer's face.

The first facet of creating the perfect digital communication design is research. Start with a brand style guide and required content. Most organisations have brand guidelines and these are important for gaining insight into the colours and visual style considered acceptable by your company. Read more about what else to do to create engaging digital signage.

**Signing off**  
**Meggan McCarthy**

[meggan@PracticalPublishing.co.za](mailto:meggan@PracticalPublishing.co.za)



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# HOT NEW PRODUCTS

## HP DesignJet Plotter Range

The range includes the HP DesignJet T200, T600 and Studio series. They are intuitive and easy to print with, so that architects, engineers and construction professionals can focus on what is important. The increase in demand for different workspaces forces us to search for ways to meet space requirements and adhere to budgets. The HP DesignJet T200, T600 and Studio series are the world's smallest plotters designed with sustainability in mind. [www.midcomp.co.za](http://www.midcomp.co.za)



## GCC LaserPro LFC II Workstation

The workstation inherits the functions from the previous generation. It integrates various processing modes and exclusive accessories into its design to meet customers' needs. The LFC II has the same safety standard as LFC, which is an EN-60825-1 class 1 compliant device to ensure operation safety. It features a standard 700 x 400mm table for large objects or batch marking as well as an automatic door with anti-pinch device that ensures safety operation. [www.gencotechlasermarking.co.za](http://www.gencotechlasermarking.co.za)



## Textile Framing System

The system is like a textile box, and is put together with connectors. No welding or sewing is required, just hemming tape. It is backlit and features easy portability. Also new from the company is the vehicle wrapping toolkit. It contains specialised tools for the application and removal of vinyl and features over a dozen instruments in different colours. [www.ecosignagesupplies.co.za](http://www.ecosignagesupplies.co.za)



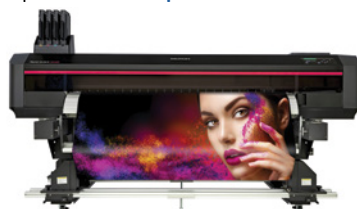
## Summa Improved Flatbed Cutters

The new F1432 flatbed cutter opens the possibility to process popular 137cm (54") roll widths more efficiently. Moreover, the increased working length gives a sufficient margin to easily cut 3m (10 foot) jobs. For many businesses, this size represents the ideal interim solution between the F1612 and F1832 size. Another major update on the F Series is the integration of a Safety System on all F Series models. The ADC feature on the F Series automatically sets the knife depth and the orientation of the knife/tool. Summa has also made ADC left standard available for all F Series models. [www.fujifilmgraphicsystems.co.za](http://www.fujifilmgraphicsystems.co.za)



## Mutoh Take-Up System

The new IJ-TUP100-01 feed and take-up system will offer print providers all-round flexibility. It is quick and easy to fit to the original stand. The finished output is automatically wound to maximise production efficiency and speed up the workflow. The system is designed for their XpertJet roll-to-roll 162cm sign and display printers. The new 100kg feed and take-up system is mounted onto the original stand of any XpertJet 1641SR/1682SR and is an addition to the existing Mutoh 30kg/40kg take-up units. [www.mipstech.co.za](http://www.mipstech.co.za)



## Tanzanite Blue LED Module For Signage

The quality of the blue LED's (specifically in signage) in South Africa has been a growing concern for Exion, as the colour is often dark and lacks appeal, especially when seen next to other colours. Exion has introduced these new LED modules to combat this problem. [www.exion.co.za](http://www.exion.co.za)



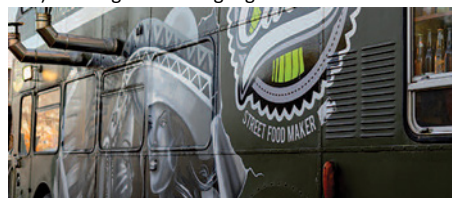
## Caldera Textile Printing Drivers

The drivers are for the Epson SureColor SC-F6300, as well as the CSC Screen Zeus X V. Both drivers have been developed to expand CalderaRIP's offer in textile printing. The release of two textile print/printer drivers are for CalderaRIP Version 14. These new drivers expand the user's ability to print on textile substrates and enlarge Caldera's dye-sublimation and hybrid direct to garment (DTG) supported peripherals. Both drivers will allow users to achieve quick, precise and profitable textile printing with peace of mind. [www.midcomp.co.za](http://www.midcomp.co.za)



## HEXIS PVC Film

The 200Evo's Take Heat Easy® technology is the result of a combination of a solvent based adhesive and a micro-structured liner. This innovation has been specially designed to reduce the initial tack and immediate adhesion. Ease of repositioning, print quality and optimal durability are all assets that will allow customers to express their creativity with unlimited possibilities and installers to use it conveniently on flat or slightly curved surfaces, for 2D wrapping projects (buses, lorries, fleet vehicles etc.) and large format signage. [www.falconsa.com](http://www.falconsa.com)



## ProMedia Gorilla Tack

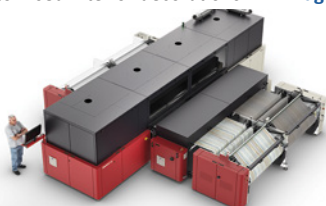
This is a self-adhesive, printable, vinyl opaque finished PVC release paper. The product has a double-sided PE coating. It is best used for indoor and outdoor signage, vehicle advertising and product labels. Gorilla Tack is available in white gloss or matte. [www.sytech.co.za](http://www.sytech.co.za)



# HOT NEW PRODUCTS

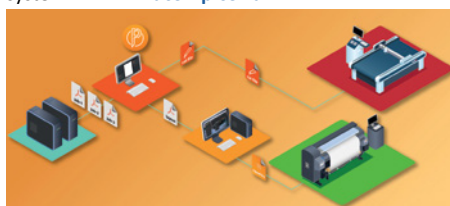
## Agfa InterioJet 3300 Inkjet System

The system is built on the same inkjet printing platform as Agfa's award-winning heavy-duty Jeti Tauro LED UV printing press for sign and display printing applications. It delivers the same printing reliability – now with printheads, inks and a drying system tuned to water-based pigment inks. The multi-pass, water-based inkjet system for printing on decor paper is used for interior decoration, such as laminate floors and furniture. It boasts consistent print quality and enables the creation of customised interior decorations. [www.agfa.com](http://www.agfa.com)



## Midcomp PrimeCenter

PrimeCenter acts as a control centre for generating print and cut files, helping to create an efficient and productive prepress workflow. Users can create nested print and cut layouts in just a few clicks. The software was developed by Caldera and inspired by Zünd Systemtechnik AG. Although the product was designed to work seamlessly with Caldera RIP software and Zünd Swiss cutting systems, the software outputs PDF's that can be used with any printer, including: HP, Roland, Mimaki, swissQprint and EFI VUTEk, and with almost any digital cutting system. [www.midcomp.co.za](http://www.midcomp.co.za)



## Metamark Signage Accessories

Metamark now offers a range of high quality accessories for sign, graphic and vehicle wrap professionals. Metamark's pre-application spray-on cleaning products ensure a pristine surface. The company has added an Application Fluid, as well as the 'Silver Bullet' Pro Wall Primer. The cutting and application tools have also been extended, now including Metamark branded rulers and tape measures, as well as a selection of cutting mats, more knives and blades. [www.sytech.co.za](http://www.sytech.co.za)



## IU-1000F UV-LED Flatbed Printer

The large format UV-LED flatbed printer is designed to meet the diverse needs of sign and display shops with breakthrough performance. Equipped with 12 high-performance printheads in a staggered 3-row arrangement, it can print up to 635 x 1800dpi with variable droplet technology, which can simultaneously fire three sizes of droplets at high speed. [www.rolanddg.co.za](http://www.rolanddg.co.za)



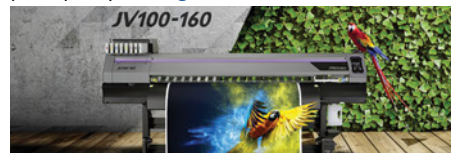
## Muggit Sublimer

This is a printable acrylic, a product that prints well, yet can also be bent into practically any shape or form with the application of heat, without damaging the print. Almost anything that can be done with standard acrylic can be achieved with this product, including laser cutting, with the added benefit that it is printable on both sides. When decorating with sublimation, the print goes into the substrate and is thus extremely hardy. It is very difficult to damage the product under normal wear and tear conditions. It can also be used safely on floors. [www.jgelectronics.com](http://www.jgelectronics.com)



## Mimaki JV100-160

The printer adopts the recently developed, fast drying eco solvent ink 'AAS', which reduces graininess and allows for fine details even when printing images with high volumes of ink. The printer uses Mimaki's new Dot Adjustment System feature, developed to support a streamlined and efficient printing process. Dot adjustments are normally done manually every time the user changes the media type, however, this new function performs drop position adjustment for bi-directional printing and media feed compensation automatically to ensure perfect alignments and print quality. [www.gsw.co.za](http://www.gsw.co.za)



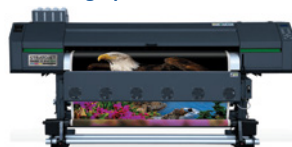
## Mimaki 3DUJ-2207 3D Printer

The printer represents a huge step forward for detailing and post-processing, with the unique combination of its full-colour capabilities and water-soluble support materials enabling super-fine details to be printed in vibrant colours, and then beautifully preserved without the substantial breakage risks usually associated with manual cleaning, painting and finishing. Additional features such as Mimaki's trademark clear resin can be utilised alone or mixed with colours to achieve varying levels of transparency. [www.gsw.co.za](http://www.gsw.co.za)



## Hawk Printer

The 1.8m StratoJet Hawk 165 Clean Print is a roll-to-roll printer that uses eco synthetic inks that are truly water based and suited perfectly for printing on all types of roll media used on solvent, eco-solvent or latex printers. The evaporation process dries the inks instantly for handling, laminating or cutting with no VOCs, no smell, no degassing and durable and low cost. With 2840dpi high definition output, Hawk Clean Print uses Adjusted Dot Placement Technology (ADPT) to ensure prints have vibrant colours along with smooth gradations in skin tones and sharp text. [www.intamarket-graphics.co.za](http://www.intamarket-graphics.co.za)



## Avery Dennison Supreme PPF X5

This is the company's most advanced next-generation paint protection film, providing ultimate performance and extreme protection, while enhancing the vehicle's finish. Using the Xproof Plus™ top-coating technology, this film keeps vehicles looking brand new for longer by protecting it from rock chips, insects, stones and harsh weather. The water and dirt repellent top-coating enables easy cleaning and low maintenance. [www.averydennison.com](http://www.averydennison.com)





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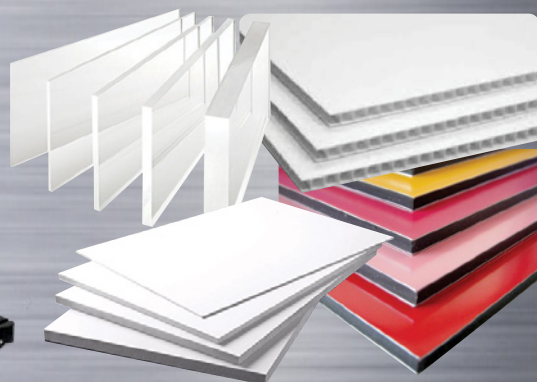
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SIGNAGE ACCESSORIES



RIGID SUBSTRATES





# HOT NEW PRODUCTS

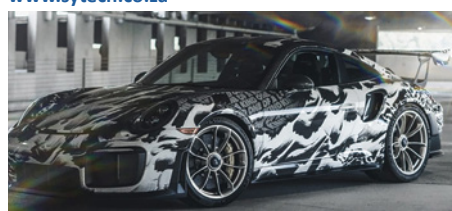
## Durst P5 350 HS

This is the newest member of the P5 technology platform with Durst Automat, the fully automated inline solution that makes production processes far more versatile and efficient for customers. It can print at over 600sqm per hour, which is twice the speed of the Durst P5 350 standard model, thus being the most productive hybrid printer in the market. It can be configured with up to nine colour channels including light colours and white, and varnish for special multilayer printing applications such as 'Day and Night'. [www.durstsa.co.za](http://www.durstsa.co.za)



## Arlon Vehicle Wrapping Cast Vinyl

The new high-performance cast vinyl is available for fleet and vehicle wrapping applications. With the same high performance in hot temperatures and new cold weather features, this fast adhesive bond film is designed to perform its best in a wide temperature range. The ultra-repositionable SLX®+ with FLITE Technology®, deep channel warranty and exceptional multi-surface adhesion facilitates the fastest and easiest installs. This is the ideal product for large amounts of fleet applications. [www.sytech.co.za](http://www.sytech.co.za)



## CNC Routers And Hand-Down Rollers

The 2021 model CNC routers and hand-down rollers are available in different variations. R-1325C/30L features a 3kW, 220V spindle, with a clamping table. R-1325C/55L features a 5.5kW, 380V spindle, with clamping table. R-1325K/55L features a 5.5kW, 380V spindle, with a vacuum table. Dimensions for these models: 2050mm x 3050mm x 300mm. Compressed air operated hand-down rollers include: R-ROLLER/1300, 1300mm and R-ROLLER/2000, 2050mm. [www.am.co.za](http://www.am.co.za)



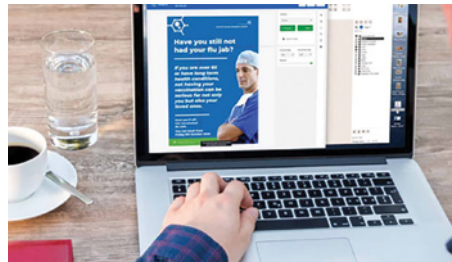
## Display Solutions And Eyelet Presses

The new A-Frame is foldable, double-sided and allows the user to slide panels on both sides. The display solution is ideally suited for indoor applications such as shopping centres. The semi-automatic eyelet press is self-feeding – a user can feed eyelets into the box that is attached to the device, ensuring automatic feeding of eyelets. It is ideal for PVC or Correx. [www.ecosignagesupplies.co.za](http://www.ecosignagesupplies.co.za)



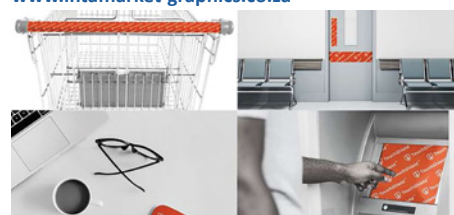
## Vpress Web To Print Engine

Issues with artwork resolution, poor design and misuse of brand guidelines all require teams to intervene and perform multiple manual tasks to set it right – reducing productivity and efficiency to keep the customer happy. Dynamic Editor 4.0 web to print engine enables customers to enhance their value delivery, reduce unnecessary support hours spent on each account, thus increasing their profitability. [www.jlconsulting.co.za](http://www.jlconsulting.co.za)



## TouchShield Protective Film

TouchShield™ is a protective film that features protection against 93.41% of viruses and 99% of bacteria, and is certified to ISO 22196 and ISO 21702. ISO 21702 measures antiviral activity on plastics and other non-porous surfaces of antiviral treated products. TouchShield™ measured an outstanding proficiency in excess of 93% against an enveloped viral strain. The clear, watermarked antimicrobial film can be integrated within all retail, medical and public sectors. [www.intamarket-graphics.co.za](http://www.intamarket-graphics.co.za)



## Caldera Driver For Mimaki Printer

Caldera has announced the release of a new Mimaki SWJ-320EA driver for CalderaRIP Version 14. This new driver expands the award-winning software's long list of supported peripherals and further enhances its user experience. With the latest Version 14, users can benefit from a range of new features designed to boost productivity and make considerable time-savings. With Smart Import, users can extract the targeted printer and presets and automatically set up the driver parameters when dragging and dropping files in the print client or processing the file in hotfolders. [www.midcomp.co.za](http://www.midcomp.co.za)



## EUROLITE Twin And Multiwall Polycarbonate Sheets

The sheets are manufactured from high quality polycarbonate resin. These reflect heat and transmit light. They can transmit maximum 80% and minimum 25% of light at a significantly low heat transmission level, which guarantees the most favourable illumination with utmost comfort. They are ideal for signage. Applications: billboards, signage, displays, skylights, pergolas and more. [www.allrich-sa.co.za](http://www.allrich-sa.co.za)



## Roland LEC2 Printer/Cutter Range

The series of wide format printers/cutters offer unmatched production capabilities, including creating unique special 3D effects using UV ink and contour cutting printed images on demand. Newly developed EUV5 ink supports CMYK as well as Clear, White and Primer and expands the colour gamut while producing vivid full-colour prints with special effects like simulated embossing and gloss or matte finishes. The printhead and LED lamps enable an even higher level of print quality and colour saturation. [www.rolanddg.co.za](http://www.rolanddg.co.za)





# HOT NEW PRODUCTS

## SC-F100 A4 Dye Sublimation Printer

With the footprint of an A4 desktop printer, Epson's first SC-F100 A4 dye sublimation printer – available soon in South Africa from Chemosol – is ideal for producing promotional goods and personalised gifts such as mugs, key fobs, phone covers and other small merchandise items, when space is at premium. It also meets the needs of textile producers that want to create bespoke products.

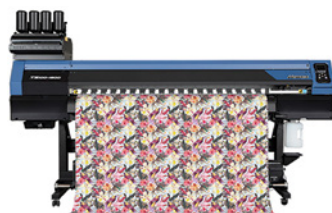
[www.chemosol.co.za](http://www.chemosol.co.za)



## Mimaki Sublimation Transfer Printer

The TS100-1600 offers an ideal balance of operation performance, image quality, speed and cost. It is suited for textile and apparel applications. The Nozzle Check Unit automatically detects the status of nozzles using the sensor and performs auto cleaning when a missing nozzle is found. The Nozzle Recovery System automatically replaces defective nozzles with other nozzles if there is a problem left unsolved by the nozzle cleaning.

[www.gsw.co.za](http://www.gsw.co.za)



## GCC E200 40W Laser Engraver And Cutter

The desktop engraver and cutter features a 510mm x 330mm working area and its front door can open to accommodate larger working material. The E200 features a DC servo motor, faster speed and better precision. One of the important functions is true stamp making, which allows users to make good quality rubber stamps.

