

SIGN AFRICA

JOURNAL FOR THE VISUAL COMMUNICATION INDUSTRIES

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Why does a Usership model make sense? While a few 'traditionalists' will still opt to buy that CD or vinyl record, by far the majority of avid music lovers will sign up to Apple Music, Amazon Music, Spotify, Qobuz, Tidal and others. It probably costs the same to subscribe to these services as it does to buy your favourite artist's latest album. So why is the Usership model an ever-increasing trend? **COVER STORY PAGE 30**

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COVER STORY

THE WORLD'S FIRST USERSHIP MODEL FOR LARGE FORMAT PRINTERS

BY MIDCOMP

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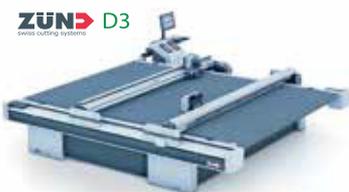
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EDITOR'S NOTE

BY MEGGAN MCCARTHY, EDITOR

We're excited to host our flagship Graphics, Print & Sign Expo at Gallagher Convention Centre. For those reading the magazine at the event, we hope you enjoy the latest signage, graphics, vehicle wrapping, digital printing, branding, T-shirt printing, mug printing, vehicle graphics, laser engraving, binding equipment, and digital packaging solutions being showcased.

Our front cover features

Our front cover features Midcomp's PPUGRO programme, which is designed with the express purpose of overcoming all of the frustrations associated with balance sheet items that actually generate revenue and profitability and are in need of constant upgrading to keep pace. Pay a monthly usage charge based on the square metres that you print and everything is included in this charge: the printer, cutter in certain cases, heat press in certain cases, ink, printheads, maintenance cleaning cartridges, service and maintenance, spare parts, labour, travel and even insurance.

Other features in this issue:

LED technology has, more or less, revolutionised the world around digital signage and digital communication channels in general. LED has also started to be used in smaller formats. The reason is simple. As technology has developed and prices have decreased, the modular possibilities with LED have created completely new possibilities. By easily assembling smaller parts into a larger unit, it has been possible to build screens in sizes that had not previously been possible, or at least very complicated and expensive. But now it's time to rethink this as LED has also started to be used in the smaller formats.

One of the primary reasons for the tricky material selection process is the wide range of factors that you need to consider when choosing the media you are going to work with. Can it adhere to rough surfaces? Is it compatible with a certain type of print technology? Can it be used outside as well as indoors? Another question is: to tint or not to tint? With the pressure firmly on the print service provider to ensure they make the right choice and achieve a high-quality result, selecting materials and media for a print job can be a tricky process indeed.

If you're a reseller considering how to grow, small to medium-sized print service providers (PSPs) are worth a serious look if you have the right digital print technology portfolio to meet their expectations. That means fast production speeds, flexible media handling and superior quality output, because this sector is dealing with dynamic and challenging market conditions. For every business in every industry, the future is uncertain. At times like these, it's tempting to do nothing and wait for circumstances to become clearer. Tempting, but dangerous, because you need to explore new revenue opportunities, to widen your customer base and spread the risk.

Regardless of whether a company's product is a tangible object such as a car or piece of furniture, or a digital algorithm driving an innovative piece of software, the process of testing and refining multiple iterations before it can be released to market is one of the most crucial pain points for almost any modern business enterprise. Prototyping is a critical phase of product development in which the designer or engineering team is primarily focused on validating the concept.

An important part of coaching includes reviewing your employees' performance. In order to do this, you must know what your employees are doing and how well they are performing. We all need benchmarks, personally and professionally. If you are in a managerial position, one of the most important tasks you have is to coach to your employees. You must do whatever is necessary to ensure that you have a team made up of players who have the skills, training and motivation to be the best they can be.

Signing off

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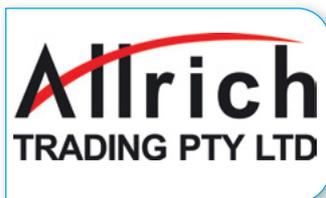
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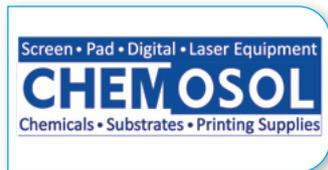
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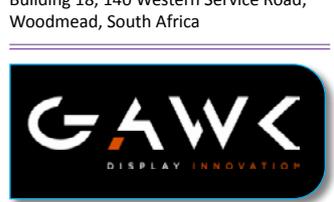
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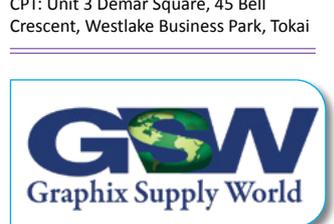
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We are proud to be the Best South African supplier of large format printers. Our reliable vinyl cutters can make your life simple with label production. We have a vision to explore new ideas and a mission

to establish great business ethics. One of the main objectives is to become a major role player in Print and Supply.

TEL: +27 73 467 7777

EMAIL: info@inkstyle.co.za

WEB: www.inkstyle.co.za

16 Heystek St, Rustenburg, 2999



INTAMARKET GRAPHICS (PTY) LTD

Your complete solution supplier of wide/large format digital printers, equipment, materials, substrates and laminators to the signage and graphics print industries. Fast door to door delivery services and turnaround times across Gauteng, Cape Town and KZN region.

BRANDS: ROLAND, STRATOJET, AVERY DENNISON, MACTAC, 3M, NESCHEN KEMICA, CHEMICA, ORAFOL, STEINEL, IECHO, IPB, MILLER WELDMASTER, NUDEC, OLFA TOOLS, PROSERIES, SOLASHAYDE, FULEI UNION, BIGZEE, XANITA, BOXMAT, ALTEZZE, EUROCEL

TEL: TOLL FREE ORDERS: +27 800 110 679

JHB: +27 11 444 0404

CT: +27 21 552 7292

KZN: +27 31 700 3091

EMAIL: inta@intamarket.co.za

WEB: www.intamarket-graphics.co.za

JHB HEAD OFFICE: 16 Carey Street, Wynberg, Sandton, Johannesburg, 2090

CT: Inospace Building, Unit 2, Jagger St, Goodwood, Cape Town, 7460

KZN: Unit 9, Gate 3, New Germany Industrial Park, 124 Escrom Rd, New Germany, 3610




IPLASTICS

Iplastics provides a wide variety of common sign materials, including acrylic sheets, mirror acrylic, PVC foam board, Aluminium composite panel, digital printable vinyl, PVC flex banner etc. All the manufacturers we work with are carefully selected by us. We supply quality and affordable products.

TEL: +27 11 609 0870

EMAIL: info@i-plastics.co.za

WEB: www.i-plastics.co.za

121 Fleming Road, Meadowdale, Johannesburg



JG ELECTRONICS

Profitable business opportunities: importers/distributors of heat presses, sublimation systems and consumables, heat transfer vinyl, white toner solutions, vinyl cutters, sublimation coatings, heat transfer papers and rubber rolls for sublimation (mousepad material).

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

TEL: BLOEM: +27 51 430 1554

JHB: +27 11 789 6033

CT: +27 21 511 0134/8

EMAIL: sign@jge.co.za

WEB: www.jgelectronics.com
177 Blairgowrie Drive, Randburg, Johannesburg



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, BENTSAL, CIPHERLAB, CROSSCALL, DATALOGIC, DIGITAL PERSONA, DRAGON BY EBN, EPSON, GODEX, HONEYWELL, ITW THERMAL FILMS, IVANTI, MARSON, NICELABEL, PRO-GLOVE, SATO, SEIKO, SEWOOD, SMS, SYSEV MOBILE, TODAYTEC, TTR RIBBON MATERIAL, UIC, VXL SOFTWARE, ZHOULI. **PRINT TECHNOLOGY:** ABG, ARISTO, CALDERA, EPSON, HP INDIGO, KOMPAC, SCODIX, SUMMA, WIDINOVATIONS

TEL: +27 11 624 8000

EMAIL: magsg@kemtek.co.za

WEB: www.kemtek.co.za

PO Box 86173, City Deep, 2049



KOLOK GRAPHIC SUPPLIES

Kolok Graphic Supplies is a large format media supplier. We offer a wide range of digital print media that will meet all your needs, from Vinyl, Inks, PVC, Backlit, Wallpaper, Canvas, Poster Paper and Lamination. We also stock a wide variety of Hexis Sign Vinyl and Vehicle Wrap Vinyl colours, as well as Hexis Bodyfence PPF Film and Hexis Purezone Antimicrobial film that will protect any surface from bacteria and viruses.

BRANDS: CANON, EPSON, HEXIS, HP, NUTEC, ORAJET, SIHL

MOBILE: +27 82 3225 966

EMAIL: salesgs@koloksa.co.za

WEB: www.kolokgs.co.za

31 Gold Reef Road, Ormonde, Ext 32, 2091



MAIZEY PLASTICS

Maizey Plastics is the largest Southern Africa supplier of signage materials/supplies digital print media, POP/POS display items and aluminium signage. 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 also has a number of export partners ensuring 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, 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, I-BOND®, KWIK-KLIKTM POSTER FERAMES, LINK-IT, MAGNETIC, MEDIATEX® TECHNICAL, TEXTILES (ALLEGRO, AIR, TROJA, COVERTEX, BOTTICELLI, GRANDFLEX), M-FOAM® ARCHITECTURAL, MJETTMM, DIGITAL PRINT MEDIA, OMEGA-SKINZ®, PLEXIGLAS® (GS & XT, SATINICE®, RESIST® HARDCOAT, RODS & TUBES, MIRROR®, ACRIFIX®), POLI-TAPE (POLI-FLEX®, POLI-PRINT, POLI-TACK, POLI-MOUNT, POLI-MELT®), ROWMARK, SIGN MAKING TOOLS: SPIRITD DISPLAYS (SPIRITFLEX, SPIRITTEX), STARFLEX, THE BRIGHT STUFF® LED, VINYLEFX®

TEL: H/O: +27 12 352 2000

INNOVATION CENTRE:

+27 86 1100 420

EMAIL: marketing@maizey.co.za

WEB: www.maizey.co.za

HO: 18 Maltzan Street, Pretoria West PO Box 19502, Pretoria West, 0117



MAXLASER

MaxLaser is a wholesale company that sells a wide range of laser machines and accessories. Providing all-round laser

application solutions to meet the demands of the industry. Our laser machines are professionally manufactured and well built together by high-tech enterprises. We supply a variety of lasers, including: laser cutters, laser engravers, laser markers, hobby lasers and more.

BRANDS: THUNDERLASER, FLUX, MAXLASER

MOBILE: +27 10 534 6996

EMAIL: info@maxlaser.co.za

WEB: www.maxlaser.co.za

26 Edenvale Road, Meadowbrook, Germiston 1609 Edenvale, South Africa



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.

TEL: +27 11 886 1196

MOBILE: +27 73 469 0336

EMAIL: dion@media-frenzy.co.za

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



MIDCOMP (PTY) LTD

Midcomp (Pty) Ltd is a 31-year-old company specialising in the sales, service and support of large format digital printing and finishing equipment. They have a full spectrum of solutions from small print and cut systems capable of short-run production through to high volume printers. They 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 as well as the best colour management

and production workflow expertise in the country.

They also offer their customers a production backup facility at their 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 (Pty) Ltd is the only company to offer a unique and customised Pay Per Use (PPU) and Pay Per Use Gro (PPUGRO) programme. Enjoy peace of mind with no unexpected costs on the PPU programme. Subscribe to a fixed monthly cost per sqm based on your location. No minimum print volume required. PPU covers your ink supplies, printheads, cleaning cartridges, services maintenance kits, labour and spare parts. Your ideal solution for cost-efficient printing. This programme is available to all HP Latex PSP's no matter where you bought your unit from. The PPUGRO solution is slightly different in which Midcomp will install a printing system (printer and finishing equipment) 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.

As part of their 'Catalyst for Growth' promise they have evolved into a group of three focal companies which includes Midcomp Azero (Large format printers and plotters) and Midcomp Consumables (Digital print media).

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

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

TEL: NATIONAL: +27 10 020 9999/
CT: +27 021 552 3453
EMAIL: sales@midcomp.co.za
WEB: www.midcomp.co.za
HO: Unit 21 Fern Towers, Hylauma Street, Ferndale, Randburg, South Africa
CT: Unit 1, 4 Platinum Close, Phoenix, Cape Town, South Africa
DBN: Unit 1 Janic Park, 30 Moreland Drive, Redhill, Durban North



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

TEL: JHB: +27 11 444 9288
CPT: +27 21 511 5340
DBN: +27 31 502 6128
MOBILE: Robert Franco -
Managing Director: +27 82 455 6333
EMAIL: marketing@gsw.co.za
CT: rfranco@gsw.co.za
WEB: www.gsw.co.za

JHB: Unit 2, Olympia Gardens, Olympia Road, Eastgate Gardens, Marlboro, 2090, South Africa.
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



MIPS TECHNOLOGIES/MUTOH/RAINJET

Master distributor for Mutoh products in Sub-Saharan Africa. We strive to maintain only the highest standards from our wide range of printers, inks, materials and backup support. We are at the forefront of the printing industry, constantly improving through technology, innovation and affordable prices. We offer a wide variety of printers and products from eco solvent, mild solvent, dye sublimation, UV printers, vinyl cutters, heat transfer presses and all the different types of ink required.

BRANDS: MUTOH, RAINJET, FLEXA, SAI RIP SOFTWARE, AVERY

TEL: +27 11 451 8600
EMAIL: josh@mipstech.co.za
WEB: www.mipstech.co.za
Edenvale, Johannesburg



NATIONAL SCREEN & DIGITAL SUPPLIES (PTY) LTD

NSDS is a national printing solutions supplier to the textile, graphic and digital Industries. We are exclusive distributors of many premium brands, offering full technical support, colour management and top quality service. We offer comprehensive local and export solutions, including after sales support.

BRANDS: CHROMALINE, CLEARSTAR, DTG DIRECT TO GARMENT PRINTERS, FUJIFILM SERICOL UK LIMITED, GL SPECIALISED

INKS, HIX CORPORATION, NAZDAR, NBC MESHEC INC, AVIENT – RUTLAND PLASTIC TECHNOLOGIES AND UNION INK, COMPRESS UV DIGITAL PRINTERS, MATSUI, TAS AND WATTS

TEL: CT: +27 21 551 3300 / JHB: +27 11 624 2642 / DBN: +27 31 569 1049
EMAIL: CT: infocpt@nsds.co.za
JHB: infojhb@nsds.co.za
KZN: infodbn@nsds.co.za
WEB: www.nsds.co.za
CT: No. 4, 7th Street, Montague Gardens, Cape Town
JHB: 5 Girder Road, Droste Park, Benrose, Johannesburg
KZN: Unit 9, Savannah Industrial Park, 2A Sneezewood Lane, Glen Anil, Durban North



NUTEC DIGITAL INK

NUTec Digital Ink® has a global reputation as an innovative partner in the graphic arts, textile and industrial inkjet printing markets. Backed by a highly specialised research and development team and state of the art facilities. NUTec produces digital UV curable, water based and solvent inkjet inks for single-pass and multi-pass large format printers. We are an approved digital ink manufacturer for select original equipment manufacturers (OEMs) and have distribution partners in over 120 countries.

BRAND: NUTEC DIGITAL INK

TEL: +27 21 763 6990
EMAIL: info@nutecdigital.com
WEB: www.nutecdigital.com
1 Clifford Street, Ottery, 7800, Cape Town, South Africa



PERFECT LASER TECHNOLOGIES

Perfect Laser is the preferred go to supplier of choice for colour printers, CNC, fibre cutters, CO2 lasers, and more, in every corner of South Africa. At least 45% of our staff are technically focused.

We have nine branches nationwide, and 8am-8pm support, Monday to Friday and to 2pm on Saturday. This ensures your business focuses on success, growth and happy clients.

Our expo focus is on new products and services. Visit our megastore in Ferndale and experience over 15 different machines from 8-tool-change CNCs to UV/eco solvent printers, CO2 lasers, fibre cutters, fibre engravers, and more.

Looking forward to seeing you at our megastore on our open day, Friday the 23rd and Saturday the 24th of September.

TEL: Megastore branch: 010 157 0113 / +27 10 157 0112

MOBILE: +27 84 779 5530

EMAIL: signafricaspecials@perfectlaser.co.za
WEB: www.perfectlaser.co.za
Unit 6, 451 Vale Avenue, Ferndale, Gauteng, 2194



PLEXIGLAS® ACRYLIC PRODUCTS

PLEXIGLAS® is the brand name for Rohm's premium acrylic product that is available in sheet, rod and tube form. Available in different grades, surface finishes and colours, PLEXIGLAS® is also easy to process or fabricate. The different PLEXIGLAS® product groups offer unique properties and can be applied in many different applications across broad industry segments for example signage, digital printing, fabrication, interior design, furniture, architecture, aquariums or pools to name but a few.

In South Africa, RÖEHM AFRICA'S manufacturing facility produces PLEXIGLAS® sheets to the highest international standards and benefits the local market with increased flexibility, shorter response times and direct access to materials. The reduction in import duties also result in more cost effective pricing for consumers. The plant has the capacity to produce special length sheets or produce custom colours on order, thus servicing unique applications in challenging industries.

RÖEHM AFRICA'S technical specialists are available to assist with applications development and product selection advice and we conduct regular customer training events from our two fully equipped technical training facilities in Johannesburg or Cape Town.

BRANDS: PLEXIGLAS® GS/XT, PLEXIGLAS® SATINICE, PLEXIGLAS® RESIST, PLEXIGLAS® HARDCOAT (HC), PLEXIGLAS® HI-GLOSS, PLEXIGLAS® LED, PLEXIGLAS® MARINE

TEL: +27 11 384 1940
EMAIL: Holger.morhart@roehm.com
WEB: www.plexiglas.co.za
Nywerheid & Evergreen Streets, Elandsfontein, Johannesburg, South Africa



PRINTING SA

The official voice of the print, pack, sign and visual communications industries. We provide an array of services to members of the federation from conferring, consulting, training and campaigning for the long-term sustainability and future growth of the industry.

