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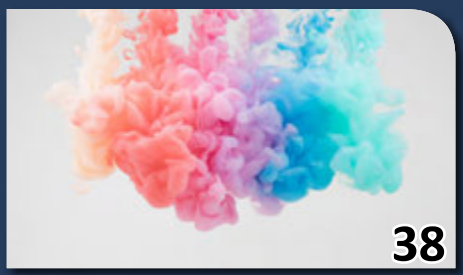
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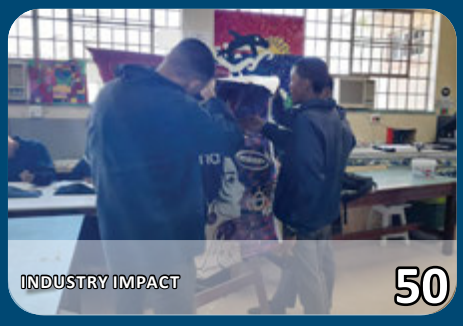
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EDITOR'S NOTE

BY MEGGAN MCCARTHY, EDITOR

Welcome to the Sign Africa and FESPA Africa expo. We hope you enjoy all the new product launches as well as graphics, signage, digital printing, branding, T-shirt printing, mug printing, vehicle graphics, laser engraving, binding equipment, digital packaging solutions and more.

Our front cover features Midcomp's solutions. Print service providers no longer need to choose between sustainability or high quality and production. HP Latex technology features the greenest credentials of any printing solution as well as incredible efficiency and productivity. By adding HP Latex technology to their print arsenal, businesses can print on virtually any substrate to create signage, vehicle wraps, décor, stickers, posters and more.

Other features in this issue:

Ink plays a pivotal role in shaping the outcome of any visual creation. In the dynamic world of large format printing, the choice of ink is a pivotal decision that influences your artwork's quality, longevity and environmental impact. The vast amount ink options may leave you baffled. Whether you're designing breathtaking outdoor displays, eye-catching vehicle wraps, or captivating indoor graphics, understanding the unique characteristics of various ink types is crucial.

At first, digital marketing may seem fun, modern and less costly than printed marketing. However, there's a high risk involved in advertising your brand exclusively through digital marketing: due to the huge volume of content available on the internet and the usually short attention span of online customers, your brand will be competing with millions of other brands and can be quickly forgotten and replaced by one more active, more pervasive, or trendier than yours.

Electric vehicles (EVs) have gained significant popularity recently due to their efficiency and environmentally-friendly nature. One crucial aspect of EV advancements is the use of composite materials, which can make these vehicles lighter, stronger, and more energy-efficient. Using 3D printing, also known as additive manufacturing, to create composite parts (or moulds for composite parts) provides many advantages to EV makers.

When a customer comes in to register a complaint, the instinct for most employees is to run as quickly and as far away as they can. That's understandable because most of us don't like confrontation, but it doesn't get you, or your company, anywhere. What it does do is encourage the customer to leave, and never return. There are six steps that employees can take to ensure that customers get a satisfactory resolution.

Digital signage has an impressively fast growth ratio worldwide with successful enterprises having realised their significance for customer engagement, sales and business growth. Most organisations have already adopted digital signage technology, while the rest plan to implement it soon because survival with competitors is becoming difficult.

Signing off
Meggan McCarthy

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Encres DUBUIT's expertise is high-technology inks and coatings dedicated to the industrial printing market, ranging from simple visual communication to industrial marking and the use of functional inks. Encres DUBUIT serves the needs of global printers worldwide in sectors as varied as visual communication, packaging, cosmetics, automotive, electronics industry. Since its creation, Encres DUBUIT has remained at the forefront of technology by offering customized, high quality and innovative solutions in UV (since 1976) and solvent/conventional inks.

TEL: +33 164 674 160
EMAIL: info@encresdubuit.com
WEB: www.encresdubuit.com
1, rue Isaac Newton, 77290 Mitry-Mory, France

ENGRAVCUT (PTY) LTD

EngravCut specializes in manufacturing precision cutting solutions, fiber lasers, CNC routers, C02 lasers, plasma cutters, Fiber welding and metal marking machinery, along with providing consumable and replacement parts. With a strong focus on precision engineering and innovative technology, we deliver world class solutions to empower businesses across various sectors.
BRANDS: ENGRAVCUT

TEL: +27 83 492 4582
EMAIL: info@engravcut.co.za
WEB: www.engravcut.co.za
55 Loper ave, Spartan, Gauteng, South Africa

EXCEL OPTOELECTRONICS CO., LTD (EXCEL LED)

Professional and reliable LED screen solution provider, Excel LED has over 9 years experience in providing LED screen solutions worldwide.
BRANDS: EXCEL LED

TEL: +27 11 264 0035
MOBILE: +27 61 677 1304
EMAIL: eugene@excel-led.co.za / excel@excel-led.com
WEB: www.excelledsouthafrica.co.za
South Africa Office: 258 Pine Ave, Ferndale, Randburg, 2194
Headquarters: Floor 3, Building No. 41, ZhengXin, Liyuhe Industrial Zone, Xinhu Avenue, GuangMing, Shenzhen, China

EXION CORP (PTY) LTD

EXION Corp imports and distributes high quality advanced signage materials from Germany, France, Japan, China and Korea. Various LED modules, NeonFlex and Transformers. V3, TSP channel letter bender, BlackRhino 3D printer, CNC and Laser machines. A wide Variety of aluminium profiles, trims and returns.
Quality ACM and Polycarbonate sheets. flatbed printer and inks.
BRANDS: E-BOND, PALSUN POLYCARB SHEET, IDEO & STREET WARRIOR LED, MEANWELL & IDEO PSU ,V3, TPS CHANNAL LETTER BENDER, BLACKRHINO CNC & LASER MACHINES, CEMEDINE HARDROCK GLUE, MN TECH REFLECTIVE TAPE & SHEET.

TEL: HO: +27 11 464 5053
CTP: 063 381 6476
EMAIL: capetown@exion.co.za
WEB: www.exion.co.za
HO: Unit23-24, Lanseria business Park, Falcon Lane, Lanseria, Johannesburg.
CPT: Unit D3 The Bridge, 18 William street, Maitland, Cape Town

FALCON

With the most comprehensive range of quality products at competitive prices, Falcon has emerged as the leading supplier of signage materials in the Southern African region. Established in 1995, with 11 national outlets, fully BEE approved, and a commitment to personal service and new product introductions.
BRANDS: SUBSTRATES: RAYON SHINKOLITE CAST ACRYLICS, MC ACRYLICS, CHROMADEK, PLASTIC SHEETING, ACM, SIKOMA PVC FOAMBOARD, POLYPROPYLENE SHEETING, CONNECT-IT, ALUMINIUM PRODUCTS. DIGITAL PRINT MEDIA: POLYMERIC VINYL, MONOMERIC VINYL, PRINTABLE CAST VINYL, PRINTABLE REFLECTIVE VINYL, DM REFLECTIVE, LAMINATION PRODUCTS, CANVAS PRODUCTS, PAPER PRODUCTS, PVC BANNER MATERIAL. PRINTER CONSUMABLES: NUTEC, LIQUID LAMINATES, SERVER PARTS. VINYLS AND ACCESSORIES: CORREX, DIBOND, DILITE, , ECONO-WALL MOUNTS, FOREX, GRAVOGRAPH ENGRAVING MATERIALS, HEX-FLEX, HEXIS, MAGNETICS, MITSUBISHI, MULTISIGN, NUCOAT, ORAFOL, PERSPEX, R-TAPE, SAMSUNG LED, STAHLS

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32A Monteer Road, Isando, Johannesburg

FORTUNE SOUTH AFRICA

With over 25 years of sales and technical experience, Fortune South Africa offers the most cost effective printing solution in Southern Africa. We offer all printing solutions – UV, solvent, dye sublimation and flatbed, as well as cutting and finishing solutions. We have the highest quality replacement inks for competitor machines to help you reduce your costs after being locked into overcapitalised machinery.
BRANDS: FORTUNE, CERI, ARISTO, RUIJIE ROUTERS

MOBILE: +27 82 544 8669
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WEB: www.fortuneprinters.co.za
17 Taurus Road Brackenfell Cape Town

FOSHAN BAIYI METAL PRODUCTS CO.LTD

FSTICA is a flagpole, base, flag, and display equipment as integrated industrial and trade enterprises.
BRANDS: FSTICA

TEL: +86 158 9956 6044
MOBILE: +86 158 9956 6044
EMAIL: fsticadisplay@gmail.com
182, North Shannantangchong, Songgang Community, Shishan Town, Nanhai District, Foshan,China

FUJIFILM GRAPHIC COMMUNICATION DIVISION

Fujifilm Graphic Communication Division is a leading supplier of innovative, sustainable, award-winning equipment, consumables, technology, service & support to the print industry. Fujifilm is a stable, long-term partner focused on delivering high quality, technically advanced print solutions to help printers and converters develop a competitive advantage and grow their businesses. In order to provide sustainable practices on the African continent, Fujifilm is pushing towards greener solutions. This is reflected in our GREENGUARD certified UV inkjet inks and UV LED technologies in large format and packaging solutions. Furthermore, Fujifilm's range of Superia CTP litho plates focuses on reducing chemical usage as well as resource savings, including lower energy and water consumption for commercial, newspaper and packaging printers. With a comprehensive range of inks, equipment and associated products, Fujifilm has much to offer the print industry, including: large format, packaging, digital, litho, newspapers and software.
BRANDS: ACUITY PRIME, ACUITY ULTRA, SUMMA, CALDERA

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18 Holt Street, Glenadrienne, Sandton, 2196

GENCOTECH LASER MARKING

Gencotech Laser Marking is the distributor for GCC LaserPro cutters, engravers, vinyl cutters, Eco solvent wide format printers, DTF sticker printers, DTF textile printers, DTG printers and variety sizes of UV printers. Gencotech offers you high quality systems with advanced technology, but user friendly features and excellent service.
BRANDS: GCC LASERPRO, CORELDRAW AND COLOP RUBBER STAMPS, MANUAL PAPER TRIMMER, ACRYLIC BENDING MACHINE, GLM, LOCOR

TEL: +27 12 253 1172/3/4/5
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119 Schubart street, Melodie, Hartbeespoort

GOQ LED

GOQ LED is one of the most famous brands of LED modules in the world. We are also the biggest manufacturer in Korea who produce LED modules. We provide a total solution for sign & advertisement illumination.
BRANDS: GOQ 3LED MODULE

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MOBILE: +82 102 710 1880
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WEB: www.goq.kr
42-112 Kyeongbokdae-ro baramgol-gil, Jinjeop-eup, Namyangju-si, Gyeonggi-Do, Korea

GRAFICOMP

Graficomp is a highly specialised HP Large Format Printer Solutions reseller in South Africa. With offices in Johannesburg, Cape Town and Durban, we've been providing quality HP solutions all over Southern Africa for over 30 years. Our team of experts is perfectly placed to assist you with any graphics printing solution you need. With HP Latex, Stitch dye sublimation and DesignJet portfolios covering all indoor and outdoor graphics requirements, we have a solution for you. The HP Latex 700 & 800 series now has market-leading WHITE ink capabilities. We also supply Easty heat press calendars, as well as HP and Summa Vinyl Cutters. We offer a complete solution in consumables with a wide range of inks and media. Our Service Department handles all in- and out-of-warranty repairs. All our engineers are all factory trained and HP Certified on the latest technology.
BRANDS: HP LATEX PRINTERS (signage and indoor/outdoor graphics), HP STITCH PRINTERS (dye sublimation), HP DESIGNJET PRINTERS (CAD and photographic), HP 54" & 64" VINYL CUTTERS, ONYX & SAI RIP SOFTWARE, EASTY HEAT PRESS CALENDARS, LARGE FORMAT PRINT MEDIA & CONSUMABLES.

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CPT: Unit 3 Demar Square, 45 Bell Crescent, Westlake Business Park, Tokai

GRAPHIX SUPPLY WORLD (GSW)

GSW is Africa's leading supplier of digital print and cut technologies for the sign, graphics, textile, print and packaging industries. GSW offers expert advice, technical support, after sales service as well as affordable media and consumables. GSW is the exclusive distributor of the world's best quality printers and cutters. GSW also offers many finishing and other cutting solutions.
BRANDS: MIMAKI, EFI, EUROTECH, NEENAH COLDENHOVE, HIGH PERFORMANCE MEDIAS, HIGH PERFORMANCE INKS, HIGH PERFORMANCE FABRICS, HIGH PERFORMANCE LAMINATION, DECAL HIGH PERFORMANCE MEDIAS, EUROTECH COATERS, EUROTECH LASER CUTTERS, KONGSBERG

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WEB: www.gsw.co.za
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CT HEAD OFFICE: 4 Gold Street, Northgate Estate, Ysterplaat, 7405
DBN: Unit 2, 65 Marshall Drive, Mt Edgecombe Indust Estate, Mt Edgecombe, Durban.
PO Box 371, Paarden Eiland, 7420

GUANGZHOU XIN FLYING DIGITAL TECHNOLOGY CO,.LTD

Xin Flying Digital Technology Co.,Ltd. has been engaged in one-stop digital printing solutions over 14 years. We are the high-tech enterprise integrating R&D, sales and after-sales service.
BRANDS: XIN FLYING

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MOBILE: 0086 185 6554 4508
EMAIL: ken@gzxfy.Com
WEB: www.xinflyinggroup.com
2nd Floor, No. 7, Second Industry 1st Street, Xie Village, Zhongcun Street, Panyu District, Guangzhou

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BRANDS: SAITU

TEL: 0086 020 31137628
MOBILE: 0086 15813324478
EMAIL: 501736734@qq.com
WEB: www.saitu88.com
No. D101, Baizhong Industrial Park, Dongsheng Road, Chadong Village, Dalong Street, Panyu District, Guangzhou

ZHENGZHOU HAMLOON ELECTRONIC TECHNOLOGY CO.,LTD

Our company was established in 2004 and specializing in large format printer spare parts and printing consumables.
BRAND: HAMLOON

TEL: 0086 0371 60235899
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HITECH GRAPHICS

Hitech Graphics has been established for 27 years and is a leading supplier and distributor of consumables to the commercial offset Litho & Digital industries in Southern Africa.
BRANDS: JETBEST DIGITAL INKS, HG MEDIA, HG DISPLAY, HG FABRICS, HG SUBSTRATES, MUTO ECO-SOLVENT & DYE-SUBLIMATION PRINTERS

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WEB: www.hitechgraphics.co.za
1277, Umgeni Road, Unit 4 Canstone Park, Durban-4001.
687 Old Pretoria Main Road, Unit 6 Kingston Park, Midrand-1685.

IMAGEMED

We are an Epson approved reseller specialising in commercial photo labs and large format digital printers and consumables. We are able to supply all Epson products from Signage, CAD / Technical, Fine Art to "Photo Lab DryLab printers, Scanners and Projectors. We are also an Epson approved service provider on all large format and commercial photo lab products.

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INKSTYLE SUPPLY

We are proud to be the Best South African supplier of large format printers. Our reliable vinyl cutters can make your life simple with label production.We have a vision to explore new ideas and a mission to establish great business ethics, One of the main objectives is to become a major role player in the Print and Supply.

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16 Heystek St, Rustenburg, 2999

INTAMARKET GRAPHICS (PTY) LTD

Your complete solution supplier of wide/ large format digital printers, laminators, heat presses, cutting solutions, and other equipment, materials and substrates to the signage and graphics print industries. Fast door-to-door delivery services and turnaround times across Gauteng, Cape Town and the KZN region, as well as Roland equipment services in Gauteng. Intamarket Graphics also offer franchise opportunities in the greater Africa area, with an Intamarket Graphics Express already launched in 2022 in Namibia.
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KZN: +27 31 700 3091
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ONLINE SHOP: www.graphicsonlinesales.co.za
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CT: Inospace Building, Unit 2, Jagger St, Goodwood, Cape Town, 7460
KZN: Unit 9, Gate 3, New Germany Industrial Park, 124 Escom Rd, New, Germany, 3610

IPLASTICS

Iplastics are signage consumables and equipment suppliers in South Africa. We provide our customers a total solutions approach based on their specific individual needs. We stock a wide variety of substrates, digital printable vinyl, textiles, PVC banner, display systems, fiber laser cutting, laser marking, laser welding, CNC router, CO2 laser cutters & engraving machines, as well as sublimation inks, backlit textiles, sublimation textiles, coated textiles and EPSON i3200 print heads.
BRANDS: IFLEX, MACTECH

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EMAIL: info@i-plastics.co.za
WEB: www.i-plastics.co.za
121 Fleming Road, Meadowdale, Germiston, 1614

JG ELECTRONICS

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BRANDS: BESTSUB, SILHOUETTE CAMEO, FOREVER TRANSFER PAPER, GEOKNIGHT, MUGGIT, OKI WHITE TONER, SAWGRASS, TEXPRINT, I-STEP, UNISUB, VIDEOFLEX, SUNFLY, USA PHOTOMUGS, GALAXY PRESS, PRESTIGE DTF

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JHB: 177 Blairgowrie Drive, Randburg, Johannesburg

JUMEI ACRYLIC MANUFACTURING CO., LTD.