[www.gencotechlasermarking.co.za](http://www.gencotechlasermarking.co.za)



## Stahls' Flocked Vinyl

This durable and flocked vinyl can be layered on itself to create multi-coloured, dimensional looks that are perfect for any customer. Amp up designs with over 18 colours ranging from traditional black, white and royal, to more trendy ones like pale pink, lemon and turquoise. It is ideal for adding texture to apparel and more.

[www.stahls.com](http://www.stahls.com)



## HP Latex NeverTear Banner

This is a 180g large format, matte, lightweight and tear-resistant paper for use as a banner and poster. Applications include point of sale, framed displays and window advertising. NeverTear is fully compatible with HP Latex printers as well as water-based pigmented printers including Epson, HP and Canon.

[www.regma.co.za](http://www.regma.co.za)



## Brother DTG Bulk Ink System

The system features optimal print height, reduced maintenance times, industrial white printhead design and high speed print mode. Less maintenance means no need for morning preparation anymore. The new cap design leads to a considerably shorter purging time. The white ink printhead design allows the usage of more nozzles than previous models.

[http://colorscreen.co.za](http://http://colorscreen.co.za)



## Polyprint Snap-On Face Mask Platen

Garment decorators can now broaden their printing portfolio with personalised face masks. Polyprint's 2-in-1 face mask platen allows TexJet users to print on both fit and flat type masks. Direct-to-garment printers can now use one main platen with two different set-up options. Options include: the fit type for triangular masks and the flat type for flat masks.

[www.rexxscreendigital.co.za](http://www.rexxscreendigital.co.za)



## EFI VUTEk Q3r And Q5r UV LED Printers

The superwide-format printers deliver expanded capabilities for a wide range of challenging, high-volume applications, with premium features such as multi-layer white and high-value in-line finishing, collection and auto backlit and blackout options that help users achieve a remarkably low total cost of operation. The printers produce a wide range of challenging applications, like the most demanding premium POP with multi-layer white and cosmetics displays.

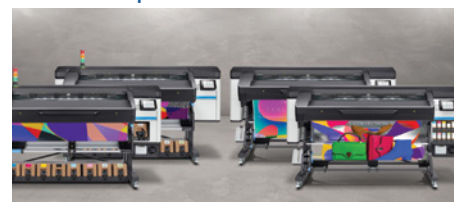
[www.efi.com](http://www.efi.com)



## HP Latex Printer Portfolio

The range consists of four devices: the HP Latex 700 and 800, and the HP Latex 700W and 800W, which offer white ink capability for the first time in this category. Updated printheads possessing more nozzles and producing speeds of up to 36sqm/hr allow the HP Latex 800 and 800W to offer 50% higher productivity levels compared to previous HP models. Print jobs executed on the 700/800 series will deliver with vivid colours and finer image and text details.

[www.graficomp.co.za](http://www.graficomp.co.za) and [www.midcomp.co.za](http://www.midcomp.co.za)



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# SIGN INDUSTRY NEWS

## Midcomp's Latex Digital Printing Machine Increases Business's Output

The addition of an HP Latex 335 digital printing machine – installed by Midcomp – to Design Guys' print stable has been pivotal in increasing general print output, as there is no need to wait for prints to de-gas, and as a result, the company can print and send directly to any of its national clients.

The HP Latex 335 is a 1.6m wide print and cut system, designed for printing indoor and outdoor materials. It delivers print jobs fast, using healthier Latex water-based inks and produces durable, scratch-resistant prints comparable to hard-solvent inks. Water-based HP Latex Technology is unique – delivering a combination of true application versatility, high image quality, high productivity, and a sustainable approach that is better for operators, businesses and the environment.

'Colours are accurate and sampling is a breeze. In fact, this printer has taken a lot of work away from some of the other machines,' said Design Guys' national manager Andre Bernard, who was also impressed by Midcomp's service. 'The service is in a class of its own, especially when comparing it to the service we have received from other print suppliers.'

'They have been absolute professionals from the start and even after the sale was completed – this is where other companies generally disappear. They still check in and make sure that everything is going smoothly. From machine sales to consumables and technical support, they have been faultless.'

Design Guys' service offering is extensive. More than two decades ago, it comprised mostly of safety and warehousing signs, but as the industry grew, its offering had to keep pace. The company now fabricates intricate signs using all manner of raw materials from plastics, woods, metals



Willem and Andre Bernard, Design Guys.

and even on occasion concrete and other non-traditional raw materials.

The company generally does not deal with the public, keeping its production pool clean to provide its long standing clients and targeted industries the service that they enjoy and have grown accustomed to.

'We pride ourselves on these tight-knit relationships as they have been pivotal to our success, and have enabled us to reach new markets outside of South Africa and insulate us during these tumultuous times,' added Bernard.

[www.midcomp.co.za](http://www.midcomp.co.za) and  
[andre@designguys.co.za](mailto:andre@designguys.co.za)



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# SIGN INDUSTRY NEWS CONTINUED

## Maizey Plastics Announces New Branch Managers And Sales Branch Relocation

Maizey Plastics recently announced three new branch managers, as well as a relocation of its Wadeville sales branch.

**The new branch managers include:**

- Andrew Rowling, Richards Bay.
- Chantell Lubbe, Pretoria West.

- Richard Maizey, Durban.

'We would like to welcome the new managers and wish them well in their new positions,' said Wessel van der Merwe, CEO Maizey Plastics. 'Branch managers form the backbone of our organisation and have a huge responsibility on their shoulders.'

We have a strong focus on career pathing from within the business, but also balancing the expertise with appointments from outside of our industry for diversity and a fresh outlook. We are confident that these individuals have the right credentials and positive attitudes to best serve our customers.'

Maizey Plastics has also relocated its Wadeville sales branch. Maizey's Wadeville sales team are excited to be of service to customers at their new, renovated premises. The premises are located at the corner of Barracuda and Lantern Road.



**New branch managers: Andrew Rowling, Richards Bay, Chantell Lubbe, Pretoria West and Richard Maizey, Durban.**

[www.maizey.co.za](http://www.maizey.co.za)

## DNA Services Announce Health And Safety Consultancy Division For Signage Contractors

DNA Services Training and Consulting recently launched its Health and Safety Consultancy division. According to the company, many signage industry contractors do not have any idea on what is actually required for a safety file or what the minimum basic compliancy regulations and requirements are for installation/rigging staff.

DNA's primary objective is to assist its clients in achieving compliance, in accordance with the Occupational Health and Safety Act (Act 85 of 1993), including regulations and safety standards.

A qualified officer will manage all aspects of health and safety on your work site and ensure all the correct procedures are followed, through regular consultancy. DNA's experienced Safety Officer, Brent Pretorius, will manage the process.

The company looks forward to assisting businesses wishing to obtain compliance.

**Consultancy services**

- Compilation of site specific safety files.
- Baseline risk assessments.
- Issue based (task specific) risk assessments.
- Safety audits.
- Method statements.



- Safe work procedures.
- Incident investigation.
- Onsite Hazard identification.

- Onsite risk assessment.

[www.dnaservices.co.za](http://www.dnaservices.co.za)



## Stixo Signage Supplies Expands Johannesburg Premises



Stixo Signage Supplies has expanded its Johannesburg operation with the addition of warehousing space, as well as a despatch and sales area, along with a walk-in shop and showroom area to cater for an increased product range.

'The premises allows for ease of access and more parking,' said Asif Sidik, Managing Director, Stixo. 'We are continuously striving to achieve a complete product range for the signage industry, and become a one-stop company and solutions provider to our clients – offering everything they need under one roof.'

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

The company is solitary owned and managed, ensuring individualised services to each client and swift decision making. The managing team aims to further partner with international well-known companies, bringing world class brands into the South African market.

[www.stixo.co.za](http://www.stixo.co.za)

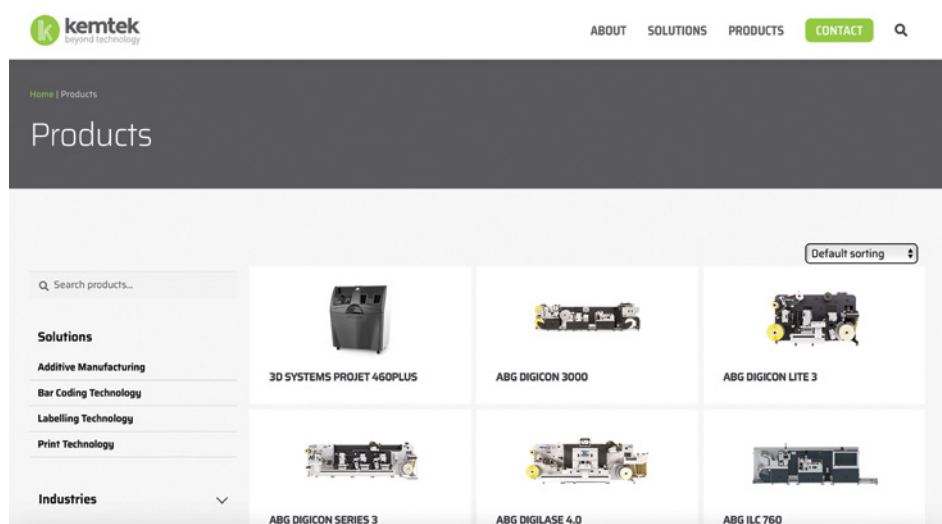
## Kemtek Imaging Systems Announce New Website

Kemtek have redesigned their website to give it a clear and contemporary look and feel. They have reworked the navigation so users can find what they want in fewer clicks.

The new website's improved user experience allows visitors to navigate the site by solutions, brands or products. It is the latest stage of Kemtek's evolution into a company that is going beyond technology.

'The improved user experience is only half the story, however. Just as importantly, we've continued to shift our emphasis to providing solutions. Not just devices, but services that will enable you to get the most from your investment in the latest print and large format technology,' said Karen Stretch, Head of Marketing and Sales Support, Kemtek Imaging Systems.

[www.kemtek.co.za](http://www.kemtek.co.za)



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# SIGN INDUSTRY NEWS CONTINUED

## Midcomp Installations Create New Signage And Printing Opportunities

Independent Packaging and Print Group (IPAK) has purchased a range of equipment – including most recently a Zünd G3 L2500 – from Midcomp, with which it has had a long-term relationship since 2013. The solutions have created new signage and printing opportunities for IPAK in the digital space.

Independent Packaging was established in 1991. As specialists in the manufacture and supply of corrugated packaging, the company has added on litho and commercial printing to its services over the years and today runs a few facilities. Head of operations Jaco Malan explained that the company saw the need to diversify and has now branched into large format digital print and finishing, of which now they are able to do signage on a large-scale through their significant investment in machinery from Midcomp, which also includes an HP Latex 335 printer, HP Latex 64 cutter and a JHF V2800 LED UV flatbed printer.

### Zünd G3 L2500

The machine can cut sheets up to sizes of 2.5 x 1.8m, with not just a cut, but a router application. A full-on signage machine, it had all the ‘bells and whistles’ added for corrugated packaging, as the machine is customisable. ‘We do a lot of printing on foam board, Plexiglas, ABS, wood and aluminium, so we can customise the cutting of these substrates with various tools and accessories,’ said Malan.

The machines have created new markets in signage, POS and displays for the company, particularly in the retail space, as well as very small-run bespoke packaging in-house.

‘We previously did signage on a small scale, but it was outsourced. Now we can do signage at any time, and have seen significant growth. Covid-19 also created a big e-commerce market, so we have seen many new customers requesting short run package box orders. In this instance, we can print samples for customers, and if they are happy, they sign off and we can print more.’

### HP Latex 335

Malan explained that the company needed a machine for in-house proofing and sampling. Since the installation, the machine has been very useful, especially with its instant drying. ‘With this machine, we can print on a lot of media, and can do a lot of short-run label work. In terms of label work, this has opened a new market for us, and the machine runs every day for this.’

Malan said that by using the ‘take on reel’, one can load a job for printing before going home at 5pm, leave it to print on its own, and it will be ready the next morning.

The machine can also produce a lot of poster work,



The IPAK team with the HP Latex 335 and HP Latex 64.

PVC banners and print on stretchable canvas. It also has very good colour accuracy.

### HP Latex 64

A stand-alone unit, the cutter works hand-in-hand with the L335, and came as part of the same package. It also features self-registration and self-alignment thanks to the L335's barcode printing feature. The machine features different kinds of cutting and is perfect for labels. Other features include an HP media basket, optimised workflow management, efficient job recognition and much more.

### JHF V2800

The company saw the machine as an ideal opportunity to get into the large format space: ‘We were confident that it was a good quality machine because it is distributed and maintained by Midcomp, which is a very reputable company,’

Malan said. ‘It can process substrates up to 2.4m wide, with a 2.4 x 1.3m area, which is a very good size. The print quality and speed is also good. It can print white and CMYK, has UV curing and prints bi-directionally.’ As the second installation in South Africa, the machine was initially kept in Midcomp's iHub to work while IPAK's newly built digital facility was being finalised.

Malan described the service from Midcomp as excellent with ‘very good after sales service’. He also mentioned plans for additional modifications to the Zünd, such as adding on a conveyor and reel-to-reel system, as well as Caldera RIP software. The company is also looking at getting an even bigger JHF flatbed (3800 Vista that can accommodate substrates up to 3000 x 2500mm).

Watch the video [here](#).

[www.midcomp.co.za](http://www.midcomp.co.za) and  
[www.ipak.co.za](http://www.ipak.co.za)



## CMYK Industries Grows Specialised Digital Printer Range In Africa

CMYK Industries has announced that it now sells its specialised digital printers in Malawi, Nigeria and Ghana.

Owner Patrick Naude said, 'During the Covid-19



lockdown, and even prior to Covid-19, we were searching for an opportunity to grow the iColor brand of specialised digital printers into Africa. The toughest challenge we are faced with is finding the manpower – skilled enough to travel into Africa – and trying to find the right partners to resell our brand.

'Covid has allowed us to almost take a back seat and relook at how we will market the products, and offer training. We have successfully trained and installed products at most of the users with the online platforms available, as vast numbers of product videos are available online once you purchase our systems. We are always looking for the right partner that is locally based in an African country, and that can offer local back-up service and support.'

According to Naude, the company had many product queries during the lockdown period, possibly due to people being at home, and researching business opportunities and ways to

generate an income.

He also said that Nigeria seems to be extremely busy, and the other areas are ticking over, and learning and finding business. 'The type of work they are generating is definitely as good as local work I have seen, and they are using our machines to the full 5-in-1 one capabilities. I am very happy with how things have progressed.'

CMYK Industries' top selling machine is the iColor 540, an on-demand full colour + white digital printer for in-house production of apparel, marketing customisation and textile transfer markets.

'What I find most interesting is that people we have dealt with have done extensive research online about us and our products. I find that they do not try purchase cheaper supplies and media, as they use us for support,' added Naude.

[www.cmykindustries.co.za](http://www.cmykindustries.co.za)

## Midcomp Consumables Partners With Vested Capital To Distribute Dye Sublimation Paper

Midcomp Consumables has partnered with Vested Capital to distribute Kaspar Papir's specially engineered media for dye sublimation printing.

The high performance papers cater to a wide range of applications within the digital printing industries worldwide. Kaspar Papir is compatible with most printers currently available on the market, including high-speed industrial printers.

'Kaspar Papir from Vested Capital provides Midcomp Consumables with another premium brand to add to its existing product range. It is the perfect synergy for the HP Stitch dye sublimation printers that form part of the Midcomp product portfolio.

The HP Stitch creates sharp, vivid graphics, from team uniforms to technical outfits, fashion garments and banners. The printer achieves consistent colour year after year, even as environmental conditions change.

'Kaspar Papir dye sublimation paper allows the HP Stitch to print at top speed while producing high-

resolution textiles in richly saturated colours. It is dye-sublimation printing reinvented,' said Rakesh Rosen, MD at Midcomp Consumables.

The dye sublimation paper product range comprise Superlite45, Lite65, Speed85 and Heavy105 in widths ranging from 1,62m to 3,2m, and includes Sticky85 medium and hard tack. Key benefits include excellent transfer yield, very high ink release, fast drying time and less cockling.

The quality of each plotter roll is consistent and boxed with protective casing, with no local rewinding to minimise the risk of handling.

'Our collaboration with Midcomp Consumables is the next step to establish Kaspar Papir as the premium dye sublimation paper of choice in South Africa,' stated Conrad Beer and Eckhardt Kröhnert, directors of Vested Capital.

[www.midcomp.co.za](http://www.midcomp.co.za) and  
[www.vestedcapital.co.za/shop/sublimation-paper](http://www.vestedcapital.co.za/shop/sublimation-paper)



## LEDs & Transformers for signage

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### Transferring A Gold Foil Logo Onto Glass



[WATCH VIDEO HERE](#)

In this video, Uprint Digital Direct's business manager Jordan Steinbach demonstrates how to transfer a gold foil logo onto glass.

#### Steps:

- Dip the cloth into the activator.
- Hand coordination is important.
- Apply medium pressure.
- Heat up with a heat gun at full temperature.
- Focus heat and apply evenly.
- Cleaning is important.
- Heat up the glass.
- Apply the foil with thick cloth.
- Allow for cooling.
- Peel.
- Spray the chemical to make the product dishwasher safe.
- Place in front of a fan for drying before heating again.
- Heat the logo again with the heat gun.

[www.uprintsa.co.za](http://www.uprintsa.co.za)

### Laser Engraving And Cutting Coasters



[WATCH VIDEO HERE](#)

In this Sign Africa Live video, Trotec Laser South Africa demonstrate how to create coasters using different materials, through laser engraving and cutting. The materials that can be used include acrylic, wood and cork, and the settings in the machine vary according to which material is being engraved and cut. Health and safety tips must be observed too, such as ensuring clean equipment, good extraction and the right choice of materials.

[www.troteclaser.co.za](http://www.troteclaser.co.za)



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Sublimer Trophy - Africa



Sublimer Swizzle Stick



Sublimer Ornament Flower-5



### Sublimation Acrylic sheets can be used for:

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- Wedding signage
- POS & retail signage
- POS shields (branded)
- Photographic light boxes
- Photographic ash trays
- Floor & wall tiles
- Placemats & coasters
- Kitchen splashback in full photo colour
- Bathroom decorations



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# INTERNATIONAL NEWS

## HP Selected As Partner To Pioneer 3D Printing In Golf



Reinvention plays a crucial part in innovation and Cobra's LE 3D printed Supersport-35 Putter represents a revolutionary advancement in the way golf clubs are designed and manufactured.