We represent our members on various statutory bodies, including the FP&M SETA, SACCI, regional Chambers of Commerce, Proudly SA and we are the official association for FESPA in Africa. Printing SA provides commercial, technical and legal advice, HR, IR & B-BBEE consulting services for our members. As the largest training provider for our sector, we offer an array of training interventions for those wanting to increase their knowledge, technical skills and expertise in the industry.

BRANDS: PRINTING SA

TEL: +27 11 287 1160
FAX: +27 10 594 3299
WEB: www.printingsa.org
 575 Lupton Drive, Halfway House, Midrand, 1682



PROJECT RHINO

Founded on World Rhino Day, 22 September 2011. Project Rhino is an association of like-minded organisations, facilitating rhino conservation interventions aimed at eliminating rhino poaching and securing the white and black rhino populations of KwaZulu-Natal. We recognise that the work in conserving and protecting rhinos from the threat of poaching is symbolic of the broader threat faced by all wildlife.

EMAIL: info@projectrhinokzn.org
WEB: www.projectrhinokzn.org



RED HOT MEDIA

We are importers and suppliers of quality printing and signage material to the signage industry.

BRANDS: ABS, AVERY, COREX, HUIFENG, ORACAL, PERSPEX SA, RITRAMA, ROLAND, SUN CHEMICAL, UNISIGN

TEL: +27 11 477 9154
EMAIL: orders@redhotmedia.co.za
WEB: www.redhotmedia.co.za
 11 Millward Road, Industria North, Roodepoort
 PO Box 1427, Bromhof, Randburg, 5124



RENTOZA

Rentoza is Africa's online subscription platform for electronics appliances and baby goods. We give individuals and businesses access to these products at

affordable rates and with flexible terms.

BRANDS: SAMSUNG, HISENSE, DJI, TEVO, ANDOWL, APPLE, NOKIA, XIAOMI, HUAWAI, LENOVO, MECER, MSI, ASUS, DOONA, THULE, CYBEX, MAXI COSI, PEG PEREGO, BABY WOMBS WORLD, ANGEL CARE

MOBILE: +27 87 250 2277
EMAIL: info@rentoza.co.za
WEB: www.rentoza.co.za

177 Jan Smuts Avenue, Parktown North, Gauteng



REXX SCREEN & DIGITAL SUPPLIES

REXX is the only vertically integrated service provider to the textile screen and digital printing industry. We specialise in direct to garment printing, direct to film systems, screen printing equipment and consumables, vinyl cutters, heat presses and heat transfer films as well as a comprehensive range of retail quality blank garments. Our experienced team of REXPERTS offer continuous world class support and solutions.

BRANDS: KORNIT DIGITAL, POLYPRINT DTG, REXX DTF, SEF HEAT TRANSFER FILMS, REXX-T, VASTEX, VICSIGNS PLOTTERS, MAGNA COLORS, EASIWAY CLEANING SYSTEMS, ADELCO, REXXPLAS PLASTISOL, YUXUNDA HEAT PRESSES, FIMOR SQUEEGEES, POLYMERIC IMAGING, SAATI, SUN CHEMICALS, UES FOILS, MS KOREA AND CHIOSSI E CAVAZUTTI

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 JHB: +27 10 597-3441

EMAIL:
 CT: orders1@rexxscreeningdigital.co.za
 JHB: orders2@rexxscreeningdigital.co.za
WEB: www.rexxscreeningdigital.co.za
 CPT: Unit 1-4 Royal Industrial Park, 19 Basson Street, Maitland, Cape Town, 7405
 JHB: Unit A08, 5 Galaxy Avenue, Linbro Business Park, Sandton, Johannesburg, 2090



RISO AFRICA

RISO™ (the Japanese word for IDEAL) has continually strived to 'create fundamentally unique products'. We have done so by creating world-leading inkjet printers and digital duplicators, and for the past 25 years we have effectively brought the superior RISO brand to the African continent.

BRANDS: COMCOLOR

TEL: +27 11 314 0562
EMAIL: marketing@risoafrika.co.za
WEB: www.riso.co.za
 154 Lechwe Avenue, Corporate Park South, Midrand 1683

PLATINUM SPONSOR



ROLAND

We are a bunch of people who get excited about teaching digital technology to others. We eat, sleep and dream digital production solutions, be it for signwriting, digital dental milling, tool and die-making, fashion, you name it, we are dreaming up new and exciting ways for you to become proficient and self reliant with digital technology.

BRANDS: ROLAND

TEL: JHB: 0800 ROLAND
 765 263 / +27 11 875 9300
 DBN: +27 31 705 5530
EMAIL: sales@rolanddg.co.za
WEB: www.rolanddg.co.za
 JHB: 306 Kyalami Boulevard, Kyalami Business Park, Midrand 1684



ROLAND SPEEDWRAP CHALLENGE

Enter the Roland Speedwrap 2022 challenge at the Graphics, Print and Sign Expo. Wrap a car door in 10 minutes and stand a chance to win cash prizes. Confirm your time slot at the Speedwrap stand, be present at your time slot and wrap to the best standards. Great cash prizes can be won on the day. The highest score takes it all. Cash prizes: first: R3500; second: R1750 and third: R1000. Wrap Lord (double): score more than 45 points and double your prize money. The Wrap King (bonus): crowned with the highest points of each day. The Speedwrap Challenge is brought to you by platinum sponsor Roland, vinyl sponsor GrafiWrap (distributed by Maizey Plastics), media partner Sign Africa and expo partner Graphics, Print & Sign Expo.



TEL: JHB: 0800 ROLAND
 765 263 / +27 11 875 9300
 DBN: +27 31 705 5530
EMAIL: sales@rolanddg.co.za
WEB: www.rolanddg.co.za
 JHB: 306 Kyalami Boulevard, Kyalami Business Park, Midrand 1684

SHEETCO

SHEETCO CC

Textile and sublimation printing equipment and consumables. We offer customisable print equipment and tailored consumables for high volume digital textile printing. Sublimation for sportswear and banners and flags, or cotton and cotton blends for garments and interiors.

BRANDS: AVANTI DIGITAL PRINTERS, MONTI ANTONIO TRANSFER PRESSES, KIIAN DIGITAL TEXTILE INKS, VARIOUS SUBLIMATION PAPER BRANDS AND PROTECTION PAPER, COLORPRINT RIP SOFTWARE, FLEXISIGN RIP SOFTWARE

TEL: +27 86 111 6213 /
 +27 11 396 1740
FAX: +27 86 100 0293
MOBILE: +27 83 451 4967
EMAIL: fb@sheetco.co.za
WEB: www.sheetco.co.za
 1619, 5 Sim Rd, Kempton Park AH, Kempton Park, 1619



SIGNARAMA

Signarama is the largest network of signage companies in Southern Africa. Signarama offers signage and branding to all businesses, and is looking for new franchisee partners across Southern Africa to expand their footprint.

TEL: +27 12 285 0412
MOBILE: +27 83 278 9000
EMAIL: kurt@signarama.co.za
WEB: www.signfranchise.co.za or
 www.signarama.co.za



SINO-HITEC TRADING

The Sino-Hitec Trading company has two divisions. KING CAPS: 30 years' experience as a leading supplier of corporate and fashion headwear. POWER AFRICA: five years' experience as suppliers of LED products LED indoor and outdoor screens, LED hologram fans, LED backpacks and various other LED promotional products.

BRANDS: TOPFLEX, TOPSPEED, TOPFIT

TEL: +27 11 608 0242
EMAIL: KING CAPS:
 sinohitectrading@gmail.com

POWER AFRICA:
enricopowerafrica@gmail.com
WEB: www.king-caps.net
www.top-caps.net
www.powerafrica.net
11 Milkyway Avenue, Linbro Office Park, Sandton



SIGN-TRONIC
Suppliers of Océ Display Graphics equipment in Southern Africa.
BRANDS: PRINTER: CANON OCÉ ARIZONA RANGE. CUTTER: SUMMA, ZÜND. MACHINES: CR CLARKE VACUUM FORMERS, ROTATRIM

TEL: HO: (+27 21) 510 8332
PTA: (+27 12) 386 0358
MOBILE: +27 (0) 82 827 8888
EMAIL: adrianw@sign-tronic.co.za
WEB: www.sign-tronic.co.za
Head Office: 2 Wessex Road, Paarden Eiland, Cape Town
PRETORIA: 104 Bessemer Street, Pretoria West Industria, Pretoria

PLATINUM SPONSOR



AFRICA'S PREFERRED PARTNER

STIXO SIGNAGE SUPPLIES
Stixo Signage Supplies has strongly established themselves in the market during the past few years. With systems in place, coupled with a driving passion, they have become one of the leading suppliers of quality signage materials in South Africa as well as neighboring countries. Stixo is an importer and national distributor of quality large format digital print media, branding equipment, signage material & accessories, rigid substrate sheets and sublimation blanks. The company caters for signage and branding businesses, including re-sellers.

With an always ready-to-serve sales team, Stixo endeavors to meet their clients demands and ensure individualized service with swift decision making for their clients, and offer reasonably priced signage material to the visual communication industry without compromising on quality and ensure good stock levels on their products.

Being strategically located in the heart of Johannesburg, Stixo offers a free delivery service for orders in the Gauteng region (conditions apply). They deliver nationwide through their freight partners and are able to facilitate export sales.

TEL: +27 11 830 1838
MOBILE: +27 84 949 9087 / +27 83 950 6363

EMAIL: info@stixo.co.za
WEB: www.stixo.co.za
3 Volans Street, Crown Mines, Johannesburg, South Africa, 2092



TITAN JET AFRICA
Titan Jet Africa is a wide format printer supplier that cares about service and gives customers peace of mind wherever we go. Contact us and see how we can help you.
BRANDS: TITAN JET PRINTERS, CUTTERS AND INKS, COOL SUBLIMATION PRODUCTS

TEL: +27 12 567 7546 / +27 12 030 3445
MOBILE: +27 64 537 9619 / +27 64 524 9625
EMAIL: info@mcsqr.co.za
WEB: www.titanjet.co.za
Unit 12 Mondustria Park, 117 Dewar street, Derdepoort, Pretoria, 0035



TOUCH OF MAGIC
Touch Of Magic is an importer and supplier of top quality heat transfer vinyl and papers. They are one of the original suppliers in Southern Africa with over 30 years' experience and the widest variety of heat transfer products.
PRODUCTS: DIGITALLY PRINTABLE VINYL, FOILS, STICKY BACK, FLOCK, TRANSFER PAPERS AND MORE

TEL: +27 11 524 0704
MOBILE: +27 76 223 0577
EMAIL: tmagic@iafrica.com
WEB: www.touchofmagic.co.za
116 Terrace Road, Edenvale



TRANSPARENT FINANCIAL SERVICES
Transparent Financial Services was formed in 2006. The Company is registered as a Financial Services provider in terms of the FAIS Act and has several agreements in place with major financial institutions to render co-administration services, including amongst others, the Printing Industry Pension Fund and the SATU National Provident Fund.

TFS, through its subsidiary companies, provides short-term and life insurance solutions, in addition to medical aid and medical gap insurance products as well. We are confident that we can provide you and your organisation with a one-stop financial service

solution, ranging from retirement planning to pension and provident fund administration, to risk and investment management.

Our services include but are not limited to Pension and Provident fund administration, Bargaining Council fund administration, Intermediary services, monthly administration and payment of pensioners, health services payment administration, and an umbrella fund option for non-standalone funds. In addition, we provide and administer pension-backed housing loans to members, insurance and assistance benefits, a selection of credit/loan facilities, and wills and estate planning.
TEL: +27 12 338 2000
MOBILE: +27 60 838 6110
EMAIL: transfin@transfin.co.za
WEB: www.transfin.co.za



TROTEC LASER
Trotec South Africa offers a full range of machinery for laser marking, cutting and engraving. We also supply a complete range of consumables for the engraving market. This includes our Engraving Laminates and promotional items.

TEL: +27 11 262 1400
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WEB: www.troteclaser.co.za
3 Appel Road Kramerville Sandton Johannesburg



UPRINT SA
We sell our own original print technology which has the world's first chemical transfer process. The printer we use is an OKI printer engine. We convert the fuser unit into a new modification, allowing for the paper to pass through the printer without the ink (toner) being fused (dried) to the page.

Our modification, including our unique RIP software, gives birth to chemical transfer printing and heat transfer all in one printer. You no longer need sublimation products or UV printers to print on limited items. The U-Print Chemical transfer printing process can brand on every single surface on the planet. When we say every surface, we mean it.

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XLS SOLUTIONS / STS INK

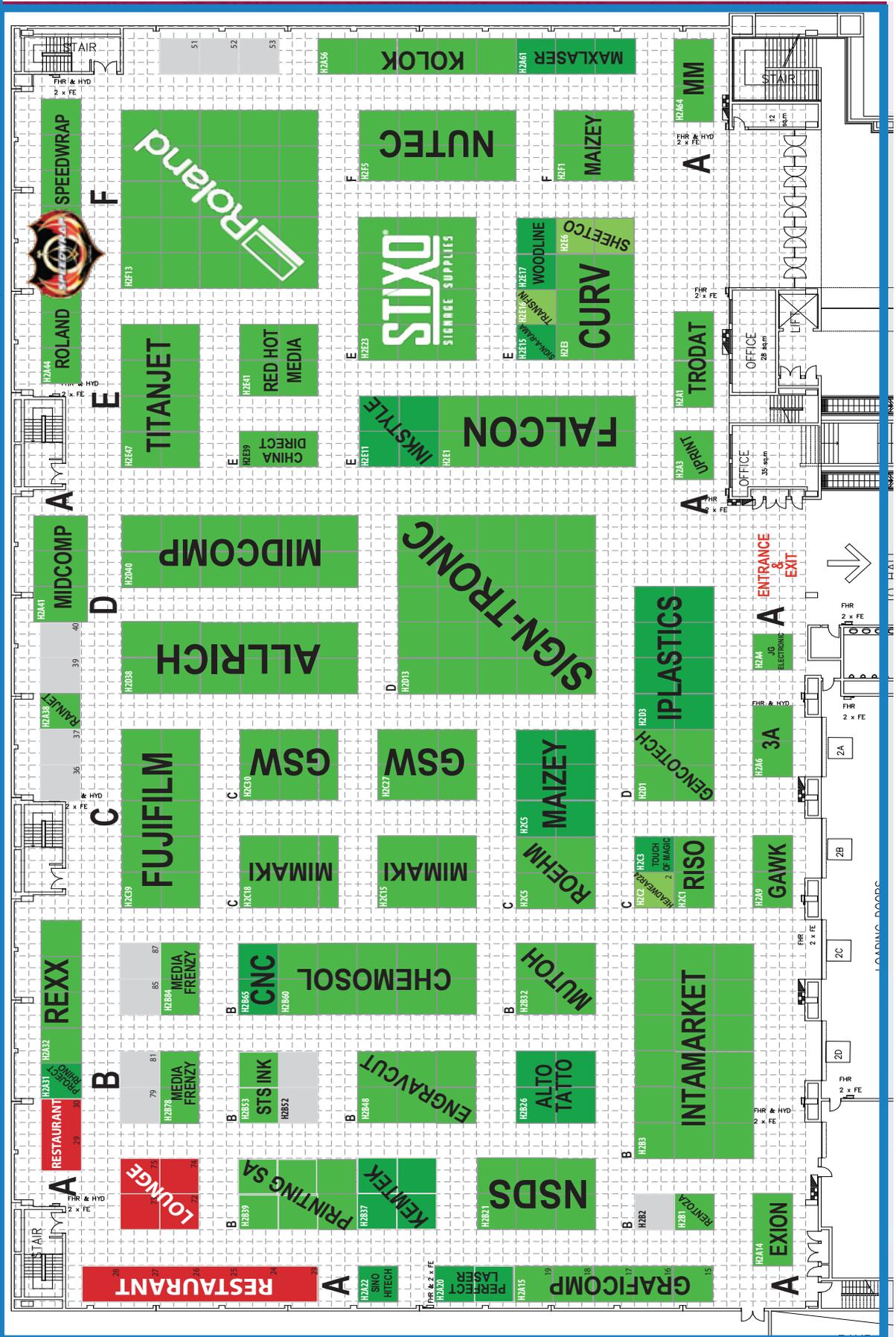
XLS Solutions was formed in 2022 as a wide format company that deals with a wide range of wide format printers, consumables and spares. XLS is a Canon Gold Partner who supplies and services their products. XLS is also a STS ink distributor across Southern Africa and parts of Central Africa and stocks a full range of their alternative cost-effective inks. STS is a trusted manufacturer of alternative OEM inks. XLS technicians are qualified and certified within their respective fields to offer trouble shooting, maintenance and repairs and stock spare parts.
BRANDS: CANON, MIMAKI, OKI, EPSON

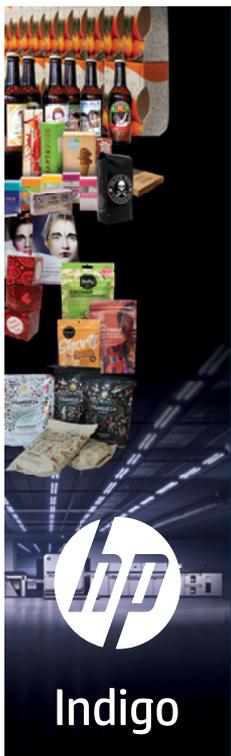
TEL: +27 11 822 3550
MOBILE: +27 83 399 8898
EMAIL: sales@xls.co.za
WEB: www.xls.co.za
Unit 16, Sunnyrock Close 3, Corner North Reef Road and Sunnyrock Close Road, Germiston

Catalogue listings were correct at time of going to press. Updated product listings will be made online at www.graphicsprintsign.com

HALL 2

LAST UPDATED: 6 September 2022





Indigo



wicl



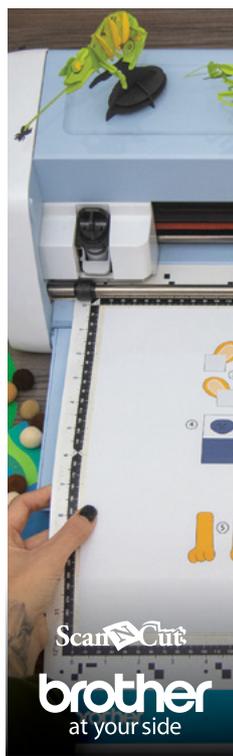
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WIDINOVATIONS manufactures a range of dependable laser cutting, engraving, laminating and CNC equipment at the forefront of technical innovation. Robust and reliable, these quality products are available under the WIDLASER, WIDLAMINATOR and WIDCNC brands.

