

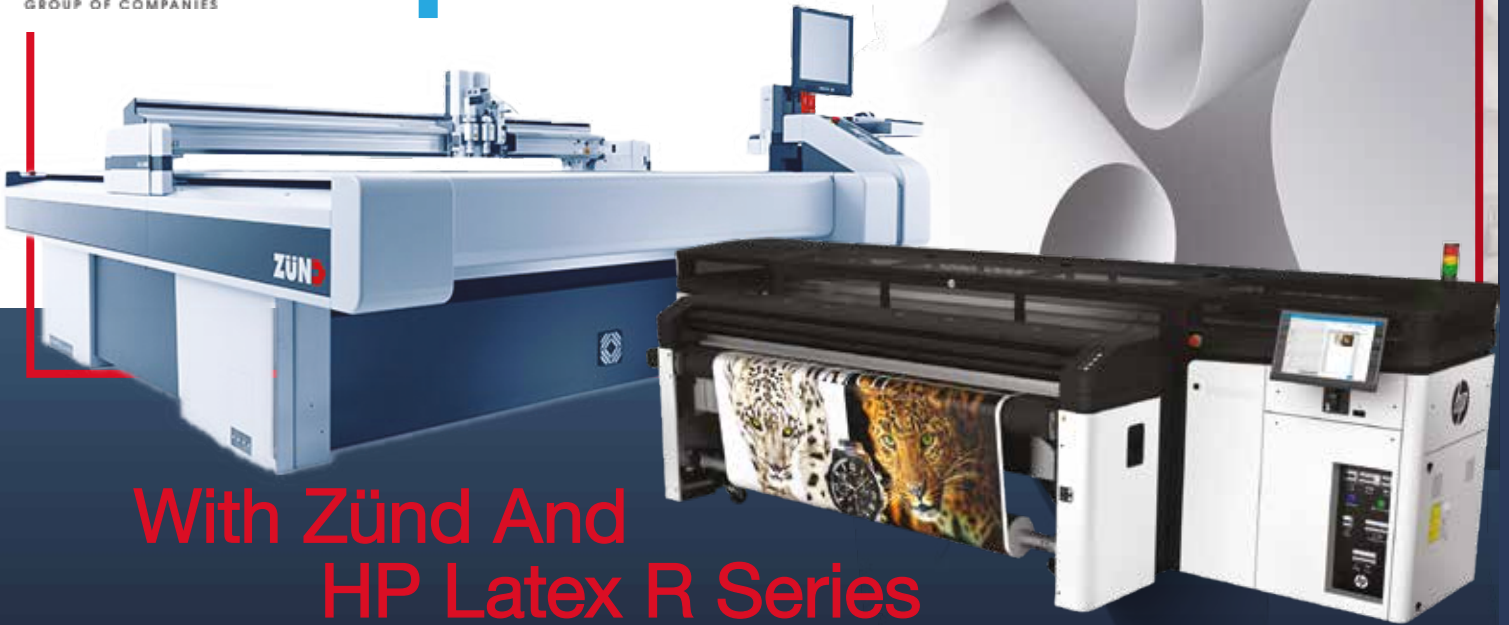
SIGN AFRICA

JOURNAL FOR THE VISUAL COMMUNICATION INDUSTRIES

NOV/DEC 2019 | ISSUE 104
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COVER STORY 26



FIVE TIPS TO BOOST BUSINESS WITH POSTER PRINTING



HOW TO TACKLE COMMON SUBLIMATION ISSUES



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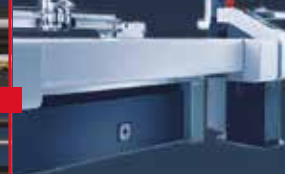
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CONTENTS

NOV/DEC 2019

ISSUE 104

REGULARS

- | | | | |
|-----------|---------------------------|-----------|---------------------------|
| 6 | HOT NEW PRODUCTS | 17 | INTERNATIONAL NEWS |
| 11 | SIGN INDUSTRY NEWS | | |

COVER STORY

- 26** **MIDCOMP DELIVERS SUPERIOR WORKFLOW WITH ZÜND AND HP LATEX R SERIES**
BY MIDCOMP
 There is great synergy between the Zünd and the HP Latex R Series, which together offer users superior print and cut workflow. Midcomp is the only authorised distributor in sub-Saharan Africa for both Zünd and the HP Latex R Series products and offers up to 60 month finance options on all machines*.

FEATURES

- 28** **FIVE TIPS TO BOOST BUSINESS WITH POSTER PRINTING**
BY JAMES DE WAAL, CANON SOUTH AFRICA
 If you have a large format print (LFP) device, posters are probably one of your most popular applications.
- 30** **HOW TO TACKLE COMMON SUBLIMATION ISSUES**
BY COASTAL BUSINESS SUPPLIES
 There are common sublimation issues, such as lack of vibrancy, image ghosting, blurry transfers, faded images, etc. We illustrate how to fix them.
- 32** **NINE TOOLS FOR STRONGER LAYOUTS**
BY MICHAEL JAMES FOR SIGNCRAFT MAGAZINE
 Over the years I've found a few things that I feel really make a difference when it comes to creating signs that do their job.
- 34** **EXHIBITORS REPORT QUALITY VISITORS AND MILLIONS IN SALES AT 2019 SIGN AFRICA AND FESPA AFRICA EXPO**
BY MEGGAN MCCARTHY
 The Sign Africa and FESPA Africa Expo, held at Gallagher Convention Centre, attracted 6850 visitors in total, with 5923 unique visitors and 927 revisits. The event was sponsored by Platinum sponsor Roland.
- 37** **TIPS FOR WORKING WITH FLOOR GRAPHICS FILMS**
BY NESCHEN
 Floors are ideal spaces for advertising, especially in stores. Learn how to maximise floor graphics to their full potential.
- 38** **14 ADVANTAGES OF DIGITAL SIGNAGE**
BY MARÍA RENÉE AYAU, DPI INSIGHTS/FLAAR-REPORTS
 Digital signage consists of a display unit — this might be LED, LCD, plasma or any similar technology — and it is strategically placed for marketing purposes.
- 40** **HIGHLY PROFESSIONAL SERVICE STRATEGIES ADD MORE TO YOUR BOTTOM LINE RESULTS**
BY JOHN TSCHOHL, SERVICE QUALITY INSTITUTE
 Only when a company knows exactly what kind of service its customers expect, delivers on those expectations 100 percent of the time, at a price that customers are willing to pay, while still getting an acceptable return, can the company claim to excel in customer service.
- 42** **UNDERSTANDING THE CARBON FOOTPRINT OF PRINTED SIGNAGE**
BY LAUREL BRUNNER, VERDIGRIS PROJECT
 Proponents of pretty much all forms of digital communications sincerely believe that they are kinder to the planet than the printed equivalents.