Jumei Acrylic Manufacturing Co., Ltd is a professional company specializing in cast acrylic sheet researching, manufacturing and selling. Our products have a good market and reputation among customers at home and abroad, and are exported to Europe, America, Southeast Asia and other regions of the world. Jumei acrylic sheets have been enjoying very good markets for years on the basis of the stable quality and high performance. The company business principles "Quality Comes First, Customers are the Uppermost". We are committed to provide the utmost quality and service to ensure the continuity, growth and development of our company and partners.
BRANDS: JUMEI ACRYLIC

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WEB: www.jumeiacrylic.com
1 Shifang North Road, Wencheng Industrial Park, Shangrao, Jiangxi Provnce, China

KEMTEK IMAGING SYSTEMS

With branches in Johannesburg, Tshwane, Durban, Gqeberha and Cape Town, and a dedicated export division, Kemtek provides a dedicated distribution service and specialised technical and sales support across Southern Africa.
BRANDS: AUTO ID TECHNOLOGY: ARGOX, BARTENDER, BENTSAI, CIPHERLAB, CROSSCALL, DATALOGIC, DIGITAL PERSONA, DRAGON BY EBN, EPSON, GODEX, HONEYWELL, ITW THERMAL FILMS, IVANTI, MARSON, NICELABEL, PRO-GLOVE, SATO, SEIKO, SEWOO, SMS, SYSDEV MOBILE, TODAYTEC, TTR RIBBON MATERIAL, UIC, VXL SOFTWARE, ZHOULI.
PRINT TECHNOLOGY: ABG, ARISTO, CALDERA, EPSON, HP INDIGO, KOMPAC, SCODIX, SUMMA, THE IC GROUP, WIDINOVATIONS

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WEB: www.kemtek.co.za
PO Box 86173, City Deep, 2049

KOLOK GRAPHIC SUPPLIES

Kolok Graphic Supplies(KGS) is a Large Format Media Supply Division within Kolok. Kolok is a Proudly Bidvest company with Level 2 BBBEE certification. We supply the South African Printing and Signage Industry with the best quality products sourced internationally. Kolok have branches throughout South Africa – JHB, CPT, DBN, Gqberha, Mbombela, Polokwane & Bloemfontein. KGS offer's a wide range of Digital Print Media that will meet all your printing needs, from Vinyl's, PVC's, Backlit Films, Wallpaper, Canvas, Photo & Poster papers, Lamination with various finishes. KGS is also a distributor of the Nutec Digital Ink's – The Range includes the D10 Diamond Eco Solvent Inks, AQ10 Dye Sublimation Inks, A20 Amethyst UV Inks and the Topaz full Solvent Inks. KGS are a proud supplier of the Hexis product range, which includes digital print media, sign vinyl's: Microtac, Ecotac and Suptac, cast vinyl's: Skintac – HX20 000 & HX30 000, a vast variety of colours and finishes, Bodyfence Paint Protection Film (PPF) ranging from the normal Bodyfence Gloss and Matt and also the Bodyfence X and Bodyfence Black, crystal vinyl's and frosted vinyl for window applications and translucent vinyl's, for lightboxes.
BRANDS: HEXIS, STINGRAY, NUTEC, ORAJET, SIHL, MURAMOUR, HP, CANON, EPSON

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LBY AFRICA

LBY is a professional LED manufacturer specialising in the development and manufacture of LED lighting products for the international signage and architectural lighting markets.
BRANDS: LBY LED

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MAIZEY PLASTICS

Maizey Plastics is the largest Southern African supplier of signage materials/supplies, digital print media, modular aluminium signage and profiles, vehicle wrapping films, POP/POS displays and LED's . Maizey products are sourced from leading international suppliers and comply with the highest quality standards. A national distribution network with 24 branches ensures adequate supply and the convenience of daily deliveries and cutting to customer specifications. Maizey has a number of export partners, providing convenient access of their innovative product range to international clients from African countries. Their material offering delivers high quality, competitively priced products.
BRANDS: 3A COMPOSITES (HYLITE®, DIBOND®, DISPA®,KAPA®, FOAMALITE®, FOAM-X®, SMART-X®, IMPEX®, LUMEX® ABS, ACRIFIX®, ASLAN (OUTDOOR FLOOR/WALL VINYL), AVERY DENNISON, CHAIRMATE, CHROMADEK, CLEARSHIELD, CONNECT-IT, CORUPLAS, COSIGN (I-SIGN, STRATO, MODULE PLUS INDOOR/ OUTDOOR, TOTEM, SIGN FIXATION, LIGHTBOX, STRATO, COVER STYL', DIGI-WALL, DOMING, EZ-CLINGTM, EEZI-SLIDE, FLEXATHANE, GRAFITYP (GRAFITACK, GRAFIPRINT, GRAFIWRAP), GRIPPLE, HIPS, IBOND, KWIK-KLIKTM POSTER FRAMES LINK-IT, LUMILEDTM, MAGNETIC MAGMABOND, MEDIATEX® TECHNICAL TEXTILES (ALLEGRO, AIR, TROJA, COVERTEX, BOTTICELLI, GRANDFLEX), M-FOAM ARCHITECTURAL, MJETTM DIGITAL PRINT MEDIA, OMEGA-SKINZ, PLEXIGLAS® (GS & XT, SATINICE®, RESIST® HARDCOAT, RODS & TUBES, MIRROR®,) POLI-TAPE (POLI-FLEX®, POLI-PRINT, POLI-TACK, POLI-MOUNT, POLI-MELT®), ROWMARK, SIGN MAKING TOOLS, SPIRIT DISPLAYS (SPIRITFLEX, SPIRITTEX), STARFLEX, VINYLEFX®

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LDN: www.linkedin.com/company/maizey-plastics-pty-limited
HO: 18 Maltzan Street, Pretoria West
PO Box 19502, Pretoria West, 0117

MEDIA FRENZY DIGITAL TEXTILES

Media Frenzy is a proudly South African supplier of print base media. Established in 2008 by Director, Ashraf Khan, Media Frenzy has established itself as a prominent and recognised supplier of print base textiles to the industry. Stemming from previously jointly involved, Luminex Manufacturers, Media Frenzy has gained an extensive market share and its customer base has established itself as a pioneer in the industry through innovative and creative customer solutions. Media Frenzy offers a wide range of textile substrates, weights and widths suitable for sublimation, transfer, digital and screen printing. We can supply base fabric in either coloured, optically brightened or PFP state with a digital print finish if required to enhance colour rendition and clarity.

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WEB: www.media-frenzy.co.za
53 Bond Street, Ferndale, Randburg, 2194

MIDCOMP (PTY) LTD

Midcomp (Pty) Ltd is a 32-year-old company specialising in the sales, service and support of large format digital printing and finishing equipment. We have a full spectrum of solutions, from small print and cut systems capable of short-run production through to high volume printers. We also specialise in Zünd Swiss cutting systems for digital finishing with a high degree of automation, reducing both waste and reliance on resources.

Midcomp (Pty) Ltd offers world-class support, with a team of 13 factory-trained field service engineers that have the fastest measured response times in the industry. We also offer our customers a production backup facility at our Innovation Hub. In the event of a customer experiencing technical failure, they can continue production at our facility while a field service engineer resolves the problem, thus ensuring that deadlines are met.

Midcomp is the only company to offer a Pay Per Use (PPU) system where customers pay only for the square metres printed with all consumable cost included (excl. media). The PPU programmes allies to HP Latex printers. Another option is the world first PPUGRO programme that includes the cost of the equipment in the square metres printed. As part of our 'Catalyst for Growth' promise we have evolved into a group of three focal companies, which include Midcomp Azero (large format printers and plotters) and Midcomp Consumables (digital print media).

With branches in Johannesburg, Cape Town and Durban, Midcomp (Pty) Ltd sells and supports to the whole of South Africa, including neighbouring countries. We offer onsite and online demos.

HARDWARE & SOFTWARE BRANDS: HP, ZÜND, JHF, KLIEVERIK, FOTOBA, SUMMA, KALA, BARBIERI, CALDERA, SAI, IDIGIT, ONYX, CANON
MEDIA BRANDS: HP, DRYTAC, CONTRAVISION, PALRAM, PLASTGROMMET

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MIMAKI AFRICA

Renowned for award-winning performance, peerless build quality and innovative technology, Mimaki is a leading manufacturer of wide format inkjet printers and cutting machines for the sign, graphics, textile and apparel and industrial markets. With experienced Mimaki staff on-site, we are able to solve your printing demands.
BRANDS: MIMAKI

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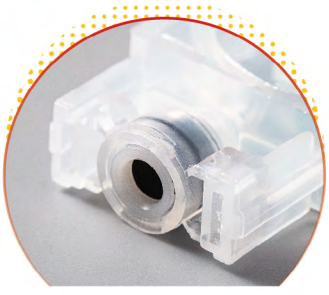
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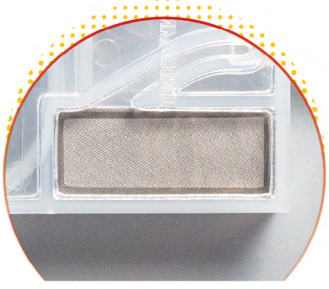
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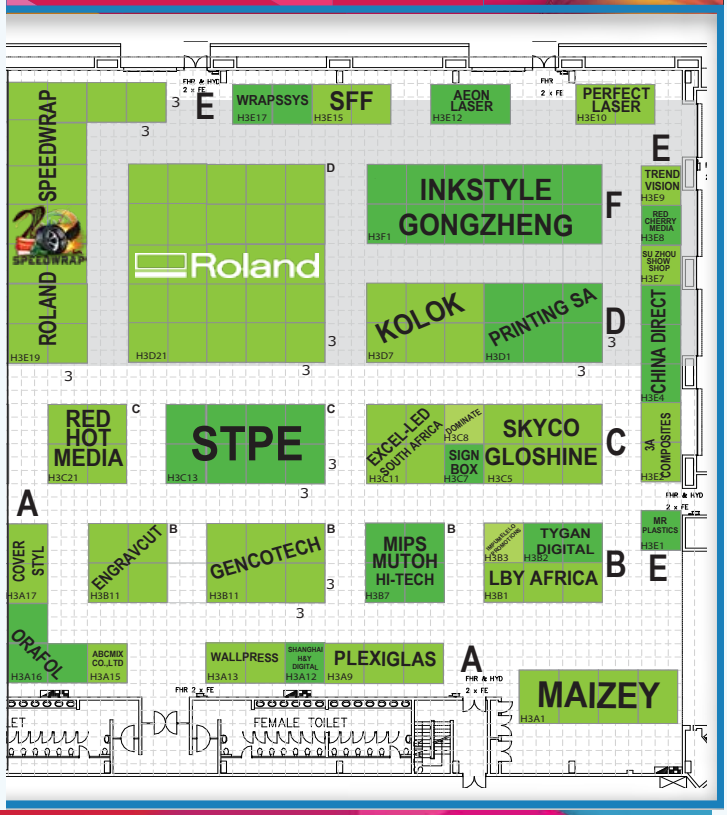
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Catalogue listings were correct at time of going to press.

HALL 3

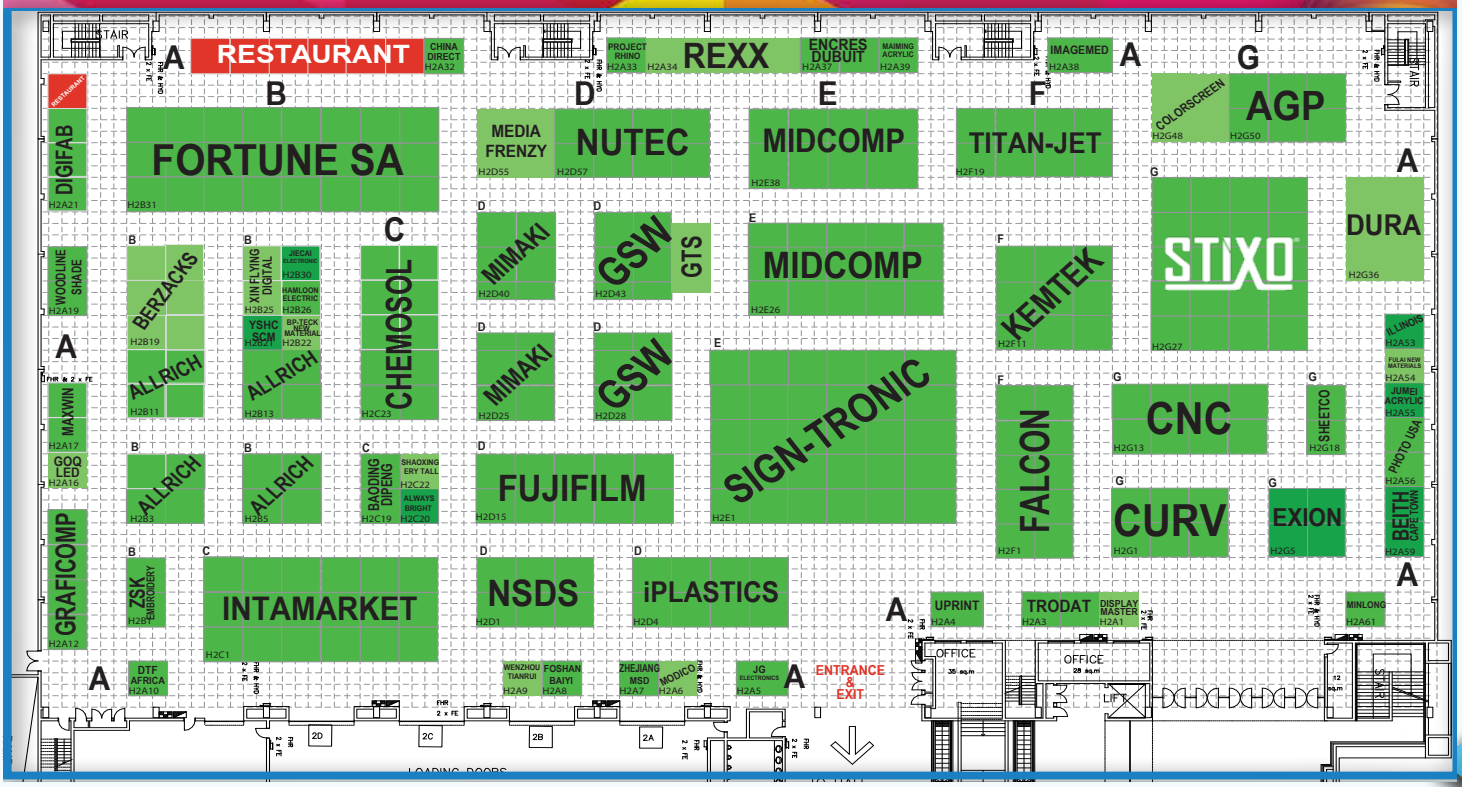
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HALL 2

#PLATINUM SPONSORS Roland STIXO

LAST UPDATED: 11 September 2023



HOT NEW PRODUCTS

Drytac Polar Grip Air

The 3.2mm white polymeric PVC film features a high-tack grey adhesive with a bubble-free technology release liner. Its ability to adhere to coarse surfaces such as brick or concrete makes it the ideal choice for projects such as indoor and outdoor wall graphics. It can also adhere to products with low surface energy, allowing customers to use the film to apply graphics or decals to smooth plastic substrates, machine equipment or motorcycle helmets.
www.midcomp.co.za



Mactac Printvinyl Scored™

The new product line includes two pressure-sensitive adhesive (PSA) products with a scored liner for screen and wide format printers. The new precision-scored liner, with a 3.1cm (1.25") spacing, guarantees a seamless and hassle-free removal process. Products are printable on both the film face and liner, expanding promotional messaging capabilities with an easy-to-remove scored liner that simplifies the application experience.
www.intamarketgraphics.co.za



Neschen PVC-Free Films

The solvoprint® PP nolite 210 whiteback is a 210µm thick polypropylene film that is also white on the reverse side. The roll-up's white back does not cause discomfort when viewed from behind. The solvoprint® PET nolite 175 premium is a 175µm satin white polyester film with a silver reverse side. It has a first-class finish and virtually no side curl. Printable with (eco) solvent, latex and UV-curable inks, the PVC-free film is offered as a highly scratch and tear-resistant premium film. **www.allrich-sa.co.za and www.intamarketgraphics.co.za**



Mimaki TxF300-75

The DTF printer caters to a diverse set of printing demands, including large companies requiring high-quality outputs with high productivity. The printer also includes core Mimaki features, including Nozzle Check Unit and Nozzle Recovery System for stable and uninterrupted print production. It uses Mimaki's PHT50 pigment inks which are ECO-PASSPORT certified, validating their lower environmental impact and meeting the requirements for OEKO-TEX certification.
www.gsw.co.za



Roland DGXPRESS ER-642

The eco-solvent printing solution brings all the quality and reliability of Roland DG, with exceptional print speeds. Thanks to its staggered heads and dual CMYK ink configuration, users can achieve productivity that will accelerate their business. Every element of the DGXPRESS eco-solvent printing solution is meticulously refined to deliver high-speed output with healthy margins. The newly developed high-speed data control technology maximises the performance of the printheads. **www.rolanddg.co.za**



DD7118 White-Out

This is an opaque fabric with a soft knit face and white coating on the back to prevent see-through. It is compatible with dye sub transfer, direct dye sublimation and UV-curable printing. Applications include SEG, pillow case displays, banners and back drops. GF8819 DS Nirvana is a printable blockout that has a unique construction consisting of two layers of GF4019 Nirvana black-back laminated together for extreme opacity, and two-sided printing. **www.fishertextiles.com**



Xanita Aspect

The product has been crafted to be a superior alternative to traditional honeycomb boards. Made from over 90% post-consumer paper, Aspect offers a greener approach without compromising on strength or durability. It contains no harmful chemicals or VOCs, ensuring a safe and sustainable choice for businesses. Its 'closed-cell' core design provides unparalleled strength, stability, and rigidity. It is ideal for eye-catching signage and captivating displays that leave a lasting impact.
www.xanita.com