Epson SureColor SC-V7000

With exceptional image quality and flexibility across a wide range of media, this UV large format flatbed printer expands portfolios for sign and display makers. Perfect for retail and outdoor signage, window displays, hoarding panels, packaging, promotional goods and décor products.

Rebo SMS-R1 Sign & Label Printer

This high-speed, easy-to-use label and sign printer incorporates a wealth of time and money saving features. Able to print up to 14 different colours and cut different shapes, its versatility makes it a cost saving production tool and on-demand solution.

Epson SureColor LFPs

Epson SureColor large format printers combine outstanding colour technology with exceptional productivity and flexibility to optimize printshop opportunities and maximize profit margins.

Brother ScanNCut

The unique ScanNCut is a totally standalone scanning and cutting machine that requires no connection to a PC. It is perfect for both hobbyists and businesses.

Be sure to visit the **Kemtek stand B37, Hall 2**: speak to our Kemtek Print, Auto ID and Brother ScanNCut specialists, and see demos of the latest technology from HP Indigo, Widinovations, Epson, Rebo, Brother ScanNCut and various other Kemtek principals.

For more information on these products, contact Mags Govender on +27 (0)11 624 8000, email him at magsg@kemtek.co.za or visit our website at www.kemtek.co.za



HOT NEW PRODUCTS

ORIC Direct To Film Printers

ORIC 600mm and 300mm wide direct to film (DTF) printers come complete with powder applicator and conveyor belt curing tunnel, with the starter pack now in stock. DTF printing provides the ability to decorate a wide range of fabrics/garments, does not require fabric pre-treatment, is durable with great elasticity and stretchability, and is a cheaper and faster alternative when branding.

info@colorscreen.co.za



Cobalt PRO

This is an advanced CO2 laser platemaker equipped with a 40 watt ceramic core laser, making it the highest wattage laser power available in the Inkcups Cobalt line. It is designed for small shops that need both a laser etching machine and the platemaker can be used to etch plates including DuraLaze and exposed polymer. In addition to creating plates for pad printing, the laser can be used for engraving a variety of substrates such as plastic and wood. www.inkcups.com



Trotec Software

The new Vision Design and Position helps users to position laser jobs quickly and correctly. There is no need for manual positioning using the laser pointer or saving the graphic position in the software. With the Vision Design and Position function, the laser engravers Speedy 400 and Speedy 360 run on Ruby® can now also see in real time. This means that a design can be created live in Ruby®, directly on the workpiece, or an existing job can be positioned on residual material. www.troteclaser.co.za



STAHL'S PVC Patches

PVC Patches are a versatile transfer option for creating high-end custom apparel and accessories. The patches are a solution for turning any design into a durable custom transfer that will stand out on any item. PVC Patches are soft and flexible but tough enough to handle wear and tear. They are waterproof, making them perfect for thick apparel, outerwear, hats and hard goods that need to withstand the elements. Featuring bright, trendy colours, these custom patches appeal to a wide range of decoration markets and are available as heat applied or pressure sensitive transfers.

www.stahls.com



Mimaki TS330-1600

Clocking a maximum print speed of 135sqm/h, the printer achieves superb productivity and delivers stable high-quality printing for lower costs. Packed with innovative features, including the new Mimaki Weaving Dot Technology (MWDT) and an improved take-up mechanism, the TS330-1600 is the ideal printer to scale up print production. With the variety of ink colours, including fluorescent colours, the range of vivid and eye-catching applications seems endless. www.gsw.co.za



Nazdar 205 Series Inks

The inks are available in CMYK plus light cyan, light magenta and light black and can be used to print on all commonly used graphics substrates such as banner material, flexible and pressure-sensitive vinyl, blue back paper and backed mesh, opening up all sorts of projects to users. Featuring plug-and-play capabilities and consistent high-speed printing performance, users can simply replace the original equipment manufacturer (OEM) ink as it runs out with the 205 Series ink. www.nazdar.com



IDS UV Cylindrical Printer

The TwinRev 360 features maximum part length and diameters. It is the newest addition to IDS' UV cylindrical printer line. With the ability to simultaneously print two cylindrical or tapered items, the unit was designed to increase production over standard one-up rotary printers. The printer can accept products up to 35.8cm (14.1") in length with diameters all the way up to 12.9cm (5.1").

www.ids-digital.com



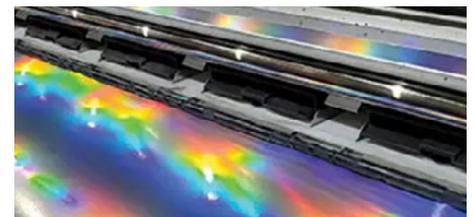
Avery Dennison Architectural Window Film

Dusted Crystal decorative architectural window film, available in a matt and lustre finish, offers privacy while providing a translucent light effect for interior environments using glass to signify specially designated spaces. The frosted film features a remarkable, first-to-market, wet-apply quick-release adhesive that allows the film to be repositioned during installation and removed easily after drying with virtually no residue left on the glass. www.averydennison.com



Lumina® Holographic Film

The 6.0 mil gloss finish film is offered in 007-Unicorn and is coated with a permanent acrylic pressure-sensitive adhesive. It is ideal for general-purpose graphics, short-term signage/graphics, decals, labels, and lettering. This 3400 Series has a layflat liner that provides excellent dimensional stability for digital printing. It accepts a variety of solvent-based, eco-solvent, latex and UV curable inks common to wide format digital printing systems. www.fdcfilms.com



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ASTARIGLAS® BLOCK Clear are weather resistant, strong, non-toxic and transmit a great deal of light. These properties make clear block an excellent choice for many applications like souvenirs, furniture and store displays which make use of these qualities.



ASTARIGLAS® GP

ASTARIGLAS® GP cast acrylic sheets are made from 100% virgin MMA (methyl methacrylate monomer) ensuring that the highest quality product is achieved. This ensures excellent clarity, weatherability and high strength.



ASTARIGLAS® LED

Characterized by slim profile, reliability, low energy and long service life, LED lighting is increasingly more popular to illuminate signboards and other display applications, gradually replacing traditional light sources.



ASTARIGLAS®
TESSEMATT

ASTARIGLAS® TESSEMATT® S (Single Sided) and TESSEMATT® DS (Double Sided). TESSEMATT® is the name for ASTARIGLAS® range of matt satin-textured cast acrylic sheets. The name comes from the Latin word "tessera" which means a small cube of coloured glass used for ornamental purposes.



POLI-TAPE is an innovative family run business and is a market leader in the manufacturing of sign making vinyls. Poli-Cut 6000 Gloss/ 6100 Matt are high quality monomeric vinyls coated with environmentally friendly acrylic dispersion adhesive. Poli-Cut 7000 is a high-quality polymeric vinyl with a high-performance solvent acrylic adhesive



Avery Dennison vinyl film and wrapping solutions are designed to meet virtually any graphic application from automotive restyling to branded fleets, retail signage and architectural design. We stock a wide range of the cutting-edge Avery Dennison film, which can benefit your canvas and transform your ideas into eye-catching effective communications.



EcoPrint Digital Vinyl has excellent printability and handling. The vinyl has good dimensional stability after application. EcoPrint can be effortlessly applied to a wide variety of substrates and suitable for various solvent inks, eco-solvent ink and UV inks.



ORAJET printable vinyl provides the high quality experienced sign makers have come to expect from ORAFOL. The printable vinyl has an incredible wide range of vinyls for stunning graphics on walls, floors, and vehicles. Sign makers know that your high-tech outdoor printer is only as good as the media you run through it. That's why EcoSignage offers a full line ORAJET printable vinyl.

SIGNAGE MATERIAL

CUT-OUT VINYL - Avery, Ecoflex Heat Transfer, Inflex, Oracal, Poli-Cut, Reflectives, Sandblast, Vehicle Wrapping...
ACRYLIC SHEETS - ASTARIGLAS Cast Acrylic, Plexiglas XT, Ultra High Impact, Prismatic...
METAL SHEETING - Ecobond Aluminium Composite Sheets, Chromadek, Magnetic Sheeting...
PLASTIC SHEETS - ABS, Corex Panels, Foam PVC Board, PETG, Polycarbonate Sheets, Polystyrene...

DIGITAL PRINT MEDIA

PRINTABLE VINYL - Eco-Print, Orajet, Inflex, Avery, One Way Vision
LAMINATES - Eco-Print, Inflex, Avery
WALLPAPERS - Textured Wallpapers, Fabric, Paper
BANNERS - PET, Mesh, PVC Frontlit, PVC Backlit, Layflat PVC

LED'S & ELECTRICAL

ACCESSORIES - Controllers, Wire Terminals, Connectors, Connectors, Clips
LED MODULES - Flexi-Strip & Flexi Modules, Pin/Dot Lights
LED RGB & TAPES - Rigid & Shapable Tapes, Floodlights, RGB Lights
POWER SUPPLIES - Non-Waterproof and Waterproof Power Supplies

INKS & CHEMICALS

DOMING RESINS - Mixer Sticks, Doming Resin, Doming Gun, Polyethylene Tubing
INKS - Liquid Laminate, Roland Ecosol Max, Eco-Ink Nature Eco360
CHEMICALS - One Shot Chemicals, Alcohol Solvent, Lacquer Thinners, Adhesives, Tensol
SILICONES - 3M Edge Sealer, Den Braven Sealants, 3M Surface Primer

DISPLAY SYSTEMS & LIGHTBOXES

Aluminium Profiles, Banner Stands, Hanging Kits, POP Displays, Stand-Off Range...



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PROFLEX PPF as a high-end car body paint protection film brand. It adopts the fifth-generation hydrogen bond patented coating technology, has extremely high hardness, can resist deformation, nicks and scratches, and has Automatic repair, anti-oxidation function, and strong resistance to yellowing. PROFLEX PPF brand products have a number of patented functional film technologies, through large-scale and lean production, to create high-quality paint protection

INFLEX®

INFLEX is a premium brand focusing on high quality digital printing material. With 19 years' experience in the market, offering suitable products and solution for customers all over the world. Products include high end car wrapping film, one way vision, cold lamination film. The products have perfect colour performance, long-term outdoor service, wide product usability



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supplies

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Our main AIM is to provide **high-quality DTF (Direct-to-Film) transfers** that are ready for you to heat press, while maintaining affordability. We are here to support screen-printers, embroiderers, brand owners, branding, heat transfer vinyl companies as well as textile and label manufacturers.

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
- **Neck Labels** – label your own brand in seconds
- **Names and Numbers** – multi colour or the traditional one colour prints. No weeding and fast turnaround

ARTWORK SPECS:

- **Acceptable file types:** pdf, png, tif, jpg
- Send your artwork at 300 – 900 dpi
- Send your artwork at the exact size you want it printed.
- Save your artwork as a RBG file. If you send a CMYK file it will be converted to RGB.
- Spot colour artwork will be converted to RGB.
- Remove the background. If you do not want the background around your image to be printed, remove it, otherwise it will be printed.

HEAT PRESS:

- **1st Press:** 10 seconds at 150°C and simply peel off the transparent film.
- **2nd Press:** Cover the printing area with a Teflon sheet and press again for 5 seconds at 150°C.

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

Kemtek Launches UV Large Format Printer

Kemtek Imaging Systems hosted its exclusive launch of Epson's first UV flatbed large format printer, the SureColor SC-V7000. The launch took place at the company's Johannesburg office on 17 and 18 August 2022.

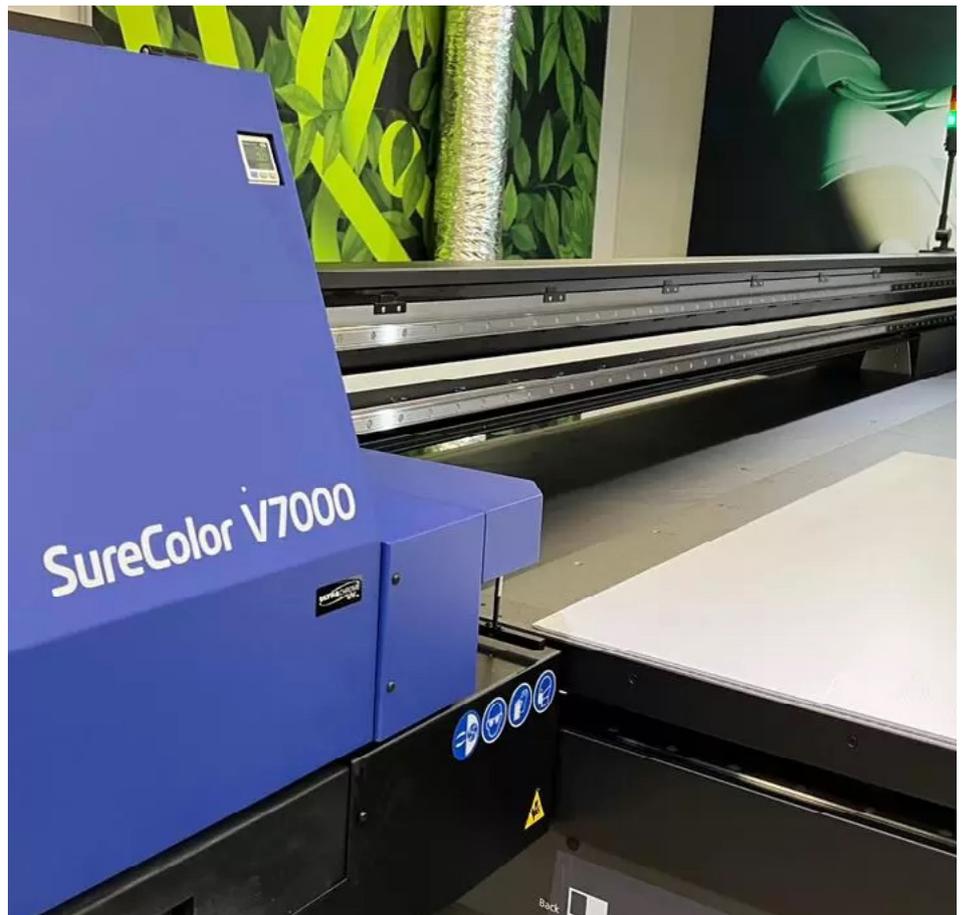
The SC-V7000's UltraChrome UV 10-colour inkset enhances prints with outstanding print quality and vivid colour for stunning results. Its versatile white ink is ideal for a wider range of products, applied as a base layer on coloured media or to create impactful backlit prints. The varnish can be applied all over the image or as a spot colour for specific textures and effects.

With the SureColor SC-V7000, printing businesses can print at high speed to a maximum print area of 2.5 by 1.25 metres. Simultaneous high-speed printing with white ink and varnish is enabled by the printhead layout, with no loss of productivity.

A wide variety of substrates can be printed on when using the SC-V7000, including acrylics, polycarbonates, PVC, glass, aluminium, metal, polyester, foamboard, styrene, wood and stone. The 4-zone vacuum system offers genuine flexibility in production environments.

The height of the SC-V7000's printhead automatically adjusts depending on the thickness of the media while the crash sensor avoids potential head crashes. An ioniser helps reduce the static charge on the media so that inkdrops are not deflected but land in the right place, for consistent print quality.

The SureColor SC-V7000 is ideal for printing eye-catching retail and outdoor signage, window displays, packaging, promotional goods and décor



products, allowing sign and display makers to expand their portfolios and benefit from more business opportunities. The complete solution

includes printhead, ink, firmware and software.

www.kemtek.co.za



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visit <https://www.bdsol.co.za/wideformat/>

SIGN INDUSTRY NEWS CONTINUED

MIPS Technologies And Partners To Display Mutoh XpertJet Printer Line-Up At The Graphics Print And Sign Expo

In the last few years, Mutoh has entirely renewed its sign and display and dye sublimation product line-up. MIPS Technologies and partners will present the XpertJet 1341SR Pro 137 cm (54") and XpertJet 1641SR Pro 162cm (64") wide sign and display single head CMYK printers at the Graphics Print and Sign Expo, being held from 14-16 September at Gallagher Convention Centre.

They feature Mutoh's brand new AccuFine head technology, a new weaving algorithm and Mutoh's genuine VerteLith RIP software to deliver a significant improvement in both print quality and print speed. The XpertJet Pro sign and display printers are compatible with Mutoh's UMS universal mild solvent inks and MS41 GREENGUARD Gold certified inks, expanding the use in more sensitive environments like schools and hospitals and making the printers suitable for indoor and outdoor use. The XpertJet 461UF A3+ sized direct to object printer will also be presented. On the occasion of the show, Hitech Graphics, headquartered in Durban, will join the growing network of Mutoh distribution partners as a distributor for South Africa.

The XpertJet Pro sign and display printers are

compatible with Mutoh's UMS universal mild solvent inks and MS41 GREENGUARD Gold certified inks, expanding the use in more sensitive environments like schools and hospitals and making the printers suitable for indoor and outdoor use. Visitors will also be able to see the new 162cm (64") wide XpertJet 1642WR Pro targeted at the dye sublimation market. The XPJ-1642WR Pro features two Mutoh AccuFine 1600 nozzle heads. The XpertJet 1642WR Pro is compatible with Mutoh's new genuine DS3-series HC dye sub inks. HC stands for 'Increased Colourant' which means reduced ink consumption, faster drying and compatibility with lightweight papers. The DS3 inks come in degassed 1kg pouches for reliable jetting, excellent image definition and sharpness.