DEPARTMENTS

- | | | | |
|-----------|-------------------------------|-----------|---------------------------------------|
| 43 | BUSINESS CARDS | 49 | CALENDAR OF EVENTS |
| 44 | PRINTING SA NEWS | 50 | DIRECTORY OF SERVICE PROVIDERS |
| 46 | CLASSIFIEDS & JOBS | 54 | BACK PAGE |
| 48 | IT'S A WRAP | | |



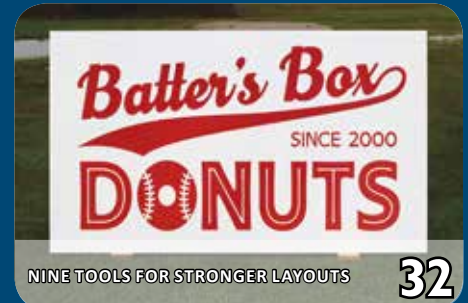
HOT NEW PRODUCTS

6



INTERNATIONAL NEWS

17



NINE TOOLS FOR STRONGER LAYOUTS

32



TIPS FOR WORKING WITH FLOOR GRAPHICS FILMS

37



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EDITOR'S NOTE

BY MEGGAN MCCARTHY, EDITOR

It's always nice to end the year on a high note, and we did this with our successful Johannesburg expo. The event attracted 6850 visitors in total, with 5923 unique visitors and 927 revisits. The expo was sponsored by Platinum sponsor Roland. Read about the highlights in our wrap up report.

Our front cover for this edition focuses on the synergy between the Zünd and HP Latex R Series. The compatibility of the two brands is reflected in the technology itself: Zünd's digital cutting tables have a modular construction that enables users to essentially design the perfect machine configuration to meet their needs, while the hybrid nature of the HP Latex R2000 offers an exceptional degree of material versatility.

If you're treating posters as commodity work, you could be overlooking chances to add value and increase your margin. Posters have been part of brand promotion for a long time, but their reach and visual impact mean they are still extremely effective and this shouldn't be underestimated. Learn how to make the most of this media in Five Tips To Boost Business With Poster Printing.

We also have a feature by Coastal Business Supplies on How To Tackle Common Sublimation Issues. If you've experienced lack of vibrancy, image ghosting, blurry transfers or faded images, then this is for you.

Keeping some basic principles in mind is a big help in creating effective layouts quickly. SignCraft gives nine guidelines that result in better-looking, more successful signs, including a few image examples to help illustrate these.

For difficult surfaces such as asphalt, concrete, wood, carpet or paving stones, a high-tack solution is best because it ensures optimum adhesion. A high-tack film is also the better choice when working with surfaces that have wide joints. This is one of the tips listed for working with floor graphics films.

Digital signage varies in shape and size; it can be as small as a tablet or as big as a billboard. They can display static images, video or be interactive. A lot has changed in the past few years, with digital signage being more accessible and less complicated to use than before. Now, you no longer have to pay expensive annual support fees to receive software updates in addition to set-up costs. María Renée Ayau from DPI Insights looks into the advantages of digital signage.

According to John Tschohl, a firm that builds a brand around the customer experience will increase their value by over 100%. When you lose your focus, (maybe you just got tired of the focus), you will lose the value just as fast. Most top executives have no idea of the financial power of driving a service culture. He discusses how highly professional service strategies add more to your bottom line results.

Signing off
Meggan McCarthy

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SignCraft Magazine

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HOT NEW PRODUCTS

Exion Corporation LED Module

Many South African signage companies are creating 3D letters using Perspex or Plexiglas. As such, the company has introduced its SW-ACR-ST2 LED module designed for acrylic fabricated 3D letters. It features a 120 degree flat lens that gives even brightness and saves on the quantity of modules used. www.exion.co.za



XpertJet Sign And Display Printers

The XpertJet 1641SR is a single head 4 colour model, while the XpertJet 1682SR is a dual staggered head model for 2 x 4 colour setup or 7 colour setup. The XpertJet printers have been developed for high quality cost-effective volume production of sign and display graphics, for long term outdoor applications as well as durable prints for indoor use. Applications encompass posters, backlit signs, wall coverings, point-of-sale displays, fine art reproduction prints, vehicle graphics, window graphics, self-adhesive stickers, etc. www.mipstech.co.za



Skyco Media Solutions Display Technologies

The LED Curtain Screen is perfect for covering windows and glass buildings where media can be displayed to the intended viewers without obstructing whatever lies behind. Transparent from both front and back angles, the LED Curtain Screens are built to be light and fully weather-proof, making them easy to mount and suitable for both indoor and outdoor purposes. The Cylindrical LED P2.5 flexible modules can be fitted to follow any form or shape. www.skycomedia.co.za



Trotec JobControl Cut

With JobControl Cut, Trotec offers a package for high-quality and efficient laser cutting – directly integrated into JobControl. CAM functionalities such as kerf correction, lead-in flags, path optimisation or node processing enable highly productive and precise laser cutting. The cutting software is designed for engravers and ensures Trotec customers are even more profitable in their businesses. JobControl 11.2 also features the latest version of Trotec motion control, OptiMotion+. This feature is renowned for its highly productive laser cutting and engraving. www.troteclaser.co.za



SEF Heat Transfer Flex-Film

With its sticky polyester carrier, BlazeCut is easy to work with and has an ideal 40°C wash fastness. The Hologram effect brings something special to designs. Simply scan or create a digital vector image, cut a mirror-image of your design on a plotter-cutting machine and apply with an electric heat press. Set at 165°C for eight seconds at medium-high pressure. Waiting 20 seconds to remove the liner after pressing will give the shirt a shinier finish. Applications include cotton, polyester and poly/cotton. www.rexxscreendigital.co.za



Wire Suspension System For Signage

The new Zip-Clip suspension system is a strong, stylish, sensible and high-spec suspension solution for all sorts of signage, lighting and acoustic ceilings. The unique system, based on a simple yet highly effective locking mechanism, is easier to handle, simpler to install and brings more versatility. The RIZE system gives a versatile method of signage support. Use a fixing of your choice and the flexibility to create your own drop length with the ability to support 10kg up to 50kg per suspension. www.maizey.co.za



Fujifilm Vybrant UF10

The true flatbed printer offers high quality printing on a range of rigid and flexible media, supported by its four dedicated vacuum zones. With high speed performance that is suitable for print volumes typically up to 7500sqm per year, this printer is ideal for businesses looking to grow their flatbed capability at a cost effective price point. It can deliver print speeds up to 16sqm per hour in Production Mode. www.fujifilm.co.za