Cobra Golf has announced the first of its revolutionary products featuring 3D printing technology. The King Supersport-35 putter, developed over the past two years in collaboration with Cobra engineers and the teams at HP and Parmatech, features a fully 3D printed metal body with an intricate lattice structure to optimise weight distribution and deliver the highest-possible moment of inertia (MOI) in a blade shape.

Born out of a forward-thinking philosophy, Cobra selected HP as its partner to pioneer 3D printing in golf due to the advantages that their Metal Jet Technology presented over traditional manufacturing and other 3D printing methods. With its quicker processing time, and greater design adaptability, its engineers were able to design, prototype and test multiple iterations and bring the product to market much faster than traditional manufacturing methods.

Cobra and HP began working together in early 2019 and, by early 2020, the team had created 35 different design iterations over the course of eight months. In addition to this launch, the brands are working together on a strategic, multi-year product roadmap, that leverages the design and manufacturing benefits of HP's additive technologies to deliver future golf equipment that raises performance and golfer satisfaction to new levels. This is just the first foray into what promises to be a significant element in future Cobra golf clubs. Cobra has plans to launch two additional products in 2021 that feature 3D printed technology.

'To continue innovating and transforming the way equipment is manufactured, we worked with HP and Parmatech to take advantage of the benefits of Metal Jet technology,' said Jose Miraflor, Vice President of Marketing, Cobra Golf. During the

development of the King Supersport-35 Putter, we saw immediate benefits from this process, including design freedom, rapid design iteration and high-quality parts that meet our economic demands. 3D printing is accelerating design innovation, and this breakthrough putter will help usher in a new era for the sporting equipment industry at large.'

'The power of personalisation enabled by 3D printing delivers completely reimagined consumer products and experiences,' said Uday Yadati, global head of HP Metal Jet, HP Inc. 'This first of its kind putter is a shining example of the disruptive design and production capabilities of HP Metal Jet 3D printing technology. Cobra's commitment to innovation and competitive excellence combined with the technical expertise and leadership from Parmatech has led to a breakthrough design win for golf fans around the world.'

[www.hp.com](http://www.hp.com)

## Zünd Cutter Installation Increases Productivity



Angel Totochev, Director at EasySkinz Ltd has always been an admirer of the Zünd cutters for many years and decided it was time to invest in a purpose-built digital cutter which will give him the precision he requires. Having spoken to Zünd UK, he decided to send in some materials for testing and was very impressed with the 0.2 mm tolerance Zünd achieved.

EasySkinz make attractive wraps that keep the original design and style of the device. The idea started as a family reaction against the bulky and unattractive cases on the market which hid the essence of the devices and rapidly grew to a successful family business shipping its products to 140 countries a month. With a professional background of more than 27 years in the design industry, EasySkinz is now a leader in manufacturing the highest quality skins and meeting the needs of more than 300,000 customers all over the world.

Totochev said, 'At EasySkinz we keep the original design of the device while we add individuality to

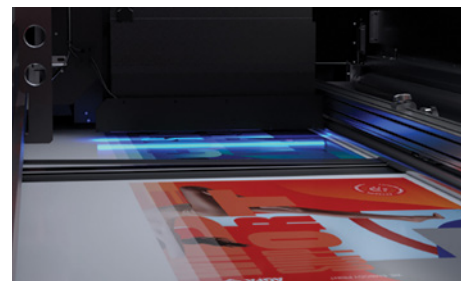
it. With our wraps you will always stand out from the crowd with a new colour or a picture that resonates with your favourite outfit, styling, or car colour. With EasySkinz it is almost impossible to see another person with the same wrap as yours. Our professional designers put their hearts into creating new forms, designs and ways of application and this makes our skins exclusive for every model.'

In recent years, the company has faced a growing challenge of cutting intricate skin parts for new mobile devices. With technology developing and mobile devices becoming more and more compact with smaller charging ports and built in speakers, precision has become more important than ever. The company's vinyl cutters were quickly finding themselves out of their depth with intricate parts requiring better cutting accuracy.

During his demonstration day at the Zünd UK HQ in St Albans, Totochev quickly realised the other benefits the Zünd technology would bring to his business. Totochev said, 'Previously when we processed self-adhesive vinyl rolls on a conventional vinyl cutter, we had to factor in the moving compensation when designing our skin cases, because the roll of material would move back and forth when cutting. This was a nightmare for our designers and involved a lot of trials and errors. The Zünd is great at overcoming this problem because of the way the flatbed cutter holds the material with its vacuum, allows the material to be much more stable and the beam does all the moving and cutting, so we gain exactly what we designed.'

[www.midcomp.co.za](http://www.midcomp.co.za)

## Agfa Roll-To-Roll And LED Printers Awarded



Agfa's roll-to-roll and LED printers have outperformed the competition in the RTR UV and UV Hybrid/Flatbed categories, after the company reported two 2020 Product of the Year Awards from Printing United Alliance.

The Oberon RTR3300 won in the RTR UV category (over 203.2cm/80 inches) and the Jeti Tauro H3300 LED won top honours in the UV Hybrid/Flatbed



High Volume Production Class category. The Printing United Alliance hands out the Product of the Year awards to solutions from its member suppliers that are available for sale in 2020. Over 200 entries were submitted across 85 categories.

‘Winning two Product of the Year awards validates our global team’s dedication to continual innovation and delivering outstanding technology to our customers,’ said Deborah Hutcheson, Director of Marketing, Agfa, North America. ‘This recognition showcases the superior performance, reliability and efficiency built into Agfa products with the goal of making our customers more profitable.’

Both the Oberon RTR3300 and the Jeti Tauro H3300 LED feature state-of-the-art technologies. The Oberon is a dedicated 3.3m roll-to-roll printer featuring speeds up to 150sqm/h that comes in a four colour plus white and a six colour version. The dual-roll option is capable of handling two rolls up to 1.6m wide each, doubling the total output. The Oberon’s UV LED inks are optimised for flexible media and obtained Greenguard Gold certification, designating that they meet rigorous chemical emissions standards and can be used in sensitive indoor environments like schools or healthcare facilities.

The Jeti Tauro H3300 LED printers are heavy-duty, ruggedly built workhorses that easily handle extreme workloads, multiple-shift operation and 24/7 printing. Suited for a variety of rigid and flexible substrates (e.g. paper, styrene, corrugated cardboard and corrugated polypropylene), the Jeti Tauro H3300 LEDs produce prints up to 3.3m wide at speeds up to 453sqm/h at resolutions up to 1200dpi. Featuring a four and a six-colour version (plus white or primer), the Jeti Tauro LED line offers six configurations ranging from manual to fully automatic and roll printing. Like the Oberon, the Jeti Tauro UV inks obtained Greenguard Gold certification.

Product of the Year judging was conducted for both output devices and non-output devices. For output devices, a printed target produced a scorecard that determined winners. Agfa Corporation has won a total of 14 Product of the Year awards since its first submission in 2014.

[www.agfa.com](http://www.agfa.com)

## Metamark Vinyl Used To Refresh Sign



Metamark 7 Series is a premium grade polymeric calendered sign making vinyl featuring a soft handle 70 micron face film, high grade permanent solvent

based adhesive and a performance-tuned lay-flat liner. 7 Series offers excellent cutting and weeding performance and is easy to work with.

Whitby based SD Signs has used the Metamark M7 swatch to great effect and given a new lease of life to a projecting sign from Botham’s bakery. Far from being business as usual, the projecting sign needed to be refurbished with modern materials while retaining the character of an era long past.

Comprising an oval-like panel secured at its edges within a framework fabricated in embellished wrought metalwork, the sign is rooted in the period beyond its making and sensitive to modern interference. Renovation of the tired looking sign would have been difficult to the point of being completely impractical in-situ and so SD Signs removed it and took it to a more comfortable working environment.

One of the great things about old signs made from wrought metal is that weathering just serves to impart what we regard as character today. Working on such signs is a question of balance. Material that is badly corroded needs to be attended to but not to the point where the sign starts to look as though it was made yesterday.

SD Signs’ restrained recovery of the metalwork has given the whole sign a protective coating of a modern, durable enamel that does not impart much more than protection. The sign still looks like the work of art it was before SD Signs got to grips with it.

The sign panel needed replacing and SD Signs delivered a solution that casts the sign in the right character. The panel is securely wrapped and covered in a durable layer of Metamark M7. It is a spot-on shade of midnight blue drawn from the latest product swatch. Seen in the context lent to it by the metalwork, the effect is 100% convincing. The contrasting design elements are cut and applied using Metamark M7 in gold. The ornamentation in the design reflect the wrought work and the whole ensemble now looks forward to years without any further work being needed.

[www.sytech.co.za](http://www.sytech.co.za)

## Kornit Installs Solution For Direct To Garment Printing



**Kornit  
Digital**  
bonding  
matters

The Kornit Avalanche HD6 is a new generation direct-to-garment (DTG) printer, which significantly

lowers ink consumption and provides for a softer, immediately noticeable, hand-feel.

Portugal-based Calvi has implemented the Kornit Avalanche HD6 system for efficient, retail-quality digital decoration on demand. Founded in 1977, Calvi is a textile manufacturing company that works with national and international partners to deliver sportswear and casual apparel for men, women and children. Now occupying a 6600sqm facility and employing a team of more than 120 qualified professionals, they are committed to the evolution of textiles with regard to three fundamental values: quality, availability, and efficiency. In addition to their own e-commerce operation, Calvi produces about 100,000 T-shirts per week for brands like Pull & Bear, Zara, and Bershka.

‘When we first contacted Kornit, it was very easy to create the partnership we have now,’ said Anselmo Pereira, Head of Design at Calvi. ‘Kornit Avalanche really helped us to move faster, to be more ecological — we basically don’t have minimum quantities to produce.’

At Calvi, business is personal, reflecting management’s core values. ‘This company started with my grandfather, and then my father started running the business by himself,’ said Catarina Lopes, Founder and CEO of the brand’s eco-conscious Nüwa division.

‘I started Nüwa, which has two pillars: everything is sustainable, and we are inspired by people. We are sustainable; we don’t have to create more water waste or use more resources. Our products are made from recycled cotton, recycled polyester and organic cotton. We only use digital printing because it’s water inks; we don’t have to use chemicals in our products.’

‘People in the Douro Valley are really connected to the land,’ she added. ‘We do everything we can to keep the ecosystem balanced. We have to keep the only house we have, and that is our planet.’ Beyond promoting responsible production practices, Nüwa and Calvi had a very pragmatic motivation for adopting Kornit’s digital DTG system, as well. ‘Making our apparel to order without these machines wouldn’t be possible,’ said Lopes.

[www.rexxscreendigital.co.za](http://www.rexxscreendigital.co.za)

## Roland Announces More Creative DTG Printer Applications

Until recently, Roland DG South Africa’s BT-12 desktop printer was only known as a direct-to-garment (DTG) solution, printing on cotton. However, it can do much more, with the ability to personalise objects like beer coolers and smooth items like mouse pads.

Aside from being renowned for its direct-to-garment capabilities, it can also print direct-to-bamboo and direct-to-cork board, allowing users to create custom pin boards, décor items, craft projects and art. Users can start making amazing things and bring a myriad of profitable projects into their homes or offices.

# INTERNATIONAL NEWS



Image Credit: Roland Americas Facebook.

When combined with cotodesign, a recently announced optional design and print management software, the BT-12 can become a complete design, order and print management solution to open new business opportunities and increase foot traffic at retail locations.

[www.rolanddg.co.za](http://www.rolanddg.co.za)

## Mimaki Europe Announces Award Win For LED-UV Inkjet Printer



Ronald van den Broek, General Sales Manager at Mimaki Europe, with the EDP Award-winning UJV100-160.

The UJV100-160 LED-UV inkjet printer is compatible with a wide variety of media, including metallic foil, fabric and uncoated materials, enabling sign makers to produce a diverse range of high-value applications, such as posters, POP, soft signage, stickers and window decoration.

The European Digital Press Association (EDP) has presented the 'Best Roll-to-Roll printer up to 170cm' award to Mimaki for its UJV100-160. Many of the features that make the UJV100-160 printer cost-effective, reliable and easy-to-use were noted as key factors that contributed to the EDP judges choosing this printer for the award. The printer features two newly developed printheads and

the new Dot Adjustment System (DAS) feature. DAS automates conventional dot placement (dot position and feeding correction) for maximum image quality, saving operators time and reducing manual errors.

EDP's Technical Committee commented: 'Mimaki offers a price-breaking device with UV printing speeds up to 23sqm/h. This printer offers not only CMYK but also has the option to install white and clear inks, and the new innovative system helps to maintain the quality because of the control of dot placement and media feeding – one of the most common errors in inkjet printing. The UJV100-160 is certainly an excellent entry level printer, including many features of Mimaki's advanced UV technology at an affordable price.'

Delivering further time efficiencies, the UJV100-160 prints at a maximum of 23sqm/h with Volatile Organic Chemicals (VOC)-free UV-curable ink. This environmentally conscious ink cures instantly after printing, eliminating the drying time that water-based or solvent ink requires. Post-processing and sign application are therefore possible immediately after printing, reducing production time and enabling printers to deliver products to short deadlines.

'The UJV100-160 is a versatile, robust and efficient solution for sign makers looking to delve into UV-printing and diversify their offerings,' said Ronald van den Broek, General Sales Manager at Mimaki Europe. 'We're extremely proud that the quality and productivity of this printer has been recognised by the EDP and are excited to bring it to market this month, providing our customers with another innovative solution designed to help them increase their competitive edge.'

[www.gsw.co.za](http://www.gsw.co.za)

## Roland Wide Format Inks Continue To Gain Traction



Award-winning TR2 ink was developed for Roland DG's flagship TrueVIS series of wide format inkjet printers for the digital graphics market. The TR2 colour line-up includes the basic cyan, magenta,

yellow, black, as well as light cyan, light magenta, light black, white and orange, plus a new green colour that was released in June this year.

Green ink is a driving force for producing graphics with the extraordinary power to excite hearts and minds, which is an exceptional feature of the TrueVIS series. It also makes it possible to reproduce specified colours such as brand logos faster and more accurately. Roland DG Corporation announced that TR2 ink for its TrueVIS series wide format inkjet printers has won a prestigious 2020 Printing United Alliance 'Product of the Year' award for the second year in a row. The ink was again recognised in the 'Digital Inks – Solvent/ Eco-Solvent/Latex' category. The Printing United Alliance (formerly SGIA) is an industry group that supports companies related to digital printing and screen printing. The Product of the Year awards, selected annually by the organisation, recognise outstanding products and technologies that have contributed to the development of the industry.

Kevin Shigenoya, Vice President, Digital Printing Business Division said, 'We are very pleased to receive this prestigious award from the Printing United Alliance again this year. The addition of the new green to TR2 ink enables expanding the range and depth of expression of TrueVIS printing to not only improve quality but to also add creativity and reliability. Roland DG will continue to provide new value to our customers' businesses and contribute to the development of the digital printing industry through unique and creative products and solutions.'

[www.rolanddg.co.za](http://www.rolanddg.co.za)

## Award-Winning Mutoh Printers Bring Added Value To Rigid Signage And More



The XpertJet 461UF/661UF A3+/A2+ sized desktop flatbed printers were developed and manufactured in Japan. They feature various product enhancements such as an extended print area, a new multi-language intuitive OLED display, new



cosmetics and a new pioneering innovation called Local Dimming Control technology.

Wide format printer manufacturer Mutoh, represented by Mutoh Europe for the EMEA territory, has received a prestigious EDP award for its XpertJet 461UF/661UF LED UV direct to object printer series in the category 'Best Object Printer'. The award was presented to Mutoh by the European Digital Press Association's (EDP's) Vice President Peter Ollen during a video conference.

Every year since 2007, Europe's 20 leading trade magazines focused on digital production processes, united in the European Digital Press Association (EDP), evaluate, judge and honour the best products of the year introduced to the European market. The EDP Technical Committee judges the submitted products on the value of new technical abilities they offer. This can be innovation leading to improved speed, quality, usability and functionality or to reduced environmental impact as well as cost to the user.

'We are very proud to receive this prestigious and very valuable technical award for our new XpertJet direct to object printers,' said Nick Decock Mutoh Europe's Marketing Manager. 'The EDP awards represent a strong point of reference for decision makers in the digital print industry. For Mutoh, it is a token of recognition and acknowledgement of the value of our research and development and the added value innovation our products bring to customers. The printers feature various product enhancements such as Mutoh's new revolutionary Local Dimming Control Technology, resulting in an important productivity and quality boost as customers are able to produce multiple varnish effects in one table movement.'

The XPI-461UF and XPI-661UF printers 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 personalised and/or branded gifts and souvenirs, packaging, prototypes, decorative tiles, circular objects (bottles), awards, figurines and models, custom components, small to medium format rigid signage and much more.

Both printers can be setup in either CMYK or in CMYK + White + Varnish configuration and are suited for direct printing onto a wide variety of materials including three dimensional objects up to 15cm thick. Printing on dark coloured or clear substrates is also possible thanks to the use of white inks. Special added value finishing like spotvarnish or even stunning special effects such as special structures or embossing are possible thanks to dedicated varnish inks.

[www.mipstech.co.za](http://www.mipstech.co.za)

## Agfa's Inkjet Printer Receives Award

The European Digital Press Association (EDP) reviews products introduced to the European market, and grants the EDP Awards to those



introductions it deems best in terms of quality, as well as value to the user, support and service. This year's award for the Oberon RTR3300 marks the eighth time that Agfa has been recognised by the EDP for one of its large format printing solutions.

It was awarded for 'large and wide format printing system in the category roll-to-roll printer up to 320cm'. The EDP jury described the Oberon as a 'sturdy and reliable' printer and praised its capability to print good solids in the difficult colours like red and black, and its smart optimisation of media use. It concluded that 'the price performance of this printer makes it a good all round 3.2m solution.'