The XpertJet 461UF A3+ size UV LED 6-colour desktop direct to object printer will also be presented. The XPJ-461UF will facilitate the response to the increasing demand for added value personalised prints and bespoke small-lot production of commercial and industrial print applications.

The XpertJet A3+ and A2+ desktop flatbed printers feature various product enhancements such as



a new multi-language intuitive OLED display, an extended print area, new cosmetics and a pioneering innovation, i.e. Mutoh's Local Dimming Control technology. With this technology, it is possible to produce multiple varnish effects in the same print table movement. The result is a substantial productivity boost. Typical applications encompass prints on phone covers, personalised gifts, photo products, promotional items such as pens, lighters and USB sticks, souvenirs, awards, small signs, small series production or prototyping of packaging samples, decorative tiles, etc.

www.mipstech.co.za and www.hitechgraphics.co.za

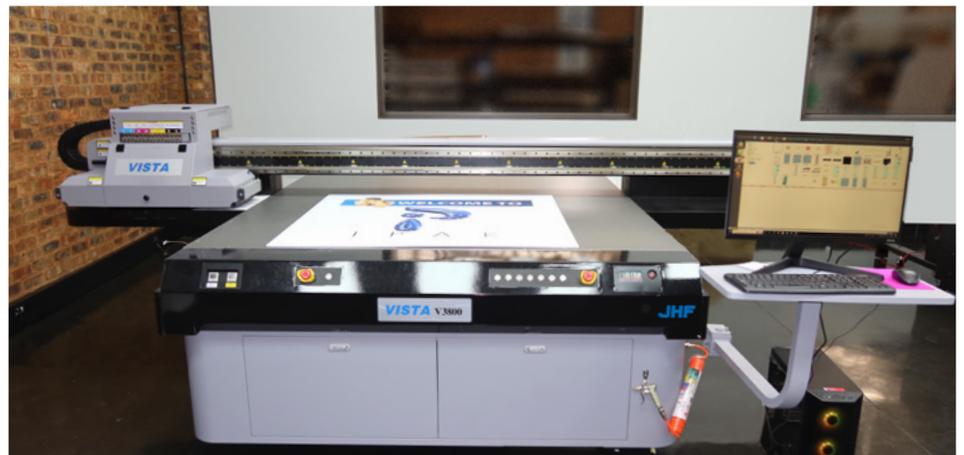
Midcomp Installs New LED UV Printer With Versatile Applications

Midcomp has installed a second JHF UV flatbed printer at Independent Packaging and Print Group (IPAK). The JHF Vista V3800 LED UV flatbed printer is the ideal choice for POP and Packaging environments.

The V3800 equipped with cool curing LED lamps, allows for heat-sensitive media to be processed which can open up lucrative markets. LED lamps are always ready to go, with neither a warm-up nor a cool-down period. The printer can handle a variety of applications such as acrylic, aluminium composite panels, ceramic tile, wood, polyester, polycarbonate, polystyrene, (high-density) PVC, flexible foam panels, glass and metal (with a primer).

Independent Packaging was established in 1991. As specialists in the manufacture and supply of corrugated packaging, the company has added on litho and commercial printing to its services over the years and today runs a few facilities.

CEO Jaco Malan explained that this is not the first machine of its kind to be installed at its digital facility, having previously installed a JHF V2800. 'As the V3800 is not the first machine, it helps us by getting jobs out faster. We found that with



continuous high demand and increasingly tight deadlines we were not able keep up with one UV flatbed printer.

The V3800 has helped us improve our lead times with its faster speed, larger table size (2000mm x 3000mm), and increased productivity, especially when having to do long run campaigns. This means we can do larger point of sale (POS) units and other

media without having to join materials.'

'Midcomp's service has always been great, hence we continue to work with them. Our partnership is long-term, and we will continue to work together regarding new and improved technologies for IPAK to become more efficient.'

www.midcomp.co.za and www.ipak.co.za

SIGN INDUSTRY NEWS CONTINUED

Mutoh Europe Appoints Hitech Graphics As A Distributor For Its Sign And Display Printers In SA

Hitech Graphics has been appointed as a new Mutoh distributor for the XpertJet Pro Sign and

Display printers in South Africa. Headquartered in Durban South Africa, Hitech Graphics has been

established since 1996 and is a leading supplier and distributor of consumables to the commercial offset/litho, large format digital and signage industries.

The addition of Hitech Graphics will further strengthen Mutoh's position in the South African market, ensuring a professional approach in how Mutoh digital printers are offered and supported.

Hitech Graphics has offices in Durban, Johannesburg and Cape Town. The local market presence, market development strategy and strong pre and after-sales capabilities of Hitech Graphics is well regarded in the South African market.

Hitech Graphics will be teaming up with Mutoh's established distributor MIPS technologies, also based in South Africa.



www.hitechgraphics.co.za

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Graphix Supply World's Latest Collaboration Inspires SA Design Students With Opportunities In Print

Graphix Supply World has announced a collaboration with FEDISA, a leading South African fashion university, which will involve the company working closely with FEDISA students on collaborations and projects that will see the aspiring young designers being exposed to the growing, fast-paced printing industry.

Visitors to the Graphics, Print and Sign expo, which runs from 14-16 September at Gallagher Convention Centre, can see a showcase of the students' design work on Graphix Supply World's stand. The printed artwork will include textile and apparel, design and graphics, as well as industrial products, all under the theme and inspiration of African architecture, fauna and flora. The designs will celebrate the best of African culture, fashion, art and interior.

Graphix Supply World recently visited FEDISA campuses in Cape Town and Johannesburg and met with students to discuss the ever-changing and rapidly evolving world of print. 'We want to be able to give back and invest in the students,' said Rob Franco, MD at Graphix Supply World. 'FEDISA will



be our exclusive student collaboration partner. Our discussion with the students and faculty leaders was incredibly fruitful and we're looking forward to seeing how their passion shines through in this partnership.'

'Graphix Supply World will be using some of the students' design work on the road at events around South Africa and the rest of the world, as well

as in our showrooms in Cape Town, Durban and Johannesburg. It will be great to see how local culture and distinctly African design can truly stand out – we know what these students are capable of and now we're ready to show them off,' said Franco. 'We're excited to see what FEDISA students will come up with.'

www.gsw.co.za

Midcomp Customer Saves Costs With Sublimation Printer

Midcomp has installed an HP Stitch S500 at the Gauteng-based clothing manufacturing company Hip and Cool. The printer enables predictable dye sublimation colour and less media waste for production environments. With a symmetrical 2 x

CMYK printhead configuration and Optical Media Advance Sensor, this printer allows for saturated and reliable one pass mode for true top speed. The printer was designed for high production sites. Big ink supplies, larger rolls and HP's Tension-

Sensing Winder allow unattended operations, even overnight, complete with HP Services and cloud fleet management tools.

The machine helps users avoid reprints and media waste with 1200 native dpi printheads and HP Smart Nozzle Compensation system, saving up to 50 percent floor space with frontal media loading and a spindle-less system.

Hip and Cool's owner Sandra de Villiers said that she is very satisfied with the machine's speed, production and the unique benefits of the products it is producing: 'One of the printer's unique features that I have not tried yet is printing directly on fabric, which saves on sublimation paper cost.'

Another benefit that de Villiers outlined was being able to do her own sublimation. She added that the service from Midcomp was very good.

www.midcomp.co.za and hipandcool3@gmail.com



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SIGN INDUSTRY NEWS CONTINUED

DigitalView And X-Rite Outline Importance Of Colour Measurement During eXact 2 Spectrophotometer Launch

DigitalView introduced the new eXact2 next generation non-contact handheld spectrophotometer at events held in three of South Africa's major cities. Developed by X-Rite and Pantone LLC, it is designed to bring the ink, print and packaging workflow together in one device.

Martin Hill, X-Rite's sales manager for the UK and MEA regions, gave a presentation on the device, as well as X-Rite's background. He highlighted X-Rite's eXact 2 Suite, which simplifies colour communication across all internal and external stakeholders, and which is included with the device. He also showcased ColorCert, which is X-Rite's Print Quality Reporting tool.

He also outlined the spectrophotometer's many features, which include wireless and cloud-based capabilities, as well as the versatile markets it serves, and the importance of having a tool that enables accurate colour measurement and communication, particularly in the world of branding, packaging and printing. The device comes in different versions, depending on the application or the substrate in question. For example, reading a texture such as textile or leather will differ from metal.

He added why colour management is so important: 'More than 66% of shoppers factor colour in their purchasing decisions,' Hill said. 'Your end product involves colour and customers want consistent print that matches the agreement. Good colour management gives you that.' A colour management tip that Hill listed was for printers to look after their equipment. 'A lot of effort goes in from X-Rite's side to produce equipment that is technologically advanced, but you have to look after it. You have to know that the readings you are taking and the



Mark and Laura Minter, DigitalView with Martin Hill, X-Rite.

readings you are communicating, whether to a brand owner or your individual customers or internally, are right, and you have got to do it with confidence.'

He added that X-Rite have a number of products to help printers feel more confident with colour management, as well as reliable service partners such as DigitalView to provide support and recertification for devices. Mark Minter, DigitalView owner, spoke about the background of eXact, and how the device has evolved from its predecessor, the eXact 1. This includes the elimination of the need for multiple devices, keeping up with ever-evolving colour specifications, as well as features such as its non-contact area, which avoids potential contamination of ink.

'If a person can measure colour, they can control what they are printing,' added Minter. 'It's a big problem in our industry because many people think they can judge or control colour visually. People see

colour differently and lighting conditions affect the way a person sees it. The main way a person can control it accurately is by measuring it.'

DigitalView owner Laura Minter conducted a brief demonstration of the device, where the device's up-and-down sliding attachment for ease of use was presented. Other ergonomically-friendly aspects were also mentioned, such as the height-adjustable feature, adjustable tilt screen and improved drop-tested durability. The device includes filter-interchangeability, density summary and Pantone detection, which compares a colour to what is in the Pantone book, charger and carry-case. It also reads C, M, Y and K values individually.

Hill discussed the importance of investing in colour management technology, colour management tips and trends with Sign Africa. Watch the video here: <https://bit.ly/3QZORx1>

www.digitalview.co.za

Kemtek Demonstrates Label And Sign Printer At Launch Event



Kemtek Imaging Systems hosted its exclusive launch of the Rebo SMS-R1, a high-speed, multi-colour and easy-to-use label and sign printer that boasts a wealth of time and money saving features.

The launch took place at the company's Johannesburg office on 20 July 2022. Clinton Church, Rebo product manager, outlined the evolution of the machine's predecessors over many years during a live stream from his office in Belgium. He said the machine's numerous unique features include thermal transfer, highly durable label material that includes UV stability, with no nozzle maintenance needed, and a cutting function

for the labels. The machine also produces very little noise.

He discussed how the machine saves lives, time and cost through its communication of health and safety messaging with its brightly coloured labels in potentially dangerous workspaces such as manufacturing, mining, process (oil, gas, chemicals, beer) and maintenance industries and markets.

Watch the demonstration video here: <https://bit.ly/3AGFQZn>

www.kemtek.co.za

Fujifilm South Africa Launches Flatbed Range

Fujifilm Graphic Communication South Africa launched the new Acuity Prime range at the Fujifilm Innovation Centre in Roodepoort, Johannesburg from 27-28 July, with the Acuity Prime 30 UV LED model being showcased.

A true flatbed with a unique, exceptional design and high value, the Acuity Prime offers high quality printing on a range of rigid and flexible media,

supported by its five dedicated vacuum zones and jettable primer. The zones are tailored to common media sizes to reduce the amount of bed masking required and enable quick media changeover. Adjustable vacuum strength provides optimum handling for different media.

The Acuity Prime was designed with the operator in mind. With a new and user-friendly graphical user

interface, easy clean printhead maintenance and visible status lights for the ink tanks, operators can spend less time maintaining the machine and more time printing. Pneumatic registration pins enable quick, repeatable and easy loading of rigid media in perfect registration.

The Acuity Prime 30 UV LED model features Fujifilm Uvijet HM LED UV ink curable inks, and can print on rigid media featuring maximum dimensions of 2.5 x 1.25m size, 51mm thickness and a weight of 45kg/sqm.

Other features include Ricoh Gen 5 greyscale, variable drop 7-21pl printheads, maximum 726 x 1200 dpi (Fine Art) printing resolution and long-lasting, low energy LED curing system, with a RIP recommendation of ColorGATE, Caldera and Onyx.

The optional primer channel primes smooth surfaces for higher scratch resistance (this is done automatically without the need of a spray booth).



www.fujifilmgraphicsystems.co.za

Midcomp Installs Print And Cut System

Midcomp installed an HP Latex 335 print and cut system at Minit Print Centurion. The system is designed for printing indoor and outdoor materials. It delivers print jobs fast, using healthier Latex water-based inks, and produces durable, scratch-resistant prints comparable to hard-solvent inks.

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.

Users can avoid wait-time as Latex prints come out dry, and can cut right away, with no degas time, and deliver on the same day. The machine also gives users the ability to be highly productive with efficient job recognition and reliable, error-free cutting with the Optical Positioning System (OPOS) and HP Barcode. Users can deliver optimised workflow management from a single point. Unique software with barcode integration is included. Minit Print Centurion's José Claro has praised the



Sayed Bux and Marry Mazibuko, Minit Print Centurion.

system's excellent print quality, eco friendly latex technology and quick turnaround time, adding that it opens new markets for the business, including stickers, wallpaper and banners. Minit Print Centurion also uses Midcomp's Pay Per Use (PPU) programme, which Claro said helps the

company's budget usage and pricing. 'The service from Midcomp has been excellent all round, starting with sales, as well as training, and after sales assistance,' said Claro.

www.midcomp.co.za and www.mpcenturion.co.za



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SIGN INDUSTRY NEWS CONTINUED

ORMS Elevates Their Print Offering With Canon Press

ORMS has upgraded to the imagePRESS C10010VP in order to elevate their print offering. ORMS was founded in 1996 by Mike Ormrod, whose vision was to bring photographers the best photographic gear and services.

Taken over by his son Jason, the business is thriving and doesn't only provide photographic gear, it also offers printing services for photobook creators, graphic designers, artists, interior decorators and more. Jason Ormrod, the owner of ORMS, said, 'Our intention has always been to provide innovative, unique and bespoke products to our customers. The imagePRESS C10010VP has opened a door into a very niche photobook segment. We plan to provide the publishing of quality, thread-sewn photobooks in short-run format, so that artists, photographers and general consumers have access to a higher quality product that can compete in the international market.'

Overcoming installation challenges

The imagePRESS C10010VP is a large machine, which needed to be lifted into ORMS by a crane. According to Lee-Ann Saunders, Account Manager at Canon, 'Roeland Street is one of the two main entry roads into Cape Town CBD and the roads are notoriously narrow in Cape Town. Getting the equipment into the building, while not affecting traffic into the city, was challenging. We also had to keep ORMS as productive as possible over the period, meaning we had a short installation window.'

'To overcome these challenges, the installation team was up before the rest of Cape Town and craned the device over the walls in the dark,' said Saunders. By 7:30am, the crane had left, and the technical team set to work installing the device. 'Having fired up the device pre-delivery, we were confident of a successful and quick install,' Saunders added.

With Canon having a long-standing relationship with ORMS, Hennie Badenhorst, the Head of B2B Direct Sales at Canon, specified that, 'ORMS made it a seamless exercise in making sure that the Canon South Africa team had the correct understanding of the environment and the



Zane Luther, Business Development Manager, ORMS, Jason Ormrod, MD, ORMS and Lee-Ann Saunders, Account Manager, Canon.

expectations from an end-user facing product.'

ORMS and Canon South Africa have a strong, long-lasting relationship, which ensured the communication was smooth. For future installations of the imagePRESS C10010VP, Saunders determined that 'more communication is always better. Challenges are diminished when they are communicated well in advance, so that contingencies can be made'.

Looking to the future

The imagePRESS C10010VP is a big piece of the future for the printing business. Considering how the device will be used at ORMS, Ormrod noted that 'The quality and reliability of the imagePRESS line means we can consistently deliver high-quality results across our product range, which includes everything from simple items, like business cards, all the way through to custom and bespoke publications.' There are many benefits that a

printing business could enjoy with the imagePRESS C10010VP. According to Hennie Badenhorst, 'The imagePRESS C10010VP will ensure that ORMS can meet the continuously growing end user demand for high quality, unique products, especially in the photobook segment. With the media functionality and flexibility of the device, some very bespoke products will make this one of the more sought-after applications on the market.'

'In order to compete on an international scale, it is without a doubt that ORMS have invested in a premium solution. Being one of the very early adopters of market trends such as the photobook market, ORMS has become a player that is consistently looking at pushing the boundaries and setting the trend for new innovations. The imagePRESS C10010VP makes for a perfect partner in this fast-paced digital world,' Ormrod concluded.

www.canon.co.za



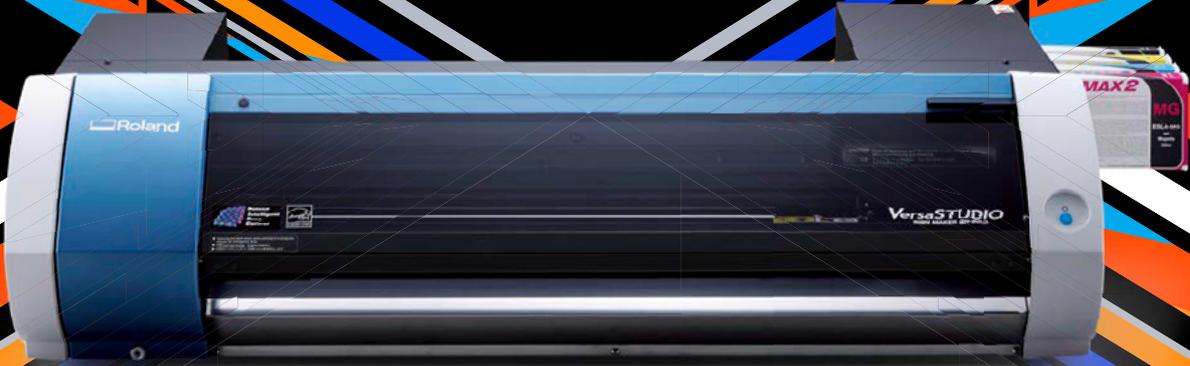
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INTERNATIONAL NEWS

swissQprint Showcasing Large Format Printer



Kudu is the first swissQprint UV large format printer with ten colour channels. This gives users the greatest possible freedom in terms of ink configuration and applications.

