

SIGN JOURNAL FOR THE VISUAL COMMUNICATION INDUSTRIES AFRICA

MAR/APRIL 2021 | ISSUE 111

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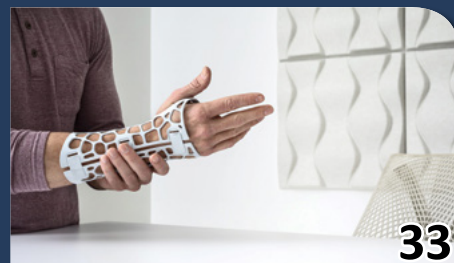
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THERE IS GREATER POTENTIAL FOR 3D PRINTING IN AFRICA

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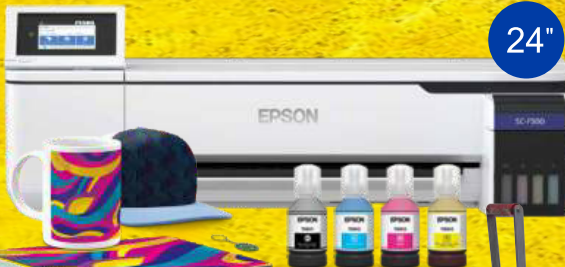
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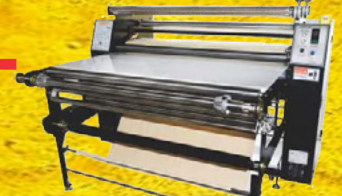
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SIX PERSONALISED PRODUCT BUSINESS IDEAS FOR WEDDINGS

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EDITOR'S NOTE

BY MEGGAN MCCARTHY, EDITOR

Given the times we are in, we are even more excited to host our first expo this year – the Sign Africa Gauteng regional expo at Emperors Palace. We have more events lined up for 2021, as well as ongoing webinars on industry and product trends.

One of these recent webinars was titled: What Is The State Of The Signage And Printing Industry In 2021? The article summary is included in this magazine. Thank you to our sponsors: Falcon, Fujifilm, Midcomp and Roland. These industry suppliers gave their insight on industry trends, supplier issues and more.

Our front cover highlights iPlastics, which provides a wide variety of common sign materials, including: acrylic sheets, mirror acrylic, PVC foam board, aluminium composite panels, digital printable vinyls, PVC flex banners etc. The company carefully selects all the manufacturers they work with. They supply quality and affordable products.

Bradley Pulford states that there is greater potential for 3D printing in Africa. He outlines how digital manufacturing and 3D printing can support African economies. He also gives his predictions on the development of the digital manufacturing sector in 2021.

Ron Gilboa focuses on two key areas where industrial printing has a significant impact: digital décor paper for laminates and direct printing in the woodworking industry. He explores the opportunity and technology that is driving this innovation to be adopted.

GCC has basic maintenance suggestions for your laser machine to maintain its quality output, consistent reliability and extended product life. It is always a good idea to regularly follow the maintenance manuals and make sure you use quality machine parts.

According to Coastal Business Supplies, weddings are a category with enormous potential for your decoration business – from personalised bachelor/bachelorette shirts to luggage tags for the honeymoon. You can provide items from the bridal party invitations right up to the big day itself (and in many cases, beyond). They list six personalised product business ideas for weddings.

Like many around the globe, the print production and digital delivery industries continue to feel the winds of change in 2021. For those running printing environments, the challenges of managing print production continue. Solimar Systems outlines how leveraging workflow software technology in the print environment can help businesses adapt to change.

Signing off
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PUBLISHED BY:

Practical Publishing SA (Pty) Ltd
The Kloof Mall, Shop number: 5, 19 Kloof Road,
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and Arterial East Street)
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www.PracticalPublishing.co.za

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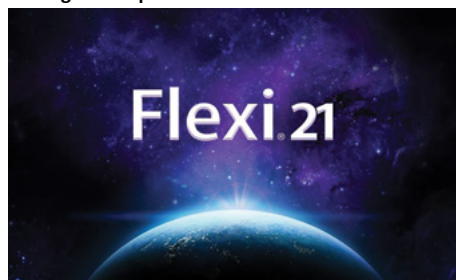
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HOT NEW PRODUCTS

SAi Feature-Rich Sign Making Software

SAi's Flexi 21 design and RIP print software now supports multi-layer/white and varnish ink layered printing. With this versatile and powerful tool, Flexi can generate white or varnish ink on the fly or from the white layer in the predefined design. Users can control how the ink is printed in both the Flexi Design and Flexi RIP Production Manager functions. www.graficomp.co.za



Eco-Signage Paperback Slitter

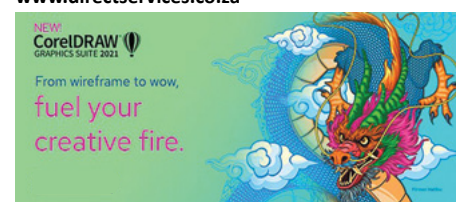
The slitter comes in different variations and makes the cutting and application of vinyl much easier for users. The paperback slitter (single blade) is used for slitting the backing of vinyl, making application easier. The Telescopic version comes with a telescopic handle for high-up applications and with double (two blades), so users can cut a strip off of vinyl or backing paper in two different directions. www.ecosignagesupplies.co.za



CorelDraw Graphics Suite 2021

Draw objects or illustrated scenes in perspective, faster and easier than ever. Choose from 1, 2, or 3 point perspective, draw or add an existing group of objects on a shared perspective plane and move and edit objects freely without losing perspective. View, manage, and edit all of a project's digital assets in one view – a whole new playground for creativity. Test drive the impressive new Replace Colours tool in Corel PHOTO-PAINT™ for a faster, easier route to flawless photos.

www.gencotechlasermarking.co.za and www.directservices.co.za



SwissQprint Innovations In Roll-To-Roll Printing

Karibu S is the speed version of the Karibu UV roll-to-roll printer. S stands for speed – and that means increased productivity combined with astonishingly good print quality. Another plus: both Karibu and Karibu S are capable of automatic double-sided printing. Also new are neon colours for UV printing. These inks are suitable for all SwissQprint LED models. Neon colours give a special glow to advertising and signage. www.sign-tronic.co.za



ABM1300 Plastic Bending Machine

This is a useful tool for softening and bending acrylic, organic glass, Plexiglas, PVC, PC, ABS and PP sheets into shapes and can be used for sign making. The machine is widely used in school technical courses, building models, decoration engineering, display cases, market shelves, advertising light boxes and artware. It is small and portable and can be used anywhere. www.allrich-sa.co.za



Rexx-DTF Direct To Film Transfer Systems

The systems are easy to use and are available from entry level A4 size through to an automatic 60cm wide solution, allowing anyone to cost-effectively create a digitally printed transfer, which can be applied to a vast range of products and textiles. These include: cotton, polyester, nylon, spandex, leather and many more via a heat press. Added to this, users can achieve incredible opacity even though it is a thin, soft and flexible film. www.rexxscreendigital.co.za



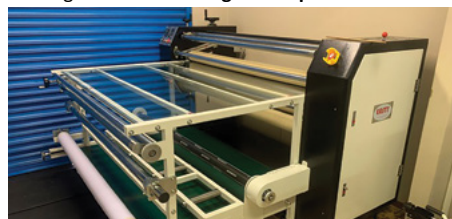
Model-ZD 2400 Automatic Acrylic Bending Machine

The product has two up and down heating tubes. The machine features manual fine-tuning and is equipped with an electronic angle digital display for a precise angle. The heating gap can be adjusted from between 1-30mm and the materials that can be used include Plexiglas (acrylic), PC, PVC, PP, PE, PS board and other plastic materials. A full length sheet (2400mm) can be placed and can be bent up to 175 degrees. www.allrich-sa.co.za



Easty Dye Sublimation Heat Press

The heat press features quick heat distribution with its full oil system and chrome drum to ensure even temperatures. It is easy and safe to use with its smart auto switch off function and anti-explosion protection device. Additional features include: optional air expansion shaft/tensioner and conveyor belt. Transfer width: 1.62m roll width; power: 11 KW, single or 3 phases; transfer speed: 12m/min; heating media: 100% oil heating and heating elements. www.graficomp.co.za



CalderaRIP Version 14.1

Included in the upgrade is a range of new features that have been designed to improve accuracy and expand users' capabilities in digital cutting and printing. PS and EPS file processing is also enhanced with a 10 percent speed boost for faster and more efficient workflows. The improvements to the PS and EPS workflows are provided by the new embedded PS2 PDF engine, which is powered by Adobe PS Converter. The result is a 10 percent speed gain. www.midcomp.co.za



HOT NEW PRODUCTS

Fujifilm MEJET 6090UV LED Flatbed Printer

Key to the machine is cylindrical printing, which allows for quick, high resolution and customisable printing on cylindrical shaped objects such as bottles. Additionally, direct-to-object allows for the freedom to print on just about any object, including the likes of powerbanks and notebooks as well as materials such as wood and foamboard.

www.fujifilmgraphicsystems.co.za



Grafityp Vehicle Wrapping Films

Grafityp's new wrap colours are very easy to process because of their slideable adhesive technology with air channels. The company has announced seven new wrapping films in its GrafiWrap AMD range. The range features six exclusive films - with these six heavenly colours, cars will shine in every street scene - as well as one glossy cast film. Back in 2018, Porsche launched its 911 GT3 type in a 'chalk grey'. This colour is now available as a wrapping film at Grafityp (product reference: GSCx03). www.grafityp.com



ColourShift ASLAN SE 70

This is a transparent dichroic film with two effects. Upgrade the look of glass or other flat surfaces. These films include two transparent dyed films with changing colours depending on the viewing angle and light conditions. They are usable for plots or full surface applications, indoors and outdoors, on flat surfaces such as shop windows, acrylic, POP/ POS displays and more. Create fluent colour effects using the transparent ColourShift ASLAN SE 70 Solar (item no.13141S) or Nebula (item no.13140S). www.aslanfolien.de/en



Jeti Tauro H3300 UHS LED

This is Agfa's new flagship model targeted at the high end of the sign and display market. The UV LED inkjet engine prints media up to 3.3m wide in four or six colours at a speed up to 600sqm/h. It is a true hybrid that can handle boards and sheets as well as flexible materials - in different configurations. It combines industry-leading print quality with all-round versatility, extreme productivity and cutting-edge automation, yet it is even sturdier and up to 30% faster than its siblings. www.agfa.com



Mutoh XpertJet 1682WR

The roll fed dye sublimation inkjet printer has been developed for high quality graphics for transfer onto all possible types of polyester coated or polyester based rigids, gadgets and flexible materials. Applications encompass in-store textile displays, personalised interior décor, custom apparel, soft signage, sportswear, customised promotional products, giftware and more. <https://mutoh.eu/en>



VL4 Super HO

The product delivers 233 lumens per module for bright, uniform illumination in large, deep channel letters, light boxes and cabinet signs that are 125-305+ millimetres in depth. The module is available in 6500K and is one of SloanLED's brightest and most efficient modules at over 164 lumens per watt. It features advanced optics for an ultra-wide 160 degree radiation pattern, a lifetime rating of over 54,000 hours and innovative perforated continuous release liners that reduce installation time by 30%. <https://sloanled.com/>



Nutec Quartz Q50-RTR2

This is a low odour, roll-to-roll ink developed for curing with conventional mercury vapour and LED UV lamps. The formulation is suitable for a high-speed printing environment and features a high-density colour gamut for bright and vivid images. It is designed for compatibility across a broad range of printhead types from Fujifilm Dimatix, Konica Minolta, Xaar, ToshibaTec, Ricoh and Seiko and is packaged in convenient five litre bottles. www.nutecdigital.com



EnRoute 7 CAD/CAM Software

The software is packed with all the features of SAI's previous version of the software but now has a 64-bit engine, making the software faster and more productive and keeping shops moving at optimum efficiency. Other efficiency-enhancing tools available to users are improved fill logistics as well as advanced editing tools. Additionally, EnRoute 7 now includes the flatbed distortion tool that cuts based on the location of printed fiducials, so no camera systems are needed. www.thinksai.com



Grafityp FLOORPHT

The monomeric calendered white print film with high tack adhesive has also been designed to make it possible to apply advertising messages on structured floors and even on low-pile carpets. The 230 micron thick 2-in-1 film is intended for indoor use up to six months and does not require a laminate. The film has a special anti-slip coating (R10). After use, the film can be removed again, without leaving adhesive residues on the surface. <https://www.grafityp.com/>



SIGN INDUSTRY NEWS

Screenline Celebrates 50 Years In The Printing And Branding Industry



Nico and Neil De Greef, Screenline.

Screenline is celebrating its 50th anniversary, having grown from a small operation established in 1971 out of a home garage to its current highly advanced facilities in Newlands, Johannesburg.

'We have grown in leaps and bounds over these years, during which we have faced many challenges, and especially now with Covid-19, but we did not let these deter us,' said the company's marketing director Nico de Greef. 'The challenges encountered have only made us stronger and more

versatile as we adapted to market changes and became a leading printing and branding company.'

'Not only do we want to thank the founder Dick de Greef for his vision and hard work when he kick-started Screenline, but without the support of our excellent team, the company would never have been this big. Every one of them plays a very important role in the development of our company.

It's the enthusiasm, support and dedication that

have brought us to these heights.'

De Greef also said the company is grateful to its clients and customers, who trusted in them to provide immaculate services and products: 'Their demands, challenges and feedback have pushed us to forge ahead, improve vigorously and keep up with technology. We look forward to the next 50 years.'

www.screenline.co.za



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SIGN INDUSTRY NEWS CONTINUED

JG Electronics Announced As One Of The Official Distributors Of OKI For Textile Printing Solutions In SA



OKI MEITA has announced a partnership with JG Electronics that aims to best serve the textile industry in Sub-Saharan Africa.

JG Electronics provides end-to-end heat press solutions on different materials all around South Africa. 'Adding the OKI range of transfer printing solutions to the JG Electronics product range gives customers access to professional grade print technology,' said Jaco Pretorius, OKI product Manager for JG Electronics South Africa.

'JG Electronics has over 30 years of extensive and professional experience in the transfer industry, the lowest cost per print in the industry as well as access to the Forever range of transfer papers, some of which are manufactured for use in OKI's range of white toner laser printers.

This allows transfers not only to textiles, but also to hard surfaces such as ceramics, wood, metal, glass and even some plastics.'

'The South African market presents a very strong opportunity for OKI. The partnership with JG Electronics will set a new milestone. This step forward demonstrates our commitment to the country by working even closer with leading South African companies. With this, we are combining the strengths of JG Electronics as one of our official partners and value-added distributors with the global brand of OKI and our leadership in providing printing solutions to different vertical markets,' said Mathias Militzer, Vice President MEITA.

'A combined portfolio of A3 and A4 digital LED transfer and silk screen-printing solutions with JG Electronics' expertise and knowledge will enable us to offer tailored and customisable printing solutions to different vertical markets in South Africa.

With this partnership, we can support our channel partners even more to ensure we are delivering unique vertical solutions that break down our customer specific barriers to greater success and help them achieve their current and future business goals,' added Militzer.

www.jgelectronics.com

FUJIFILM
Graphic Systems South Africa

AcuityLED 1600 II

LED UV Hybrid Printer PRINT + CUT COMBO



Acuity LED 1600 II LED UV Hybrid Printer

- Fujifilm Uvjet LL eight colour ink set to meet a broad range of application needs
- Excellent productivity up to 33m² per hour
- Simultaneous multi-layer printing with colours, white and clear
- Print roll media and rigid sheets
- Max print width: 1610mm



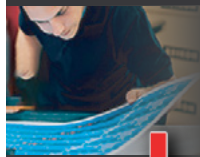
Summa D140-FX Vinyl and Contour cutter



- Max Media width - 1420mm
- Contour and Vinyl cutter
- OPDS-CAM

The SummaCut cutter features highly complex algorithms to compensate for any deformation of the print, using the world's most reliable sensor technology. This makes the SummaCut cutter a winning contour cutter for any sign or print shop.