'We are proud to have our printing solutions marked with this label of excellence,' stated Product Manager Philip Van der Auwera. 'We are committed to providing complete printing solutions that enable printing companies to grow profitably. The EDP Award bears witness to the added value we provide to our customers.'

The Oberon was introduced on the market at the beginning of this year. It is a dedicated high-end roll-to-roll machine that combines outstanding quality with an extensive media scope and a unique ease of use. It hits an impressive 224sqm/h. The dual-roll option is capable of handling two rolls each up to 1.6m wide, doubling the total output.

The printer covers significant media diversity and a wide range of applications. In addition to its air-cooled LED curing lamps, the Oberon RTR3300 features a unique water-cooled table that keeps the printing zone at room temperature in order to smoothly process any kind of heat-sensitive roll material.

The dedicated mesh printing functionality makes printing on mesh (with or without liner) easy. The UV LED inks on the Oberon RTR3300 were optimised for flexible media and obtained the highest category of GREENGUARD Gold certification, which means they meet some of the world's most rigorous chemical emissions standards.

3Motion is a Belgian print service provider specialised in visual communication, displays and packaging, and 3D solutions. Even in this challenging year, 3Motion managed to grow its turnover thanks to its integrated solutions approach, its flexibility and its high-tech printing equipment. The company recently added an Oberon RTR3300 to the Agfa large format printers it already owned, a Jeti Tauro H2500 LED and an Anapurna H3200i LED.

[www.agfa.com](http://www.agfa.com)

## GCC's Laser Engraver Awarded For Versatile Features



The GCC LaserPro S400 Laser Engraver, which has won a 2021 Taiwan Excellence Award, not only increases speed and throughput by 75%, but also extends the working area to 101.6 x 50.8cm (40 x 20 inch), with Z-axis extended to 27.94cm (11 inch).

The company received valuable feedback from its customers to design this machine, which features both dust protection and easy maintenance.

### Features:

- SmartFLOW™ Technology creates a perfect air flow to enhance the vacuum effect and bring out the dust completely while working.
- Newly gantry design to prevent dust. The easy removable cover also makes maintenance much easier.
- Incorporates metal panels to protect key components, but not sealing them entirely that they may cause any maintenance difficulties.
- SmartLID™ – this easy access invention simplifies maintenance.

[www.gccworld.com](http://www.gccworld.com)

## World-Famous Reworked Painting Printed With Durst's Digital Printing Technology



Estudios Durero relied on Durst's experience to give true artistic value to celebrated Spanish photographer and artist José Manuel Ballester's reinterpretation of Pablo Picasso's Guernica. For the first time, a modified Guernica has been printed full-size using advanced digital printing and production technologies from Durst.

# INTERNATIONAL NEWS

Estudios Durero and Ballester spent a day in the Customer Experience Centre at the Durst headquarters in Brixen, Italy, with the goal to print the Picasso Guernica interpretation on a Durst Rho 512 six-colour production printer. And they only had one chance – the available material was sufficient for only one print run, which meant no test print on the final material was possible.

Ballester has achieved international recognition for his special art of interpreting famous paintings by eliminating humans and animals. Guernica is a 1937 oil painting on canvas recognised as one of the best-known works of Picasso, who died in 1973. It is regarded by many art critics as one of the most moving and powerful anti-war paintings in history.

Ballester's work, 'Around Guernica, 2009/2020', is an emptied version of Picasso's painting that conveys an updated look at the historical event and human tragedy. It is now a centrepiece at the exhibition, '2020/03/15 José Manuel Ballester', in the Guggenheim Museum Bilbao, showing Bilbao city during the lockdown. The exhibition, which also includes a selection of large format photographs that reflect Bilbao's deserted streets and spaces, was open until 21 February 2021.

With 'Around Guernica', Ballester adds a new artwork to the project that began more than 10 years ago, when he decided to investigate the architectural and natural spaces that surround the stories of some of the most important works in history, such as 'The Meninas' or 'The Garden of Earthly Delights'. During the lockdown last spring, the artist received special permission to move around the deserted city of Bilbao and capture incredible landscapes and images never seen before.

These images were the first step of a project in collaboration with Estudios Durero and the Guggenheim Museum Bilbao, which culminated in a photographic exhibition, publication of a book, and the first reproduction and exhibition of 'Around Guernica' to the public.

[www.durst-group.com](http://www.durst-group.com)

## Zünd Installs Digital Cutter

Zünd UK have installed a G3 digital cutter at the Dennison Group. The company supports a wide spectrum of equipment, including pre-press solutions, digital and conventional printers, wide format inkjet and finishing equipment from many of the industry's premier manufacturers.

Zünd UK installed the cutter at the Dennison Group's state-of-the-art facility in West Yorkshire



to expand the Zünd demonstration centre network in the UK. Zünd cutters modular cutting systems are highly sought-after solutions for processing a wide variety of material including digital print on vinyl, point of purchase (POP) products made from corrugated cardboard, or textiles for soft signage applications.

Nicki Kay, Managing Director at Zünd UK said, 'Having such a demonstration facility in the North really does open up our reach and accessibility to many more customers in that region. We're grateful to the Dennison Group for the opportunity and very much looking forward to a long partnership with Roy and his team for many years to come.'

Roy Milner, Managing Director at Dennison Group said, 'The Dennison Group are proud to be associated with many of the printing and allied trades leading manufacturers. When the opportunity arose to cooperate with Zünd it was an obvious fit into our company ethos. Our team of aftersales field support engineers regularly see and admire Zünd products while visiting our mutual customer, so this partnership made perfect sense.'

[www.midcomp.co.za](http://www.midcomp.co.za)

## MagnaColours Receives Environmental Certifications For Inks



Following site audits at the end of 2020, MagnaColours is now certified to Zero Discharge of Hazardous Chemicals (ZDHC) Confidence Level 3 – the highest ZDHC certification level currently available.

ZDHC Confidence Level 3 now means that over 55 MagnaPrint and MagnaTrans inks and additives certified to Oeko-Tex Eco-Passport also meet ZDHC's Manufacturing Restricted Substances List (MRSL), and are verified as being responsibly manufactured.

MagnaColours has been working hard to remove harmful chemicals and helping printers use more environmentally friendly inks, and is continuing to ensure that its products are safer and better for the environment, printers and end-users.

### ZDHC

ZDHC aims to remove harmful chemicals from production and the supply chain to protect workers, consumers and the environment. Through its efforts, the company is reducing not only its chemical footprint and environmental impact, but the impact of its customers as well.

### OekoTex® Eco-Passport

OekoTex® Eco-Passport is an independent certification system for chemicals, colourants and auxiliaries used in the textile and leather industry. Each ingredient used in the manufacture of certified inks is checked to ensure it meets the Eco-Passport requirements and is not harmful to human health. The company's inks certified under Eco-Passport can be used for the production of Oeko-Tex Standard 100 garments.

### GOTS (Global Organic Textile Standard)

GOTS is the worldwide leading textile processing standard for organic fibres, including ecological and social criteria, backed by independent certification of the entire textile supply chain. Core MagnaPrint and MagnaTrans inks and additives are approved for use as inputs in the production of GOTS certified products.

### RSLs

MagnaColours ensures its core inks meet the industry's toughest restricted substances lists by using its own GNA®, a universal certificate of compliance and sustainability that meets and exceeds the RSL guidelines of major brands.

MagnaColours also independently tests its inks to ensure they are approved for use under the strict RSL requirements of major global brands including Nike® and Adidas®.

[www.rexxscreendigital.co.za](http://www.rexxscreendigital.co.za)





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# STIXO AT THE FOREFRONT OF SERVING THE SIGNAGE INDUSTRY

**Stixo Signage Supplies do not only sell products, they sell top standard service as well. Making themselves available for their customers during the lockdown period was a top priority for them, no matter what requirements were needed to make it possible.**

2020 was tumultuous in every possible sense. In fact, there has not been a year quite like this that has presented as many challenges and established a fresh concept of 'new normal'. The sudden worldwide surge of the Covid-19 pandemic has brought every single country to its knees in so many ways. On the business front, almost every business, if not all, were affected to quite a large extent. In many cases, well established companies and so many relatively new companies had to close their doors for good, due to the dreadful impact suffered during these times.

Stixo Signage Supplies was also faced with many challenges from the onset, as the hard lockdown Level 5 kicked in. They had many shipments stuck on the waters, held in storage or stopped at ports. Being a company that was able to supply a service to the essential business sector, supply and demand became very challenging. However, due to their concept and vision of always having surplus stock, they managed to assist many of their customers, old and new, during their time of desperation.

'At Stixo, we do not only sell products, we sell top standard service as well. Making ourselves available for our customers during the lockdown period was a top priority for us, no matter what requirements were needed to make it possible,' said Asif Sidik, Managing Director, Stixo.

The company firmly believes in being proactive in all they do. It is one of the main pillars upon which it is built. During the lengthy lockdown, the company found themselves with a little more time to ponder and take things into perspective to plan for the future, both short and long term, with this 'new normal'.

As restrictions eased, Stixo started putting their ideas into action as their stock started coming in consistently, and they found themselves at the forefront of signage companies that were fully stocked and ready to serve the signage industry. They also expanded their infrastructure during this time by extending their warehousing space by threefold to accommodate their full range of stock items.

**"AS WE MOVE FORWARD IN 2021, WE WOULD LIKE TO ASSURE OUR CUSTOMERS OF OUR UNWAVERING COMMITMENT TO BRINGING THEM THE BEST QUALITY PRODUCTS WITH THE WIDEST RANGE AT THE BEST PRICES."**







## Stixo Signage Supplies' expanded Johannesburg operation.

Stixo Signage Supplies are proud to announce that they will soon be launching their new walk-in store — a brand new sales facility to cater for all requirements and orders, be it face-to-face, phone or email — and a full product showroom to showcase their impressive range at their head office in Crown Mines, Johannesburg. The idea behind this is to provide a one-stop shop concept to their valuable customers, who will be able to acquire an impressive range of signage and branding equipment supplies as well as a range of widely known alternative digital printing inks that will be launched soon.

'As we move forward in 2021, we would like to assure our customers of our unwavering commitment to bringing them the best quality products with the widest range at the best prices. To all our highly valued clients, we at Stixo would like to thank you sincerely for your much valued loyal support and patronage. We wish you a successful, busy and prosperous year for 2021!' concluded Sidik.

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



The company is solitary owned and managed, ensuring individualised services to each client and swift decision making. The managing team aims to further partner with international well-known companies, bringing world class brands into the South African market.

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2021

PROMOTIONAL  
PRODUCT AND  
SUBLIMATIONTRENDS PART 1

BY MEGGAN MCCARTHY

**The main benefit of promotional and sublimated products is personalisation and customisation. This is increasingly important in a world where people want to stand out and post their unique products all over social media. 2021 will see a combination of bestsellers continuing to remain popular, as well as a demand for more eco-friendly products.**

Jaco Pretorius, Senior General Manager, JG Electronics

**What are the biggest promotional product and sublimation trends for 2021?**

Personalised and reusable shopping bags have been popular for a number of years, but these could be even more so this year, especially with retailers like Woolworths recently banning plastic shopping bags and people looking for trendy or unique reusable ones. There are different types of fabric that can be sublimated as well as different shapes.

Wooden products remain popular, and there has been an upsurge in these products because you can custom design them and cut them to shape and size.

Coffee mugs are still popular and are one of the bestsellers on the market. New ideas are frosted glass two-tone mugs. Chrome and gold or metallic mugs are also in demand.

It is a tough economic climate and people are looking to save money and for cheaper solutions, which means we will most likely see a cheaper range of consumables and equipment available in the market. With people losing their jobs and looking for income opportunities, we could also see more people entering this industry, which is a start-up friendly one. This is a good thing as this will bring more innovation and diversity to the market.

**What are the main considerations when producing these items and for people wanting to take advantage of these trends?**

Before you get into this industry, you have to do your homework and make informed decisions. Look at who your market will be - are your products aimed at entry-level, mid-market or high-end clients? Once you have figured this out, you need to do costing. If you sell a mug in a wealthy area for a low amount they might think it is low quality, while people in poorer areas might consider that item at that same price as expensive. You need to cost accordingly.

Also source the correct products for your market - cheaper products for entry-level clients and more high-end for corporate clients. However, that does not necessarily mean you should buy the cheapest products available, because even entry-level consumers also want quality and the best value for money. Cheap printers can have colour issues and inaccurate colours will prevent you from giving customers good quality and accurately printed products.



Quality, unique and eye-catching designs will also give you an advantage over competitors, so do a design course if necessary. Producing products is easy; producing good quality and eye-catching designs is more difficult. Anyone can download a photo from Google and print it onto something. Firstly, this is not necessarily legal, and secondly, this will not be a product that will set your business apart from competitors.

Product training is also crucial. It does not matter if you have been in the printing and signage industry for years, sublimation printing is different and you need training on the finer details.

**What main products do you offer to produce the trendy items you mentioned?**

Muggit Sublimator printable acrylic: the product prints well, yet can also be bent into practically any shape or form - becoming soft and pliable with the application of heat, and without damaging the print. Almost anything that can be done with standard acrylic can be achieved with this product, including laser cutting, with the added benefit that it is printable on both sides. When decorating with sublimation, the print goes into the substrate and is thus



extremely hardy. It is very difficult to damage the product under normal wear and tear conditions.

**Sawgrass SG500:** this is the only desktop printer designed for sublimation. With low start up and running costs, users can create customised products with vibrant HD images - quickly, easily and profitably. It features a compact footprint and rugged reliability. In addition to design improvements such as a single roll-bar, the SG500 is more energy-efficient, prints with higher resolution and offers Wi-Fi connectivity.

**Multi-opaque paper:** when printing on dark T-shirts, traditionally it has always been difficult to get something that is durable and that is not going to crack or fade after about 15 washes. The only way users could get a better print before was to use screen printing or a high-end DTG machine. With multi-opaque paper, users can print directly onto the paper. Once they have printed it, they can kiss cut it with a vinyl cutter that has an optical eye, which will trace it and cut out the finer details, and press it onto the shirt. The product can be printed with inkjet and laser. The end product is durable and does not crack as easily.

[www.jgelectronics.com](http://www.jgelectronics.com)

Asif Sidik, Managing Director, Stixo Signage Supplies



**What are going to be the biggest promotional product and sublimation trends for 2021 and what are the main considerations for people wanting to take advantage of these trends?**

The quality of the product is paramount and you need to ensure constant product availability to fulfil the demand.

**What main products do you offer to produce the trendy items you mentioned?**

We offer mugs for sublimated branding as well as key rings, sublimation transfer paper and heat transfer tape. We will be adding a full range of sublimation blanks as well.

[www.stixo.co.za](http://www.stixo.co.za)

Jordan Steinbach, Manager UPrint SA

**What are the biggest promotional product trends for 2021?**

With people becoming more conscious about their impact on nature and polluting our planet, eco-friendly products are going to be a major trend. Popular eco-friendly promotional items include stainless steel water bottles, as

well as printing on glass and ceramics. Also consider using extremely durable and reusable plastics for promotional items, and anything that can be reused many times in a dishwasher.

Companies are also becoming more conscious about their carbon footprint, so consider this when offering your products to corporate clients - there is an opportunity to produce eco-friendly gifts for companies who will appreciate the positive impact on their brand. There is a huge drive to reshape the way the world is doing things - like considering our environmental impact - and many people are getting on board with it.



Reusable coffee mug.

Reusable stainless steel bottle.

**What are the main considerations when producing these items and for people wanting to take advantage of these trends?**

Make sure to research whether the products you are using are sustainably produced, durable, can be recycled and what the eco-friendly credentials are. Take advantage of highlighting your sustainable product offerings on your website. You can also look at becoming a supplier of eco-friendly products. Importantly, make sure you are living up to your eco-friendly branding by giving back to the environment in some way.

**What main products do you offer to produce the trendy items you mentioned?**

**Chemicals range:** these are transferred onto mugs, stainless steel bottles and flasks, glass and ceramics, and can be used to brand in full colour and wrap around. Once the chemicals are cured and fused, they seal themselves and turn into a solid, like paint. So once they are sprayed onto the product and they fuse, they do not pollute the air and harm the environment.

**Eco-friendly products:** bamboo products include flash drives, cups and straws and these can be printed in full-colour. The stainless steel straws, available in thin and thick sizes, are portable and reusable and users can do a full wrap-around print on these. Our products are dishwasher-proof on glass, ceramics and stainless steel because of the chemicals we use. It is the combination of the printer, chemicals and paper that produces the best result. The printer gives results and the chemicals seal the result.

We are working on mug printing at a faster and more efficient rate, by using a sublimation mug press to print on a standard mug. We did a very large double-sided print on a mug and are going to be releasing that onto glass, so you can print on glass, sports bottles or stainless steel products, all on a mug press, with no sublimation coating. Water-slide paper is available to do this but it is extremely expensive, where alternatively, a UPrint system produces items faster and that are much more durable.

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Achieve high-quality results on indoor and outdoor signage across a wide range of applications. The product features a print size up to 1.37m roll width, free SAI Flexi RIP and high speed printing: 6sqm/hr – backlights, textiles, and canvas (16 pass). Impress with six colours of HP Latex inks. Latex prints come out dry and ready to be installed. Reduce solvent waiting time and avoid lamination for short-term applications with scratch-resistant prints.

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Expand into wider applications with this 1.63m (64") true print and cut solution:

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- Cut speed: up to 112cm/sec (44 inch/sec diagonal).

Print and cut at the same time — versus print or cut with solvent — with this reliable, dual-device solution, and avoid solvent wait time. Prints come out dry and ready to cut or laminate right away with no degas time — deliver the same day. Avoid lamination for short-term applications — scratch resistance is comparable to hard-solvent inks.

#### HP L375 1,6m with bulk inks

Help reduce the cost per print with cost-effective, 3-litre HP 871 Latex ink Cartridges. HP Custom Substrate Profiling and the i1 embedded spectrophotometer make ICC profiling automatic. Achieve high quality at high speeds with HP OMAS and HP Latex Optimiser and increase unattended printing with confidence. Change 3-litre HP Latex ink cartridges while the printer runs, reach production speeds and avoid wait time — prints come out completely dry

and ready to finish and deliver. You can minimise damage risk; scratch resistance is comparable to hard-solvent inks on SAV and PVC banners.