Kudu produces up to 300sqm/h, and with striking print quality, thanks to the latest print head technology and precise droplet placement. With the roll to roll option, just a few simple steps turn the 3.2m wide by 2m deep (127.5 x 79.9 inches) flatbed printer into a roll to roll printer, further extending its versatility.

The high-end flatbed printer is set to make its North American debut at Printing United in October. Also on show will be swissQprint's dedicated roll to roll printer, Karibu. This model packs unique features aimed at efficient, top-quality roll to roll printing.

www.sign-tronic.co.za

Metamark Vinyl Proves Efficient In Vehicle Project



Metamark 7 Series High Performance Calendered Sign Vinyl was used in a vehicle project.

Smuj Creative turns often to the Metamark M7 Coloured SignVinyl swatch for inspiration and to Metamark to supply the needed material. 'There's something about coloured materials that printed digital media can't quite reproduce yet. Some colour or quality that's baked into coloured material give it a presence and super-saturation ink can't manage,' said Sophie Jefferies, Smuj Creative. One of Smuj Creative's customers got to experience the difference first hand recently. The customer

came back to Smuj having had a previously liveried vehicle from the Smuj team meet with an accident. Deciding to give the new van the Smuj treatment, the client decided to push the boat out again, just a little further.

Most of the work that Smuj undertakes involves a customised design and so it was with Yew Tree's new vehicle. It benefits from panel inlays, cut and applied lettering and swathes of geometric colour. It's quite a piece of work and it took some planning.

If the design could be said to be crisp, application of the Metamark M7 elements is a stage beyond that. It's beautifully applied, there's not a squeegee mark in evidence anywhere and the panel work is a perfect fit too. The panels were cut on the vehicle by the Smuj team using Knifeless Tape from Metamark, and no blades went anywhere near paint.

Nobody likes to lose a van in a bump but the new vehicle wearing its stunning Smuj Creative graphics goes some way toward compensating. The vehicle has presence and just radiates professionalism and quality.

www.sytech.co.za

Drytac Film Used For Graphics In Popular TV Series Event



Global Printing Enterprises opted for Drytac ReTAc Smooth 150 as the material for all of the event graphics in a recent project. The media not only delivered print quality, but also helped the team to overcome a particularly tricky challenge when it came to installing the graphics.

Ontario-based large format printing company Global Printing Enterprises recently used the film to produce a series of colourful graphics for the Toronto edition of the 'FRIENDS™ Experience' event, an interactive celebration of the iconic TV show.

To help promote the event, Superfly X reached out to Global Printing Enterprises to print a range of graphics and hoardings at Yorkdale Mall. These were installed at the centre square of Yorkdale Shopping Centre to draw the attention of passers-by.

The eye-catching entrance graphics replicated the famous picture frame installed around the door fisheye in one of the apartments on the show. Other graphics installed outside of the event venue included wayfinding signage, large QR codes that fans could scan to book tickets instantly, as well as famous quotes and phrases from the show.

In total, the graphics covered an area of more than 1394 square metres (15,000 square feet), but took the team at Global Printing Enterprises, working in partnership with installation specialist Install Nation, just five days to print and install.

'The base wall had been painted over vinyl graphics, creating a difficult surface to adhere any type of graphics film to,' Global Printing Enterprises President Carlo Toscano said. 'In consultation with Dennis LeBlanc from Drytac, we decided to use an old school multi-layer installation technique. When you look at the wall in its entirety, it looks as if we printed the background and graphics at the same time, when in reality, the back black and purple were applied first.

Then came the challenge. Using laser levels, the team at Install Nation installed with precision all the components on top of the already installed panels. It's a longer process, but when done properly and with highly skilled installers it makes for a clean and symmetrical image.'

www.midcomp.co.za

Esko Acquires AI Software Company



AI software company Tilia Labs' range of intelligent algorithms for sheet layout, estimation, and planning complement Esko's existing software suite and the two companies will work together to develop next generation integrated solutions.

Esko, parent company of Enfocus, has acquired Tilia Labs in a deal that delivers on the need of brand owners and converters to connect and integrate the entire value chain through upstream digitalisation.

'Converters are coming under increasing pressure

to deliver more volume with shorter print runs to bring versatility to the market, while the adoption of digital printing continues to grow,' said Mattias Byström, Vice President and Group Executive Product Identification, Danaher Corporation.

'This acquisition demonstrates our ongoing commitment to providing integrated software and hardware solutions that accelerate the go-to-market process for consumer-packaged goods.' Byström explained that the combined solutions within its software platform enable Esko to better serve its customers in the packaging, label, and wide format markets.

Sagen de Jonge, CEO and co-founder of Tilia Labs, commented, 'We have long shared a common goal with Esko of empowering businesses to improve ways of working, eradicate waste and optimise operational processes to meet the challenges they face today and tomorrow. We are therefore thrilled that our technology for sheet and roll optimisation, automation, planning and estimation has been identified as a perfect fit with the market-leading Esko suite of solutions.'

Byström concluded, 'This acquisition also underlines our commitment to delivering the tools that serve to connect brands and converters upstream. For all our customers continuing their digital transformation journey, the integration of these next generation tools means businesses will be able to digitise, automate and connect more efficiently to drive significant workflow and operational advantages, as well as sustainability benefits.'

This acquisition will further improve the existing partnership between Tilia Labs and Enfocus. It enables the businesses to take steps further and beyond, creating an even more seamless integration between Enfocus and Tilia Labs products. There are currently no changes in business processes between Enfocus and Tilia Labs.

www.esko.com

Zünd Cutter Enables New Capabilities At Business



Wokingham based Ultimat decided to look at new cutter options. The manufacturer and supplier of picture mounts and frames recently upgraded their old Zünd PN M-1600 digital cutter for the latest S3 L-1600. It was founded in 2001 by friends Dru Cook and Christopher Neighbour.

Alin Afloarei, Development Manager at Ultimat

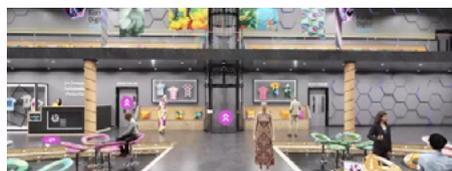
said, 'We manufacture and supply to many sectors including cruise ships, hotels and retail. Our business USP is that we manufacture and assemble everything in-house. This in return gives us full control of our lead times and ability to meet customer expectations.'

Afloarei said, 'Since the announcement from Zünd UK that the support on PN Series equipment will be limited due to parts becoming obsolete, we decided to look at what the new generation of Zünd cutters can offer. The Zünd plays a pivotal part in our business, so we needed to reduce any uncertainty and ensure we had a fully working cutter at all times.' Cook and Afloarei visited the Zünd UK state-of-the-art showroom in St. Albans for a product demonstration and took materials for test cuts with them. Afloarei explained, 'We have a lot of machinery at Ultimat and the customer service from Zünd is by far the greatest. So, it was a no brainer to keep loyal to the brand for our next purchase.' During the demonstration, Cook and Afloarei were blown away by the cutting speed and the advanced features of the latest Zünd cutters.

Afloarei said, 'We are very pleased with our new S3 M-1600 cutter and the new capabilities it has given us. Our old PN M-1600 cutter was a static system but for our new cutter we opted for the conveyerised system with full back and front extension and added the Over Cutter Camera (OCC). Now, thanks to the versatility of the new Zünd Cutter, not only can we produce picture mounts, but we also cut print jobs thanks to the OCC. In the past we used to spend hours or even days cutting print jobs by hand, now with the S3 M-1600 cutter, this can be done within minutes.'

www.midcomp.co.za

Kornit Digital Showcasing Fashion And Textile Solutions



Kornit Atlas MAX is a direct-to-garment system for high quality and consistent results. The robust industrial solution allows customers to create new efficiencies and reduce operating costs, combined with never-before-seen XDi technology emulating screen transfer, heat transfer vinyl, 3D, and threadless embroidery effects in one cost-effective, automated production system.

Kornit Atlas MAX Poly is the new standard for high-volume polyester decoration on-demand, with superior quality for polyester and poly-blended apparel – one of the fastest-growing textile verticals. It is set to transform the multi-billion-dollar recreational and professional sports apparel markets, currently suffering from limitations with mass customisation of polyester. The offering ensures quality and durability with the highest throughput all while setting benchmarks for

creativity and productivity. Removing the barriers of digital printing on coloured polyester, the market can capitalise on a range of colourful designs to inject new life into apparel.

Kornit Presto MAX is a capable and sustainable single-step digital solution for high-quality, direct-to-fabric decoration. It transforms concepts into brilliant custom fabrics for fashion, home décor and other textile applications, while delivering the highest quality and softest feel with brilliant whites and brighter neon colours. The system incorporates the revolutionary XDi technology 3D decorative applications to produce threadless embroidery, high-density, vinyl, screen transfer and other innovative effects.

KornitX workflow solutions seamlessly integrate across all Kornit MAX technology-based systems for end-to-end production efficiency, visibility and control. These solutions help brands, licensors and fulfillers shift towards on-demand fashion by supplying the connectivity tools to generate more revenue, adopt innovative business models and digitally transform supply chains.

Kornit is showcasing these solutions at Printing Expo Online 2022. 'The market is increasingly requesting new opportunities to take part in real-time experiences, virtually when and where they want it. Our presence at Printing Expo Online is in direct response to customer requests – offering an interactive learning event on-demand,' said Omer Kulka, Chief Marketing Officer at Kornit Digital.

www.rexxscreendigital.co.za

Kongsberg Precision Cutting Systems' Customer Invests In Latest Digital Finishing Technology



Lacasse Printing has installed a new Kongsberg X24 cutting table.

Ontario's Lacasse Printing, a signage, display and point of purchase specialist, has completed the installation of a new Kongsberg X24 cutting table, complete with automated conveyor and roll-off unit, 3KW router and a selection of innovative tools including the Kongsberg CorruSpeed, for its state-of-the-art in-house finishing department.

'In the summer of 2021, we were struggling with labour shortages and the knock-on effect this had on the time it was taking to complete some jobs,' said Jeff Lappan, owner and President of Tecumseh-based Lacasse Printing. 'Our order book was still growing and increasingly customers were demanding shorter and shorter turnaround times. With this combination of increasing workload and the demand for speed, it made sense for us to look

INTERNATIONAL NEWS

at automating our finishing processes. We needed to do more, faster, and for us the only choice was the Kongsberg system.

'It was important for us that our investment not only met our key requirements of delivering quality products with increased speed, but was also easy to operate and, crucially, enabled us to enter new markets,' said Lappan. 'That's precisely what we've now done with the Kongsberg X. The automation and ease of use has ensured our productivity can now easily keep pace with the customer requirements – even on longer production runs – and by expanding our product range to include packaging we've attracted new customers and increased sales.'

Vince Tuccitto, Kongsberg PCS Territory Sales Manager for Eastern Canada, said that with the X24, Lacasse has acquired the most versatile digital finishing device on the market. 'The cutting table evolves with the needs of the company and offers flexibility for a wide range of applications. Packed with a wide range of specialty tools, the system offers speed, power and flexibility to handle a wide variety of materials. The flexibility to add new tools for new materials, new applications, or more capacity means that a business can add volume and enter new market segments – just as Lappan and the team at Lacasse have done.'

The 3KW router comes with a wide range of specialty tools that offer power, speed and flexibility to handle a wide variety of materials automatically. As part of its investment, Lacasse has also acquired the specialist Braille tool to ensure accuracy of displays designed with additional assistance for the visually impaired, while the CorruSpeed tool delivers quality when using corrugated materials.

'The Kongsberg CorruSpeed is a high impact tool that cuts without oscillating and delivers amazing quality at full machine speed,' said Tuccitto. 'The CorruSpeed handles material thickness up to BC flute, everything from corrugated carton, folding carton, and solid board through to foam and even a long list of plastics.'

Following the installation of the new Kongsberg system, Lappan said the business had successfully introduced new packaging offerings and expanded its services to customers, enabling the business to grow. 'The automation of the process has helped reduce labour costs, making production more profitable, and the amazing capability has given us renewed confidence to accept any size production run and grow our business,' he said. 'The Kongsberg X is without doubt the most gratifying purchase I have ever made.'

www.gsw.co.za

University Students Use Zünd Cutter To Produce Architecture Model



Second-year students in spatial practices from Ravensbourne University London produced a white card physical convivial architecture model using their Zünd cutter as part of their BA (Hons) Architecture and BA (Hons) Interior Design Environment Architecture courses.

The students created a white card physical convivial architecture model, a 3D blueprint of the intended design, which is typically used at the final stages of a project as it conforms to very specific requirements. The team's architectural investigation was focused on the relationship between the public room (at the scale of the body) and the urban form (the city). The students were told to study the form of interior and exterior rooms, façade articulation, scale and rhythm in works of architecture within the City of London. Nikos Nikiforos, Head of Prototyping, said, 'Our second-year students did some excellent models using our Zünd cutter and white cards. So, we decided to contact Zünd and asked if they wanted to feature this outstanding contribution.'

Dean Ashworth, Sales and Marketing Director at Zünd UK said, 'We're absolutely delighted that Ravensbourne University London students get so much practical use out of their Zünd cutter. We hope that their hands-on experiences will equip them well, ahead of venturing into an increasingly automated industrial world.'

Ravensbourne University London said, 'Experiences such as this one help to prepare our students for the type of work they may be doing following graduation. This follows an educational webinar that Zünd had delivered to our students on 11 June 2020, explaining how digital cutters have developed and are now used across various industries. This piece of work is just one example of creativity and forward-thinking that our students display.'

www.midcomp.co.za

OneVision And Kongsberg Showcasing Automation And Finishing Solutions



Software manufacturer OneVision will showcase the latest innovations of its modular automation solutions across a wide range of print segments. A live showcase highlight will include a smart finishing process together with partner Kongsberg Precision Cutting Systems.

The impact of automation in the printing industry can be transformational and has a massive impact on the all-important bottom line. With challenges such as labour shortages and increasingly high material and logistics costs, workflow automation is becoming more than ever a crucial key to success for print service providers to ensure sustainable business.

As so called middleware, OneVision's automation software meets the approach of a seamless connection between order entry, file preparation, print and finishing. The basis of the software is an extremely flexible, easy-to-use workflow management system that can be connected easily to any other parts of the system landscape. Through the seamless integration, incoming files pass automatically through classic file preparation steps. According to the specific requirements of the respective print segments (e.g. book, commercial, label, wide format printing) files then get optimally prepared for embellishment and finishing. Intelligent tools such as nesting/ganging, tiling and paneling, cut line management, bleed creation, imposition, and much more ensure a substrate-saving and efficient downstream processing.

Attendees at this year's Printing United Expo 2022 can also look forward to a live showcase besides software demos performed by OneVision workflow experts. In cooperation with Kongsberg Precision Cutting Systems, the benefits of automated digital finishing of various substrates will be demonstrated. A Kongsberg X24 cutting system will be installed in the booth.

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BY MIDCOMP

Why does a Usership model make sense? While a few 'traditionalists' will still opt to buy that CD or vinyl record, by far the majority of avid music lovers will sign up to Apple Music, Amazon Music, Spotify, Qobuz, Tidal and others. It probably costs the same to subscribe to these services as it does to buy your favourite artist's latest album. So why is the Usership model an ever-increasing trend?

Midcomp believes it's simple. Why pay for music that might be a favourite now but will lose its appeal and, therefore, usefulness in time to come? Streaming music means you listen to what you want and when you want to, and the music or options you receive can adapt to your changing likes and dislikes.

Another example is vehicles, particularly passenger cars. In Europe, particularly in a business environment (company sponsored), the trend for over a decade now has been to opt for Full Maintenance Leases. You take on a vehicle at a fixed monthly cost and you are only responsible to put fuel in the car. Everything else is covered under the monthly payment. At the end of the period or when the car is no longer fit for purpose, you return to the dealer and replace the car with the latest or most appropriate car and drive away under a new contract. Companies and individuals, by and large, do not want to take on the responsibility for devaluation, running expenses including services, tyres and batteries and insurance. They prefer to know their costs upfront and tick that worry off their list of concerns.

John Lewis in the United Kingdom will sign you up to rent furniture for your home. How often does the lovely new lounge suite you bought a year ago now not fit well with the new coffee table you simply had to have? Good luck trying to sell that newish suite so that you can replace it with something more suitable.

Various clothing rental service companies in the USA have started to advertise that you can rent clothing. This is not the same as a once off Tuxedo rental for a wedding, this could be a mainstream brand fashion item that you know will look good on you for six months but when you have lost the weight you promised yourself you will lose, all of a sudden the garment is now inappropriate.

The list goes on. There is a very definite worldwide trend towards paying for the use of something as opposed to taking ownership.

Very few companies buy photocopiers or high-end multi-function devices. They enter into Click Charge agreements with various suppliers because they know from experience that you can outgrow such machines quicker than the bank payoff period. They need to be sure that these critical machines keep pace with the company growth and demand.

Large format printing is actually a technology much more likely to be in need

of regular upgrading to keep pace with your company's growth and changing needs.

Does this sound familiar? It should because it happens all the time: three years into a five year fixed lease or rental agreement, you all of a sudden realise that you are losing customers because of your inability to print with white ink, for example, because your current printer doesn't support this capability. What now? Ask for a trade-in only to find that the trade-in value is less than what you still owe the bank or rental company? Or if you paid cash you enter into a heated discussion with your supplier as to real versus perceived value of your three year old printer because you are unhappy with the trade-in value.