SloanLED 24V

The company has expanded the SloanLED Prism product family with an innovative, 24V design, making it possible to take advantage of 100W power supplies, increasing modules per power supply vs 60W 12V systems, resulting in improved return on investment and decreased labour at installation. Available in 7100 K, 6500 K, 5000 K, 4000 K, and 3000 K, it features micro-prism lenses to deliver the widest, most even spread of illumination. www.sloanled.com



InkTec Subli Nova Pro

This product features improved printability and compatibility with existing dye sublimation ink printers as well as the latest technology printers that have recently been released with higher printing speeds. Other features include increased colour reproduction, reduced smoke and the elimination of peculiar smell, with good printability, even at high print speed. It comes in six colours: Black, Magenta, Cyan, Yellow, Light Cyan, and Light Magenta. www.exion.co.za



HOT NEW PRODUCTS

Subsplash Sublimation Ink

The ink provides perfect printing results on challenging designs. The German-manufactured inks produce impressively vibrant HD colour reproduction every time, and they come complete with matching printer profiles. Black can be the hardest colour to consistently reproduce when sublimating, but Subsplash has been engineered to reproduce truly incredible black. The inks can be used with Sawgrass, Ricoh and Epson printers. keith@smartsimpletech.co.za



GRUPO IRPEN Acrylic Sheets

Produced in a wide range of thicknesses and sheet sizes, Policril is an extremely stable product with ideal resistance to weather whilst maintaining superb optical clarity. Policril sheets are ideal for a variety of fabrication and moulding techniques and can be cut and drilled using a conventional range of tools. They are fully recyclable, stable and tough, UV-resistant and are available in a wide range of colours and tints. Applications include: signage, point of sale, display, fabrication, glazing, lighting, shopfitting and more. www.allrich-sa.co.za



Caldera RIP Support For HP Stitch Series

TextilePRO is Caldera's intuitive production suite for textile printers. It will give HP STITCH users the ability to control colour, ink and substrates at the touch of a button and includes features that create a more efficient workflow by minimising waste. The TextilePRO RGB Workflow keeps all colours in RGB to guarantee full fidelity to the original, and there is a choice of generation methods for blacks to achieve the richness and texture required by the fashion market. www.midcomp.co.za



Regma Paper And Vinyl Products

TURBO is ideal for customers with Roland and Mimaki eco-solvent printers and HP Latex Printers, while SWIFT is perfect for large format dye sublimation printers including Mimaki, Roland, Mutoh, Avanti and HP Stitch. SWIFT's smooth surface makes it ideal for high resolution printing. The inkjet receptive coating remains flat during the printing process. TURBO is bubble free with no curling at the edges. Applications include: window graphics, short term promotions, sign boards, decoration, public advertising, commercial advertising and flat surfaces. www.regma.co.za



FlexiDYESUB Software

The all-in-one application includes a full printer production feature-set aimed at making dye-sublimation design easy for any printing business. Using Flexi 19's powerful 64-bit RIP, the software not only offers fast RIPping, but also complete control over individual ink channels to facilitate the use of custom colour ink sets for special applications. Among the array of efficiency-enhancing tools available to users is a Wizard-based colour profiler, designed to remove the guess work in profile creation and simplify the complicated process of ink splitting. www.thinksai.com



ONYX Hub 2.0

ONYX Hub first introduced business intelligence to wide format print with an intuitive browser-based dashboard for ink and media waste, as well as actual job costs to help answer questions such as 'How profitable am I?'. New for ONYX Hub 2.0 is secure-serve encryption and user management controls to protect sensitive print production data and streamlined job submission from one central location. The tool provides real-time and historic print production data, as well as actual job costs, enabling better business decisions. www.onyxgfx.com



HiTech Graphics Three-Sided Banner

The HG Display includes a bag, and features 2000 x 900 dimensions and adjustable poles. It is ideal for indoor display. With an LED light, the product can work as a light box at night. The product also features easy installation and set up. www.hitechgraphics.co.za



Durst Rho 2500

The Rho 2500's new 8pl printheads with variedrop printing technology enable higher resolution of 1000 x 800dpi, finer printing quality and excellent sharpness with productivity up to 1200sqm/h. Other possibilities are for volume production, high speed and a Smart 4 printing mode for the six-colour version. Starting with six head rows for the S model, the next level for the Rho 2500 M comprises eight head rows and the Rho 2500 L has 10 head rows. All can have white. Other options include a stacker for ¼ or full automation, a dual track printing mode, a safe ink refill identification system and more. www.durst-group.com



Unigraphics Unitube Sock Banner

Now proudly South African manufactured, the stretch fabric, portable, light-weight and premium design sock banner frames allow a single or double-sided print with the option to add lights, and is available in many different sizes. www.unigraphicsafrica.co.za



HOT NEW PRODUCTS

SENFSA Sustainable Printing Solutions

Made from plastic bottles – with one bottle totalling one square metre of fabric – Altimis delivers a low carbon footprint. Theater Black Back is a lightweight product with a solid black back to totally block out light, which is printable on the textile side with either UV curable or direct sublimation technologies. Grey Back is a semi-opaque woven fabric material developed for eye-catching frontlit displays such as banners and exhibition booths. www.midcomp.co.za



Georg+Otto Fabric Solutions

The company's fabrics are renowned for high maximum resolution, colour brilliance and acutance. They are also suitable for screen printing, digital transfer printing or inkjet direct printing. Selections include fabrics for digital printing, banners, flag fabrics, fabrics for display systems, fabrics for outdoor advertising and fabrics for exhibitions. A number of textiles have been treated with flame-retardant finishes, and feature the right characteristics for every type of ink. www.allrich-sa.co.za



Zünd Press Cutting Tool

In contrast to the oscillating tool and the vertical forces exerted on the material, the PCT offers much greater stability. This enables both faster processing speeds and clean, precisely cut edges. To make it perform in this manner, the PCT is equipped with a convex glide shoe that compresses the material during the cutting process, which produces a pillowing effect along the cut lines. The resulting edge quality equals that of conventional die-cutting. A step-less adjustment ring controls the processing depth of the glide shoe and the amount of compression. www.zund.com/en



LBY Africa Lighting Strip And Mini Module

The Super Strip 12V interconnecting power strip is a flexible circuit board for concealed interconnections between LED illuminated letters, and is ideal for glass mounted letters. The MINI Module for 2-6cm depth signs is powered by a high output 2835 LED. The product features a 99.99% gold thread, pure copper bracket coated with silver and Diamondback 160° optic lens. It is CE, RoHS and UL certified. www.lbyafrica.com