Ri-Wrap Paint Protection Film

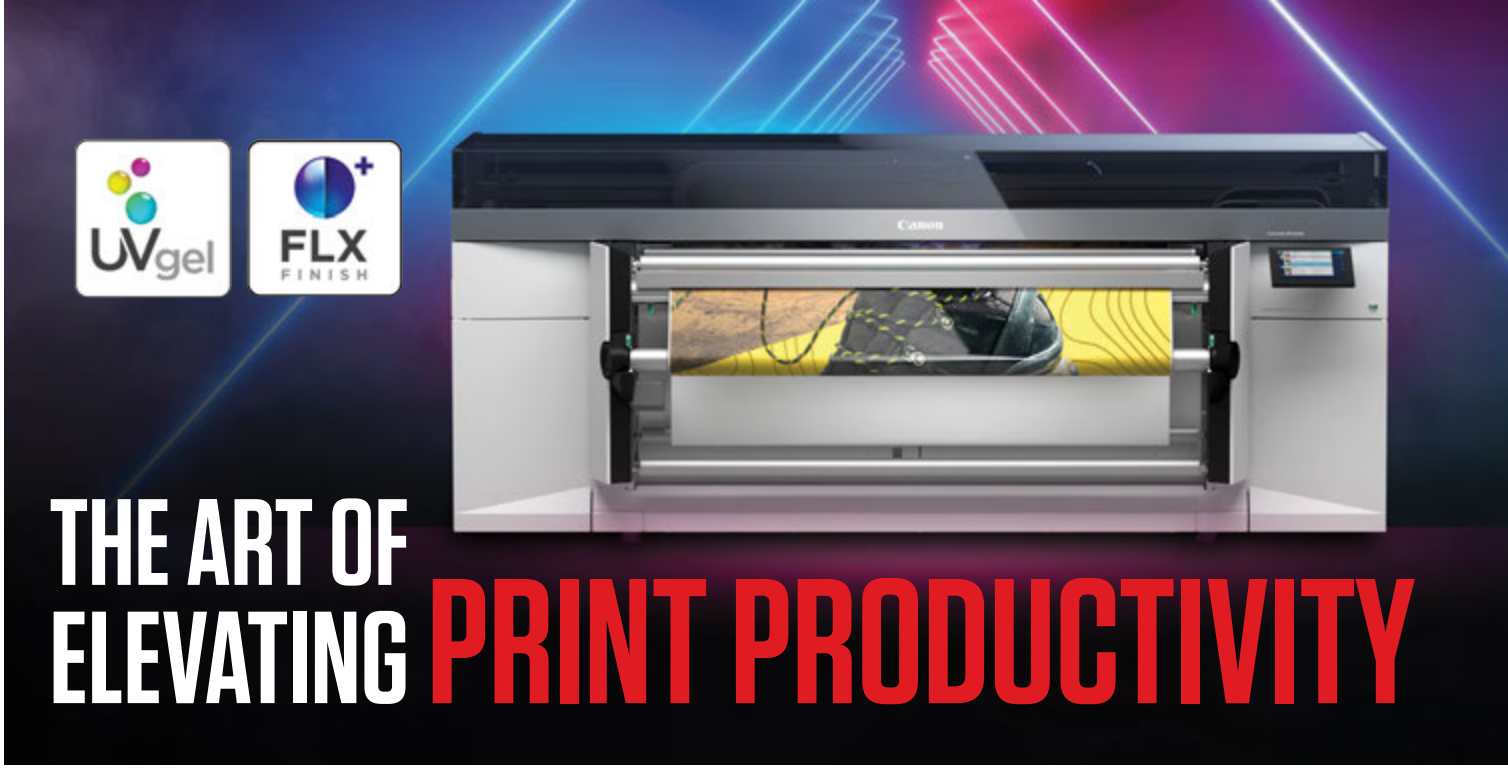
The film not only protects car paintwork but it is also capable of self-repairing, eliminating scratches on the surface and, for the first time in an exclusive version on the market, self-repairing even at room temperature. Premium material repairs itself when heated to 40°C, and Ultimate is a unique solution on the market that repairs itself at room temperature, in most cases within a couple of minutes. **selfadhesives.fedrigoni.com**



XJET Switch

The XJET Switch sets a new standard in swift and high-quality UV flatbed printing, producing high-quality, full CMYKWW (highly opaque white) images directly onto a variety of bags and hard goods. Its exceptional capabilities make it an ideal solution for decorating reusable bags made from a wide range of materials and colours, and it is capable of handling even the most challenging substrates such as clear and thin bags. **www.inkcups.com**





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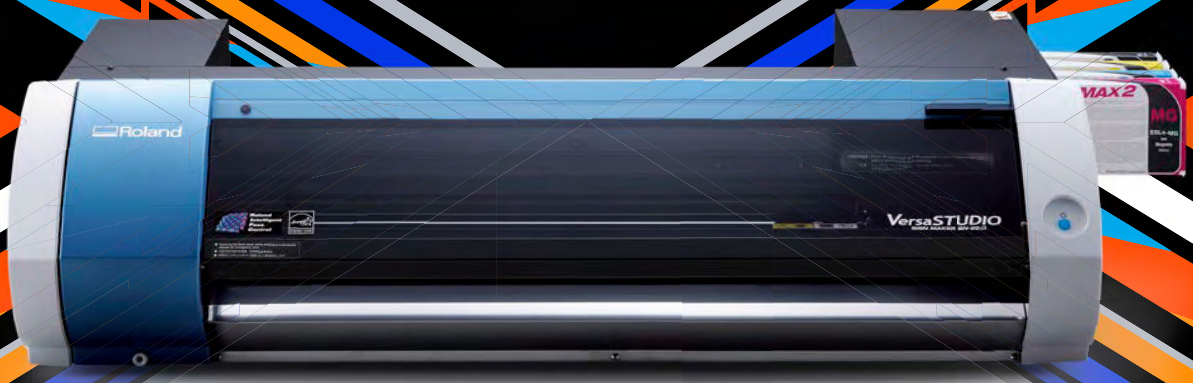
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SIGN INDUSTRY NEWS

Digital Intention Celebrates 10 Years

Digital Intention, an authorised Roland DG South Africa dealer providing Roland DG products to the Eastern Cape, has announced its tenth year of operation.

The company provides sales, maintenance and repairs for new and second-hand Roland printers as well as accessories, consumables, installation, training, servicing and support, telephonically or on-site.

The company's Robert Willemstein outlined what he believes it takes to reach this milestone, and the key to success: 'Digital Intention is built on integrity and the strength of business relationships. Value your product/service and respect your peers, colleagues and most importantly customers. Treat others as you wish to be treated, and seize the opportunity. It's important to achieve a mix of professional wins, such as success for your customers, and internal wins for yourself.'

He added that one of the company's highlights over the past ten years is to see customers improvising in the hardest of times to make it through. 'It's been a wonderful journey with challenges, commitment, entrepreneurial skills, interpersonal skills and maintaining a positive attitude.'

In terms of his vision for the company, Willemstein said, 'I'm committed to achieving business and financial success, by providing customers with innovative products and solutions through continued service delivery, and for Digital Intention to inspire and implement solutions for our customers.'

robert@digitalintention.co.za

Red Hot Media Exhibiting New Ranges Of Self-Adhesive Materials At Sign Africa Expo

Red Hot Media will exhibit new products at the upcoming Sign Africa Expo, taking place from 13-15 September at the Gallagher Convention Centre.

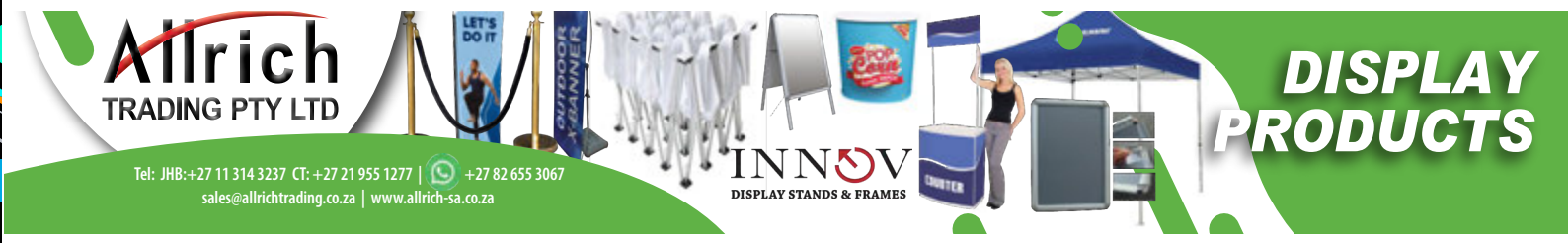
The company is showcasing Ritrama by Fedrigoni's new Ri-Mark Platinum range now with Airflow, Ri-Jet 50 Cast Ultimate slide and tack, wall graphic adhesive technology, a translucent range and more.

There will also be lucky draws, with prizes to the value of R30,000.

The event is sponsored by Platinum sponsors Roland DG South Africa and Stixo Signage Supplies.

www.redhotmedia.co.za





SIGN INDUSTRY NEWS CONTINUED

Midcomp Showcasing Large Format Technology And More At Sign Africa Expo

Midcomp will showcase its extensive range of printers, cutters, consumables and more at the upcoming Sign Africa Expo, taking place from 13-15 September 2023 at Gallagher Convention Centre.



HP Latex R2000 Hybrid Printer
HP's Hybrid Latex R series delivers print excellence in vivid colours and achieves consistency across rigid and flexible substrates. The series pioneers white ink capabilities with the introduction of HP Latex White ink, which allows users to print the glossiest of whites with no yellowing over time.

HP Latex 2700W 3.2m Printer
HP's roll-to-roll wide format printers are designed to tackle high-volumes of large format signage and decorative applications, ensuring high-quality printing at a pace that is difficult to match. Users can extend their offerings with the whitest white and grow into high-margin jobs with 30% wider colour gamut and choose from a wide range of signage and décor applications.

HP Stitch S500 Dye-Sublimation Printer
This is an all-in-one dye-sublimation solution. With a single device, print on both transfer paper and direct to fabric with great results. Get reliable image quality with 2 x CMYK user-replaceable printheads and automatic compensation of up to 30% nozzles out. Without increasing production space, users can double their unattended printing capacity. Users can also efficiently manage their fleet, and remotely monitor printer status and ink/substrate use with HP PrintOS.

HP Latex 335 Print And Cut Solution
The HP Latex 335 print and cut 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. HP Latex Print and Cut systems ensure maximum productivity at a user's fingertips, and deliver simultaneous printing and cutting with a dual-device solution. The series is ideal for self-adhesive vinyls, banners, papers, textiles and more.

HP Latex 800W Printer
With this solution, users can win high-value jobs with white ink and productive printing and sharpen their sustainability edge. Additionally, users of the device can print white without complexity as the printer features automatic recirculation and printhead cleaning, which reduce manual purging. This allows the capability of delivering vivid colours at high speed, getting striking contrast using pure blacks and sharp 4-point text.

HP PageWide XL Pro 5200 Printer
Transitioning from short-term poster jobs to technical prints is faster with the HP PageWide XL printer family, now also available on single and dual side boards and sheets. Experience speeds up to 20 D/A1 pages/min. Deliver full large format printing projects twice as fast by printing mixed outputs.

Canon Colorado M-Series Printer
The new Colorado M-series is a modular 1.6m roll-to-roll printer with two speed configurations and also features Canon UVgel white ink, boosting the printer's unmatched productivity and substantially expanding the range of applications that customers can create. The introduction of a white UVgel ink maximises the scope for customers to benefit from UVgel's renowned performance advantages for a full spectrum of premium graphics and décor applications, for example window graphics, labels and wallpaper.

Zünd G3-L2500 Swiss Digital Cutter
Featuring uncompromising performance and precision, the Zünd G3 flatbed cutter is extremely flexible thanks to a modular cutter concept. Whether for digital print on vinyl, POP made from corrugated cardboard, or textiles for soft signage applications, Zünd's extremely versatile cutting solutions meet the many and varied needs of the advertising industry. Zünd cutters are high-precision machines. All components, from drive system to cutting blades, are designed and manufactured to work together perfectly. This lets users produce efficiently and wow their customers with perfect results.

Compress iUV1200 Flatbed Printer
The direct to substrate Compress printer range can print to virtually any substrate and was developed for use in promotional, signage and industrial decoration market segments. With a wider print width of 1150mm and a media height thickness of 300mm, the iUV1200s LED UV printer is truly a game changing UV printing solution. In addition, the iUV1200s LED UV printer is packed with 14 industry leading features including dual third generation LED UV lamp arrays with liquid cooling system, uni and bidirectional printing and a White Ink Management System for automated ink re-circulation and filtration.

Pay Per Use (PPU) Programme
With this comprehensive and customised programme, users can enjoy peace of mind with no unexpected costs and subscribe to a fixed monthly cost per square metre based on their location. There is no minimum print volume required. PPU covers a user's ink supplies, printheads, cleaning cartridges, service maintenance kits, labour and spare parts, and is an ideal solution for cost-efficient printing.

PPUGRO
Midcomp representatives will also be available to explain the benefits of the PPUGRO solution in which Midcomp offers a PPU Programme that now gives customers the option of including a printing and finishing system as well as RIP Software, consumables (excl. media), service costs and insurance charged at a predetermined variable rate per square metre that the customer prints. At the end of every month, a customer will be sent a spreadsheet detailing the jobs they have printed in that month as well as the total square metres printed. Midcomp applies the variable rate per square metre and sends a customer one invoice.

Midcomp Consumables
Midcomp will also showcase its range of media and textiles from renowned brands such as: Drytac (vinyl, wallpaper, backlit film and floor vinyl), HP (vinyl and wallpaper), Contra Vision® (original one-way vision perforated window film), Palram (rigid Palboard and Palfoam), Viking Digital Textiles (gazebo and umbrella fabric), MC Xtreme Rigid Range (Correx and PPH), as well as Image Perfect (vehicle vinyl and window film).

The event is sponsored by Platinum sponsors Roland DG South Africa and Stixo Signage Supplies.

www.midcomp.co.za

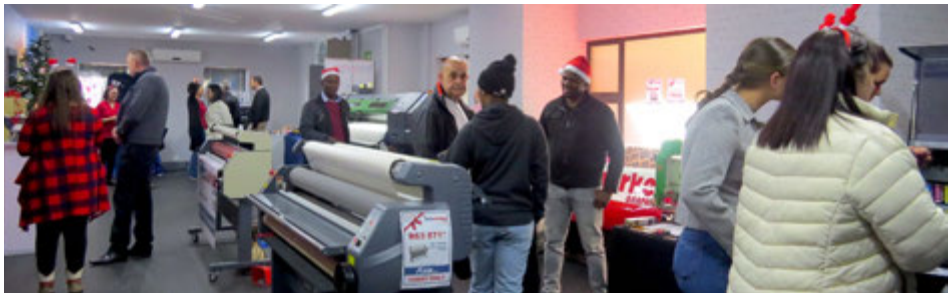
Intamarket Graphics Hosts Christmas In July Event

Intamarket Graphics held its event on 27 July, which featured giveaways, discounts on products and equipment, product demonstrations and a chance to win a vinyl cutter. There was a cold aesthetic and a warm atmosphere in this signage and graphic winter wonderland.

The event gave Intamarket a chance to interact with its client base in-house, while getting to display what they do and what products they have available.

Gavin Turner, Managing Director of Intamarket Graphics, touched on the company's history of being predominantly 'media focused' to now including a full range of print and finishing equipment, completing Intamarket Graphics' transition into a total solutions supplier to the graphics, print and sign industries. 'Our new range of print equipment is what we wanted to share, and we have a fantastic range of cutters, finishing equipment, laminators, etc. So that's what we wanted to highlight the most (at the event),' said Turner.

Turner felt that the event and the turnout were a success. He gave special mention to his team for their hard work in organising and executing the event. 'Everything looked amazing and the day was great. The sun shone and customers (continued to) flow through so we're very happy,' remarked Turner.



Equipment displayed included: the Roland TrueVIS VG3-640, the Roland VersaUV LEF2-200 Benchtop UV flatbed printer, the Stratojet Hawk Clean Print 165 dual printhead printer, the Miller Weldmaster T3 Extreme, the Fulei Film ECO-160C cold laminator, the Fulei Union LIYU GF-1521 vinyl cutter, the Fulei Union LIYU DF-631-AF Vinyl Cutter, the Microtec SHP-20LP2 High Pressure T-shirt magnetic heat press, the Intec Desktop CF350 foiling and lamination system, and the Intec ColorCut SC5000 automatic sheet die-cutter.

A lucky draw and a fun puzzle speed test provided the attendees with a little competition. Manny De Souza, Managing Director at Fineline Design Digital Printers, won a Fulei Union LIYU DF-631-AF vinyl cutter in the lucky draw.

www.intamarketgraphics.co.za

Falcon SA Exhibiting Signage Materials At Sign Africa Expo

Falcon SA will exhibit its signage products at the Sign Africa Expo from 13-15 September 2023 at the Gallagher Convention Centre. The company will showcase the full range of Hi-Tech Promedia, and all STAHLS' media.

Sikoma and FOREX® Foam board will also be exhibited. PVC foam board is designed for the printing industry. It is a lightweight sheet with a brilliant white and smooth surface which provides a perfect substrate for printing, particularly digital printing.

Signage materials such as aluminium composite sheets (Multisign) will also be showcased.

Bodyfence vehicle paint protection film is a 155 micron ultra-clear, self-adhesive polyurethane film designed for the protection of vehicle bodies. The film is durable for up to eight years under normal road-use conditions. Bodyfence is available in 20m rolls and can be purchased in a variety of widths up to 152cm.

Reflective materials like DM Print temporary road signs and vehicles will be displayed. Reflective vinyls are developed for the manufacture of information signs as well as for reflective advertising art, which are intended for outdoor use and which require just a minimum of retro-reflection.



Other products at the stand include acrylic sheeting such as Margacipta and Shinkolite; various digital print and pigmented vinyls such as HEXIS and ORAFOL®; Hexis HX20 cast vinyl, and other poster paper, canvas and wall paper materials.

The event is sponsored by Platinum sponsors Roland DG South Africa and Stixo Signage Supplies.

www.falconsa.com



SIGN INDUSTRY NEWS CONTINUED

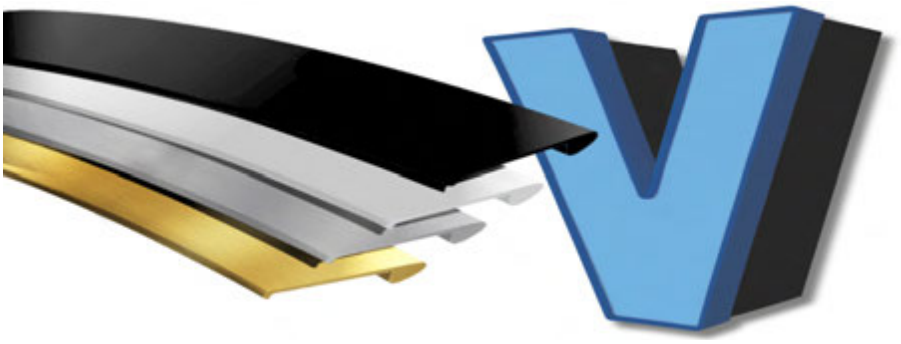
Exion Corp Exhibiting New Plastic Trim Caps At Sign Africa Expo

Exion Corp will showcase Jewelite Plastic Trim Caps at the Sign Africa Expo, taking place 13-15 September at Gallagher Convention Centre.

