

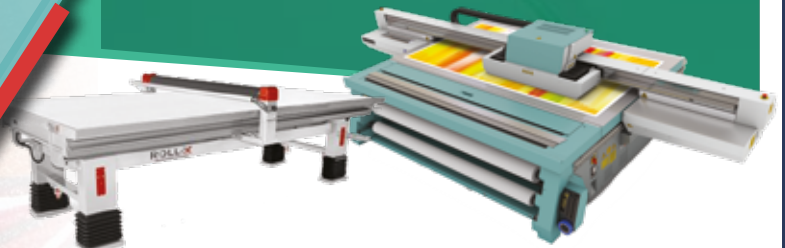
# SIGN JOURNAL FOR THE VISUAL COMMUNICATION INDUSTRIES AFRICA

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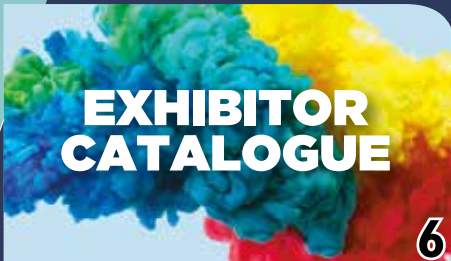
### INTAMARKET GRAPHICS CONTINUES MARKET EXPANSION

### WITH NEW PARTNERSHIPS



Intamarket Graphics has announced a number of new distribution partnerships with premium brands. This positions the company as a one stop complete solutions supplier to the signage and graphics industry, with an extensive product offering.

COVER STORY 40



SIGN AFRICA AND FESPA AFRICA EXHIBITOR CATALOGUE



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TEXTILE INKJET PRINTER OPTIONS

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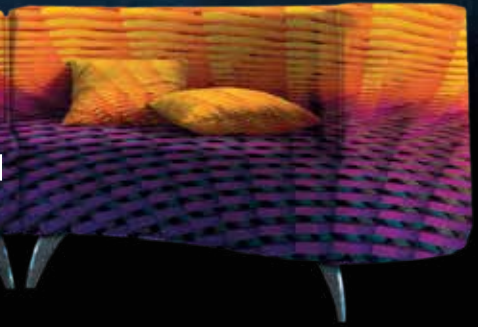
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BY INTAMARKET GRAPHICS

**40** Intamarket Graphics has announced a number of new distribution partnerships with premium brands. This positions the company as a one stop complete solutions supplier to the signage and graphics industry, with an extensive product offering.

## FEATURES

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46	<b>IGNITE YOUR IMAGINATION WITH THE NEW PAINTSHOP PRO 2020</b> BY MOHAMMED JOGIE, HEAD OF CREATIVE AND STRATEGY AT MSD The latest installment of Paintshop Pro is freshly out of the oven. Apart from a slew of new features, it comes at a price that's easy on your pocket.
48	<b>THE CORRELATION BETWEEN SUSTAINABILITY AND BUSINESS SUCCESS</b> BY DANA EITZEN, CANON SOUTH AFRICA A sustainable business is a successful business. Any change to how a business runs will invariably come at a cost. Sustainable practice is an investment like any other.
50	<b>CONSIDERATIONS FOR YOUR NEXT SIGNAGE AND PRINTING SOFTWARE INVESTMENT</b> BY SARIT TICHON, SENIOR VP, WW SALES, SAI In today's cut-throat market, it's often the extra things that reap the biggest reward. I believe this is true of the sign and display and large format sector, especially when it comes to investing in new solutions for your business.
52	<b>HOW CLIMATE AFFECTS VINYL PERFORMANCE</b> BY SYTECH SUPPLIES The durability of a PVC film is generally determined by three major factors. They are the additives in the film, the environment in which the film is used, and ink (in the case of printed film).
54	<b>EFFECTIVE DESIGN CREATES A POWERFUL FIRST IMPRESSION</b> BY DAN ANTONELLI, WRITING FOR SIGNCRAFT MAGAZINE Recently, a new restaurant opened up near my office. It had been vacant for almost ten years, and people were very excited for it to reopen.
56	<b>MEASURING SUCCESS IN SIGNAGE</b> BY SIGNFORCE There are many ways to evaluate and measure the success of your purchases and investments. In order to measure the return on investment, we believe that four fundamental questions need to be answered, preferably before the sign is purchased.
58	<b>TEXTILE INKJET PRINTER OPTIONS</b> BY DR NICHOLAS HELLMUTH, FLAAR REPORTS Textile printing is still a growing trend, in part because there are five different kinds of textile inks and many different kinds (structures) of wide format inkjet printers to handle printing on fabrics.
63	<b>ROUTING TIPS AND TRICKS</b> BY SUMMA The first thing to consider before you start routing is the choice of the bit. A bit can differ in various ways, depending on the type of flute, coating, purpose, spiral shape, etc.

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HOT NEW PRODUCTS

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CONSIDERATIONS FOR YOUR NEXT SIGNAGE AND PRINTING SOFTWARE INVESTMENT

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MEASURING SUCCESS IN SIGNAGE

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# EDITOR'S NOTE

BY MEGGAN MCCARTHY, EDITOR

**Welcome to the Sign Africa and FESPA Africa Johannesburg Expo! Our team has put in almost nine months of hard work to ensure the event is a platform for your business to explode with possibilities in signage and print. We hope you enjoy the exciting features the expo has to offer. On this note, read about some of our exhibitors' cutting-edge product launches and showcases in our highlights section. Don't forget the exhibitor catalogue, which will be a useful resource after the show.**

Our front cover features Intamarket Graphics, which has announced a number of distribution partnerships. The company has always been a strong player as a distributor to the signage industry and is well known for its excellent service delivery. The company prides itself in choosing suppliers that are well-known in the industry and forging strong and long-lasting relationships with these suppliers.

Whether you're a restaurant, or a service business, how you present yourself to the public is how they perceive your business. Design functions to control that perception by building a positive brand impression. The idea is to have people assume or feel something about that business, even if they know nothing at all about it. Dan Antonelli discusses how effective design creates powerful first impressions.

What's new in the PaintShop Pro 2020 box? Design expert Mohammed Jogie reviews the latest release. You can buy just PSP, which will save you some money, and get on with it. You can also one-up your friends and neighbours by going Ultimate. Apart from the photo editor, you also get a bonus pack of premium software.

The regional climate of a country is the main factor that will reduce the expected performance of vinyl. The sun and UV rays are factors that will damage the media. Sytech Supplies outlines suitable vinyls for harsher climates like ours.

Are you considering your next software investment? Sarit Tichon says it's worth considering what other added-value aspects your provider is offering as part of their larger proposition. Keeping this in mind might help improve cost-management, business flexibility and all-round design to production efficiency.

A common mistake with the multi-purpose bits is that operators tend to use these bits on a multitude of materials – for they are indeed called multi-purpose bits. However, it is better to keep the following rule of thumb in mind: if you use a multi-purpose bit on one type of material, make sure you dedicate this particular bit to that type of material only. Summa provides useful routing tips and more rules of thumb for the best outcome.

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

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**WEB:** www.excel-led.com  
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**WEB:** www.macquip.co.za  
 KZN: 111 Escrom Road, New Germany P O Box 865 New Germany

**MAIKESUB DIGITAL IMAGING CO., LTD**

Suppliers of heat press machines and sublimation coating mugs.  
**BRANDS:** MAIKESUB

**TEL:** 86-579-85223168  
**FAX:** 86-579-85223168  
**MOBILE:** 86-13750976737  
**EMAIL:** jenny@maikesub.com  
**WEB:** www.maikesub.cn  
 No.11 Weiya Road, Shangxi Town, Yiwu, 322006 Zhejiang

**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.

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**FAX:** H/O: (+27 12) 327 1994  
**EMAIL:** marketing@maizey.co.za  
**WEB:** www.maizey.co.za  
HO: 18 Maltzan Street, Pretoria West  
PO Box 19502, Pretoria West, 0117



#### MAXSIGNS

Maxsigns is a supplier to the signage industry and as such we specialise in a wide range of display equipment (roll ups, X-Banners, wall Banners, frames, gazebos, flag banners, etc.); media substrates (self-adhesive vinyls, PVC foam sheets, PVC frontlit and layflat, acrylic sheets, magnet, laminations, sandblast, etc.); promotional items and gifts (USBs, writing instruments, bags, clothing and apparel, corporate gifts, etc.); as well as signage, printing and packaging accessories (retractable knives, replacement blades, scrapers, scissors, measuring instruments, etc.) for distribution and/or use.

**TEL:** (+2711) 3149456 / 3149473  
**MOBILE/WHATSAPP:**  
+27 (0) 83 572 3342 / 3345  
**EMAIL:** info@maxsigns.co.za/  
sales@maxsigns.co.za  
**WEB:** www.maxsigns.co.za  
Unit 7 Gazelle Place, 21 Gazelle Avenue  
Corporate Park South, Randjespark, Midrand, 1682  
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**MOBILE:** 083 6760530 / 082 9210069  
**EMAIL:** michael@skycut.co.za / mctdbn@mcthompson.co.za  
**WEB:** www.mcthompson.co.za  
277 Magwaza Maphalala Street, Umbilo, Durban 4000  
P.O.Box 18255 Dalbridge 4000



#### 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, Lumindex 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 (0) 73 469 0336  
**EMAIL:** dion@media-frenzy.co.za  
**WEB:** www.media-frenzy.co.za  
53 Bond Street, Ferndale, Randburg, 2194

#### MICROTEC TECHNOLOGY CO. LTD

With 17+ years experience, Microtec is the ISO:2008 certified manufacturer for heat press machines, sublimation blanks, UV and DTG printers.  
**BRANDS:** APEX

**TEL:** 0086-0769-83662771  
**MOBILE:** 0086-13924604227  
**EMAIL:** support@szmicrotec.com  
**WEB:** www.microtecgroup.com  
Guoyang Factory, #83 Hengdong Road, Dongkeng Town, Dongguan, Guangdong, 523448, China



#### MIDCOMP

For 28 years Midcomp has striven to offer the best digital printing and finishing equipment, sales, services and support on the market. As part

of our Catalyst for Growth promise we have evolved into a group of 3 focal based companies, each specialising in the sales, services and support for their own market segment. These group companies are supported in turn by two divisions, Midcomp Colorflo which specialises in colour management in addition to applications and the Midcomp Innovation hub which acts as a support production facility. In the event of a customer having a technical breakdown, they can still meet their deadlines with the assistance and specialisation of our facility. This group of companies may be distinguished as follows:

Midcomp (Pty) Ltd specialises in Digital Printing and finishing equipment.

**BRANDS:** HP Latex, HP PageWide, HP Scitex, Zünd, Caldera, Direct Color Systems, Summa, Kala, Fotoba, GMG, Caldera and Onyx.

Midcomp Consumables (Pty) Ltd specialises in digital printing media like PVC, speciality vinyl's, wallpapers, window films, floor vinyl's, textiles and rigid boards suitable for all makes of large format printer and digital cutters. Midcomp Consumables also supply finishing equipment including trimmers and eyeleting machines.

**BRANDS:** HP, Contra Vision, Drytac, Palram, Plast Grommet, Senfa and Resource link.

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**BRANDS:** HP Designjet, HP PageWide, HP, Context Large Format scanners.

**TEL:** CT: (+27 21) 552 3453  
**NATIONAL:** (+27 10) 020 9999  
**FAX:** (+27 21) 551 9072  
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**WEB:** www.midcomp.co.za  
Unit 1, 4 Platinum Close, Phoenix Cape Town, South Africa, 7441



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CPT: (+27 21) 511 5340  
DBN: (+27 31) 502 6128  
**FAX:** JHB: (+27 11) 444 8858  
CPT: (+27 21) 511 5333

DBN: (+27 31) 502 4636  
**MOBILE:** Robert Franco - Managing Director +27 (0) 82 455 6333  
**EMAIL:** marketing@gsu.co.za  
CT: rfranco@gsu.co.za  
**WEB:** www.gsu.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



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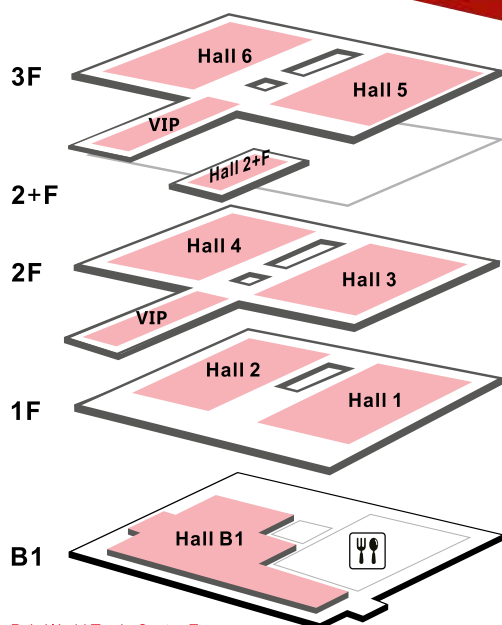
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**WEB:** www.mrpx.co.za  
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**WEB:** www.yh-display.com  
North Tongyu Road, Haian Town, Nantong Jiangsu Province, China.



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**EMAIL:** CT: infocpt@nsds.co.za  
JHB: infojhb@nsds.co.za  
KZN: infodbn@nsds.co.za

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**WEB:** www.kear.co.za  
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**PAUL MOELLER & CO. (PTY) LTD.**

#### PAUL MOELLER & CO

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CT: (+27 21) 535 1575  
**FAX:** DBN: (+27 31) 700 1011  
JHB: (+27 11) 837 7477  
CT: (+27 21) 535 1582  
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JHB: jhbsales@pmcgroup.co.za  
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## Avery Dennison Paint Protection Films SPF-X1 Supreme Protection Film and the "NEW" Pure Defense

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**BRANDS:** PERFECT LASER

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**EMAIL:** sales1@perfectlaser.co.za  
**WEB:** www.perfectlaser.co.za  
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**WEB:** www.pocketmedia.co.za  
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**TEL:** (+27 11) 608 0242  
**FAX:** (+27 11) 608 0623  
**EMAIL:** sales@powerafrica.net  
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**FAX:** +27 (0) 86 690 4873  
**MOBILE:** +27 (0) 76 174 3706  
**EMAIL:** sales@powerhouseplc.co.za  
**WEB:** www.powerhouseplc.co.za  
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#### PRINT 3D

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**EMAIL:** General enquires – Admin@print3dsa.co.za  
 Sales – brendan@print3dsa.co.za  
 60 King street, Centurion, Irene, 0157



#### PRINTACOM TECHNOLOGIES/OKI

Printacom Technologies is the sole authorised distributor of OKI printers and printer consumables in South Africa and sub-Saharan Africa. OKI Printing Solutions is a global business-to-business brand dedicated to creating professional printed communications products, applications and services, which increase the efficiency of today's businesses. From printers to faxes and multi-functional products through applications and services, OKI Printing Solutions has brought to market a range of incredibly fast and high performance machines that regularly win awards and beat the competition.

**BRANDS:** OKI

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**WEB:** www.printimpact.co.za  
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#### PRINTING SA/PFSA NPC

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johann@pureeventgear.co.za  
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**WEB:** www.pureeventgear.co.za  
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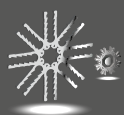
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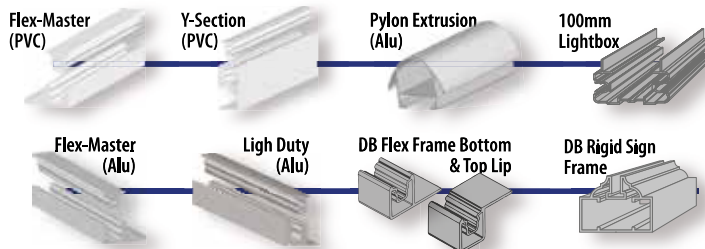
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**WEB:** www.trisave.co.za

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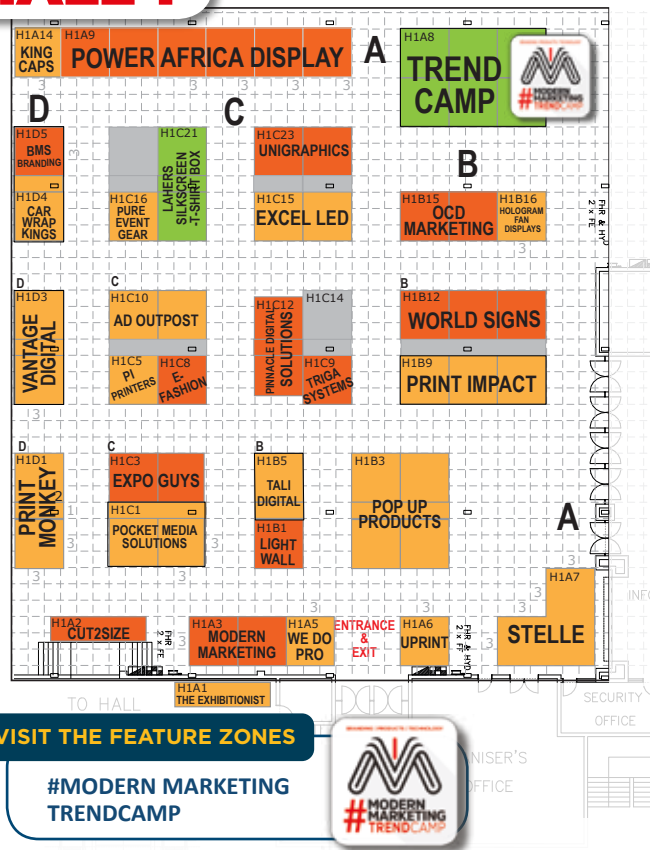
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## HALL 2

VISIT THE  
FEATURE  
ZONES

TEXTILE  
PRINT  
EXPERIENCE



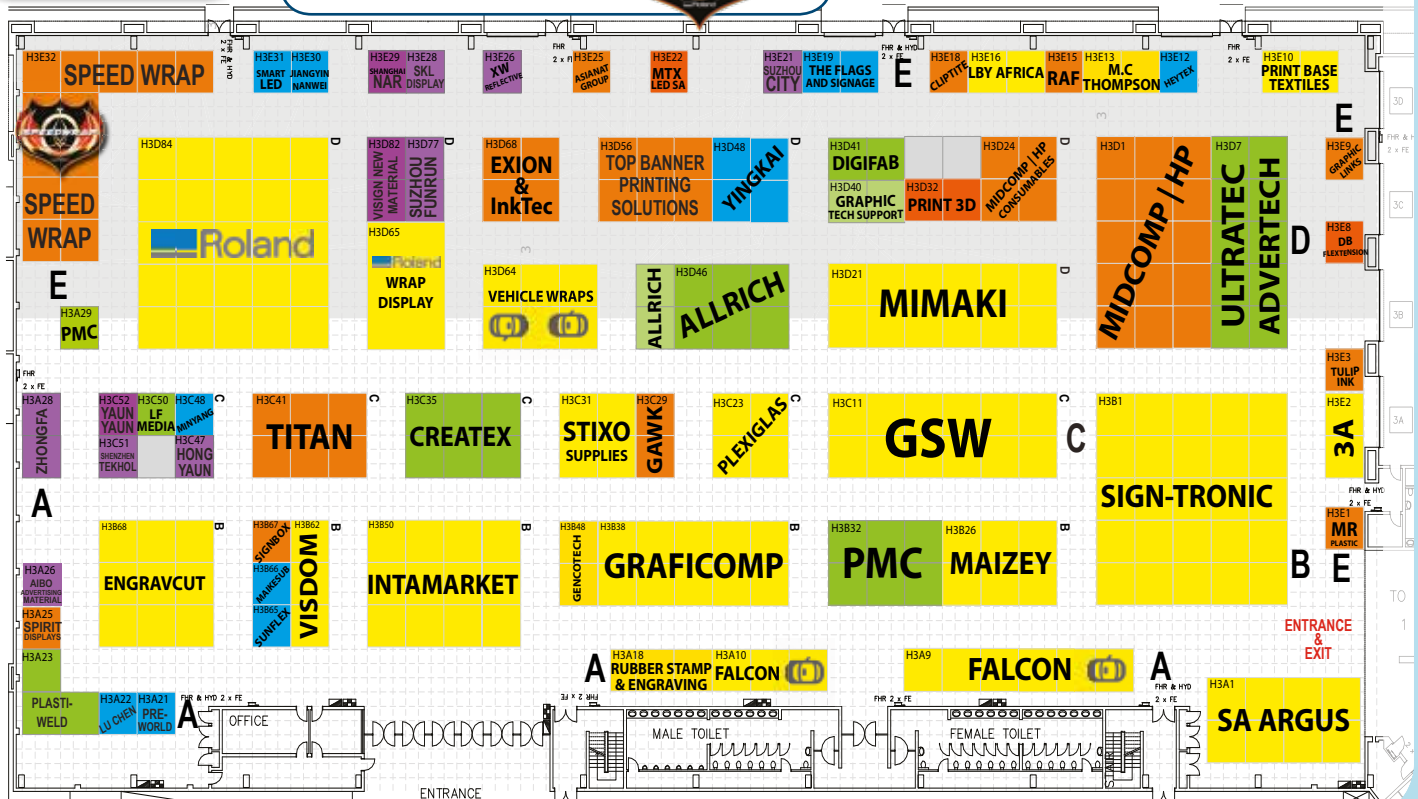
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## HALL 3

VISIT THE FEATURE ZONES

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# HOT NEW PRODUCTS

## LED Optimised Polycarbonate Sheet

EXEET SHINLUX has ideal concealment, UV, weathering and ageing resistance; as well as high durability. It is especially renowned for its moulding performance, and has a UL94 V-2 grade certificate. It also has a good reflective index and haze, which makes for ideal diffusion, transmittance and surface. It can be used in a wide range of industries, and offers good transmission, lamp efficiency and low power consumption. LH04 is the model name of the polycarbonate diffusion sheet.

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



## Toppan Moiré Interference Pattern System

The Toppan system was developed by applying Toppan's technology for reducing the occurrence of moiré patterns in printed media. An image is separated into two patterns to produce a moiré pattern design, enabling 3D and dynamic effects, a sense of depth, and variations in colour density, which can be effective for in-store POP promotional tools, warning signs and other displays.