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### GRAPHIX SUPPLY WORLD



#### JV100-160

The JV100-160 adopts the recently developed, fast drying eco-solvent ink 'AAS', which reduces graininess and allows for fine details even when printing images with high volumes of ink. Additionally, this new eco-solvent ink has superior scratch resistance and outdoor durability that allows printers to create a multitude of applications, whether they are for indoor or outdoor use. The new AAS ink will be available in both a Dual CMYK 4 colour mode and 8 colour mode, which includes Light Cyan (Lc), Light Magenta (Lm), Orange (Or) and Light Black (Lk). The inkjet printer strives to achieve high quality printing with high productivity, all at minimal cost to the user.

#### CJV150-75/107/130/160 series

These are affordable, high-specification, high performance, integrated printer/cutters. The series features high print speeds and low running costs. The CJV150 series provides versatility with vibrant ink types, including new Silver, Orange and Light Black, in a cost effective package for sign makers, display graphics professionals and print shops. Users can create metallic stickers, decals, die-cut labels, signage, vehicle graphics, banners, posters, POS, backlit and exhibition graphics, garment marking, canvas prints and much more.



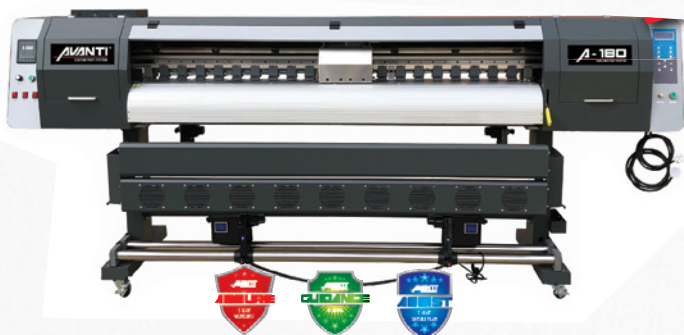
**TS30-1300**

Designed with ease of use and versatility in mind, the Mimaki TS30-1300 is a simple, entry-level sublimation transfer printer equipped with a carefully selected set of features that allow users to bring high-mix, low-volume print productions in-house. Sublimation transfer printing is widely used for textile and sportswear applications due to the elasticity and quick-drying capability of polyester material and in the growing market for soft signage applications, such as flags, retail in-store banners, and tapestries.

**UCJV300-160**

Four-layer printing – for example, colour, black, white and colour – is available on the UCJV300-160 model and offers an enhanced print capability that allows designers to build layered, transformative graphics for backlit applications.

This gives print service providers the opportunity to offer something unique – a dynamic graphic that ‘morphs’ its image or colour scheme depending on the light source. This distinctive capability enables designers and print service providers to produce high impact, premium margin output while maintaining low operational costs and reducing production time.

**SHEETCO****Avanti A-180i Sublimation Printer**

- Four colour high speed, high resolution sublimation printer.
- 45-60sqm per hour production speed.
- Three year warrantee.
- Low cost of ownership guaranteed with maintenance plan.
- Latest technology TFT printheads.

**Monti Antonio 180T Heat Press**

- Special calender for continuous transfer printing on cut pieces and roll-fed fabrics.
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- Low electrical consumption: single 200V or 3 Phase 400V.
- Monti Antonio - buy once, buy the best.

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**UJV100-160**

The Mimaki UJV100-160 is a roll-to-roll UV-curable inkjet printer. The applications achievable with this technology include posters, POP, soft signage, stickers and window decoration, labels, outdoor signboards, illumination signboards, banners and flags (fabric), wallpapers and uncoated papers (bond or Tyvek paper) to name a few. The array of substrates this solution can handle does not compromise the quality of the printed output or the system's high productivity. It is truly a versatile solution that will enable users to grow their business.

**JFX200-2513 EX**

The JFX200-2513 EX is a successor to the JFX200-2513 and is a large format flatbed UV inkjet printer that combines high value added printing and high productivity while being an entry model. The 2.5D Texture Maker enables easy creation of smooth semi-stereoscopic 2.5D data. Other improvements include stability and usability. Print speed in white-simultaneous printing has improved 200% compared to the conventional model.

**EFI H1625 LED printer**

Expand your offering, your customer base and your bottom line with fast-turn, high-margin, wide format printing. With large format LED technology, users will profit from lower running costs and the ability to print on high-value, specialty rigid and flexible substrates. The H1625 LED is a mid-level production printer designed to maximise image quality with four colour plus optional white and greyscale print capability – and uptime – with simple, automated operational and maintenance features.

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# MULTI-PURPOSE GRAPHICS

## ARE NOT ALWAYS SUITABLE FOR ALL JOBS



BY DRYTAC

**A multi-purpose graphics film could seem like a good deal, but you may end up spending more money and time than you bargained for. Jerry Hill from Drytac explains why.**

The term 'multi-purpose' sounds great. One product for different applications, helping your business keep costs low and stock keeping units (SKU) simple – what's not to like? However, in reality, that smart multi-functional product will be better for some jobs than others, in terms of appearance, performance, cost efficiency and longevity. This might seem like an acceptable balance, but some products claiming to be effective across multiple applications might do well for some jobs but perform downright poorly for others.

This is especially important when choosing graphics media. The type of product, and particularly its adhesive element, should be dictated by the application's environment and required longevity. A multi-use product might perform well for a few weeks but may cause problems if left in place for months, after which the adhesive will fail. In the case of floor graphics, curling edges would pose a safety risk aside from looking unsightly. Conversely, the product may be designed for long-term or permanent use when the application is short-term. If so, you will spend more time and money removing it than you expected.

Naturally, the cost to your business, in money and time, is the big factor. Nobody likes paying more or taking longer to get results. It is therefore understandable to look at the price and ease of use of graphics media developed for indoor applications and hope it will work just as well for outdoor graphics, for example. However, in this case, the indoor product will lack the weatherproof adhesives specifically engineered for exterior use, meaning it may simply fail.

A specialist outdoor product would cost more but will offer peace of mind that results will last. Again, the reverse can be true: one product could be priced correctly for floors and the specialist adhesive this application requires but overpriced for walls where this adhesive would be too aggressive.

Indeed, even for indoor applications, the product must be compatible with the intended surface. In addition to remaining safely in place, it should be cleanly and easily removed at the end of the project. Products that are designed for high-tack applications such as brick can also work on windows, but be aware: apply it to drywall or plasterboard and it may never come off without pulling the wall surface away with it.

Alongside its suitability to do a job, consider the aesthetics of the product. There is a fantastic variety of textures and finishes available for graphics. Why restrict yourself to a matte finish when you could choose glossy, or even sand, linen, canvas or woodgrain effect?

If you are still leaning towards a product marketed as multi-purpose, consider a loaf of sliced bread. It is perfect for toast in the morning, but how about as a hot dog bun? You could use it, but why would you want to? It completely changes the experience. That sliced loaf might be ideal for the children's packed lunches, but would you serve it at a dinner party?

What if you or your guests have a gluten intolerance, or you simply want to serve something more special with your soup? One product might seem to tick all the boxes, but in reality it needs more thought. For a graphics application, just like in a bakery, the best thing since sliced bread might be a lot more sophisticated.

# WHAT PRINTERS CAN DO

## TO MAKE THEIR BUSINESSES MORE RESILIENT AND PROFITABLE IN 2021

BY SOLIMAR SYSTEMS

**The print industry is rapidly changing. Economic pressures, new working requirements and changes in print buyer demands are reshaping the space in which print providers operate.**

### What are some print technology trends we can expect to see in 2021?

Drew Sprague, President: Among the many trends, I'd like to highlight three big ones. First, PDF asserts its place as the de facto printing standard across application types and workflows. No longer is PDF just for commercial print or electronic statement delivery. The flexibility of PDF, with its rich palette of features including colour control, make it irresistibly attractive even for transactional output.

Second, JDF gains traction. As devices become PDF-only, specifying finishing, tracking production and collecting accounting data drive connectivity from LPR and watched folder handshakes to full-fledged, bi-directional JMF/JDF dialogues.

Third, dashboards and mobile apps make the work floor much more visible. Tracking service level commitments, getting accurate and timely approvals and resolving operational issues become much easier.

Additionally, I see another step-change will be the way in which software is rolled out in a print shop environment. We see many people looking at virtualised environments with both private and hybrid cloud implementations. In 2021, I believe more companies will be looking at how they can make the best use of cloud services while keeping the necessary server-side for security and performance.

Live job tracking and reporting will be crucial to service providers. The ability to track jobs or individual pieces from anywhere at any time provides the accountability that matters for 2021 and beyond.

### Do you think data security will continue to be a hot topic in 2021?

Jonathan Malone-McGrew, Senior Director of Engagement: Data security is an extremely hot topic for print providers. Since 2016 and the adoption of GDPR in the EU, we have seen increasing regulations around the globe. These changes require more careful and precise handling of data that may be used to identify a person.

As a consequence, more printers are taking aggressive steps to track Personally and Identifiable Information (PII). This reality drives the need for updated processes and technology that will secure data while being stored or as it moves through print or digital production processes. There are many opportunities to improve security with software solutions that make it possible to obfuscate

content, encrypt data and align to an IT department's strategy for defending against ransomware and other cyber attacks.

The good news is that workflow management software can really help in this respect. The right solution will offer highly secure print file transfer capabilities as well as data redaction, obfuscation and appropriate levels of encryption from the print management solution to the printer itself.

### What has changed over the years and makes workflow systems still so relevant and key to businesses today?

Mary Ann Rowan, Chief Experience Officer: From conversations with our global network including Solimar Customer Advisory Council (CAC), customers, partners and industry analysts, it is clear the idea of workflow is only increasing in relevance. From our customers' perspective, the change in how work is being brought into their print and digital communications delivery environments continues to evolve.

There is a clear trend toward increased personalisation in jobs. This trend impacts print providers by creating shorter runs, or more job-of-one work, that can strain current processes especially if they are still completed manually by production staff. When looking at a production environment, it is critical to understand where bottlenecks are happening as it may challenge on-time delivery of current work and limit the opportunity to take on additional work that boosts profits.

We also see print providers looking to make changes to their environments, whether that is from mergers and acquisitions, expansion into new markets or upgrades to current hardware and software within their facilities. In each one of these examples, the current processes should be reviewed to identify if they are efficient or should be optimised for the best possible performance. This includes reducing redundant systems and/or upgrading to new technologies that are better suited to delivering the features and functions that will make it possible to achieve the organisation's goals.

In my opinion, our own personal technology has shaped our expectations of what information we should be able to see, access and monitor within our businesses. I liken traditional print environments to the old advertising analogy, 'I know half of my advertising is working, I just don't know what half'. Many environments suffer from a lack of automation, reporting and visibility, which impacts efficiency and responsiveness. Having real-time status updates at



your fingertips whether via a mobile, tablet, desktop monitor or screen on a shop floor is critical to managing the ever-changing production environment with maximum effectiveness. Visibility and reporting make it possible to reduce and keep production costs in check while providing the ultimate benefit of empowering the organisation to take on new business and growth opportunities.

#### What steps can print shops take to make their business more profitable?

Malone-McGrew: Generally, when we talk about making the print production process more profitable, we look for areas where we can streamline processes, increase throughput and upgrade the entire performance of the production environment. When trying to impact profitability, you can raise prices to create more margin, but that may not be successful in a competitive environment — a situation most print markets are in today or will be in the future.

More commonly, we see customers turn to look at cost centres, opportunities to grow new business and value-adds for the buyer or consumer. When we walk through a workflow with a customer, we often uncover opportunities for improvement. These lead to better utilisation of staff, reduced costs and many times new revenue. I talk with clients and future clients about manual processes, legacy software and hardware that may not be performing well in today's environment.

Additionally, we discuss pre-printed stocks and forms, transition to colour and inkjet, archival costs and whether their print equipment is able to run at its best based on how files are fed to it. The key: a good workflow opens the door to new and better business. Improving efficiency will bolster profit, but it shouldn't be the only method your organisation looks at. In many cases, an investment in small, tactical solutions can deliver compelling short-term returns.

#### What advice would you give to companies to streamline their business/optimize their workflow?

Sprague: The first step is to know your workflow. That sounds like a buzz phrase or a sales pitch, but it is the most important thing before deciding how your organisation and teams should act to streamline and optimise. The best advice we can give organisations that have production print and electronic delivery environments is to know exactly how jobs come in (on-boarding), how they get reviewed or interrogated (pre-press processing activities), how they are modified or enhanced, how they are queued or scheduled for print or e-delivery, and also what happens when things go wrong like damaged pieces and interruptions in the middle of printing.

It is also important to look at all the manual tasks that are being performed as part of the processes to take a job or print file from receipt to delivery. Manual processes invite human error, production time variances and risk when employees are not able to work. Automation, visibility and accounting are key to making sure workflow is streamlined.

#### Are there other opportunities that print providers can take advantage of to improve the resilience and profitability of their businesses in 2021?

Rowan: As we look ahead there is no doubt in my mind that print and digital content providers will have the opportunity to accept outsourced work from large brands and organisations, see an uptick in demand for personalised content and be asked to deliver work both physically in print and across electronic distribution channels. These trends shine a positive light on the available opportunities in 2021.

My best advice to print providers is to make sure they are positioned to take advantage of all the opportunities that would benefit them. The solutions you implement are of supreme importance to the way your teams and processes work together in harmony and for success. I see significant opportunities for print providers to leverage technology that has been designed to be implemented with a professional services light strategy. This allows organisations to shorten the implementation, to easily train up and have confident staff members to manage the solution and save money both in the short and long term on professional service hours.

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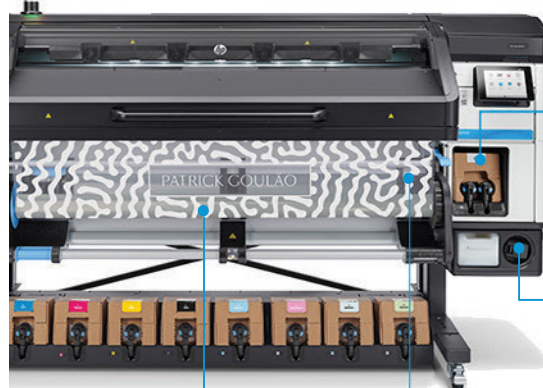
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# ASKING THE RIGHT QUESTIONS WITH DIGITAL SIGNAGE

BY DIGITAL SIGNAGE TODAY

**Digital signage is an evolving medium. It is an interesting mix of the traditional and the new age. While the concept of a sign is as old as civilisation itself, a linked digital communications platform is something entirely new.**

The digital age has brought an untold number of new opportunities to artists. In the 1600s an artist might sculpt clay or paint on a large canvas. Today, some of the best artists are creating digital animations or designing apps. The right designs are as aesthetically oriented as they are utilitarian. This necessity for form and function means that experienced professionals rely on a tightly knit group of core concepts to create masterpieces that pass internal review and look amazing in the field. What if you are not a digital design expert but have a network of digital signs you are tasked with creating content for — where do you start?

## Do your research

The first facet of creating the perfect digital communication design is research. Start with a brand style guide and required content. Most organisations have brand guidelines and these are important for gaining insight into the colours and visual style considered acceptable by your company. If a brand guide is unavailable, it is a good idea to create one. Use the guide to define colour schemes, fonts and rules around logo usage for your digital signage.

Next, think about what you are trying to communicate and consider how that information is currently shared. Who is the audience? What are the important messages and content? Which systems/feeds will the data and information on the digital signs come from?

## Create a realistic outline

Outline exactly what kind of content is going to be included in the digital content solution. This provides insight into the scope of the project and how the material will be seen. One approach is to use a content matrix that you fill out with a comprehensive list of the different type of content each screen will display. This is important for designing the layouts for different screen sizes.

## Sketch it out

Now comes the fun part. Start brainstorming potential ideas and putting pen to

paper. It is a good idea to come up with several alternative designs and get input early in the process. Once the general details are mapped out, it is important to set a timeline to keep the project on track.

Once you have agreed on the deliverables and rough outlines, start to research fonts. It is common to use Sans Serif fonts for headings and pair them with serif fonts for body copy. Also, be sure to consider casing. When our eyes see all upper-case letters, it can be harder for them to make out the shape of the word because the texts become all blocks.

## Put yourself in the observer's shoes

Keep viewing distance in mind when creating your final design. A 2.5cm (1 inch) high font size is visible from around 6-7.6m (20-25 feet). Think about where your audience will be standing and how they will be interacting with the message. Pixel density and monitor size also play crucial roles in the final visibility of the design. Use simple colour contrasts and avoid overwhelming your audience. There is a fine line between a design that 'pops' and one that is an eyesore.

## Put it all together

Gather all of your mockups and get feedback. Ask yourself: Have I explored ideas fully? Have I given every idea I had a chance? Get some feedback. What do people like? What do people not like? Don't take the feedback personally, think of it as all objective.

Afterwards, finalise the mockups for every single screen size. I do these in Photoshop at 72 dpi, 1920 x 1080p aspect ratio. Then it is time to start building. Think about how much of this you can do in your digital signage software, and how it can make this task easier. Now you should be ready to publish some killer designs.

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# SERVICE RECOVERY IS KEY

BY JOHN TSCHOHL, SERVICE QUALITY INSTITUTE

**When things do go wrong, it is how you recover and delight the customer that truly sets you apart from other companies. Opportunities for service recovery are numerous. While companies may not be able to prevent all problems, they can learn to recover from them.**

A good recovery can turn angry and frustrated customers into loyal ones. It can, in fact, create more goodwill than if things had gone smoothly in the first place. When you falter (and we all do) you can count on customers contacting you to let you know what you have done. If it is a phone call, you can expect to hear ranting and raving and people saying things that are rude and inappropriate. If they are in your place of business, they will confront you face-to-face and it is up to you how to diffuse the situation and put a smile on that customer's face.

The surest way to recover from service mishaps is for employees on the front line to identify and solve the customer's problem. All this has to happen in 60 seconds or less. Doing so requires decision making and rule breaking — exactly what employees have been conditioned against. Employees have been taught that it is not their job to alter the routine. Even if they would like to help the customer, they are frustrated by the fact that they are not allowed to do it. Worse yet, they do not know how.