The company, as sole distributors in Southern Africa, has reintroduced the product, directly from the American manufacturer. Jewelite Trim Cap is plastic trim material which was first trademarked in 1975, and has since become the standard for the signage industry.

'This is a channel letter system commonly used in the North American signage market. It is extremely user-friendly for fabrication without the need for any expensive machinery, making it the ideal alternative for any signage professional,' said Cedric Pillay, COO at Exion Corp. 'Jewelite bends easily and bonds effortlessly to acrylic and polycarbonate faces for both indoor and outdoor use.'

Not only does Jewelite improve finished signage appearance and durability, it is also plant registered/audited to ISO 9001:2015 standard, making it a very cost effective and viable alternative



to aluminium trim caps. Available in a variety of colours, Exion's exclusive Jewelite range is sure to become a firm favourite with discerning sign makers. 'Jewelite was once distributed in South Africa, but the distribution structure was complex so therefore a bit expensive at that time. Now, we expect it to be more popular than ever before as we import directly from Vidon, the manufacturer in the USA,' said Jay Kim, CEO of Exion.

For further information on how Jewelite Trim Cap can improve the finished look and durability of your channel signage visit Exion at the upcoming Sign Africa Expo, or contact the company.

The event is sponsored by Platinum sponsors Roland DG South Africa and Stixo Signage Supplies.

www.exion.co.za

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Enter The Roland Speedwrap Challenge At The Sign Africa Expo

The popular Roland Speedwrap Challenge will be held at the upcoming Sign Africa Expo, taking place from 13-15 September at the Gallagher Convention Centre, with great cash prizes to be won.

Daily prizes: first place: R3500, second place: R1750 and third place: R1000. The money will be doubled if over 45 points are scored. The Speedwrap Challenge is brought to you by platinum sponsor Roland, vinyl sponsor GrafiWrap (distributed by Maizey Plastics), and expo partners Sign Africa.

How to compete: confirm your time slot at the Speedwrap stand. Be present at your time slot and wrap to the best standards.



www.rolanddg.co.za

Roland DG Showcasing New Printing Technologies At Sign Africa Expo

Platinum sponsor Roland DG will showcase its wide format printing technologies, including the newly launched ER-642 and more, at the upcoming Sign Africa Expo from 13-15 September 2023 at the Gallagher Convention Centre.



DGXPRESS ER-642
The ER-642 eco-solvent printing solution brings all the quality and reliability of Roland DG, with exceptional print speeds. Thanks to its staggered heads and dual CMYK ink configuration, users can achieve productivity that will accelerate their business.

DGXPRESS is the ideal solution for those who need professional, reliable equipment which can exceed the demands of a thriving economy. Every element of the DGXPRESS eco-solvent printing solution is meticulously refined to deliver high-speed output with healthy margins. The newly developed high-speed data control technology maximises the performance of the printheads, achieving high-resolution output with fewer passes.

TrueVIS MG Series (MG-640 and MG-300)
The new TrueVIS MG-640/300 print and cut solution series features ECO-UV inks and premium UV print technology, which makes the series ideal for branching into professional UV print and cut. High-quality components, time-saving RIP features and simple media handling make the MG perfect for printing short runs, long runs, print/cut and much more.

TrueVIS LG Series (LG-640 and LG-540)
Featured in this series of print and cut solutions are staggered printheads, ECO-UV inks, and True Rich Colour combined with user-friendly features to make the LG the ultimate in professional UV print and cut. A redesigned chassis, high-quality components and a variety of media handling improvements make the LG perfect for unattended printing of short runs, long runs, print/cut, and so much more.

TrueVIS AP-640
Until now, resin printing was associated with flat and uninspiring colour. The new TrueVIS AP-640 is redefining resin printing with high colour saturation on a wide range of materials from uncoated PVC to non-PVC media.

It features new TrueVIS resin ink and advanced machine features to optimise colour reproduction on vinyl, paper, film, and specially formulated fabrics, expanding your graphics to include flags, roll-up screens, textiles, wallpapers, and so much more.

DGXPRESS UG-642
The UG-642 wide format inkjet printer features dual staggered printheads and an output speed of up to 31.9sqm/h (720 x 600 dpi). It is ideal for customers who need to produce large-sized output in a short period of time.

DGXPRESS UG-641
The UG-641 wide format inkjet printer is priced comfortably for those who want to expand the scope of their business, or for those who wish to start a new print business.

VersaSTUDIO BN-20D
The new VersaSTUDIO BN-20D desktop direct-to-film system makes enhancing apparel with eye-



SIGN INDUSTRY NEWS CONTINUED

catching graphics, even the most detailed designs, images and text, a simple and trouble-free process.

VersaSTUDIO BN-20A
The VersaSTUDIO BN series is one of the most compact, easy-to-use, and affordable desktop inkjet printer/cutters available for professional use. The BN-20A was designed to be more affordable by offering only CMYK ink colours while maintaining the high performance and ease of use of a professional business printer.

TrueVIS VG3 Series (VG3-540 and VG3-640)
With automated features, added usability and even greater colour choice, TrueVIS VG3 printer/cutters have been greatly enhanced to further exceed the print quality, productivity and uncompromising needs of sign and graphics professionals.

TrueVIS SG3 series (SG3-540 and SG3-300)
Available in two sizes to fit a business and its budget, the latest SG3 series of large format graphic printer/cutters have been enhanced to answer the ease and productivity needs of sign and graphics providers. Expand current operations or provide the right start in sign and graphics with superior colour and performance.

CAMM1-GR2 series (GR2-540 and GR2-640)
The CAMM-1 GR2 series of large format cutting plotters is built to fit seamlessly with a print-then-cut workflow and deliver fast and flawless results from day one. The GR-640 has an optional basket.

VersaUV LEF2-300
The LEF2-300 benchtop printer uses Roland's specially formulated ECO-UV inks in CMYK, as well as gloss and white inks that allow users to incorporate specialty finishes, realistic textures or 3D effects for a whole new dimension of customisation.

VersaUV LEF2-200
The VersaUV LEF2-200 50.8cm (20 inch) benchtop UV flatbed printer builds upon the capabilities of Roland's previous VersaUV benchtop flatbeds. The LEF2-200 inherits the VersaUV LEF series' renowned ability to print amazing full-colour graphics and unique textures, including premium finishes such as simulated embossing, onto a vast array of materials and objects up to 10cm (3.94 inch) thick.

METAZA MPX-90s
Perfect for gift personalisation, the METAZA MPX-90S metal engraving machine is a cost-effective, user-friendly way to mark gold, steel, silver, titanium, brass and aluminium.

STIKA desktop cutters
The ultimate hobby and small decal machines for offices, schools, restaurants and stores, STIKA desktop cutters produce colourful POP displays, labels, iron-ons and more. Creating custom vinyl graphics has never been faster or more affordable. The Roland stand will feature the SV-8, 12 and 15 models.

DE-3
The DE-3 desktop engraver is the result of over 30 years of innovation in engraving technology, delivering impressive versatility and fast, user-friendly automated production. With laser-pointing technology, ethernet connectivity, automatic depth regulation and other intelligent features, the DE-3 is the ideal turnkey engraving solution for producing precise text and graphics onto a huge range of materials and objects.

The event is sponsored by Platinum sponsors Roland DG South Africa and Stixo Signage Supplies.

www.rolanddg.co.za

Sheetco Presenting Sublimation And DTF Solutions At Sign Africa Expo

Sheetco will showcase the Avanti sublimation printer, direct to film (DTF) printer and shaker at the upcoming Sign Africa Expo from 13-15 September 2023 at the Gallagher Convention Centre.

The Avanti i4 sublimation printer boasts a production speed of 120-160sqm/hour. The bulk ink system includes 3L ink tanks with a slow level alarm and syphon system subtanks. It also features the latest technology Precision Core TFP printheads with 12,800 active nozzles. The nozzle size is suited for sublimation print output demands.

With 4 Colours (CMYK), the Avanti Series CMYK inks ensure printability and the best colour gamut. Free colour profiling is provided with the printer. The purchase of the machine includes installation and three days training, colour profile and print set-up, technical backup and support, and free first set of ink and paper.



Print Productivity includes: 2 pass: 720 x 600dpi, +/- 120-160sqm/h production speed.
3 pass: 360 x 1800 dpi, +/- 90sqm/h production speed. 4 pass: 360 x 2400 dpi, +/- 60sqm/h production speed.

The Avanti DTF60i direct to film printer, which works together with the Avanti Shaker XL, can be used for digitally printed transfers to cotton, nylon and polyester, or any other blended textiles. Print, shake and dry in an easy inline process. There is no need for screens, cutting or coating with this process. The machine ensures high quality and low cost per unit.

Avanti Shaker XL's applicable media includes nylon, chemical fibre, cotton, leather, swimsuits, diving suits, PVC and more. Additional features include powder control, heat and dry function, new belt type media transmission, and automatic take up function, to name a few.

The event is sponsored by Platinum sponsors Roland DG South Africa and Stixo Signage Supplies.

www.sheetco.co.za

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The SOT64H Rotary Heat Press is great for garments flags, blankets, curtains & soft signage.

COMBO **R479 950**

EPSON SC-F6300 + SOT1220H



Produce high-quality printed textiles and promotional goods with this low-maintenance dye-sublimation printer.

The SOT1220H is able to handle small production of roll-to-roll or cut piece heat transfer.

COMBO **R286 590**

EPSON SC-F500



The SureColor SC-F500 is designed to help businesses expand their product offering, and is Epson's first 610mm, dye-sublimation printer.

Price includes additional set of inks.

R51 500

EPSON SC-F100



Where space is limited, such as on shop counters, the small A4-sized footprint of the SC-F100 is the ideal choice, especially for start-up and smaller businesses.

R8 750

EPSON DTG-F2100



The SureColor SC-F2100 offers a complete DTG package for designing and printing t-shirts, polo shirts, tote bags and other fabric items.

R249 750

EPSON SC-S40610



Create a range of professional-quality signage and displays with this superior-quality, precise and productive signage and display printer.

R222 980

Hanrun PRO-A330 DTF printer is specially developed for customers who want high quality and do not need large-width machines.



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SIGN INDUSTRY NEWS CONTINUED

Trotec Laser South Africa Showcasing Laser Technology At Sign Africa Expo

Trotec Laser South Africa will showcase its laser cutting and engraving technology at the Sign Africa Expo, which will run from 13-15 September at the Gallagher Convention Centre, from 9am-5pm.

Rayjet 50

Use the Rayjet to process plastic, glass, stone, awards, executive gifts, wooden products, signs and crafts. These applications only scratch the surface of what users can do with the Rayjet.

With the versatility to process many different material types, shapes and sizes, and the unlimited design freedom provided by the Rayjet Manager software, the Rayjet provides endless possibilities. Users can broaden their product offerings, meet a wider range of customer needs and grow their business.

Q400 (With JobControl® Vision)

Trotec's Q400 laser cutter sets new standards by combining all the Trotec virtues users need for efficient laser cutting. With a working area of 1030 x 630mm and laser power of up to 100 watts, the Q400 cuts and engraves a wide variety of materials, such as: acrylic and wood (cut up to 15mm), textiles, paper or cardboard for signs, handicraft items, models or decorative items.

JobControl Vision is the Trotec laser software for precise laser cutting of printed materials, for example acrylics, paper, film or cardboard.

Speedy 400 (With Vision Design And Position)

The Speedy 400 features: optimised performance in terms of quality and speed, easy handling, best comfort and the highest efficiency. It has a maximum engraving speed of 4.2m/sec, an acceleration of 5g, the revolutionary motion system OptiMotion and a working area with 1016 x 610mm optimised to most material plate formats such as acrylic or wood.

With up to 250 Watt laser power, engraving and cutting gets even faster. Thanks to the patented Flexx Technology, users get a CO2 and a fibre laser source in one machine. Trotec Vision Design and Position is a camera-assisted live design and live job positioning featured in Ruby® Laser Software.

SpeedMarker700 Fibre

The Speedmarker series of marking lasers is the ultimate tool for processing high speed marking applications. The use of the laser markers of the SpeedMarker series leads to enormous productivity, supports automation processes and inspires by its simple handling, both in data preparation and in daily work.

The laser processing cells also offer maximum flexibility in terms of size and the number of components.



Entrance to the event is free, please register online. The event is sponsored by Platinum sponsors Roland DG South Africa and Stixo Signage Supplies. The event is co-located with Africa Print, FESPA Africa, Modern Marketing, and Graphics, Print & Sign.

www.troteclaser.co.za

NUtec Digital Showcasing Versatile Ink Range At The Sign Africa Expo

Ink developer and manufacturer, NUtec Digital Ink, will be participating at the Sign Africa Expo from 13-15 September 2023 at the Gallagher Convention Centre.

Presenting a showcase of exciting end-uses and applications, NUtec promises to leave visitors in awe of the many novel and impactful ways their UV-curable, eco-solvent and water-based inks for digital inkjet printing can be used. The company now also offers print service providers an array of products with environmental certifications such as the GREENGUARD Gold UV range, as well as the OEKO-TEX Eco Passport dye sublimation range, developed with sustainability in mind.

Visitors to NUtec's booth will also be shown examples of creative ways to repurpose old print samples and off-cuts, as the company focuses on the reduction of waste sent to landfills and encourages recycling and re-use.

Whether used to convey a brand's message, to energise an event or to draw attention to a sales promotion, NUtec Digital Ink's product range for wide format printing is the ideal alternative ink solution.

Visit the NUtec Digital Ink stand in Hall 2 to discuss your needs with their industry experts and to experience their exceptional ink performance firsthand.

The event is sponsored by Platinum sponsors Roland DG South Africa and Stixo Signage Supplies.

www.nutecdigital.com



Cover Styl' South Africa Launching 2023 Collection And Economy Range Of Architectural Films



Cover Styl' South Africa has announced its participation at the upcoming Sign Africa Expo, taking place from 13-15 September at Gallagher Convention Centre, from 9am-5pm.

The company will be launching its 2023 collection and economy range of architectural films. 'We have more than 500 colours altogether and will be showcasing all of them in our catalogues,' said sales director Darryl Curtis.

'We have seen a huge adoption of our architectural films by all industries, especially shopfitters and retailers that are looking to refurbish existing furniture and infrastructure, rather than replace it.'

The event is sponsored by Platinum sponsors Roland DG South Africa and Stixo Signage Supplies.

www.coverstylsouthafrica.co.za

Inkstyle Supply Showcasing Diverse Printing Technologies At Sign Africa Expo

Inkstyle Supply will showcase its sublimation printers, as well as UV flatbed printers, eco-solvent printer, roll-to-roll heat press and embroidery machines at the Sign Africa Expo, taking place from 13-15 September at the Gallagher Convention Centre.

The company will showcase its new Gongzheng ThunderJet GS3208T high-speed paper-transfer printer, which features a maximum speed of 403sqm/h, maximum printing width up to 3200mm and eight genuine Epson I3200 A1 printheads. Additional features include fast and stable transfer paper printing, industry-level media system, convenient PH cleaning station, 5 litre big volume ink supply system, and professional colour management software, with 4 colour/8 colour availability.



It also features an Auto Capping and Wiping system, heavy duty media system, GZ Variable Dot Technology and powerful dual IR dryers.

The Gongzheng Apsaras G4-H sublimation printer features four Epson I3200 A1 printheads, a bulk ink supply system with ink cartridge, industrial feeder, anti-collision system and dryer.

The Gongzheng H2513GN UV flatbed printer features enhanced water-cooling LED UV lamps that cure ink quickly during high speed printing, auto height detector for material up to 100mm thick, up to eight Ricoh Gen 6 print heads, a precise vacuum table and more. Applications include: PVC, metal, wood, acrylic, glass and ceramic.

The Gongzheng Thunderjet AQ3204S 3.2m eco-solvent printer's applications include bus shelters, roll-up banners, vehicle wraps and more, and features four Epson I3200 E1 printheads, industrial media system, anti-collision unit and dryers.

The Gongzheng HO906EI small flatbed UV printer for customising graphics on various printers has 2-3 Epson I3200 U1 printheads, UV curable ink, four water cooling LED UV curing lamps, and can print on acrylic, aluminium sheet, foam board, leather, glass bottles, wood, ceramic tiles and more.

Also being showcased will be the company's roll-to-roll heat press, as well as its one head, two head and four head embroidery machines. All staff have been expertly trained at the company's factory on these products.

The Sign Africa Johannesburg Expo, taking place 13-15 September from 9am-5pm, is free. Register today. The event is sponsored by Platinum sponsors Roland DG South Africa and Stixo Signage Supplies. The event is co-located with Africa Print, FESPA Africa, Modern Marketing, and Graphics, Print & Sign.

www.inkstyle.co.za



SIGN INDUSTRY NEWS CONTINUED

Kolok Exhibiting Wallpapers, Vinyls And More At Sign Africa Expo

Kolok will exhibit its full range of products at the upcoming Sign Africa Expo, taking place from 13-15 September at the Gallagher Convention Centre.

The company will showcase its extensive range of house brand products such as wallpapers, vinyls, photo and poster papers, PVC's and canvas, to name a few.

The company's products are sourced to be compatible with all print technologies and inks such as solvent, eco solvent, Latex and UV.

The company takes pride in its partnership with HEXIS and have major stock holdings on the HEXIS range of products for the graphics, sign and vehicle wrapping industry.

Kolok is also a distributor of NUtec inks, and stock eco-solvent ink for Roland and Mimaki printers, Aquamarine inks for dye sublimation printing and Topaz Full Solvent inks.

The company are stockists of various weights of dye sublimation transfer paper rolls, like 70gsm right through to 120gsm, ranging in sizes from 1118mm wide right up to 3200mm wide, with excellent print stability. They also are stockists of dye-sublimation tissue paper.

Kolok has a wide variety of print media available for the water based dye and pigmented inks used on printers such as wide format Canon, Epson and HP printers. The range includes, but is not limited to, high quality photo papers (various finishes), matt coated papers, canvas rolls, PPC Bond paper and proofing paper, just to name a few.