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



## Hexis Tool Range

The SHAG tool range is designed and adapted to the world of car wrapping and its specific requirements. This high-performance unique tool range offers users all they need to make any car wrap project a success. Wrapping is an art that requires precision tools to ensure optimal application. SHAG offer a range of essential tools for the application of vinyls, tint films and Paint Protection Films (Bodyfence), squeegees, cleaning liquids (SHAGREMOV and SHAGCLEAN), cutters, spray bottles, bubble tools, gloves and more.

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



## Power Africa LED Screens

The modern display solutions have been designed and customised to fit various applications. The range features moderate to high brightness, depending on the product, high resolution, high definition, near and long range viewing distance and are ideal for highway billboards, stadiums, large building fascias, malls, receptions, restaurants, shopfronts, showrooms, expo's, outdoor events, etc. [www.powerafrica.net](http://www.powerafrica.net)



## Maizey Plastics Printable Film

TURBO PRINT BLOCKOUT 4010-S is suitable for use on cotton, polyester, uncoated nylon, mixtures of polyester/cotton and polyester/acrylic. If nylon is treated with a coating, testing is suggested beforehand. A printable Polyurethane film (white) with a blockout interlayer, it is suitable for ultra quick transfer onto bright and dark textiles. POLI-FLEX 4010S is compatible with all current printers using eco-solvent, solvent and latex inks. The non-adhesive PET film liner allows even filigree motifs to be cut by all current CAD/CAM plotters after printing. [www.maizey.co.za](http://www.maizey.co.za)



## U2 Specialised Glue For Signage

The glue has been formulated to work with PVC banners, billboards, tarpaulins, tents, inflatables and truck side curtains to name a few. This glue removes the need for high-frequency or heat gun welding, as once applied, it takes between 3-4 seconds to set and creates a heat reaction between the two layers of PVC to completely fuse them together – exactly the same way the heat gun or hi-frequency weld would be created.

<https://uthindents.business.site>



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# HOT NEW PRODUCTS

## Plastic Trim Cap For Channel Letter Applications

Clients that have aluminium channel letter machines, such as a V3 or TPS, can use the acrylic face – such as Plexiglas or Perspex – with Exion Corporation's new plastic trim cap, which comes from Germany. The plastic profile is scratch, water and corrosion resistant and can withstand any type of processing. The exceptionally durable CAB (cellulose acetobutyrate) material can retain its shape and colouring even in difficult environmental conditions. [www.exion.co.za](http://www.exion.co.za)



## Amethyst A50-RIG-FB Ink

This is a premium quality UV ink for rigid applications designed for superior media adhesion and optimised for use on the HP Scitex FB printers, such as those of FB 500, 550, 700 and 750 series of printers. The A50-RIG-FB formulation is optimised for rigid substrates using conventional UV lamp curing and features a superior colour gamut for bright, vivid images. Offered in a 2.5 litre box container for colours and a 1.7 litre container for white, the ink can be used on a large variety of rigid substrates, including glass and ceramics for indoor decoration, without the need for primers. [www.nutecdigital.com](http://www.nutecdigital.com)



## Auto Cold Laminator

The sturdy and robust Auto Cold Laminator is designed to guarantee high quality results. It is suitable for a wide range of applications, including printed flexible materials, rigid displays, cardboard (packaging), car wrapping, floor graphics, backlit displays, graphics for exhibitions, events, banner roll-ups and display pop-ups, table displays and many more. Features include 162.5cm (64 inch) aluminium shafts for easy loading and unloading of the rolls. It can support big and heavy rolls with a diameter up to 165mm thanks to the increased distance between rollers and support shafts. [www.chemosol.co.za](http://www.chemosol.co.za)



## Titan Spin 'n Win Wheel

The new product is a range-topping edition fabricated with an ingenious hinged metal sub-structure that contains zero loose components. A rigid rotating wheel is built with pins that locate each widget, and a flexible arrow 'arm' connects with the pins when spun to emit the typical fairground spinning wheel noise. Segment artwork can be portioned into either 4, 6, 8 or 12 panels with a centre mounted logo and base panel also available for maximised brand messaging. [www.rocketcreative.co.za](http://www.rocketcreative.co.za)



## Stahl's Fusion IQ Controller

The advanced Dual Air Fusion IQ heat press features a new controller with a larger, higher resolution screen, which makes it easier to modify settings and save recipes. The upper platen moves between heat printing stations, allowing operators to prepare garments on one station while the other is being pressed. Other features include: touch screen controls; Position-Based Recipe heating allows each station to be programmed to work in unison or independently and included Laser Alignment System ensures foolproof precision decoration. [www.falconsa.com](http://www.falconsa.com)



## MF20-P-C Desktop Fibre Laser Marker

This is suitable for a number of applications, including metal accessories marking, metal name card marking, switch marking, metal handicraft and marking electronic components. Features include: ideal desktop design with elegant shape contour, electric focusing, double red pointer positioning focus, easy operation, no consumables, light weight and easy to carry and integration design to ensure a 175 x 175mm marking area in the small chamber. The mini rotation device is optional. [www.chemosol.co.za](http://www.chemosol.co.za)



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## NUbis NUtEC NEW 2litre BULK INK SYSTEM

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# HOT NEW PRODUCTS

## VL Plus 3 Lighting Solutions Line

VL Plus 3 reaffirms the value promise of its predecessors, offering the sign industry an everyday channel letter lighting solution that delivers performance and reliability, while dramatically eliminating cost at every turn. The product line has been expanded with a full spectrum of quality channel letter lighting solutions, available in duo-lens Standard (6500K, 5000K, 4000K, 3000K, Red, Green, and Blue), tri-lens High Output (6500K and 5000K), and single-lens Mini-modules (6500K, 5000K and 4000K). [www.sloanled.com](http://www.sloanled.com)



## Vastex LED Back-Lighting Kit

Offered in two sizes, in 120 or 240V, the new LED back-lighting kit from Vastex is optional on new equipment and can be retrofit to all existing Vastex washout booths and certain other makes. The kit illuminates the translucent acrylic back panel of screen washout booths, improving visual inspection of the screen surface being reclaimed. Both the light and switch are IP65-rated as being dust and water-tight. Model VWB-LK2 measures 610 x 51mm for booth chambers ≤ 1219mm, while Model VWB-LK4, at 1219 x 102mm, is sized for chambers ≥ 1219 mm wide. [www.rexxscreendigital.co.za](http://www.rexxscreendigital.co.za)



## DB Rigid Sign Frame

The product has been designed exclusively for materials such as Di-Bond and Perspex, is manufactured out of dot-matrix material, and can provide for 12V edge-lit signage. Made for indoor applications, the DB Rigid Sign Frame also has the option of including joining corners. There is also space inside the extrusion for small transformers, and it can accommodate double or single sided signage. [www.dbsigns.co.za](http://www.dbsigns.co.za)



## Mactac Graphics Films

JT 8300 Dot Floors is a printable white film that offers excellent printability on all main platforms, and its built-in anti-slip surface means that no overlamination is needed. The range has been extended further with transparent coloured films and a unique monolayer floor graphics film. JT 8300 Red and Yellow Dot films are transparent coloured films that allow converters to achieve a big, colourful impact without having to print a background red or yellow colour first. These products facilitate easy conversion of graphics with standout promotional messages. [www.intamarket-graphics.co.za](http://www.intamarket-graphics.co.za)



## Gemini LUXE Line Of Illuminated Letters

The new LUXE product platform is available in Precision White translucent acrylic with stainless steel back as well as Premium designs including Return-lit, Face-lit, Halo-lit, Face and Halo-lit and Trimless Back models. This array of choices merges the crisp accuracy of machined acrylic with 3M Scotchcal translucent films, precise painted returns or faces, or Chemetal faces to produce an extensive portfolio of sophisticated design effects from which to choose. [www.gemini-signproducts.com](http://www.gemini-signproducts.com)



## NSI GIANT Channel Letter Bender

This is an advanced, precision machine to facilitate the bending of 3D channel letters and light boxes. What sets it apart is that it can bend returns up to 400mm, making giant outdoor lettering a breeze and eliminating the need to stack smaller returns. In addition, specialty functions featured in the customised software allows for bending of sloped letters and contour-faced designs.

[www.nsi4africa.com](http://www.nsi4africa.com)



## Spandex ImagePerfect 2926 Easy Glass

This is ideal for short term promotion. It comprises of an ultra-clear printable self-adhesive polyester window film designed for ease of use even by non-professional installers, such as retail staff. The film balances the ease of application of static cling with the performance of a self-adhesive vinyl. Thanks to its removable adhesive system with clean-peel properties, the new film is easy to apply and reposition, and can be removed without leaving any residue on the glass surface. [www.spandex.com](http://www.spandex.com)



## LED Lamp Kits For Light Booths

X-Rite Incorporated and Pantone LLC announced LED Lamp Kits for the SpectraLight QC and Judge QC light booths. As more retailers, homes, offices, and commercial environments adopt LED lighting for improved efficiency and reduced energy costs, the new kits allow brands, manufacturers and suppliers to easily update their visual evaluation and colour assessment process to accommodate today's lighting trends. [www.digitalview.co.za](http://www.digitalview.co.za)



## Trotec U300

The laser marker has a marking area of up to 190 x 190mm. It has been developed to produce small markings on plastics and metals in the shortest times. With the U series laser markers, individual single pieces as well as small and medium batches can be marked quickly and easily. The new series has been developed especially for job shoppers, engravers and machine builders.

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





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# SIGN INDUSTRY NEWS

## Intamarket Graphics Partners With Fujifilm SA To Distribute UV Wide Format Inkjet Products



Takeo Hata, Fujifilm South Africa and Gavin Turner, Intamarket Graphics.

Fujifilm South Africa and Intamarket Graphics signed an official agreement on 14 August that entails Intamarket providing Fujifilm's leading range of UV wide format inkjet products to the South African market.

'In line with our vision to become a one stop solutions supplier to our customer base, we identified a gap in our portfolio: a range of high end grand format roll to roll and flatbed printers,' said Gavin Turner, Managing Director of Intamarket Graphics. 'With our focus on representing Blue Chip Companies and through engaging with Fujifilm South Africa, we came to a mutual realisation that our businesses complemented each other and thus formed a distribution partnership. We believe this will not only be a win-win for both parties, but a win-win for the market as well.'

Speaking of the decision to partner with Intamarket, Fujifilm South Africa's Managing Director, Takeo Hata, said, 'Intamarket is a well known and respected supplier in the wide format print industry. Fujifilm's excellence in this industry will complement

Intamarket's offerings and give an advantage to their customers in the market. We are extremely proud to appoint Intamarket as a distributor, as they provide quality brands and have a national footprint to serve their customers.'

'Fujifilm South Africa will continue with direct sales of our products, but the partnership with Intamarket will allow both companies to combine our extensive market experience and will enhance Fujifilm's market coverage and awareness of our unique print application solutions.'

Intamarket will exhibit the Acuity 15 flatbed printer on their stand at the Sign Africa Expo. The printer is a highly-capable introduction model that offers smaller print producers entry into the world of high-quality UV flatbed printing. It delivers quality printing in the same robust platform as the Acuity 20/30 printers, at a price positioned for light production and entry-level industrial environments.

[www.intamarket-graphics.co.za](http://www.intamarket-graphics.co.za)  
and [www.fujifilm.co.za](http://www.fujifilm.co.za)

## Zimbabwe News: Exion Corporation Announces Opening Of Zimbabwe Branch



Exion Corporation's new branch in Harare, Zimbabwe, is being managed by Arnold Venter as director of sales. Venter specialises in developing and implementing sales strategies. Venter has a vast knowledge of the signage industry – having managed a signage company and moving on to opening his own – so he can advise clients on the most suitable products and application for each project.

'I am excited to bring Exion Corporation to Harare and give the country a broad and diverse range of quality products,' said Venter. 'With the comprehension of what is needed in the Zimbabwean market, I will be able to help customers with products that would benefit them and enhance their sign making skills. With our high quality LED lighting and signage solutions, companies will be able to produce fantastic products for the end user.'

'We are excited to have Venter on board,' said Exion Corporation Managing Director Jay Kim. 'We believe that he brings a level of expertise to Zimbabwe that can help improve our sales efforts and strengthen our brand even more.'

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




## Display products

JHB: +27 11 314 3237 | CPT: +27 21 955 1277 | email: [sales@allrichtrading.co.za](mailto:sales@allrichtrading.co.za) | website: [www.allrichsa.co.za](http://www.allrichsa.co.za)

# SIGN INDUSTRY NEWS CONTINUED

## GSW Appointed As Agent For DTG G4 Direct To Garment Compact Printer



Graphix Supply World is pleased to announce that it has been appointed to sell the DTG G4 Direct To Garment Printer. Using advanced industrial Ricoh piezo print head technology, the overall operation life cycle is extended due to the robustness and automated cleaning functions of the G4 DTG engine.

The G4 DTG direct to garment printer, one of many of Pigmentinc B.V.'s printers, establishes a new standard for professional direct prints for all

finished garments and fashion panels. Designed and produced by the DTG Digital division of Pigmentinc B.V., the G4 DTG was developed to be the most affordable industrial DTG printer in this market segment, delivering speed, performance and amazing prints. With over a decade in innovation and engineering advancements from DTG Digital for all apparel printers, embroidery, screen printing, internet, retail, sign shops, production houses and more, DTG Digital products are preferred, trusted and used across a wide range of industries.

The printer offers magnetic quick lock interchangeable platens in various sizes for infant through to ultra wide and long garment prints. Cut piece work and fashion panel capabilities are also available with specialty large field tables to accommodate most strike off requirements. It is built for industrial all shift operation, with features that make any novice operator a pro in no time at all.

The machine meets the production requirements of demanding users along with being super simple to install and use. Starting with an IKEA-type of installation, which takes less than 30 minutes after unpacking, the use of the printer is also as simple as

1-2-3. With a simple to use intuitive touch 17.7cm (7 inch) display panel, any operator will be using the unit in minutes after set-up. The feature set works for both entry level personnel to sophisticated users since its full capabilities are similar to far more expensive DTG printers in the market today.

With higher print head kilohertz frequency – speed is a major advantage along with minimum and maximum drop values of 2-37ppl. Up to 1200dpi resolution, an increased firing rate and faster scan speeds deliver pinpoint registration and vibrancy. The G4 DTG print heads are rated for billions of actuations, delivering 150% more speed, power and reliability than previous DTG printer models.

The printer knows which ink is sitting in the dampers and adjusts automatically to the correct wave form while printing, eliminating starvation, blockages and associated ink issues. With auto degassing, each print channel has a set of pressure release dampers mounted at the print head – this is a first – and provides unparalleled performance, especially in eliminating re-gassing of the ink feed delivery, commonly experienced with white ink in printers.

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

## Color Concepts Appoints South African Colour Management Professional

Andre Venter has joined the Color Concepts team. Color Concepts is one of the world's largest, independent services providers to manufacturers in the digital wide format printing industry.

Venter will be the project lead for ColorBase developments and will assist the professional services group with his extensive experience in services like colour management and workflow training, as well as general production optimisation consulting.

'A career in colour management and colour technology is exponentially more exciting when you have an opportunity to work for such a cool, innovative and disruptive company such as Color Concepts,' said Venter.

Venter's passion for colour and printing development started at a young age when he joined the family's print-cartridge business. As a young entrepreneur, Venter applied his skills to start his own wide format printing and signage company, which he later sold.

He acquired more knowledge during his time at a graphic supplies company. He operated in the supply chain for the graphics market, and wide



Andre Venter has joined the Color Concepts team.

format print support and sales. His determination for success and superior quality in the colour and printing industry, and moreover the hunger for

technological growth, guided his career path to the Color Concepts team.

[www.colorconcepts.nl](http://www.colorconcepts.nl)



## Screenline Hosts Soup Kitchen For Mandela Day

In a quest to uplift communities in need on Mandela Day, Screenline hosted soup kitchens in Newlands and Claremont, where they handed out over 300 cups of soup, as well as bread.

Screenline Marketing Director, Nico de Greef, said, 'We don't just print and brand. As proud South Africans, we identify with the spirit of Mandela Day and try and reach out and make a difference to those in need in commemoration of Nelson Mandela.'

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



## Fusion Digital Celebrates 10 Year Anniversary

Fusion Digital hosted an event at the Glendower Country Club in Modderfontein on 5 July to celebrate their 10 year milestone. With an equally dedicated and dynamic team, Fusion Digital has grown exponentially since opening its doors and is now a partner of the Caxton and CTP Publishing group of companies.

The company has been in the business of large format digital printing since 2009, and while it may still be considered a 'young' company, founders James Johnston and Reshma Ramlugan have both been in the printing industry for well over two decades.

Managing Director Ramlugan commented on how they've managed to reach this milestone: 'At Fusion Digital, we are truly passionate about what we do – we have ink in our veins. We try to make things as easy as possible for our clients, so they trust us to produce the best results on the most effective substrates while turning out the most vibrant colours. We have long-term relationships with most of our clients, but also treat new clients with the respect all clients deserve. We go the extra mile, have no problem working long hours and making sure deadlines are always met.'

'James and I have been lucky to have an exceptionally understanding working relationship. The partnership worked from the get-go. We complement each other's strengths and weaknesses, which results in a seamless execution at the end,' added Ramlugan. 'We have also been able to handpick staff who have a great team spirit and who share in our vision. We occasionally fell on hard times, as all businesses do, but Fusion Digital



has managed to pull through these tough times and come out stronger on the other side.

Being part of House of Print, CTP Caxton has

certainly helped. It's always nice to have a big brother to guide and support you.'

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

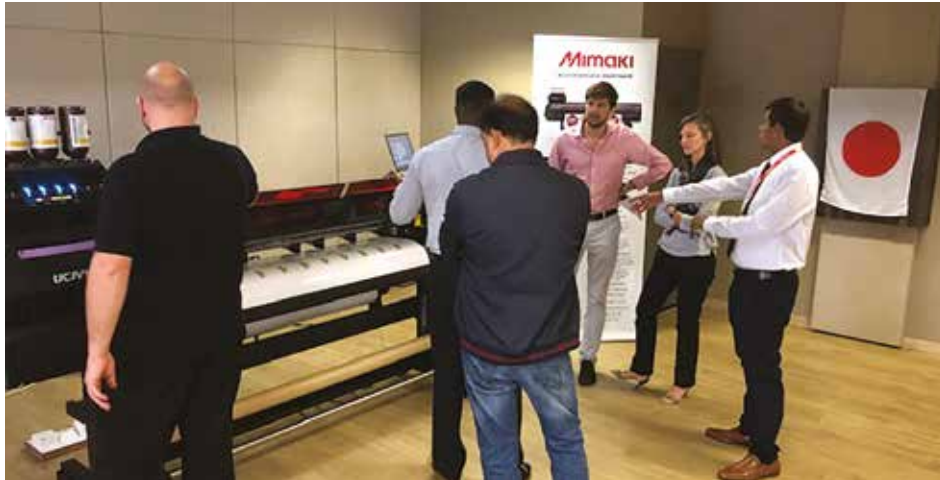


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# SIGN INDUSTRY NEWS CONTINUED

## Mauritius News: GSW Partnerships Bring New Mimaki Technologies To Indian Ocean Island Customers



DSI Ltd's open day.

Graphix Supply World (GSW) have appointed new dealers in Mauritius, having announced a new partnership with DSI and Jet Solutions. These new partnerships will allow local customers in all the Indian Ocean islands to have full access to the new Mimaki technologies with ideal support.

DSI Ltd recently hosted an open day and sold in excess of ten machines. 'This is testimony of the need for an affordable solution in a growing market,' said GSW Managing Director Rob Franco. 'All Mimaki Africa business is now run strictly through GSW export.'

Indian Ocean customers can contact GSW through the following email: [rob@gsw.co.za](mailto:rob@gsw.co.za). Franco will advise clients of which dealer will be suitable to their specific needs.

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

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## SA Argus Announces New Divisions

SA Argus has diversified its offerings with the introduction of a new laser cutting centre, dubbed 'The Laser Guys', as well as a fully equipped training centre. The Laser Guys' state of the art equipment includes the 1290 multi-cutter that can cut various metals, the M30 MOPA marking machine as well as the SA Argus 1325, a flatbed laser machine with a working area of 2.5 x 1.3m.

The 500sqm centre enables SA Argus' client base to extend their services to large scale cutting and enter niche markets such as metal cutting, without the initial financial outlay, as well as offering fast turn around times on large production orders. SA Argus' brand new building in Kyalami Business Park also boasts a dedicated training centre, offering the company's clients the opportunity to book a refresher training session or to send new operators for additional training. The Laser Guys and the new training centre are further examples of SA Argus' ongoing commitment to the success of their clients.



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

## Trotec Initiates Winter Warmer Blanket Drive

With the onset of winter and an economy that is currently not at its best, Trotec decided to pay it forward. Each staff member was given two blankets, donated by the company, and told to use their discretion and bless someone less fortunate with these blankets.

It's no secret that South African winters are rather brutal, and especially winters in Johannesburg.

Most people are fortunate enough to not have to experience this icy change of seasons out in the cold of the streets, but for a large portion of our population this is not the case. Close to 100 blankets were donated by staff members, in a small act that made a big difference.

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

## Rapid 3D's 3D Printing Bureau Service Division Launched As Independent Entity



Akhani 3D, the 3D printing bureau service division of Rapid 3D, was launched as an independent entity on 1 September. Akhani 3D is one of the largest commercial additive manufacturing service bureaus in southern Africa.

A newly established venture from Rapid 3D and Kemtek, Akhani 3D was created to meet the rising demand from within the manufacturing sector for a turnkey Additive manufacturing (AM) production service that translates ideas into objects as efficiently as possible.

Leveraging 15 years of experience in the industry, Akhani 3D's expert team provides traditional manufacturers with access to industry-leading additive manufacturing production processes that deliver a clear competitive advantage. As

a comprehensive, professional production and industrial 3D printing and finishing service for manufacturers, Akhani 3D combines experience, insight and cutting-edge AM hardware.