Canon imagePROGRAF PRO Series

The series can be used with Canon's signature LUCIA PRO pigment inks to produce vibrant large format prints for graphics, fine art and photography. It makes high-quality large format printing easier than ever, including high-impact posters or the finest of fine art, with 'wow-factor' borderless printing that users don't need to trim or frame. Now users can turn ideas into print, and profits, faster, and with minimum manual intervention. All new models feature new levels of automatic media handling and more smart workflow options than before. www.canon.co.za



SEF Heat Transfer Product Colours

SEF's FlexCut S4 heat transfer products are now available in 28 colours. The FlexCut S4 range has been well received due to its fast weeding and transfer time, as well as its high versatility. The range is suitable for many textiles where standard flex doesn't work and even with a slight migration barrier. As always 100% polyurethane FlexCut X4 ensures fine, elastic and resistant designs with a soft touch. It has a tacky liner, allowing very fine cutting. www.rexxscreendigital.co.za



New Pantone Colours

Marking the first addition of colours to the Pantone Matching System since 2016, the addition of 294 new colours offer graphic and product designers, brands, printers, converters and ink manufacturers unique benefits for every creative and professional need, and an even more seamless process to transition from between physical and digital mediums. This new expansion offers users the opportunity to create truly cross-platform designs from inspiration to production, allowing them to colour with confidence. www.pantone.com



PANTONE®

Modico 360 Degree Bottle Printing Solution

The 3sixty printer can print on any cylindrical or coneform object, whether made from metal, glass, paper, wood, plastic etc. Made in Sweden, it is renowned for its state-of-the-art UV-LED technology, and its speed (up to 80 bottles per hour). 3sixty produces crisp sharp results even at high speed printing up to 1200 x 900dpi. It also features simplified workflow with high speed and print quality. www.modico.com



Tilia Labs New Technology Platform

Designed to support and facilitate the opportunities of Industry 4.0, the new tilia Cloud is presented as a secure but open framework that aims to revolutionise the way print service providers connect, access and manage their data. In tilia Cloud, Tilia Labs is providing a cloud-based Internet of Things (IoT) toolkit customised for printing and packaging. By gathering and storing data in real-time from connected devices and equipment, and moulding that data into meaningful information, tilia Cloud allows actions to be automated and decisions made instantaneously. www.tilialabs.com



HOT NEW PRODUCTS

EasyCut Pro 5.1.01

This is a full-featured sign-making software. It combines a highly intuitive user interface, and the professional vinyl cutting features that takes sign making to the next level. It makes it possible for anyone to create high quality, printer-ready signs and decals in just minutes whether you are an experienced graphic designer, or this is your first time. It offers carefully integrated digital design, print-and-cut and direct-to-vinyl cut wide-format jobs from one application. EasyCut Pro is for businesses or sign shops that use larger vinyl plotters. www.easycutpro.com



Mimaki Large Format Printing And Cutting Solutions

Building on the legacy of Mimaki core technologies, the new Plus series – consisting of three models, namely the CJV300 Plus integrated solvent printer/cutter, the JV300 Plus solvent printer, and the CG-FXII Plus cutting plotter, boasts substantial productivity increases on previous models, in addition to delivering print quality at faster printing speeds. This is enabled by MAPS4, the latest version of the Mimaki Advanced Pass System, which uses a unique algorithm to calculate the most effective way of jetting ink drops to avoid visible banding. www.gsw.co.za



Roland Benchtop Printer

The 76.2cm (30 inch) VersaUV LEF2-300 benchtop can print directly on virtually any substrate or three-dimensional object up to 10cm (3.94 inches) thick, making it ideal for a wide range of product customisation applications. It uses Roland's specially formulated ECO-UV inks in CMYK, as well as Gloss and White inks that allow users to incorporate specialty finishes, realistic textures, or 3D effects for a whole new dimension of customisation. It employs UV-LED lamps to instantly cure ink on the surface of material with UV light. www.rolanddg.co.za



Epson Dye-Sublimation Printers

The SureColor SC-F9400H and the SC-F9400 feature enhanced usability of the F-series range. The SC-F9400 series is an evolution of Epson print technology and provides enhanced quality with even greater productivity and reliability. The 162.5cm (64-inch) dye-sublimation printers have been developed primarily for fast, high-volume printing for clothing, textiles and soft signage, as well as other printed merchandise. The SC-F9400H also offers businesses the option of printing with two genuine fluorescent ink solutions (yellow and pink). www.epson.co.za



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. www.dbsigns.co.za



Canon imagePROGRAF TA And TM Series

Designed for a variety of business and public service environments, users can now produce small numbers of high-quality large format prints (imagePROGRAF TA-20 = 110 A1 pages per month or less and the imagePROGRAF TA-30 = 80 A0 pages per month or less). The new series comprises the 60.9cm (24 inch) TA-20 desktop and the 91.4cm (36 inch) TA-30 printer. Applications include: glossy merchandise banners to encourage purchase in-store and more. www.canon.co.za



Stratasys 3D Printing Application Material Range

The new Diran 410MF07 is a nylon-based material for the F370 3D Printer - providing extreme toughness to withstand the rough handling of tools in the manufacturing setting. Materials introduced include Antero 840CN03 for the Stratasys Fortus F900 3D printer, and Diran 410MF07 and ABS-ESD7 for the Stratasys F370 3D printer. Each of these thermoplastics are well-suited to handle the requirements of a variety of manufacturing applications. www.stratasys.com



Meteor Inkjet Driver Card For Epson Printheads

PrecisionCore printheads embody differentiated technology that enables outstanding image quality, productivity, durability and printhead scalability. Meteor Inkjet Ltd has further expanded its product portfolio with the launch of the HDC-ES3200 driver card for Epson S3200 PrecisionCore printheads. Meteor's long track record of offering robust, reliable printhead electronics and software gives Epson customers confidence of the product quality. www.meteorinkjet.com



B-Tech Rotational Flip Mounts

The mechanism that allows display screens to rotate in various different angles. The BT7550 Rotational Flip Mount includes angle guides to help set the desired rotation of your screen, and features simple installation with all mounting hardware included. The BT7550 allows screens to be easily rotated from landscape to portrait orientation (or vice versa). The tool-less rotation adjustment allows the user to freely rotate the screen from 0° to 90° while mounted or locked at a preferred angle using the built-in angle guide before mounting. www.btechavmounts.com



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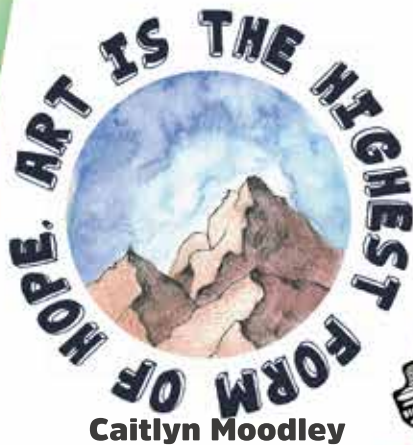
Kobus Galloway



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Aventhea Kearns



Caitlyn Moodley



Genavieve Cassidi
Faulkner



Sabelo Shabangu



Marvin Rampai



Motlatsi Kathekiso

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SIGN INDUSTRY NEWS

Roland Announces Design Competition Winners



First place logo winner Sabelo Shabangu's design.