A study done for the U.S. Office of Consumer Affairs found that in households with service problems with potential costs of around \$100 (R1500), 54% would maintain brand loyalty if their problems were satisfactorily resolved.

#### Four steps to save the customer within 60 seconds:

1. Act quickly. Apologise. You must respond to the complaint within 60 seconds. That is when the magic happens.
2. Take responsibility. Most employees shove off the problem and blame everyone else. Customers know when they are being passed along the chain and they do not like it.
3. Empower employees to make a fast decision. Each front-line employee should be able to take action quickly. They should not have to ask for managers to get an approval or pass the buck to them.
4. Take action and compensate. Give away something that has high value and low cost. Customers will be pleasantly surprised and delighted with your company if you not only make things right, but make things better.

Every organisation has products and services that have low cost and high value you can give away when your company messes up. The more generous you are,

the bigger the impact. If you are too cheap, it will have little impact. A hotel could upgrade you to a suite. A restaurant can offer everyone free dessert. A computer company can extend the warranty by one year. Your out-of-pocket cost is peanuts. With Covid-19 you cannot afford to lose a customer.

To be able to provide great service recovery, the employees need to feel that they have the freedom to do so. Pre-authorise front-line employees to spend a capped amount to fix customer problems. Front-line employees should have the power to resolve more than 95 percent of customer issues without having to pass the customer on to another person. Allow employees to give out free coupons, accept returns, give refunds and take other needed remedies without having to consult anyone. They can offer customers a range of options for resolving their problem and get the job done. The principle behind this is that customers are more satisfied with their encounter if the first person they contact about a problem fixes things. It lets employees focus on solving problems. It is pure magic.

Remember, customers will reciprocate your helpful actions. When you resolve failures quickly and effectively, acknowledge and apologise for the problem, and then respond to their need. Most customers will pay you back with continued or increased loyalty, goodwill and even repurchasing. It means that even major service failures are opportunities to show the reliability of your customer support functions and provide the most positive experience possible.

According to a study by The Wharton School, reducing customer attrition by 5 to 10 percent can increase annual profits by as much as 75 percent — the stakes are high. No business can afford to lose customers, if only because it costs much more to replace a customer than it does to retain one — five times more. Those that go out of their way to please customers and correct problems or mistakes will soon have many more. Someone once said, 'Take care of your customers, or someone else will.'

**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.**

[www.johntschohl.com](http://www.johntschohl.com)

## Printing SA's Latest Industry Updates

### Printing SA courses

#### Digital cutting and creasing operator skills short learning programme

This programme integrates the skills, knowledge and workplace experience that a carton designer needs to competently set up, operate and maintain a digital cutting and creasing machine. Participating companies will be provided with Standard Operating Procedures (SOP) and assessment instruments for all the prescribed practical activities. Participating companies will also be provided with logbooks that define the workplace experience component.

Learners will undergo a final competency assessment after successfully completing all the prescribed skills, knowledge and workplace experience modules.

#### Adobe Photoshop CC Essentials training course

Visual and graphic design have always played a pivotal role in our industry. Given the importance of the design process, understanding graphic and visual creation tools is a valuable skill to have within your business.

This course has been developed for new users and covers all fundamentals and key printing workflows. Adobe Photoshop is one of the most popular software programmes used in the industry, and bringing Photoshop skills into your business will enable you to offer clients an extra value-added service or assist them with their design requirements before committing to print.

#### Wits Business Management Programme (BMP) and Management Development Programme (MDP) course

Printing SA, in partnership with WITS University, is proud to introduce the BMP and MDP Course. This course introduces new managers to concepts and business skills that will prepare them to take on responsibilities that effectively contribute towards growth and development within their organisation. This course is designed for new managerial employees, or those aspiring to become managers.

#### Introduction to the printing and packaging programme

The Printing SA Introduction To The Printing and

Packaging Industry Programme includes a series of brand-new occupational videos and has been developed in-line with the knowledge subject specifications as per the assessment criteria of the new printing and packaging qualifications that are in development, and approved by, the Quality Council for Trades and Occupations (QCTO).

### Printing SA welcomes new staff members

Desdemona Arendorf spent more than a decade in an office administration environment. She has solid experience as an administrator, focusing on customer service and has worked closely with various individuals and suppliers from different backgrounds. This gives her an added advantage and the ability to provide the best service to member companies. Customer centricity is one of her strong suits and she will not settle until all clients are satisfied with their required services.



**Desdemona Arendorf.**

Tessa Mabona holds an honours degree in public administration from the University of South Africa (UNISA) and her previous exploits include a career as a trust fund administrator at a financial institution. She has also worked as a support administrator before being promoted to client centric mode assistant and thereafter, promoted to programme assistant at one of South Africa's leading medical health groups. Mabona's previous working experience in administration within the banking and medical aid fields make her an invaluable addition to Printing SA.



**Tessa Mabona.**

Printing SA is proud to welcome Matshidiso Pitsoe to its Johannesburg Chamber. Pitsoe completed her high school education at St. Catherine's Convent before spending time at the University of Johannesburg. She is currently in her third year at Unisa, where she is studying BCom Accounting Science and after graduating, she plans on completing her Honours as well. Pitsoe is passionate about anything finance and accounting related. She joins Printing SA on a fixed-term contract and given her abilities, the organisation knows that she will excel in her role.



**Matshidiso Pitsoe.**

#### Employment Equity Amendment Bill – updated 26 January 2021

A Bill is not law, but proposed legislation, so at



present it is not enforceable. The description of the Bill: to amend the Employment Equity Act 55 of 1998 ('the EEA'). The current legislation requires companies to comply with employment equity targets, however, the new targets will be much more specific.

#### What is the purpose of the Employment Equity Amendment Bill?

- The Bill aims to introduce more detailed affirmative action targets for companies.
- Targets will be introduced for specific occupational levels, sub-sectors of industries and different regions.
- Companies that want to do business with the government can only do so after being certified as being in compliance with their obligations by achieving the set targets.
- Employers with less than 50 employees will no longer have to report on their employment equity targets, irrespective of their turnover.
- The empowerment of labour inspectors to secure a written undertaking from a 'designated employer' regarding the preparation of employment equity plans.

#### Effective date of implementation for the Act/Regulation/Bill/

- The Bill is at the National Assembly under consideration. Once public participation and comments have been considered, it will be referred to the relevant committee, debated and amended if necessary.
- Once the Bill passes through the National Assembly, it will go to the President to be signed into law.

#### What are the penalties if companies do not comply?

- Under current legislation, companies can be fined between the greater of R1.5 million or 2% of turnover if a first-time offender, up to the greater of R2.7 million or 10% of turnover for multiple contraventions of employment equity laws.
- The new amendment proposes that a company could face a fine if it fails to set an employment equity plan without numerical goals.

#### What do I need to do to comply? If the Bill becomes law in its current form:

- Employers will be required to check that their employment equity plans comply with the sectoral targets for designated groups.
- Produce a certificate from the minister that confirms compliance with affirmative action targets.

Printing SA will keep members updated with the progress of the Bill so when it becomes law, they can comply.

#### Extended producer responsibility (EPR) regulations postponed

The implementation of the EPR regulations has been postponed to 5 May 2021. This follows a meeting with the Minister of Environment, Forestry and Fisheries (DEFF), Barbara Creecy, in December 2020. The industries expressed concerns as some issues in the regulations required amendments for some sectors to comply. The extension will allow existing producers, and producer responsibility organisations, to register with the department before 5 November 2021. The regulations give effect to Sections 18 and 69 of the Waste Act and apply to the paper, packaging (including electrical and electronic equipment, lighting sectors) and some single-use product sectors.

The regulations aim to hold producers responsible for their products and packaging to the end-of-life stage of their life cycle by collecting, sorting, refurbishing, reusing, recycling and/or sustainably disposing of materials. Read more about the [Extended Producer Responsibility and Government Gazette Notice](#) G44078 published on 15/01/2021.

#### Hulamin operations granted a duty increase from 0 to 15% ad valorem

The International Trade Administration Commission (IITAC) has recommended an increase in the general rate of customs duty on aluminium rolled sheets, plates, strips, can stock and foil products. These products, classifiable under tariff headings 76.06 and 76.07, will move from Free of Duty to the WTO bound rate of 15% ad valorem.

#### The Commission further recommended:

The creation of Schedule 4 rebate provisions to cater for product ranges not manufactured domestically. The proposed duty on the subject products will be reviewed after a minimum of one

year following the introduction of tariff support (unless determined otherwise by the Commission) to monitor the performance of the Domestic Industry.

IITAC has published the notice brought in by Hulamin in March 2019 for an increase in the general duty. The subject products are used predominantly in the packaging, transport (road, marine and rail), automotive, marine, construction, general engineering, electronics, energy and white goods industries. Printing SA members were against the increase. View the [Commission's Final Report](#).

#### National Small Enterprise (draft amendment bill 2020)

The Department of Small Business Development published the National Small Enterprise Amendment Bill in December 2020. The bill aims to increase regulation of the country's small, medium and micro-enterprises (SMME). The bill will also make provision for the establishment of a Small Enterprise Ombud Service.

This will act as a support function to the minister. The bill will give the minister and ombudsman powers to further regulate small businesses in South Africa, focusing on the issue of unfair trading practices. The minister may also introduce regulations requiring specified enterprises to provide information about their contracting and payment practices, and policies relating to small enterprises. View the notice [here](#).

#### National energy act (buildings)

On 8 December 2020, the Department of Mineral Resources and Energy published regulations for the mandatory display and submission of Energy Performance Certificates for buildings, with a two-year transitional measure for compliance, for affected entities. These regulations apply to both government and private building owners, or if you are responsible for a building with a total net floor area of over 1000sqm. Owners or managers of these buildings must display a certificate 'Energy Performance' at the building's main entrance. The Energy Performance refers to the net-energy consumed in kilowatt-hours per square metre per year. The Energy Performance includes heating, hot water heating, cooling, ventilation and lighting. The Energy Performance certificate must also be submitted to the South African National Energy Development Institute. View the notice [here](#).

#### www.printingsa.org

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R90,000. Excellent working condition.  
Lindi Meyer + 27 60 757 1275  
White River

### ROLAND SG-540 25 JAN

R190,000.  
Dawid +27 72 604 2358  
Centurion

### SCREEN PRINTING DRYING RACK 20 JAN

R1500.  
Galen +27 73 135 5759  
Boksburg

### DTG POLYPRINT TEXJET SHORTEE 18 JAN

Direct to garment printer. Great as an add on to a signage business or a work from home option. Handover and training to be done by Rexx Screen & Digital Supplies. R95,000.  
Natasha van Eeden  
+27 82 497 6560  
Cape Town

### HP PRINTERS 18 JAN

R20,000. HP Latex L2600 - 1525 wide; HP Design Jet 5500 - 1026 wide and HP De-

sign Jet 5500 - 1524 wide. Not running as they have been standing for six months. Onyx RIP software to go with that can run all three. All machines have take up reels and all poles and clips to go with.  
Mark Emerton +27 11 026 4725  
Johannesburg

### ROLAND SP3001 15 JAN

R80,000. Included a generous amount of stock for the machine, 685/760mm. R80,000.  
Freeze +27 84 080 7866  
Klerksdorp

### VINYL CUTTER 15 JAN

R18,000 o.n.c.o. Almost brand new. Brought back from the UK. In perfect working order. Has an optical eye for cutting out decals. Comes with Flexi Sign package. Takes large sheet of vinyl 1230mm. Can also put offcuts in five rollers to keep vinyl down. Still in original box.  
Howard +27 64 284 4059  
Strand

### MIMAKI PRINTERS 10 JAN

Mimaki JV5 160s like new, may need new heads. This is a 4 head high speed 4 head print machine but the heads were not flushed before Covid. Mint condition. I also have 2 x JV33-160's that need work. R60,000 o.n.c.o for JV5 and will throw in 2 x JV33 machines.

Errol +27 82 813 9917  
Gauteng

## WANTED

### OLD HP LATEX MACHINES 27 JAN

L2500 or L2600.  
Alex +27 82 256 6570  
Edenvale

## JOBS

### JOBS OFFERED

### PAINT PROTECTION APPLICATOR 27 JAN

We are looking for experienced paint protection wrappers.  
Tim +27 83 487 4222  
designs@wrap-my-ride.co.za  
Gauteng

### STOREMAN 27 JAN

Signage company urgently require the services of a storeman. The successful candidate should have at least two years' experience, preferably in the signage industry. Email CV's to [hr@rocamsigns.co.za](mailto:hr@rocamsigns.co.za).  
Gauteng

### PRINT MANAGER 26 JAN

Print Manager vacancy available at Bothma Branding Solutions (Pty) Ltd.  
[andile@bbs.co.za](mailto:andile@bbs.co.za)  
KwaZulu-Natal

### TECHNICAL SIGNAGE MANAGER 20 JAN

Must have solid experience in the signage industry. Must be staying in/around West Rand or be willing to relocate to the area. Must have drawing experience, large format printing experience, various application experience, CNC routing on PVC, wood, etc. Cut and assemble experience.  
[barnett.mce@gmail.com](mailto:barnett.mce@gmail.com)  
Gauteng

### SALES PERSON 20 JAN

The results-driven sales person must have signage industry experience, proven sales track record and contactable references. Duties: present, promote and sell signage products/services using solid arguments to existing and prospective customers; perform cost-benefit and needs analysis of existing/potential customers to meet their needs and more.  
[georgie@signs4sa.co.za](mailto:georgie@signs4sa.co.za)  
Gauteng

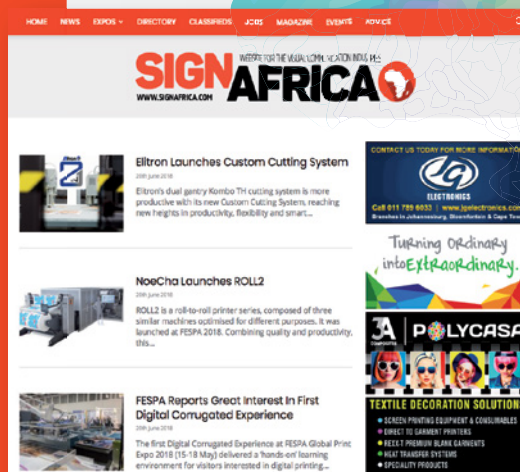
### SALES REP 12 JAN

As an account executive with a minimum of three years' experience in the signage

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industry, your role will be to develop existing accounts and new accounts via telephone, face to face interactions and cold calling. Franchise account experience will be advantageous. Own transport and valid drivers licence are essential. sales1@visualdirect.co.za  
Centurion

**GRAPHIC DESIGNER 12 JAN**  
Must have CorelDRAW and Photoshop experience. Please email CV and portfolio. accounts@imagine-that.co.za  
Gauteng

**VEHICLE WRAPPER AND VINYL APPLICATOR 11 JAN**  
Looking for a qualified vinyl applicator with minimum 5 years' experience in vehicle wrapping. Must have valid drivers licence.  
bryan@signarama.co.za  
Western Cape

**GRAPHIC DESIGNER 11 JAN**  
Must be able to do designing, NCR Books, installation and deal well with customers. 2-5 years' experience necessary. Must know: CorelDRAW, Illustrator and InDesign. Position is available Immediately and salary is negotiable  
+27 73 355 3600  
bluefigdesigns3@gmail.com  
Mpumalanga

**EXTERNAL SALES REP 6 JAN**  
We are looking for a dynamic and motivated sales rep. Must have experience in the signage industry. Must have valid drivers licence. Honesty and integrity is of utmost importance. Candidate will be doing site visits and cold calling. Must stay in the Vaal area  
suzanne@signarama.co.za  
Gauteng

**SALES PERSON 6 JAN**  
Must have experience in sales in the signage industry.  
Digi Slevin Branding  
info@digislevin.co.za  
Gauteng

**GRAPHIC DESIGNER/LARGE FORMAT OPERATOR/APPLICATOR 4 JAN**  
Dominion Network is looking for a graphic designer to join our team. Must be able to operate large format printer, vinyl cutter and must be able to do vinyl application and PVC stretching.  
+27 61 392 5609  
info@dominionnetwork.co.za  
Gauteng

**BRANDING OPERATOR 28TH DEC**  
An active wear company is looking for an enthusiastic branding department operator including but not limited to graphic designer, dye sublimation, embroidery machine and screen printing operator to join our team. Should have previous work experience in graphic designing, machine operations, lamination, printing, print operations and cutting.  
accounts@lftfit.com  
Gauteng

**SIGN APPLICATOR AND RIGGER 30 DEC**  
Looking for a sign applicator with minimum two years' experience in the field.  
cksigns@gmail.com  
Limpopo

## JOBS WANTED

**MACHINE OPERATOR 27 JAN**  
Seeking employment in the signage industry/engineering industry. I have eight years' experience operating cutters, CNC routers and channel letter benders. Experienced in Roland large format printer, Roland vinyl cutter, Mimaki, Mutoh and Ricoh. I am highly computer literate. Well versed in Microsoft office, in-router software, Versaworks CorelDRAW, etc.  
Tinotenda Merekio  
+27 65 005 5414  
Gauteng

**DIGITAL PRINT/VINYL CUTTER OPERATOR AND DESIGNER 19 JAN**  
I am seeking employment in the Vaal triangle/Alberton. I have experience with digital printers (HP 9000, HP 10000, HP L26500, Roland Vp-540i), Wasatch and Roland Versaworks RIP software, vinyl cutters and CorelDRAW). I am good at redrawing jpeg files and can do lay-outs/ designs from scratch. I am a qualified safety officer as well.  
martinlouismuller@gmail.com  
Gauteng

**GRAPHIC DESIGNER 12 JAN**  
Graphic designer, creative and conceptual individual with a good eye for detail. An all-rounder in layouts from the press, retail advertising to corporate identities, Profiles, annual reports, magazines, manuals, brochures, indoor and outdoor branding, packaging (all size die-cuts and bottling). Working experience of digital marketing and capable of handling a project from the brief all the way to mockups and production set ups.  
trchiwandamira@gmail.com  
Gauteng

**SCREEN PRINTER 11 JAN**  
I do screen printing, vinyl application and installation and I have been in the industry for 15 years.  
John +27 76 650 4209  
Gauteng

**GRAPHIC DESIGNER/LARGE FORMAT OPERATOR 2 JAN**  
I am a graphic designer with over 10 years' experience in signage, publishing and branding industries. I perfectly use CorelDRAW with every other necessary software.  
ashoo2019@gmail.com  
+27 81 720 5538  
Gauteng

**UV MACHINE OPERATOR/ SUBLIMATION MACHINIST 31 DEC**  
Highly experienced. Artwork redrawing and tracing on CorelDRAW, good ability with Roland LEF for various items. Can brand all items flat and rounded. Can generate sublimation transfers for textiles and ceramics. Can handle pressure and run jobs in accordance with job card specifications. Very creative in setting up own jobs from start to finish within specified deadlines.  
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## VIRTUAL ISA SIGN EXPO

7-9 April 2021

Las Vegas

<https://www.signexpo.org>

## VIRTUAL DRUPA

20-23 April 2021

Düsseldorf, Germany

[www.drupa.com](http://www.drupa.com)

## SIGN AFRICA GAUTENG REGIONAL EXPO

21-23 April 2021

Emperors Palace, Johannesburg, South Africa.