ColorGATE PS20 Pro RIP Software



ColorGATE Productionserver is a software package that allows you to precisely control color in digital printing and to professionally manage printing data. Useful additional features make your everyday production work easier.

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Midcomp Installs Print And Cut System

Midcomp has reported the installation of an HP Latex 335 1.6m wide print and cut system at Sebenza Signs. The system is 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.

The company's Lariska Marais explained, 'The HP Latex 335 printer is an absolute dream machine. Its user-friendly interface allows you to quickly grasp the technical set-up, with minimal downtime from installation to first print run. It can handle large and continuous prints with the same ease as smaller intricate prints on a wide variety of substrates – a

great all-rounder for all sizes of organisations. The machine is a fairly quiet operator and that is a great attribute as it can be placed anywhere without much noise disturbance to staff. The HP Latex 335 printer and cutter has become our primary source of manufacturing. Excellent print and cut quality coupled with speed and consistency is quite a game changer. It has enabled us to effortlessly expand our print and cut capabilities and provide our customers with a 24-hour turnaround where possible.'

Marais explained that the company was initially skeptical about the Latex technology, but were pleasantly surprised with the speed, quality and durability of the prints. The no-fuss operation of the HP Latex 335 enabled them to do small and specialised print runs just as easily as the big ones, on the same machine. Size and quantity is no longer a deciding factor as you simply queue and run the machine.

'Midcomp have always been our machine supplier of choice. They are professional, well informed and quick to assist when needed. The on-site training was thorough, yet easy to understand, even for our first time operators. Midcomp are definitely the 'go-to' guys for quality printing equipment.'



Godfrey Montsho and Lariska Marais, Sebenza Signs.

www.midcomp.co.za

Graphix Supply World Showcases Latest EFI Printer At Open House Event

Graphix Supply World hosted an open house event at its Durban branch from 6-9 April. During the event, the company introduced the new mid-range EFI VUTEk 32h hybrid (flatbed/roll-to-roll) LED inkjet printer.

The printer allows users to make a big entrance into the high-volume, production-level superwide printing market with the 3.2m printer featuring UltraDrop Technology. It is positioned to get users into high-volume, high-quality production level printing with all the versatility, ease of use and environmentally friendly benefits available from EFI VUTEK LED printers.

Powerful EFI LED technology:

- Meets the growing demands for higher quality with quicker turnaround times while extending the range of supported substrates, including lower cost and added-value speciality media.
- Increases uptime and productivity with instant on/off and less maintenance.

- Drives down operating costs with up to 82% less energy consumption according to a Fogra study and fewer consumable parts. EFI's VUTEK LED printers show energy reductions of up to 82% when compared with devices with conventional mercury arc lamps. Calculations from Fogra's Energy Efficiency Project, or 'Energy Efficiency of Large and Small Format Printing Systems'.

- Reduces waste with consistent colour output and simple operation.
- Satisfies customer requests for a greener print solution with low VOCs, lower power consumption and less waste and consumables.



www.gsw.co.za



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SIGN INDUSTRY NEWS CONTINUED

Kemtek Imaging Systems Announce Distribution Of New Epson Large Format Printing Range

Thanks to Epson's UltraChrome RS ink, the large format SureColor SC-R5010 series printers offer wide substrate support, making them the ideal choice for signage and pro-graphics printers, design agencies and wallpaper, canvas and photo production plants.

Kemtek Imaging Systems has now been appointed as a distributor of the new Epson SureColor SC-R5010 and SC-R5010L resin ink large format printing range.

The odourless water-based ink means printed applications can be used in sensitive environments such as schools, hospitals and hotels as well as outdoor applications that require extreme durability. For more information or to book a private demonstration, please contact Aziza Mahomed.



www.kemtek.co.za

The Kemtek and Epson team visiting Epson's new premises in Linbro Park.

Midcomp Installs Large Format Latex Machine

Midcomp has installed an HP Latex 1500 at Nyalu Communications. The machine prints up to 74sqm per hour, prints double-sided backlit applications and its prints are dry and scratch-resistant immediately after printing.

Running costs are reduced with cost-effective five litre HP ink cartridges. Additional features include unattended printing with robust roll-to-roll design, as well as an optional roll-to-freefall, which enables the prints in a long run to be cut and moved to finishing.

Nyalu Communications, which has been in business for around 15 years, started off as a promotional printing business, namely with T-shirts and caps, before venturing into embroidery. Soon after, the company grew into large format printing and purchased its first Latex printer, a 2.7m machine, from Midcomp back in 2012.

'We had to upgrade – we needed something much more aggressive,' said Nyalu owner Ephraim Mashisani, who explained the motivation behind the purchase. Mashisani said his company needed

more square metreage per hour as the business and demands began to grow. 'The machines help us a lot by reducing the time it takes to complete a project.'

The company, which is more project-based with few walk-ins, now has a printer that can help them meet tight deadlines, eliminating the need to out-source and thereby creating big savings. The printer can also process jobs for clients that require larger sized products.

Mashisani said the printer will open markets for outdoor applications as Latex technology is best for these. The company is targeting petrol stations that use flags and PVC banners for advertising campaigns that are run on a monthly basis and is currently printing vinyl for crash barriers, A-frame banners and car branding.

The image quality and Midcomp's service was praised by Mashisani. 'Midcomp's service is always great,' he said, further adding that after-sales service normally determines whether the service is good or not. 'Normally after you buy a machine and phone the company for support, they are too busy to speak to you, but with Midcomp it is different. They will always make a plan for you if you experience problems.'



Nhlanhla Mashisani, Hangwani Mananhela, Herbert Chaunzwa and Ephraim Mashisani, Nyalu Communications.

www.midcomp.co.za and www.nyalu.co.za

Eco Signage Supplies Celebrates Ten Year Anniversary

Eco Signage Supplies was established in January 2011, with its core business to supply signage materials used in the manufacture of visual identity, commercial displays, signage and point of sale products.

The company provides quality branded and unbranded products including Perspex, Avery, Orajet, Politape, Ecoprint, Samsung and Eco Jet products. The experience of the company's dedicated and enthusiastic staff totals over 100 years of collective experience within the signage distribution industry. A young and energetic team comprises a blend of youth and experience, with people that are highly focused to ensure the team can meet and exceed customer requirements.

'We aim to be a professional supplier of quality products and brands at competitive prices backed by exceptional service,' said Shiraz Shaik, director. 'It's our objective to make it easy for customers to make a choice between the different products and brands and at different price points. This allows them greater freedom in making a decision that suits their requirements by choosing a product or solution that is 'fit for purpose'.'

The company has done this mainly through providing as much information through their product displays, technical literature and local case studies and applications – giving customers confidence in their range of products and solutions. It is also imperative to keep their customers up to date on new innovative products and solutions.

'We endeavour to add value to our customers' business and this innovation extends to our process and services, ensuring an improvement in our



efficiency and effectiveness to ensure sustainable customer service. Ten years is an achievement in this competitive environment, and we would like to thank our suppliers and everyone who has supported us through this time, especially the staff.'

A recent 10 year anniversary function honoured staff for their various achievements.

Outstanding Performer:

- Benjamin Naidoo.
- Hilda Phiri.

10 Years' Service:

- Benjamin Naidoo.
- Mervin Komaron.
- Prince Tshuma.

- Zahier Rawat.

Emerging Star Award:

- Farenaaz van Der Ross.

Most Improved Performer Award:

- Kodwani Supana.
- Lee-Anne Cowan.

Emerging Star Award:

- Lucky Rampedi.

Directors Award

- Sadick Linje.
- Thabelo Mavhungu.

www.ecosignagesupplies.co.za

Fujifilm South Africa Launches UV Flatbed Printer At Virtual Event

Fujifilm Graphic Systems South Africa, in collaboration with its partners in Turkey, held a virtual launch of the MEJET 6090UV LED UV flatbed printer at the Fujifilm Innovation Centre Africa in Johannesburg.

General manager Grant Potgieter said, 'With the MEJET 6090UV, we think we have found something exciting that will revolutionise and re-ignite your business.' As a smaller machine, it is considered ideal for any business environment that has limited floor space, as well as for smaller signage, corporate

gifting and promo-house businesses.

Product manager Anja Kirton outlined the many innovative features of the machine, while senior technician Gabriel Naidoo conducted a demonstration. 'If dynamite comes in small packages, the MEJET is definitely going to explode with opportunities,' said Naidoo.

Kirton outlined some of the main features:

- Uvijet inks, with Greenguard certification.

- The ability to print on flexible and rigid substrates.
- Automatic material height sensor for flat sheets.
- Anti-crash sensor to protect printheads.
- Long life UV LED lamps (with up to 10,000 working hours).
- Print speeds up to 33sqm/h.

During Naidoo's demonstration, he highlighted the machine's two vacuum zones, emergency switch, cleaning functions, dual UV lamps and temperature



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SIGN INDUSTRY NEWS CONTINUED

Story continued from page 15.

system, which warms up inks so that they jet optimally, as well as coolants for the LED system.

Key to the machine is cylindrical printing, which allows for quick, high resolution and customisable printing on cylindrical shaped objects such as bottles. Additionally, direct-to-object allows for the freedom to print on just about any object, including the likes of powerbanks and notebooks as well as materials such as wood and foamboard. The flatter the surface, the better.

Further demonstrations were done to show the varying configurations for which the machine allows, such as the ability to add additional printheads. The machine can also be upgraded to higher speeds. White and clear ink allows for label printing, and there is also the feature of jig printing on pens.

Guest speaker Kerem Ege, sales and business development manager, Fujifilm Graphic Systems Turkey, described how over the past year the company had installed 28 MEJET 6090UV units. He said customer feedback was good and that the



Gabriel Naidoo and Anja Kirton, Fujifilm Graphic Systems South Africa.

range of customers include: promotions, photo shops, offset and label businesses, some of which like to print on book covers, while others wish to print on rigid materials or wall art. The best customer case was a photo shop business whose

sales increased in such a big way that it is planning on an additional investment.

www.fujifilmgraphicsystems.co.za

ChemTech Graphic Supplies Offering HP Latex Printing Technology To The Mauritian Market

ChemTech Graphic Supplies is adding HP Latex 335 print and cut solutions to its offerings. The company, in collaboration with Midcomp (based in South Africa), is now an HP Latex technology dealer

to the wide and large format printing industry in Mauritius.

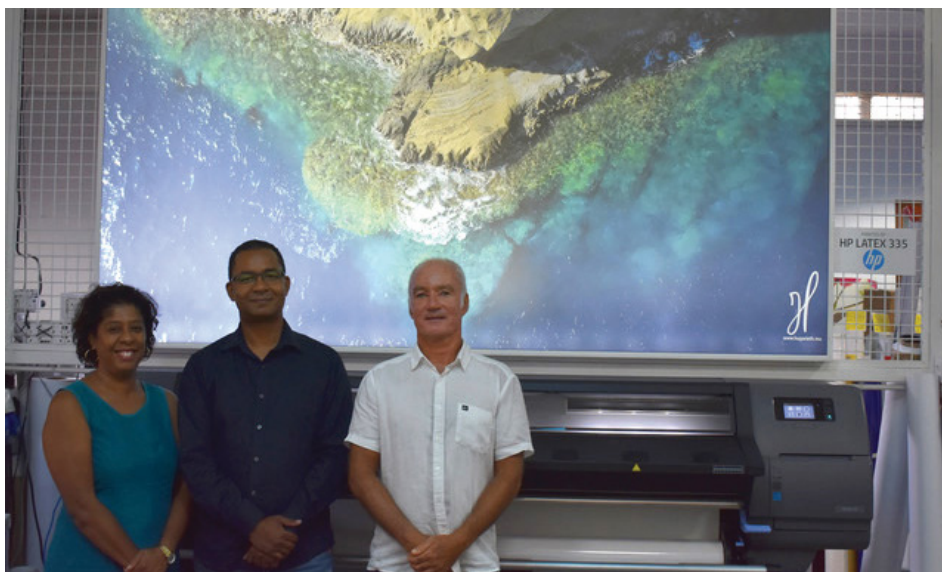
It is with great enthusiasm that the team of

ChemTech Graphic Supplies is welcoming sustainable printing technology into the Mauritian market. In line with worldwide environmental efforts and with over 12 years of expertise in selling and servicing solvent, eco-solvent and UV wide and large format printers, ChemTech is evolving into an ecological and sustainable solution by adding HP Latex 335 print and cut solutions to its offerings.

'One of the most important aims is about educating and securing an environmentally-friendly approach to the Mauritian printing industry and to value aspects of the Latex printing technology in Mauritius. As a matter of fact, an odourless printing room is a big step forward,' said ChemTech Graphic Supplies branch manager Gunther Rieth.

For 21 years, ChemTech's team has been acquiring first-hand knowledge and experience in media, which has facilitated the decision to acquire HP's Latex printing technology. Chem Tech Graphic Supplies is a business unit of Chemical and Technical Suppliers I.O. Ltd., founded in 1983. The company provide graphic solutions and have been passionately active in this field from non-computer assisted times to the digital era.

www.chemtech-graphics.com and
www.midcomp.co.za



Veronique Vaddamalay, Steve Leste and Gunther Rieth, ChemTech Graphic Supplies.

INTERNATIONAL NEWS

Nyala UV LED Printer Heads Category Sales Rankings Again



The Nyala UV LED printer, swissQprint's flagship model, features a flatbed measuring 3.2 x 2 metres, maximum productivity of 206 square metres per hour and a varied range of add-on options. For the last six years, the Nyala flatbed printer has been the most popular product in its category in Europe – as confirmed by Infosource, the Swiss research institute.

Nyala once again heads the European sales rankings in its category 'UV flatbed/hybrid printers >60" (152.4cm) wide in the EUR 130,000 – 500,000 price segment'. Infosource compared sales data for all brands and models surveyed in 2020.

The Nyala is a universal and versatile tool that can process rigid materials in lengths of up to four metres as well as continuous roll-fed media. Varnish and spot colours along with new neon inks for UV printing open up outstanding application possibilities. Nyala's precision, reliability and durability ensure high added value combined with low operating costs.

Alongside Nyala, the swissQprint range includes two other modular flatbed models – Impala and Oryx – as well as the Karibu roll to roll printer. To boost productivity, speed model versions of Nyala, Impala and Karibu are also available.

www.sign-tronic.co.za

Zünd Cutter Easily Incorporates Into Upholstery Business' Workflow



3C Group's textile or leather covers are cut to size on state-of-the-art cutting equipment. This includes the latest digital cutting technology from Zünd, for maximum production flexibility and waste efficiency. A Zünd G3 L-2500 cutter was recently commissioned at the 3C plant in Krupina, Slovakia.

One of the goals was to sustainably increase cutting capacity. Franz-Wilhelm Walter, a member of the company management and responsible for the areas of production and IT, said, 'Increasing capacity was one of the objectives of this investment, which was incidentally achieved. More important was and is the fact that Zünd cutters can be very easily incorporated into existing workflows. This is an important factor in our highly networked and integrated production cells. We also haven't had to adjust our planning structure in the slightest.'