491 creatives submitted high powered, energetic and impactful art for Roland's design competition. Entrants were asked to light their fellow creatives' spirit and celebrate Roland's 32 years of liberating creatives to take charge of their destiny.

The logo and theme needed to be designed around and embody the theme: 'Born Free...Stay Free! Live Free or Die.'

The winners, as well as Roland's birthday, were celebrated at a function held on 12 September at Da Vincenzo in Kyalami.

Winners – Logo:

First: Sabelo Shabangu (R30,000).
Second: Angelique Gomes (R15,000).
Third: Motlatsi Kathekiso (R5,000).
Fourth: Craig Wells (R2,500).



Winners – Spirit:

First: Melindi Jacobs (R10,000).
Second: Kobus Galloway (R5,000).
Third: Marvin Rampai (R2,500).

Winners – Essence (R1,000 each): Caitlin Moodley, Aventhea Kearns and Genavieve Cassidi Faulkner.

Special Mentions – Logo: Connor Smith, Doron De Coombes, Anisah George, Nzuzo Mthemba, Marius du Toit, Tiholo Modiba, Craig Wells, Wesley du Plooy, Lorna Morrel, Joe Pieterse; Reece Pillay and Debbie Jardin.

Special Mentions – Spirit: Wesley Du Plooy; Johaan Alison; Brandon Hong; Catherine Potgieter and Belinda Potgieter.

www.rolanddg.co.za

Sign Africa Announces T-Shirt Design Competition Winner

Mzwakhe Boozi was crowned the winner of the 2019 Sign Africa and FESPA Africa T-shirt Design Competition. Boozi won a cash prize of R3500, runner-up Tanita de Lange won R1750 and the second runner-up, Deshmir Moodley, won R1000.

Submitted designs had to comprise of the 'An Explosion Of Possibilities' theme and contestants had to post their designs on the Sign Africa and FESPA Africa Facebook pages. Contestants had to get as many likes as possible for their design to be printed and showcased at the registration area of the Sign Africa and FESPA Africa Expo, which took place from 11-13 September 2019 at Gallagher Convention Centre. The top 15 entrants' designs were open for the public vote, and from there, the three winners were chosen.



The winning T-shirt design by Mzwakhe Boozi.

www.signafricaexpo.com



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SIGN INDUSTRY NEWS CONTINUED

Local 3D Printing Innovation Receives Recognition

A proudly South African innovation – the 3D Fusion Printer – made for the signage industry, has achieved fantastic sales figures as well as receiving the Award for Innovation as judged by Printing SA and FESPA.

Eric Philpott, signage manufacturer and developer for 3D Fusion Machines, saw that there was a need in the signage industry, or a 'final piece of the puzzle', to help players with fabrication.

'I have a very clever engineer friend, Jacques de Wet, in George who has already developed other machines such as laser cutters and CNCs,' said Philpott. 'We started developing this machine about two years ago, and perfected it about a year ago.'

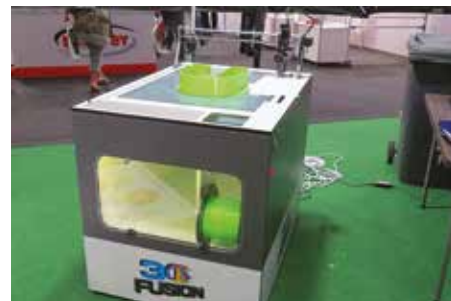
The machine was designed to print letters or 'returns', namely for three-dimensional branded signage. The returns are very light, and the

machine comes with a 5kg roll of filament, 'Out of a single roll of filament, plenty of signs can be fabricated,' continued Philpott.

The machine spends only a few hours printing the returns, which previously couldn't be done in such a short time. While it is printing, the operator can focus on other tasks and leave the machine on its own to print.

Only one operator and a laptop is required for the machine, which is wireless and can be operated from anywhere. A number of prototype machines have already been used by a signage company in George, with a large output of signs as well as profit.

At the recent Sign Africa and FESPA Africa expo held at Gallagher Estate from 11-13 September, four models were showcased and demonstrated at the Sign-Tronic stand. 'The feedback has been



unbelievable, showing that there is a very big need for these machines in the market. We sold over 60 machines.'

The machine is available through Sign-Tronic as a monthly rental option, and the filament is available in 12 different colours. 'If a client's desired colour is not available, they call us and we will develop the colour for them,' concluded Philpott.

www.sign-tronic.co.za

Vic Bay Acquires First Kornit Storm HD 6 System In Africa

Vic Bay has taken the leadership position in the African market by acquiring the first Kornit Storm HD 6 system on the African continent. This is the third Kornit system in a successful three year partnership between Vic Bay, Rexx Screen & Digital

Supplies and Kornit Digital.

Mike Shiller, Owner/MD from Vic Bay in Johannesburg is excited that this new vertically integrated system enables his customers to get

the superior quality, softest touch and unique technology – leading the way in DTG in sub-Saharan Africa: 'We can now deliver full colour top quality prints on garments in a matter of minutes. The patented technology in Kornit's platforms put them in a class of their own.'

Chris Govier, MD of Kornit EMEA, added that the investment of Vic Bay and the solid 11 year partnership between Kornit Digital and Rexx recognises the growth in the African market: 'Together we are positioned incredibly well for the growth in the region and we are super excited about the future.'

'Increasing the footprint of mass customisation with Kornit's sustainable cutting edge print technology is essential for us at Rexx,' added Stephen Harcourt-Wood, MD of Rexx Screen & Digital Supplies. 'We are committed and believe in offering and supplying world class products and technologies while at the same time being extremely conscious of our ecological footprint. As part of our commitment to the environment, we have also recently partnered with Project Rhino in KwaZulu-Natal.'