[www.SignAfricaExpo.com/saj](http://www.SignAfricaExpo.com/saj)

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## SIGN AFRICA WESTERN CAPE REGIONAL EXPO

26-27 May 2021

Cape Town ICC, Hall 1 A&B, Western Cape, South Africa.

[www.SignAfricaExpo.com/saj](http://www.SignAfricaExpo.com/saj)



## ITMA ASIA + CITME

12-16 June 2021

National Exhibition And Convention Centre, Shanghai, China

[www.itmaasia.com](http://www.itmaasia.com)

## SIGN AFRICA KWAZULU-NATAL REGIONAL EXPO

23-24 June 2021

Durban ICC, KwaZulu-Natal, South Africa.

[www.SignAfricaExpo.com/saj](http://www.SignAfricaExpo.com/saj)

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## SIGN AFRICA, FESPA AFRICA, AFRICA PRINT & MODERN MARKETING SUB-SAHARAN AFRICA EXPO

8-10 September 2021

Gallagher Convention Centre, Midrand, South Africa

[www.SignAfricaExpo.com/saj](http://www.SignAfricaExpo.com/saj)

[www.AfricaPrintExpo.com/saj](http://www.AfricaPrintExpo.com/saj)

[www.ModernMarketingExpo.co.za/saj](http://www.ModernMarketingExpo.co.za/saj)

[www.FespaAfrica.com/saj](http://www.FespaAfrica.com/saj)

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## SIGN ISTANBUL

17-20 September 2021

Tuyap, Istanbul

<https://en.signistanbul.com>

## FESPA MEXICO

23-25 September 2021

Mexico City, Mexico

[www.fespa.com](http://www.fespa.com)



## PRINTING UNITED

6-8 October 2021

Orange County Convention Centre, Orlando

<https://www.printingunited.com>



## FESPA GLOBAL PRINT EXPO 2021

12-15 October 2021

RAI Exhibition Centre, Amsterdam, The Netherlands.

[www.fespa.com/en](http://www.fespa.com/en)

## FESPA EURASIA

2-5 December 2021

Istanbul, Turkey

[www.fespa.com](http://www.fespa.com)

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**E-M:** [erica@absolutedisplay.co.za](mailto:erica@absolutedisplay.co.za)

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**E-M:** [almightyroach@gmail.com](mailto:almightyroach@gmail.com)

#### APPLICATOR/RIGGER

Vinyl application and rigging.

Nikie

**MOBILE:** +27 71 282 0156

#### APPLICATOR/PVC WELDING/ VEHICLE BRANDING/CANVAS STRETCHING

Art graduate, with many years of printing experience. Applicator, PVC welder and general finishing artist; full vehicle wrap and graphic design. JHB.

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**E-M:** [michaelscv@yahoo.co.za](mailto:michaelscv@yahoo.co.za)

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8 Cavan Street,  
Kensington, JHB

#### CYBER DIGITAL PRINT

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**E-M:** [admin@cyberdigitalprint.co.za](mailto:admin@cyberdigitalprint.co.za)

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Orin Murphy

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**E-M:** [shellyjiyane@gmail.com](mailto:shellyjiyane@gmail.com)

#### FREELANCE RIGGER

Large and neon Signs. Fast and perfect. Benoni.

Liberty

**MOBILE:** +27 78 864 1599

**E-M:** [liberty77@rocketmail.com](mailto:liberty77@rocketmail.com)

#### FREELANCE RIGGERS & APPLICATORS

Team of vinyl applicators based in Gauteng, with more than 7 years experience. We specialise in all vinyl applications, vehicle vinyl application, signage rigging and wallpaper application.

Maxwell

**MOBILE:** +27 82 059 6611

**E-M:** [maxinn@webmail.co.za](mailto:maxinn@webmail.co.za)

#### FREELANCE VINYL APPLICATOR

Experienced freelance vinyl applicator. Available anytime.

Pretoria

Matthew

**MOBILE:** +27 73 906 7239

**E-M:** [topioro@yahoo.com](mailto:topioro@yahoo.com)

#### FREELANCE VINYL APPLICATOR

Vehicle wrapping, escalators, shop windows, etc.

Tebogo Maseola/Mbongeni W Cele

**MOBILE:** +27 71 709 2099

**E-M:** [tebomaseola@gmail.com](mailto:tebomaseola@gmail.com)

**E-M:** [wisemcele@hotmail.co.za](mailto:wisemcele@hotmail.co.za)

#### FREELANCE VINYL APPLICATOR/ INSTALLATIONS

13 years experience in the print and sign industry. Vehicle branding, full wraps, sign installations, sandblasting, wallpaper, liquid vinyl and more.

Johannesburg

Marc

**MOBILE:** +27 71 325 8153

#### FREELANCE VINYL APPLICATOR

Part time vinyl applicator. Full car/ bike/helmet wraps, etc.

Mbongeni

**MOBILE:** +27 73 044 2217

#### FREELANCER VINYL APPLICATOR

Looking for freelance work or permanent. 15yrs exp in full wraps and wallpaper and anything about vinyl, Pretoria.

Elrich

**MOBILE:** +27 79 849 5670

**E-M:** [Elrichgreen119@gmail.com](mailto:Elrichgreen119@gmail.com)

#### FREELANCE VINYL, WALLPAPER AND VEHICLE FULL WRAP SPECIALIST

Our team specialises in vinyl and wallpaper application. We also do partial and full vehicle wrap application. We travel all around the country and assist with artwork too. Sydney

**MOBILE:** +27 79 562 6914

**E-M:** [sydneykhanyile@yahoo.com](mailto:sydneykhanyile@yahoo.com)

#### FREELANCE RIGGER, VINYL APPLICATOR AND SIGN INSTALLER

Two well organised teams doing sign installations and vinyl applications. Own transport and tools. Service RSA and surrounds.

Adams M. Moyo

**TEL:** +27 73 128 5071

**E-M:** [adams.postersplus@gmail.com](mailto:adams.postersplus@gmail.com)

#### FREELANCE SIGN WRITER, VINYL APPLICATOR AND RIGGER

Experienced sign writer, vinyl applicator and rigger. Freelancing basis. Own transport. Gauteng Charles

**MOBILE:** +27 83 539 2853

**E-M:** [charles.advertise@gmail.com](mailto:charles.advertise@gmail.com)

#### FREELANCE VINYL APPLICATORS, WALLPAPER + VEHICLE BRANDING

Since 1994: team of vinyl applicators, wallpaper specialists, fleet wrapping professional/vehicle branding, frosted/sandblasted vinyls, shopfront windows, installation, reflective vinyls etc. Prices negotiable; country-wide service; A/H by arrangement. Israel S Nkomo

**MOBILE:** +27 84 923 1242/

+27 82 590 7412/ +27 84 243 6902

**E-M:** [israelsbo@gmail.com](mailto:israelsbo@gmail.com)

#### GIYAMGAZA DESIGNS

Freelance applicators and riggers available for vehicle branding, fleet



branding, PVC stretch, events and all kinds of signage. Country-wide.  
Ntsako  
**MOBILE:** +27 82 754 9876  
**MOBILE:** +27 84 458 7766  
**E-M:** giyamgaza@gmail.com

#### GLENN MILLER

Country-wide rigging and application.  
**MOBILE:** +27 82 050 0030  
**E-M:** milglenner@yahoo.com

#### INDEPENDENT SIGN RIGGERS AND VINYL APPLICATORS

Experienced vinyl applicators/riggers looking for work. Based in Johannesburg. Willing to work country-wide and beyond the borders.

Dexter  
**TEL:** +27 72 268 0244  
**TEL:** +27 84 395 3060  
**E-M:** dextermphande@hotmail.com

#### INDEPENDENT VINYL APPLICATOR AND SIGN INSTALLER

We are a service provider company with qualified applicators; we do all kinds of vinyl and wallpaper applications, country-wide.  
Ntsako Solomon  
**TEL:** +27 82 754 9876  
**FAX:** +27 86 568 1518  
**E-M:** giyamgaza@gmail.com

#### INSTALLATIONS

Sub-contracting, vinyl applications, wallpaper, vehicle wraps and rigging.  
West Rand  
Imraan  
**MOBILE:** +27 76 320 9082

#### JP MOUTON

Freelance vehicle wrapping, vinyl applicator, installer of all types of signs.  
**MOBILE:** +27 72 702 6780  
**E-M:** johnpaulmouton69@gmail.com

#### JAY

Vinyl applicator in Johannesburg.  
Gauteng  
**MOBILE:** +27 84 507 2670

#### JUBA RIGGING

**TEL:** +27 11 873 4462  
**FAX:** +27 86 612 0710  
**E-M:** shinohara@mweb.co.za  
7 Graphite Street, Drieheok, Germiston, Johannesburg  
PO Box 17583, Sunward Park, 1470

#### K2 RIGGING

Country-wide rigging and application.  
**TEL:** +27 72 051 0646  
**MOBILE:** +27 82 606 0107  
**E-M:** kevin@k2rigging.co.za  
14 Judith Road, Emmarentia, 2195, Johannesburg

#### KHOLWA SIGN MASTER

Nationwide rigging and applications.  
**NATIONAL TEL:** 0861 00 50 55  
**TEL:** +27 11 425 4594  
**MOBILE:** +27 86 515 0298  
**E-M:** admin@kholwasign.co.za  
**WEB:** www.kholwasign.co.za  
29 Golden Drive, Morehill ext 8, Benoni

#### MAD IMAGE SIGNS

Country-wide vehicle wrapping and rigging.  
Pretoria  
Gundo Madima  
**MOBILE:** +27 79 280 5339  
**E-M:** madimage@live.co.za

#### LOWKI HOLDINGS

We have established ourselves in the signage industry to supply a service for the manufacturing of signage for, and on behalf of, small to large sign companies.  
Lawrence Lowe  
**MOBILE:** +27 82 389 3651  
**E-M:** lawrence@lowki.co.za  
**WEB:** www.lowki.co.za

#### MWISE SIGNS

Vinyl application, full car/bike/helmet wraps, etc.  
Gauteng  
Mbongeni  
**MOBILE:** +27 73 044 2217  
**E-M:** wisemcele@hotmail.co.za

#### MONTGOMERY DESIGN STUDIO

**MOBILE:** +27 65 870 8516  
**E-M:** m.m.sejane@gmail.com  
**WEB:** www.behance.net/mmsejane1116

#### P&L MACHINE MOVING AND RIGGING

72 Grant Street, Putfontein, Gauteng, PO Box 8576, Putfontein, 1513  
**TEL:** (+27 11) 968 1082.

#### QUICK SERVE SIGNAGE

Rigging in the Gauteng area.  
Nickulaas Schutte  
**TEL:** (+27 11) 613 3086  
**FAX:** (+27 11) 613 3086  
**MOBILE:** +27 (0) 82 672 2812  
**E-M:** nsquickserve@gmail.com

#### RC DIGITAL

Country-wide rigging, vinyl application and vehicle wrapping.  
Ryan Colloppen  
**TEL:** +27 83 329 2114  
**MOBILE:** +27 83 329 2114  
**E-M:** rcdigital.colloppen@gmail.com

#### RED BEAN PROJECTS

Rigging services available for small to medium installations.  
**MOBILE:** +27 83 750 1583  
**E-M:** melanie@redbeanprojects.co.za

#### RED DOT

Country-wide rigging and large format vinyl application.  
Francois Polme  
**TEL:** +27 12 653 4441  
**FAX:** +27 12 653 4445  
**MOBILE:** +27 82 777 6329  
**E-M:** info@rdbranding.co.za  
**WEB:** www.rdbranding.co.za  
165 Edison Crescent, Hennops Park, Centurion

#### RG GRAPHICS

Country-wide rigging.  
Raun Greef  
**TEL:** +27 11 849 2287  
**MOBILE:** +27 72 379 8389

#### RIGGER

Vinyl applications, Perspex fabrications and installations.  
Anton Bester  
**MOBILE:** +27 79 304 7894  
**E-M:** jeena@garrun-group.co.za

#### SIGN IDEAS

Rigging and application in Gauteng/Kwa-Zulu Natal.  
Razvi Cassim  
**TEL:** +27 72 577 0099  
**E-M:** signideas@vodamail.co.za

#### SIGN INSTALLER

Sign installer, vinyl, wallpaper; Perspex fabricator, LED wiring. Code 8 driver's licence. Johannesburg  
Calvin  
**TEL:** +27 82 077 3856  
**E-M:** jacksoncalvin43@gmail.com

#### SIGN IT FIRST CC

Applicators and riggers in Pretoria.  
Lourat  
**TEL:** +27 12 549 0004

#### SIGN VIBES

Rigging  
**MOBILE:** +27 82 484 8212  
**E-M:** neonsigns@absamail.co.za

#### SIGNAGE AND VEHICLE BRANDING

We are a leading signage and vehicle wrapping solutions company for all signage requirements. We are based in Gauteng but we can get anywhere around SADC. Contact us for any problem regarding signage.  
Emmanuel  
**TEL:** +27 74 964 3468  
**E-M:** chitsekoe@gmail.com

#### SOBABILITY

Flat vinyl and wallpaper. Own team, own transport. Roodepoort  
**MOBILE:** +27 83 433 2320  
**E-M:** 0727084191@vodamail.co.za

#### THE MANUFACTURING HOUSE

We do all types of signage rigging.  
Shane  
**MOBILE:** +27 81 737 8977  
**E-M:** themanufacturinghouse@gmail.com

#### VAN K & CO.

Rigging and vehicle wrapping country-wide.  
Patrick Van Kramberg  
**TEL:** +27 72 414 1034  
**FAX:** +27 86 516 4622  
**MOBILE:** +27 72 414 1034  
**E-M:** info@vankco.co.za  
**WEB:** www.vankco.co.za  
**TWITTER:** Vankco1  
**FACEBOOK:** Van K & Co

#### VEHICLE BRANDING, VINYL APPLICATION + WALLPAPER (PART TIME)

Looking for part time vinyl applications eg vehicle branding, wallpaper installations. Very professional.  
Tembisa, Joburg  
Garry  
**MOBILE:** +27 72 844 0180

**E-M:** lemanwildfoxshumba@gmail.com

#### VINYL APPLICATION

Full vehicle wraps. Wallpaper, frosted vinyl, clear application, vinyl lettering etc. Can operate an HP L25500 printer. Hardworking with 6 years in the signage trade. I know a lot about signage.  
Daylen  
**TEL:** +27 60 354 0673  
**E-M:** Daylenmophy1@gmail.com

#### VINYL & SIGN INSTALLATIONS

Sign installation and vinyl application anywhere in South Africa. Reasonable quotes and quality work.  
Shane  
**TEL:** +27 71 505 9185  
**E-M:** Wesleyshane@yahoo.com

#### VINYL APPLICATOR AND INSTALLER

Vinyl application and installation. 14 years experience, very neat. Valid driver's licence.  
Johannesburg  
Joseph  
**MOBILE:** +27 82 767 7828  
**E-M:** nceba.nh@gmail.com

#### VINYL APPLICATORS AND VEHICLE BRANDING

A team of fleet branding and vinyl applicators with 21 years experience. Vehicle branding/wraps, all types of vinyl application, wall paper installation and sign rigging. Affordable prices.  
Gauteng.  
Ayanda S. Dube  
**MOBILE:** +27 82 595 6518  
**MOBILE:** +27 84 243 6902  
**E-M:** ayandasdube@gmail.com

#### VINYL APPLICATOR

Vinyl application, wiring, assembling as well as repairing signs.  
Boksburg  
Godfrey Nkosi  
**MOBILE:** +27 73 169 8211  
**E-M:** kmdigital@telkomsa.net

#### VINYL APPLICATOR

Qualified vinyl applicator with experience in vehicle wrapping, wallpaper and printing machine operation. Musbau  
**MOBILE:** +27 78 846 7647  
**E-M:** yommy4jok@yahoo.com

#### VINYL APPLICATOR

Khaya  
**MOBILE:** +27 71 612 0039  
**E-M:** ruechikwawa@gmail.com

#### VINYL APPLICATOR

Experienced vinyl applicators/riggers. We do Correx, ABS, Perspex, shop fronts and many more.  
Baxter  
**MOBILE:** +27 82 706 5852  
**E-M:** mkumba@ovi.com

#### FREELANCING VINYL APPLICATOR AND WINDOW GRAPHICS

Experienced vinyl applicator, rigger, sign builder, vehicle wrap and fabrication. 14 years experience.