The initial spark for the investment, however, was provided by another issue, namely the handling of sensitive data. In the course of digitisation, all templates have also been digitised and are stored digitally on local servers (proven technology). This has the great advantage that analogue stencils no longer have to be stored. The question now arises as to the correct, i.e. secure, interim storage of this data.

About this Walter said, 'We have had intensive

discussions with those responsible at Zünd about the correct handling of sensitive data. Their cutting solutions have an open system architecture. On the one hand, this has the already mentioned advantage of their easy integration into existing workflows. However, this also means that Zünd does not give us any specifications when it comes to data handling. This is an enormously important point for us. In short, we were looking for a partner who ticks similarly to ourselves. And we wanted a partnership based on stability. We found both at Zünd.'

However, the fact that those responsible for cutting technology chose Zünd was also due to the cutting systems themselves as well as production reliability and availability. Walter said, 'The Zünd G3 Cutter is also convincing across the board in the area of machine reliability. The same applies to the quality in cutting and its overall productivity – combined with low demand for consumables and wear materials. And last but not least, we have experienced very professional project support from Zünd and have the highest confidence in their competencies.'

The 3C Group from Rheda-Wiedenbrück – the heart of the German upholstered furniture industry – is one of the largest suppliers of upholstered furniture to the German and European furniture trade.

www.midcomp.co.za

EFI Flatbed Printer Expands Customer's Display Graphics Offerings



The EFI Pro 30f UV LED flatbed printer, which supports media up to 10cm thick, features EFI's UltraDrop Technology with variable greyscale 7 to 21 picolitre drop sizes for ideal colour gradients and



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INTERNATIONAL NEWS

smoothing capability. Its large bed size delivers a maximum printable area of 120 x 80 inches (3.05 x 2.04m) and bleed printing, with express mode maximum speed of up to 198 square metres (2130 square feet) per hour at resolutions up to 1200 dots per inch.

Linemark is expanding its display graphics offerings, delivering greater substrate selection and product choices to its customers using the printer. With its high-quality output, opaque white ink and versatile 'cool cure' UV LED curing technology, the new flatbed printer gives the Washington, D.C.-metro area print business the ability to produce new applications, reduce cycle time and replace revenue losses created by the pandemic.

'There is momentum to support growth in large format,' said David Ashton, a partner at Linemark responsible for the company's business development. 'Demand declined in 2020 for large format overall, largely due to cancellation of events and conferences. But we know the volume is coming back in 2021 and we wanted to be prepared.'

The printer – which Linemark purchased from authorised EFI distributor Nazdar SourceOne® – delivers high productivity and image quality at a competitive price, with four colours plus dual channels of white and multi-layer printing capabilities. An EFI Fiery® proServer Core digital front end is included for the ultimate in processing speed and colour quality. While Linemark has felt the pandemic's impact in work for trade shows and events, with the EFI Pro 30f flatbed printer the company is expanding its capabilities, recovering a good portion of lost business by fulfilling wall art orders that come to Linemark online through partnerships with popular online craft marketplaces. 'Our print-on-demand wall art business has exploded,' Ashton explained. 'People are nesting at home and redecorating. They are looking at the four walls of their homes and wanting something different.'

Linemark prints on a wide range of substrates, including acrylic, foam board and Dibond®. 'The Dibond® aluminium composite sheet, specially optimised for display, makes stunning wall art and being able to print on that, including with white ink, has been a big boost to our wall art business,' said Steve Bearden, Linemark's president.

www.gsw.co.za

Esko Announces The Successful Closing Of Its Sale Of Kongsberg To OpenGate Capital

OpenGate Capital is a private equity firm

headquartered in Los Angeles, California, with a European office in Paris and investments on five continents. Esko confirmed the successful closing of the sale of its Kongsberg digital finishing business to OpenGate Capital on April 1st 2021.

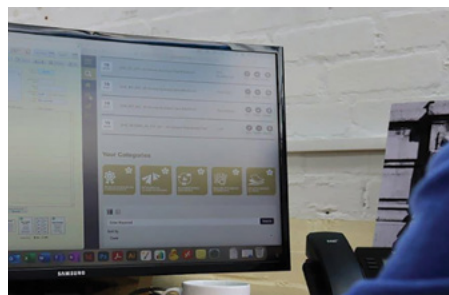


The new business, Kongsberg Precision Cutting Systems, now employs around 400 former Esko employees operating from the business' original research and development facility in Kongsberg, Norway, the production facility in Brno, Czech Republic, a new headquarters in Gent, Belgium, as well as other global locations.

Mattias Byström, President of Pantone, Esko and X-Rite, said the sale to OpenGate Capital enables both Esko and Kongsberg's digital finishing to develop their own strategic directions. 'Under the leadership of Stuart Fox, we are sure Kongsberg Precision Cutting has exciting times ahead. We wish the team the very best for the future.'

www.esko.com

Vpress Partnership Enhances Printing Operations



Web to Print specialist Vpress and management information system (MIS) developer Time Harvest have revealed a new partnership that is already providing very significant benefits to their respective customers.

MJCP is a classic example of such a customer that has quickly adapted to the shift towards online ordering. This trend has been accelerated by the pandemic, and MJCP moved rapidly to empower and support their customers to remain operational and continue their business activities.

Ray Barber, Operations Director of MJCP, said the

integration of Vpress and Time Harvest technology platforms has been 'fundamental to their ability to adapt and grow'. 'We won a big care home client, which was largely based on the fact that we had a system like Vpress that could integrate with our existing Time Harvest MIS,' said Barber, who has overseen the implementation and integration of both software platforms.

MJCP offers a cornucopia of print solutions from leaflets and brochures through to large format signage and specialist reprographics. The attraction of Vpress Coreprint was not only that it was a user-friendly and powerful tool but also that its immense variable data capabilities could be leveraged across this broad base of products.

Barber continued, 'Streamlining the orders our care home client had for print items across 300 locations has made a very big difference to the efficiency of their operation. Not only can they control their brand identity, but they can also now ensure there is uniform communications and marketing being produced across the group.'

'Their staff can now just login, specify and personalise the products they want and go. It has made a big difference to their operation. All that variable data is no longer an arduous time heavy job to process – they now have an extremely user-friendly interface that goes straight through to our production lines.'

www.jlconsulting.co.za

Metamark Digital Wrapping Media Used In Vehicle Wrapping Project



Metamark Cylinder Cast digital wrapping media and its matching laminate was used in a vehicle livery project. Bridgend based Elite Signs and Graphics was recently called upon to produce some urgently required labelling to identify articles of PPE for a local health facility.

It was all needed in a bit of a rush, but Elite Signs' team pulled out all the stops, got the job delivered on time, and waved goodbye to a very happy customer. Based on this good service, Pioneer,

another company, also wanted some vehicle livery. Elite was happy to oblige.

A brace of Ford vans was in the initial enquiry. They needed spot-on branding as per a very prescriptive corporate ID and some statutory reflective markings too. None of that posed a problem to the team at Elite Signs. The livery design follows the lines of what has fast become a classic treatment in the age of conformable materials.

The design is informed by angular lines stretching from the rear doors to the front quarter of the vehicle. It's a field of green diverging from the lines and gives the design a very dynamic look that somewhat disguises the boxy and very accommodating proportions of the van. There is some white text within it but it doesn't disturb the flow of the feature.

Strategically located in the panel portions is a simple and unambiguous logo, and the legend 'Pioneer Pump'. It is important that vehicle livery performs as a whole and this one does. The elements all come together and it looks like a very cohesive design job. The rear is treated to conspicuity markings and a repeat of the Pioneer logo. MetaWrap MD-X and its matching laminate was used for the livery.

www.sytech.co.za

Kornit Installs System For Direct-To-Fabric Production



Having implemented Kornit's direct-to-fabric technology, Poland-based SE-DA's incoming orders are produced with very little set-up time, the products are vivid and soft to the touch and the imprinted materials have a superior light and wash fastness necessary for long-term use. Requiring less inventory has helped improve SE-DA's bottom line.

According to Kornit Digital, SE-DA has created a 'microfactory' production model using the Kornit Presto S system for eco-friendly direct-to-fabric production. Operating as a family business since 1990 and employing a staff of about 200 employees, SE-DA is a professional supplier of high-quality textiles for hotels, restaurants and healthcare facilities, in addition to home goods. They offer a wide range of decorative fabrics, including curtains, blinds, bedsheets, bathrobes, towels, slippers and bathroom rugs. SE-DA engages in e-commerce via their HotelTex website, and print and sew various pieces in a variety of materials and

quantities on demand.

'As the demands of our customers grew, we found Kornit Presto S was the best all-around product we could find for high-quality printing to many different fabrics, which gives us great flexibility,' said Damian Marchlewicz, CEO at SE-DA. 'The fact that pre and post-treatment is completely inline makes it possible to print very quickly, keeping costs low while ensuring the production process is environmentally-friendly as no water is used during the entire production process.'

While Kornit's system represented a significant investment for the business, Marchlewicz noted Kornit technicians have been very supportive and helpful in ensuring their comfort with using and maintaining the technology, from the evaluation process to installation.

'Having completed a few training sessions, we've found the Presto system very easy to operate, without dedicating a lot of time to learning how to use it,' he said. 'Multiple prints go into a single feed, which helps minimise our costs, and the customers get a very high-quality graphic that meets any standard in place. We see a great future in the print-on-demand business.'

Assisted by Kornit's technology, SE-DA is currently in the process of becoming GOTS and GRS certified. 'Kornit's single-step, eco-friendly production technology offers considerable value to any textile company that needs to deliver high-quality pieces, in any quantity, in short order,' said Chris Govier, KDEU Managing Director. 'SE-DA produces materials that must be safe and durable, standing up to a great deal of wear and tear, and with this system they can guarantee any number of pieces that will exceed the demands of hospitality and healthcare, using responsible and sustainable methods.'

www.rexxscreendigital.co.za

Durst Installs Dual-Purpose Printing System



Mark Elen with VGL's Rhotex 325.

The Rhotex 325 is a dual-purpose printing system that combines direct-to textile printing with dye sublimation transfer printing technology.

VGL, a long-standing customer of Durst, has

invested in a new Rhotex 325 production press to meet growing customer demands for more flexible and agile ways of working. Live production has started this month at VGL's headquarters in Reading, Berkshire, with the Durst Rhotex 325 perfectly suited to the multi award-winning screen and digital print company's expansion requirements. Already owning several Durst digital production presses, VGL needed to increase capacity and speed to cope with changing market demands. One new specialist area will involve printing on stretch materials as well as on transfer papers and textiles.

'We needed a decisive response to increased demands for fast turnaround and just-in-time delivery,' said VGL Production Director Mark Elen. 'The Durst Rho 325 literally eats the volumes and is 3-4 times faster than the machines it will replace. Speed is really important when you have multiple clients all wanting their jobs straight away. It's apparent from this pandemic that, more than ever, you need to be extremely agile. It's an even more competitive market where, for example, we get asked by internationally-renowned brands to change job specifications at a moment's notice. And often you won't know whether it's 300 or 3000 square metres to be printed. The Durst machines are absolutely superb and extremely reliable.'

VGL's broad portfolio covers outdoor signage, transport, architectural, retail and promotional work as well as consultancy and strategic project management. The one-stop shop also has a creative studio and provides full services from idea concept through to installation completion. In recent years, it has won awards such 'Out of Home' printer (PrintWeek), 'Innovation' (Digital Printer) and 'Posters'/Best in Show (both FESPA).

Elen said, 'We're dedicated to innovate and committed to investing in the latest technology, which Durst provides. Durst, like VGL, is a family-owned business and has people who are easy to deal with. The organisation understands our business, is very supportive to our exacting requirements and the service levels are high. This is a real partnership.'

Depending on the application and fabric, this printing system can alternate between paper transfer and direct printing on polyester-based materials in no time. This is possible thanks to the new Durst WTS printhead technology, which achieves an exceptionally high-quality print using water-based environmentally friendly dispersion inks for various printing materials.

www.durstsa.co.za

Agfa Reports First Installation Of New UV LED Solution

The latest Jeti Tauro H3300 UHS (ultra high speed) UV LED inkjet engine prints media up to 3.3m wide in four or six colours at speeds up to 600sqm/hr.

Cameron Advertising purchased the Jeti Tauro H3300 UHS LED as Agfa rolled out its global launch. The newest member of the award-winning Jeti

INTERNATIONAL NEWS



Tauro H3300 family combines industry-leading print quality with versatility, productivity and cutting-edge automation at 30% faster speeds.

'The productivity level of the Jeti Tauro H3300 UHS is going to help us continue to grow our business,' stated Dan Deveau, president of Cameron Advertising. 'This addition gives us more ammunition to be more competitive in an already competitive world.'

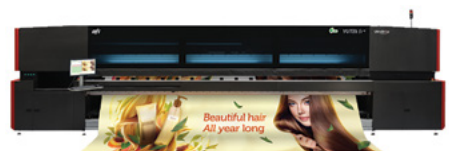
'The Jeti Tauro H3300 UHS LED will continue to set us apart,' said Deveau. 'We've built a proven reputation on delivering projects that exceed expectations and meet deadlines. We are passionate about what we do and we're dedicated to our customers. The capabilities of this new press will enhance our innovations and increase our flexibility to get more jobs out the door.'

Ruggedly built and fit for 24/7 heavy-duty workloads, the Jeti Tauro H3300 UHS is a versatile LED printer that can print on rigid and roll media at top quality with the lowest ink consumption. The extended vacuum zones and media guides make it well-suited for corrugated cardboard package printing, thus expanding offerings for sign and display printers.

The Jeti Tauro H3300 UHS uses Agfa's GREENGUARD Gold certified Anuvia UV LED inks, characterised by a wide colour gamut and high colour vibrancy. The engine's ink consumption is the lowest on the market thanks to the patented 'Thin Ink Layer' technology and its colour pigment intensity. Agfa's Asanti workflow software powers the Jeti Tauro H3300 UHS, controlling and automating the entire printing process.

www.agfa.com

EFI Installs UV LED Roll-To-Roll Superwide Format Inkjet Printer



Texas-based Foxmark Corporation's large-scale production of high-end interior graphics requires a powerhouse solution. The need for faster and bigger output led the company to purchase a new EFI VUTEk 5r+ UV LED roll-to-roll superwide format inkjet printer.

The machine is helping Foxmark Corporation drive continued growth in commercial and retail interiors for national clients. 'Horsepower is always important when doing national programmes,' said Foxmark CEO and Founder Richard Fox of his latest printer installation. His company, which has an additional 502.92cm (198 inch) wide VUTEk UV roll-to-roll printer, a VUTEk FabriVU®340 disperse dye sublimation soft signage printer, and a 320cm (126 inch) wide VUTEk hybrid flatbed/roll-to-roll UV LED printer, is leveraging its substantial printing strengths with Foxmark's own online offerings to provide its customers with comprehensive and tailored solutions.

Foxmark has successfully established a unique value proposition for retail and commercial customers in offering end-to-end, localised and customised solutions for interior printing applications. 'Clients can set up display design options based on their needs,' explained Foxmark Sales Director Gary Paczosa. Retail businesses can identify a set of standardised graphics for all sites that can then be ordered and localised for each new or renovated location. 'Localisation is the hottest trend for national retailers and Foxmark provides integrated solutions to meet that demand,' added Paczosa.