So why should a flexible, pay per use model only apply to music, motor vehicles, furniture, clothing, photocopiers and the like? Why can't this model be applied to large format printers? Now it can. Midcomp's PPUGRO programme is designed with the express purpose of overcoming all of the frustrations associated with balance sheet items that actually generate revenue and profitability and are in need of constant upgrading to keep pace.

Pay a monthly usage charge based on the square metres that you print and everything is included in this charge: the printer, cutter in certain cases, heat press in certain cases, ink, printheads, maintenance cleaning cartridges, service and maintenance, spare parts, labour, travel and even insurance. It is that simple.

Most importantly, if, at any reasonable point in time after initial commencement of the contract, you decide that you have already outgrown the printing system, Midcomp would be happy to find a new home for your printing system and to replace it with a system that is more geared to your current needs.

Since Midcomp's launch of PPUGRO (after three years of successfully running their Pay Per Use (PPU) programme) they have already on-boarded a number of customers who think out of the box and recognise the true and valuable potential of this offering.

Every Print Service Provider (PSP) would undoubtedly have a long wish list of equipment and, if money was no object, their print shop would already be populated with all of this desired equipment. All loyal Midcomp customers

have access to the company's Innovation Hub (iHub) for their Disaster Recovery Service. But beyond that, every Midcomp PPU and PPUGRO customer has exclusive use of their Innovation Hub, which houses close to R15 million of equipment as well as fully trained operators for additional value added benefits.

PPU and PPUGRO customers have access to Excess Capacity or 'Overflow', whereby Midcomp helps their customers meet their deadlines by supplementing their own printing with iHub printing. PPUGRO customers have further access to 'Growth Promoters', whereby they can utilise, within reason, any of the range of R15 million worth of equipment, even if they do not own such equipment. That essentially means these customers should not need

to turn away work because they might not have the necessary equipment to perform the work. Midcomp's stated promise, (i.e. not the 'when', 'where' and 'how' of running a business but the 'why') is 'Catalyst for Growth'. This is Midcomp's contribution to helping their loyal customers to develop their business by leaning on the company's resources and increasing their footprint and credibility in the market as a can-do print provider.

This is the clever way to set yourself up for success. Know what your costs are, with no surprises, calculate your selling prices accordingly and focus on filling your printer with work. Midcomp takes care of the rest. Midcomp's iHub resources are there to back you up.



INTRODUCING PPUGRO™

The programme enables companies to focus on making money from their printing systems while Midcomp focuses on enabling their customers' business with the best technology available. Instead of spending time focusing on the asset (printing system), users should rather focus on what profit the asset can generate for their business.

Midcomp first introduced their Pay Per Use (PPU) programme three years ago. Under this programme, they cover all HP Latex printer consumables* and service costs into a fixed cost per square metre. Under their PPU contract, it is one invoice per month and one payment per month, it is that simple. There are no purchase orders required per delivery of consumables* or service, it is all covered under the contract. In high print volume cases, they will issue consignment stock so that there is no lead time to receive consumables*. Accompanying the invoice is a detailed list of all the print jobs a user performed on the printer in the preceding month.

Midcomp customer feedback about the PPU programme:

'In the print industry, sometimes calculating the costs can be difficult, as sometimes you can get a print that is filled with ink, and sometimes there is hardly any ink used, but the PPU programme has made it simple for us to accurately work out costs. Due to my distance, Midcomp has allowed me to keep a set of inks and printheads, so my printer is never offline and can always continue printing. Midcomp truly has paid attention to all my needs,' said Mohammed Sheth, Director at Navii.

'The unique PPU option that we took when we bought the printer gives you such peace of mind that you do not have to worry about ink, service charges, repairs and parts,' said Print Corp owners Charlene and JP Pretorius. 'The biggest benefit (of the PPU system) will come when our machine needs to have its service maintenance intervals, as these are expensive. With PPU, these service maintenance kits are included in the square metre cost. This avoids large amounts of cash outlays, as you never know what situation you will be in. Cost per square metre is cheaper on the PPU than my cost per square metre on my previous generation of printers,' said Mathew Wilkinson, director at Mint Wrapworks. The biggest advantage of HP Latex printers that allows Midcomp to create such a predictable scenario is that the printhead is a consumables* item and changed on a regular basis by a printer operator, unlike competitive printers where the printhead is a very expensive spare part that needs a qualified engineer to install or change.

The printhead is the most crucial element in any digital printing system because its condition determines print quality. So three, four or five-year-old printers that have been on Midcomp's PPU programme will print like a brand new printer because Midcomp is contractually obliged to keep the printer in an 'as

new' condition. This programme is hugely popular because of the certainty of print cost, with no guess work on the cost of printing a job. There is no need to see the artwork before determining the print cost. The roll out of the PPU programme was an interesting journey for Midcomp and their customers. The majority of the early adopters of this programme were the company's, and their competitors', existing customers.

Why would this be? They were certainly vindicated in their beliefs early on in the programme as to just how disruptive it is for a print shop to be faced with an unexpected, poorly timed, and mostly inexplicably expensive breakdown of their printer.

- Unexpected because it always happens when a customer least expects it, Murphy makes sure of that.
- Poorly timed because it tends to happen when a customer is relying most on the printer to finish that super important client print job.
- Inexplicably expensive because most manufacturers today favour component assembly swap out rather than discreet component swap or repair. Not too many printer engineers move around with an oscilloscope to diagnose errors to the individual components. It is quicker and easier to change an entire component assembly and unfortunately the customer bears that cost.

First time HP Latex printer owners tended to see a different value chain in the PPU programme. Midcomp's Innovation Hub has an enviable array of equipment, including a range of 1.6m wide HP Latex printers and HP Latex print and cut solutions; 3.2m wide roll to roll printers; flatbed printers; dye sublimation printers and heat presses; pigment ink printers for cotton printing; an industrial digital Zünd cutter for cutting flexible and rigid media; laminating equipment and an object printer. This facility and the equipment therein is used primarily as a demonstration and testing environment but also acts as a disaster recovery and an excess capacity service to their PPU and PPUGRO customers. So an investment in an HP Latex printer on PPU or PPUGRO with Midcomp, or conversion of an existing HP Latex printer onto PPU, grants customers access to this R15 million facility.

When starting a new printing venture or deciding to in-source print work, it is comforting to know that a customer can start small and rely on Midcomp to plug the gap for them when they either incur machine downtime or they run out of capacity to finish the last minute rush jobs that tend to rule their lives.

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SHOW THE VALUE YOU CAN ADD TO PRINT SERVICE PROVIDERS



BY PIETER PIETERS, BUSINESS DEVELOPMENT MANAGER, CANON SOUTH AFRICA

If you're a reseller considering how to grow, small to medium-sized print service providers (PSPs) are worth a serious look if you have the right digital print technology portfolio to meet their expectations. That means fast production speeds, flexible media handling and superior quality output, because this sector is dealing with dynamic and challenging market conditions.

For every business in every industry, the future is uncertain. At times like these, it's tempting to do nothing and wait for circumstances to become clearer. Tempting, but dangerous, because you need to explore new revenue opportunities, to widen your customer base and spread the risk.

'When it comes to small to medium-sized PSPs, it's their time to shine. We've found a divide opening between large printing companies and their smaller counterparts. And since professional print brands now have a wider variety of printing capabilities to offer on the new generation printers, you can do more, making them affordable to own in the long run while extending your offering to the market,' said Pieter Pieters, Business Development Manager, B2B Production Print and Large Format Print at Canon South Africa. But if the professional 'graphic arts' sector is new to you, how can you establish a presence? Ask yourself: what makes you buy from a particular company? It tends to come down to openness and trust, which you'll establish by showing that you understand their business and are committed to helping them grow.

So, with a new graphic arts target customer, your challenge is to get inside their head, so that you can show empathy with their needs. You need to learn what excites them, what worries them, where they want to get to and how they plan to get there.

'Sometimes it's simply about tangibility. Seeing and touching the prints. Creativity inspires creativity, so have samples of what you can and want to print in your store. Create a visual reminder that will be visible when a customer walks into your shop or visits your webpage, or even opens your newsletter. It's important to trigger the awareness that you can print the canvases, sepia photo prints, glossy photos or whatever else,' said Pieters.

Research what can help you start the process. As helpful as statistics are, you need to get to know the flesh-and-blood businesses behind the numbers. You have to understand what keeps your customers awake at night and have those issues at the front of your mind in your dealings with them. There are the perennial concerns about cashflow as well as questions about how to win new business and hold on to and grow existing customers. Competitor activity and pricing are constant headaches and there are new, urgent questions about when and how the market will recover.

Each prospective customer is different, of course, and the differences will

emerge as you get to know them. At first, they'll want to understand what value they'll get from buying from you. You can get the relationship off on the right foot by offering an idea or a piece of evidence from the market, or by sharing something you've seen another business doing, to demonstrate that you're not just trying to sell them a piece of equipment. Because the one thing you absolutely shouldn't talk about yet is the equipment itself. If you do focus on the 'box', then your negotiation narrows straight down to price. If you're clear about the broader business support you can offer, you give the prospect a reason to work with you rather than someone else.

It's important to get to understand their business, asking intelligent questions, listening properly to the answers, and using them to ask follow-up questions. Empathy matters because, unlike some of your corporate customers, for small to medium-sized PSPs the business is their life and, often, their passion. It puts a roof over their head and funds their retirement. In today's unprecedented market, they need a supplier that will support them, offer insights and ideas and, sometimes, just listen.

If graphic arts is new to you, you'll have to put some effort into learning their language, so you can use appropriate graphic arts terminology. And you need to learn as much as possible about the business environment they operate in: their competitors and their customers. What are the trends and issues in the sectors they serve? If they sell to retailers, visit branches to see how print is used. That way you'll develop those ideas and insights to show the value you can add to their business. Don't be afraid to introduce a new prospect to an existing customer if you think it will help — it builds trust and shows your commitment to the relationship. And when such meetings happen, don't feel you have to insert yourself into the conversation. Just let them get on with it if it's going well.

Be patient, too. You won't learn everything you need from the first conversation. But over time, and successive discussions, you'll know enough to offer pragmatic, relevant proposals that help the customer get where they want to go, bringing together combinations of technology to deliver the best outcomes for them. For example, take time to explore their attitude to automation, because sooner or later every PSP will have to move some element of their business online, even if only to remove errors or free employees from boring, mundane tasks.

The same goes for finishing — don't ignore it, because for PSPs it's what turns a stack of sheets into a value-added product. For this reason, many don't want inline finishing, so recognise that in the solution you put forward.

'The shift to a more consultative conversation takes time and effort, but it makes for a more satisfying relationship and better commercial outcomes for both you and the customer. The path ahead will be tough for many businesses, but fresh opportunities are out there if you know where to look and working with new customers to identify them will be exciting and rewarding', concluded Pieters. 

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BY KIM HAIMOVIC, MASSIVIT 3D

Regardless of whether a company's product is a tangible object such as a car or piece of furniture, or a digital algorithm driving an innovative piece of software, the process of testing and refining multiple iterations before it can be released to market is one of the most crucial pain points for almost any modern business enterprise.

Prototyping is a critical phase of product development in which the designer or engineering team is primarily focused on validating the concept. The three pillars of prototyping are form, fit, and function and any or all of these need to be tested for a given product or component to gain valuable user feedback.

The central importance of prototyping influences almost every stage of product development and the range of personnel involved from start to finish. Designers creating models out of traditional materials such as wood, clay and foam are limited in the scope of design possibilities they could feasibly entertain, often taking many months to perfect a single complete model from which an initial prototype could then be built.

Likewise, the engineers testing these early mock-ups face limitations in the amount and intensity of examination that could reasonably be performed with only a single model available, such as crash-testing automobiles to analyse their structural integrity and the functionality of their various safety features.

Additive Manufacturing disrupts product development timelines

The advent of high-speed additive manufacturing (AM), aided by advanced design software, has dramatically disrupted the anticipated timeframes for new products to move through the development pipeline in many and varied industries. Despite what the name implies, 3D printing rapid prototypes has traditionally been rather slow, especially when compared to the cutting-edge

AM technologies now available.

This speed unlocks true rapid prototyping potential, allowing companies to slash the timeframes required to bring an idea through the design and testing phases and to transition into large scale production. By quickly producing cheaper and more precise mock-ups, designers and engineers possess increased freedom to explore innovative new concepts and to bring a wider range of higher-quality products to market with a fraction of the time and money previously invested.

The ability of service bureaus to produce multiple different versions of a prototype quickly and at a reasonable cost means that designers can create various full-scale models to be tested, whether for aesthetics, ergonomics, aerodynamics or any other design element. Additionally, the speed and accuracy of AM allow the production of multiple iterations of a single prototype so that different types of testing can be performed simultaneously, such as for performance analysis, health and safety specifications, or market research.

This influence extends beyond the strict boundaries of the actual prototyping phase. The design software programmes at the core of AM and the lightning-fast speed facilitated by some of the latest 3D printers also enable a seamless and cost-effective transition from the testing phase into large-scale production.

The innovative slicing algorithms that translate the final design into actual 3D printed material are so advanced that engineers can easily make high-precision

refinements without sending the whole project back to the drawing board for recalculation.

The automotive industry has long since established itself as a pioneer of innovation and it was among the first major industries to adopt 3D printing as a standard core element of modern product development. The market demand for automobiles, along with the ever-intensifying drive to offer consumers a broader range of more customisable options, means that the use of high-speed AM solutions for true rapid prototyping can provide a crucial edge over the competition in getting a product to market faster, without sacrificing quality or facing prohibitive development costs.

European service bureau Velum Nautica has used 3D printing to create various purpose-built motorcycle parts and moulds for a custom Grand Prix Moto3 class motorcycle, including a seat, a nose, a belly panel and a fuel tank. AM allowed them to achieve the goal of producing printed parts with structural rigidity and minimum mass to meet the Moto3 requirements for lightweight bodies.

The use of AM for this process also allowed their client to test the endurance of the 3D printed parts in racing conditions and harsh environments, making as many changes as needed before the deadline. Electric vehicles have clearly become a focus of automotive innovation, and there too we see where AM makes its mark. For example, IFEVS, an electric vehicle maker, is using AM to create parts for its latest functional prototype vehicles, which are smaller and lighter than traditional combustion-engine vehicles, in order to increase the range achieved with battery power alone.

The use of AM for rapid prototyping is making waves in other industries as well. The aforementioned Velum Nautica is most well-known for their marine applications, including highly customised yacht designs. The high precision, lightweight, watertight and corrosion-resistant components that can be so quickly produced with 3D printers are a perfect fit for the requirements of maritime engineering. Velum Nautica has provided its clients with custom-built parts for high-end yachts such as a radar antenna mast, folding gangway, and a rigid bowsprit for an inflatable vessel.

Stratiforme Industries, on the other hand, has used their 3D printing capability both for marine applications (creating custom-built parts for the Bird-e-Marine hydrofoil), as well as for rail. Stratiforme is the service provider for Alstom, a company specialising in mobility solutions for high-speed trains, metros, monorails and more. They have used AM to produce prototype parts for the front end of a train in order to decrease air turbulence and reduce noise for the control cabin crew, including a panel that was lightly reinforced with a layer of fibreglass to help make it resistant to fluctuations in air pressure.

While we often see rapid prototypes in the various transportation industries, that is just the beginning. The fact is that 3D printing has enabled a new way of thinking about development in a range of industries, from furniture to fighter jets. What if you could just print your own custom-designed furniture to reduce discomfort and fatigue?

In a wildly different context, rapid prototyping can hold even more significance, such as in fighter jet development. Marie 3D combined their 3D printer with other technologies to create a 1:1 prototype of a fighter jet in partnership with Tryame and Dassault Aviation (New Generation Fighter). President Emmanuel Macron was on hand to see the full-sized 3D-printed jet for Project NGF, which was another impressive use of AM technology.

Today's newest technologies are changing the world, and nowhere is that more apparent than in the advancement of AM technology. The speed of large scale 3D printers are truly disrupting production timelines, with true rapid prototyping at the core of this change. Market demands will only increase, and it's up to companies across all industries to make use of the newest tools and technologies to stay relevant and deliver the best they have to offer, in the shortest amount of time possible. 📍

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QUESTIONS TO ASK WHEN SELECTING MATERIALS FOR PRINT JOBS

TINT

BY DENNIS LEBLANC, DRYTAC

One of the primary reasons for the tricky material selection process is the wide range of factors that you need to consider when choosing the media you are going to work with. Can it adhere to rough surfaces? Is it compatible with a certain type of print technology? Can it be used outside as well as indoors? Another question is: to tint or not to tint?

With the pressure firmly on the print service provider to ensure they make the right choice and achieve a high-quality result, selecting materials and media for a print job can be a tricky process indeed.

Among the many questions you need to ask yourself when picking out your next material is whether you require a grey adhesive or a clear adhesive. This will likely come down to the type of application you are working on, with one type of material offering certain advantages over the other, and vice versa.

First and foremost, acrylic adhesives in their original state are typically clear and manufacturers will add a 'tint' to the adhesive to provide blockout properties to the media.

But why is this important? In some applications, a blockout adhesive is necessary to avoid colour shift in the graphic due to darker substrates, or if you are applying the media to a surface with existing graphics and want to avoid these from showing through the new graphics.

Take for example producing a set of wall graphics for a retail store; there is a chance that the walls in the store will have some form of graphics already installed, or they could be painted a dark colour. Opting for a material with blockout adhesive will mean the graphics will stand strong in front of any existing designs or colours, helping the application 'pop'.

However, blocking out an existing background, or indeed the light, natural or

otherwise, that is behind the graphic may not always be the most sensible or effective approach. In fact, when it comes to certain applications, materials that allow light to pass through will allow for a much higher-quality and impactful result.