'We will continue to grow and invest in the Southern African economy, which we believe has unprecedented potential for growth. We love combining and using our local expertise with world class technology,' concluded Harcourt-Wood.

www.rexxscreendigital.co.za



Chris Govier, MD of Kornit EMEA; Mike Shiller, Owner/MD of Vic Bay and Stephen Harcourt-Wood, MD of Rexx Screen & Digital Supplies, celebrating their partnership in front of the new Kornit Storm HD6.

Exion Corporation Announces Winner Of Speed Fabrication Competition



Wiseman Zwane from Masterpiece Project.

Wiseman Zwane from Masterpiece Project won first place in the aluminium channel letter speed fabrication competition, held by Exion Corporation at the recent Sign Africa and at FESPA Africa expo.

It took Zwane, who won R3000, just over 5 minutes to make the letter 'F' without any mistakes, so he scored high points for speed and quality. In second place was Alwyn Snyman of Channel Letter Signage, who won R1500.

The speed fabrication competition involved using the company's V3 machine and pneumatic nail gun. All that was required was to fabricate a letter – with materials provided by Exion at the expo – as quickly and neatly as possible.

This competition was open to everyone, and judged by the company's representatives at Exion Corporation's stand.

www.exion.co.za

Maizey Plastics Launches Online Store

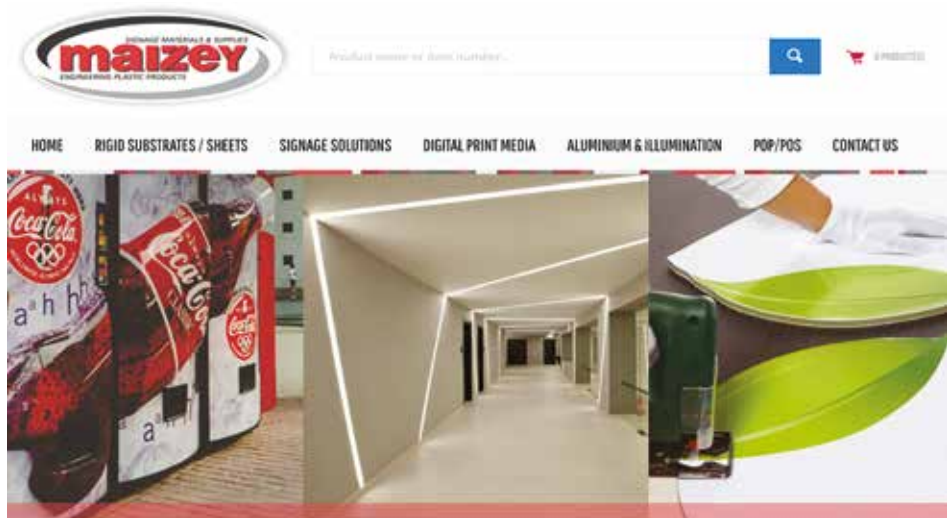
Maizey Plastics' network of 24 sales branches and three distribution hubs service all of South Africa's prime economic regions and exports to several Southern African states. This already extensive distribution footprint has now been further streamlined with the addition of a new online ordering platform for cash clients.

The new online store is serviced from a central delivery facility and caters for 'business to consumer' transactions. The next phase of the project will include full 'business to business' integration for active account customers.

'We are excited to announce the introduction of our new Maizey online store that is fully operational and promises to deliver awesome benefits with an easy ordering process and seamless deliveries,' commented Wessel van Der Merwe, managing director, Maizey Plastics.

'In today's fast-paced business environment, customers are continuously under pressure to deliver and the ability to process material orders without 'business hours' time constraints is therefore a huge benefit.

The online store is also the ideal platform for quoting purposes and providing access to live



WELCOME TO THE MAIZEY PLASTICS ONLINE STORE...

accurate pricing for the typical owner, operator or entrepreneur. We trust that this service will go a long way in supporting cash consumers.'

The e-commerce site is easy to navigate and contains links to the main Maizey Plastics

information websites and all social media pages. The product offering on the online store will be continuously reviewed and improved in line with consumer preferences.

www.maizeyonline.co.za



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SIGN INDUSTRY NEWS CONTINUED

Sign Africa Expo Team And Suppliers Step Up For Charity

Expo organisers Practical Publishing and its suppliers have donated R10,000 to Rotary Club of Knights Pendragon and R5738,62 to Dullstroom Bird of Prey Centre through their Step Up For Charity campaign.

Each year, the expo team and suppliers step up for charity at the Sign Africa and FESPA Africa Johannesburg expos. Participants used their cellphones to track the number of steps taken during the expo week. The initiative raised a total of R15738,62, with 1573862 steps taken over nine days of build up, the three-day event, and break down.

The Rotary Club of Knights Pendragon was chartered on 29 June 1989 with 33 founder members drawn from former Round Table members of various clubs in the Eastern Witwatersrand area. 'Thank you so very much for your kind donation of R10,000. We sincerely appreciate your support, which has endured for so many years,' said Graham Wallett, Rotary Knights of Pendragon. 'We are so grateful to you for these donations, which assist us greatly,

as a Rotary club, to make a difference to the lives of those less fortunate. It takes like-minded local community members like yourselves to pull together like this; to succeed at this and we are so blessed to have your ongoing support.'

'This donation will go towards a very talented high school student from a very poor rural background in KwaZulu-Natal as a bursary. Our club have already provided her first year's scholarship funding and she completed it with outstanding results, and now we need these funds for her second year,' he added.

The Dullstroom Bird Of Prey and Rehabilitation Centre was established in 1997 and has been located at its present site since November 2004. The Centre's original aim was as an educational centre, teaching members of the public about raptors and promoting an awareness of the raptor species and their plight as a growing endangered species. The need for care of injured and orphaned birds of prey prescribed the evolving of the rehabilitation centre.



The Dullstroom Bird of Prey and Rehabilitation Centre has been raising funds to build a much needed enclosure for the African Vultures.