Customers initiate an order through an online portal – one that was developed by Foxmark's own software engineers. The portal – which handles all client reviews and approvals – is integrated with the printers on the production floor. When the projects are approved, the orders progress to manufacturing, shipping and on-site installation. All phases are managed within the proprietary Foxmark portal.

'One of our company divisions is Signpost USA. It is another online portal to manage and coordinate outdoor signage for commercial real estate companies nationwide,' said Paczosa. 'Customers log in to the portal, customise a preapproved template and submit the order. Production, installation and invoicing are all handled electronically. The sign is installed exactly where the client requested based on GPS coordinates.'

Foxmark can now deliver more in its online-driven, comprehensive offering thanks to the VUTEk 5r+ printer's extreme versatility. Designed to offer superior throughput with a low total cost of ownership and the most available options, the printer delivers premium imaging with high ink

coverage, high colour density and a wide colour gamut.

www.gsw.co.za

Kornit Client Upgrades Technology For Faster Garment Production



Having installed a Kornit Storm HD6 system with scentless fixation and eco-friendly NeoPigment inks, Slovakia-based JEKA Studio can produce garments at a 30% faster rate, while higher-quality impressions have delivered an increase in orders.

JEKA Studio has upgraded its Kornit Digital technology for single-step, digital direct-to-garment (DTG) production on demand, resulting in clear efficiency and bottom-line benefits for the textile services provider.

The company produces a variety of production services for agencies, e-commerce businesses and end consumers, spanning various quantities. In addition to digital DTG production, they offer offset printing, large format digital printing, screen printing, sublimation, embroidery and other services.

'Like many screen printers, we added digital textile print because it could fulfil orders quickly, with very little waste and low cost per print,' said Michal Krásnohorský, Owner at JEKA Studio. 'Kornit Digital offered the best digital print technology on the market and now the increased colour gamut and retail quality has helped us grow our customer base, giving us reason to believe in future expansions.'

'It's very common for commercial and screen printers to supplement their services with direct-to-garment, which offers immediate production on many fabrics, with unlimited graphic capabilities and a consistently low cost per print, in any quantity,' said Chris Govier, KDEU Managing Director. 'JEKA Studio demonstrates how Kornit's

customers continue to grow and expand their capabilities as we continuously develop our systems and continue to meet the demands of today's web-driven, see-now-buy-now consumer mentality.'

www.rexxscreendigital.co.za

Color-Logic Announces HP Latex Certification



According to Mark Geeves, Color-Logic Director of Sales and Marketing, the HP Latex 700 W and 800 W printers produced outstanding Color-Logic certification test sheets and are appropriate for signage, point-of-sale materials, label and package proofing as well as short-run production of these items.

'The HP Latex 700 W and 800 W – two machines with the white ink necessary for producing Color-Logic metallics – provide a ready solution for customers interested in using metallic substrates on the latest printer with water-based ink,' he said.

He also said that white ink available on these new machines when using metallic substrates enables users to create incredible embellishments, particularly appropriate for higher margin and higher value applications, 'Print produced with the combination of Color-Logic and HP White Latex inks is truly unforgettable.'

www.color-logic.com

Agfa Installs Wide Format Solution



Metamark Vinyl Enhances Town Signage Project

To better support its wide format growth trajectory, ColorDynamics knew it needed to invest in an additional printer to handle more direct-to-store retail business. The solution was a fully automated Agfa Jeti Tauro H3300 LED printer.

'We want to run all our jobs to completion, not have some projects stack up while we produce a massive retail order on one device,' said John Ehrenberger, Executive Vice President of ColorDynamics. 'We have such confidence in the Agfa portfolio, it was natural for us to consider the Jeti Tauro H3300 LED. We chose the fully automated version to increase our production efficiency. We can produce 80 boards per hour in production mode that are incredibly vibrant, which is increasing our output capacity by 2.5 times.'

The wide format engineering expertise of Agfa Value pays off for sign and display businesses that enjoy a lower total cost of ownership. 'Thin ink layer' technology uses pigments with exceptional colour strength. This reduces ink consumption per square metre to the lowest on the market. In combination with the benefits of Asanti workflow algorithms, the Agfa wide format portfolio delivers higher quality output at greater production speeds.

The Jeti Tauro H3300 LED prints flawlessly on rigid or flexible media and is ruggedly built to comfortably handle extreme workloads, multiple shift operations and 24/7 printing. Offering multiple levels of automation, the Jeti Tauro H3300 LED offers full automation, semi-automation, roll-to-roll or manual loading and unloading. ColorDynamics decided on the fully automated Tauro H3300 LED featuring a feeding and unloading system that can process four boards automatically, reducing idle time and increasing production efficiency. While one set of boards are printing, the next is preparing for print. Asanti's built-in colour management offers consistent colour saturation and reproduction.

The Jeti Tauro H3300 LED offers award-winning image quality in six colours plus white or primer. ColorDynamics chose the six-colour plus white configuration on the Tauro H3300 LED for outputting on backlit media like window clings and creating an opaque white background or for using white as a spot colour on styrene, foam and Coroplast boards.

'Our business is evolving and customers need their projects shipped to multiple locations nationwide, and they wanted it yesterday,' explained Ehrenberger. 'We're doing more and more direct-to-store. We can customise jobs for each location, RIP files quickly, and with the new Tauro H3300 LED, output with extreme productivity. We are delivering client campaigns with unprecedented speed and we're proud to say that no other printer in the region can match our capabilities.'

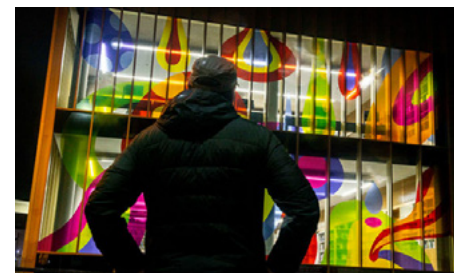
www.agfa.com

Metamark Vinyl Enhances Town Signage Project

Metamark vinyl material was used in a Winter Windowland event project, which illustrates the product's durability. Thanks to the efforts of Brian Totty Signs and Designs, and the work of Paul Slater, Barnsley was treated to a spectacle in colour and light that cheered up the view in the town centre.

Barnsley Council's arts and events team engaged

Slater to conceive and design an art installation as part of their Winter Windowland event. One of the exhibits in the Winter Windowland event involved Barnsley's town centre new Library@the Lightbox. Slater's design, entitled 'Colour Flow', would overlay the building's tightly confining geometry with a work that covered the glazed surfaces. The abstracted work softened the divisions between the glazed panels, leading the eye and never fully resolving itself. It is a static image but looks as though it is in animated transition. It radiates colour too, at any hour of the day or night.



The brief came to Totty Signs in the form of a design and manufacturing specification. The design was to everyone's liking. The manufacturing specification however needed some input from Totty Signs in order to make the production, installation and subsequent removal of the art practical and affordable.

The installed graphic would be visible from both inside the library building and from the outside. It would be applied to body-coloured tinted glass. For this reason, and for several others, it was elected to apply the graphics on the exterior aspect of the glazing.

The design originally anticipated manufacturing the graphic from discrete coloured elements. To simplify production and installation, the council accepted Totty Signs' recommendation and gave the go-ahead to produce the stunning graphics as a print and applied job.

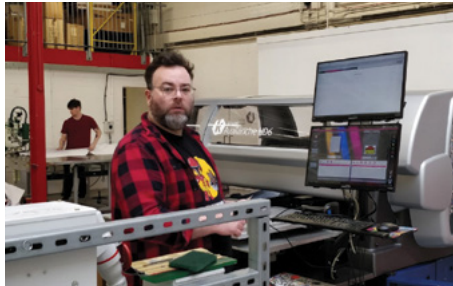
The team at Totty Signs printed its work on Clear Metamark MD5 and laminated the work, encapsulating the meticulously matched colours between two layers of extremely durable digital media. This construction would ensure that the graphics could be appreciated from either side of the glazing, that light transmission would benefit the exterior view at night and the interior one during the hours of daylight when the building was occupied.

www.sytech.co.za

Company Anticipates Further Growth With Kornit DTG System Installation

According to James Miller, General Manager at United Kingdom-based Tayprint, screens are no longer economical and Kornit provided the reliable, robust solution and support that the company needed.

INTERNATIONAL NEWS



Tayprint has implemented the Kornit Avalanche HD6 system for efficient and versatile direct-to-garment (DTG) apparel production on demand. This technology effectively replaces the use of screen printing within their operation, reducing their cost per print while making short runs profitable, eliminating inventory and resource waste, speeding production and ensuring nearly unlimited design capabilities, applied to a broad array of materials and using a single eco-friendly ink set.

While Tayprint predominantly serves as a provider of large format digital printing, delivering approximately 500,000 square metres of imprinted product annually, they had established a screen printing operation as well, generating roughly R4 million (£200,000) in T-shirt sales per year.

While this provided a strong profit channel, screens offered limited growth potential as order volumes were shrinking, customers demanded quick turnaround, graphic capabilities were limited and setting up was a drain on both labour and materials. Each of these drawbacks are addressed by Kornit's on-demand digital production technology, which enables suppliers to imprint apparel in any quantity, using a single-step process and completing the process in mere minutes.

'The finished garment has terrific hand feel, for a better product that is easy to sell to our customers. With this fast and efficient digital technology in place, we expect to expand this part of our business and have produced a model to integrate with online business start-ups, which would have been a poor fit for screen-based print operations,' said Miller.

'Consumers are increasingly thinking and operating in digital terms and suppliers need to evolve and meet their demands using digital means,' said Chris Govier, KDEU Managing Director. 'Screens will always have their place, suited to bulk orders of graphically simple products, but producers need a capability for on demand production at the speed of digital, which is what Kornit provides. Tayprint is clearly intent on growing their business by giving the market what it demands, and we have no doubt they will succeed.'

www.rexxscreendigital.co.za

EFI Installs Roll-To-Roll LED Printer At Historic Theatre



An EFI Pro 32r+ roll-to-roll LED printer was installed in Moscow in the Art and Production Complex of the Bolshoi Theatre, where the theatre manages the creation of scenery for stage decoration, including stage linoleum, props and canvases.

The Bolshoi Theatre of Russia is one of the most historic and oldest theatres in Russia. The printer will allow the Bolshoi Theatre to create stage decorations in higher print quality and on a wider variety of materials. Authorised EFI inkjet partner PRIZMIX in Russia sold the printer to the Bolshoi Theatre, working closely with the company's principals to establish the best technology solution to meet growing digital production needs.

'The EFI Pro 32r+ is one of the latest developments from EFI, with versatile technical characteristics,' said Alexey Safronov, general director at PRIZMIX. 'When we listened to Bolshoi Theatre's printing requirements, we knew that the Pro 32r+ was the right solution for them.'

The high efficiency of the equipment is ensured by a reliable platform designed for around-the-clock operation and printing speeds up to 256 square metres per hour with media widths up to 320cm. We are very happy to be partners with EFI and the Bolshoi Theatre and look forward to a fruitful relationship.'

The printer's 'cool cure' LED imaging helps with lower power consumption, plus it gives the Bolshoi Theatre the ability to print on a wide variety of flexible substrates, including thin or specialty media that cannot withstand the heat required with traditional UV or latex printers.

The printer also comes with a host of value-added options, of which the Bolshoi Theatre opted for white ink and a Media Edge Guard, which enables printing on media with uneven or wavy edges, such as textiles and wallpaper.

The 3.2m wide printer is an economical and versatile production-level LED machine and offers EFI's 7-picolitre UltraDrop™ Technology imaging for high-definition print quality. The printer will

allow the theatre to produce premium print quality with white ink and it also offers the lowest ink consumption per square metre on the market due to the unique properties of its CMYK EFI-3M™ SuperRange XF inks.

www.efi.com

Onyx Announces Software Certification For New HP Latex Printers



According to Guyente Sanmartin, General Manager, Large Format Business, HP, this latest certification achieved by Onyx Graphics showcases their commitment to providing outstanding support for HP printing technologies such as the new HP Latex 700 and 800 printer series.

'HP Latex 700 and 800 printer series users who choose ONYX software can feel confident in delivering outstanding quality prints to their customers,' said Sanmartin.

This certification applies to all ONYX RIP and print workflow solutions, including ONYX Thrive, ONYX PosterShop, and the newly released ONYX Go subscription, all on the company's latest version release, ONYX 21.

The HP certification programme differentiates software vendors through a comprehensive set of integration, compatibility and performance standards, testing against HP printing technologies.

For this latest certification, Onyx Graphics designed the driver to support the vivid colour and newly added white-ink capabilities of the HP Latex printer series, including sandwich mode printing for under-flood, over-flood and spot.

In addition, the ONYX driver allows for ONYX Quick Set options to automate print production, taking advantage of the speed and agility offered in this new printer series. Combined with ONYX Color and iccMAX v5. profiling, users of the HP Latex 700 and 800 printer series can expect superior and consistent colour across their entire print production environment.

www.grafcomp.co.za



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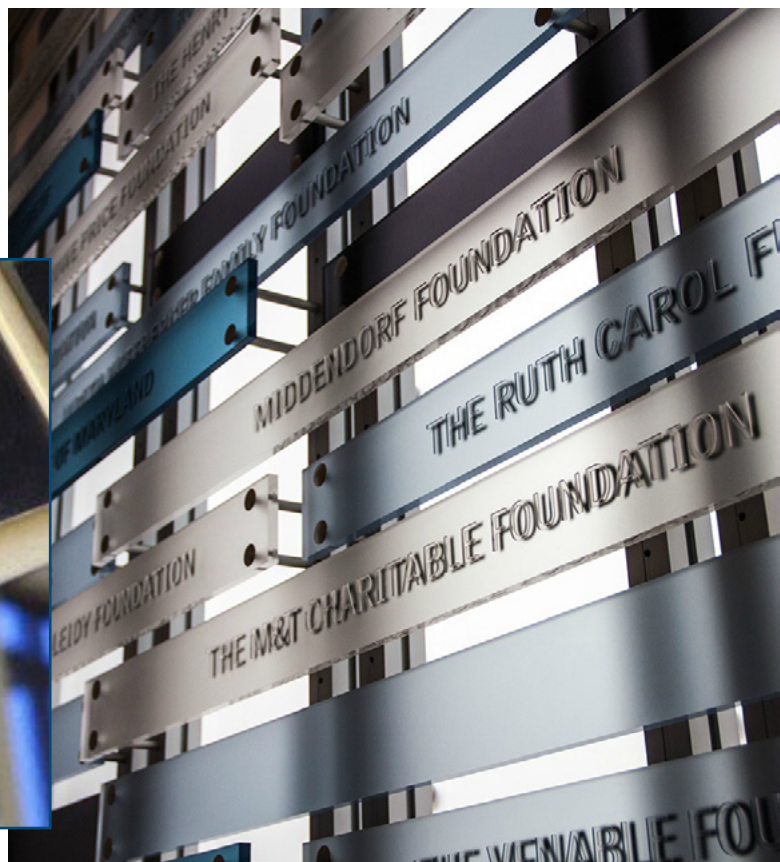
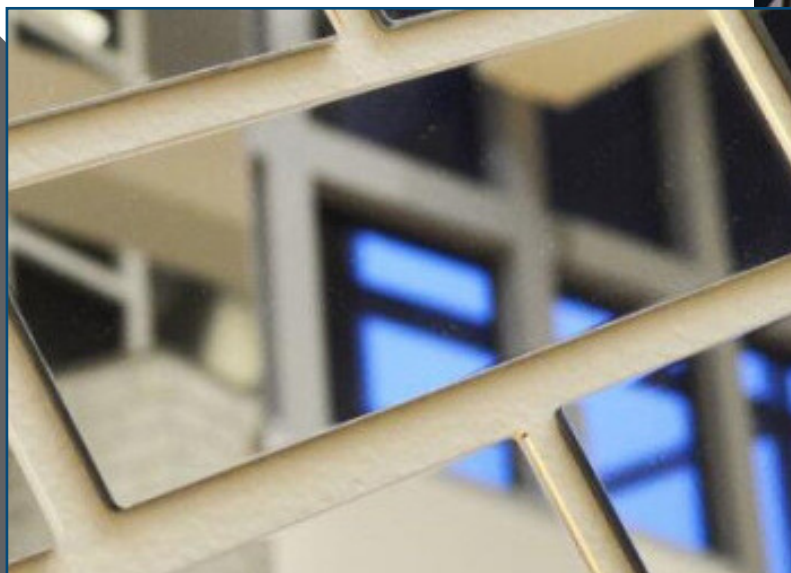
IPLASTICS PROVIDES QUALITY WITH AFFORDABILITY