'Rapid 3D launched when 3D printing was in its infancy, not just in South Africa, but globally. It's an industry that has progressed at a staggering rate, and through the years we've filtered out the noise to pinpoint the processes that deliver real value,' stated managing director, David Bullock.

[www.akhani3d.com](http://www.akhani3d.com)



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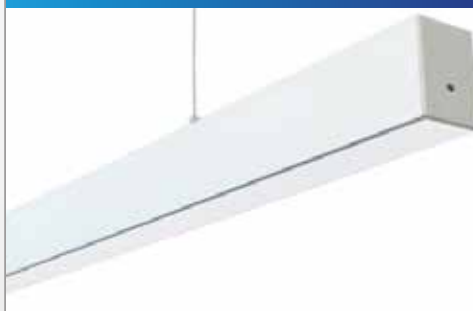
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# INTERNATIONAL NEWS

## Avery Dennison Brings Smart Technology To Bespoke Premier League Sleeve Badge



Avery Dennison recently became the new names, numbers and sleeve badge supplier for the Premier League over the next three seasons, leading the way with its innovative and sustainable products.

For the first time in the history of the competition, a new sleeve badge embedded with smart digital technology will be used in this month's Premier League Asia Trophy courtesy of Avery Dennison.

The Premier League Asia Trophy will be the first time that Avery Dennison's products will be used in an official Premier League capacity. To signify the launch of the partnership, Avery Dennison has designed a bespoke, technologically advanced sleeve badge to be worn by players in this year's tournament in Nanjing and Shanghai. In addition to the sleeve badges, players from all teams will wear their names and numbers on the back of their shirts.

Avery Dennison has collaborated with Chinese artist Zhijun Wang to design the custom-made sleeve badge for the tournament, which will be worn on the playing shirts of Manchester City, Newcastle United, West Ham United and Wolverhampton Wanderers – the four Premier League teams taking part this year. Wang started

his career as a graphic designer in 2004 and has worked on globally recognised campaigns such as UNICEF's 'Goal for Girls' for the 2007 Women's World Football Championships.

The technology used in the new sleeve badge enables fans to engage in a customised experience. Unique to the Premier League Asia Trophy, all fans can scan the new badge on their shirts and they will discover information on how they can enter to win tickets to the Premier League Asia Trophy matches in Shanghai and Nanjing – using #MyADPremierLeagueAsiaTrophyshirt on their Weibo social media accounts.

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

## EFI Appoints New CEO



Jeff Jacobson

EFI has appointed Jeff Jacobson as its new chief executive officer, effective immediately. Prior to joining EFI, Jacobson served as chief executive officer of Xerox.

Jacobson also served as both president of Xerox's technology business and president of Xerox's global graphic communications operations. Prior to joining Xerox in 2012, Jacobson was the chairman, president and chief executive officer of Presstek, a manufacturer of digital offset printing solutions.

Jacobson succeeds Bill Muir, who is stepping down for personal reasons. Jacobson said, 'I am thrilled to be expanding my role on EFI's leadership team to identify unique opportunities for innovation

across the Company. EFI's portfolio of best-in-class solutions presents an exciting opportunity to drive further growth in high-quality inkjet and integrated, digital workflows. Together with my experienced and talented colleagues on the EFI team, we will provide the leadership needed to help EFI accelerate the transformation of industries where colourful images matter. I also want to join the EFI team in thanking Muir for his contributions to the company's success and wishing him the best in his future endeavours. Muir played a pivotal role in successfully positioning EFI for the next chapter of our evolution, always doing so with integrity and the best interests of customers and employees.'

Throughout his career, Jacobson has displayed an on-going commitment to helping customers improve their productivity and enhance their operations. As CEO of Xerox, he oversaw Xerox's largest product launch in its more than 100-year-history and led the company through a strategic transformation, delivering best-in-class customer service, and driving innovation, while improving Xerox's operating margins and cash flow.

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

## New Epson Textile Solution Centre Designed To Accelerate Global Expansion

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Like the Epson Group's Textile Solution Centre operating in Como, Italy, since 2014, Epson's new textile solution centre at Fujimi Plant in Japan – 'TSC Asia' – supports digital textile printing by conducting research and development and by using actual textile printers to produce samples for customers in Japan and throughout Asia.

Designed to accelerate the global expansion of the digital textile printing business, TSC Asia is equipped to handle every step in the textile



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# INTERNATIONAL NEWS

printing process, including textile pre- and post-treatment.

Epson was among the first inkjet printer manufacturers to put its inkjet technology to use in digital textile printing. And, joined by its Italian subsidiaries For.Tex S.r.l. and Fratelli Robustelli S.r.l., Epson has been researching and developing digital textile printing as well as producing the Monna Lisa series of inkjet digital textile printers.

Epson is currently strengthening its production and sales organisations to position it to provide products and services globally from both Japan and Italy. Epson started producing some models in the Monna Lisa series in 2018 at its Hirooka Plant in Nagano prefecture, Japan. The company will be expanding its prototyping and volume production operations for large industrial printers, including the Monna Lisa series, with the completion of a new facility in Hirooka, Innovation Center Building B, at the end of March 2020. In 2019, Epson will begin selling these products through its global sales network, which will also offer enhanced customer proposals and broader support. TSC Asia opened prior to the completion of Building B in order to respond to growing demand from Asia.

'I am pleased that we can now fully support the introduction and use of digital textile printing by an even larger audience thanks to the establishment of TSC Asia,' said Koichi Kubota, representative director, senior managing executive officer and chief operating officer of Seiko Epson's printing solutions operations division. 'We will contribute to the development of digitisation in the textile field with Epson's inkjet technology and will make Epson indispensable for the textile world.'

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

## Durst Announces Large Format Sales Agreement With IGEPA



IGEPA Systems GmbH in Germany has announced a partnership agreement with Durst, through which it will distribute Durst's large format printing portfolio.

In future, Durst software solutions will be available at the respective demo centres at the IGEPA locations throughout Germany. The agreement includes the distribution of the Durst P5, Durst Rho and Durst Rhotex series of web and flatbed printing systems as well as the Durst Software Eco-System with the Durst Workflow and Durst Smart Shop solutions.

'In addition to our direct sales, with the IGEPA Systems, a subsidiary of IGEPA group, we have a strong specialist wholesale partner at our side to further expand our presence in Germany,' said Andreas Unterhofer, managing director of Germany for the Durst Group. 'They have a wide range of products and the necessary know-how in large format printing to be able to advise customers on the various suppliers, printing systems and software. We are already benefitting from the increased interest in Durst P5 and the integrated software solutions.'

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

## EFI Installation Expands Production With White Ink Features



The motivation behind England-based Quarmby Colour's decision to install an EFI VUTEk h3 LED hybrid flatbed/roll-to-roll inkjet printer was the need for more productivity in a similar footprint area to cater for new customers and workload.

'We also wanted to upgrade our print quality. There's been quite a leap in technology with the new VUTEk h3,' said Quarmby Colour director Damian Quarmby. 'The print quality is amazing, especially for fine detail, and it's seriously fast.'

The company is using the 3.2 metre wide production device to drive higher throughput and superior print quality in its display graphics operations. Producing high-end graphics is paramount at Quarmby Colour, which chose an eight-colour plus white configuration of the printer to ensure superior colour quality reproduction. 'It's our first printer to produce text that's too small to read by eye, that you literally need to use a glass to view,' Quarmby explained. 'It's great for small

decals, barcode and machine labels but the true appreciation is in printed gradients. We are printing ever-increasing amounts of architectural optical clear film for glass manifestations,' he added. 'The exceptional quality of the new VUTEk h3 model is allowing us to print seamless gradient fades, especially using white ink.'

The printer's opaque white ink also creates more opportunities for Quarmby Colour, which uses the printer's multi-layer printing capacity to output jobs intended for viewing from both sides.

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

## HP Wins Award For PageWide True Water-Based Inks



In its decision to award HP a 2019 InterTech Technology Award from Printing Industries of America (PIA) for technology innovation, the judges noted the HP PageWide true water-based inks deliver vibrant images on coated and uncoated corrugated boards, can be safely used for sensitive products and primary packaging with no need for any additional barrier, and have proven recyclability. Importantly, they said, there is no perceptible odour.

'PIA recognition of HP PageWide's water-based digital ink innovation is an additional confirmation of the value the industry sees in HP's free of UV chemistries ink formulation that will help HP and its customers transform the corrugated industry to a more sustainable, safe and environmentally responsible industry,' said Eric Wiesner, general manager, PageWide industrial division, HP Inc.

The HP PageWide digital corrugated press portfolio uses A30 Water-Based Ink for the PageWide T1100 series pre-print corrugated presses and CV150 Water-Based Ink for the HP PageWide C500 press for post-print. HP PageWide's true water-based inks are free of UV reactive chemistries, offering



converters many environmental benefits and the ability to produce more corrugated applications digitally.

Additionally, HP PageWide inks have been verified for standard recyclability. PTS, an independent testing laboratory, confirmed corrugated converters can use HP PageWide corrugated presses to supply printed packaging products suitable for recycling into new fibre-based paper for packaging, using standard processes with no need for extra steps or costly treatment.

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

## Tilia Labs Software Honoured For Improving Print Production Workflows



Tilia Phoenix 7.0 was developed to address today's increasingly challenging production landscape in which print service providers handle a much wider variety of jobs using conventional, digital and large format devices. Printing Industries of America (PIA) has honoured this software with a 2019 InterTech technology award.

The award recognises tilia Phoenix 7.0 software for its development of Artificial Intelligence to improve production efficiencies across all print sectors, including wide format printing. The InterTech panel noted Phoenix's innovative approach to planning and imposition in operating according to machine and production requirements, rather than using templates. This enables Phoenix to generate print-ready layouts, JDF or die instructions and production reports, on-the-fly. The judges were particularly impressed by its unique use of cutting-edge AI technology to create purpose-designed AI algorithms, able to learn and adapt to live input without human assistance, in order to solve complex planning problems at unprecedented speeds.

Imposition AI is the power behind the capabilities of Phoenix 7.0. This employs intelligent machine-learning algorithms to navigate the entire production workspace, evaluating potentially millions of alternatives, and converging on globally optimal results. It also facilitates additional possibilities for streamlining daily production, such as on-the-fly last-minute equipment changes, aggregation of data for purchasing or operational decisions, and calculation of instant and accurate price estimates.

'Because it applies authentic, cutting-edge AI to the problem, Phoenix can consistently find better solutions that simply are not possible by traditional software means, resulting in return on investment that can be measured in months or even weeks,' said Sagen de Jonge, CEO of Tilia Labs. 'It was our belief in the transformative potential of modern technology and design back in 2012 that drove us to set up Tilia Labs and it has been a labour of love building Phoenix's Imposition AI from the ground up and fine-tuning it into the disruptive technology it has become today. We're truly thrilled that PIA has recognised this achievement and its significance for the future of print.'

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

## Visix Launches Podcast Series For Digital Signage Industry



Through interviews and conversations with digital signage and communications experts, the Visix podcast highlights best practices and gives practical advice on system technologies, communications planning, content sources and digital design.

The series – titled 'Digital Signage Done Right' – targets both current digital signage users and organisations considering the purchase of a digital signage system.

'People think digital signage is about technology. It's not – it's about communication,' said Derek DeWitt, communications specialist for Visix and host of Digital Signage Done Right. 'We all use tech to connect in new and innovative ways every day, whether it's at work, at school, at shops or with friends. If you really want to reach modern audiences using digital signs, you have to understand how messaging, user experience and technology all fold together into a successful strategy. This podcast is about understanding the real value of digital signage and learning how to realise its full potential.'

Eight episodes are currently available on the company's website:

- Episode 1: 'What is Digital Signage and Why You Need It' covers what's in a system, statistical data on employee engagement, the benefits of digital signage and enterprise capabilities.
- Episode 2: '8 Steps to Plan a Digital Signage System' gives listeners a step-by-step guide to plan and shop for a system, as well as a list of common mistakes and how to avoid them.
- Episode 3: 'Understanding Audience Motivations' explores current theories of audience motivation and provides concrete examples of digital signage content to appeal

to each type.

- Episode 4: 'How to Connect with Three Generations in the Workforce' discusses the priorities of Baby Boomers, Generation X and millennials in the workplace, and communications strategies to engage each generation.
- Episode 5: '14 Quick Digital Signage Content Ideas' examines content sources that are readily accessible in any organisation and gives advice on how to adapt each for digital signs.
- Episode 6: '12 Ways to Increase Engagement with Digital Signs' guides listeners through the benefits of engagement and provides a checklist of best practices for digital signage content.
- Episode 7: 'Digital Signage Design Primer 1 – Basic Foundations' unpacks the differences between print and digital design, examines design psychology and trends, and gives tips to avoid the most common design mistakes.
- Episode 8: 'Digital Signage Design Primer 2 – Practical Tips' focuses on best practices for digital design, while also covering practical tips, design workflows, brand standards and interactivity.

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

## VinylPlus Partners With REMADYL For PVC Recycling Initiative



VinylPlus recently joined REMADYL. Over the next four years, REMADYL will develop a breakthrough continuous process based on extractive extrusion technology in combination with novel solvents and melt filtration, which has the potential of rejuvenating 'old PVC' into market competitive high purity PVC.

REMADYL is a new EU project to contribute to the development of the EU Circular Economy Package. It is aimed at removing hazardous substances from PVC, and at recycling the 'old PVC' into high purity PVC, thus demonstrating the circular use of PVC for products – such as window profiles, waterproofing sheets, etc., providing a flagship example for the circular economy.

The REMADYL project – funded by the Horizon2020 Framework Programme for Research & Innovation

# INTERNATIONAL NEWS

G.A. 821136 and managed by the Executive Agency for Small and Medium-sized Enterprises will contribute to the development of the EU Circular Economy Package. Safety aspects will be studied, leading to best practices, standardisation input and policy recommendations.

REMADYL consortium consists of 15 multidisciplinary European partners covering all expertise to maximise project impacts.

[www.vinylplus.eu](http://www.vinylplus.eu)

## Vista System Enhances Church Signage



Redeemer Lutheran Church in the U.S. contacted Connecting Signs for a professional-looking wayfinding signage solution to be installed across the campus, where afternoon classes, support groups and a help centre for children and various courses are provided to the community.

One of the requirements was that graphics would be easily changeable. Vista System's education sector signage solutions ticked all the boxes. Multi-purposing a Church property makes a lot of sense and contributes to the everyday life of an entire community, providing religious guidance, of course, but also recreational solutions and support for various age groups and crowds. The traffic within church halls and rooms should therefore be properly directed by wayfinding signage befitting the space and vocation.

The subtle design and colour pallet matches the church logo and desired respectable, yet comfortable atmosphere. The outcome is exactly what was needed: functionality and beauty.

Bruce Gardner of Connecting Signs, an official 2-star Ambassador of Vista System commented, 'Connecting Signs is always looking for ways to integrate Vista System signage into many different projects, because we know the end result will be a happy, satisfied client.'

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

## Global Graphics Software Awarded For Print Workflow Innovation



PrintFlat has been awarded for the differences it makes in the printing industry, such as masking the banding or non-uniformity in inkjet output that is caused by variations in printheads as they begin to wear or are replaced. It can even compensate for manufacturing differences between new printheads. It has been awarded a Printing Industries of America InterTech Technology Award.

This award places Global Graphics Software in the rare position of having its technology honoured for two consecutive years. Justin Bailey, managing director of Global Graphics Software said, 'This is a truly outstanding achievement by our development teams. PrintFlat is an exciting technology that I believe will be a game changer in digital inkjet.'

Banding has been a problem that printers have been putting up with for too long, having to accept that some jobs just can't be printed with inkjet. PrintFlat changes all this by solving the banding issue in software, opening up the whole print market to the benefits of digital inkjet.'

One of the printers to benefit from PrintFlat is Ellerhold AG, a leading poster printing house in Germany. Maximilian Ellerhold, the CEO, said 'When the quality was 'not passable' for difficult jobs, for example images with lots of blue sky, it is now very acceptable, even for the most difficult jobs. Any residual visible banding has been removed. We're now achieving 100% customer satisfaction and have increased our market share of outdoor advertising products in digital printing.'

James Workman, vice president for Printing Industries of America's Center for Technology and Research said, 'Once the judges saw the process and the dramatic difference that PrintFlat makes, they knew it was an innovation that deserved recognition.'

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

## Converge Retail's Interactive Display Awarded For Blending Physical And Digital Retail

Converge helps savvy retailers disrupt the traditional retail space by removing barriers most



commonly associated with interactive in-store retail displays. The company's Kinetic Retail Display Platform was awarded the Best in Show Product Design Award by a jury of IIDA retail design professionals.

The display systems can mount easily atop existing retail fixtures, or can be wall-mounted for even greater placement flexibility, and the platform is ready to deploy out-of-box, with no development resources required to get up and running. The analytics engine gives retailers deep insight into the customer journey via customisable reports.

The Converge platform brings the richness of online shopping to the in-store shopping experience. Laterally sliding interactive tablets enable customers to compare product specs, watch video tutorials and read customer reviews. This ability to deeply research and compare products available both in-store and online keeps customers in the retailer's ecosystem, whether they purchase off the shelf or make in-aisle purchases from the retailer's online inventory.

Judges for this year's competition were Olivia Lindenmayer, senior associate, Antunovich Associates; Mark Johnson, principal, Johnson Design Group; and Kristina Michelsen, senior designer, CallisonRTKL. The platform is not specific to a particular retail genre. Michelsen pointed out that it is 'seemingly inclusive to multiple markets from automotive to technology. Definitely a solution to shrinking retail footprints.' Lindenmayer praised its blending of physical and digital retail. '[It's] applicable across multiple platforms, and connects online shopping experience to retail stores.'

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



## Prosthetic Feet Generated Through LulzBot 3D Printing Technology



LulzBot's innovations in 3D printing, such as its TAZ Workhorse Edition 3D Printers, have the capability of printing prosthetics. The company recently shared a case study regarding amputees making using of the prosthetics in Jamaica.

When amputees in Jamaica found themselves unable to obtain prostheses due to lack of funding and materials, Livity Technologies CTO Patrice Johnson rose to the challenge. Specialising in prosthetics and exoskeletal orthoses, Livity Technologies is using LulzBot TAZ Workhorse Edition 3D Printers to print prosthetic feet.

With a demand to produce the prostheses locally, Johnson gathered feedback from the amputees – Jamaicans from all walks of life who would not be slowed down. 'They wanted to be able to walk up hillsides, they wanted to walk on uneven terrain in environments like a riverbed, they wanted to be able to go to the beach with it, and they wanted to be able to, at times, run,' said Johnson.

The LulzBot TAZ Workhorse soon became a critical tool for Johnson, who praised it for its ability to produce not only prototypes in PLA, but beta and final prostheses in high-strength carbon fibre nylons and flexible TPU filaments. 'We have all of this capability in one machine that fits on the desk in my lab,' Johnson said, also adding that he appreciated being able to print entirely new designs in just a few days.

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

## OKI Europe C800 Series Awarded For Providing In-House Signage Capabilities



OKI Europe's recently launched C800 Series of ultra-

compact A3 colour printers deliver speed and cost-effectiveness for any print job, large or small, on an unrivalled range of media. The C800 has received the Editor's Choice Award from Print IT Reseller. The C800 Series provides true value for businesses that typically outsource print jobs, by enabling them to produce professional results quickly and affordably in-house.

'It's been some time since we have seen a new workplace machine launch from OKI and, in typical style, they have come to market with a great proposition in the C800 Series, the smallest A3 colour business printer on the market,' said James Goulding, editorial director, Kingswood Media Ltd.

Being able to print in-house without sacrificing on quality provides businesses of all types with a wealth of potential new opportunities, particularly for retailers. From automotive showrooms to fashion clothing changing rooms and supermarket aisles, the C800 series prints high-impact visual customer communications such as hanging banners, shelf-edge labels and floor stickers. You can even print on pre-cut media for labels, price tags, bottle collars or door hangers. Whether it is a change in pricing or a special promotion, with OKI's C800 Series, high quality signage can be printed on-demand, in-store to capture customer attention, improve customer experience and increase basket value.

The C800 Series is Blue Angel certified (all models excluding C834nw) and equipped with a clear, easy-to-use screen and productivity-boosting NFC tap-and-print functionality. OKI's new energy-efficient fusing technology means the C800 Series printers wake-up, warm up and quieten down quickly, saving time and energy.

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

## EFI Announces Completion Of Acquisition By Siris Affiliate



In connection with the closing of the transaction, EFI, which will continue to operate as Electronics For Imaging (EFI), will be wholly owned by an affiliate of Siris, and EFI's common shares will be delisted from the NASDAQ exchange.

EFI's completion of its acquisition by an affiliate of Siris is valued at approximately R23.9 billion (\$1.7 billion). This acquisition marks a new, exciting path forward in EFI's 30-year history as a digital imaging technology leader.

With Siris' partnership, the company will look to create new opportunities for its customers, partners, and EFI employees worldwide. They are looking forward to working with Siris to write the next chapter of innovation across our growing portfolio of solutions.

Jeff Jacobson, EFI CEO added, 'EFI's portfolio of best-in-class solutions presents an exciting opportunity to drive further growth in high-quality inkjet and integrated, digital workflows. I look forward to working closely with management and know Siris is committed to providing the guidance and support needed to help EFI continue accelerating the transformation of industries where colourful images matter.'

The transaction, which was initially announced on April 15, was approved in a shareholder vote on July 15, in which 72.2% of EFI's outstanding shares and 99.7% of voted shares were voted in favour of the transaction.

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

## HEXIS Celebrates Company Milestone



HEXIS is pleased to celebrate its 30th anniversary. The company has provided an illustrated breakdown of other significant milestones during its history.

Michel Mateu embarked on a business adventure producing adhesive PVC films for advertising and visual communication. HEXIS is now one of the only manufacturers of adhesive films in France.

1989: Establishment of the limited company.  
1994: Set-up of Frontignan site.

### The family history behind the business venture:

By his side from the very beginning, his wife Michèle managed the administrative side of the business and taking care of HR until September 2018. Today, the business is run by their children, Caroline and Clément.