The event is sponsored by Platinum sponsors Roland DG South Africa and Stixo Signage Supplies.

www.kolokgs.co.za



Kemtek Celebrates 35th Birthday

Kemtek has been in business for 35 years. Founded in 1988, this timeframe has included significant change in the environment in which they operate, and in the services and solutions they offer.

Beginning life as Kemtek Imaging Systems, the company has evolved from an equipment supplier into a trusted solutions partner across multiple industries, including Auto ID, digital printing, additive manufacturing and 3D printing.

A key pillar of Kemtek's ongoing success story has been their ability to forge enduring relationships with technology partners, suppliers, resellers and customers. These relationships are based on trust, a shared commitment to excellence, and a determination to leverage the potential of innovative technologies.

Consistent innovation in people (both internally, and in partnership with stakeholders via training programmes at the Kemtek Centre of Excellence at the company's Johannesburg headquarters) has enabled Kemtek to push boundaries and unlock new revenue streams for customers. Kemtek has consistently introduced and championed innovations that have played a role in transforming business in South Africa and beyond. These include 2D barcoding and RFID in the Auto ID space, and AI-enabled technologies that are helping people to work smarter rather than harder.

'35 years in business is an achievement that we can be justifiably proud of,' commented Mags Govender, Kemtek's Head of Marketing. 'The credit belongs to all the partners who have walked this journey with us, and as we express our gratitude to them, we're also looking forward eagerly to the next 35 years, and beyond,' he added.

The exponential growth of ecommerce, the work from home revolution, and the shift in consumer trust away from established brands and towards start-ups and other small enterprises has presented both challenges and opportunities, all of which the Kemtek team has been able to meet head-on.

www.kemtek.co.za

Gencotech Showcasing Direct To Film Range And More At Sign Africa Expo

Gencotech will exhibit direct to film (DTF) and UV flatbed printing solutions at the upcoming Sign Africa Expo, taking place from 13-15 September at the Gallagher Convention Centre.

Locor A3 UV DTF Printer

This high quality laminating and crystal label/ sticker printing machine features Epson printheads, configured with multiple nozzles.

It is ideal for applications such as frosted bottles, varnished wood, gift boxes, paper bags, hot stamping and much more.

Locor LC-A3 Heat Transfer Printer

Features include pigment ink, negative pressure continuous ink supply and 300mm media width, which works alongside the A3 powder shaker.

Locor Multifunctional UV Roll to Roll Printer

The multi-layer imaging technique has been provided to the user as a standard function, and there are four modes to meet the various needs of customers: full colour, colour + white, white + colour, as well as colour + white + colour.



GLM 9060 UV Flatbed Printer

The innovative flatbed printer comes with standard dual-UV LED lamps and a bulk ink system, as well as 4 colours CMYK, white and varnish that offers outstanding printing quality for short to medium runs for on demand printing, and accommodates a 150mm maximum tall object and 900mm x 600mm print area.

GLM 64 UV Flatbed Printer

The innovative GLM 64 UV flatbed printer comes with standard dual-UV LED lamps and a 1 litre bulk ink system, as well as 4 colours CMYK, white and varnish that offers outstanding printing quality for short to medium runs for on-demand printing. It accommodates a 200mm maximum tall object and 600mm x 400mm print area.

GLM A3 DTF Printer

The versatile industrial A3 and UV flatbed printer comes with a standard UV LED lamp and bulk ink system, as well as 5 colours CMYK, white and varnish that offer outstanding printing quality for short to medium runs for on demand printing, and accommodates a 200mm high object and 500mm x 300mm print area.

The event is sponsored by Platinum sponsors Roland DG South Africa and Stixo Signage Supplies.

www.gencotechlasermarking.co.za

DIRECT TO FILM (DTF) PRINT SERVICES



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WORLD WIDE
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We offer a print solution by providing an affordable apparel branding option, combined with reliability, unmatched quality and high productivity – without setup fees. **Bring your branding back in-house to support and service your client!**

Direct to film (DTF) printing is a unique printing technology that involves printing designs onto special PET films for transfer onto garments, sportswear, bags, umbrellas etc. We offer a commercial system that prints onto a 600mm wide roll film. **We aim for a 24-hour turnaround!**



DTF PRINTING CAN LEAD TO MANY MORE PRODUCT OFFERINGS FOR YOUR CLIENT:

- **Sleeves, Hats and Nape** – fast and easy to apply with DTF prints. Adds value to your print service.
- **Canvas Shoes** – a multi colour print in seconds.
- **Aprons** – complete an order without minimums and expensive setup costs
- **Safety Vests** – easy way to brand safety vest with multi colour prints/logos
- **Polyester** – you can apply DTF prints to 100% polyester
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- Amazing Print quality
- No minimum order quantity
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- Print Consistency
- We use industrial DTF Printers

This is a heat transfer process that has the ability to last as long as traditional silkscreen or DTG prints. Once heat pressed the soft water-based ink is transferred to the garment in just 15 seconds.

If you would like a sample transfer to heat press yourself, or if you would like further information, please email us on info@dtfprinting.co.za or call 021-511 6757.

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SIGN INDUSTRY NEWS CONTINUED

Tygan Digital And Signage Showcasing Magnetic Display Branding Solution At Sign Africa Expo

Tygan Digital, which is an exclusive Redbox agent in Southern Africa, will exhibit the Magnetic Display at the Sign Africa Expo, taking place 13-15 September at the Gallagher Convention Centre.

The Redbox Magnetic Display is an innovative exhibiting solution, and is composed of 100% recyclable cardboard. The reliable cardboard displays are quick to assemble for Point of Purchase purposes.

The Magnetic Display's progressive design with lateral magnets allow users to assemble it in only 10 seconds, and each shelf can support up to 30kg.

The event is sponsored by Platinum sponsors Roland DG South Africa and Stixo Signage Supplies.

www.tygandigital.co.za



EFC Champion Representing Sign-Tronic Brands At Sign Africa Expo

Extreme Fighting Championship (EFC) champion, Dricus du Plessis, will be on the Sign-Tronic stand from 13-14 September at the Sign Africa Expo, to represent the company's brands, such as swissQprint, Monti Antonio, ColoRate and Flexa.

SwissQprint technology is renowned for its high precision, outstanding performance, exemplary service and exceptional reliability.

Monti Antonio is known for its wide range of conventional hot plate presses for sublimation and transfer printing, as well as calenders and machines for cut piece or roll materials.

ColoRate large format dye-sublimation digital print solutions set new standards in high resolution dye-sublimation printing for vibrant indoor or outdoor applications, and feature sensational pigment ink printing on uncoated media. At the expo, Sign-Tronic will showcase ColoRate printing of dye-sublimated and pigmented ink at 1100sqm/hr.

Flexa automatic precision cutting systems encompass a wide range of automatic XY cutters, electrical trimmers, and table top cutters for flexible media and wallpaper.

Also being launched is a new printer that is considered to be the fastest flatbed printer at the expo, printing at 306sqm/h in sellable quality.

www.sign-tronic.co.za



INTERNATIONAL NEWS

Flexa Celebrates 30 Years



The 30th anniversary marks the Flexa brand's vitality, characterised by constant launches of new products on the market that are capable of improving and advancing the digital printing industry in terms of quality, volume and productivity.

Traffic signs, billboards and wallpaper are just a few digital printed solutions that can be finished with Flexa equipment.

Founder Massimo Vettorazzo said it all started in 1993 with a challenging project: creating a laminator that could mount new adhesive film. 'We focus heavily on R&D, creating unique and innovative products. One of the company's distinctive factors is our customer care, which led us to offer more than 200 pieces of equipment and an all-around service. Innovation, reliability and solidity of our solutions are the result of important corporate teamwork and partnership with suppliers,' said Vettorazzo.

The winning value of the company over the years is the strong relationship of trust established with customers and employees. 'We consider the constant intellectual and professional growth of our team to be decisive for the success of Flexa, which is why we started the Flexa Academy, (which provides) essential training for our collaborators,' said Vettorazzo.

www.sign-tronic.co.za and
www.mipstech.co.za

Drytac Educates Students Through Snowmobile Wrap Project

Polar Grip Air polymeric self-adhesive PVC film is an ideal solution when graphics need to be there to stay, whatever the conditions, for up to seven years with a matching laminate. Talented students on the Communications Technology Specialist High Skills Major programme at Timiskaming District Secondary School in Ontario recently used Drytac Polar Grip Air white polymeric self-adhesive PVC film to complete a challenging vehicle wrap project featuring a snowmobile.

The specialist programme was launched at the school in September 2022 and offers students an insight into a whole range of creative markets. A Communications Technology part of the course allows students to learn graphic design, animation, video editing and other technology skills, and then work on their own independent projects at the end of the course.

Keen to test the skills and showcase the talents of the first batch of students on the course, the idea of wrapping a snowmobile was put forward. As outdoor powersports are popular in snowy Northern Ontario, students were excited at the prospect of taking on the challenge.

Teachers enlisted the help of an expert designer from specialist ECD Customs to offer guidance on the project, with students set the task of designing, printing, laminating, and installing the wrap on a 2008 Skidoo Summit.

Due to the unusual shape of the snowmobile, the project required a flexible material that could also stand up to the elements when the vehicle was in use. After speaking with approved Drytac partner ND Graphics, Drytac Polar Grip Air combined with Interlam Pro Gloss were selected for the job.

'We were looking for a strong print material and laminate that could handle our northern winters and stand up to the terrain that vehicles like snowmobiles are subjected to,' said Katie Kacur, Specialist High Skills Major Lead Teacher on the course at Timiskaming District Secondary School.

Students used an HP Latex 315 printer and HP Latex 54 Cutter Plus to print and cut all 52 parts of the design to shape, with the final project, the largest of its kind undertaken at the school, drawing plenty of praise from course teachers.

'The colours were vibrant and accurate,' Kacur said. 'The wrap installed quite smoothly and went on well with very little experience.'



www.midcomp.co.za

Van Updated With Metamark Wrapping Material



Metamark wrapping was used in a van project to create impactful and distinctive advertising.

ADS Windows Doors and Conservatories Ltd, recently approached RC Graphix Ltd to create a bespoke livery for a recently acquired van and, being satisfied with the first that RC Graphix Ltd had provided some years earlier, was keen to get another.

The customer wanted to update their new van to showcase the latest designs of composite doors available. Using the customer's established logo and assets, the RC Graphix team developed a design featuring some very good-looking product shots and some dramatic treatment of the company's logo rendered in contrasting fields of colour. The overall design is impactful and very distinctive, it makes a great advertisement for the customer whether static on-site or on the road.

The job's production makes use of the Metamark materials available. The flat panel work is covered in a printed assembly of Metamark MD5A-105 Clear protected with its matching clear laminate. This product was specifically selected as the design features grey stripes that fade through to white and some white curves which separate the photos from the logos on the side panels. By using this product instead of a typical white media, it allows the white paintwork of the van to feature where required and eliminates the need to introduce another white, making the end result seamless. RC Graphix Ltd always strive to deliver a quality finished product and this project is no exception.

Where the vehicle's body work required a conformable material, MetaCast® MDC, Metamark's premium cast digital wrapping film, got the job done. The print results look sensational with the logo in particular contrasting with the field of solid printed blue it sits within. The printing really does the premium quality film justice and proves that the RC Graphix team knows how to get the best from its Roland wide format hardware too.

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DIGITAL PRINT MEDIA



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BANNERS - PET, Mesh, PVC Frontlit, PVC Backlit, Layflat PVC

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Print service providers no longer need to choose between sustainability or high quality and production. HP Latex technology features the greenest credentials of any printing solution as well as incredible efficiency and productivity. By adding HP Latex technology to their print arsenal, businesses can print on virtually any substrate to create signage, vehicle wraps, décor, stickers, posters and more. Users can do all of this, and lead with the most environmentally certified technology (1).

Making Print Services Greener And More Sustainable

HP's newest Latex technology carries a broad set of credentials that address the full spectrum of environmental concerns: from ink chemistry and indoor air quality, for both print production and display, to lifecycle considerations, earning recognition for products as environmentally preferred overall. It is the most environmentally certified technology (HP Latex Inks were tested for Hazardous Air Pollutants, as defined in the Clean Air Act, per U.S. Environmental Protection Agency Method 311 (testing conducted in 2013) and none were detected).

The technology also allows for application versatility. Users can print on just about any substrate and get scratch-resistant, durable prints with HP Latex inks. The scratch resistance and image permanence was tested by HP Image Permanence Lab. With HP's high-efficiency curing system, prints come out dry and ready-to-use.

HP Latex ink is water-based, this means it contains no hazardous air pollutants (HAPs), as is the case with solvent-based inks, and as such requires no hazard-warning labels. Even better, it produces odourless prints that are easy to work with, even in indoor spaces, without special ventilation. Odourless prints made with water-based inks are suitable for use in environments such as schools, hospitals, and other places with stringent health and safety criteria controlling the use of solvents.

HP has named Midcomp as an Amplify Impact 3-Star Catalyst Partner for driving sustainability. From training their employees to leading their sales with sustainability, Midcomp are helping customers make an impact through more sustainable choices, knowledge and technology.

A Few Of The HP Latex Product Highlights

HP Latex 700 And HP Latex 800 Printer Series With White Ink Option

This series responds to the need, and rising demand, for more sustainable large format printing systems. Designed from the concept stage with environmental sustainability in mind, the new printers are ENERGY STAR® rated, so users can rely on them for outstanding energy efficiency. The printers also use innovative HP Eco-Carton ink cartridges instead of conventional plastic ink cartridges. This delivers an 80% reduction in plastic consumption across the device's lifetime and achieves 66% C02e reduction (based on moving from a plastic ink cartridge to a cardboard HP Eco-Carton ink cartridge). This series also features the best white ink in the industry. Users can print stickers and window graphics with unsurpassed white, as well as save time and reduce ink waste with automatic white ink recirculation and printhead cleaning. Like HP's Latex 2700W and R2000 models, the white doesn't fade or yellow over time. Other production printers include the HP Latex 300 series.



HP Latex Print And Cut Plus Solutions

The HP Latex 315 and HP Latex 335 Print and Cut are complete solutions that feature outstanding print and accurate cut with downforce up to 600 grams. Users can save 50% more media with True Shape Nesting and create new applications in three easy steps with HP Applications Centre. Save 50% of the time by printing and cutting simultaneously (based on internal HP testing). Users can also produce output twice as fast and deliver the same day as HP Latex technology ensures that prints come out dry so they can be cut/laminated immediately.

Industrial Roll To Roll And Flatbed Printers

HP Latex 2700W

The new 3.2m (126 inch) wide printers take production efficiency to the next level, offering vivid colours at up to 89sqm/hr (958 square feet/hr) via symmetrical double printheads, which come equipped with automatic printhead cleaning technology. All devices in the Latex 2700 series run on fourth generation HP Latex ink, bringing UL ECOLOGO® certification, while also meeting UL GREENGUARD GOLD and Toy Safety requirements. This allows print service providers to embrace jobs in even the most sensitive environments.

The HP Latex 1500 printer's accessible print zone with LED lighting and status beacon enable at-a-glance monitoring from near and far.

The HP Latex 3600 is designed for larger PSPs needing long-run, uninterrupted printing and can handle production peaks of up to 35,000 square metres per month.

HP Latex R Printer Series

With this printer series, users can transform any rigid or flexible substrate with amazing colours. Users can also expand their portfolio into a wide range of applications with the glossiest white that resists yellowing. There is no waste between white jobs with removable HP Thermal Inkjet printheads stored in an offline rotating chamber. The printer ensures users are always ready to print white because automatic recirculation and printhead cleaning eliminate manual purging.

Zünd Cutters Provide Maximum Productivity And Sustainability

Power consumption is a major concern in the South African market, with businesses being affected by load shedding. As the most efficient cutters on the market, Zünd cutters use vacuum turbines instead of pumps to minimise power consumption, and provide the highest productivity during limited power as a result of load shedding.



HP Large Format Printer Range

Zünd's cutting systems and software combine to form an unbeatable solution that fits seamlessly into a PSP's production process. Zünd's modular systems enable flexible planning and their versatility creates maximum profitability. Users can achieve superior productivity with digital cutting as well as high quality and precision, and enjoy simple and intuitive operation and tailor-made automation.

The Zünd Q-Line is the latest range in the portfolio, with the Q-Line with BHS180 raising the bar for industrial, pallet-to-pallet production. Zünd won the 2023 Red Dot Award for Product Design for its Q 32-32 D cutter, the flagship product in the newly launched Q-Line. The internationally renowned prize recognises superb quality and is exclusively awarded to products that feature outstanding design.

Zünd L3 Digital Cutter

This is an ergonomic solution for leather cutting and apparel and features high-speed punch tools, a slanted work surface and superior precision. With an oscillating tool and the perfect blade for the job, Zünd L3 leather cutters let users process leather and other materials at speeds of up to one metre per second. Sizes: L3 C-40: 2300 x 1000mm and L3 C-56: 3240 x 1000mm.

Zünd S3 Digital Cutter

The S3 cutter system is fast and ideal for signage and graphics, packaging, apparel and technical textiles. Whether used as textile cutting equipment, for vinyl cutting or for the processing of composites, this series' exceptional processing speeds are the result of intelligent control technology, an advanced drive system, and sophisticated tooling. Sizes (W x L): medium (1330mm x 800, 1200, 1600); large (1800mm x 1200, 1600mm) and XL (2270mm x 1200mm).