BY IPLASTICS

iPlastics provides a wide variety of common sign materials, including: acrylic sheets, mirror acrylic, PVC foam board, aluminium composite panels, digital printable vinyls, PVC flex banners etc. The company carefully selects all the manufacturers they work with. They supply quality and affordable products.

iPlastics differentiates itself in the market by:

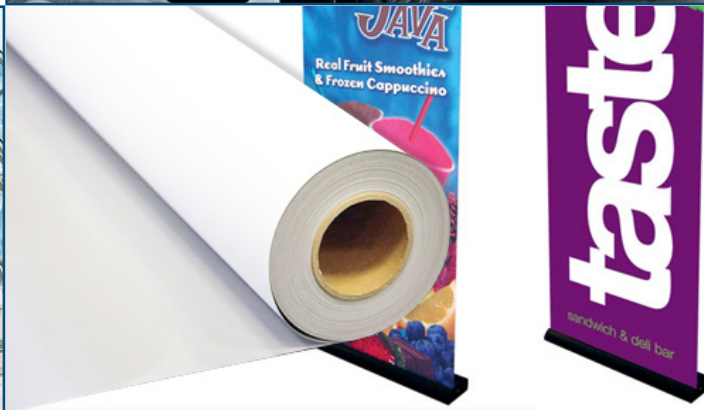
1. Providing quality materials: all manufacturers they have worked with are carefully selected to ensure the product is of a high quality.
2. They save customers costs: they keep their organisation lean to save costs and return the profit to customers, and they also keep their prices at reasonable levels at all times.
3. They save customers time by providing swift and convenient service.



iPlastics is launching new products at the Sign Africa Expo, taking place from 21-23 April at Emperors Convention Centre. Visit their stand (B23) for an introductory offer on these, valid only at the expo:

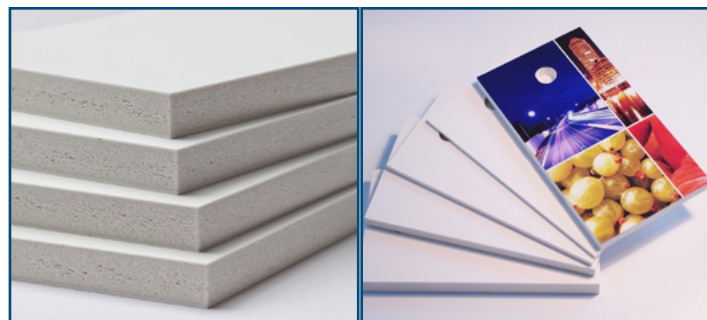
Digital Printable Vinyl

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- Window glitter vinyl.



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THE STATE OF THE SIGNAGE INDUSTRY IN 2021:

SUPPLIERS' PERSPECTIVE



Sign Africa hosted a webinar on 15 April where signage and printing industry suppliers gave their views on industry trends, supplier issues and more. Part of this webinar included results from surveys sent out to readers asking them what they expect from suppliers and what their biggest pain points concerning supply are. The webinar was proudly sponsored by: Falcon, Fujifilm, Midcomp and Roland.

Panellists:

- Devandran Naicker, Falcon.
- Rob Makinson, Midcomp.
- Grant Potgieter, Fujifilm.
- Bob Glenister, Roland.

Which industry sectors have experienced an increase in demand over the last year?

Naicker said in terms of signage, the biggest demand was Covid-related products required to cater for social distancing and other protective measures. He also said that direct mail and marketing would gain traction post-Covid to create stronger brand awareness.

Potgieter added that globally there has been a downward trend in litho and an uptake of commercial digital/inkjet, which is replacing the former, with costs and the fact that companies are no longer seeing tremendous long runs as reasons for this. He said there is great growth in packaging and labels and that it is an exciting space to be in. 'There is growth in wide format - most of that would be in the flatbed space, and this is a sign of our customers diversifying their businesses,' he said. This is also complemented by cutting solutions.

'PPE drove a fair amount of growth last year,' said Makinson. 'The irony is that we had a better financial year during Covid than we had the year before. It seems the elections are worse for us as a business than a pandemic, because the elections in 2019 threw the market into complete disarray.' He added that Midcomp's customers are getting back to pre-Covid levels and also said ink sales are the company's main measure of activity in the market.

What are the key industry trends for 2021?

Makinson said sustainability is a trend and is particularly big in Europe, namely

with ink, media and technology. A buzzword in Europe from HP and other sources is 'usership', in that usership is the new ownership because of the shift in buying patterns - using without owning - much like using a car without owning it. Midcomp is shifting towards that trend, and will see how it takes shape within the next 2-3 years. He also mentioned contractual trends, using Midcomp's Pay Per Use system - where users only pay for the square metres they print - as an example.

Naicker mentioned that an increase in raw material prices for substrates would require the industry to diversify to maintain quality and also manage costs accordingly. He said there are four questions businesses should consider: What is it that we need to start doing? What is it that we need to stop doing? What is it that we need to suspend during this time? What is it that we want to sustain during this period?

Glenister said there has been growth in sublimation due to the demand for face masks. He advises businesses to stop focusing on things that waste time and money and to mostly focus on customers. He added that we may see some new and innovative technologies in 2022.

Are there still concerns over China's supply chain and the international supply chain in general?

Potgieter said 'We are not easily affected by China's supply chain as we have factories all over the world.' However, from a travel perspective, the company has been affected in terms of technical support and equipment installations, as getting technicians to travel has been, and continues to be, a big challenge.

'The China dilemma is not just affecting the printing and signage industry. Globally, all supply chains have been constrained,' said Naicker. 'Covid has affected the supply of products globally due to the enforced lockdowns by governments, preventing the free movement of goods, which has resulted in shipping line delays, thus increasing the lead-time of products sourced.'

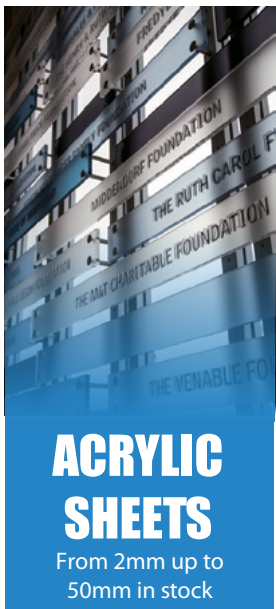


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Makinson said Midcomp has been very much affected, not so much from China, but from an international point of view, even with the use of reputable courier companies. Areas that have been affected include spare parts, machines and shipping, and airline cargo space is also a problem. 'All in all, it has been a big challenge,' he said.

Glenister said the constraints are real, and that it has taken time to create new models. However, his company's systems have adjusted to new time flows, stock holdings are higher than before and constraints are expected to fall off. He also mentioned that in terms of supplier communication, all stakeholders need to take responsibility and that we all need to adjust. He said transparency needs to exist across the whole supply chain.

What is your advice for print and signage business owners to seize business opportunities?

Glenister believes that the pandemic has not created a big change and said that one must continue to focus on what is best for one's business, namely value and diversity with less focus on price. 'Customers that have grown are the ones that have broadened their market and have been innovative with products,' he said, adding that 'Covid has forced businesses to focus on what is critical to their businesses, and what isn't'.

Potgieter said businesses need to be aware of cost containment and changing how they do business. He also added that owners should continue to invest in their businesses, regardless of how tough the situation is currently, and also added that companies must find ways to add value and understand customers and their strategies.

Naicker said Covid has influenced customers to try new things, which has helped create opportunities. 'Suspend anything that is wasteful and adhere to your company's core values. Covid not only outlined our businesses' flaws, but how to fix them.'

'Think outside the box,' said Makinson, 'If you can knit a jersey, you can knit a scarf,' meaning that you should stick to your core business values, but also try different things. He illustrated how customers have innovated by using a digital cutter to make face shields, as an example.

How has Covid-19 affected the market and how have your customers adapted?

Potgieter said that some customers were really hamstrung, having to reshuffle and free up cashflow - and this applied to suppliers too. On the plus side, however, he said, 'As South Africans, we are such a strong-willed nation and we've learnt to be industrious. We learnt to be creative and innovative - we've had to - we're a survivalist nation. There have been impacts, but I like to think we are seeing the backend of those impacts now.'

'I'm bewildered at how well our customers have come through this pandemic,' added Potgieter. 'Businesses that have invested in technology prior to this pandemic are the ones that have flourished.'

Naicker said that no industry was left immune in the aftermath of Covid, except perhaps the telecommunication and pharmaceutical industries, and that small businesses were particularly affected. His company had to find better solutions and models for its customers, which highlights the need for businesses to adapt. He also believes that customers were affected by just-in-time expectations and touched on how Covid has forced businesses to rethink and manage this dynamic.

Makinson said that the challenge for suppliers, and a source of huge frustration, is the banks' general risk aversion to lend money for capital equipment purchases. Rental companies also rely on the same banks for their funding, so until such time as the banks ease up on their lending criteria, some customers will find it difficult to get finance.

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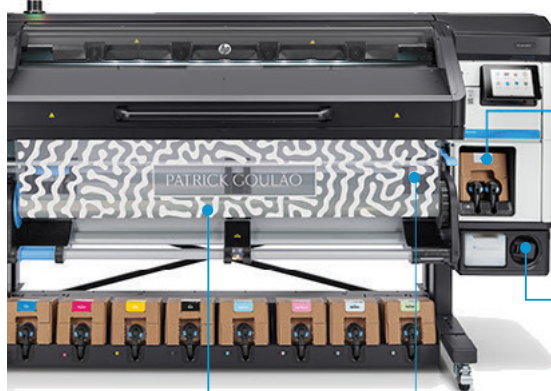
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HOW DO WE ATTRACT NEW AND YOUNG TALENT

TO FUEL FUTURE INNOVATION IN THE PRINT INDUSTRY?



BY JIMMY DE WAAL, CANON SOUTH AFRICA

Those outside of the printing industry do not realise all that 'print' encompasses – everything from a calendar to instruction manuals, or wallpaper to window graphics. In fact, everything you read that is not on a screen (besides a handwritten letter) is printed. But if this is the perception of print, then how do we attract new and young talent to fuel future innovation?

Now is an important time for the print industry. It is a time of change and where new and emerging technologies are influencing its future. The print industry is unique and has developed over many years, transitioning from analogue to digital technologies, but there is still so much more to come. For it to continue to grow and transform, we need fresh ideas and out-of-the-box thinking. And one way that we can support this growth is to attract the next generation.

Print is more than just a word

We know that print is rapidly advancing due to new technologies such as automation, augmented reality and robotics, and it is these additions that present the opportunities for new talent. In order to attract the future workforce, we need to re-look at the term 'print'. What does it actually mean? For me, the word limits the scope of what print really is – it is purely the output of what we do. And it is impossible to encapsulate what our industry can do with just one word. The magic of the industry is the end-to-end journey behind it including software, hardware, finishing etc. It should be positioned as a creative technology industry, and this is what we need to bring to the fore to attract the next generation.

Young people today are digitally-savvy, having grown up with smart technology at their fingertips. Some of them see print as old-fashioned and not 'sexy' like digital. So, we need to combine new technologies that they are au fait with – and perhaps that they would not necessarily relate to print – in order to appeal to them. We need to speak their language and show them the strong role that print has to play alongside these digital and virtual platforms and how they can be part of its exciting future in bringing the two more closely together.

Attracting the future print workforce

With a perception outside of the industry that print is dying, why would someone starting their career want to work in, what appears to be, a doomed industry? What they don't know is that there are so many opportunities for growth – it is not a dying industry, but one that is constantly evolving, and it has huge creative and technology innovation potential. A career in print offers such a scope for variety, bridging the gap between popular career routes such as technology and marketing. Today's digital printing devices integrate significant levels of automation to control virtually every aspect of production, thus changing the skill sets now required to operate these machines.

There are so many different career avenues within the print industry where skills can be deployed: creativity and design, data analytics, technology, engineering,

business development, customer loyalty, marketing strategies – whatever their skills, they could find a match within print. We need to explore more engaging ways to relate print to younger generations' hobbies and interests. Take someone who is interested in sport, for instance. They probably don't know about all of the huge opportunities for print at just one sports stadium – from tickets, to flyers to graphics. If they have a passion for fashion, they could get involved with fabric printing or textile design.

Or perhaps one young individual is considering a career as a data analyst. They could be the brains behind a revolutionary software solution that integrates brand customer relationship management systems with print. Love to travel? With a calendar of global print and packaging exhibitions and customers located around the world, there is plenty of opportunity to explore new cities and countries. The onus is on us, the print industry and large vendors to get out and in front of the younger generation. Attend trade fairs, work with colleges and universities or why not even send personalised print directly to their doors? We need to be in front of them to show them what print is really capable of; demonstrate how they could be part of this evolving industry and how they can contribute to the future of it.

Innovate with new talent

Time and time again I am told that I am still 'new' to the print industry, whereas, in any other workplace, three and a half years is not considered a short period of time. This demonstrates that it is rare for people from other industries to start working in print and proves the need for our industry to cast the net wider when looking for new talent. The advantages for hiring from within our industry are clear – people know the markets, competitors and technology. However, all this knowledge can be learned and we can help teach new recruits. The good news is that younger generations are quick to adapt, so we need to begin imparting our knowledge to help build the print generation of the future.

We know that it is a combination of people and technology that bring about change and innovation. Technology is rapidly evolving, so now is the time to integrate new talent with new ideas and perspectives to not only enhance digital print technology but to also evolve print's role in the future. The benefit for us? They will bring innovation and fresh ideas, which will help us change our ways of working for the better, and position print as an exciting medium that won't be disappearing anytime soon. Now, more than ever, is a time to be part of this creative technology industry and re-shape its future. 📖

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THERE IS GREATER POTENTIAL FOR 3D PRINTING IN AFRICA

BY BRADLEY PULFORD, VP AND MD
OF HP AFRICA

Africa started to deploy 3D printing over a decade ago and today there is even bigger potential for additive manufacturing on the continent. The rise in 3D printing also means that there is greater demand for customisation, meaning that manufacturers will need to produce personalised products on a mass scale at competitive prices.

Nine out of 10 global respondents (91%) in the HP Digital Manufacturing Trends Report noted that they would pursue mass customisation if they could personalise parts via 3D printing. Case in point: SmileDirectClub is digitally transforming the \$12 billion orthodontics industry using 3D printing to print dental aligners and Cobra Golf is disrupting the sports industry by building on a rapid shift toward product personalisation to produce a first of its kind 3D printed commercial putter.