### Passion and performance – the company motto

2002: Establishment of HEXIS RACING.  
2009: FIA GT3 European Team Champion.  
2011: FIA GT1 World Team Champion.

# INTERNATIONAL NEWS

Having a vision and anticipating technical developments

From the traditional heart of visual communication, HEXIS' films have evolved into global benchmarks in the automotive and public transport sectors. Major French organisations, such as the national rail carrier SNCF, the metropolitan Paris transportation network RATP, as well as Renault Sport and sports retailer Decathlon, trust in the company.

HEXIS proudly flies the flag for products 'Made in France' with its two production facilities based in the country. But the company's progress does not stop at the border, with expansion across the globe, including Europe, America, Asia and Australia.

2011: Set-up of Hagetmau plant.

2018: Opening of HEXIS Australia and new offices in Spain.

The small SME that started out with four employees in 1989 now comprises 450 staff, 2 plants, 2 R&D labs, 4 distribution depots in France and 8 sales subsidiaries around the world.

[www.falconsa.com](http://www.falconsa.com) and [www.kolokgs.co.za](http://www.kolokgs.co.za)

## Epson Announces Winners Of Textile Print Competition



Molly-Mae Brissett-Haigh with her designs.



Lucy Hope with her designs.

Epson has announced the two winners of the 'Outstanding Use of Print in Textiles' competition and as part of the awards package, both winners were invited to participate in an Epson design project, creating a collection of interior décor or fashion designs using dye sublimation printing, which will then be showcased on an Epson stand at a trade exhibition over the next 12 months.

The first prize went to Molly-Mae Brissett-Haigh, a graduate from the Textile Design facility at the University of Edinburgh for her highly-innovative 'Blessing in Disguise' fashion collection.

Lucy Hope, Glasgow School of Art graduate, was the runner-up with her 'Happi' fashionwear for children and adults, inspired by a unique blending of play, imagination, creativity and colour.

Brissett-Haigh and Hope will present their initial concepts to the Epson team in the UK and work them up into finished designs, with each winner then taken to Epson Europe's design, demonstration and production facility in Paris, where they will spend two days printing the output. Each designer will also have the opportunity to use up to 20 metres of materials from this visit for their own use.

Heather Kendle, market development manager of Epson Europe said, 'The standard of textile design at this year's New Designers Exhibition was breath-taking. There was an incredible range of

styles, designs and innovations on show, all proving that digital print and dye sublimation printing has opened up such a wide range of possibilities for those fashion and décor designers wishing to push the boundaries of what is possible in print. Finding just two winners was a challenging task, but the judging panel all felt the chosen winners really stood out as they had each, in their own diverse way, designed highly creative, inspiring and intelligent fashion collections with great stories behind them.'

Brissett-Haigh used various pleating methods, smocking and gathering to hide and reveal prints. They are digitally printed and engineered to be manipulated and contrasted within one piece of fabric. The samples on show at the New Designers Exhibition, a mix of large/small scale floral arrangements and parterre flourishes, were not full garments but gave an illusion of dresses, skirts and tops, which when worn, moved and showed the 'blessing in disguise'. The samples ranged from dark to light, with the gradients also a nod to those used by the Dutch Masters helping to represent the journey moving from inside to out.

Hope's Happi collection promoted the importance of imagination through creativity and play for children and adults. The inspiration behind the project was the fascination she has with how children communicate through imagination, unimpressed by the self-conscious restrictions of society. Researching the Scandinavian education system; where children start school at the age of seven, and focusing their early years on play, Lucy created a collection aimed at encouraging both children and adults to maintain their playfulness, creativity and fun.

Brissett-Haigh said. 'The New Designers Exhibition was a fantastic showcase for my work and I am very grateful to have been chosen as a winner of the Epson 'Outstanding Use of Print in Textiles' Award. The opportunity to work with a brand like Epson on a live project will be an invaluable experience, especially as my next step is to start seeking employment within the design sector. It will give me great wide-ranging experience in industrial printing and manufacturing processes, something I know will aid me and my future in the industry.'

'I'm overjoyed to have been given the award by Epson and very much looking forward to working with the team over the coming months. I think we are only on the cusp of understanding how far the industry can go with digital and dye sublimation textile printing so it's great to be working with a company that has so much expertise in this area. The skills and knowledge I will take away from the partnership will be critical to the next stage of my growth as a designer,' commented Hope.

[www.epson.eu/en/](http://www.epson.eu/en/)



# THE POWER TO EXCITE

## Introducing TrueVIS VG2 Printer/Cutters

# TrueVIS VG2-640 / VG2-540



**A New Generation of TrueVis Eco-Solvent Inks**

**Unsurpassed Cutting Performance**

**High Quality with Quick Turnaround**

**VersaWorks6 to Power up your Printing Business**

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 **Roland**

# INTAMARKET GRAPHICS CONTINUES MARKET EXPANSION

## WITH NEW PARTNERSHIPS



**Intamarket Graphics has announced a number of new distribution partnerships with premium brands. This positions the company as a one stop complete solutions supplier to the signage and graphics industry, with an extensive product offering. The company prides itself in choosing suppliers that are well-known in the industry and forging strong and long-lasting relationships with these suppliers.**

Intamarket Graphics has been trading for more than 40 years, having started its product portfolio with the Gerber agency, and has gone from strength to strength over the years. The company has always been a strong player as a distributor to the signage industry and is well known for its excellent service delivery.

The company have created pockets of focus and expertise within its business. Recent partnerships include:

### Fujifilm UV Wide Format Inkjet Products

Fujifilm South Africa and Intamarket Graphics signed an official agreement on 14 August that entails Intamarket providing Fujifilm's leading range of UV wide format inkjet products to the South African market.

Speaking of the decision to partner with Intamarket, Fujifilm South Africa's Managing Director, Takeo Hata, said, 'Intamarket is a well known and respected supplier in the wide format print industry. Fujifilm's excellence in this industry

will complement Intamarket's offerings and give an advantage to their customers in the market. We are extremely proud to appoint Intamarket as a distributor, as they provide quality brands and have a national footprint to serve their customers.'

### Xanita Print Products

Xanita Print is a natural fibre based board consisting of a recycled kraft core sandwiched between printable white kraft liners. The high crush strength kraft core is manufactured from post-consumer recycled kraft waste. Xanita Print is extremely versatile and can be converted in many ways – from retail displays, events and expos, retail fit-outs to signage – only your imagination is the limit to what you can create.



Takeo Hata, Fujifilm South Africa and Gavin Turner, Intamarket Graphics.





'Apart from Intamarket showing a keen interest in Xanita board, we were impressed with their significant footprint and ability to deliver to the three major centres in South Africa the same day. This was key in solving a long standing issue for us and our customers,' said Rowan Maher, CMO Xanita.

#### Beauty Range Of Laminators

These include the CIIPlus Cold, Ecold and Ewarm models that are ideal for the sign and display markets.

#### OLFA Range

Intamarket Graphics stocks the whole OLFA range of premium cutters, knives, blades and accessories for industrial professionals, contractors, do-it-fers, yourselves, safety managers, quilters and crafters.

#### Roll-X Multipurpose Applicators

The Roll-X is a flatbed multipurpose applicator that is designed to be a complete workstation. It is built to meet sign making, print finishing, in-mounting, lamination and pre-masking needs.

#### Authorised Roland Dealer In Gauteng

Intamarket Graphics offers the entire Roland range, as well as service and maintenance within the Gauteng region. The company has an experienced senior technician as well as individuals experienced in Roland equipment sales and operations within its sales team. Intamarket Graphics' Durban and Cape Town branches continue as Roland ink and consumables dealers.

#### Other Prestigious Brands

Of course, the company has solid and long-term partnerships with many prestigious brands, some of which include: Avery Dennison, Mactac, 3M, Kemica, 3A Composites, Steinell, Miller Weldmaster and much more.

Lindy van Moerkerken, Business Manager from Avery Dennison Graphic and Reflective solutions said, 'As a leading distributor in the signage industry, Intamarket provides the ideal platform for showcasing both Avery Dennison and Mactac brands in South Africa. They have a national footprint with a presence in the major hubs and a dynamic sales team supplying all converter platforms, from the small one-man sign shop to high end converter sign shops securing corporate specifications and leading brand solutions.

'The dynamic as a long-standing distribution partner of Avery Dennison ensures a mutually beneficial relationship that continues to grow and add value to our business and that of our extended partners in converters and end users. Intamarket are known to have a reliable distribution network that aim to

provide customer excellence. These values and ethics resonate with our brand worldwide.'

Intamarket Graphics is not only a distributor that supplies all the materials for a complete signage solution, but has a strong and experienced team to support customers all the way through the process.



Visit the company's stand at the Sign Africa and FESPA Africa expo in Hall 3, B50, to meet the team and find out more about the company's extensive solutions offering.

INTAMARKET GRAPHICS (+27 11) 444 0404  
 inta@intamarket.co.za  
 intamarket-graphics.co.za

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 GRAPHICS

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BRANDING | PRODUCTS | TECHNOLOGY  
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EXPO 2019

# EXPLODE WITH POSSIBILITIES IN EXHIBITOR PRODUCT HIGHLIGHTS

PLATINUM  
SPONSOR:

**Roland**

Welcome to the flagship Sign Africa and FESPA Africa expo! You can explore the latest technologies and trends in signage, wide format digital printing, screen printing and T-shirt printing. Connect with industry professionals on vehicle graphics, point of sale branding, LED's, digital signage, banners, flags, printing on different media and more.

## Don't Miss These Free Features:



### The Roland Speed Wrap Challenge

The Speed Wrap is a national, live wrapping competition. The event is brought to you by platinum sponsor Roland, vinyl sponsors Grafiwrap (distributed by Maizey Plastics) and expo sponsors FESPA Africa and Sign Africa. The Speed Wrap challenge will take place on all three days of the expo in Hall 3 and is free to enter. The first round will be at 10am. The final round will take place on Friday 13 September. Enter your best wrapper!

Platinum Sponsor

**Roland**

Vinyl Sponsor

**GrafiWrap**

**maizey**

Show Sponsors

**SIGN AFRICA**  
2019

**FESPA AFRICA**  
2019

### Great prizes up for grabs:

- W-ookie (Wrap Rookie): 1st: R3500; 2nd: R1750 and 3rd: R1000.
- Wrap Lord (Professional Wrapper): score more than 45 points and double your money.
- The grand prize is a trip to compete at the World Wrap Masters at FESPA 2020.

On arrival at the expo, register your entry at the Speed Wrap stand in Hall 3. Your registration will be confirmed with your time slot. Spots are limited and it is important that everyone gets an equal opportunity to compete. Each round will be allocated first, to anyone who has not competed for the duration of the exhibition and then to competitors who have already participated. Be present at your time slot and wrap to the best standards.

### Hot New Product Tour

Free entry – all halls. Visitors can sign up at registration for the tour of up to ten stands that are showcasing hot new products at the expo. Once a group of five or more are ready, the tour will begin. There will not be a specific schedule. Hot New Product tours will run throughout the three expo days.

### Photo Booth with Epson

Be on the cover of the Sign Africa journal. Fill out your details and get a snapshot of your face on a magazine at the Epson stand in hall 2.

**EPSON**  
EXCEED YOUR VISION



### Textile Print Experience

Free entry – Hall 2. Free demonstrations by local experts on T-shirts and textile items with speciality printing techniques, like garment decoration, direct to transfer and screen printing. This is an opportunity to ask our local experts questions about techniques and processes.

Screens • Roll Digital • Laser Equipment  
**CHEMOSOL**  
Chemicals • Substrates • Printing Supplies

**SEFAR**  
Mesh • Technology

**KIWO**  
Textiles • Screen Printing

**LANCER**

**Aquaflex**  
Ink • Screen Printing • Ink • Ink • Ink

**VERBODEN**



### Screen Printing With Charlie

Free entry – Hall 2. Visit this hands-on workshop, sponsored by REXX Screen and Digital Supplies, where printers can learn different techniques all taught by Charlie Taublieb, who has been in the screen printing industry since 1976, and heads up Taublieb Consulting in Greenwood Village, Colorado, a company specialising in technical screen printing consulting for textile printers.

**REXX**  
Screen and Digital Supplies

## Some Of The Exhibitor Highlights Include:

### Platinum Sponsor Roland

#### TrueVIS VG2 Series

Engineered to exceed the needs of the most demanding sign and graphics professionals, the new TrueVIS VG2 series offers comprehensive colour choices, improved machine efficiency and increased print-and-cut accuracy for true unattended production.

It is available in 137cm (54 inch) and 162.5cm (64 inch) printer/cutters. In addition to incorporating a host of technological advancements for optimum overall performance, the VG2 series uses Roland's new specially formulated TR2 ink, available in three different configurations with CMYK, plus additional Light Cyan, Light Magenta, Light Black, White or Orange. The ink choices, including new Orange ink, allow for a wider colour gamut and more colour control than before. Roland's VG2 printer/cutters also feature a new Multi process Colour Function that enables the use of Orange ink as a process colour, plus a new True Rich Colour preset, which allows vibrant colour to be combined with neutral greys, smooth gradations and natural skin tones for stunning graphic output.  
[www.rolanddg.co.za](http://www.rolanddg.co.za)



### 3A Composites

**PERSPEX:** acrylic sheet is a useful material in the workshop because it can be used to make precision engineering components for both domestic and industrial products. Typical applications include signs, glazing, safety screening, roof-lighting, furniture, lighting fittings and a great many industrial parts. PERSPEX cast sheet is available in a wide range of thicknesses and colours, including blocks, colours and surface patterns.

**DISPA:** the paper board with a unique structure of embossed formed paper that gives it exceptional strength and rigidity and which is fully recyclable.

**HIPLEX:** flawlessly extruded APET and PETG thermoplastic polyester sheets. The sheets are characterised by high impact strength, high transparency, good printability with UV curing inks as well as an easy and fast processability. The sheets are flame retardant, rated 'difficult-to-ignite' and are therefore ideally suitable for a variety of indoor and outdoor applications. For outdoor applications, 3A recommend the variants with UV protection.

**IMPEX – HC:** UV-protected polycarbonate sheets with a one or both sides abrasion resistant coating, which makes them especially suitable for flat indoor and outdoor applications. Thanks to this special hard coating, the sheets are less sensitive against scratches and have a high resistance to many chemicals and solvents. IMPEX – HC sheets have an ideal impact strength and are virtually unbreakable in normal use.  
[www.display.3AComposites.com](http://www.display.3AComposites.com)

### Agfa Graphics

#### Anapurna H1650i LED Hybrid Printer

The 1.65m wide hybrid printer was designed as an accessible and cost-effective production tool that combines the latest LED technology with the signature high-quality output of Agfa Graphics. The latest addition to the Anapurna LED series is a smaller version of the popular and robust Anapurna H2050i LED printer, with which it shares several features and benefits. Like its bigger brother, the new Anapurna prints on rigid and flexible media by means of LED curing, resulting in a lower cost of ownership. It combines this with Agfa's award-winning imaging quality, ink-saving thin ink layer technology and perfect white ink printing reliability.  
[www.agfa.com](http://www.agfa.com)

### DB Flexension

#### DB Rigid Sign Frame

The product has been designed exclusively for materials such as Di-Bond and Perspex, is manufactured out of dot-matrix material, and can provide for 12V edge-lit signage. Made for indoor applications, the DB Rigid Sign Frame also has the option of including joining corners. There is also space inside the extrusion for small transformers, and it can accommodate double or single sided signage.

#### DB Flex Frame Bottom Lip

The product includes a 25mm square tubing frame with the extrusion, and can be cut to size and/or welded. Corners are available to include on the overall product. A 'lip' on the side allows for a blade to fit into the sides and cut out excess material.

#### Flex-Master for PVC or aluminium

Flex-Master (for aluminium) is used to build sign frames, is cost-efficient and can be used for namely truck sides. Its counterpart, Flex-Master for PVC, is offered in black and white and is ideally suited for truck sides.

#### Y-Section

Flexible for change-overs and is re-usable. The extrusion can simply be clipped over old sign frames once the sign – e.g Chromadek – has been removed. The old frame can then be left alone and the Y-section simply clipped over.

#### Alu-Light Duty

Used mostly for IBR sheeting without sub-frames, and much lighter than other extrusions in the range. Ideal for truck sides, big buildings and shipping containers.  
[www.dbsigns.co.za](http://www.dbsigns.co.za)

### Exion Corporation

#### InkTec JETRIX LXi Series

The LED UV flatbed printers have an optional roll-to-roll feature and use Konica

Minolta print heads. JETRIX printers and media are designed for indoor and outdoor printing. The i-series printer heads can handle rigid media up to 3.2 x 2.03m and up to 100mm thick to deliver the perfect combination of superb printing quality and high productivity. The 3.2m LXi8 flatbed boasts a top print speed of 181sqm/hr in high-speed mode and can print at resolutions of up to 1080 x 720dpi, in Fine Art mode, significantly speeding up the time it takes to print an image without compromising on the quality of the finished product.

The JETRIX LXi series features the new LED curing system, which due to its lower energy consumption costs less to run and benefits from a longer lifetime. In addition, driven by InkTec's specially formulated UV inks, the LXi series offers a wide colour gamut, high colour vibrancy and fast ink curing time, as well as perfect adhesion on most materials, which will extend your range of printing capabilities. These printers feature affordable maintenance and will help users maximise their profits in that they use inks which have no falsified colours and no frayed edges.  
[www.exion.co.za](http://www.exion.co.za)

### Gencotech

#### GCC Puma IV Vinyl Cutter

The Puma IV completes a variety of applications with efficiency, which satisfies different needs in the sign industry. The Puma IV series features a standard Automatic-Aligning System (AAS II) to guarantee precise contour cutting by detecting the registration marks on digitally produced images.

#### Acrylic Bending Machine ABM700/1300

The acrylic bending machine is a useful tool for softening and bending acrylic, Plexiglas, PVC, PC, ABS and PP board into shapes. The plastic bending machine is widely used in technical schools, building models, decoration, engineering, sign making, display cases, marketing shelves, advertising light boxes, artware and more.  
[www.gencotechlasermarking.co.za](http://www.gencotechlasermarking.co.za)

### Graficomp

#### HP Stitch S300

The HP Stitch S300 Printer holds the first user-replaceable printhead, resulting in reduced down-times and service costs. It was designed for new-to-dye sublimation professionals, prototyping departments and growing print providers.

#### HP Latex 115 (print and cut)

The machine provides easy and affordable access to indoor and outdoor 1.37m (54") large format printing. Users can achieve high-quality results on indoor and outdoor signage across a wide range of applications. Design easily with HP Signage Suite and produce prints with vivid colours and smooth transitions.

#### HP Latex 335 (print and cut)

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

- Indoor quality: 13sqm/hr (140 square feet/hr).
- Cut speed: up to 113cm/sec (44 inch/sec diagonal).

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

### Graphix Supply World

#### Mimaki TS55-1800 textile printer

- Optional mini jumbo roll.
- One-pass printing at 140sqm.
- High resolution up to 480 x 600dpi.
- Designed for users that demand productivity.

#### Mimaki JFX200-2513EX (ultimate entry model with ionizer)

- 2.5D Texture Maker.
- Print resolution up to 1200dpi.
- Media dimensions: 2500 (w) x 1300 (h).
- 200% improvement of print speed.

#### EFI VUTEk FabriVU 340i

The dye-sublimation printer offers production level speeds, outstanding image quality and inline fixation capability. It allows you to directly print to fabric and sublimate inline for one-offs that are immediately ready for finishing and shipping.

**Flexa Miura Plus 160**

High performing cutting machine for X and Y trimming of flexible materials with automatic vertical cutting correction. It combines horizontal and vertical cutting for the fastest finish for your printed and unprinted rolls. Features include a working width of 1650mm and a maximum cutting thickness of 1.2mm.

**Valiani Optima V250**

The Optima V flatbed cutting plotter, with its high precision and robust mechanics, is the answer for all applications in offset/digital printing industries, the display and packaging market and apparel and leather industry. It's the ideal solution for short/medium runs of die cutting, prototyping, furnishings creation, textile/cardboard patterns cutting and much more. Features include a working area of 1230 x 2500mm and a maximum speed of 50mm/sec.

**DTG G4 Direct To Garment Compact Printer**

The G4 DTG direct to garment printer, one of many of Pigmentinc B.V.'s printers, establishes a new standard for professional direct prints for all finished garments and fashion panels. Designed and produced by the DTG Digital division of Pigmentinc B.V., the G4 DTG was developed to be the most affordable industrial DTG printer in this market segment, delivering speed, performance and amazing prints.

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

**Intamarket Graphics****Acuity 15 Flatbed Printer**

The Acuity 15 flatbed printer is a highly-capable introduction model that offers smaller print producers entry into the world of high-quality UV flatbed printing. It delivers quality printing in the same robust platform as the Acuity 20/30 printers, at a price positioned for light production and entry-level industrial environments.

Also being showcased: Avery Dennison MPI 2826 Textile Wall Film; 3M 8900 textured laminates and adhesives range; Beauty 1600 Warm Laminator and the 1600 CII Plus Cold laminator; Miller Weldmaster Triad and T3; Xanita board; Olfa cutters and knives; Steinel Pro Cut and Roland VG2-640.

[www.intamarket-graphics.co.za](http://www.intamarket-graphics.co.za)

**JG Electronics****UniNet iColor 540**

The on-demand printing solution for short to mid-run transfer production of garments, labels, stationery, banners, hard surfaces, art reproduction, marketing customisation and much more. The iColor 540 is like having a professional print shop on your desktop, incorporating professional quality image printing capabilities, as well as optional specialty toner upgrade kits such as dye sublimation, fluorescent, clear and security toners.

**Different uses include:**

- Heat transfer printing with white overprint.
- Right side reading applications with white underprint.
- Regular CMYK prints without white.
- Optional fluorescent printing.
- Optional dye sublimation transfer printing.

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

**LBY Africa**

- LED modules.
- Back lighting.
- Edge lighting.
- Power supplies.
- Linear lighting.
- LED tape.
- Accent lighting.