If, for example, we are to look at window graphics; in the majority of cases, the customer or client will want natural light from outside to pass through the graphics to light up the interior of the shop, restaurant or other venue. Materials with a clear adhesive will enable the user to achieve just this, allowing for the production of a high-quality design that is effectively lit up by the light that flows through it.

Similar advantages can also be seen when viewing window graphics from the opposite side. If the graphic were to be backed with blockout adhesive, this would mean the non-printed side would be a dull-looking, solid colour. However, clear adhesive lets the light pass through and produces a mirror image of the graphic on the other side of the print, which is more pleasing to the eye.

There are advantages for using either of these materials, with the choice simply coming down to the type of application you are working on. The key to a successful outcome is to fully understand your application, your substrates and choose your adhesive science and adhesive colour appropriately. 

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GRAPHIX SUPPLY WORLD CELEBRATES 25 YEARS OF BUSINESS SUCCESS

BY MEGGAN MCCARTHY, SIGN AFRICA

Graphix Supply World (GSW) is celebrating its 25th anniversary. The company continues to grow from strength to strength by forming solid partnerships with leading industry brands. GSW has especially enjoyed a long and solid partnership with Mimaki, having partnered with the brand since 1998. 'It has and will continue to be our strongest relationship thanks to the commitment of Mimaki to grow its position as the number one supplier of digital solutions in Africa,' said Rob Franco, managing director at GSW.

The most recent milestone, announced in April 2022, is Kongsberg Precision Cutting Systems' partnership with GSW, which sees GSW handling the distribution and servicing of Kongsberg solutions across South, Central and East Africa. Under the new agreement, GSW manages all sales, distribution and servicing of the complete range of Kongsberg digital finishing solutions, including spare parts and consumables, from its Cape Town headquarters.

Franco commented on what it takes to be in business for 25 years: 'You need to have very strong resources in order to succeed in this business and to most importantly look after these resources, in particular your staff. We ensure that we form a strong partnership with our customers and work alongside them in very challenging times like we had in recent years. One needs to be a developer where you help people grow their businesses and assist them with acquiring the best and latest technology at competitive pricing, even when they can't get

funding. We offer them a solution to payment opportunities other than cash.'

Franco outlined GSW's vision: 'We want to be the best in everything we do and offer our customers the most affordable solutions at competitive pricing. At GSW, we always ensure that we offer excellent after-sales support and come up with new innovations that assist our clients with potential growth and, of course, allow them to also be more advanced than their competitors. Our goal is to be Africa's number one, one-stop shop for all print and cutting needs and to be the preferred supplier for the latest innovative technology. We take pride in being forward thinking and innovative, ensuring we stay ahead of the trends in the business while empowering businesses in Africa with access to the latest print technologies.'

www.gsw.co.za



David Franco, Manager, Adam Querido, COO and Rob Franco, managing director, GSW.



The GSW team.

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Live demonstrations are the best platforms to help business owners in making sound decisions when it comes to purchasing printing equipment. Visitors can see live demonstrations of cutting-edge technology, as well as how to achieve high-quality print and productivity, at the Graphics, Print and Sign Expo, taking place from 14-16 September at the Gallagher Convention Centre.

The event will allow visitors to research whether the printer or related equipment and consumables will meet their company's needs and how the products will benefit their business. See new products and business opportunities in the world of signage, graphics, vehicle wrapping, digital printing, branding, T-shirt printing, mug printing, vehicle graphics, laser engraving, binding equipment, digital packaging solutions and more.

Besides the technology showcases, you can also look forward to the following:

Roland Speedwrap Challenge

Wrap a car door in 10 minutes and stand a chance to win cash prizes. Confirm your time slot at the Speedwrap stand, be present at your time slot and wrap to the best standards. Great cash prizes can be won on the day. The highest score takes it all.

Cash prizes: first: R3500; second: R1750 and third: R1000. Wrap Lord (double): score more than 45 points and double your prize money. The Wrap King (bonus): crowned with the highest points of each day.

The Speedwrap Challenge is brought to you by platinum sponsor Roland, vinyl sponsor GrafiWrap (distributed by Maizey Plastics), media partner Sign Africa and expo partner Graphics, Print & Sign Expo.

Falcon SA Create Your Own T-Shirt Competition

Create your own T-shirt on the stand. The competition is limited to 50 entries per expo day. You could win one of these prizes:

- First: STAHL'S Hot Berry heat press and a start-up media pack.
- Second: R1500 Falcon voucher.
- Third: R1000 Falcon voucher.

Maxlaser And Sign Africa Laser Art Competition

Final judging of entries will take place at the expo. The winner will walk away with a HEXA laser machine worth R120,000, plus great exposure for their business.



Some product highlights from exhibitors:

3A Composites

The environmentally friendly position of SWEDBOARD® fits perfectly in the range of 3A Composites' sustainable products and adds to the growing DISPA® sheet business, which 3A Composites introduced as its first printing substrate completely made of FSC® certified paper. The company will also focus on its 3A Composites corporate mission: TOGETHER.RESPONSIBLE. The FIVE-DOT categories are: biobased content, recycled content, fossil CO2 bound in the material, product life cycle and recyclability.

Curv Signage

Curv will showcase their signage solutions. Their Curv kits come flat-packed and ready for quick and easy installation. These kits are supplied with all the required fasteners and trims to create modern signage. These signs are designed and manufactured locally. The company's product range includes: door signs, projection signs, slider signs, wall frame signs, directory signs, lightbox signs, suspended signs, table stand signs and pylon signs.

Exion Corp

Exion's two-part neon-flex solution (the silicon cover and zigzag LED strip are separate) is accurate as well as fast and easier to work with compared to the silicon integral neon-flex. For the silicon integral, there is a distance by which a user is governed for cutting between the LEDs, which can be between 20mm to 30mm, and may cause abnormal distortion to letters or shapes. In the case of the two-part type, the user can use Exion's 8mm and 6mm router bit to engrave the desired letter or shape, and then attach the zigzag strip to the engraving spot. After that, the user can clip on the desired colour of silicon.

Falcon SA

Bodyfence vehicle paint protection film is a 155 micron ultra-clear, self-adhesive polyurethane film designed for the protection of vehicle bodies. Signage materials such as Correx and ABS, as well as aluminium composite sheets (Multisign and DIBOND®) will also be showcased. Aluminium composite sheeting, which will be displayed, is ideal for signage, advertising, construction and architectural design solutions. Sikoma and FOREX® Foam board will also be exhibited. Reflective materials like DM Print temporary road signs and vehicles can also be seen.

Gawk

As a modular display system, Triga has traditionally been a tough sell within a typical distribution model. Recognising this, Gawk has selected five of its best selling Triga Go kits which it would like to sell through distributors: Triga Go® – 1 x 2.25m Totem; Triga Go® – 3 x 2.25m Wall; Triga Go® – 6 x 2.25m Wall; Triga Go® – 0.5 x 0.5 x 1.0m Plinth; and Triga Go® – 1.0 x 0.5 x 1.0m Counter. These kits have been repackaged to best suit a distribution model, where potential distributors only have to move boxes.

Hitech Graphics

The company will present the XpertJet 1341SR Pro 137cm (54") and XpertJet 1641SR Pro 162cm (64") wide sign and display single head CMYK printers featuring Mutoh's brand new AccuFine head technology, a new weaving algorithm and Mutoh's genuine VerteLith RIP software to deliver a significant improvement in both print quality and print speed. The XpertJet Pro sign and display printers are compatible with Mutoh's UMS universal mild solvent inks and MS41 GREENGUARD Gold certified inks.

Intamarket Graphics

StratoJet is a boutique manufacturing brand producing unmatched print quality. Using the most reliable components loaded with automated features, Intec's wide range of ColorCut flatbed die-cutters are one of the most affordable digital cutters for short to medium runs. The range of consumables and materials, which include Avery, 3M, Chemica, Olfa, Steinel, Proseries, Orabond, Alteze and more, will be shown. The team will also show visitors the iEcho digital cutters.

Graficomp

Users can grow with high-value jobs and sharpen their sustainability edge with HP Latex technology on the HP Latex 700. Deliver vivid colours at high speed and get striking contrast using pure blacks and choose from a wide application range covering banners, textiles, poster paper, canvas, wallpaper and vinyl. Users can expand into wider applications with the 162.5cm (64 inch) HP Latex vinyl cutter, featuring 158cm (62.2 inch) maximum cut width and 54kg cutting weight. Combined with dynamic print label capabilities, Onyx 21 delivers innovative tools for print shop branding with the flexibility to connect to existing business tools.

Graphix Supply World

The JV330-160 eco-solvent inkjet printers boast innovative features such as the new media changer that allows three rolls of media to be loaded simultaneously, and the XY slitter, which provides in-line X-axis and Y-axis sheetfed cutting. The new UJF-3042MkII e flatbed UV inkjet printer has further improved image quality and machine stability, while maintaining the renowned operability that was highly acclaimed in the range. The CJV150-130 features fast printing speeds up to 56.2sqm/h, and a high quality resolution of up to 1440dpi.

JG Electronics

The Silhouette CAMEO® 4 Pro is the largest and fastest electronic cutting machine in its class and is the big brother of the Silhouette® Cameo 4. The user-friendly software is versatile with three different blade options. Included is a punching tool and sketch pens; an auto set blade (which is set to the correct depth by the software according to the substrate being cut); automatic cutting tool detection; 610mm cutting width and maximum cutting length of 61cm with a cutting mat and 3m without (20m if the software is upgraded).

Kolak

The company will showcase its extensive range of different textured wallpapers, as well as its Stingray and Jay range of digital print media. HEXIS range: Skintac vehicle wrap films; Bodyfence vehicle protection films; Suptac polymeric vinyl for signs; Ecotac and Microtac monomeric vinyl for signs; Purezone antimicrobial film for protecting surfaces from bacteria and Covid-19 and Sandblast for





window decoration. NuTec ink range: Emerald eco-solvent ink for Roland and Mimaki; Aquamarine for dye sublimation and Topaz solvent inks.

MaxLaser

The Odin22 Thunder laser engraving and cutting machine is fitted with a 30 Watt metal laser tube; features hybrid servo motors and a 559 x 381mm working table; has a Smartboard operating system and features LightBurn software. The Nova 24 is a desktop machine. It does not come fitted with a stand and wheels like the bigger machines and comes standard with a 60 Watt laser tube. The standard Nova 35 is fitted with a glass laser tube, and will still have great engraving quality but now will cut thicker material because it comes fitted with a stronger Watt laser tube.

Midcomp

The Compress iUV600s delivers exceptional photo realistic colour. In addition to unmatched material size and thickness capabilities, the printer utilises CMYK, White and Clear inks for special effects including textures and simulated embossing. It all adds up to powerful visual impact on POP displays, industrial parts, art, promotional products and one or two-sided signs with variable data. An integrated roll to sheet media handling system is incorporated for packaging, label production and proofing.

MIPS Technologies

The company will present the XpertJet 1341SR Pro 137cm (54”) and XpertJet 1641SR Pro 162cm (64”) wide sign and display single head CMYK printers featuring Mutoh’s brand new AccuFine head technology, a new weaving algorithm and Mutoh’s genuine VerteLith RIP software to deliver a significant improvement in both print quality and print speed. The XpertJet Pro sign and display printers are compatible with Mutoh’s UMS universal mild solvent inks and MS41 GREENGUARD Gold certified inks.

NUtec

Focusing on the responsible use of resources, NUtec Digital Ink will be utilising Xanita rigid boards, made from recycled cardboard boxes, to build a stand with eco-friendly, sustainable materials. The entire stand structure will be printed directly with NUtec Digital Ink’s products and the company will also display innovative prints on a plethora of other substrates and media using its Aquamarine water-based inks, Amethyst UV-cured inks and the Emerald and Diamond eco-solvent ink ranges.

Printing SA

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.

Rexx Screen & Digital Supplies

The revolutionary Rexx DTF systems are easy to use and are available from entry level A3 size through to automatic 30cm and 60cm wide roll-to-roll solutions, allowing anyone to cost-effectively create a digitally printed transfer, which can be applied to a vast range of products and textiles. These include: cotton, polyester, nylon, spandex, leather and many more via a heatpress. Added to this, users can achieve incredible opacity even though it is a thin, soft



and flexible film. The wash durability is outstanding and proven with industry standard wash tests.

PLATINUM SPONSOR

Roland DG

TrueVIS VG3 printer/cutters have been greatly enhanced to further exceed the print quality, productivity and uncompromising needs of sign and graphics professionals. The LEC2 series of wide format printers/cutters offer unmatched production capabilities, including creating unique special 3D effects using UV ink and contour cutting printed images on demand. 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. The CAMM-1 GR2 series of large format cutting plotters is built to fit seamlessly with a print-then-cut workflow.

PLATINUM SPONSOR

Stixo Signage Supplies

Visitors will see various solutions at Stixo’s stand, including large format digital media, display systems, substrate rigid sheets, corporate gift blanks, signage accessories and more. The company has also launched its impressive range of Aluminium Composite Panels ‘ACM’ and ‘ACM-Lite’ to the Southern African market and beyond. The ACM, ACM Lite and STX Foam Board ranges are quality products and are readily available in an array of finishes, sizes and different coloured sheets.

Trotec Laser South Africa

The company will demonstrate the Rayjet 50, Speedy 400 and SpeedMarker 1300 laser solutions. Use the Rayjet to process plastic, glass, stone, awards, executive gifts, wooden products, signs and crafts. These applications only scratch the surface of what you can do with the Rayjet. The Speedy 400 features optimised performance in terms of quality and speed, and easy handling. The use of the laser markers of the SpeedMarker series leads to enormous productivity, supports automation processes and inspires by the simple handling – both in data preparation and in daily work. 📌

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MADE IN SA

GARMENT MICROFACTORIES

HAVE A SMALLER ECOLOGICAL FOOTPRINT

BY MARK SOLLMAN, MIMAKI EUROPE

Along with reducing unnecessary waste through on-demand production, microfactories have a smaller ecological footprint than traditional garment production and require no water use during the production process, making it not only a faster solution, but a greener one too.

There is no time like the present for the fashion world to rally together in stepping up sustainability efforts and getting carbon emissions under control. Globally, the fashion industry is now estimated to account for around 10 percent of greenhouse gas emissions and 20 percent of wastewater (<https://bit.ly/3R36dJI>), making the pursuit of greener production methods more pertinent than ever before. Thankfully, we are seeing a new era of production enter the fashion arena, with the increasing emergence of technologically advanced, highly automated microfactories.

Last year's FESPA saw Mimaki team up with fashion designer Carolina Guzman to bring her designs to life in real time at the show, setting up its own working microfactory live on-site to take her designs from screen to garment within just a day. Guzman's designs were created using Mimaki's TS100-1600 Sublimation Printer, before being transferred to textile, digitally cut and finally pieced together.

Devised with a string of ethical and environmental objectives threaded throughout, the microfactory also exclusively used eco-friendly Greentex fabric, and any remaining material was donated to Sheltersuit: a wind and waterproof coat that can be transformed into a sleeping bag, which is provided free of charge to homeless people and refugees.

Through working with a number of strategic partners — including transfer printing expert, Klieverik; paper solutions specialist, Neenah Coldenhove; and digital cutting equipment provider, Summa — Mimaki was able to produce a collection of unique, high-quality garments live on the stand during the tradeshow, demonstrating to visitors from more than 100 countries some of the key reasons that microfactories seem set to change the future of fashion.

Unparalleled speed and versatility

Where traditionally, apparel manufacturing has centred on a production chain

model of sourcing materials and producing garments in bulk, microfactories are now enabling on-demand, on-location production, making it possible to create everything from unique, one-off pieces and samples right through to entire product lines — all at unprecedented speeds. This means greater flexibility and customisation, enabling designers to modify or update designs and respond to market trends as they occur.

Simplified supply chains and minimised risk

The microfactory set-up brings production in-house and on-demand, minimising the cost of not only storing stock, but also of shipping it and responsibly disposing of unsold items. Where recent geopolitical events have highlighted the fragility of global supply chains, microfactories offer a unique independence from these systems, empowering garment manufacturers to future-proof their businesses, become less reliant on external systems and suppliers, and reduce the risk of disruptions.

A boosted bottom line and a greener future

Facilitating savings in a whole line of resources, from physical storage and production space to time and energy, microfactories ultimately have the potential to significantly increase profitability for garment manufacturers, with the additional benefit of being easily scalable as production increases. Perhaps even more compelling, however, are the environmental considerations. The environmental benefits inherent to microfactory production will have an even greater impact as it becomes more prolific and commonplace throughout the fashion world, with the potential to effect meaningful environmental change as adoption increases in the years to come. In short, watch this space. 📈

PAVING THE WAY FORWARD



Bank of America

WITH LED IN DIGITAL SIGNAGE

BY MONIKA LINDQUIST, VISUAL ART

LED technology has, more or less, revolutionised the world around digital signage and digital communication channels in general. LED has also started to be used in smaller formats.

The reason is simple. As technology has developed and prices have decreased, the modular possibilities with LED have created completely new possibilities. By easily assembling smaller parts into a larger unit, it has been possible to build screens in sizes that had not previously been possible, or at least very complicated and expensive. But now it's time to rethink this as LED has also started to be used in the smaller formats.

It's easy to assume that a large screen attracts viewers. And although it was a truth in the past, this has changed. As large screens become an increasingly common part of our everyday lives, our brain functions as it always does with what is frequently occurring, sorts it out and directs attention to something else. Of course, this depends on the content, but to push a point, we generalise. What we were previously impressed by no longer mesmerises us, nor does it generate a 'Wow!'

By using the power of technology with human creativity, it is possible to break the norm, think bigger and create completely new sizes, shapes and forms, which can make the brain direct its attention towards it and then focus on what is shown on the screens.

The easiest example to visualise this is that we imagine four corner pillars around a stand in a store. By building the ends as screens and dividing the content on all four sides, so that together they show a whole depending on the angle from which we look, we have created an installation that makes the brain start thinking. It breaks the usual pattern of what a screen 'should' look like. It breaks the pattern around what we expect and thus automatically arouses curiosity and interest in the viewer.