Rock solid references and detailed CV. Gauteng  
Enny Taiwo  
**TEL:** +27 61 996 4895  
**E-M:** taiwoenny123@yahoo.com

#### VINYL APPLICATOR

Johannesburg  
Mapiye  
**MOBILE:** +27 78 480 4976  
**E-M:** mapiyem@facebook.com

#### VINYL APPLICATOR

Qualified vinyl applicator with 4 years experience. Hard working. Midrand  
Tayo  
**MOBILE:** +27 62 318 2733  
**E-M:** temitopemt@gmail.com

#### VINYL APPLICATOR

Freelance vinyl applicators, specialising in window graphics such as Contra Vision, sandblast, tints etc. Pretoria  
Enny  
**MOBILE:** +27 73 696 9344  
**E-M:** taye\_one@yahoo.ca

#### VINYL APPLICATOR

Qualified vinyl applicator with more than 8 years experience. I do window graphics including sand blasted vinyl, Chromadek, wall vinyl, steel frames, vehicle wrapping etc. Available even on part time basis. Johannesburg  
Christopher  
**MOBILE:** +27 83 986 8929  
**E-M:** sikholiwem@bostonbc.co.za

#### VINYL APPLICATOR AND RIGGER

Six years experience as a vinyl applicator/rigger. Gauteng  
Thabiso Monyobo  
**TEL:** +27 73 614 7533

#### VINYL APPLICATOR, RIGGER AND OPERATOR

Vinyl applicator, rigger and operator. Randburg  
Nishal  
**MOBILE:** +27 84 639 8637  
**E-M:** nishalm26@gmail.com

#### VINYL APPLICATOR, FABRICATOR, RIGGER, CHANNEL LETTER, LED'S AND ALL-ROUNDER

24 years experience in the signage industry. I am looking for either permanent or sub-contracting positions. Dicky Moore  
**MOBILE:** +27 63 438 5984  
**E-M:** natashajob@vodamail.co.za

#### VINYL APPLICATOR TEAM

Vinyl applicators, wallpaper applicators, windows graphics, sandblasted vinyls, vehicle branding, installations etc. Gauteng  
Mazwi and Sinphiwe  
**MOBILE:** +27 61 663 7716  
+27 62 414 2091  
**E-M:** simpfiwengubane29@gmail.com

#### VEHICLE WRAPS AND SIGNAGE

#### INSTALLATION

We are a leading signage solutions company for all your vehicle wrap jobs; installations and vinyl applications. Unable to meet deadline and to help with installation call us anywhere in South Africa and beyond borders.  
**MOBILE:** +27 74 964 3468

#### WILDSTYLE AURA

Signs, Branding, Installations and Vehicle Wrapping.  
**TEL:** +27 10 442 3896  
**E-M:** info@wildstyleaura.co.za  
**WEB:** www.wildstyleaura.co.za

#### DESIGNERS

#### AFFORDABLE SIGNAGE

Small but efficient graphic design company. Car branding, business signage, banners, websites, billboards etc. Johannesburg  
Nash  
**MOBILE:** +27 61 235 3910  
**E-M:** nash83dee@yahoo.com

#### FINELINE DESIGN

Manndy de Souza  
**TEL:** +27 11 794 4929/8  
**FAX:** +27 86 505 0630  
**MOBILE:** +27 82 334 6875  
**E-M:** info@finelinedesign.co.za  
**WEB:** www.wrapvehicles.co.za  
Unit A20, Kimbult Industrial Park, 9 Zeiss Road, Laser Park, Honeydew  
PO Box 7714, Krugersdorp North, 1740

#### FREELANCE GRAPHIC DESIGNER & WALLPAPER, VINYL APPLICATOR

I am a Graphic Designer offering freelance graphic design. I work with CorelDRAW. I have great rates. After hours and weekends. East Rand  
Darren Hulley  
**MOBILE:** +27 82 517 1424  
**E-M:** darren@digitalkarma.co.za

#### FREELANCE GRAPHIC DESIGNER

I am a freelance graphic designer, specialising in window graphics, design, logo creation, vehicle graphics, postal design, business card design, invitation cards, letterhead design and flyer design. CorelDRAW X6 & X7 & Photoshop CS6. Pretoria CBD  
**MOBILE:** +27 61 487 2707  
**E-M:** allartworkdesign@gmail.com

#### SYAM DIGITAL & DESIGN

Ensuring that your business image is portrayed in the most visually appealing and professional manner. Hemal Jeram  
**MOBILE:** +27 72 883 5733  
**E-M:** info@syamdigitalanddesign.co.za  
www.syamdigitalanddesign.co.za

#### WESTERN CAPE

#### RIGGERS & APPLICATORS

#### APPLE GRAPHICS

Looking for permanent applicators with experience. Worcester  
**TEL:** +27 23 347 1650  
**E-M:** ontvangs@applegraphics.co.za

#### CEDAR

Country-wide rigging and application. Dave Kruger  
**MOBILE:** +27 82 464 8911  
**E-M:** sales@cedarcranes.co.za

#### DIGIFUSION SIGNS

Vinyl applications, installations, vehicle wrapping, sign maintenance and websites. George, Mosselbay, Knysna, Garden Route & Nationwide. Eric Philpott  
**TEL:** +27 44 873 3942  
**MOBILE:** +27 82 293 6196  
**E-M:** eric@digifusion.co.za  
**WEB:** www.digifusion.co.za

#### EPIC SIGNS

Country-wide rigging and application.  
**TEL:** +27 21 905 1994  
**MOBILE:** +27 82 457 2706  
**E-M:** marius@epicsigns.co.za  
**WEB:** www.epicsigns.co.za

#### EXTREME DESIGNS & WRAPPING

Experienced vinyl applicator, working as a freelancer (sub-contract basis) in Cape Town  
Robin  
**MOBILE:** +27 83 348 2623  
**E-M:** nathansignsneon@telkomsa.net

#### E-ZY RIGGING

Cape Town rigging.  
**TEL:** +27 82 898 4290  
**FAX:** +27 86 672 4425  
**E-M:** e-zygroup@mweb.co.za

#### FREELANCE APPLICATOR

Freelance applicator and wrapper. I have 7 years experience and love what I do, it shows in my work. Cape Town  
Tygue  
**MOBILE:** +27 74 363 5738  
**E-M:** tygue4130@gmail.com

#### FREELANCE APPLICATOR

Exhibitions, vehicle wraps, billboards, lightboxes, sign rigging, window film, wallpaper, and more. Willing to work nights. Own transport. Cape Town  
Hennie  
**MOBILE:** +27 74 211 8545  
**MOBILE:** +27 61 694 2297  
**E-M:** hennie@theapplicationco.co.za

#### FREELANCE APPLICATOR

Freelance applicator available with 12 years experience, vehicle wraps, lightbox manufacturing, sign boards, anything signage. Available 7 days a week. Kevin  
**MOBILE:** +27 74 261 7639  
**E-M:** kevinhenry009@gmail.com

#### FREELANCE VINYL APPLICATOR

#### AND VEHICLE WRAPPER

Over 5 years experience in the signage industry; wrapped everything from trailers to vehicles to aircrafts; references and CV on request. Valid SA driver's licence; flexible time. Cape Town  
Roche' Du Plessis  
**MOBILE:** +27 82 67 1058  
**E-M:** almightyroach@gmail.com

#### GENERAL SIGNS

We do vinyl graphics, vehicle branding, chromadek signs and installation in the Western Cape. Arthur Louw  
**TEL:** +21 21 801 9089  
**MOBILE:** +27 83 975 3184  
**E-M:** generalsignscape@gmail.com

#### GRAFIX4U

Rigging, vinyl application, vehicle/boat branding in Cape Town/Southern suburbs. IRATA qualified rope technicians. Charles  
**TEL:** +27 21 783 0082  
**MOBILE:** +27 83 495 4539  
**E-M:** charlesgrafix4u@gmail.com

#### H AND K SIGN RIGGING CC

Installation of signage.  
**TEL:** +27 21 510 5486  
**FAX:** +27 21 510 7918  
**MOBILE:** +27 82 494 9495  
**E-M:** admin@signriggers.co.za  
7 Calcutta Street, Paarden Eiland, Cape Town  
PO Box 15880, Vlaeberg, 8018

#### INNOVATIONS

Vinyl application.  
**MOBILE:** +27 76 177 0354  
**E-M:** lcdefender@iafrica.com

#### INTERACTIVE SIGNS

Signage design, manufacture and installation specialists. Brendon Van Krugerberg  
**TEL:** +27 21 948 3570  
**E-M:** iactive@mweb.co.za  
**WEB:** www.sign-manufacturers.co.za

#### ISHDESIGNZ AND SIGNS

Specialists in all sorts of signage and installations. Mainly after hours.  
**MOBILE:** +27 73 148 9214  
**E-M:** ishdesignz@gmail.com

#### KALMEG SIGNS

For all your signage requirements. Debbie Oelefse  
**TEL:** +27 21 976 6664  
**FAX:** +27 21 975 2021  
**MOBILE:** +27 82 576 3058  
**E-M:** kalmeg@telkomsa.net

#### KEITH SMITH SIGNS

Sign writing and vinyl application in the Western Cape. Keith Smith  
**TEL:** +27 82 977 2098  
**E-M:** keithsmith@gmail.com

#### LEGACY RIGGING

Full rigging services in the Western Cape.  
**TEL:** +27 21 510 0442  
**MOBILE:** +27 82 738 0067



**E-M:** info@legacygroupsa.co.za  
**WEB:** www.legacygroupsa.co.za

#### MALANJE SIGNAGES

Rigging, vinyl application, vehicle wrapping and signage installer in the Western Cape.  
**TEL:** +27 73 109 0197  
**TEL:** +27 73 897 5259  
**E-M:** malanjesignages@hotmail.co.za

#### MARK SYLVESTER SIGNS

Sign writing, vinyl application, vehicle wrapping.  
**MOBILE:** +27 72 571 5961  
**E-M:** marksyvester@mobileemail.vodafonesa.co.za

#### PENINSULA MACHINE MOVERS AND RIGGERS

Rigging in the Western Cape.  
 Jim Storie  
**TEL:** +27 21 972 1956  
**MOBILE:** +27 82 893 8627

#### PROVISUAL SIGNS & GRAPHICS

Signage, printing, graphic design, vehicle graphics, window and store displays, labels, business cards, brochures.  
**MOBILE:** +27 82 479 4477  
**E-M:** provisual@outlook.com

#### SIGN FX

Rigging, vinyl application, vehicle wrapping, nationally and internationally.  
 Omar Rykklief  
**TEL:** +27 21 712 8140  
**MOBILE:** +27 83 510 7945  
**E-M:** signfx@mweb.co.za

#### SIGN STUDIO

Rigging/application in Mossel Bay.  
 Hendrik Wait  
**TEL:** +27 44 690 4673  
**E-M:** mail@signstudioonline.co.za

#### SIGN WIZZARDS

Vinyl application in the Overburg.  
 Paul  
**MOBILE:** +27 72 156 2699  
**E-M:** webwizzards@graffiti.net  
 5 Dirkie Uys Str, Hermanus, 7200

#### SS RIGGING AND MAINTENANCE

Installation, maintenance and manufacturing of all types.  
**TEL:** +27 21 839 1429  
**FAX:** +27 21 930 7115  
**MOBILE:** +27 82 227 7383  
**E-M:** signage.installers@gmail.com  
 17 Duminy street, Parow East

#### TANDEM RIGGING

Cape Town rigging.  
**TEL:** +27 21 930 0833  
**E-M:** mark@tandemcranes.co.za

#### THE RIGGING CORPORATION

Cape Town and Johannesburg rigging and application.  
**TEL:** +27 21 510 3533  
**MOBILE:** +27 83 551 8799  
**E-M:** info@rigging.co.za

#### TOPROPE

Country-wide rigging and application.  
**TEL:** +27 21 510 2828

**MOBILE:** +27 82 894 4692  
**E-M:** michelle.welmsley@toprope.co.za  
**WEB:** www.absailers.com

#### VINYL APPLICATOR

Experienced vinyl applicator and at reasonable prices.  
 Cape Town  
 Michael  
**TEL:** +27 73 560 9376

#### FABRICATOR INDUSTRY

##### A.C.A. STAALWERKE

Steel construction and manufacturing of all types of signage. Rigging, application of vinyl, flex, rigiflex, etc.  
 Anna-Marie le Roux  
**TEL:** +27 21 948 5496  
**FAX:** +27 21 949 7136  
**E-M:** acaatal@mweb.co.za  
 Caledon West Street, Bellville, Cape Town

#### EASTERN CAPE

#### RIGGERS & APPLICATORS

##### AIRHEAD

Rope Access Sign Rigging  
 Eastern Cape  
 Roland Cawood  
**MOBILE:** +27 83 445 1787  
**E-M:** Roland@airhead.za.net

##### HI RISE RIGGING

Rigging in Port Elizabeth and surrounding areas.  
**TEL:** +27 41 365 0155  
**E-M:** kotfam@intekom.co.za  
 80 Pickering Street, Newton Park, Port Elizabeth

##### ORB SIGNS

All vinyl applications, vehicle wrapping and sign installations.  
**TEL:** +27 41 373 4031  
**Cell:** +27 74 143 3080  
**E-M:** marketing@orbsigns.co.za  
 61 York Road, North End, Port Elizabeth.

##### SAMSON RIGGING

Rigging in PE and surrounding areas.  
**TEL:** +27 41 463 3602  
**E-M:** samsonrigging@lantic.net  
 35 Kurland Road, Perseverance, Port Elizabeth

##### SIGNS & WONDERS

Specialist vinyl and all signage and print applications in the Eastern Cape and Western Cape and country-wide.  
**TEL:** +27 41 365 6073 (OFFICE)  
**MOBILE:** +27 82 928 3325 (GREG)  
**MOBILE:** +27 72 415 8055 (NICO)  
**MOBILE:** +27 72 485 7936 (CLIVE)  
**E-M:** signsgreg@telkomsa.net  
**E-M:** signsnico@telkomsa.net

#### MPUMALANGA

#### RIGGERS & APPLICATORS

#### GENERAL SIGNAGE

All signage, rigging, maintenance with own crane truck and skyjack. Specialists in hospital and hotel signage.  
**TEL:** +27 13 692 8684/5  
**E-M:** theo@signmax.co.za

#### NORTHERN CAPE

#### RIGGERS & APPLICATORS

##### INTER TEKENS

Cilliers Malan  
**TEL:** +27 54 331 1809  
**MOBILE:** +27 82 788 2495  
**E-M:** cilliers@intertekens.co.za  
**WEB:** www.intertekens.co.za

#### KWAZULU-NATAL

#### RIGGERS & APPLICATORS

##### DIGI-ART MARKETING & PROMOTIONS

We are a large, dynamic and energetic team of professional and certified/accredited applicators and riggers. Specialising in billboards, wallpaper, rope access and height access, vehicle/building wraps, signage/lightbox installations.  
 Donovan Naicker  
**TEL:** +27 31 736 6099  
**FAX:** +27 86 547 2943  
**MOBILE:** +27 82 708 8492  
**E-M:** donovan@digi-art.co.za  
**WEB:** www.digi-art.co.za

##### FREELANCE VINYL APPLICATOR

Installations of a wide variety of vinyls and digitally printed graphics, ranging from full vehicle wraps to shop-front window graphics.  
 David  
**MOBILE:** +27 79 285 0815  
**E-M:** mavericksigns@mail.com

##### MALOSE

We have started operations in KZN (extending to Eastern cape). Installations of your digitally printed wallpapers and SAV's, reliable professional installers. We also install fabric frames, PVC stretch frames, decorative wallpapers, architectural decorative films and 3D impression panels.  
**MOBILE:** +27 78 754 0438  
**E-M:** malose@dnaservices.co.za

##### RIG A SIGN

Rigging in KZN.  
**TEL:** +27 31 264 0573  
**FAX:** +27 31 264 0573  
**MOBILE:** +27 84 496 4003  
**E-M:** rigasign1@telkomsa.net

##### RIGGER

Jason  
**TEL:** +27 83 355 0500

#### FABRICATOR INDUSTRY

#### APPLICATION OF CARBON FIBRE ON VEHICLES & GENERAL SIGNAGE

Sign fabrication, rigging, vehicle wrapping and light boxes.  
 Niren Seebren  
**TEL:** +27 31 505 8346

#### SIGNS SERVICE RIGGING COMPANY

Installations, removal and maintenance of all signs.  
 Bheka Khuzwayo  
**TEL:** +27 31 705 4236  
**MOBILE:** +27 83 867 1224  
**E-M:** easyrigsigns@telkomsa.net

#### TONY'S CONSTRUCTION AND MANUFACTURING

Kersten Venter  
**TEL:** +27 35 797 3554

#### WBT ROPE ACCESS

A division of Windburg Trading (Pty) Ltd. Working at heights and Rope access solutions.  
 Graham  
**TEL:** +27 31 303 3005  
**MOBILE:** +27 81 287 8900  
**E-M:** info@windburgtrading.co.za  
 graham@windburgtrading.co.za  
**WEB:** www.windburgtrading.co.za  
 Suite 2, 220 7th Avenue North, Windermere, Durban KZN

#### OUTSIDE SA

#### VINYL APPLICATOR, SIGN RIGGER AND SIGN MAKER

Vinyl applicator, sign rigger and sign manufacturer based in Botswana, but a Zimbabwean by nationality.  
 Francistown  
 Thomas Tapera  
**TEL:** +26 77 157 0960

#### MACHINE RIGGING

#### PENINSULA MACHINE MOVERS AND RIGGERS

Western Cape Rigging.  
 Jim Storie  
**TEL:** +27 21 972 1956  
**MOBILE:** +27 82 893 8627

#### RIGWELL NATAL

Country-wide rigging.  
 Wayne Marshall  
**TEL:** +27 31 700 1660  
**E-M:** rigwell@eca.co.za

#### VANGUARD RIGGING

KwaZulu-Natal and Gauteng rigging.  
**TEL:** +27 11 616 1800  
 50 Beechgate Cres. Westville, Durban

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 megan@practicalpublishing.co.za.

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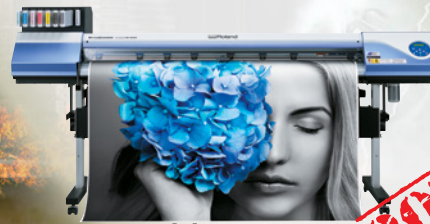
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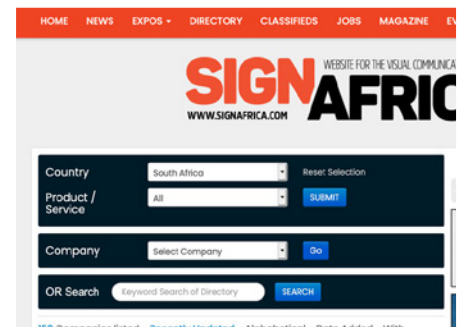
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