Sign & Graphics Applications

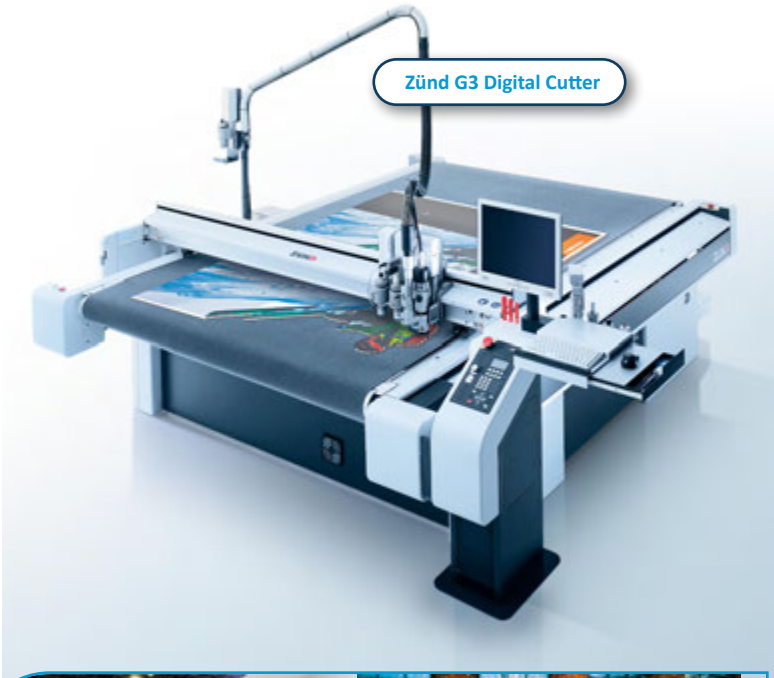


Zünd G3 Digital Cutter

This system features uncompromising performance and precision and excels in delivering both exceptional productivity and unsurpassed cut quality. Fully automated board loading and unloading provides the ultimate in workflow efficiency. Ideal for: signage and graphics, packaging, apparel, leather goods, composites and technical textiles. Sizes (W x L): medium (1330mm x 1600, 2500mm); large (1800mm x 2500, 3200mm); XL (2270mm x 1600, 3200mm) and 2XL (2750 x 1600, 3200mm).

Zünd D3 Digital Cutter

The cutter is ideal for larger format production, signage and graphics, packaging, apparel, composites and technical textiles. Featuring an innovative dual-beam system, the two beams can each be equipped with up to three different modules, potentially doubling the throughput. Sizes (W x L): large (1800mm x 3200mm); XL (2270mm x 3200mm); 2XL (2740 x 3200mm) and 3XL (3210 x 3200mm).

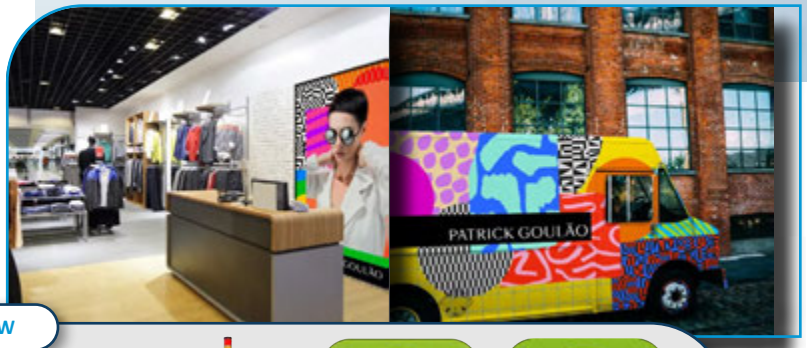


Midcomp's Offerings To Help Its Customers Grow

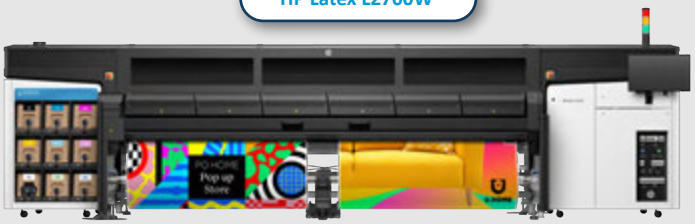
PPU And PPUGRO

With Midcomp's exclusive Pay Per Use (PPU) comprehensive and customised programme, users can enjoy peace of mind with no unexpected costs and subscribe to a fixed monthly cost per square metre based on their location. There is no minimum print volume required. PPU covers a user's ink supplies, printheads, cleaning cartridges, services maintenance kits, labour and spare parts, and is an ideal solution for cost-efficient printing.

With PPUGRO, Midcomp will install a printing system at a customer's premises and simply charge them a predetermined variable rate per square metre that the customer prints. At the end of every month, a customer will be sent a spreadsheet detailing the jobs they have printed in that month as well as the total square metres printed. Midcomp applies the variable rate per square metre and sends a customer one invoice.



HP Latex L2700W





One of the many ways Midcomp aims to support their customers is with services offered at their Innovation Hub (iHub). 'For over five years, Midcomp has offered a Disaster Recovery Service to our customers such that our customers' production does not have to be impacted by downtime. We also extended our Value Add Services to include Overcapacity Relief.'

'Under this programme, our customers' peak demands are alleviated by using our iHub to help them complete their production on time and maintain their own customer relationships. Our iHub is world class, demonstrating the latest and greatest technology in digital printing and finishing. Customers and potential customers also enjoy the ability to test various media and processes in our iHub,' said Rob Makinson, Group CEO, Midcomp.

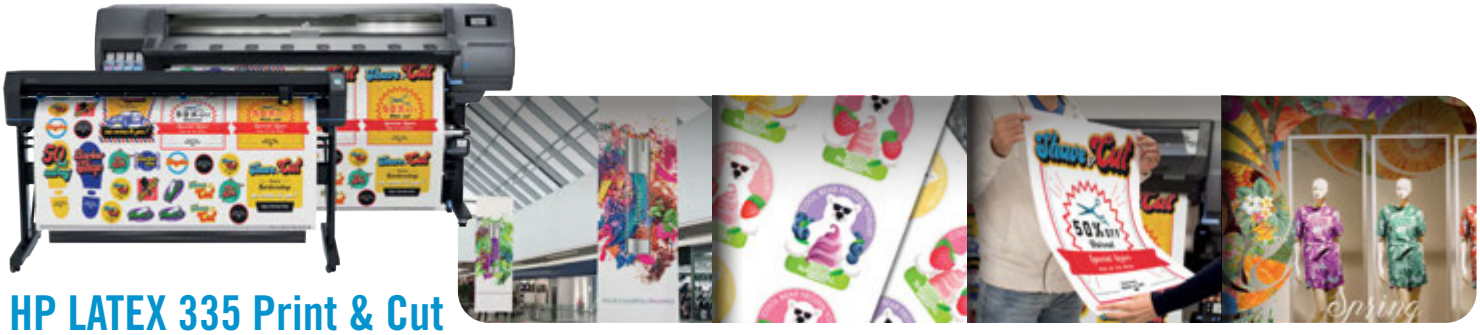
1. Applicable to HP Latex technology compared to competitive large format printing alternatives using solvent and UV technologies.

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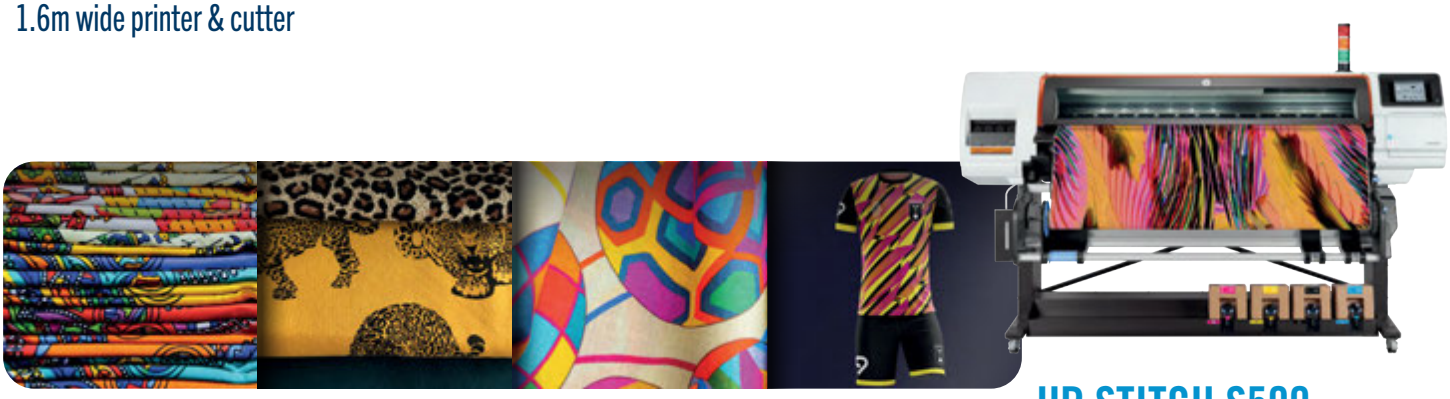
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EXPLORE INK POSSIBILITIES

TO ELEVATE YOUR LARGE FORMAT PRINTING GAME

BY INTAMARKET GRAPHICS

Credit: Pawel Czerwinski, www.unsplash.com

Ink plays a pivotal role in shaping the outcome of any visual creation. In the dynamic world of large format printing, the choice of ink is a vital decision that influences your artwork's quality, longevity and environmental impact.

The vast amount of ink options may leave you baffled. Whether you're designing breathtaking outdoor displays, eye-catching vehicle wraps, or captivating indoor graphics, understanding the unique characteristics of various ink types is crucial. Each type of ink is better suited to a specific type of printing and aside from this fact, there are a few other aspects to take into consideration before making your next ink purchase.

Posters, murals, billboards, hoardings and banners are great marketing tools that make a lasting impression and reach a lot of of potential customers. According to Micro Printing, to leverage this impactful branding tool properly, your printer needs to use the right type of ink. Understanding what inks are best suited to specific projects is the first step in ensuring high-quality images.

The Durable Workhorse

Solvent inks are renowned for their durability and outdoor longevity, making them an ideal choice for industries requiring resilient prints, like outdoor signage, billboards and vehicle wraps. KAO Print stated that solvent inks offer high durability in extreme environmental conditions and resistance to scratches and high temperatures. These inks are chemically formulated to adhere well to a variety of surfaces, ensuring your creations withstand harsh weather conditions. However, it's important to consider the environmental impact and ventilation requirements, as solvent inks contain volatile organic compounds (VOCs).

Balancing Quality And Sustainability

Eco-solvent inks offer a more eco-friendly alternative to traditional solvent inks. They maintain durability while minimising VOC emissions, making them suitable for indoor applications like banners and graphics that require a compromise between longevity and environmental considerations. The company Make Me Sustainable would recommend the use of these inks stating that, 'Unlike traditional solvent-based printing, which can release harmful VOCs into the air, eco-solvent inks are much safer and healthier for both workers and the environment.' These inks are also favoured by businesses aiming to reduce their carbon footprint without compromising print quality.

Versatility Redefined

For industries seeking versatility and quality, latex inks provide a compelling solution. With their water-based formulation, latex inks are suitable for a wide range of applications, including indoor graphics, wall coverings, and even textiles. Hatteras said one of the main benefits of latex inks is that it is both eco-friendly and damage-resistant, 'making it the perfect choice for both indoor and outdoor product applications'. They strike a balance between eco-friendliness, durability and image quality, offering vivid colours and excellent longevity on various substrates.

Brilliance Beyond Boundaries

UV inks have revolutionised the large format printing industry by offering instant curing through UV exposure. Alvin Pather explained, 'Long gone are the days of traditional ink-based methods, as UV printing is now used to produce bright, vivid prints that can be easily customised to fit any project with high-resolution detail.' This enables printing on unconventional substrates like glass, wood and metal. UV inks produce vibrant and sharp prints with exceptional resistance to fading, making them suitable for both indoor and outdoor applications. However, the initial investment and potential concerns about ink flexibility on certain materials should be considered.

Infusing Life Into Textiles

Dye sublimation inks specialise in printing vibrant, high-resolution designs onto textiles. Industries such as fashion, interior decor, and sportswear benefit from their ability to transfer intricate designs onto fabrics with remarkable colour accuracy and sharpness. Dye sublimation inks penetrate the fabric, resulting

in a long-lasting print that doesn't compromise the fabric's texture. Startex described the effects of dye sublimation printing as permanent and less prone to fading, as the ink is embedded into the substrate. This type of printing is ideal for clothing manufacturers and even some large format display branding materials.

Balancing Chemistry, Input Costs And Image Quality

A few more aspects to consider when choosing the best-suited ink for your next project include your input costs, image quality and balancing the chemistry behind your inks. When selecting an ink type, understanding the chemistry behind each formulation is essential. While solvent and eco-solvent inks offer durability, latex inks cater to versatility, and UV inks provide instant curing capabilities.

The input costs of various inks for large-format printing can vary significantly based on the type and quality of ink being used. Traditional solvent-based inks are generally more affordable upfront, on the other hand, eco-solvent and UV-curable inks are considered more environmentally friendly options, with slightly higher initial costs but potential long-term savings due to improved durability and reduced wastage. According to Jingke Printing Equipment, while the initial cost of UV inks can be 2 or 3 times the cost of conventional inks, the printer actually saves more with UV inks as ink mileage can be easily 2 or 3 times greater than conventional inks. Water-based inks tend to be cost-effective and environmentally friendly, although they may require specialised printing equipment.

The image quality produced by different inks for large-format printing varies based on the specific ink type and the technology it employs. FESPA stated that the choice of ink depends on the applications and materials that you want to print on, but it's also sensible to consider the environmental implications of the ink. High-quality results are often achieved using pigment-based inks, known for their exceptional colour accuracy, sharpness, and longevity. UV-curable inks provide excellent image durability and can be applied to a wide range of substrates, but their performance may vary depending on the printer and curing process. Additionally, eco-solvent inks strike a balance between image quality and environmental considerations, offering good colour saturation and longevity. The choice of ink for large-format printing ultimately hinges on the desired image quality, the intended use of the printed materials, and compatibility with the chosen printing technology.

Investing In The Future

The longevity of prints varies depending on the ink type, substrate and environmental conditions. According to Ink World Magazine, the performance of inks may vary as environmental conditions change. Solvent and UV inks excel in outdoor durability, while latex and dye sublimation inks are preferred for their resistance to fading and vibrant indoor quality. Choosing the right ink ensures your designs withstand the test of time and continue to captivate your audience.

Whether you're in outdoor advertising, interior design or textile printing, understanding the distinct attributes of solvent, eco-solvent, latex, UV and dye sublimation inks empower you to create visuals that stand out while aligning with your industry's demands and values. So, explore the spectrum of ink possibilities and elevate your large format printing game to new heights.

Source list: /bit.ly/3OYErP3

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CHATGPT SAYS

TRADITIONAL SIGNAGE WILL CONTINUE TO BE A VITAL PART OF BUSINESSES



BY SIGNFORCE

When SignForce asked ChatGPT: 'will signage survive the current AI revolution?' ChatGPT answered: 'Absolutely! While artificial intelligence (AI) is revolutionising many aspects of business and technology, signage serves a different purpose entirely.'

ChatGPT also added 'Signage is a tangible and physical way for businesses to communicate their brand, products and services to customers. Signs can be seen, touched and experienced in a way that AI cannot replicate. Additionally, many signs are designed to be aesthetically pleasing, which is not a task that AI has yet mastered. So, rest assured that signage will continue to be a vital part of businesses for many years to come, even in the age of AI.'

SignForce tends to agree with ChatGPT, but not necessarily for the same reasons. While there are AI programmes and apps available that can create wonderful pictures, logos and pieces of art, all of which can be incorporated into modern signage, it is the physical creation (or manufacturing) that has yet to be replaced by a machine.



Yes, there are computer based tools such as 3D printers and benders that can help create a 3D sign, but at this time, and for the foreseeable future, it does not look likely that sign makers will be replaced by robots. This is good news for sign makers, but not necessarily such good news for customers because when items are not made by machines, they tend to be more costly.

This is definitely the case when it comes to signage, especially since the vast majority of signs are custom: custom look, custom design, custom feel and custom size. There is very little chance of an affordable robot taking over the physical work that is necessary when making most, especially 3D, signs.

One can ask if signs will be required in the future, especially as the world moves to digital which can do so much and is fast becoming more and more affordable. SignForce believes that digital signs will be used more and more to sell – lifestyles, products, services and time – but for the foreseeable future businesses will still be physical. People want to touch and smell and feel, which cannot be created online. And as long as people want to touch, they will want to go to physical stores (or physical destinations), which will most likely continue to want signs to make customers, prospective customers and suppliers aware of where they are. People want to see your business.

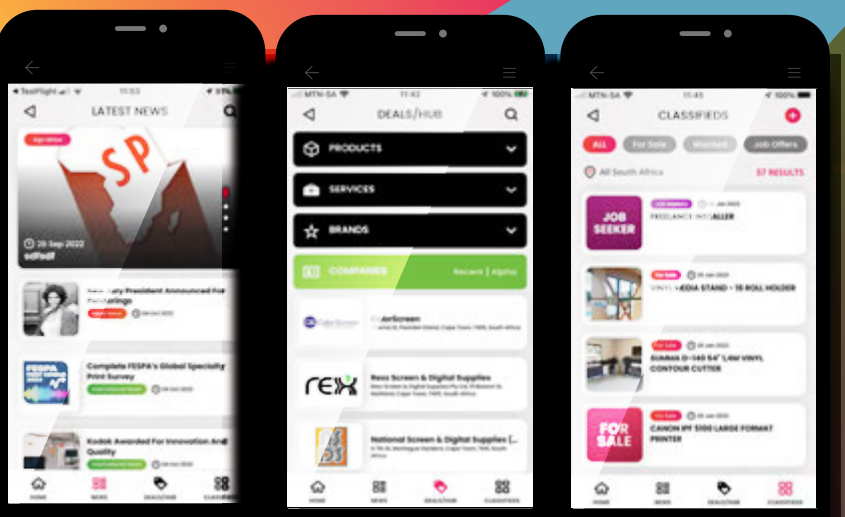
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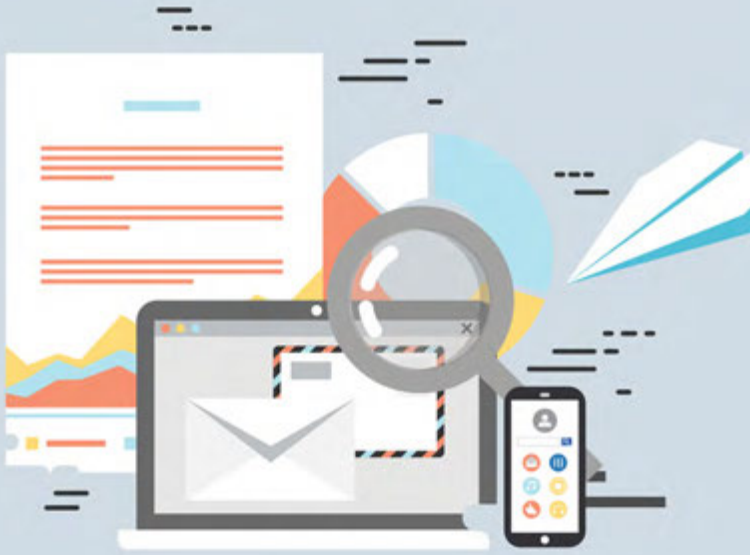


Image credit: talha khalil, www.Pixabay.com

Our brains receive thousands of messages every day and are constantly switching from one topic to another. At work, we are handling video conferencing, instant messaging, emails, phone calls and face-to-face meetings while also keeping an eye on our phone in case something urgent comes up and needs an immediate response. In a matter of years, generations have shifted from watching movies to YouTube videos to TikTok clips to Instagram adverts in their leisure time.