There will be an uptick in new software innovations that provide manufacturers with the tools and infrastructure to enable digital manufacturing at scale, leading to greater productivity. Advancements in software and data management will continue to drive improved system management and part quality, leading to better customer outcomes. Fifty five percent of global respondents in the HP Digital Manufacturing Trends Report reported that 'accelerated innovation' will see the most advancement over the next five years, followed by 52% who said quality management will advance data and software and 50% who agreed data and software will enhance design for additive capabilities.

The \$50 billion health and wellness industry is poised to see the most advancement in 3D printing in 2021. There is nothing more personal than the human body, and the opportunity to deliver highly personalised 3D printed parts such as orthotics, footwear and other applications that integrate biomechanical data will be critical. These materials provide health and wellness professionals with ultimate control over the components produced and limitless possibilities in design.

In South Africa, we collaborated with our partner Mentis 3D to increase production of 3D designs to meet urgent healthcare needs during the Covid-19 pandemic. Mentis 3D's full range of HP MJF machines are being used to produce high volumes of medical materials like face shields, goggles, cloth face mask clips and a large variety of Venturi valves with different specifications for respirators.

Africa's 3D Printing Potential Realised

Fifty-five percent of global respondents in the HP Digital Manufacturing Trends Report predict that the health and wellness industry will achieve the most innovation in the next five years. We will also see significant interest in digital manufacturing technologies across regions when it comes to economic growth,

and it is no surprise why: manufacturing is the engine that supports entire economies and ecosystems.

Nearly all global respondents (99%) of the HP Digital Manufacturing Trends Report believe that digital manufacturing technologies can lead to economic growth. Manufacturers are backing this belief with their budgets, with nearly three quarters (71%) of respondents planning to invest in digital manufacturing technologies by the middle of 2021, and 85% indicating their company is planning to increase its spending on 3D printing.

To continue advancing the industry and grow the population of practitioners, digital manufacturers must offer more professional training to more workers, and collaboration is fundamental to 3D printing. As companies look to deliver more value to end companies, they will form new alliances and operate within new ecosystems.

Two-thirds of the HP Digital Manufacturing Trends Report's global respondents (64%) said more professional training services should be offered to further 3D printing. Additionally, cross-sector collaboration is critical to the future of digital manufacturing, according to 85% of respondents. Sustainability continues to be a key metric for business operations. As small businesses, governments and large enterprises increasingly assess and track their environmental impact, digital manufacturing is expected to play a key role.

Half (50%) of the report's global respondents indicated 3D printing's ability to reduce waste, lower carbon dioxide (CO2) emissions and promote a circular economy. In addition, 3D printing enables localised manufacturing, helping reduce the complexity and environmental impact of supply chains. When it comes to new materials and tooling capabilities, 3D printing not only is a more precise mechanism, but it also supports designs and structures that are complex and customised, making fabrication seamless. From reduced costs to improved functionality, new tools are a promising source of innovation that will continue to grow in popularity in 2021.

According to the report, heat-activated 4D printed parts, in particular, will show the most innovation and advancement in 3D printing over the next five years. Nearly half (48%) of global respondents say these 'smart' parts have the most potential for advancement among 3D printing technologies. 🔗

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SURFACE DECORATION IS A DIFFERENTIATOR

BY RON GILBOA, DRUPA



For many years a range of industries have been using a variety of printing technologies to create decorative surfaces. From screen, offset and gravure printing, all have been used to create functional and decorative surfaces. In the past decade, we have seen the rise in digital printing. Inkjet printing innovations in material science and innovation software, along with other solutions, have merged in the market.

This article will focus on two key areas where industrial printing has a significant impact: digital décor paper for laminates and direct printing in the woodworking industry. We will explore the opportunity and technology that is driving this innovation to be adopted.

A brief overview of surface decoration markets

The woodworking industry is an example of the vast use of decorative surfaces in a range of applications. While it has existed for thousands of years, today this segment is mainly influenced by the construction industry, where many of these materials are used in the building and renovating of homes and commercial buildings. A few key industry segments that dominate decorative printing in woodwork are flooring and decorative laminates.

Flooring as its own sub-industry is projected to reach \$448 billion by 2023, according to Markets and Markets research. About 23% of this value is concentrated in Europe. Decorative laminate is another segment that has massive uses, totalling over 11 billion square metres printed today. Europe currently houses about 20% of the total decorative laminate volume produced.

Like other segments, manufacturers for products such as flooring and furniture are looking to digital technologies as a means to meet growing needs by customers for more customised products. Successful implementation of digital printing allows these manufacturers to offer innovative solutions that not only offer short run production but also have a unique value proposition that commands a premium billing.

Recent research by Keypoint Intelligence indicates that digital printing is fast becoming a necessity. Client demands for devices capable of shorter print runs and faster turnarounds are growing (61% and 72%, respectively). Just-in-time manufacturing demand is also on the rise (59%) and personalisation (54%) is also seeing a sharp increase.

The expectation by clients for a fast turnaround and a higher degree of customisation is driving adoption of digital technologies.

The reality of consumer demand

When mass production first gained steam, it was all about speed and simplicity. For the first time in human history, a wide array of products could be created piecemeal by trained human hands and mechanised assistance. This lowered prices and increased availability of many items for the consumer market. Early industrialisation meant efficiency, availability and low cost per unit. As noted by Henry Ford in 1909, 'Any customer can have a car painted any

colour that he wants so long as it is black'. Fast-forward over a hundred years and technologies and client priorities have drastically changed. Mass customisation, once a pipedream, is now a hotly demanded capability, driven in part by expectations set by e-commerce, social networking and innovative technologies.

That said, there is another consumer demand that must be mentioned when discussing woodworking, and that is sustainability. Sustainability is a topic that makes more headlines every year as consumers (particularly younger generations like Millennials and Gen Z) increasingly worry about the future of the planet. Consumers in these age groups want products that are eco-friendly and do not deplete the planet's limited resources.

Digitally printed surface decoration as a differentiator

With these two factors rising to prominence, digitally printed surfaces in woodworking applications look to be a notable way for differentiated products going forward. Digital printing can address the growing needs for short run as well as the need for operational efficiencies in longer run printing as well. This makes it ideal for direct customer suppliers as well as impregnators (high pressure laminates manufacturers) who are looking for differentiated product offers.

Digital printing of decorated surfaces in woodworking industries brings new manufacturing efficiencies such as small batch manufacturing, reduced make-ready, gravure cylinders preparation and the integration of digital solutions with current manufacturing lines (meaning companies do not have to completely reinvest in their workflow processes to see some benefits). Given that print service providers (PSPs) are also seeing increases in shorter run printing (61%) and just-in-time manufacturing (59%), it shows that digital printing technology is suited to address the top three developing consumer demands that are impacting the market.

The Digital Advantage – reshaping the supply chain

Decorative surfaces traditionally were decorated using spray painting or using conventional printing such as gravure printing. These typically needed long lead time as designs were developed and cylinder engraved ahead of final lamination onto surfaces. With minimum orders of about one ton in the case of décor papers, these are limited to the circumference of the press impression cylinder. Moreover, due to changeover time needed between jobs, the number of jobs produces in a shift is limited. With digital printing, jobs can be produced to a specific length required by the client, as well as no longer being limited to the

circumference of a cylinder, instead they can be produced to fit the size of the lamination press or the unique pattern design in the case of direct printing.

Improving on natural materials

While natural wood brings an air of class to any project, it also comes with an established set of drawbacks. Apart from the sustainability aspect of natural wood, it may not be suitable for some applications where it is exposed to the elements or in close contact to humidity or insects. In many cases we may also find products with mixed materials, however their decorative surface is uniform and they all look alike.

Digital printing technology, such as the decoration of rigid surfaces through direct printing or laminating, allows different material surfaces to mimic natural surfaces. This means composite wood, metal or vinyl (among others) can be printed in such a way that they resemble real wood in colour, texture and pattern. That said, these substances can be stronger, more durable and more water-resistant than the real thing, giving consumers a product that satisfies every need in their woodworking expectations.

Technology impact

The woodworking industry offers opportunities for solutions aimed at custom short run work as well as massive production for high volume manufacturing. From flatbed inkjet printers to systems that can produce décor materials at a whopping speed of 150 metres per minute. New devices are being unveiled that can print to a wide variety of surfaces – from basic flooring to elaborate prints directly onto wooden doors and chairs.

There are several technology providers in this space, some yield from the graphic arts industry and some are suppliers that developed solutions that are dedicated to woodworking applications. Some of the suppliers from the graphics arts space that are now migrating to industrial printing include companies such as Kodak with the Prosper line, Koenig & Bauer with their RotaJet product line, Inca with the Onset product line, as well as a new introduction by EFI with the Cubik product line.

Many others with flatbed UV printers as well as rolled aqueous based inkjet printers have been developing solutions that are suitable for woodworking. However, the woodworking space typically presents a challenge, as printing is part of a process that requires multiple steps for surface decoration. These steps require deep understanding of the supply chain, processes, materials and applications (e.g. flooring, cabinetry, furniture, lamination and impregnation) and several companies with woodworking heritage entered this space with digital solutions. These include companies such as Hymmen with their Jupiter and Saturn product lines, Cefla Finishing J-Print product line, Barberan JetMaster as well as the Schattdecor Palis 750, a collaboration between décor paper manufacturer and Palis, a developer of inkjet systems.

These offer a range of solutions for direct to surface printing that not only provide surface image – they also offer dimensional texturing that is in sync with the image underneath it, whilst maintaining the permanency standards for the surface.

Predictable production and quality assurance advancements in digital printing technology are not all about speed and increasing substrate variety. We have observed focus improvements in the area of quality assurance as well. Printing onto surfaces (whether natural or artificial) can be expensive and mistakes are costly – not to mention a slowdown in production. Many new pieces of hardware are prioritising defect detection and classification, ensuring colour and texture consistency across the print run.

One interesting piece of innovation on this front is the use of digital twin technology. Digital twin is a virtual and a dynamic simulation of all process steps in a manufacturing line. With digital twin, companies can simulate all process steps for each tool, robotics and human interaction in real time. The digital twin can predict problems and breaks before they occur – letting the manufacturer address them before the physical production line is commissioned.

Digital twin is a technology that already impacts much of the manufacturing segments – and the woodworking industry is joining the wave as manufacturing processes in this segment are complex. Digital twin provides a new level of workflow, maintenance and reduce downtime. For example, new surface

decoration lines with digital printers and other connected hardware

Automation

All the solutions we noted thus far in this review are innovative and can produce a product quality that is consistent and will meet client demand for standard or customised products. However, as with many manufacturing processes a clear understanding of production status, manufacturing line productivity and the profitability of the creation are critical. To aid manufacturers, we now have solutions that are dubbed 'Industry 4.0' ready. These solutions use digital toolset in the planning, development as well as monitoring production and uptime of the fully integrated line. These solutions may initiate the planning process using a Digital Twin simulation of the production line and its operation created before the line is built. After full debugging, this digital plan is turned into a fully integrated and assembled line. The digital cloud-based infrastructure used in the digital twin is now used to track live production and monitor key performance indicators (KPI).

Woodworking has traditionally been one of the smaller printing industries, restricted by a lack of consumer interest. This disinterest can be at least partially attributed to a lack of customisation, as well as the time/costs involved in creating any personalised product. With technology advancements and digital printing in woodworking becoming more common, some of the barriers in this industry are becoming relaxed. Once customers see that they can express themselves in wood without breaking the bank, this industry may experience new growth.

Given the realities of the market, such as a focus on mass customisation and a growing demand for sustainability, it is difficult not to see digital printing becoming more vital in woodworking. We expect to see continued growth in the woodworking industry as a whole – including categories like furniture – as digital printing moves closer toward becoming the standard. 📈

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USING WORKFLOW TO ADAPT TO CHANGE IN A PRINT ENVIRONMENT



BY SOLIMAR SYSTEMS

Leveraging workflow software technology in the print environment can help businesses adapt to change.

Like many around the globe, the print production and digital delivery industries continue to feel the winds of change in 2021. For those running printing

environments, the challenges of managing print production continue.

These challenges include unplanned variation in the volumes of work as well as staffing and facility access issues. In addition, clients are seeking new content and messaging capabilities while being better able to monitor the status of their work.

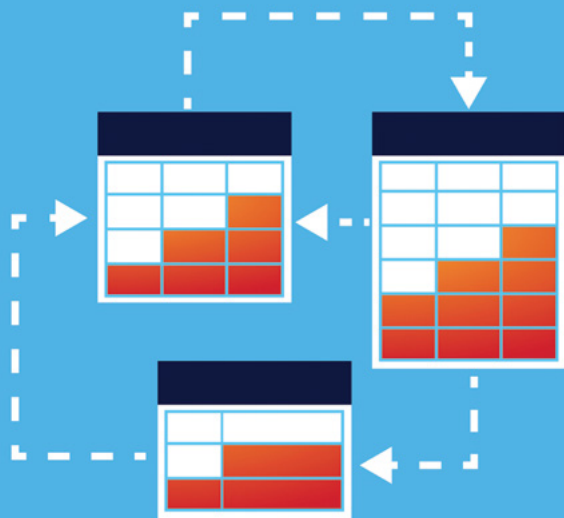
The shift to remote working in the last 12 months has been easier to manage for workers that typically do most of their work from an office; however, the print industry has requirements for operators and skilled workers to be onsite working with equipment on the production floor. Staffing challenges have forced some companies to change their hours of operation.

Solimar believes there are two key things every print production environment should consider. Firstly, an organisation should be able to select and get started with a modern and flexible print management solution without needing a significant investment in professional services.