'A very big thank you to our suppliers who supported this initiative at our expo: EMC Event Medical Consultants, EXBS, Larouxnelle Logistics & Consulting and Lodge Events and ZF Cleaning. Without them it would not be possible to raise funds for Rotary and the Dullstroom Bird of Prey Centre. It is a great team building exercise,' said expo organiser Charnia Yapp.

www.practicalpublishing.co.za



dbFlextension

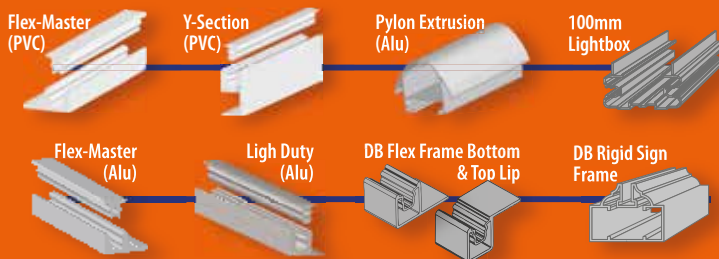
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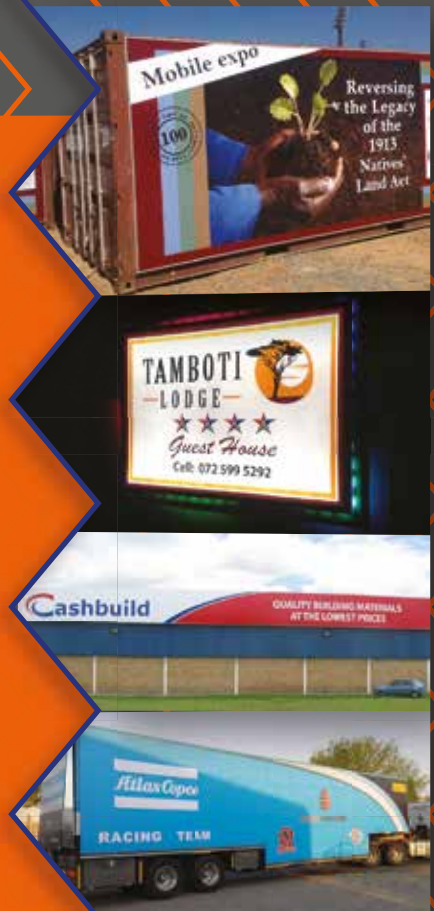
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Epson Prints Springbok Rugby Player Illustrations For SuperSport Charity Initiative

As part of its #GalleryOfChampions initiative, SuperSport commissioned local up-and-coming artists to produce a series of illustrations of Springbok rugby players in the Japanese Anime and Manga art styles. The works of art, printed using Epson's SureColor SC-P20000 large format printer, were auctioned to raise funds for Let's Play, a charity initiative aimed at the development of rugby in South Africa.

Epson's SureColor SC-P20000 provided fast, easy and superior printing that saw the digital artwork of five illustrators brought to life on A1 canvases. The signed original artworks were auctioned on SuperSport's social media pages, with R45,000 raised for Let's Play.

'Epson is proud to have been part of an initiative like #GalleryOfChampions, promoting the work of emerging young artists while encouraging more South Africans to get behind our boys in green and gold and drum up excitement for the sport among the youth,' said Vernon Mellors, business account manager at Epson South Africa. 'Work of such an incredible calibre deserved to be celebrated in beautiful, bold and large print, and Epson is glad to have been of assistance.'

Epson's SureColor SC-P20000 large format printer can produce outstanding high-quality prints quickly and efficiently, thanks to its PrecisionCore MicroTFP printhead that ensures superior results every time.



Designed for photo labs, high street photo and copy shops and corporates looking for an in-house high-quality solution, the SC-P20000 can create a range of high-quality photos, POS and signage.

The SureColor SC-P20000 will be available through Epson Authorised LFP Partners.

www.epson.co.za

Video: What Does Life Without Print Look Like In South Africa?



In its new video, Minuteman Press International takes viewers on a journey of a typical day – waking up in the morning, driving to work, spending time at the office, ordering lunch and coming home – and demonstrates just how different life would be without print.

According to Nick Titus, VP marketing, Minuteman Press International, no matter where we go, print is everywhere. 'The focus of this video is to raise awareness and remind people that print and marketing is literally all around us. Life without print simply just wouldn't be the same, in fact, it would be extremely difficult.'

View the video at: <https://youtu.be/nHj9LU8ifPQ>

www.minutemanpressfranchise.com



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INTERNATIONAL NEWS

Kornit Installs Two DTG Systems



Established in 1995 as a print shop committed to producing one-off jobs with the efficiency of mass production (and avoiding costly inventory), Tokyo-based Image Magic has long sought an alternative to slow and inconsistent means for imprinting synthetics. Introduced earlier this year, Kornit's Avalanche Poly Pro is the first digital direct-to-garment print system developed specifically for such materials.

Kornit Digital announced that Image Magic has installed two Kornit Avalanche Poly Pro systems, expanding its longstanding digital direct-to-garment capabilities to imprint polyester and poly-blend fabrics. The move supplements Image Magic's continuous development of internal efficiencies, and increases capacity for an operation that has observed 40% year-over-year growth. The brand serves a mix of corporate clients, including some of Japan's leading apparel brands, and general consumers via a predominantly internet-based sales model.

'We have long printed cotton materials on demand, but delivering polyester T-shirts and sports apparel in a consistent and timely manner remained a challenge,' said Makoto Yamakawa, Image Magic CEO. 'Kornit's Poly Pro system offers the best possible quality, at a speed to match our recent increase in orders, which we expect will continue as more major sports events, most notably the Olympics, come to Japan.'

Using the eco-friendly NeoPigment Olympia ink set, Kornit Avalanche Poly Pro was developed to extend digital design complexity, colour gamut and durability to polyesters, which have grown in popularity as a result of sportswear and 'athleisure' trends.

www.rexxscreendigital.co.za

HP Further Commits To Sustainable Innovation In Water-Based Print Solutions



HP Inc. believes that investing in water-based ink solutions for the corrugated and textile printing markets will have beneficial effects along the entire product lifecycle, for the people who operate their printing systems, for the end users of the printed product, and ultimately for the final reuse, recycling, or disposal of that product.

As such, the company announced a significant investment in the next generation of water-based ink solutions. The company has committed around R2.9 billion (\$200 million) over five or more years to develop water-based ink technologies for printing digitally on corrugated packaging and textiles.

The company's commitment complements ongoing HP investments in other printing technologies and markets aimed at creating sustainable digital print solutions. Traditional textile colouration makes use of technologies that can be problematic from a water emissions perspective. World Resources Institute estimates that about 20% of industrial water pollution comes from garment manufacturing.

'Investing in water-based solutions that meet market needs and the increasing sustainability requirements of graphics customers is expected to propel business growth for HP,' said Santi Morera, general manager and global head of graphics solutions, HP Inc. 'We will be dedicating resources toward continued innovation and industry disruption to accelerate safer, simpler and more sustainable water-based printing technologies that

meet the quality, performance and economics needed by these markets.'

www.midcomp.co.za and www.graficomp.co.za

Fashion House Takes Billboard Advertising To New Heights With 3D Printing



Armani has once again turned to wide format printing house, Colorzenith Milan, to produce giant dimensional billboards promoting its latest fashion and accessories collection, following the success of its previous billboard campaign in Milan.