New arrivals encompassing brands such as Optimod, Neonflex and Slimline will also be demonstrated.

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

**MacQuip & Screenwise****Flatbed graphic printer**

This unit is available in sizes that range from 750 x 600mm to 3000 x 1500mm.

**Features:**

- Aluminium printing surface.
- Vacuum to hold substrate while printing.
- Micro adjustment of printing surface on X and Y axis.
- Height adjustment of screen i.e. can print on items up to 200mm thick.
- Height adjustment of squeegee.
- Vacuum shut off when screen is lifted.
- Vacuum control when setting up.

**Automatic back neck label and small garment screen printer**

This unit is a textile screen printing machine capable of printing a four colour job at a speed of 600–700 units per hour in four colours with a maximum print area of 150 x 150mm. It also has three flash driers to be able to dry in between colours when printing on dark fabrics.

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

**Maxsigns****Deluxe Wall Banner**

The product is cost efficient, but does not compromise on its structure. Features include a size of 2.25 x 3m, a South African manufactured pole diameter of 15.88mm and aluminium thickness of 1.22mm, as well as a South African manufactured Wall Banner Bracket Block.

Also being exhibited is its double sided A4 Luxury Roll Up Banner, as well as white, printable, reflective and honeycomb vinyls; and its Olfa range of tools for the signage industry.

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

**Midcomp****HP Stitch S500 and S1000 Printers**

Features include continuous high-quality prints with transfer paper and a direct-to fabric feature. Direct-to-fabric printing is intended for short runs only (i.e. <5000 linear metres). The HP Stitch S500 162.5cm (64 inch) printer enables predictable dye sublimation colour and less media waste for production environments. With symmetrical 2 x CMYK printhead configuration and Optical Media Advance Sensor, this printer allows for saturated and reliable one pass mode for true top speed. It was designed for high production sites.

The HP Stitch S1000 is much wider at 320cm (126 inch). The portfolio of HP Stitch S Series printers couple HP Thermal Inkjet technology with industry-standard dyes for superior colour durability. The first-ever built-in spectrophotometer enables Stitch's fast and exact colour-matching.

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

**Mips Technologies****Mutoh XpertJet 1641SR**

This is a 4-colour ink set (CMYK) single head model that offers an ideal balance of performance, image quality and an affordable price range. The new platform from Mutoh has been renewed with an updated modern look, featuring a sleek black design as well as added features to enhance the user experience and output quality.

Mutoh's unique 'multi-stage pressurising mechanism' enhances media feed stability for various media by selecting the mode such as 'high' for slippery media, 'default (middle)' for standard PVC sheets and synthetic papers, and 'low' for thin and soft media. Furthermore, media cockling can be minimised by cancelling multiple pressure rollers individually.

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

**Nutec Digital Ink**

Falcon SA will be demonstrating Nutec's NUbis bulk ink delivery system as well as providing visitors with the latest information on sourcing environmentally responsible solvent inks manufactured by Nutec. Falcon will also be promoting their extensive range of signage materials and display solutions from leading international brands.

Kolok Graphic Supplies will be promoting Nutec's eco-solvent and water-based dye sublimation inks as well as displaying a multitude of applications for interior decor, fashion, graphic arts and signage. In addition, the company will also be



showcasing their latest developments in equipment, consumables and software.  
[www.kolokgs.co.za](http://www.kolokgs.co.za) and  
[www.falconsa.com](http://www.falconsa.com)

#### Rexx Screen & Digital Supplies

##### Kornit Digital Storm HD6

Kornit's HD print engine, combined with the NeoPigment Rapid ink, leads to significant reductions in ink consumption and cost per print. The Storm HD6 will reduce both by approximately 30% compared to the Storm Hexa.

##### Polyprint Texjet Echo2

The Texjet Echo2 print head uses the smallest drop size of 3pl to achieve precision to detail and allows photorealistic quality prints that will make your products stand out. Features include quick garment loading with the auto height adjustments. Snap-on magnetic platens add pop-up guiding messages on the display.

##### Chiossi E Cavazzuti SPEEDY-T folding machine

The SPEEDY-T is a folding and semi-automatic packaging machine. Indispensable for fast and uniform folding of T-shirts, it can be adapted to suit all shapes and sizes available on the market. The blades, which can be easily adjusted and are interchangeable, make it possible to suit the fold to the required size in a few seconds, so that it is possible to fold baby T-shirts as well as extra large sizes.

Visitors will also be able to see live demonstrations include GCC cutting plotters, Schulze heat presses and Galaxy Press heat presses.

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

#### Stuart & Marks

Transjet Drive 45/55g is a recent addition to the Transjet collection of dye sublimation papers. The product is ideal for fashion, soft signage and home textiles.

Protection Paper/Tissue Paper 20g (1650mm, 1900mm and 3200mm) has also been added to the Stuart & Marks Range. It is designed for protection against heat transfer belts.

Additional products include Poster Papers for Latex and UV – specifically for high volume printing and available in various widths. The company supplies a range of printable products up to 3200mm wide, all converted in-house.

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

#### Trotec Laser South Africa

##### U300

The laser marker has marking area of up to 190 x 190mm. It has been developed to produce small markings on plastics and metals in the shortest times. With the U series laser markers, individual single pieces as well as small and medium batches can be marked quickly and easily.

Thanks to the maintenance-free fibre laser source, plastic can be recoloured and metal permanently marked directly. The new series has been developed especially for job shoppers, engravers and machine builders.

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

#### Uprint

The company will demonstrate their A3 total solution transfer print technology that can print using heat transfer and their in-house chemical transfer. The Uprint technology can brand on any product with no sublimation coating. The technology is coupled with a printer that is perfect for all promotional printing.

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

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## WALL DECOR SOLUTIONS

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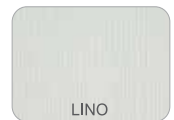
Create custom wall print solutions for decorating shops, restaurants, business rooms, exhibition stands, lobby bars, hairdressers / barbers, homes plus many other applications with our exciting range of wall decoration films.



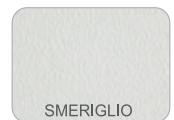
**GRAFIPRINT P230HT** - LINO structure with high tack adhesive.

**GRAFIPRINT P231HT** - SMERIGLIO structure with high tack adhesive

**GRAFIPRINT P232HT** - WOOD structure with high tack adhesive.



LINO



SMERIGLIO



WOOD

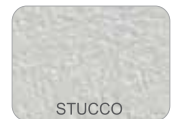


**AVERY MPI 2636 Series** - Stucco with a high tack.

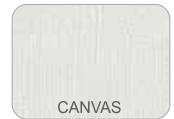
**AVERY MPI 2636 Series** - Canvas with a high tack or removable adhesive.

**AVERY MPI 2636 Series** - Crushed Stone with a high tack or removable adhesive.

**AVERY MPI 2836** - Wall Film Textile with a high tack adhesive.



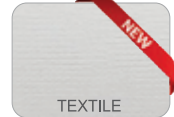
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# IGNITE YOUR IMAGINATION

## WITH THE NEW PAINTSHOP PRO 2020



BY MOHAMMED JOGIE, HEAD OF CREATIVE AND STRATEGY AT MSD

The latest installment of Paintshop Pro is freshly out of the oven. Apart from a slew of new features, it comes at a price that's easy on your pocket. Pricing is subject to the politicians not doing or saying anything ridiculous that sends our Randela into free fall. So always check in on Trump's twitter feed before you buy.

### What's In The Box?

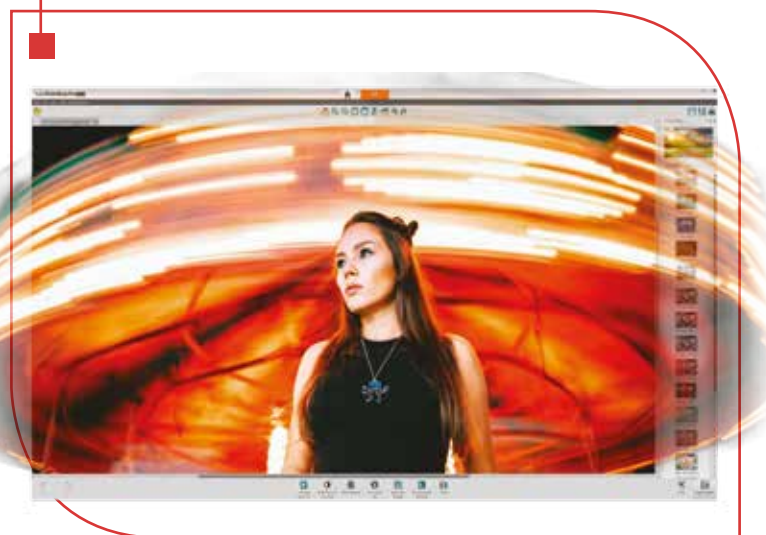
That depends. You can buy just PSP, which will save you some money, and get on with it. You can also one-up your friends by going Ultimate. Apart from the photo editor (obvious!), you also get a bonus pack of premium software: GRFX Studio for popular photo effects; Parallels Toolbox to optimise your computer;

PhotoMirage Express to next-level your animations; Painter Essentials 6 to bring out your inner Bob Ross; Corel AfterShot 3 for managing your image library; and a truckload of brushes, textures, and backgrounds. Corel calls this the Ultimate Bonus Pack. How do these dudes make money if they're bundling all of this? I have no idea.

### What's New?

#### Photography Workspace

A touch-ready, easy-to-use workspace that lets you smash through your photo edits quick and nasty, Janet Jackson style.





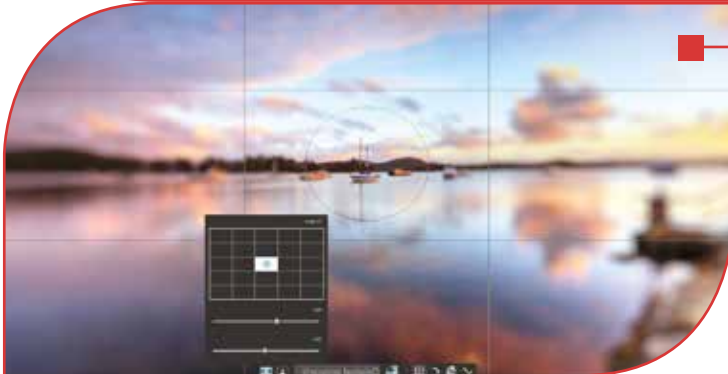
### Refine Brush

The Selection tool has received a shot of steroids. A Refine Brush has been added to the Selection toolset. Net result: higher level of precision and accuracy. Bring on those pesky hair selections!



### SmartClone

The all-new, content-aware SmartClone tool allows you to easily merge elements from multiple images and seamlessly integrate them into one. Watch out Will Smith, there's some pixel juju here that will give you a run for your lamp!



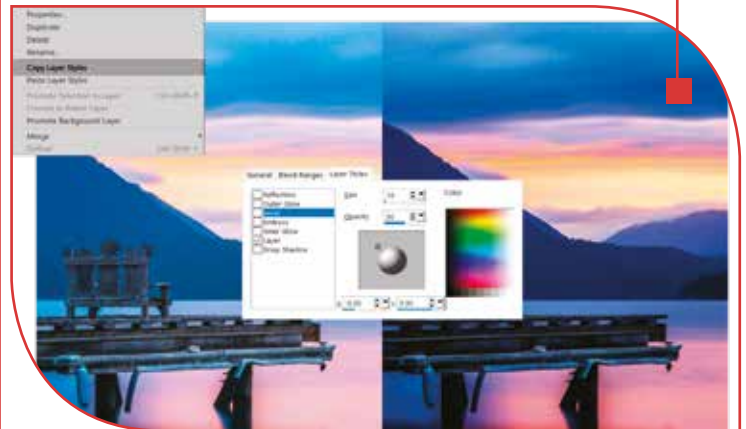
### Text Overhaul

This provides stupidly fast editing and rendering, making design projects easier, faster and more fun.



### Layer Styles

Copy and paste layer styles. With one click of your magic mouse, you can easily copy and paste between layers. Manual input is soooo 2019.



### Go Dof In A Cool Way

Enhanced Depth of Field precision with a 5 x 5 selection grid directly from the Crop toolbar. Adjust the Blur and Size sliders for wicked cool final crops.

For pricing and availability, contact DDS on +27 (0) 860 DDS 000.

Mo Jogie is a designer, writer, artist and educator. He is head of creative and strategy at MSD, a specialist consultancy and training facility. 📧

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www.imsd.co.za

# THE CORRELATION BETWEEN

## SUSTAINABILITY AND BUSINESS SUCCESS

Image credit: Canon Global.

BY DANA EITZEN, CANON SOUTH AFRICA

**A sustainable business is a successful business. Any change to how a business runs will invariably come at a cost. Sustainable practice is an investment like any other. But the cost doesn't have to be insurmountable. For example, reducing waste is likely the simplest and most obvious method to begin engaging in sustainable practices – and it's practically free.**

Since the 1990s, offices have been making inroads in this area. From collecting empty cans for recycling and changing incandescent lights for LED bulbs to reducing the amount of waste paper created, businesses have been reworking or developing new processes that use fewer raw materials and waste less in the production of goods.

From Adidas selling 11 million pairs of shoes made from ocean plastic (1) to vegan meat sales increasing by 451% in the last four years (2), there is little doubt that a change in mindset is taking hold across the globe. But while the key drivers for sustainable products and lifestyles are often ethical or moral, there are also practical business reasons for adopting sustainable ways of working.

Some brands have taken this approach to impressive levels, like Deloitte's Amsterdam building, The Edge. It is one of the most sustainably built office spaces in the world and its connected lighting system is so low energy that the LED lights can have their power needs met through ethernet cables (3). Sensors measure room occupancy at all times, turning off lights automatically when a room is empty. The building also has smaller windows on south facing walls, which keeps the interior temperature cooler in the summer and warmer in the winter, reducing the need for heating and air conditioning.

Of course, investing in a building like this is not necessarily going to be the end goal of every company: despite the fact that it would no doubt prove a return on investment within a number of years. But this is not just about investment – it's also about protection. By stepping up sustainability, organisations not

only save money in energy and storage bills, they also future proof their business. Investing in sustainable practices ensures that companies remain ahead of changing regulations before they come into force. For example, the British Government has vowed to halve the energy use from both new and existing building stock by 2030 (4), so adapting an office space can help them avoid paying fines which, aside from being costly, could also damage a brand's standing with today's increasingly environmentally conscious consumers.

Indeed, sustainability seems to be one of the hot issues that is having a strong impact on business bottom lines. 87% of consumers said they would be more likely to purchase a product because the company advocated for an issue they cared about, while more than three quarters (76%) would refuse to buy a product if they found out a company supported an issue contrary to their beliefs (5). Consumers already actively prefer to buy from brands they believe are doing social or environmental good (6). Organisations must think about their sustainable practices if they want to harness the benefits of this trend.

For example, Lush cosmetics is well known for its commitment to sustainable retail experiences. It recently opened a totally packaging free shop in Manchester (7) where customers pick the products they want and take them home in a recyclable cardboard box and its products are all 100% vegetarian and never tested on animals. The brand's ethically sound credentials have resonated with its customers and as it has continued to push the limit of what is possible on the high street, it posted record turnover and pre-tax profits in 2018 (8). A clear link between sustainability and increased returns.



It is not just retailers who stand to benefit. Salesforce achieved its target of net-zero greenhouse gas emissions in April 2017, ensuring it's 150,000 customers were using a carbon neutral cloud service. The company recently installed the largest on-site water recycling system in a commercial high-rise building in the US and it has been sourcing 100% renewable energy for its HQ for nearly 2 years (9). The company's financial results, with a 24% to 26% revenue increase year on year for the past three years, shows that its green initiatives are landing well with their customers and contributing to the company's stellar growth.

Sustainable practice has been shown to effect talent acquisition and hiring too. Research has found that improved brand image makes it easier to attract new employees to a business. 76% of millennials consider a company's social and environmental commitments when deciding where to work (10) and 75% would stay for less money, if they worked for a socially responsible company. This kind of retention is a cornerstone of success and healthy work culture, and the cultivation of engaged and passionate employees protects the longevity of an organisation while driving it toward future success.

Sustainability drives purpose and passion. Deloitte found that 73% of employees who feel that they work for a purpose-driven company said that they are engaged with their job (11). People want to be part of something good and something bigger than themselves. They want to feel great about what they do every day. When employees are fully engaged, they give more and the company gets more. This serves to emphasise why incorporating sustainability into a business can prove so effective in the long run.

Companies that feel sustainability is something they are required to do to keep the board happy are missing out on an opportunity to be a part of a generational change in mindset. Customers, employees and even investors (12) are all keen to interact with brands that reflect their environmentally friendly goals in a positive way. This opens a door not just for new businesses looking to enter the market, but also offers more established organisations a chance to rethink their position and update their strategy to make it more relevant to their target market. In both cases, the end result is a healthier bottom line.

Businesses just need to keep in mind that customers want more than words, they want to see real momentum towards a more environmentally friendly future. To make certain adopting sustainability is a success, organisations need to ensure it is included at the start of any new processes and that commitments are followed through. With that in mind, a mountain of opportunity for growth is out there for businesses to tap into.

(1) <http://bit.ly/2WEJtmD>

(2) <http://bit.ly/2RfrIsH>

(3) <http://bit.ly/31x3pvf>

(4) <http://bit.ly/2XLCFF0>

(5) <http://bit.ly/2Xa8IBj>

(6) <http://bit.ly/2WlQItP>

(7) <http://bit.ly/2XgeSzS>

(8) <http://bit.ly/2wR3w6G>

(9) <https://sforce.co/2lfiDNC>

(10) <http://bit.ly/2leiaovo>

(11) <http://bit.ly/2wZwQrz>

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# CONSIDERATIONS FOR YOUR NEXT

## SIGNAGE AND PRINTING SOFTWARE INVESTMENT



BY SARIT TICHON, SENIOR VP, WW SALES, SAI

**In today's cut-throat market, it's often the extra things that reap the biggest reward. I believe this is true of the sign and display and large format sector, especially when it comes to investing in new solutions for your business.**

When looking at your next software investment, it's worth considering what other added-value aspects your provider is offering as part of their larger proposition. Keeping this in mind might help improve cost-management, business flexibility and all-round design to production efficiency.

Speaking from a software perspective, I would encourage you to explore exactly what your solutions provider grants in terms of all-round benefits in addition to the speed or basic capabilities of the RIP itself. The foremost suppliers are already injecting plenty of flexibility into their offering insofar as how you can access and pay for the software, not to mention the ever-increasing gamut of features, tools and bolt-on packages designed to improve the efficiency of your design-to-production workflow. After all, not one size fits all. Print providers have diverse needs and priorities and the leading suppliers will strive to ensure that there's something for everyone.

### It's A Matter Of Time

Even in a favourable market, running a print shop or a signmaking business is not without its challenges. With traditional print shops competing with online platforms, the perpetual expectation from customers to have their job produced faster and cheaper continues to be a constant concern. Perhaps you're one of these time-strapped providers? The good news is that certain software suppliers have revolutionised their solutions to improve efficiency and support you getting jobs out of the door quickly.

In a world where business owners have become reliant on accessing information 24/7, it's worth remembering that more and more work is undertaken remotely. This means it's crucial for managers to be able to track the progress of jobs while on the road. In this instance, a cloud-enabled RIP software may be the ideal choice. Some leading cloud solutions go a step further and are fully compatible with their own mobile apps, further supporting the need for conducting business on the road. These apps provide business owners with production updates, allowing them to stay in control of their business, virtually anywhere.



Sarit Tichon, Senior VP, WW sales, SAI.



While we're talking about productivity, it's fair to say that a number of sign shops today are probably unaware of how their true production output is trending month-to-month. Hopefully you're not one of them, but if so, certain mobile apps generate detailed production reports, allowing you to draw direct comparisons either weekly, monthly or annually and determine whether your throughput is increasing or decreasing.

The Flexi Cloud mobile app offers business owners on-the-go access to valuable production information and job reports. This ensures they can make informed decisions and pinpoint areas that could help them improve throughput, without being rooted to the print shop.

Needless to say, these efficiencies aren't restricted to business owners. Print shop employees can also benefit from these time-saving tools. Often tasked with creating custom quotes while visiting customers, employees traditionally needed to check these with the print shop before informing the customer – a typically time-consuming process. However, there are now certain mobile apps that are engineered to overcome this troublesome quoting process, while minimising overall job production time – from set-up to completion. This ensures that print shops can maximise their throughput and improve efficiencies.

#### Financial Flexibility

On the topic of finance, it's worth remembering that you can now buy software via alternative methods to the traditional purchasing model. Perhaps you're a small, family-owned business that lends itself to a monthly subscription payment plan – a cost-effective alternative to a major capital investment. Purchasing software in this way is a huge benefit as it gives you instant access to the very latest features, ensuring that your business remains competitive.

Beyond this, this purchasing initiative overcomes the age-old uncertainty of the level and type of work that will come through the door. Aside from consulting a crystal ball, you can now manage seasonal demands or quieter periods more easily. During busy periods, you have the option to add extra


licences to mirror the demand. This ensures that you can keep their operational cost to a minimum while taking on last minute jobs and responding to new opportunities.

#### Efficiency-Enhancing Tools From Design-To-Production

The design stage is often time-intensive, and it is difficult to pass the cost to your customers, which can erode your profit margin. Certain software providers offer innovative design solutions that eliminate this costly burden. I would encourage you to check out those that might offer useful, time-saving stock libraries comprising images, graphics and logos.

Beyond this, there are other design efficiencies to be had using emerging technologies and the foremost providers are exploring how to harness these innovations to improve traditional printing processes. One of the technologies dominating the headlines is artificial intelligence (AI). This has the potential to unleash new possibilities within the large format and sign and display sector. It could inspire designers with suggestions, including best practice fonts, images and layouts; crucially reducing the time spent at the design phase.

This brings with it the ability to secure attractive profit margins along with widening the pool of applicants that you can recruit from. Indeed, our belief in the technology is such that we are undergoing a three-year research project with leading research institution, Oxford University, to develop an AI-assisted software solution – the first of its kind for the sign industry.