In this hectic environment of endless choices, brands aiming to last and be profitable must find ways to stand out from the crowd. Revolutionised by the internet, marketing has become a crucial element of any business plan, with companies dedicating significant resources to it.

However, not all types of marketing can fulfil a company's objectives. Today, customers are more market-aware, more demanding and less brand-loyal, meaning that companies must be very smart with their marketing approach and design an effective marketing strategy that will truly reflect their values and products, differentiate from competitors and ultimately, and most importantly, drive sales.

By 'effective marketing' we don't mean that we must favour digital (or modern) marketing, which is quick to implement, and forget about offline (or traditional) marketing. Instead, effective marketing means defining a powerful strategy with original, creative and thoughtful ideas that will make an impact on our target audience, supported by consistent, coherent and clever messages and followed by a well-defined and timely action plan.

Now we know what's needed to achieve effective marketing, let's talk about implementing it. Great marketing ideas often die because companies fail to implement them properly. On the other hand, good marketing ideas can become an incredible success when they are flawlessly implemented.

For reasons that vary depending on the company's type or products, nowadays many brands solely focus on digital marketing. They invest from modest budgets to millions of dollars in Google and YouTube ads, Instagram videos, TikTok clips, web banners, SEO and SEM, hiring influencers to promote their products, etc. To survive, these brands need a constant market presence online, continuously delivering new content and being ever more creative and compelling. If they don't, it's just a matter of time before these brands fade and die.

At first, digital marketing may seem fun, modern and less costly than printed marketing. However, there's a high risk involved in advertising your brand exclusively through digital marketing: due to the huge volume of content available on the internet and the usually short attention span of online customers, your brand will be competing with millions of other brands and can be quickly forgotten and replaced by one more active, more pervasive, or trendier than yours.

We always tell our customers that online marketing is like a fireplace: the moment you start burning fewer logs than your competitors, your fire will eventually go out. Branding your product online is a constant battle to burn more and more logs.

So, even though online marketing is a must and can bring significant benefits, we must not ignore the enormous influence of offline marketing in helping shape consumer behaviour and the amplified benefits of mixing both types of marketing.

Sensory Marketing As A Means Of Influencing Consumer Behaviour

While digital marketing reaches the sight and hearing of customers, brands must use a combination of printed, physical and offline marketing to reach all five senses: smell, vision, taste, hearing and touch. Because of the vast amounts of information we receive every day, our brains can only retain what makes a strong impression on us by creating a memorable experience. Of course, emotions play a very important role in making an experience memorable. The more senses are involved in that experience or event, the more impactful it will be.

Sensory marketing is a form of marketing that targets customers' senses to create an emotional connection with a product or brand. It uses a variety of sensory stimuli to influence consumer behaviour. By engaging multiple senses, sensory marketing can help brands create a lasting impression on consumers. Sensory marketing can also be used to influence consumer behaviour. For example, research has shown that certain scents can increase sales, while certain colours can influence consumer perceptions of a product's quality.

Printed Marketing Materials Help Achieve Sensory Marketing

Overall, sensory marketing has become an increasingly important tool for brands looking to create memorable customer experiences and drive sales. On many occasions, sensory marketing can only be achieved with the help of

printed materials, such as a magazine advert that includes a sample of a hand lotion or a perfume, or a high-level financial services company that sends its prospect customers a copy of their new corporate brochure printed on a special substrate that reflects wealth and prestige.

Printed materials such as brochures, catalogues and flyers are physical items that remain in potential customers' hands, making them easier to revisit and recall, read at their leisure and even share with others. For instance, when a company is exhibiting at a tradeshow, distributing printed product brochures or postcards (instead of a PDF or an email) that invite customers to join a company event can make the difference between a potential customer forgetting about the brand or remembering it long after the tradeshow has ended.

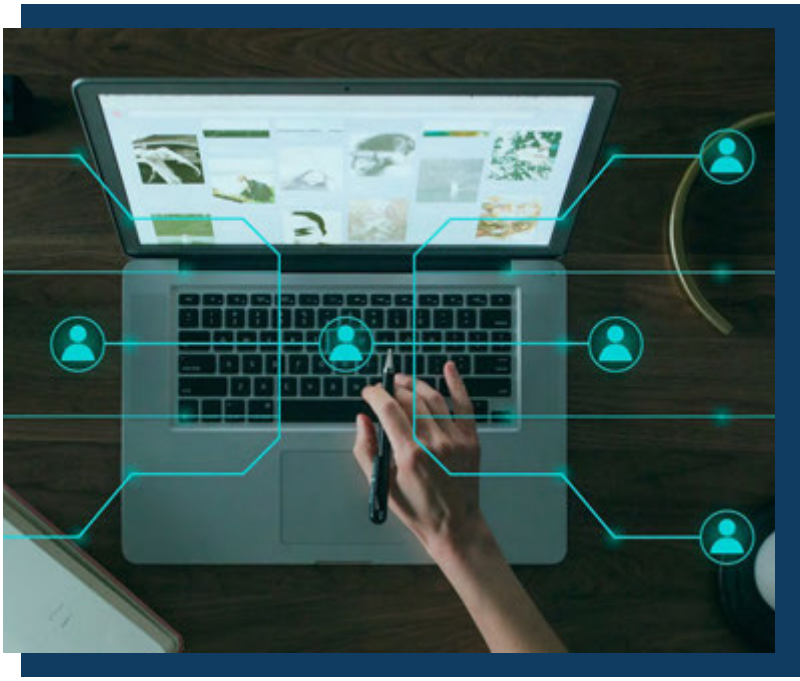
Printed marketing materials can be very cost-effective, as they can be produced digitally at an affordable cost and strategically placed in locations where the target audience is most likely to be. A typical example: a real estate company placing flyers about a new housing development in local cafes or grocery stores to reach their target audience.

Printed marketing can also help build brand recognition by using distinctive substrates, designs, fonts, and colour schemes that people associate with the company. This strategy can be highly effective in creating a loyal customer base more likely to remember the company, its products and services in the future.

Finally, printed marketing can help a company establish credibility and trust in the eyes of potential customers. Companies that invest in quality printed marketing give the impression that they are serious about their business and are generally seen as more trustworthy than those relying solely on digital marketing. This, in turn, can lead to increased confidence from potential customers and greater brand recognition as well.

In conclusion, despite the rise of digital marketing, offline marketing remains an essential part of any effective marketing strategy as very often it involves 'touching' the customers' five senses. Brands that decide to include printed marketing in their marketing mix to provide a tangible means of accessing information are a step ahead in establishing credibility and trust among their target audience.

Drupa is the perfect example of a five-sense marketing activity heavily supported by offline marketing. This is the place where new technologies are presented in a way that is impacting the consumer's five senses creating a memorable and meaningful experience. Online only is not enough.



www.drupa.com





SIX STEPS

EMPLOYEES CAN TAKE TO SOLVE CUSTOMERS' PROBLEMS

BY JOHN TSCHOHL, THE SERVICE QUALITY INSTITUTE

Image credit: Adrian, www.Pixabay.com

There are several things that annoy customers, including not being understood, not being valued, not getting their money's worth, and not being believed. When they have a complaint about a service or product, they want a satisfactory resolution.

When a customer comes in to register a complaint, the instinct for most employees is to run as quickly and as far away as they can. That's understandable because most of us don't like confrontation, but it doesn't get you, or your company, anywhere. What it does do is encourage the customer to leave, and never return. There are six steps that employees can take to ensure that customers get a satisfactory resolution:

Listen

Let the customer tell you his story. Listen carefully and pay attention to what he is saying, including how he is saying it, what he is emphasising, and what he is expecting. Make eye contact to show you are actively processing his comments. Listening shows you care about what he has to say.

Put Yourself In The Customer's Place

Empathy is one of the most powerful tools in an employee's arsenal. You've probably been in that customer's place at some time. How did you feel? Showing empathy breaks down walls and establishes a connection between you and the customer.

Ask Questions

Ask relevant questions; it establishes a dialogue that you can build on and shows that you are concerned. Be sure to ask open-ended questions such as, 'What would it take to solve this situation?' Also ask questions that will give you one-word responses and provide you with raw information rather than feelings or emotions. You might ask the customer who else he has talked to and whether or not he was satisfied with the resolution.

Suggest Alternatives

After getting information from the customer, you should process it and identify ways that will lead to a satisfactory solution. Offer options that you think will appeal to the customer. Be prepared for the customer to dismiss some of those alternatives and keep moving forward with other suggestions. That might be a refund or a replacement.

Apologise

Say, 'I'm sorry', even if you aren't responsible for the problem. Don't lay blame on someone else. By all means, don't get defensive as that will only escalate the situation. Don't take the complaint personally. Apologising for the situation moves an encounter from gripes to solutions.

Solve The Problem

Use what you have learnt about the situation and the customer, cash in all the goodwill you have built up, and rehash appropriate alternatives to solve the problem quickly and efficiently. As a final step, provide the customer with your contact information and encourage him to contact you if he has any questions or lingering problems.

When you are calm and compassionate while dealing with irate customers, you will also be confident and competent. Your goal should be to solve the problem and keep the customer. It might cost your company (a moderate amount) to solve the problem but the lifetime value of that customer could very well be thousands (in monetary value), so the payback is enormous.

These six steps for handling irate customers are as much about building yourself up as they are about resolving a customer complaint. In the process of using them, you will become more confident, and you will improve your customer service skills, both of which are highly valued in today's workforce.

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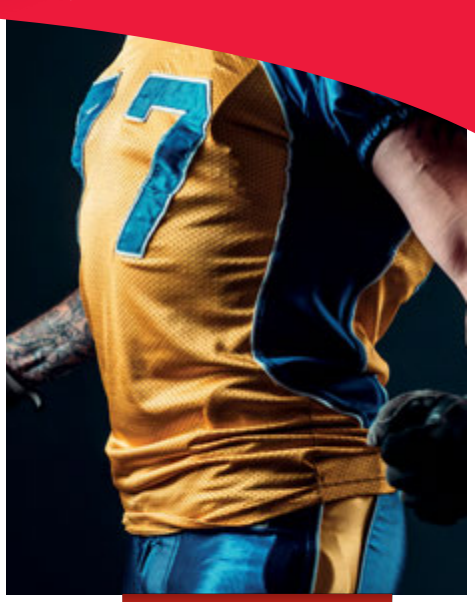
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HOW 3D PRINTING CAN ENHANCE THE ELECTRIC VEHICLE MARKET



BY MASSIVIT 3D

With the potential to enable faster market penetration of electric vehicles as a whole, it's no wonder that 3D printing has taken such a vital role in this revolution.

Electric vehicles (EVs) have gained significant popularity recently due to their efficiency and environmentally-friendly nature. One crucial aspect of EV advancements is the use of composite materials, which can make these vehicles lighter, stronger, and more energy-efficient. Using 3D printing, also known as additive manufacturing, to create composite parts (or moulds for composite parts) provides many advantages to EV makers.

Composite Materials Already Used In Electric Vehicle Design

Composite materials, such as carbon fibre, offer several advantages for electric vehicles, which is why they are so popular for EV manufacturers already. By reducing the weight of a vehicle while maintaining strength and durability, these materials can improve the vehicle's energy efficiency, acceleration, and range. Lighter vehicles require less energy to move, meaning EVs with composite materials can travel longer distances on a single charge.

There Are Several Types Of Composite Materials Used In EV Design, Including:

Carbon fibre: known for its high strength-to-weight ratio, carbon fibre is an ideal material for electric vehicles. Its lightweight nature can significantly reduce vehicle weight while providing exceptional strength and stiffness.

Fibreglass: another commonly used composite material, fibreglass is both lightweight and strong. It is more affordable than carbon fibre and can still provide weight reduction benefits for electric vehicles.

Kevlar: known for its use in bulletproof vests, Kevlar is a robust and lightweight material that can be used in electric vehicle design for added strength and impact resistance.

Many electric vehicle manufacturers incorporate composite materials into their designs to improve efficiency and performance. The Tesla Model S features a lightweight aluminium and carbon fibre body, contributing to its impressive range and acceleration. The BMW i3 and i8 both use carbon fibre reinforced plastic (CFRP) in their construction. This innovative material helps reduce weight, improve efficiency, and increase range.

3D Printing Spurs Advancements In Composite Manufacturing

3D printing is being praised for advancing the way in which composite parts are manufactured. 3D printing was already a popular technology in its own right. With the ability to print complex shapes and reduce waste, many industries have been turning to additive manufacturing to better optimise their production lines. Being able to print complex geometries also enables engineers to design more efficient and optimised parts for electric vehicles that would be difficult or impossible to produce with conventional manufacturing techniques.

Of course, being able to print with composite materials becomes a kind of force multiplier, with all of the advantages one gets from using composite parts, but now with the benefits of 3D printing too. In addition to creating complex shapes and reducing weight, the latest in 3D printing innovation has also added a size and speed benefit.

Environmental Impact Of Increased Electric Vehicle Usage And 3D Printing Composite Materials

The growing adoption of electric vehicles and the utilisation of 3D printing technologies for manufacturing composite materials contribute to a more sustainable and eco-friendly future in several ways:

Reduced greenhouse gas emissions: electric vehicles produce zero tailpipe emissions, which helps reduce greenhouse gas emissions and improve air quality. By lowering the cost of manufacturing composite materials through 3D printing, more manufacturers can adopt electric vehicle production, thus accelerating the shift from traditional combustion engine vehicles to electric ones.

Energy efficiency: composite materials, when used in electric vehicles, can significantly improve energy efficiency by reducing the vehicle's overall weight. As a result, electric cars can travel longer distances with less energy, contributing to a more efficient use of renewable energy resources.

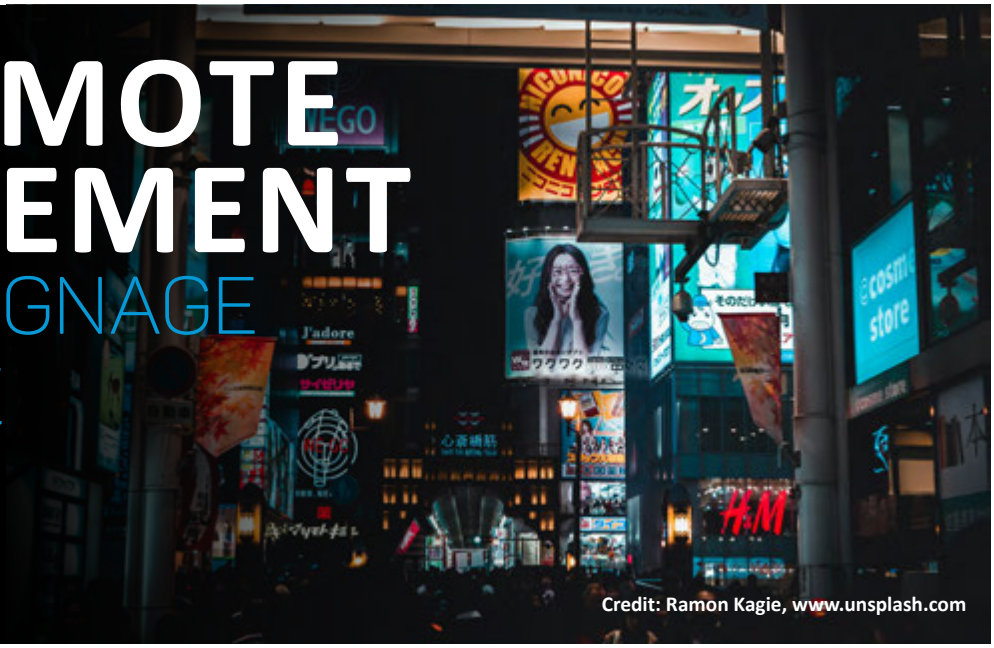
Reduced waste in production: traditional manufacturing methods for composite materials often produce a significant amount of waste, as excess material is cut away or left unused. 3D printing, on the other hand, creates parts with minimal waste, as it only uses the exact amount of material needed for each part. This more sustainable production method helps conserve resources and reduces the environmental impact of manufacturing processes.

Composite materials have played a vital role in advancing electric vehicles by making them lighter, stronger, and more energy-efficient. As 3D printing technology continues to advance, it offers new opportunities for manufacturing composite materials and unlocking their full potential in electric vehicle design.

www.massivit3d.com

WHY REMOTE MANAGEMENT OF DIGITAL SIGNAGE IS EFFECTIVE

BY DIGITAL SIGNAGE TODAY



Credit: Ramon Kagie, www.unsplash.com

Digital signage has an impressively fast growth ratio worldwide with successful enterprises having realised their significance for customer engagement, sales and business growth. Most organisations have already adopted digital signage technology, while the rest plan to implement it soon because survival with competitors is becoming difficult.

Research has revealed that digital signage can raise your sales by up to 7% and profits by up to 124%. Market research reveals that the market grew by 10% in 2023. Initially, digital signage was implemented in the retail industry, but now every industry has used it. The primary reason is the advancement in social media and visual communication.

Cost-Effectiveness And Efficiency

Businesses can save time by performing remote maintenance on digital signage. Remote management helps admins to update and delete content, set time limits, update devices and monitor them from a centralised location to reduce downtime and labour costs.