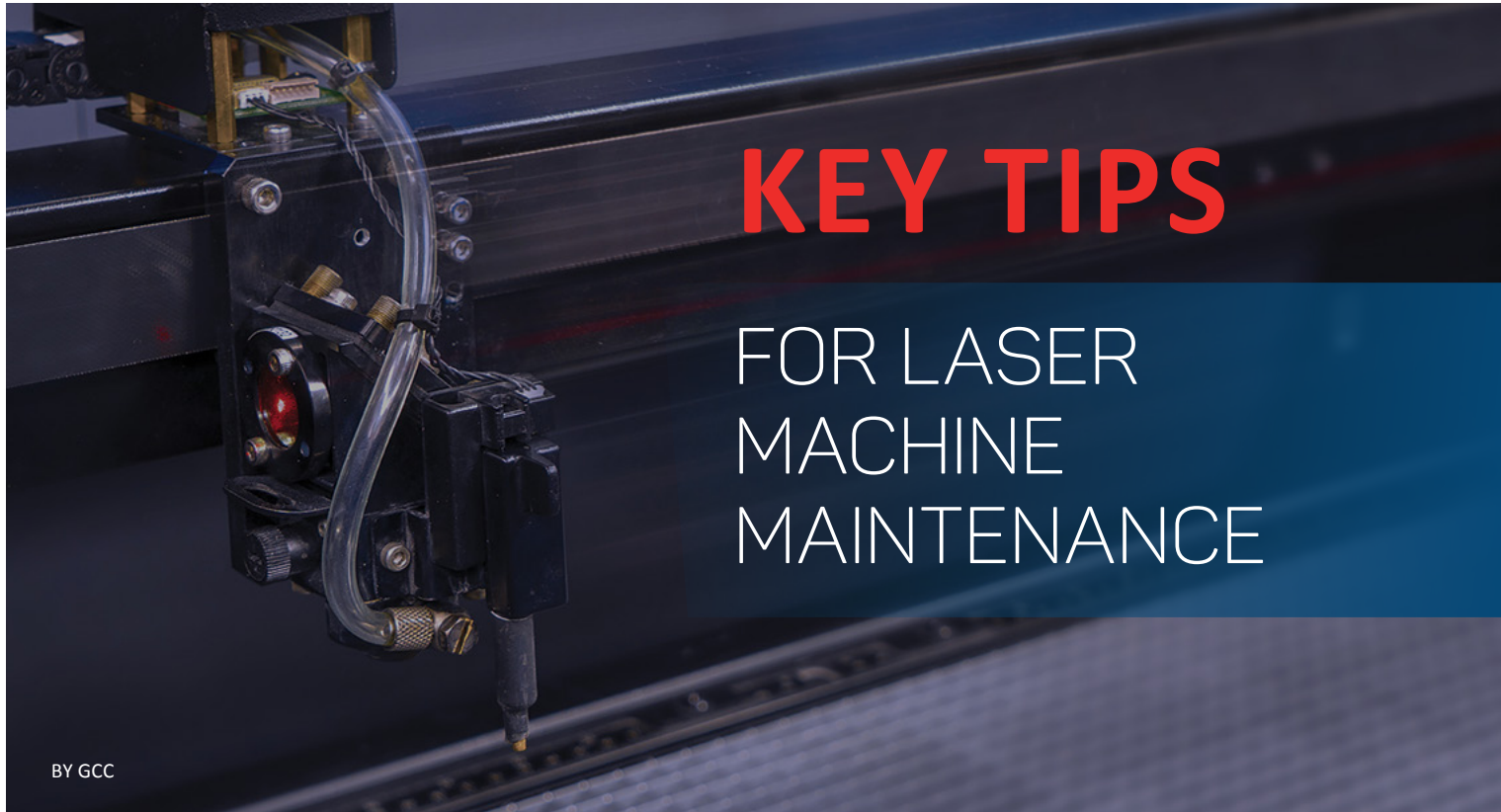
Secondly, an organisation should be able to efficiently integrate PDF workflows to support forward-looking revenue opportunities for both printing and digital communication.

Your next step? Analyse your workflow: spend time to revisit how work, orders and jobs come into your print production environment. Track how jobs are received and processed (both manual and automated steps); how problems or concerns are resolved and how work is completed and delivered via print and electronically to the final customer.

You will find opportunities where having more automation, visibility, remote control and reporting would be very beneficial to your business. 📌



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BY GCC

KEY TIPS

FOR LASER MACHINE MAINTENANCE

Image credit: Matt Hsu

If you examine your laser engraving/cutting machine only when it has started malfunctioning, you will lose valuable time and effort that is spent trying to troubleshoot and fix the problem. Therefore, it is always a good idea to regularly follow the maintenance manuals and make sure you use quality machine parts.

Here are some basic maintenance suggestions for your laser machine to keep its quality output, consistent reliability and extended product life.

Cleaning the worktable and motion system

- Turn the power off and unplug the laser machine.
- Use a vacuum cleaner with a flexible nozzle to remove dust and debris from the worktable and motion system.
- Dampen a piece of paper wipe or cotton towel with a small amount of all-purpose cleaner, alcohol or acetone to clean the working table and the rails of the motion system.
- Wait for all cleaning residue to dry completely before plugging in and operating your laser machine.

Note: never pour or spray oil, alcohol or acetone directly on the worktable, as this may lead to fires or soot build-up if improperly used.

Lubrication of the X/Y rail system

- Clean and lubricate the X linear rail of the laser machine with 0.1ml grease from a syringe every two weeks to properly maintain the motion system.
- Always clean and lubricate the X and Y rails after working with materials that produce lots of debris (such as wood).

Note: too much oil or grease applied to the Y rails will accelerate the debris building up.

Cleaning the mirrors

After you have removed each mirror, you will want to inspect them for

scratches, soot or debris.

- Hold the mirror with the reflective side up, without touching the reflective side of the mirror (do not apply any finger pressure or any other cleaning solutions to the mirror surface).
- Drape a new sheet of lens tissue over the mirror.
- Apply a few drops of lens cleaner on the tissue covering the mirror (apply enough so that the tissue absorbs just enough solution to cover the mirror surface).
- Pull the tissue across the mirror in only one direction.
- Make sure that the mirror is completely dry before reinstalling it.

Cleaning the focal lens

- Clean the focal lens with a cotton swab and lens cleaner solution. Be sure to clean both sides of the focal lens.
- After cleaning, use a cotton swab to gently dry the focal lens and lens cover.

Note: do not apply any finger pressure or other cleaning solutions to the lens surface.

Cleaning the exhaust duct

Efficient exhaust ventilation is crucial to laser cutting quality. Clean the exhaust duct from accumulated dust regularly as it helps to maintain the ventilation efficiency of your laser machine.

SIX

PERSONALISED PRODUCT BUSINESS IDEAS FOR WEDDINGS

BY COASTAL BUSINESS SUPPLIES



Weddings are a category with enormous potential for your decoration business – from personalised bachelor/bachelorette shirts to luggage tags for the honeymoon. You can provide items from the bridal party invitations right up to the big day itself (and in many cases, beyond).

1. Bridal invitation gifts

Personalised gifts are the perfect addition to any invitation and are a way for the bride and groom to let their invitees know just how important they are in their lives.

2. Bridal shower gifts

Bridal showers are very much a reflection of the upcoming union and adding personalisation to the event makes it all the more special. From decorations to attendee gifts, the options are endless.

3. Bachelor/bachelorette party items and gifts

Let the fun begin with bachelor/bachelorette parties. The key to a great party is personalisation, and the options here are endless. Matching T-shirts or a personalised sash identifying the bridal party is both exciting and attention-grabbing. It is also a fun keepsake to have to commemorate a special time in their lives.

4. Personalised items for the ceremony

The big day has finally arrived – and with it comes many more personalised opportunities such as a ring bearer pillow with a sweet saying or monogram, a 'Here Comes the Bride' sign strung around the little ring bearer's chest, and an 'I do' affixed to the bottom of the bride and groom's shoes that can be read as they kneel during the ceremony.

5. Personalised reception items and gifts

Offer the bride and groom and their wedding guests the perfect reception with

centrepieces adorned with the couple's photographs, clever items indicating guest seating and small gifts for guests to take home. Adding a clever quote exclusive to the newly married couple or candid photos of their relationship also makes the experience that much more unique.

6. Honeymoon gifts

With the wedding over, it is time for you to send the bride and groom off in style with personalised items to make their honeymoon that much more memorable. This includes items such as matching T-shirts, personalised tote bags and luggage tags.



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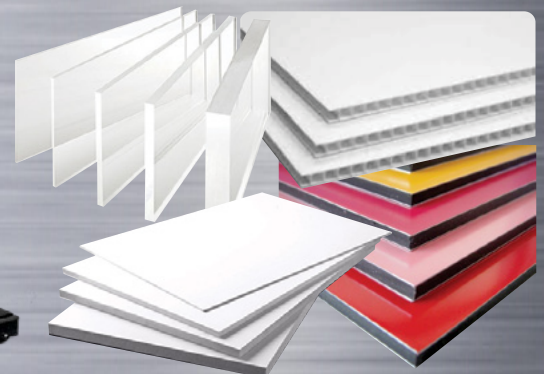
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Federation of Printing, Packaging,
Signage & Visual Communication

NEWS

Celebrating 110 Years With Printing SA

Printing SA CEO Dr Abdool Majid Mahomed illustrates the 110 year journey through which the federation has gone, outlining technological advancements and various changes to South Africa's political landscape.

The early years

Although the first recorded print in South Africa dates to 1784 when the first printer Johann Christiaan Ritter arrived in the Cape with a small press, the first organised association of printers, the Associated Master Printers of the Cape, was formed in March 1911 with AW Townshend appointed Chairman.

The formation of the Master Printers Association of Port Elizabeth, Durban, Pietermaritzburg and the Transvaal followed soon after. Matters concerning printers at that time were the ongoing industrial action in the print industry resulting in two crippling strikes, the first in 1897 and the second more protracted strike in 1911.

The South African Typographical Union (SATU), at the time, was concerned about worker rights and was particularly against imported labour. The early days for the print federation were not easy, with conflicts especially between the newspaper and commercial printers threatening to tear the federation apart. However, by 1919, the Print Federation, the Newspaper Press Union and the South African Typographical Union voluntarily got together to form the National Industrial Council (NIC) with the objective of improving labour relations.

The NIC remained in place for the next 70 years. However, with a changing political and labour landscape and the increasingly bureaucratic working rules placed on employers by the NIC agreement, the Print Federation gave notice to the other two parties, the Newspaper Press Union and SATU, of their intention to withdraw from the NIC.

In 1990, the Federation changed its name to the Printing Industries Federation of South Africa (PIFSA), de-registered itself as an employer association and registered as a Section 21 not for profit company. In 1991, SATU tried to force employers back to Centralised Bargaining but lost the legal case. While all SATU member retirement



benefits were retained, the proceeds from the disbandment of the NIC were awarded to PIFSA and the Newspaper Press Union.

The Printing Industries Statutory Council was then formed as a dispute resolution and mediation body with PIFSA and SATU represented. The Chemical, Energy, Paper, Printing, Wood and Allied Workers Union (CEPPWAWU) subsequently also joined the Statutory Council.

Using these funds from the NIC, in 1993, PIFSA established the South African Printing College, a remarkable institution to provide training to the industry. In 1996, Government converted Industry Training Boards to Sector Education and Training Authorities (SETAs) which changed the training landscape in South Africa. Sadly, in 2009, and after successfully training hundreds of apprentices in many trades aligned to the print industry, a combination of economics and lack of support from the SETA, the Printing College was sold.

During the NIC days, employers were obliged by law to belong, now PIFSA membership is on a completely voluntary basis. The challenges to retain and grow membership have now been taken on in earnest.

We are grateful to our loyal members and much work has been done to re-imagine the role of PIFSA in South Africa into an energetic and relevant partner to our industry as we confer, consult, campaign and train now and into the future.

Up to the 1940's letterpress machines were used. These presses were replaced by lithographic, web and flexo machines in the '60s. This was followed by digital printers and photocopiers in the '80s and now in the past five years we have high speed printing on demand, 3D printing (also known as additive manufacturing) and wide format printing, accommodating hybrid print processes with increased efficiency of digital print workflows on every conceivable substrate. Many printing companies also did packaging, labelling and carton manufacturing. Therefore, the packaging sector was also included in our industry.

In 2014, we joined FESPA as a member, bringing in screen and digital printers into the fold. These companies printed in wide format, producing among other marketing material vinyl wraparounds for vehicles, billboards and banners.

Since 2020 we have added another sector embracing visual communications, bringing the prepress segment that included graphic designers, typesetters, illustrators and all related trades into the fold. We now have reached a milestone of representing four inter-related sectors: printing, packaging, signage and visual communications – the full value chain from prepress to post press.

The future

Statistics show that the print industry will continue to expand for the foreseeable future. Industry association Idealliance has predicted that

commercial printing industry sales will grow by 3.0% in 2018, but Covid-19 changed that, causing a sharp decline in traditional or commercial printing, and even the demise of some long-standing magazines and newspapers due to advertising revenue being diverted to other media, and the general uptake of online platforms. On the flip side, there has been a phenomenal increase in packaging due to demand in online sales, and an increased demand for digital printing.

Research is also showing that printed media is not dying, instead it is transforming and evolving and seeing some resurgence from companies that have

adapted. Customers are now demanding print on demand, smaller volumes, and a one stop service for all their marketing needs.

We as an industry association have also adapted in the light of these changes, striving to remain relevant and agile as we turn 110 years old. This year we will be marking our anniversary by giving back to the industry and more specifically our members, and we hope that you join us at our events, which include the Africa Print Expos.

Our Annual Conference and Gala Dinner is still on the cards for September, Covid-19 permitting, and

we have a host of webinars, business networking forums, Golf Days, Wellness Days and much more planned for the remainder of 2021. It is a significant milestone, and we would like to thank our members for their continued support as well as our sponsors Agility, Health Squared, UVO Communications, Novus Print & Kyocera our affiliates FESPA, FP&M SETA, SACCI, Proudly SA, Productivity SA, PETCO, Packaging SA, South African Book Development Council, Business Unity SA, Two Sides and our media partners, including Africa Print, for the financial and non-financial assistance that allow us to enhance our service offering to our members.

Printing SA Celebrates 110 Years Of Representing The Industry And Announces Six New Member Benefits

Printing SA celebrated its 110th anniversary with a webinar that took place on 18 March, where the federation also announced its new member benefits. One of these new benefits is signage, print, packaging and visual communications medical cover. Agility and Health Squared have partnered with Printing SA to bring you a one of a kind medical offering for you and your staff that is specifically tailored for the industry.

Other Printing SA benefits that were discussed included:

- **Productivity SA:** The Competitiveness Improvement Services Programme is aimed at improving the competitiveness in the South African print, packaging, signage and visual communications industry as it has to compete against international competitors in the international and domestic markets. It is an investment cost-sharing grant for local entities.
- **SASFIN Finance:** Printing SA Associate member SASFIN provides a comprehensive range of specialist financial products and services for Business and Wealth clients including equipment finance, forex and guarantees and funding to these entrepreneur groups and companies.
- **Members' Portal:** Members now have



exclusive access to a host of great online tools from industry research, tenders, RFP's/Q's, marketing material, templates and so much more.

- HP, Dell and Apple product discounts.
- The Virtual Safety Officer: in partnership with KBC, Printing SA unveils the Virtual Safety Officer, which is designed for Printing SA members who do not have the resources to

manage their occupational health and safety requirements.

The Printing SA panellists also discussed how Printing SA is helping businesses succeed and the federation's value to the industry.