So, whether it's hardware, software or consumables, next time you're looking to invest in a provider check-out those companies who continue to collaborate with their customers to offer the sort of all-round value-added offerings that address these needs head on. 

SAI [www.thinksai.com](http://www.thinksai.com)

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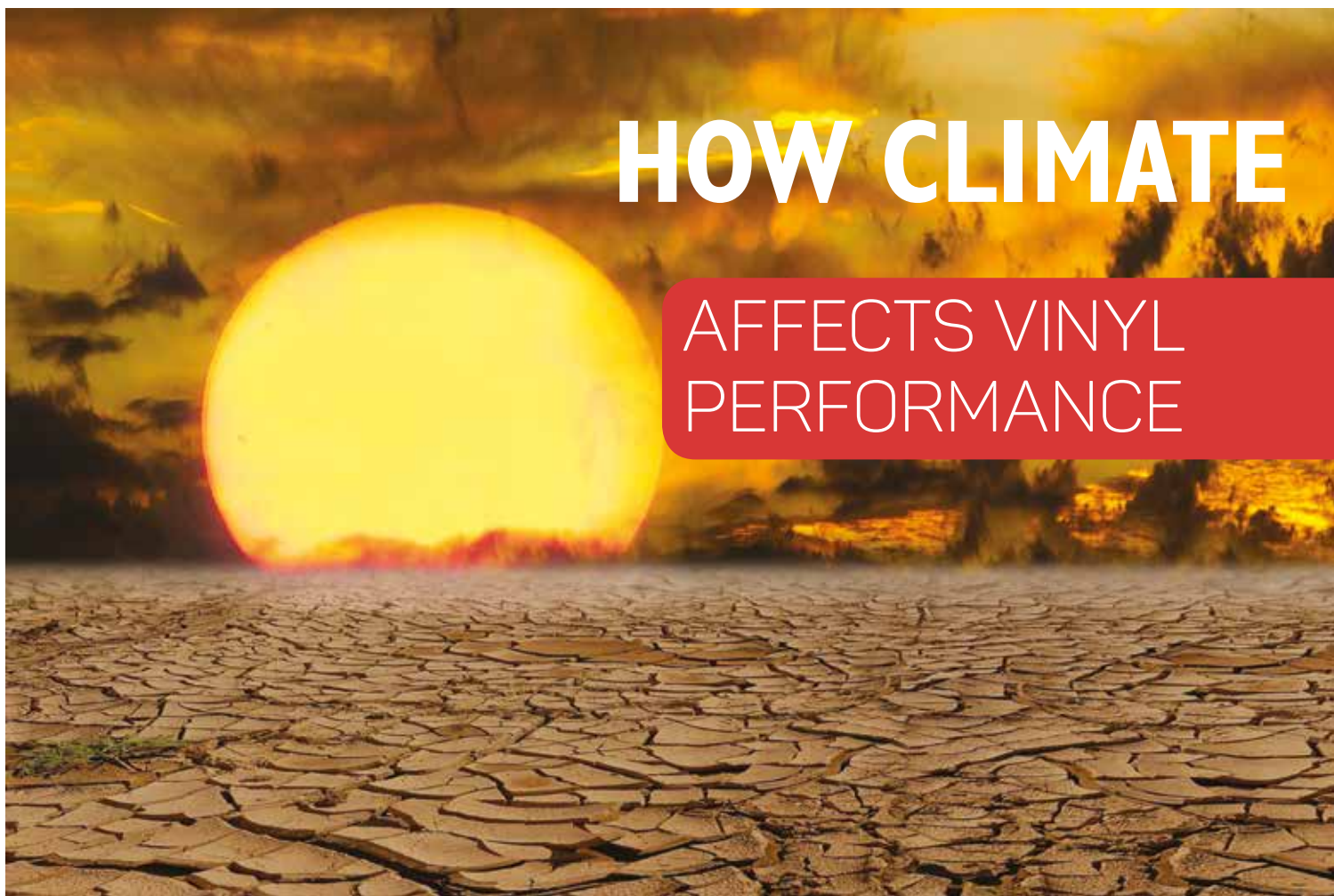


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# HOW CLIMATE

## AFFECTS VINYL PERFORMANCE

BY SYTECH SUPPLIES

**The durability of a PVC film is generally determined by three major factors. They are the additives in the film, the environment in which the film is used, and ink (in the case of printed film). The angle at which you display the signage is also a factor to consider.**

However as the regional climate of a country is the main factor which will reduce the expected performance, this article will primarily focus on how signs are affected on that item alone.

‘Vinyl on a horizontal surface will never last as long as vinyl on a vertical surface,’ said Sytech Supplies sales development coordinator Andrew Cromberge. ‘Every country falls into a specific zone based on its climate. Your vinyl will not fail as badly in the cold as it would in the heat.’

In the world of signage and graphics, the world at large is divided into three climatic zones:

**Zone 1** – least harsh climatic conditions, typically comprising Central and Northern Europe and North America.

**Zone 2** – harsh conditions, including sub-Saharan Africa, Southern Australia, New Zealand and Asia Pacific.

**Zone 3** – exceedingly harsh conditions, including desert regions and areas that are  $\geq 1000$  metres above sea level.

The sun and UV rays are factors that will damage the media. Cromberge also noted that in the sub-Saharan climate, the sun’s rays are very strong and cause fading and damage of the media.

As for how this and the angle of exposure affects the durability of the vinyl in terms of years: the cumulative effect of the zone change and the angle of exposure can shorten the life span of a PVC film with 10 years’ vertical durability in Zone 1, to just three years non-vertical in Zone 3.

Read the manufacturer’s product data sheet and take into consideration the zone in which the media will be situated, when approximating the durability of a pressure-sensitive film. Black and white usually have the longest life expectancy, while clear, opaque and metallic colours are known to have a shorter life span.

It’s important to select the correct type of film and a durable brand. With these key factors in mind, you will be able to make well-versed product recommendations to your customers.

‘In a harsher climate, use a high quality vinyl. A cast vinyl will last longer than a monomeric or polymeric vinyl,’ Cromberge added.

In summary, if you find that the vinyl may not last as long as the packaging suggested, do not fret, you have not been scammed. This is perfectly normal and occurs because of the climatic region that you are in. 📍

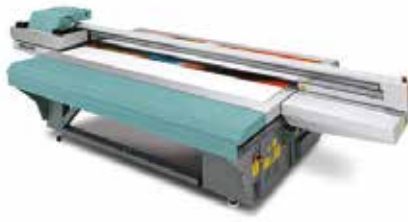
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# EFFECTIVE DESIGN

## CREATES A POWERFUL FIRST IMPRESSION



BY DAN ANTONELLI, WRITING FOR  
SIGNCRAFT MAGAZINE

Recently, a new restaurant opened up near my office. It had been vacant for almost ten years, and people were very excited for it to reopen. I remember how upscale the inside was and was hoping a nice sign would capture how nice it looked.

But, like many small businesses, they opted to cut corners and simply put one-colour cut vinyl on top of the old sign. And to be truthful, it looks awful. Yet, this same restaurant has pricey appetisers and entrées. Would the average person be able to make the leap in assuming how classy and high end the interior and meal selection was from a drive by? No, they would not.

### Image Is Everything

We've all heard that saying before, but it speaks to many truths about how people judge by impressions they have formed. Whether you're a restaurant, or a service business, how you present yourself to the public is how they perceive

your business. Design functions to control that perception by building a positive brand impression. The idea is to have people assume or feel something about that business, even if they know nothing at all about it.

### Some Of The Ideas The Design Might Foster Include:

- That sign looks professional, so they must be, too.
- They look honest and caring.
- I'd be comfortable with them working in my home.
- They look professional so I expect them to be in business a long time if I ever have issues.
- I bet they have amazing food inside because the sign is beautiful.



Warm, caring, and friendly — that's the brand promise instilled by this brand. It just looks like a nice company that's going to do the right thing for my family and home.





This brand is fun and helps to create a friendly, memorable franchise-like approach. Most duct and carpet cleaning companies don't look like this, which is exactly what we wanted to exploit.

Yet so many businesses lead with either a negative or neutral brand promise on their signage and vehicles. Some of those feelings might include:

- I'm not sure I want these people in my home.
- They look like they do bad work.
- They're probably the cheapest but I worry if they'll stay in business.
- Based on that sign, I'm not sure I want to stop and eat there.

#### The Battle For A Consumer's Mind Starts With A Brand

As designers, it's our job to help set the tone for the perception of the business we're being asked to design for. Never underestimate how important your job is. The health of that business is dependent on us being able to help get our brand to stick in the consumer's mind. As it relates to service businesses especially, many consumers are already skeptical of contractors. So having them feel good about who they're having give an estimate goes a long way towards building trust and connecting with that homeowner.

We want to lead with a positive brand impression. So if they've judged the business only by visuals that the business has put out on their vehicle, before that contractor gets an opportunity to ring the doorbell, they've already established an expectation that is likely to be favourable. They already think this company is reputable, honest and professional.

The biggest problem many small businesses have, especially service businesses, is that they in fact do perform a good service: They just don't look like they

do when judged by their image. We've seen what happens when you match how amazing a company performs with a brand that actually speaks to that excellence. Those businesses grow faster, are able to get more money for the services, and connect with the consumers faster. As the old saying goes, it really is all about the brand.

The next time you're designing a sign or truck lettering, ask yourself this question: If I knew nothing at all about this business, and only saw this sign or truck, what assumptions would I make about that business? If they're negative or neutral, you're not doing it right. Lead with a positive impression, and you'll be helping that business win the perception battle.



The name matches the visual for this rebranded contractor. It's fun, memorable and shows that they care about their image. This helps translate into the consumer believing this company will care for their home if given the opportunity.

BEFORE



AFTER



Compare their new brand to the old.



The message here instills the idea of timeliness, showing up on time, and getting the job done. The mascot is friendly and capable. The design will attract a lot of attention while also communicating the company's professionalism.

This article was republished with the permission of SignCraft magazine.

# MEASURING SUCCESS IN SIGNAGE



BY SIGNFORCE

**There are many ways to evaluate and measure the success of your purchases and investments. In order to measure the return on investment, we believe that four fundamental questions need to be answered, preferably before the sign is purchased.**

1. What do you want the sign to achieve?
2. What is the correct sign for the objective to be achieved?
3. What is most important to you in measuring the success of your investment:
  - (a) the cost of the sign and/or
  - (b) the quality of the sign and/or
  - (c) the importance of your deadline being met.
4. How do you intend measuring the success of your signage?

If your sign is located in the middle of an open field, with the only things competing for the potential reader's attention being the vehicle instruments, the possible people in the vehicle, the road and nature, then the main focus should be the size and attractiveness of the message.

If on the other hand your sign is located in a shopping mall where, aside from the landlord's approval, you are competing with a number of large, flashy, 3D signs, best you either make something even larger, flashier, 3D or alternatively, something totally different in order to stand out. If your measurement of success of the signage is to get a specific response from the viewer of the sign, then before purchasing the sign, you should look at what about the sign will lead the viewer to respond.

While the above two scenarios are greatly oversimplified, it should already be clear that not all signage is appropriate or necessarily the best signage to achieve a desired objective. This leads to the next set of questions, as to the order of which is most important: (a) the cost of the sign, (b) the quality of the sign or (c) the importance of your deadline being met.

As custom signage is generally made or assembled by hand and thus labour intensive, the three questions above tend to be at odds with one another. If it is a 'cheap' sign one is looking for, that will generally mean a compromise on the quality of the sign, so the sign may be able to be produced pretty quickly. Being produced pretty quickly should not be confused with the sign being an 'off the shelf' item, and it should generally be understood that the speed of the sign's manufacture will generally (but not necessarily always) have an influence on the quality of the sign.

If the deadline is the most important factor, followed by superior quality, then it should be fairly obvious (although it never is) that the cost of the sign is going to be higher, especially when the sign is ordered. In South Africa, this includes the order being received, the artwork being approved and the required deposit being paid at the last minute.

It seems that very few people who don't work with signage on a regular basis understand the manufacturing process(es) that are required to get signs manufactured, decorated and installed. They tend to have the erroneous belief

that the wave of a magic wand will get the picture that they have in their mind, and possibly even the picture they have approved on paper, to suddenly appear in full life size. If you have a specific deadline, and a budget, then make sure you get information on the time required to manufacture your signage, and give the supplier more time than they required, as this way there is less room for error – or surprises.

Measuring the 'success' of your signage could be by measuring how many viewers respond to the sign and/or its message. It could also be measured by an increase in sales or turnover, or the number of (additional) feet that come into your premises, or how much you paid for a sign that matched or exceeded your expectations.

Conversely, the success of your signage could be measured by looking at what the sign costs; whether the sign is the correct sign for the task; whether it is what you expected it to be and whether what you got is what you were sold; how long the sign lasts and the total cost over the life of the signs. This is because in our industry purchase decisions are generally made on a picture on a piece of paper, where the buyer seldom knows or understands the materials and processes that are used or whether the materials that were used match the materials that were sold.

Because signage is the last item on the agenda, which means the budget has long been blown, it is often understandable that what looks like the best sign at the best price is what gets purchased, especially when the buyer believes that all the signs that are being quoted are generic and identical, simply because the paper that holds the 'picture' displays the same picture.

It is more often than not important for the buyer to understand that unlike a purchase of a can of beans of a single brand, which are all assumed to be almost the same, custom signs differ from manufacturer to manufacturer, with a lot depending on the integrity, design capability and professionalism of the sign maker.

It is for this reason that when a buyer of signage gets multiple quotes, and they are all 'saying' the same thing, but the prices have a great variance (in my opinion more than 30%), the buyer should be asking for samples of materials and probably asking for references. It is quite possible that the buyer is about to get a bargain of note, because there are many sign businesses who unfortunately, for their own good and long term success, do not quite understand pricing and margins. On the other hand, the buyer may believe that they are getting something they are not.

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# TEXTILE INKJET

## PRINTER OPTIONS

BY DR NICHOLAS HELLMUTH, FLAAR REPORTS

Textile printing is still a growing trend, in part because there are five different kinds of textile inks and many different kinds (structures) of wide format inkjet printers to handle printing on fabrics. If you wish to enjoy the literally largest textile printer expo in the world (for brands from EU and Asia together), then ITMA is the king. Let's explore textile printer options, starting with size and production speeds as well as textile trends.

### Single-Pass Textile Printers

Everyone says 'single-pass is the future of inkjet printing' but no 'Mom and Pop' (friendly family business) in a mall area has space or money for a single-pass printer. More realistic short-term popularity will be entry-level with high-end accessories: a feeding mechanism for giant heavy rolls and huge ink tanks (to significantly lower ink cost from outdated horizontal or vertical cartridges).

Because of the size and weight of a single-pass printer, whether for glass, ceramics, packaging, or textiles, at most expo's, these enormous printers are 'exhibited' only in brochures and a photograph on the wall. Examples were the EFI Reggiani BOLT and the PIKE in the large booth of SPGPrints.

### Heavy-Weight With Complete Workflow



EFI stand at ITMA.

### Mid-Range Textile Printers

Two nice examples of mid-range printers were in ColorJet's booth. They introduced their Vastrajet 8164 printing direct-to-fabric. Their Metro 8166 was available to print with reactive dye ink. I visited the impressive world headquarters of ColorJet in India a few weeks before ITMA. They also make UV-curing flatbed printers.

DGI, JHF, Homer had printers as well. We had earlier done print samples on JHF textile printer at FESPA 2019 in Germany. JHF is expanding worldwide both in UV-curing and now in textile printers. We have been to the JHF factory and headquarters outside Beijing many years ago.

### Entry Towards Mid-Range

The printers in this classification are either wider or based on more years experience in the textile printing world (so they are definitely not low-bid).

d.gen had a wide range of nice textile printers in a booth on a corner (which means you could see the booth from two aisles). Optimum Digital Planet had two productive mid-range printers fully functional.

### Entry-Level: For First Time Users

The HP Stitch models are being showcased at the Sign Africa and FESPA Africa Expo in Johannesburg.

### Entry-Level: With Added Features

I classify entry level in several stages: there are nice textile printers, engineered in Japan, but they are designed to be at a price to appeal to first-time users. There was not one single booth of any of these Japanese brands for first time users. Mimaki was the only brand that had an entire booth that featured entry-level and upper-level mid-range textile printers (from La Meccanica, the Italian company that Mimaki recently acquired).

### Low-Bid Entry-Level

Nowadays you see solvent printers that have the frames to hold UV-LED curing lamps on each side of the print head carriage. This is because these carriages are mass produced to serve for whatever ink the manufacturer decides to stick in the ink system. 15 years ago, UV-curing printers were solvent printers with the UV features barely tacked on. The same with textile printers in the early years: they were just solvent printers with a different ink (mostly because the low-end manufacturers had no experience with handling textile material).

I can still remember an international brand, made in Japan, and the first year they launched a textile printer there was no transfer paper calender machine in the booth. Plus none of the sales reps, and most of the booth personnel, had no



idea about textile inks, or what kind of rollers were needed to keep the fabric from creasing as it fed from the main roll, through the printing area and was gathered up on the other side. These are the aspects that define low-bid entry-level: the companies do not come from the heritage of textiles nor textile inks nor workflow experience.

#### Direct To Fabric Compared To Printing On Transfer Paper

For direct-to-fabric, you need a dye sublimation unit, but these are almost always physically attached to the front of the printer. For printing on transfer paper, this requires a calender machine to take the paper and sublimate it onto the polyester fabric. Several brands that were using transfer paper had a calendering unit in the booth but most did not have accessory curing equipment (because the calendering unit is a different brand than the printer). But it is helpful to the end-user to show the entire workflow.

I noticed 14 brands of transfer paper (far more than I expected). The large quantity of brands was because companies that make traditional signage materials (like Felix Schoeller) realise that market share is moving towards transfer paper. But several transfer paper brands were missing from ITMA 2019. You should be able to find these at FESPA 2020 in Madrid.

Nine brands of calendering machines were evident: obviously Klieverik, Monti Antonio are international brands and they will also be at FESPA around the world.

#### Printheads

Fujifilm Dimatix has higher percentage of the high-end textile printer market than they do in the UV-curing printer market. For example, Samba heads are used in single-pass printers.

Kyocera is king for mid-level and high-end. If the price of the printhead goes down in the future, Kyocera will definitely be the number one print head for textile ink printers around the world.

RIICOH Gen5 heads are in a few textile printers (but are more common in UV-curing printers). Same with Konica Minolta print heads: lots in UV-curing printers but outside their own Konica Minolta booth, not many printers used these heads for textile inks at ITMA.

#### Textile Inks

A trend that you would notice quickly as you visited lots of printer booths is more and more printer manufacturers are trying to let you put different kinds of ink into the same physical printer. But realise that for most of these, you have to select your ink upfront, and then you can't change it (since every kind of ink requires different delivery system). Plus if you change from one kind of ink to another you have to flush out every millilitre of the first ink: this wears out your printheads.



Mimaki Tiger 1800B MKII sticky belt large format inkjet textile printer.

So Mimaki was innovative in offering a printer that had two ink systems built into the printer from the ground up: the Mimaki TX300P-1800. With this one single printer, users can print direct-to-transfer paper (to be sublimated on a calendering machine) or direct-to-fabric (to be sublimated in front of the printer). Mimaki even cleverly has a platen for both paper, and a platen that can drain direct-to-fabric ink into a drain (since printing on the actual fabric means that some ink will leak through the weave).

#### RIP Software For Printing On Textiles

Three RIP companies have extensive experience in making software for printing on fabrics. All other RIP brands have scurried to add a textile segment to their signage RIPs. If you are going to be 100% textile focused, then it will definitely be more realistic to have a RIP software from a company that has been working with textile inkjet for over a decade.

If you have 10 different kinds and different brands of printers in-house, it is understandable that you prefer to stick with the same original brand of RIP that your UV-curing or solvent printers already have.

#### Textile Design Software

It was a nice surprise to see an Adobe booth at ITMA. Their booth is an excellent example how a totally non-textile company has recognised the growth potential of digital printing of textiles. Their new software is called Adobe Textile Designer. This was coordinated with Datacolor's ColorReaderPro.

#### Colour Management

Colour management involves software and spectrophotometers. There are brands that everyone knows and uses and there is a single brand that focuses on being able to handle lots more than just signage materials. A good option is Barbieri, since they've handled textiles now for many years, although X-rite is also a respected brand from the world of signage printing.

#### Workflow: Pre-Print Sprayers, Heaters, Cutters

Every kind of ink either needs, or does not need, pre-treatment or post-printing treatment. You get what you pay for. Reactive dye ink and acid dye ink need the most pre- and post-treatment accessory equipment. I can still remember visiting a textile printer training centre that showed the entire process in-situ, actually being used as a commercial print shop. The space needed was endless and the number of operators was considerable. This is why a lot of print shops prefer using pigment ink (even with its limitations, such as primarily on cotton and only a few other materials).

The primary workflow equipment actually on exhibit at ITMA was for high-end printers. Mimaki showed steaming workflow equipment from the Australian company they acquired recently. Mimaki is definitely investing in the textile trend (and in more than just the printers: printers need pre- and post-printing equipment). Zimmer also is advanced in this category. But otherwise, most printer brands want your budget for their printer; not for the needed workflow items (those you find out about after you buy the printer).

#### Reality Check: Print Issues In Photos With Shadow Areas

In most cases, photographs print better with water-based pigment inks on a traditional giclee or photo printer (Canon, HP, etc.) Although we printed photographs nicely at ITMA on an Optimum Digital Planet printer and on d.gen textile printers, I would recommend printing line art rather than photos on fabrics. One reason is because anything in a shadow area of a photograph may not reproduce well on a low-end textile printer (or when you don't do colour management, ink load, etc). But do realise that some kinds of illustrations will look better on solid materials rather than on woven materials.

Often it's the ink, while in a few cases it's the brand of printhead (for backlit especially). But often it's because most print shops don't take the time or investment to have high-quality colour management tools and software that can handle textile prints.