Centralised Control And Scalability

Businesses need many displays for advertisements at different public places. Remote management is the only solution to efficiently handle all digital signage from a central location to provide a continuous content display. It also helps businesses to expand the devices as businesses grow.

Real-Time Monitoring And Updates

Remote management provides real-time monitoring of digital signage. Admins can check the device status and watch the screen to ensure the perfect display. With remote management, enterprises can remotely diagnose and troubleshoot the technical issue.

Improved Customer Engagement And Experience

Remote management helps businesses to respond instantly to customer queries and update the information on digital signage with the latest events and promotions. It directly influences customer interaction and improves customer experience.

Cases And Industries:

Retail

Retailers can use remote digital signage to display discounts and sales offers efficiently. Interactive digital signage is also used to find gadgets and helps customers find the location of specific product types.

Hospitals

Digital signage in hospitals is used to display patients' appointment schedules. The digital signage can display details of medical staff with expertise and working hours. Remote management helps admins to update the latest information and health-related emergencies in a timely manner.

Transport Hubs

Remote management helps management at airports, railway stations and bus terminals to display departure and arrival times from various locations. A delay in flights is remotely displayed on the digital signage to keep the public updated on the waiting time.

Museums

Remote management of digital signage in museums helps to keep the information updated. Management can display detailed information about exhibits and artefacts.

Digital signage helps to promote upcoming events and programmes in museums and enables them to organise virtual tours for effective information sharing.

Restaurants

Digital signage is used to display the menus, attractive images and prices. With remote management, admins can quickly add promotions and discounts, daily specials and replace menus without printing costs and time wastage. It also helps to make customers aware of their order status.

This article was originally published in Digital Signage Today.

www.digitalsignagetoday.com

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INDUSTRY IMPACT

ROLAND DEALER HELPS ENHANCE EDUCATION IN THE SIGNAGE TRADE

BY MATTHEW WOOD



An ongoing partnership between Westview School in Port Elizabeth and Digital Intention, an authorised Roland DG South Africa dealer providing Roland DG products to the Eastern Cape, continues to help learners acquire skills in the unique signage trade.





Mariska Osborne, HOD Signage, Art and Crafts at Westview School, said, 'Westview School of skills is a special needs school in the Eastern Cape. We have over 700 learners and our aim is to ensure that when they leave school at the end of Year 4, they are capable of doing a trade. Westview is the only school in the country that has sign writing as a trade. This makes it even more special.'

Osborne explained how she got involved: 'The school's signage teacher passed away suddenly in 2016 and I was transferred from the academic side of the school to her workshop. I had no idea what to do. Then I saw a Roland vinyl cutter in her office and contacted Roland, which put me in touch with Robert Willemstein from Digital Intention. I phoned him and explained that I had been put in that class to teach, but I didn't know how the machine worked. Willemstein came to see me immediately. This machine was bought years ago, before he was even in Port Elizabeth, and he still came to my rescue. He gave me a short course and did a few practicals with me. As soon as I got going, there was no stopping me. I basically had Willemstein on speed dial and he always came to help me free of charge.'

This year, the school bought a Roland SG3-540 digital printer. 'We have had amazing support and guidance from Willemstein. He often comes to class to help with big projects and is very involved with my class. They just love 'Uncle Rob!' It was a great experience when we were invited to the Boardwalk this year for the Roland Roadshow' (where vinyl wrapping was demonstrated in addition to Roland's equipment showcase). The students were allowed to wrap a car door and Willemstein also gave the school extra pieces of vehicle wrapping vinyl so that the students could practise wrapping.

'We are a government supported school, so every little bit helps. Willemstein often donates vinyl to us to use for cutting and T-shirt printing. We are grateful for this and for all of the time and effort he has put into the school.'

Willemstein said, 'Digital Intention's commitment to the school and its learners is ongoing. It gives me immense satisfaction to see the learners progress and ultimately leave school well-equipped in their trade.'

Do you have a positive story about how your business is making a positive impact on the signage and printing industry? Send your story to: meggan@practicalpublishing.co.za

www.facebook.com/digitalintention

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NEWS

Printing SA Appoints New Managing Director

Jermaine Naicker has been appointed Printing SA's new Managing Director, effective 1 August 2023.

Naicker expressed elation and humility about the appointment, acknowledging the confidence of the Board to drive transformation by placing confidence in a relatively young delegate such as himself to drive the organisation forward.

'My core focus over the next five years will look at re-purposing and re-positioning Printing SA to be a relevant, sustainable, and dynamic organisation that provides adept solutions to a rapidly evolving and diverse industry,' said Naicker.

Naicker is a progressive professional and creative thinker who joined Printing SA in 2016, serving in multiple capacities as Member Services Consultant, Member Services Manager, and over the last four years as Regional Chamber Manager of KwaZulu-Natal.

Over the last seven years within the organisation, Naicker gleaned a strong depth of knowledge of the printing and packaging industry, similarly grasping the fundamental purpose of Printing SA from grassroots upward. These factors were vital to Naicker's team achieving pleasing results for Printing SA's KZN region. His consistent, focused, and composed attributes have bode well for his journey thus far in Printing SA.

Naicker holds both an undergraduate and postgraduate degree in Human Resources Management, a Post Graduate Diploma in Business Management, and is currently completing the final year of his Master of Business Administration degree.

He remains determined to serve the industry through inspiring creativity, applying innovative thinking to complex problems, and representing the best interests of the industry by creating channels for growth. He is filled with a deep sense of optimism for Printing SA amid challenging times, and is encouraged by the fact that the printing, packaging, visual communication, and signage industry is growing in unconventional ways despite the general sentiment of an industry decline.



Printing SA Outlining Printing Membership Benefits At Sign Africa Expo

Printing SA will educate visitors about their member benefits and services at the Sign Africa Expo, taking place from 13-15 September at the Gallagher Convention Centre, Johannesburg.

Printing SA represent the interests of the printing, packaging, branding, creative design, marketing and communications industries. They ensure the industry is sustainable and that all stakeholders and, in particular, its members prosper.

Visitors will have the opportunity to speak to representatives to find out about their member benefits, such as: human resources consultancy services; industrial relations consultancy services; B-BBEE advisory and consultancy services; commercial, technical and legal expertise; industry representation and training.

The new Printing SA member benefits include:

1. 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.

2. Sunlyn Asset Finance: Printing SA through SASFIN subsidiary Sunlyn, 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.

printing sa™
Federation of Printing, Packaging, Signage & Visual Communication

3. 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.

The event is sponsored by Platinum sponsors Roland DG South Africa and Stixo Signage Supplies.

www.printingsa.org

Printing SA Host Successful Women In Print Cape Town And Durban Events

The 'Women In Print' series was created to honour and celebrate the women in our industry while empowering and inspiring those young and old to 'level-up' and realise that this sector is for the taking and no longer carries the symbol of male dominance. Sign Africa was a proud media sponsor of the events.

The Durban event took place on 17 August at Mount Edgecombe Country Club while the Cape Town event was held at Cassia Restaurant on 24 August. Attendees left feeling inspired by the keynote speakers and panel discussions. Guests were also entertained with a fashion show.



Sonwabile Ndamase, founder and CEO of Vukani Fashions and SAFDA with Dr Abdool Majid Mahomed CEO of Printing SA.



Fujifilm team at the Cape Town event.



Abisha Katerere and Terisha Veeran from Printing SA.



Charnia Yapp of Sign Africa and Jermaine Naicker, new MD of Printing SA, in Cape Town.



Robyn Davis from Falcon, Ilisna O'Reilly and Martine Goodchild from NUtec



Jean Lloyd from Keypoint Intelligence with panelist Lee-Ann Saunders from Canon.



Terisha Veeran from Printing SA, Riasha Naidu of Unistar Inks, Anja Kirton of Fujifilm, Roselyn Moodley of Triumph Cores & Tubes, Christine Masinga of Canon and Heidi-Mari Middel.



Skinny Janklaas, Desdemona Arendorf and Aunty Essy from the Cape Chamber of Printing SA.

www.printingsa.org

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Johannesburg

HEAT PRESS — 3 AUG
Single phase heatpress in working order. R50,000. We have had this as our spare for years now and we just are not using it enough to warrant the space, and are letting it go. Contact for inspection.
Grant +27 72 971 5083
grant.bullimore@gmail.com
Vanderbijlpark

FEDAR DYE SUBLIMATION PRINTER — 3 AUG
Fedar FD5193E. R35,000. The printer is in working condition. Comes as is (not with RIP software). We are happy to advise on software, inks and paper and where to get them. Happy to allow inspection before purchase by arrangement.
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Johannesburg South

COLD ROLL LAMINATOR — 31 JULY
R17,500. BU1600. Cold roll, 1600mm.
shaun@digitallabsa.co.za
Shaun
George

HP560 — 26 JULY
R225,000. Printer and cutter combo. With print PC. Excellent running condition. Available for viewing and demo.
+27 82 855 0952
justin@robertcografix.co.za
Alrode

ROLAND BN20 PRINTER — 26 JULY
Printer/cutter in CMMYK configuration. The printer was purchased new in 2016. Includes original accessories as well as some new ink cartridges. Still prints well but can do with a head replacement. Only original Roland Eco Sol Max ink used. Recently had a service done by a Roland technician. R20,000.
marcocronje@gmail.com
Johannesburg

MIMAKI 3.2M PRINTER — 26 JULY
Large format printer. In good working condition. Prints PVC banners and billboards R340,000.
+27 82 583 7779
bespokesignslazercnc@gmail.com

SKYCUT C48 CUTTING PLOTTER — 19 JULY
1.2m cutting plotter. R18,000.
+27 82 792 9861
miasbouwerwp@gmail.com
Durbanville

HP360 LATEX PRINTER — 19 JULY
R85,000.
+27 82 792 9861
miasbouwerwp@gmail.com
Durbanville

ROLAND SP300V — 19 JULY
R65,000.
+27 82 792 9861
miasbouwerwp@gmail.com
Milnerton

ROLAND SP-540I — 18 JULY
Print and cut. 1.37m wide. Has bulk ink system. R75,000.
+27 12 804 0726
info@gravitylab.co.za
Pretoria

MIMAKI CJV30-130BS — 18 JULY
Large format print and cut. R8000. Not working. Power supply/PC board is a problem. Can be used for parts or repair. Has heater, vacuum and uptake roller.
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julianchpp9@gmail.com
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liam@signarama.co.za
Modderfontein

WORKSHOP SUPERVISOR — 16 AUG
Signarama Edenvale is looking for an experienced Workshop Supervisor to manage all aspects of our workshop. Applicants should have at least 10 years experience in the signage industry and be an all rounder. Competitive salary offered with bonuses. Applicants should please email their CV.
liam@signarama.co.za
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CNC ROUTER AND LASER SPECIALIST — 14 AUG
Looking for an energetic person to develop our wood CNC router and Laser Department (wood and plastic). This candidate must have a flair for product design and file setting on these machines and substrates. Skills required: able to operate 2 axis CNC routers and CO2 laser cutting machines; ability to set up files ready to cut; ability to design product and then convert to cut files; manage production and basic maintenance of machinery and housekeeping; and keep track of stock and basic stock planning. Email CV.
info@actionretail.co.za
Cape Town

CNC ROUTER OPERATOR AND FILE SETTER — 10 AUG
Minimum of five years' experience as a router operator and file setter. Requirements: creating router files required in a production facility; reading blueprints as instructions for cutting; setting up and/or programming the computer responsible for the machinery accurately; inspecting the machinery and product for quality assurance; and preparing and loading raw materials and/or parts onto the CNC machine.
info@actionretail.co.za
Cape Town

SIGNAGE ALLROUNDER — 10 AUG
We are looking for a signage all rounder with not less than eight years of experience in Perspex fabrication, vinyl and wallpaper application, and CO2 welding. SHE rep will be an added advantage. Drivers licence a must.
vinny@flashgroup.co.za
Centurion

SIGNAGE FABRICATOR/ INSTALLER AND DRIVER — 4 AUG
Looking for a professional individual who can manufacture signs and do the installation thereof. The individual will also need to drive to the site and be able to do deliveries and collection. Requirements: must have a valid drivers licence; must have experience in the signage industry; must be hard working and a team player; and must be neat and



presentable. Email your CV.
+27 68 363 7882
admin@digitaljelly.co.za
Germiston

3D PRINTER OPERATOR **4 AUG**
Responsibilities: operate and maintain 3D printing machines; evaluate and optimise printing parameters for each job; maintain an inventory of 3D printing materials and manage equipment maintenance and troubleshooting; work collaboratively with designers to ensure that the design can be printed within adequate tolerances; and develop custom designs for clients using 3D printing technology. Salary negotiable based on experience. Requirements: IT related certificate. Send CV.
sales@aerowrapz.co.za
Germiston

PRODUCTION MANAGER **3 AUG**
Reporting to the management team, you will: maintain team KPIs; schedule day-to-day and weekly production tasks to the factory team and installers; ensure material stock levels; ensure project programmes are sufficiently resourced in collaboration with the management team; and oversee workshop OH&S, and quality control. Proficient skills in Microsoft Excel and signage software programmes required.
gm@zelus.co.za
Honeydew

VINYL AND SIGN APPLICATOR **2 AUG**
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Edenvale

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cvs@writingonthewall.co.za
Randburg

PRODUCTION MANAGER **31 JULY**
Full-time production manager required.
ops@signcentral.co.za
Johannesburg

SIGNAGE INDUSTRY SUPERVISOR **31 JULY**
Education level: Grade 12. Must have experience in the signage industry. Manage projects from beginning to end. Timeous and accurate processing of customer orders. Excellent communication skills. Travel within the country/province when required. Email CV. Computer literate. Bilingual. Excellent communication skills.
elrien@gerbersigns.co.za
Roodepoort

JOBS WANTED

PROFESSIONAL APPLICATOR **16 AUG**
I am a professional applicator. Currently freelancing. Seeking clients to do business and also looking to find myself in a more permanent position in the application industry which I have been part of for many years. I am passionate about delivering great results and working according to customers' expectations and keeping all clients happy. Experience: wallpaper application, contemporary vehicles, fleets, banners, rigging, signs, vinyl prints, posters, wallpaper, wrapping, graphics, etc. Available for an interview.
Virgil +27 60 893 3613
Johannesburg

SIGNAGE ALLROUNDER **12 AUG**
Supervisor. Team leader. Site visits. Vinyl applications. Perspex fabrications. Installations. LED wiring. Manufacturing. Running laser cutters. CNC. Printers.
+27 66 292 0087
Johannesburg

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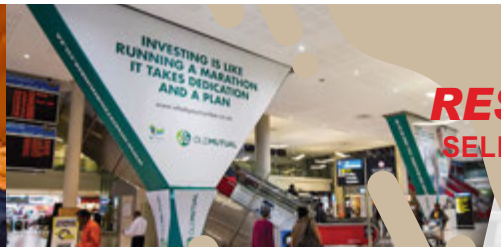


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- **EASY DOT® WHITEOUT** (High Opacity)
- **DOT PRINT'N'WALK FLOOR VINYL** (R10 rating)
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THE BACK PAGE

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NEW



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WHAT TO MAKE?

- Easy customisation of Aprons, Apparel and Tote Bags.
- Eye catching custom apparel without weeding/masking.
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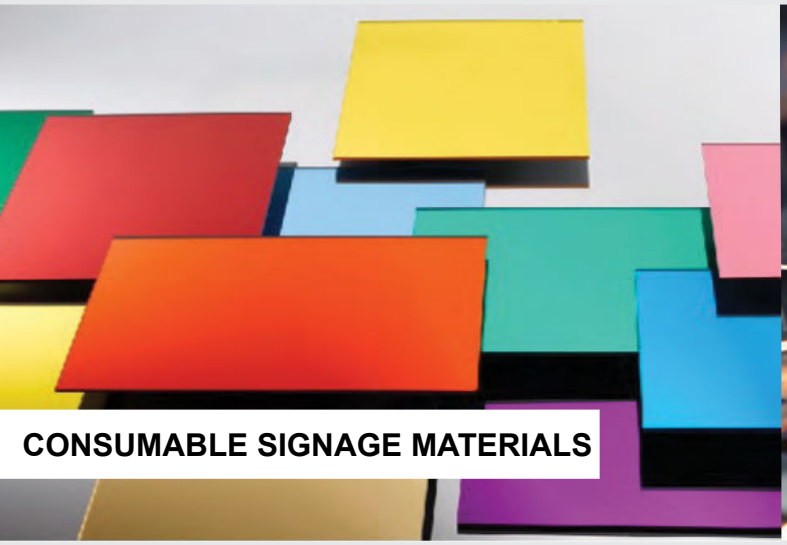
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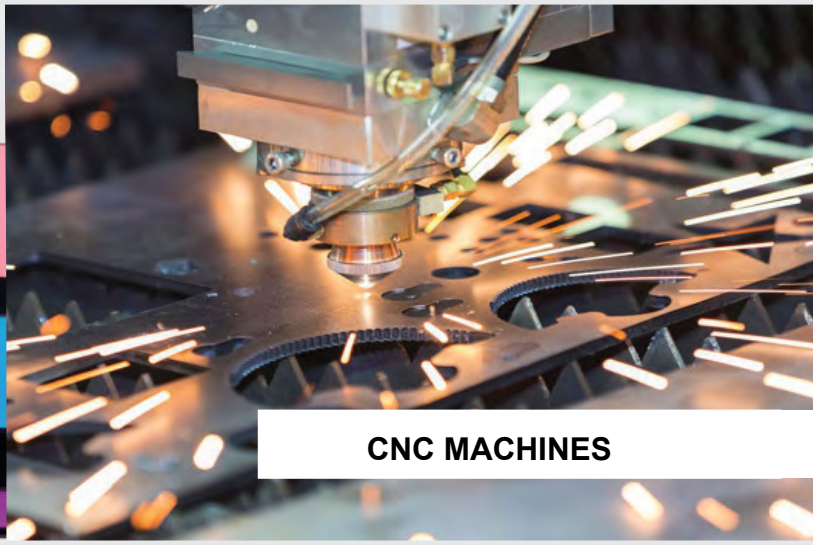
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