Another exciting and illustrative example is a shopping centre in Germany which today has a giant LED screen in the middle of the building, which no one is looking at. There, visitors are now looking at a solution with 100 screens in a long corridor instead, a digital corridor where the content is linked between the screens in a way that is guaranteed to make both the eyes and brain wake up.

Maintenance, both technically and in terms of content, becomes more challenging with 100 screens instead of one. However, the investment does not have to be more expensive. If we look at the prices per inch of screen today, it can even be cheaper in the end. Also, in terms of service and maintenance, it is easier to replace individual, smaller units than a large one.

In terms of content, it creates new types of demands, but that work is facilitated by smart digital signage software in the background. However, those who produce the content must learn to think new because it is basically a new way of communicating.

For the LED of the future, the small screen, it requires significantly smarter digital signage software and not least smarter creators, for the future has no fixed formats.

This article was originally published in Digital Signage Today. 

www.digitalsignagetoday.com

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NEWS

Printing SA's Inaugural Women In Print Event Inspires And Empowers Attendees

The Women In Print events, hosted by Printing SA on 19 and 25 August, were a major success, with attendees feeling inspired and motivated by the thought leadership and discussions by successful women business owners and women in the printing industry who shared invaluable experience, insights and wisdom. Sign Africa was a proud media partner of the event.

For the first time in Printing SA's 111 year history, it hosted an event that honoured the 'Women in Print,' across all the sub-sectors that the association represent, who have emerged as stalwarts and heavyweights in an industry that has been male dominated for over a century. The luncheon focus consisted of two parts, the first part took the form of a panel discussion, looking at: Disruption – 'Don't just survive but thrive in a production world'. Part two saw the young mavericks of the industry take the stage and unpack how they have managed to forge careers in a production world that is integrating and accommodating the diversity of the next generation at a very slow pace.

Dr Abdool Majid Mahomed, CEO of Printing SA, said, 'We salute women who stand tall and are able to engage in C-Suite positions, adding real value to the companies they own and manage. When we talk about the rise of women, it does not imply the fall of men, as every single person can play a role in forging gender parity. Gender balance is not solely a women's issue, it is a human right's issue as females make up half of humanity. It is also an economic issue as the disparities of the past still have to be dealt with.'

Panelist snippets:

Teresa Adinolfi, Founder and Managing Director of Redfern Group, had advice for business owners: 'Recognition is important. Without our team, we have nothing. They are the most important asset in my life. No machine or anything else supersedes our team. You have to recognise (your employees).

When things go wrong, we work together to change and fix it and not repeat it. But it needs to be done with respect and kindness.' Adinolfi also had personal advice: 'Make choices because you believe in yourself and who you are, and be the best you can be. If you are true to yourself and if you honour your choices, that will improve your mental health, and your whole being.'



Linda Frohlich, Sasfin Holdings; Michelle Robson, Rotunda; Heilet Grobler, UVO Communications; Teresa Adinolfi, Redfern Group and Alinah Fosi, Government Printing Works.



Dr Abdool Majid Mahomed, CEO of Printing SA, addresses attendees at the Women In Print Johannesburg event.

Heilet Grobler, Managing Director, UVO Communications, said younger women wanting to enter the industry need to expand their definition of the printing industry to see the full range of opportunities. 'The industry has really expanded and people think that print is just on paper, but there are so many options. If you research the opportunities in print, it involves promotional items, banners, visual communication, design and much more.'

Grobler also touched on her experience as a single mother with two children: 'There are structures you can use, and don't feel bad for using them. You are the breadwinner, and you have to provide.'

These days, there are au pairs and there is Uber. I also often brought my children to meetings. Do it, there are no rules. It's also very important to keep to boundaries. Yes, you do work outside of office hours – if you want to be successful, you have to walk that extra mile. So I work late at night but between 6 and 8pm, we have family time.'

Alinah Fosi, Chief Executive Officer of Government Printing Works, advised women to carve out me-time. 'Sit, meditate, reflect and recharge on your own. It does a great deal of healing and is therapy for your soul. Because (as women) we get so concerned about everyone else and not ourselves.'

When you're done with me-time, play. Laughter is a way of releasing as well. So laugh, play, go out and take a break, work will still be there the following day. Plan that weekend away with the family, because they also need you.'

Michelle Robson, CEO, Rotunda, spoke about her biggest challenge: 'I'd say to my factory manager 'My customer wants his job', and the factory manager would say 'Well, you can get it in six weeks' time'.

It was easier (for him) to run things simultaneously and get better production stats. I had to fight him on everything and say that what the customer wants is more important than his production board. I eventually got it right, and now we're a sales generated company and not a production driven company.'



Women In Print Cape Town event.



Kristin Mento, TopInc Print Imagination; Jean Lloyd, Keypoint Intelligence; Kaylene Lloyd, Offernet; Chantal Donnelly, Hirt & Carter; Heidie-Mari Middell, KYOCERA Document Solutions South Africa; Teresa Adinolfi, Redfern Group; Charnia Yapp, Sign Africa; and Anja Kirton, FUJIFILM Graphic Communication South Africa.

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Tzaneen

MIMAKI JV33-160 18 AUG

1.6m wide dye sublimation printer. R40,000. Non working, needs a head replacement. All other components are working 100%. Dye Sublimation inks, Bulk feed system fitted.

+27 82 325 1234
mike@tornadosigns.co.za
Durban

EPSON SURECOLOR P8000 18 AUG

R15,000. Needs ink/maintenance cartridges. For parts or refurbishment. Belinda +27 65 145 9955
sales@prestigesignage.co.za
Durban

CANON IPF5100 16 AUG

R12,000. Ildeko +27 73 200 7899
ildekovantonder12@gmail.com
East Rand

TITAN-JET DX5 16 AUG

R100,000 neg. The printer comes with a roll of vinyl, roll of PVC and a roll of ContraVision. The printer comes with a computer and all the software for printing. Quincy +27 83 496 7245
simplyprints82@gmail.com
Mafikeng North

LASER CUTTER AND ENGRAVER 12 AUG

R15,000. CRON Laser Cutter and Engraver 300mm x 400mm. Still under warranty. Perfect condition. Neville +27 83 789 9419
neville@digitalkarma.co.za
Honeydew

HP DESIGNJET T520 PLOTTER 11 AUG

Large format printer. R12,000. Good condition. Great for accurate lines and sharp details in designs, maps, photos and presentations, etc. May be used with Wi-Fi.

Cathy +27 76 339 3786
cathy.brondani2@gmail.com
Johannesburg

HP LATEX L28500 PRINTERS 11 AUG

R150,000. Two HP large format 2.6m Latex printers. Inks and printheads to import. Budget friendly compared to local. Take both for the price of one, giveaway price. Computer and software included. Hannes +27 73 578 5620
swanepoelhannes3@gmail.com
Bloemfontein

ROLAND VS540 1 AUG

R125,000. Print and cut. 1.37m. Large format printer. Good condition. Used daily. High quality print resolution. Selling due to relocation and change of industry. Urgent sale. Celeste +27 76 283 9690
celestemarvan@gmail.com
Ballito

REFURBISHED ROLAND VS640 31 JULY

Printer is in really great condition with printhead being replaced when printer

was refurbished. Have all invoices from Roland agents of the work that was done. Printer is only serviced by Roland agents and only original Eco-sol toners are used in printer. R110,000 neg, excluding VAT if a VAT invoice is required. Danny +27 82 324 1795
dannymcpw@gmail.com
Pretoria

MIMAKI CJV30-160BS 31 JULY

R110,000. Eco solvent ink. Maximum print and cut width: 1610mm. Bongani +27 82 590 1301
frizy@live.com
Johannesburg

JOBS

JOBS OFFERED

ELECTRONICS TECHNICIAN 25 AUG

Technicians with a proven track record of installing, servicing and maintaining high-end pre-press and digital printing equipment are invited to submit CVs for consideration. The successful applicant, reporting to the Regional Manager, will be responsible for servicing an existing customer base and will also be trained on new technologies being introduced to the market. Need to be an energetic, passionate, self-starting individual who has a can-do attitude.
janita@thunderbolt.co.za
Western Cape

APPLICATOR/INSTALLER 25 AUG

Looking for a large format signage applicator. Experience in applying the following is essential: vinyl applications, wallpaper, vehicle decals and wraps, window tinting and Contra Vision. Must be hard working and willing to work overtime if needed. Must be able to provide great customer service to clients on site.
admin@ocdmarketing.co.za
Gauteng

DRIVER/RIGGER/INSTALLER 24 AUG

Signarama Centurion is looking for an individual with experience in rigging and application work in the industry.
nadine@signarama.co.za
Gauteng

SIGNAGE ESTIMATOR 23 AUG

Requirements: proven experience as an estimator in the signage industry; proficient in CorelDRAW; able to produce detailed site surveys; good maths skills; an eye for detail; able to work on own initiative; communicate effectively with clients telephonically, in person and via email. Some duties: liaising with customers to obtain their requirements and reading plans and drawings from

architects. Email your CV. total.vacancies@gmail.com
KwaZulu-Natal

SPRAY PAINTER 22 AUG

Prepare work to be sprayed using approved/relevant methods and techniques, sanding cleaning etc. Spray paint letters, numbers, signs and other items. Spray paint wood, metal, plastic, and foam components. Use proper paint and primer for each type of material. Requirements: experience using gravity fed sprayers and have a general understanding of signage and graphics materials, substrates and manufacturing processes preferred.
gm@zelus.co.za
Gauteng

FREELANCE APPLICATORS 22 AUG

Looking for freelance applicators for wallpaper and vinyl installations nationwide.
info@corporaterepresence.co.za
Gauteng

JUNIOR DTP 18 AUG

Looking for a Junior DTP to assist the current designer with machine operation and overflow design work.
garth@blkwidow.co.za
Western Cape

VEHICLE GRAPHIC DESIGNERS 16 AUG

Minimum of three years' experience in the vehicle branding industry. Should be comfortable working in CorelDRAW and other design programmes as well as running our large format printers. We are based on the East Rand. Own transportation is required.
tim@wrap-my-ride.co.za
Gauteng

OPERATIONS MANAGER 16 AUG

Plan details of production activities in terms of quality and quantities, cost, time and labour requirements. Prepare work programmes to achieve planned production, direct production and control activities. Control the use of production plant facilities through the planning of maintenance, the setting of operating hours and supply parts of tools. Ensure that material is sourced and available for production.
ops@signcentral.co.za
Gauteng

SIGNAGE PRODUCTION/VINYL APPLICATION 15 AUG

Looking for an experienced signage all rounder with good vinyl application skills (vehicle wrapping an advantage). Ability to apply all types of vinyl on all surfaces. Experience in applying smash and grab tinted films, wall vinyl and wallpaper application. Ability to work from heights. Drivers licence required.
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VEHICLE VINYL APPLICATOR**11 AUG**

Must be able to do: full colour change or digital printed wrap; decals/branding; partial wraps and stripe kits.
Tim Barnard +27 83 487 4222
tim@wrap-my-ride.co.za
Gauteng

INSTALLER/SIGN MANUFACTURER**4 AUG**

We are looking for a driver, sign manufacturer, vinyl applicator and installer. Must be able to paint and do fabrication. Must be in close proximity to Midrand
info@transformar.co.za
+27 067 605 2363
Gauteng

GRAPHIC DESIGNER**4 AUG**

Our main area of business is designing pamphlets for companies within the retail/FMCG sector. We also design logos, business cards, signage, vehicle wrapping etc. Requirements: at least three years' relevant work experience in graphic design; must be computer literate and experienced in CorelDRAW and Photoshop; be able to work under pressure and pay attention to detail and accuracy. Email CV and portfolio.
accounts@imagine-that.co.za
Gauteng

FABRICATOR**3 AUG**

Looking for a vibrant and positive individual that can do Plexiglas fabrication and installation work. Requirements: able to perform under pressure; work independently; strong work ethic; deadline driven; willing to learn and must have a Code 8 licence.
johan@signarama.co.za
Gauteng

SILK SCREEN PRINTER**3 AUG**

Three silk screen printer positions available.
info@digitaljelly.co.za
Gauteng

SIGNAGE ALL ROUNDER**3 AUG**

Signage all rounder, sign manufacturer/installer. Must be able to weld, build steel frames and structures. Must be able to install signage at heights. Must have full working knowledge as no training will be given. These are full time posts. No sub-contractors, temporary workers, other sign shops etc. Email CV.
info@digitaljelly.co.za
Gauteng

GRAPHIC DESIGNER**3 AUG**

Junior graphic designer and print operator. Three years' experience in the field. Must have CorelDRAW knowledge.
info@digitaljelly.co.za
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COMPUTER OPERATOR**3 AUG**

We require a junior computer operator. CorelDRAW knowledge essential.
info@exsigns.co.za
KwaZulu-Natal

GRAPHIC DESIGNER**2 AUG**

Signage company based in Pretoria with corporate client base requires an experienced individual with experience in vehicle branding and signage. Min 5 to 10 years' experience. Must be able to manage client from start to finish. Position available immediately. Salary negotiable depending on experience.
claudia.dsp959@gmail.com
Gauteng

SIGN MANUFACTURER/INSTALLER**2 AUG**

The candidate must be able to weld, build steel frames and structures. Must be able to install signage at heights. Must be able to fabricate letters and have good knowledge of LED installations. We also have a vacancy for a vinyl applicator. Candidates must have full working

knowledge as no training will be given. Full time posts. No sub-contractors, temporary workers, other sign shops, etc.
admin@sunwaysigns.co.za
Gauteng

JUNIOR GRAPHIC DESIGNER**1 AUG**

We have a position available for a junior graphic designer with experience in Roland/Mimaki machines. Must be a quick learner and be able to work at a fast pace. Position is available in Parkrand, Boksburg. Starting salary: R6000 (three month probation applies). Send a CV, cover page with a photo and contactable references.
info@connectingeverywhere.co.za
Gauteng

GRAPHIC DESIGNER/PRINTER OPERATOR**31 JULY**

Looking for a junior graphic designer and large format printing operator with at least three years of experience in this field. Must be able to use CorelDRAW.
allan@aquariusmedia.co.za
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JOBS WANTED**FREELANCE GRAPHIC DESIGNER****14 AUG**

I currently do design work for two small sign companies. If you have urgent designs to be taken care of at a good price, contact me. I have 22 years' experience in the signage trade, digital, web, laser, etc. If you need to see any of my work, send me a WhatsApp.
+27 79 247 4800
salessadowgraphix@outlook.com
Western Cape

PRINT OPERATOR/GRAPHIC DESIGNER**11 AUG**

I am well versed in different areas of large format print production management, large format printing and finishing, technical support as well as graphic design and colour management, vehicle wraps and management. I am well versed in using creative software applications and developing seamless project management workflows for production and internal department communication.
thembinkosidube21@gmail.com
Gauteng

TECHNICAL DESIGN/ESTIMATION/COSTING**10 AUG**

With close to 30 years' experience in technical, graphic and concept design I would like to offer my services to the various industries. I also have a strong knowledge of costing and estimation for all types of projects. Software includes: CorelDRAW, 100%; Photoshop, 80%; Sketchup, 80%; Microsoft Office, 70% Rivet, AutoCad, etc., 60%.
+27 83 789 9419
neville@digitalkarma.co.za
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GRAPHIC DESIGNER**31 JULY**

I'm a reliable and trustworthy graphic designer with 10 years of signage industry experience. I'm a dedicated and hard worker with a high level of self initiative and a team player. I can do both full time and freelance work. +27 82 590 1301
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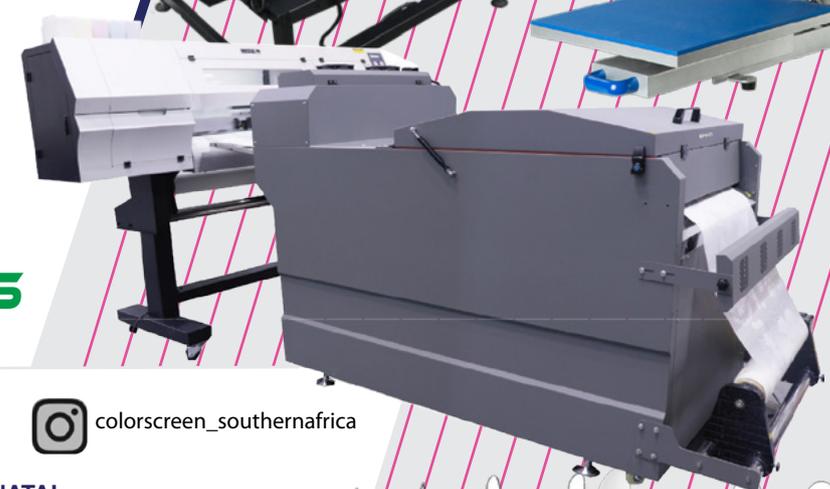
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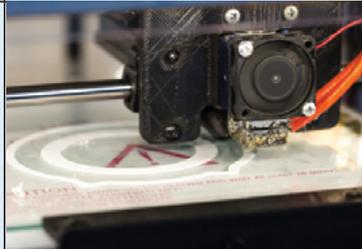
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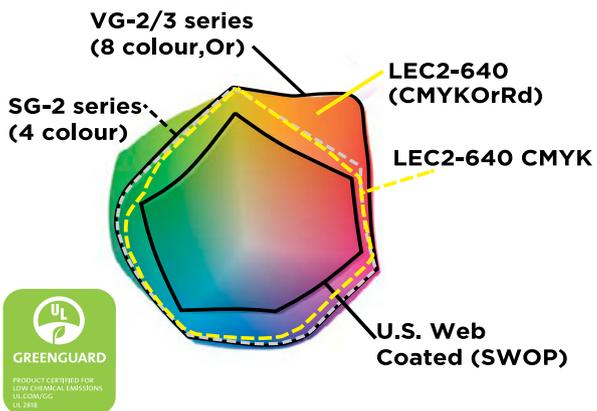
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