For further information, watch the full webinar here: <https://bit.ly/3uDRMLV>

www.printingsa.org

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Cape Town

MIMAKI JV300-160 12 APR
R150,000. Includes bulk system. Excellent condition. Two heads. Very fast
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Johannesburg

COMBO ROLAND PRINT AND CUT AND LASER 9 APR
R220,000. Roland Soljet XC540 print and cut, 1370mm and GCC X380 laser machine (960mm x 610mm). Roland needs a new L-bearing. Other than that, both machines are in great working order.
Louis Wiid +27 (0) 82 464 2616
Johannesburg

SUBLIMATION PRINthead DX5 8 APR
R13,500. Three Epson DX5 F1440-A1's. Ideal for all sublimation printers. Good condition and second hand. Our printheads have serial numbers.
Deo +27 (0) 72 295 1512
Kempton Park

MIMAKI CJV30-160 2 APR
R120,000. In excellent condition. Print and cut.
Errol Bellas +27 (0) 82 813 9917
Johannesburg

HP LATEX L25500 1 APR
HP L25500. Was working, no issues. We stopped using it because our Roland printers were more efficient. Selling as is, make an offer. R20,000.
Igor +27 (0) 72 264 5682
Germiston

HP L28500 31 MAR
R125,000. Latex 2600mm with fast PC and RIP software. Deliver wider outdoor and indoor applications, including soft signage, at up to 70% faster print speeds. Achieve faster turnaround times with prints that come out dry, ready to use or finish.
Robert Wilke +27 (0) 84 360 3438
Bloemfontein

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R159,000. Almost new, hardly used. Suitable for cost effective production of large, high-quality signage and vehicle wrapping. Max print speed of 56.2sqm/h. Max resolution: 1440dpi. Three-way heater.
Mpho Thekiso +27 (0) 73 181 5536
Sandton

MIMAKI CJV30-100 30 MAR
1.0m wide print/cut. R60,000. Using NUtec Emerald inks. 500ml cartridges CMYK. Head is in excellent working condition.
Julian Robert +27 (0) 82 325 1234
Durban

HEAT TRANSFER PLUS LARGE FORMAT PRINTER 29 MAR
3.2m. R620,000. Price negotiable – urgent sale. Machines in great condition, barely used.
Ricky Jacoby +27 (0) 81 393 0320
Montague Gardens

1290/150W SA ARGUS LASER CUTTER 26 MAR
R160,000. 2017 model. Bed size: 1200 x 900. Reason for selling: business has two lasers machines and we no longer require both.
Lynn van Wyk +27 (0) 82 559 9143
Johannesburg

SP540I AND SP300V PLUS LIQUID LAMINATOR 25 MAR
R190,000. SP540i: two brand new heads fitted. Perfect working order. Has take up system fitted. SP300v: excellent condition. Can print but new heads will be a bonus. Liquid laminator is free if you take both machines.
Deon du plessis +27 (0) 82 561 0054
Kempton Park

DYE SUBLIMATION HEAT PRESS 24 MAR
R125,000. Eastsign transfer heat press. 300mm drum, which gives the machine some speed. Hardly used. Bought about six months ago second hand. Good working condition, three phase power.
Henry +27 (0) 79 138 1875
Cape Town

DYE SUBLIMATION PRINTER 24 MAR
R60,000. Good condition. Stingray acquired as a demo machine from Kolok. Same as Avanti. Two DX5 heads gives this printer a speed of about 30 smh. Recently serviced and open to any test.
Henry +27 (0) 79 138 1875
Cape Town

CAROUSEL AND FLASH DRIER 23 MAR
R9,000. Four station x four arms sturdy carousel and flash drier.
Landiwe +27 (0) 78 634 1079
Johannesburg South

JOBS

JOBS OFFERED

BOILERMAKER 14 APR
A well-established signage company requires the services of a boiler-maker. The candidate must be able to weld aluminium signs as well as weld steel signs when needed. Candidates must also be able to bend signs and do the overall production of signs.
hr@rocamsigns.co.za
Krugersdorp

INDUSTRIAL DESIGNERS 13 APR
You will work to create great renders and exploded views for external signage and POS units. Five to ten years' experience working with POS units and store refits required. Good understanding of Adobe Creative Suite. Must be able to use 3D programmes.
deolan@redlettermedia.co.za
Gauteng

GRAPHIC DESIGNER 12 APR
We are looking for a graphic designer/print operator with knowledge of CorelDraw and Roland Versaworks.
kempton@signarama.co.za
Gauteng

WAREHOUSE ASSISTANT 9 APR
Warehouse assistant is responsible for storing materials, picking, packing and scanning orders. Matric, plus a diploma or degree in supply chain management. Minimum of five years' experience in a similar field.
andile@bbs.co.za
KwaZulu-Natal

NIGHTSHIFT SUPERVISOR 9 APR
Seeking dedicated night shift supervisor to coordinate and control the activities of the production department in terms of output, quality and cost recovery through the maximum utilisation of material, manpower and machinery. Matric, plus a diploma or degree in business management/business administration. Minimum of five years' experience in a similar field.
andile@bbs.co.za
KwaZulu-Natal

PROJECT MANAGER 9 APR
Responsible for planning, organising

and directing the completion of a specific project for the organisation while ensuring these projects are on time, on budget and within scope. Overseeing complex projects from inception to completion. Reduce costs. Manage risks and issues.
andile@bbs.co.za
KwaZulu-Natal

SENIOR DTP OPERATOR 8 APR
Looking for a senior DTP operator responsible for maintaining a high level of pre and post-production quality standards and ensuring that all approved artwork is print-ready. Minimum five years' experience as DTP operator and minimum three years' experience in a digital printing environment.
people@zapop.com
Western Cape

VEHICLE WRAP INSTALLER 7 APR
Experienced wrap and paint protection installer needed.
marius@inkmonkey.co
Gauteng

ADMINISTRATION 7 APR
Knowledge of QuickBooks. General office duties.
maartensvanzyl@gmail.com
Gauteng

SALES 7 APR
Cold calling and retail sales. Computer literate with QuickBooks experience. Fully bilingual and knowledge in signage (min five years).
maartensvanzyl@gmail.com
Gauteng

SALES REPRESENTATIVE 7 APR
Experienced sales person to join a leading signage manufacturing company. Product knowledge is key and target driven. Must have proven sales history. Basic. Commission. Petrol and laptop.
krish@dandcsigns.co.za
Gauteng

JUNIOR DESIGNER 6 APR
Signarama Edenvale is looking for a junior graphic designer with the relevant qualifications. The successful candidate will have a passion for graphic design and excellent attention to detail. Experience is not necessary as we would want the candidate to grow into the position.
edenvaledesign@signarama.co.za
Gauteng

GRAPHIC DESIGNER 6 APR
Looking for a graphic designer who has experience in the signage and vehicle branding industry.
marco@signwrapssa.com
Gauteng

GRAPHIC DESIGNER**6 APR**

We are looking for a graphic designer who has experience in the signage and vehicle branding industry. vasu@dynamitedigital.co.za Gauteng

ADMIN/RECEPTION**1 APR**

We are looking for an experienced admin clerk/receptionist with experience in the signage industry to assist with basic admin duties and front desk walk-in clients. Experience with Pastel is necessary. info@actionsigns.co.za KwaZulu-Natal

PRINT OPERATOR**1 APR**

Flatbed, roll-to-roll, swissQprint. andile@bbs.co.za KwaZulu-Natal

SALES PERSON**1 APR**

Product Knowledge is key. People person. Generating leads, meeting or exceeding sales goals, negotiating with prospective clients, helping determine pricing schedules for quotes, promotions and negotiations. Commission structured. Target based bonuses. arno@fastprinting.co.za Gauteng

PRODUCTION MANAGER**30 MAR**

At least five years' experience in the signage manufacturing industry. Duties: managing communication with sales on production progress, procurement management, cost control, delegating work tickets, schedule and manage rigging, quality control on all work etc. Must be well organised, process driven, client centric and able to work under pressure. history.georgie@signs4sa.co.za Gauteng

SILK SCREEN PRINTER**29 MAR**

We looking for an experienced silk screen printer in the Randburg area. Position immediately available. francois@uniqueplates.co.za Gauteng

SALES PERSON**29 MAR**

Strong product knowledge. Target driven. Self motivated. Extrovert and strong interpersonal skills. The candidate will be expected to generate their own sales pipeline and meet sales targets. Basic salary, commission, fuel and bonuses. Must have contactable references. history.georgie@signs4sa.co.za Gauteng

JOBS WANTED**PRODUCTION SUPERVISOR/MANAGER****12 APR**

I am a qualified production supervisor/manager by trade and I am seeking suitable and stable employment. I have 15 years' of work experience in the signage and metal industries. Have done Production Management courses at University level, Safety Management courses at NOSA and Quality and Manufacturing courses with MerSETA.

Bless +27 (0) 82 484 4684
blissingdlou@gmail.com

MACHINE OPERATOR/GRAPHIC DESIGNER**8 APR**

I have eight years' experience operating fibre lasers, CNC routers and channel letter benders. Can use: Roland large format printer and vinyl cutter, Titan 3.2 width, Mimaki, Roland SP540i and 640i, Mutoh, Ricoh and eco-solvent production machines Also have a graphic design certificate and diploma in printing. Tinotenda Mereki +27 (0) 65 005 5414 tmerekio@gmail.com

SALES/PRODUCTION/DESIGN/INSTALLATION MANAGEMENT**7 APR**

I am currently looking for employment in the signage industry. 28 years' experience. I have been fortunate to have managed all sectors of the business. I specialise in sales and production (project management) but I have spent many years in all departments from design to installations. I have also done courses in HSE and onsite safety and management. +27 (0) 84 234 7422 freddyfar72@gmail.com Gauteng

SIGNAGE GRAPHIC DESIGNER AND PRINTER OPERATOR**6 APR**

I'm a graphic designer with over 10 years of experience in the design, printing and signage industry. I also operate large format printers such as Audley, Roland and Mimaki. +27 (0) 63 226 6629 chinedujoseph1989@gmail.com Gauteng

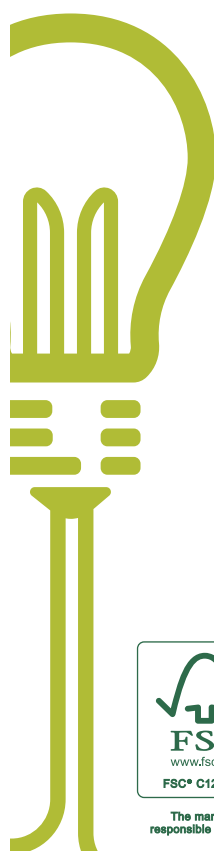
PRINTER AND MACHINE OPERATOR/ALL ROUNDER**31 MAR**

I'm a 30 year old vibrant, fast learning and hardworking problem solver with high attention to detail and accuracy. 6/7 years of experience in the signage industry. Have worked on: Mimaki 1.3 digital print and cut, plotter, laminating machine and industrial embroidery machine, dye sublimation and direct, Thunderjet, etc. beukesliezl65@gmail.com Gauteng

GRAPHIC DESIGNER/PRINT OPERATOR**27 MAR**

I have 10 years' experience in signage. Have worked on dye sub Thunderjet, Mimaki solvent, UV and flatbed, Mutoh and Roland plus HP latex machines. Worked on Versaworks, Rasterlink, Onyx and Wasatch RIP programmes. krollvarto@gmail.com Gauteng

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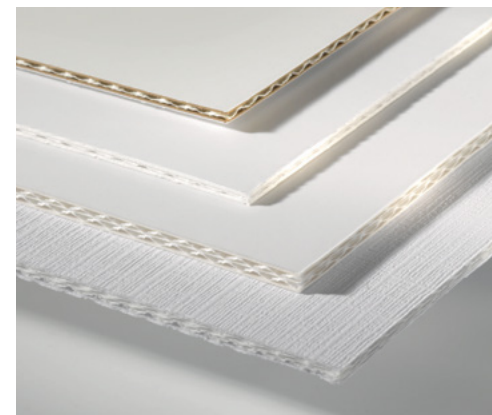


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Orange County Convention Centre, Orlando
<https://www.printingunited.com>



FESPA GLOBAL PRINT EXPO 2021

12-15 October 2021

RAI Exhibition Centre, Amsterdam, The Netherlands.
www.fespa.com/en

FESPA EURASIA

2-5 December 2021

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E-M: gpretorius@polka.co.za

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E-M: erica@absolutedisplay.co.za

ALMIGHTY ROACH

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E-M: almightyroach@gmail.com

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Nikie

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Michael

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E-M: michaelscv@yahoo.co.za

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Nicky

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E-M: admin@cyberdigitalprint.co.za

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+27 74 846 8795

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WEB: www.djrigging.co.za

Dunmaglass, Kyalami, Johannesburg
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E-M: shenitta@cityandguilds.co.za

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MOBILE: +27 72 234 2764

E-M:

eugeneinstallation02@gmail.com

WEB: www.eugeneinstallations.co.za
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Johannesburg

PO Box 641 Kiasha Park, Lenasia
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E-M: Tania@fbz.co.za

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E-M: maxinn@webmail.co.za

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MOBILE: +27 71 709 2099

E-M: tebomaseola@gmail.com

E-M: wisemcele@hotmail.co.za

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Johannesburg

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Mbongeni

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E-M: Elrichgreen119@gmail.com

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E-M: sydneykhanyile@yahoo.com

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FAX: +27 86 568 1518

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E-M: johnpaulmouton69@gmail.com

JAY

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JUBA RIGGING

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E-M: ayandasdube@gmail.com

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E-M: kmdigital@telkomsa.net

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E-M: yommy4jok@yahoo.com

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E-M: taiwoenny123@yahoo.com

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E-M: temitopemt@gmail.com

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 Enny
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E-M: taye_one@yahoo.co

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 Johannesburg
 Christopher
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E-M: sikholiwem@bostonbc.co.za

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 Nishal
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E-M: nishalm26@gmail.com

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E-M: natashajob@vodamail.co.za

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 Gauteng
 Mazwi and Sinphiwe
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 Nash
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E-M: darren@digitalkarma.co.za

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E-M: ontvangs@applegraphics.co.za

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E-M: sales@cedarcranes.co.za

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WEB: www.digifusion.co.za

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MOBILE: +27 82 457 2706
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 Robin
MOBILE: +27 83 348 2623
E-M: nathansignsneon@telkomsa.net

E-ZY RIGGING

Cape Town rigging.
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TEL: +27 73 897 5259
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E-M: marksylvester@mobileemail.vodafonesa.co.za

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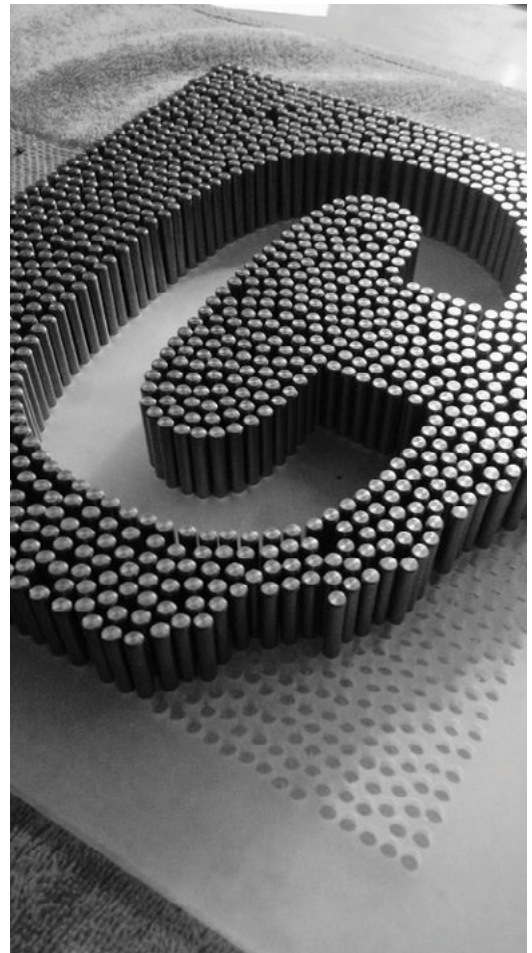
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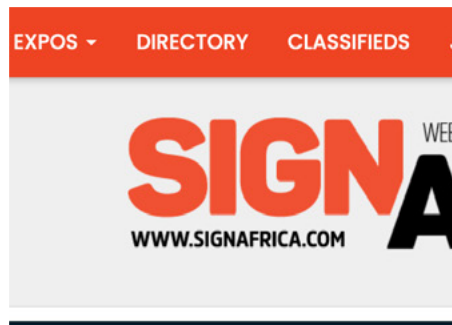
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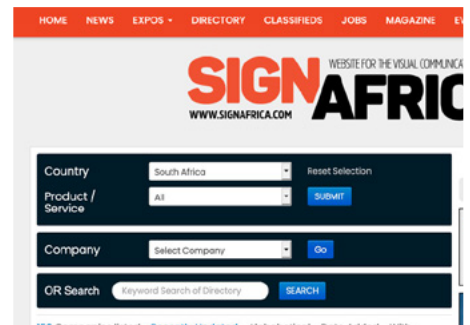
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