#### Reality Check: Some Colours Print Beautifully, Others Are Dull And Uninspiring

Every kind of ink is good at some colours, spectacular at others, but inadequate

for others. For UV-cured inks, 50% of printers and inks can't handle yellow adequately - it's either too green or too 'dirty' or too uninspiring in another manner. In past years, oranges and especially reds were tough to reproduce. Some blues and other colours are oversaturated in UV (though that is as much a lack of colour management as it is of being UV-curing ink).

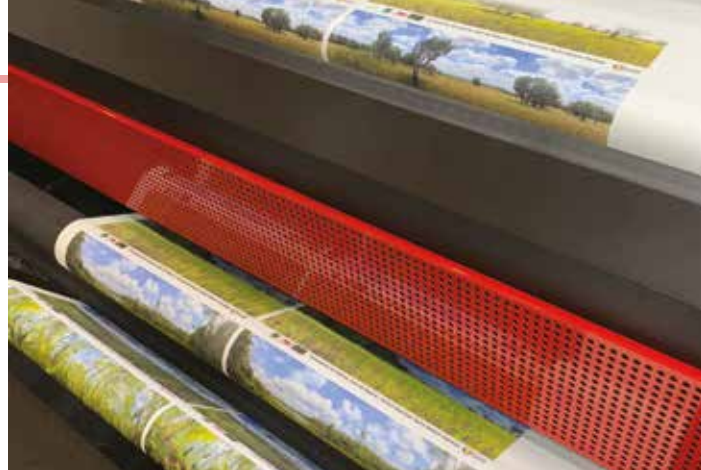
#### Reality Check: Dye Inks Fade; Pigment Ink Holds Up

20 years ago, everyone said that only dye inks had full colour pop. But I have images printed with ColorSpan and HP printers of 18 years ago with pigment ink. The prints have gotten sun from the tropical area of Guatemala, Central America all through these 18 years. The colours of these pigment inks are gorgeous still today. The photos are not outside, but they are on walls inside our office that get sunshine coming in every day (except perhaps in the monsoon rainy season of cloudy weather).

Almost everyone today says 'pigment textile ink is not as colourful as dye' (sublimation or other textile inks all of which are dye-based). Yet year by year, pigment inks for fabrics have more colour (especially if you have a professional colour management software and textile-capable spectrophotometer). Plus the appearance of the colours depends as much on the surface of the fabric as it does on the chemicals within the ink (since some fabrics have a dull appearance and other fabrics are bright and shiny even without ink on them). If you wish to see how colourful a textile ink can be, just explore printers in a Kornit booth.

#### Advantages Of Using Textiles To Print Photos

Nowadays, for signage, fabrics are great for backlit. But we print panorama photos on textiles both to test the printer quality but mainly also because it is easier to move a photograph if it is printed on fabric than if printed on photo paper. A single ding will ruin the entire image if it's on photo paper. But with textile, you can roll them, fold them, or simply toss the mass of fabric into your suitcase or backpack and carry them to any trade show or exhibit. Plus fabric weighs significantly less than PVC vinyl.



The textile printer research manager of FLAAR-Reports, Maria Renee Ayau, is attending the Sign Africa and FESPA Africa expo to write about UV-curing printers, flatbed cutters, laminators, inks of all kinds, and printable materials for multiple applications. Plus this annual event has a great area for T-shirt printers that she will enjoy visiting. Read about her report in the next issue of Sign Africa Journal.



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# ROUTING TIPS AND TRICKS

BY SUMMA

**The first thing to consider before you start routing is the choice of the bit. A bit can differ in various ways, depending on the type of flute, coating, purpose, spiral shape, etc. Knowing the difference between these bits is indispensable to optimally process your specific routing job. Here are a few key points to consider when choosing your bit for the job.**

## Multi-Purpose Versus Material-Specific Bits

Most bit manufacturers offer either multi-purpose or material-specific bits. Multi-purpose bits generally cut through most types of material and are, therefore, considered to be a safe bet. However, although they will give you a decent finish at all times, it might not be the best possible finish. Also, in terms of durability, these bits will hold a decent lifespan, yet not the longest possible.

Material-specific routing bits, on the other hand, can offer you the best possible finish and the longest bit-lifespan as they are dedicated to that particular type of material. These bits have specific coatings, resulting in a smoother and nicer finish, whilst offering an extended lifespan in comparison to the multi-purpose bits. A common mistake with the multi-purpose bits is that operators tend to use these bits on a multitude of materials – for they are indeed called multi-purpose bits. However, it is better to keep the following rule of thumb in mind: if you use a multi-purpose bit on one type of material, make sure you dedicate this particular bit to that type of material only. Then each type of material wears down the bit in its specific way. So, if you use this multi-purpose bit in the same type of material, this will result in more gradual wear of the bit, which will, in return, result in the most optimal lifespan of your bit.

## Upcut Versus Downcut Bits

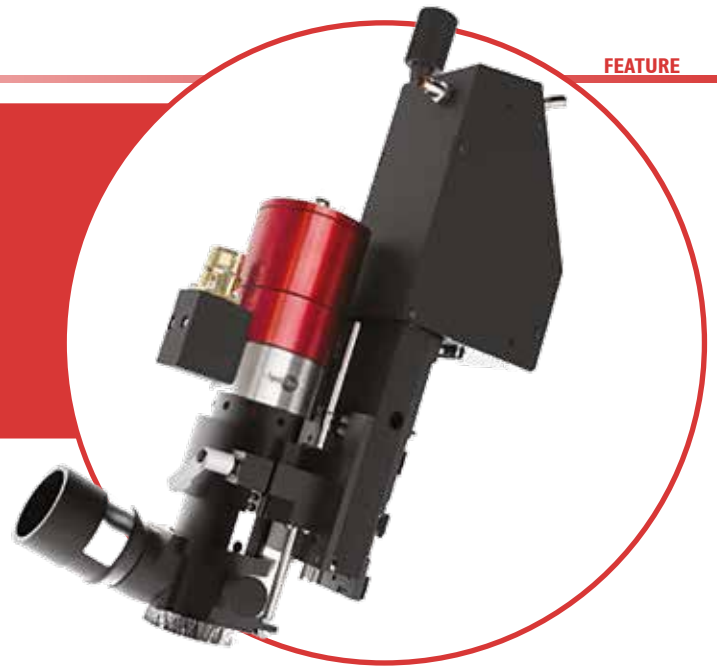
In general, bits have a spiral on them, which will rotate around the shaft towards the top. The type of spiral will then dictate whether the chips are transported towards the top (upcut spiral) or towards the bottom (downcut spiral) of the bit.

Most used spirals (bits) in the field are upcut spirals because they tend to assist in keeping a nice and clean surface as the debris is pushed towards the vacuum cleaner brush. However, if you need to route very small pieces you are far better off using a downcut bit. Otherwise, with the upcut bit, you'll end up searching for the routed pieces in your vacuum cleaner's bag. Moreover, the upward force generated by the spiral of the bit will cause the small pieces to move around whilst routing. If you used a downcut bit in this case, the routed pieces will be pushed downwards onto the router bed instead.

Therefore, the choice between upcut or downcut bits, with their exerted forces, are definitely something to take into account. Another example: if you notice that the top part of the routing path is frayed, it is better to exchange the upcut bit into a downcut bit, as the upward forces exerted on the surface of your material might be too large for the top layer of the material when routing with an upcut bit. Often signmakers will do the test by sticking a piece of vinyl on top of the hard material before routing. If the top vinyl is torn apart whilst routing, this means the upward force is too large. A downcut bit would be more suitable here.

## Single Flute Versus Multi-Flute Bits

Single flute and multi-flute are two other bit categories to take into account



when routing. Choosing one or another has much to do with the so-called chip load, which applies when cutting. The chip size is related to the rotational speed of the bit and its feed rate (or cutting speed). Every bit contains a specified 'chip load' for a specific material. Chip load is basically the relation between the size of a cut material chip and the size of the flute and/or the number of flutes.

Generally speaking, between these two options, the single fluted bits are safer and easier to use. A single fluted bit will chop off a chip of a specific size as soon as it hits the material. By using a single fluted bit, set at certain Revolutions Per Minute (RPM), you will be able to cut at a specific speed, dictated by the chip load. So, when do you better opt for the multi-fluted bits? If you are cutting too slow with the single fluted bits, they will generate too small chips, which would result in your material being ploughed instead of cut. On the other hand, cutting too fast will generate too large chips and will wear your bit quickly or even break it. If you then replace the single-fluted bit with a multi-flute version, smaller chips will be generated at a similar speed as the single-flute version, enabling you to use higher cutting speeds. Consequently, your productivity will increase considerably.

Be aware that the multi-fluted bit has its restrictions, as well. When calculating the necessary speed for a certain chip load of material, a multi-fluted bit could dictate a cutting speed, which is so high your router can't handle it, or too fast for the vacuum cleaner to clean. If this is the case, replacing the bit into a single-fluted one does the trick.

Thanks to the larger extraction channel, a single fluted bit will have fewer issues getting rid of your chips, while the multi-fluted bits would struggle and get clogged up quickly. Also, with multi-fluted bits, it is more difficult to create the perfect edge geometry, since they are a lot smaller. And the better the edge geometry, the better the bit will cut, thus resulting in a better finish. As with many things, it's a matter of trial and error to find out which bit works the best for your particular job.

## The Higher The Power, The Quicker The Cut, Or So You Might Think...

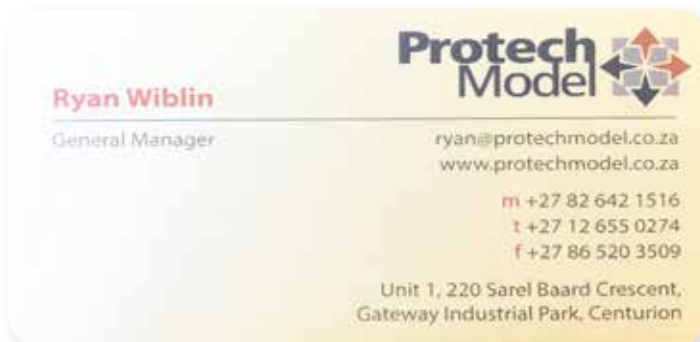
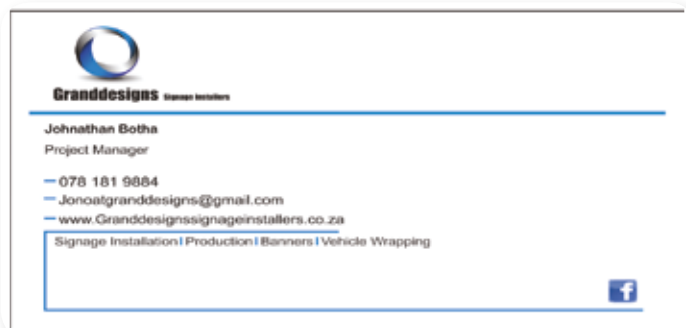
A common mistake is to look at the power of the router motor to determine the router's productivity. But if you want to achieve high cutting speeds, this doesn't imply you need raw power (watts). What you do need is RPM. So the more your bit rotates, the more the cutting edge will strike your material and the quicker it will cut. However, there's a 'but' here.

We already came to the conclusion that the higher the wattage on the router motor, the larger the routing bits you can use, resulting in more material being removed in one rotation, which will generate higher cutting speeds. Yet, consider this if you have a 1Kw router running at 40.000 RPM and a 3kW router, which is also running at 40.000 RPM. Basically, both routers are cutting at the same speed, when using the same bit. However, if you want to cut at a higher speed on the 3kW router, you'll need to use a larger bit diameter. The drawback here is that you are removing a lot more material, resulting in fewer details in your designs. So remember, it's all about RPM, not power.

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## Printing Associations Address Concerns With Government

As part of the buildup prior to the launch of the Institute For Futures Research report, Printing SA, the South African Typographical Union (SATU) and Federation Of Unions of South Africa (FEDUSA), hosted a press briefing that was live streamed on Facebook on 2 August at The Manhattan Hotel in Pretoria.

Printing SA CEO Dr Abdool Majid Mahomed, SATU General Secretary Edward de Klerk and FEDUSA training officer Boni Mbewana gave a joint official statement on a number of issues concerning the parties, pertaining particularly to the apparent apathy being shown to the parties' requests for an audience with the President or members of his executive as directed by the Presidency.

Dr. Mahomed expanded on the importance of Printing SA's sixth annual conference, stating that it is an ideal opportunity for players in the printing, packaging and signage industry to engage with both government and the private sector.

### Institute For Futures Research (IFR) Report

The release of the report is the result of collaboration between the Union as well as Printing SA. This report has given the Union a clearer perspective on the future of the printing sector in South Africa. The wait for government to provide certainty and direction to the industry has now reached a point where, if as a nation this is allowed to continue, South Africa faces serious issues.

SATU thanked the Fibre Processing and Manufacturing SETA for their support in ensuring this research was possible. Mbewana thanked SATU for its assistance in the development of the upcoming research report.

### 11 Plausible Assumptions About The Sector's Future

There are a number of important factors that contribute to the shaping of the printing, packaging and signage sector. These include rapidly changing consumer values and purchasing behaviour, tightening regulation, new paradigms around sustainability and rapid technological changes.

New market pressures had a major impact on the global manufacturers of printing machines and supplies. Increased levels of change and competitiveness resulted in market consolidation



Boni Mbewana, FEDUSA; Edward de Klerk, SATU and Dr Abdool Majid Mahomed, Printing SA.

across sectors and segments; this has seen companies such as HP, Xerox and Lexmark reform and refocus on their traditional print business, while vendors such as Konica Minolta, Ricoh and Sharp expanded their IT services businesses.

The following assumptions are likely to hold true over the next ten year horizon:

#### 1. Advanced Technologies Increase The Value-Add Of Printing

The next age of printing could be defined photonic printing and conductive inks. Photonics is the 'science of light or photon generation, detection and control'. It is currently applied by companies hoping to develop new, innovative and invisible photonic printing techniques. This technology will address the luxury goods counterfeiting

issues raised earlier and become invaluable for identification and watermarking purposes. It will also assist with communication by enabling steganography – the practice of hiding messages or information within readable text or visible images.

#### 2. The Digital And Physical Printing Worlds Merge – Resulting In New Technology Partnerships

As networked printers and multi-functional printers increasingly contribute to the connected world, print manufacturers could increase their participation in broader industry ecosystems and increasingly partner with technology companies, creating broader and more diverse partner ecosystems. This could contribute to new, secure and innovative technologies for innovative printing industry products, business models and sales channels.



### 3. Increased Pressure For Sustainability/Eco-Consciousness

The trend of people becoming more aware of sustainability issues will undoubtedly continue to grow, with people increasingly censoring their own behaviour and becoming more and more critical of reckless consumption. As this trend accelerates, we will increasingly see market regulations tightening against harmful practices around the world.

New legislation will favour more environmentally sustainable printing practices. This will include recycling and remanufacturing of printer cartridges and paper products to divert unwanted paper, plastic, metal and chemicals away from waste dumps. The impact of chemicals contained within inks will become an issue and we will see a return to more natural bio-degradable alternatives.

The production of sophisticated ink products, gentler to the environment, will become a focus area, especially vegetable-oil based inks and ultraviolet-curable inks. These will increasingly be favoured over traditional, environmentally polluting solvent-based inks. Food-safe inks will increasingly be developed for the food and beverage industry.

### 4. Predictive Analytics Come To The Forefront

Big data has long been used to support proactive service and maintenance offerings. In future, printing companies could use predictive analytics, and a range of associated techniques – including data mining, modelling and Artificial Intelligence – to optimise products and services.

### 5. Increased Application Of Intelligent, Connected Printers (Mfps)

Smart manufacturers could help customers improve productivity and efficiency, introducing enhancements benefitting manufacturers, end-users and consumers. These will include proactive services such as failure prediction and reducing the frequency of unscheduled downtime. It will also integrate workflow apps to simplify the move from paper-based to digital processes.

### 6. Cybersecurity Becomes An Increasingly Important Issue

As printing operations become increasingly inter-

connected, they will become more vulnerable to cyber-attacks. This will mean that producers of equipment will start to invest more in machine learning to better protect their print devices.

This will become more and more challenging as printing provides a much broader surface for attack as legacy systems and technologies become increasingly outdated. The key defence against attacks will be authentication and intrusion detection, but these will not be a 'silver bullet' for print security as rules-based intrusion detection will not be able to detect all emerging threats. This risk may only be mitigated through machine learning algorithms and anomaly detection, which will enable threats to be detected in real time.

### 7. Players In The Industry Deepen Their Software And Technology Competencies

Print manufacturers will increasingly need to differentiate themselves through software innovation and increased product speed to market, not just in terms of reduced cost or improved hardware design. As businesses accelerate the digitisation of paper-based processes, software / technology expertise will become one of the most important differentiators for industry players.

With product value increasingly defined by technology, manufacturers will need to align their competencies and connected processes in order to address challenges such as cybersecurity and data privacy. This means that they will need to develop new capabilities in areas such as digital workflow and augmented reality (AR) for print.

### 8. Business Models Shift To Incorporate Additional Value-Added Services

Business to Business (B2B) customers as well as Business to Consumer (B2C) customers are increasingly demanding an integrated service and solution offering ranging from design and final production to stock-holding and distribution, incorporating elements of tangible products with embedded technologies. Beyond finished printed products, customers are requiring add-ons that include account management services, optimised budgets and overall project management.

### 9. Voice Recognition Continues To Advance In Sophistication And Utility

Voice assistants for printers are new and emerging forms of technology. Sharp has integrated its products with Amazon's Alexa for Business, a virtual assistant that connects Amazon Echo devices. Other products, such as Nuance's Voice Biometrics, offer robust authentication.

### 10. Augmented Reality (AR) + Print = The Whole Is More Than The Sum Of The Parts

The direction is toward the integration of media. This means that any printed materials will provide additional content in association with a camera algorithm that recognises the content on a page and enables the retrieval of digital data associated with it. This will provide a richer experience than what is possible with paper and digital content separately.

### 11. Printing On Anything, Anywhere, Anytime

New forms of printing could enable real-time printing on any surface, anywhere, anytime by ordinary people – without having to pre-order from a supplier. You can print your own pizza boxes on demand!

### Update as of 6 August:

1. The FEDUSA President and Secretary General Riefdah Ajam engaged Minister Ebrahim Patel of the DTI at the Presidential Jobs Committee, specifically on the crisis in the printing sector. The minister has given a formal undertaking to engage with FEDUSA and SATU as a priority and has mandated Deputy Minister Gcina and the DG, Lionel October, to be part of the intervention. The same modus operandi extended to the clothing, leather and footwear sectors will be now fast tracked for printing.
2. Minister Nxesi and his Deputy equally are keen to engage the overall crisis in the labour sector, following the meeting in Parliament that SATU was present at.
3. Further engagement with both ministers is ongoing to try and have them be part of FEDUSA's next NEC Meeting.

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James +27 (0) 82 813 9917  
Benoni

### MIMAKI CJV30-130 PRINT AND CUT 15 AUG

R120,000. 100% working condition.  
Zelda +27 (0) 84 214 6425  
Pretoria West

### 100W CO2 LASER MACHINE 13 AUG

Gweike CO2 laser machine with chiller and extractor. Still in daily use. R80,000.  
Clifford Croft +27 (0) 79 405 3949  
Pretoria

### HP LATEX 110 PRINTER 12 AUG

R65,000. Excellent condition. Hardly used. Includes software and Rotary trimmer. 1530mm. Can deliver in/around Gauteng.  
Ryan +27 (0) 83 304 2034  
Limpopo

### SUMMA CUTTER D140R 12 AUG

R40,000. Excellent condition. Hardly used. Can deliver in Gauteng.  
Ryan +27 (0) 83 304 2034  
Limpopo

### ROLAND GX-24 VINYL PLOTTER 11 AUG

R13,500. Price includes shipping. Operating software included and spare blade.  
Tiaan +27 (0) 74 061 0948  
Port Elizabeth

### LABEL PRINTER AND FINISHER 8 AUG

R350,000. Afinia label printer and finisher bundle. Still in very good condition only one year old. Used for printing of water bottle labels and various other dry packaging labels. Perfect for people that bottle their own water or need to label any sort of packaging material.  
Ian Kriel +27 (0) 72 118 2852  
Middelburg

### GMP SURELAM PRO 500 ROLL LAMINATOR 6 AUG

R70,000. A high speed roll laminator capable of single and double side lamination as well as encapsulation, the Surelam Pro series features manual feeding and cutting. It features variable speed and temperature control capable of running at 7m per minute.  
Charlene Zeilinga +27 (0) 79 494 1794  
Harrismith

### BINDQUIP WIREMAC WIRE AND COMB COMBO 6 AUG

R6,000. This smart binder allows you to bind both Twin Wire and Plastic combs on the one machine without changing punching dies. The first handle allows you to punch the 24 rectangle holes (for comb ring punching). The second handle allows one to punch the 40 square holes (for wire ring punching).  
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### TEXJET SHORTEE 5 AUG

R155,000. This DTG Printer is virtually brand new. The lowest real running cost. Single pass printing CMYK and white. Fast speed: 80 white/28 dark T-shirts per hour. All accessories included in selling price. Serviced recently by an authorised dealer.  
Fritz +27 (0) 17 647 4233  
Mpumalanga

### SCREEN PRINT EQUIPMENT 27 JUL

R85,000. Selling screen print machine and the sublimation printer. Includes: 6 colour 4 station screen print; exposing unit; squeegees, screens; pressure gun; heat gun; flash dryer, heat press; mug press; cap press; Cameo vinyl cutter, A4 Epson sublimation printer and set of inks.  
Kanyani +27 (0) 68 175 4976  
Ridgeway

### SCREEN PRINT EQUIPMENT 26 JUL

R20,000. X1 semi automatic large table – bed size 1160 x 950mm. X2 small tables (1 manual and 1 semi automatic) bed sizes 700 x 500mm and 670 x 785mm. X1 exposure unit (1170 x 1170mm) and light. Assortment of squeegees and screens/frames also available, different sizes etc. Buyer must cover transportation/removal (equipment currently in storage facility).  
Brett Mortimer +27 (0) 83 298 7760  
Cape Town

### SIJ-320UV PRINTER 23 JUL

R480,000 (neg). Can print on black/white PVC, tarpaulin and double roll vinyl.  
Richard +27 (0) 79 492 2481  
Edenvale

### LARGE SANDWICH BOARD 19 JUL

R450 each. 7 x large sandwich boards

(1125 x 750mm) for advertising in and outside. Used at one event – as new.  
Belinda +27 (0) 82 922 0089  
Lonehill

## WANTED

### LARGE FORMAT PRINTER TO RENT 6 AUG

R2,000. I'm looking to rent or rent-to-own a large format printer for printing of banners, vinyls, etc. with a cutter if possible.  
Sibusiso +27 (0) 60 482 6645  
Secunda

### COLD/ROLL LAMINATOR 22 JUL

Should be at least 1300mm wide.  
Alan +27 (0) 72 368 3127  
Benoni

## JOBS

### JOBS OFFERED

### SALES REPRESENTATIVE 15 AUG

Experienced and knowledgeable Sales Representative. This is primarily a sales position dealing with clients, technical estimates and may lead to further sales opportunities with the company. The candidate must be highly computer literate and have experience within the printing industry.  
sales@flagsandbanners.co.za  
Gauteng

### COUNTER SALES 13 AUG

Sales person will be based in Pretoria West. Matric essential. Signage experience will be an advantage. Sales experience. Computer literate. Salary negotiable depending on experience.  
bepartrecruitment@gmail.com  
Gauteng

### ESTIMATOR 11 AUG

A knowledgeable and organised person is required to fulfill an internal sales role (with some additional tasks of traffic and admin responsibilities). Signage and digital print experience essential. A very organised person with excellent English and computer skills.  
dario@medalistsport.co.za  
Gauteng

### MAINTENANCE AND STOCK CONTROLLER 7 AUG

We require a maintenance/stock controller to start immediately.

Must have the following criteria: own reliable transport; able to work independently; fast learner; willing attitude; computer literate; from mid 30's and excellent communication skills. Salary to be discussed at interview.  
admin@altsign.co.za  
Kya Sand

### VINYL APPLICATOR/ SIGNAGE MANUFACTURING AND INSTALLING 6 AUG

We are looking for an all rounder to assist with signage production and installations. Will involve a lot of vinyl application. Must be willing to work overtime and have the right attitude. Driver's licence will be beneficial.  
hr@brandup.co.za  
Gauteng

### VINYL APPLICATOR 2 AUG

Seeking experienced vinyl applicators to join our team. Experience in vehicle branding a must. Position is available immediately.  
info@actionsigns.co.za  
KwaZulu-Natal

### VINYL APPLICATOR/ SIGNAGE INSTALLER 31 JUL

Looking for a vinyl applicator who has excellent knowledge of the installing/rigging of large format digital signage.  
marene@bmgbranding.co.za  
Western Cape

### APPLICATOR AND RIGGER 31 JUL

Looking for a skilled and experienced vinyl applicator and rigger to start immediately. Send CV to both  
justin.signarama@outlook.com and  
renovator@mweb.co.za.  
Gauteng

### GRAPHIC DESIGNER/DTP 30 JUL

Graphic Designer/DTP required for a small to medium signage company based in Laser Park, Honeydew. Some general office admin will also be required. Experience in Adobe Indesign, Illustrator and Photoshop essential. Drivers licence and own transport required.  
jobs@adaptdesign.co.za  
Gauteng

### SALES PERSON 30 JUL

Looking for sales person in signage. Must have a drivers licence and own vehicle. Basic plus commission.  
sales@bccdesign.co.za  
Gauteng



**VINYL APPLICATOR 30 JUL**  
Signage company looking for an experienced vinyl applicator. Must have worked in the signage industry. suzanne@signarama.co.za Gauteng

**SPRAY PAINTER 30 JUL**  
The successful candidate should have at least two years' experience, preferably in the signage industry. hr@rocamsigns.co.za Gauteng

**VEHICLE VINYL APPLICATOR 29 JUL**  
Bramley Signarama is looking for a specialist vinyl applicator as well as a vehicle wrapper. obakeng@sign-a-rama.co.za Gauteng

**VEHICLE WRAPPER 25 JUL**  
Printing and signage company in Alberton looking for a part or full time vehicle applicator and vehicle wrapper. Must be able to do full vehicle wrap applications. Email CV to leo@printo.co.za Gauteng

## JOBS WANTED

**GRAPHIC DESIGNER/ DTP OPERATOR 22 AUG**  
I am a 27-year-old female with 5-6 years' experience in the printing industry. I am very enthusiastic and hard working. I've dealt with clients on a daily basis whether it was artwork requests, printing of products, production, accounting, ordering or just general information. I've done product ranges, designing from brochures, vehicle branding, business cards, product labels, signage and more. tanitadelange@gmail.com Gauteng

**DTP OPERATOR/GRAPHIC DESIGNER/SILKSCREEN OPERATOR 21 AUG**  
I am a skilled DTP operator and silkscreen machine operator with good attention to detail. Good knowledge of CorelDRAW and the ability to originate or redraw artwork. Knowledge of Epson and its various RIP software, Mimaki with Rasterlink, and Roland with Versaworks. Good ability to digitally colour match, given samples. +27 (0) 73 749 4278 thulani.muhlwa500@gmail.com Gauteng

**GRAPHIC DESIGNER/ DIGITISER 14 AUG**  
20 years' experience graphic design/ digitising. Specialising in artwork layouts for customers and logo restorations. Intermediate CorelDRAW skills. Veteran Casemate Pro skills (foundation and proven accuracy). Willing to learn new skill depending on the company core values. kjjas2508@gmail.com Gauteng

**DTP/PRE-PRESS OPERATOR/ JUNIOR DESIGNER/ MACHINE MINDER 8 AUG**  
I have over eight years' of experience in the industry. Software: Photoshop, InDesign and Illustrator for DTP and redrawing designs and more. Printing machines experience: Indigo 5000, Xerox iGen 150, Xerox V80, Ricoh 751, 901, 8100, HP Latex roll to roll 570, 265, Roland machines XC 540, XJ 740, Vutek QS3220 and more. Sbhongiseni sborafah@gmail.com Gauteng

**SIGNAGE ALLROUNDER 6 AUG**  
Available for the next 12 months. Sign Maker with roughly 30 years' signage experience around the world available on a permanent or ad hoc basis. Can cut, weed and install a sign as well as quote, sell and all the little things in between as well. Have a look on Facebook at H & L Signs for pics of some of the work I have done. Howard Austen +27 (0) 64 284 4059 Gauteng

**GRAPHIC DESIGNER/ PRINTER OPERATOR 2 AUG**  
I am a 33 year old male looking for a suitable position in the signage, promo and printing industries as a graphic designer or print operator. I have 13 years' experience, 8 of which were in South Africa and 5 years in Zimbabwe. Elton Muyengwa eltonmngw@gmail.com Gauteng

**DIGITAL PRINT MANAGER 2 AUG**  
I have 17 years' experience in the print industry. Highly motivated and ambitious individual. In my current position, I am a well organised manager. My role is to manage the team of digital operators. I maintain a neat and productive work environment. I have great problem solving skills and can work independently. Looking for new opportunities. Faizel Bijoux +27 (0) 61 372 2667 faizelbijoux@yahoo.com Gauteng

**GRAPHIC DESIGNER AND MACHINE OPERATOR 27 JUL**  
I am a graphic designer with 10 years' experience in designing and printing. I also operate printing machines and do finishing of printed jobs too. +27 (0) 71 029 0357 kelvinosiegba@gmail.com Gauteng

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## TAIWAN INTERNATIONAL SIGN & LED EXPO

6-9 September 2019

Taipei World Trade Center, Taiwan  
[www.taiwansignexpo.com.tw](http://www.taiwansignexpo.com.tw)



## MODERN MARKETING EXPO 2019

11-13 September 2019

Gallagher Convention Centre,  
Johannesburg, South Africa.  
[www.ModernMarketingExpo.com](http://www.ModernMarketingExpo.com)



## FESPA AFRICA, SIGN AFRICA AND AFRICA PRINT EXPO 2019

11-13 September 2019

Gallagher Convention Centre,  
Johannesburg, South Africa.  
[www.FESPAfrica.com](http://www.FESPAfrica.com),  
[www.SignAfricaExpo.com](http://www.SignAfricaExpo.com) and  
[www.AfricaPrintExpo.com](http://www.AfricaPrintExpo.com)

## SIGN ISTANBUL

19-22 September 2019

Tüyap, Istanbul  
<https://en.signistanbul.com>

## DPS WORLD

15 - 17 October 2019

Lahore Expo Centre, Pakistan  
<https://dps-world.com>

## REKLAMA

21-24 October 2019

Expocentre Fairgrounds, Moscow,  
Russia  
[www.reklama-expo.ru/en](http://www.reklama-expo.ru/en)

## PRINTING UNITED

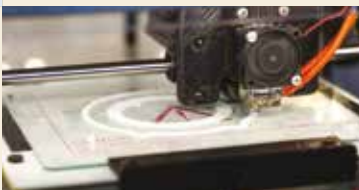
23-25 October 2019

Dallas, Texas, USA  
<https://info.printingunited.com>

## INPRINT GERMANY

12-14 November 2019

Munich, Germany  
[www.inprintshow.com](http://www.inprintshow.com)



## DRUPA

16-26 June 2020

Düsseldorf, Germany  
[www.drupa.com](http://www.drupa.com)

## SIGN ASIA EXPO

14 - 17 November 2019

Impact, Thailand  
[www.signasiaexpo.com](http://www.signasiaexpo.com)

## SGI DUBAI

12 - 14 January 2020

Dubai World Trade Centre, UAE  
[www.signmiddleeast.com](http://www.signmiddleeast.com)

## FESPA MADRID

24-27 March 2020

Madrid, Spain  
[www.fespaglobalprintexpo.com](http://www.fespaglobalprintexpo.com)



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

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Nikie

**MOBILE:** +27 (0) 71 282 0156

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

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

Michael

**MOBILE:** +27 (0) 74 490 9585

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

#### BHIKA ELECTRICAL AND SIGNAGE INSTALLATIONS

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Nicky

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**E-M:** [daynightsigns1@gmail.com](mailto:daynightsigns1@gmail.com)

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**WEB:** [www.djrigging.co.za](http://www.djrigging.co.za)

Dunmaglass, Kyalami, Johannesburg

PO Box 1465, Lonehill, 2062

#### DOMINIQUE GODFREY

Welding; spray painting; vinyl applicator; wiring; driver; sign builder.

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**E-M:** [shenitta@cityandguilds.co.za](mailto:shenitta@cityandguilds.co.za)

#### EUGENE INSTALLATIONS

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**FAX:** (+27 11) 211 1685

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**WEB:** [www.eugeneinstallations.co.za](http://www.eugeneinstallations.co.za)

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Johannesburg

PO Box 641 Kiasha Park, Lenasia

South, 1829

#### FABIAN GRANZ

Johannesburg and Cape Town rigging.

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**FAX:** +27 (0) 83 551 8799

**E-M:** [info@rigging.co.za](mailto:info@rigging.co.za)

#### FLIGHTING AND INSTALLATION

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**E-M:** [Tania@fbz.co.za](mailto:Tania@fbz.co.za)

#### FREELANCE APPLICATOR

A signage consultancy specialising in vinyl application, vehicle wraps, wallpaper etc. Seeking jobs all over South Africa and beyond the borders. Johannesburg.

B. Moyo

**MOBILE:** +27 (0) 78 480 0157

**E-M:** [info@btsconsultancy.com](mailto:info@btsconsultancy.com)

#### FREELANCER VINYL APPLICATOR

13yrs experience in the signage industry, skilled in application. Specialise in vehicle branding, with any type of vinyl, graphic design or any other application work. Gauteng. Shelly

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

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**E-M:** maxinn@webmail.co.za

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Experienced freelance vinyl applicator. Available anytime.  
Pretoria  
Matthew  
**MOBILE:** +27 (0) 73 906 7239  
**E-M:** topioro@yahoo.com

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Vehicle wrapping, escalators, shop windows, etc.  
Tebogo Maseola/Mbongeni W Cele  
**MOBILE:** +27 (0) 71 709 2099  
**E-M:** tebomaseola@gmail.com  
**E-M:** wisemcele@hotmail.co.za

#### FREELANCE VINYL APPLICATOR/INSTALLATIONS

13 years experience in the print and sign industry. Vehicle branding, full wraps, sign installations, sandblasting, wallpaper, liquid vinyl and more.  
Johannesburg  
Marc  
**MOBILE:** +27 (0) 71 325 8153

#### FREELANCE VINYL APPLICATOR

Part time vinyl applicator. Full car/bike/helmet wraps, etc.  
Mbongeni  
**MOBILE:** +27 (0) 73 044 2217

#### FREELANCER VINYL APPLICATOR

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Elrich  
**MOBILE:** +27 (0) 79 849 5670  
**E-M:** Elrichgreen119@gmail.com

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Our team specialises in vinyl and wallpaper application. We also do partial and full vehicle wrap application. We travel all around the country and assist with artwork too.  
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**E-M:** sydneykhanyile@yahoo.com

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Charles  
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**E-M:** charles.advertise@gmail.com

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

#### GIYAMGAZA DESIGNS

Freelance applicators and riggers available for vehicle branding, fleet branding, PVC stretch, events and all kinds of signage. Country-wide.  
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**MOBILE:** +27 (0) 84 458 7766  
**E-M:** giyamgaza@gmail.com

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**TEL:** +27 (0) 84 395 3060  
**E-M:** dextermphande@hotmail.com

#### INDEPENDENT VINYL APPLICATOR AND SIGN INSTALLER

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Ntsako Solomon  
**TEL:** +27 (0) 82 754 9876  
**FAX:** +27 (0) 86 568 1518  
**E-M:** giyamgaza@gmail.com

#### INSTALLATIONS

Sub-contracting, vinyl applications, wallpaper, vehicle wraps and rigging.  
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Imraan  
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#### JP MOUTON

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**E-M:** johnpaulmouton69@gmail.com

#### JAY

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Gauteng  
**MOBILE:** +27 (0) 84 507 2670

#### JUBA RIGGING

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**FAX:** +27 (0) 86 612 0710  
**E-M:** shinohara@mweb.co.za  
7 Graphite Street, Driehoek, Germiston, Johannesburg

PO Box 17583, Sunward Park, 1470

#### K2 RIGGING

Country-wide rigging and application.  
**TEL:** +27 (0) 72 051 0646  
**MOBILE:** +27 (0) 82 606 0107  
**E-M:** kevin@k2rigging.co.za  
14 Judith Road, Emmarentia, 2195, Johannesburg

#### KHOLWA SIGN MASTER

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**WEB:** www.kholwasign.co.za  
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Mbongeni  
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**E-M:** wisemcele@hotmail.co.za

#### MONTGOMERY DESIGN STUDIO

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**E-M:** m.m.sejane@gmail.com  
**WEB:** www.behance.net/mmsejane1116

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**FAX:** (+27 12) 653 4445  
**MOBILE:** 27 (0) 82 777 6329  
**E-M:** info@rdbranding.co.za  
**WEB:** www.rdbranding.co.za  
 165 Edison Crescent, Hennops Park, Centurion

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**E-M:** jeena@garrun-group.co.za

#### SIGN IDEAS

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 Razvi Cassim  
**TEL:** +27 (0) 72 577 0099  
**E-M:** signideas@vodamail.co.za

#### SIGN INSTALLER

Sign installer, vinyl, wallpaper; Perspex fabricator, LED wiring and code 8 driver's licence. Johannesburg Calvin  
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**E-M:** jacksoncalvin43@gmail.com

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#### SIGN VIBES

Rigging  
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**E-M:** chitsekoe@gmail.com

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

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**FAX:** 27 (0) 86 516 4622  
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**WEB:** www.vankco.co.za  
**TWITTER:** Vankco1  
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**E-M:** lemanwildfoxshumba@gmail.com

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 Joseph  
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**E-M:** nceba.nh@gmail.com

#### VINYL APPLICATORS AND VEHICLE BRANDING

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 Gauteng.  
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**MOBILE:** +27 (0) 84 243 6902  
**E-M:** ayandasdube@gmail.com

#### VINYL APPLICATOR

Vinyl application, wiring, assembling

as well as repairing signs.  
 Boksburg  
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**E-M:** kmdigital@telkomsa.net

#### VINYL APPLICATOR

Qualified vinyl applicator with experience in vehicle wrapping, wallpaper and printing machine operation. Musbau  
**MOBILE:** +27 (0) 78 846 7647  
**E-M:** yommy4jok@yahoo.com

#### VINYL APPLICATOR

Khaya  
**MOBILE:** +27 (0) 71 612 0039  
**E-M:** ruechikwawa@gmail.com

#### VINYL APPLICATOR

Experienced vinyl applicators/riggers. We do Correx, ABS, Perspex, shop fronts and many more.  
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**E-M:** mkumba@ovi.com

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 Enny Taiwo  
**TEL:** +27 (0) 61 996 4895  
**E-M:** taiwoenny123@yahoo.com

#### VINYL APPLICATOR

Johannesburg  
 Mapiye  
**MOBILE:** +27 (0) 78 480 4976  
**E-M:** mapiyem@facebook.com

#### VINYL APPLICATOR

Qualified vinyl applicator with 4 years experience. Hard working. Midrand  
 Tayo  
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**E-M:** temitopemt@gmail.com

#### VINYL APPLICATOR

Freelance vinyl applicators, specialising in window graphics such as Contra Vision, sandblast, tints etc.  
 Pretoria  
 Enny  
**MOBILE:** +27 (0) 73 696 9344  
**E-M:** taye\_one@yahoo.ca

#### VINYL APPLICATOR

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 Johannesburg  
 Christopher  
**MOBILE:** +27 (0) 83 986 8929  
**E-M:** sikholiwem@bostonbc.co.za

#### VINYL APPLICATOR AND RIGGER

Six years experience as a vinyl applicator/rigger.  
 Gauteng  
 Thabiso Monyobo  
**TEL:** +27 (0) 73 614 7533

#### VINYL APPLICATOR, RIGGER AND

#### OPERATOR

Vinyl applicator, rigger and operator.  
 Randburg  
 Nishal  
**MOBILE:** +27 (0) 84 639 8637  
**E-M:** nishalm26@gmail.com

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

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**E-M:** natashajob@vodamail.co.za

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 Gauteng  
 Mazwi and Sinphiwe  
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**E-M:** simpfiwengubane29@gmail.com

#### VEHICLE WRAPS AND SIGNAGE INSTALLATION

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 Nash  
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**E-M:** nash83dee@yahoo.com

#### FINELINE DESIGN

Mannidy de Souza  
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**FAX:** +27 (0) 86 505 0630  
**MOBILE:** +27 (0) 82 334 6875  
**E-M:** info@finelinedesign.co.za  
**WEB:** www.wrapvehicles.co.za  
 Unit A20, Kimbult Industrial Park, 9 Zeiss Road, Laser Park, Honeydew PO Box 7714, Krugersdorp North, 1740

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

I am a Graphic Designer offering freelance graphic design. I work with CorelDRAW. I have great rates. After hours and weekends.  
 East Rand  
 Darren Hulley  
**MOBILE:** +27 (0) 82 517 1424  
**E-M:** darren@digitalkarma.co.za

**FREELANCE GRAPHIC DESIGNER**  
 I am a freelance graphic designer, specialising in window graphics, design, logo creation, vehicle



graphics, postal design, business card design, invitation cards, letterhead design and flyer design. CorelDRAW X6 & X7 & Photoshop CS6.  
Pretoria CBD  
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**E-M:** allartworkdesign@gmail.com

#### WESTERN CAPE

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**TEL:** (+27 44) 873 3942  
**MOBILE:** 27 (0) 82 293 6196  
**E-M:** eric@digifusion.co.za  
**WEB:** www.digifusion.co.za

##### EPIC SIGNS

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**TEL:** (+27 21) 905 1994  
**MOBILE:** 27 (0) 82 457 2706  
**E-M:** marius@epicsigns.co.za  
**WEB:** www.epicsigns.co.za

##### EXTREME DESIGNS & WRAPPING

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Robin  
**MOBILE:** +27 (0) 83 348 2623  
**E-M:** nathansignsneon@telkomsa.net

##### E-ZY RIGGING

Cape Town rigging.  
**TEL:** +27 (0) 82 898 4290  
**FAX:** +27 (0) 86 672 4425  
**E-M:** e-zygroup@mweb.co.za

##### FREELANCE APPLICATOR

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Tygue  
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**E-M:** tygue4130@gmail.com

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**MOBILE:** +27 (0) 61 694 2297  
**E-M:** hennie@theapplicationco.co.za

##### FREELANCE APPLICATOR

Freelance applicator available with 12 years experience, vehicle wraps, lightbox manufacturing, sign boards, anything signage.  
Available 7 days a week.

Kevin

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**E-M:** kevinhenry009@gmail.com

##### FREELANCE VINYL APPLICATOR AND VEHICLE WRAPPER

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Roche' Du Plessis  
**MOBILE:** +27 (0) 82 67 1058  
**E-M:** almightyroach@gmail.com

##### GENERAL SIGNS

We do vinyl graphics, vehicle branding, chromadek signs and installation in the Western Cape.  
Arthur Louw  
**TEL:** (+21 21) 801 9089  
**MOBILE:** 083 975 3184  
**E-M:** generalsignscape@gmail.com

##### GRAFIX4U

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**MOBILE:** 27 (0) 83 495 4539  
**E-M:** charlesgrafix4u@gmail.com

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**FAX:** (+27 21) 510 7918  
**MOBILE:** +27 (0) 82 494 4945  
**E-M:** admin@signriggers.co.za  
7 Calcutta Street, Paarden Eiland, Cape Town  
PO Box 15880, Vlaeberg, 8018

##### INNOVATIONS

Vinyl application.  
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Signage design, manufacture and installation specialists.  
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**E-M:** iactive@mweb.co.za  
**WEB:** www.sign-manufacturers.co.za

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

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**FAX:** (+27 21) 975 2021  
**MOBILE:** +27 (0) 82 576 3058  
**E-M:** kalmeg@telkomsa.net

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