Colorzenith has produced two oversized eagle buckles for advertising on billboards using its large format Massivit 3D printer. The eagles are exact replicas of Armani accessories found on belts in its latest collection. These 3D printed elements bring the garments in the ads to life, highlighting this elegant feature and dramatically increasing the billboards' stopping power.

The first billboard features an eagle, measuring 2.1m x 1.2m (6.9 feet x 3.9 feet), finished with metallic silver paint, bevelled Plexiglas and glitter inserts. It was 3D printed in 29 hours. The 3D belt



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buckle, measuring 1.8m x 1.3m (6 feet x 4.3 feet), for the second billboard, was finished in chrome silver metallic paint and matte silver. It took just 15 hours to print.

'Top brands continue to adopt large format 3D printing in their new launches due to the unquestionable impact of dimensional signage and displays,' commented Erez Zimmerman, CEO of Massivit 3D. 'Armani has the vision to develop fresh, crowd-stopping campaigns that leverage new technologies and concepts. The ability to implement precise branding, elegance and design, combined with the impact of unexpected 3D features, has generated a growing trend among brands to adopt large format 3D printing into their OOH and in-store campaigns.'

www.massivit3d.com

Vista System Announces Signage Project Competition



Vista System is well aware of the competitive market signage companies are working in. As such, the company is holding a global competition encouraging companies to document projects using Vista signs.

In order to grow and gain new customers, you are required to show ability. Photos will demonstrate your professionalism and will help you win the next project. The winner of this contest will win an Apple Series 5 Smart Watch. In addition to this prize, Vista will produce a stylish Case Study for you based on the information you submitted, with your company logo and branding. You can show it to potential clients and present it in your showroom. You will also receive the Case Study in a digital version that you can upload to your company website.

In order to produce a successful Case Study, Vista will need photos of Vista signs from the project (even photos from your mobile would work); a general description of the project and some details. You can submit any project executed in the past two years. Applications must be submitted by 31 December 2019.

Every signage company/architecture firm/Vista ambassador from around the world can participate.

There is no limit on the number of projects. The more you send, the higher your chances of winning. There is no minimum size for a project – any project can be submitted. A list of the businesses participating in the contest and the finalists who reached the final, will be updated on the Vista website. You can enter at: <http://bit.ly/2opWAgN>

www.vistasystem.co.za

Canon UVgel Achieves Environmental Accreditation



The highest level of UL GREENGUARD Gold certification from UL Environment proves that prints from the Colorado 1650 roll-to-roll printer meet the world's most stringent standards for low volatile organic compounds (VOC) emissions without restrictions.

The highest level of UL GREENGUARD Gold certification from UL Environment proves that prints from the Colorado 1650 roll-to-roll printer meet the world's most stringent standards for low volatile organic compounds (VOC) emissions without restrictions. This makes applications printed with Canon UVgel 460 ink, launched with the Colorado 1650 earlier this year, safe for use in indoor spaces, such as in schools and healthcare facilities.

The flexible ink can be stretched by 85%, ideal for self-adhesive vinyl and polyester textiles. It's an important factor for installations where the print needs to be folded, wrapped or bent. For example, for indoor applications like framed canvases, soft signage, front and back-lit graphics, surface décor applications such as flexible wall coverings, as well as outdoor applications, including vehicle graphics.

The Canon UVgel 356 ink for the Colorado 1640 model achieved the GREENGUARD Gold accreditation in 2017, so both products in the Colorado family now have the same independent endorsements for environmental performance. UVgel technology also carries other trusted certifications from AgBB, ASTM Type II, Certificat A+ and Centexbel.

www.canon.co.za

Neenah Coldenhove Boosts Offerings For Garment Decoration Market With New Partnership



According to Julie Schertell, president, technical products at Neenah Coldenhove, the partnership with Vivid Chemical demonstrates Neenah's continued emphasis on new and innovative technologies.

Neenah has signed an exclusive partnership with Vivid Chemical, creator of the single-step, self-weeding Reveal line of products, to manufacture and market Reveal transfer papers worldwide.

'Vivid Chemical is a leader in developing and providing premium transfer papers for the garment decoration market – a perfect complement to Neenah's strong portfolio of digital transfer papers. With these new capabilities, the strength of our customer relationships, and our proven ability to execute, we are unlocking new opportunities to create unique and custom solutions to satisfy our customers' needs in this important and growing market,' Schertell said.

'Neenah Coldenhove is focused on becoming the global brand of choice across all technology platforms for digital transfer paper,' said Ramon Overdijk, marketing and sales director at Neenah Coldenhove. 'As we continue to grow our business, the partnership with Vivid Chemical will serve to enhance our product offerings to the market.'

www.coldenhove.com

Summa Flatbed Cutter Validated For HP Latex R Series



Summa's F Series flatbed cutters have been validated for the HP Latex R Printer Series. While

obtaining stunning colours on rigid, or even flexible materials with the HP Latex R Printer Series, the finishing with Summa's F Series precision cutters will deliver the same level of quality.

This enables businesses to combine the choice of material, design, colour results and cutting quality into excellent end products. HP stated that the aim of the HP and Summa Partnership is to enhance the value proposition and competitive advantage of HP Latex and Summa with solutions for the E2E printing environment beyond the printer.

Summa's executive director Wim Maes, said, 'This year, Summa accomplished its goal to improve the synergy with the large format digital printer market, by launching two large format flatbeds matching the 3.2m working width of printers perfectly. In combination with Summa's GoProduce software, the F Series ensures the highest versatility to process all kinds of material and offer numerous high-end solutions to the sign making, textile and digital print industries. Even more so, with the HP Partnership and validation for the F Series with the HP Latex R Printer Series, this pursuit of excellent synergy between printers and cutters has reached new heights.'

Both the printer and the cutter are made to deliver the highest quality with optimum lead times. But in order to make a significant difference in the time needed to process the order, it is indispensable for both operations to be perfectly coordinated. This is exactly why collaborations, such as this print and cut solution, are so powerful to optimise workflows, save valuable time and deliver products that meet the needs of the customer on time.

www.summa.eu

RICOH Ri 1000 DTG Printer Awarded For Innovative Features



The SGIA Product of the Year competition evaluates products that are, or will be, available for sale in 2019. A highly qualified panel of judges from across the printing industry evaluated the annual contest's 200+ entries in 72 categories spanning analogue, digital, output and non-output technologies.

AnaJet, a Ricoh company and pioneer in the direct to garment (DTG) industry, is proud to announce that the RICOH Ri 1000 won the Specialty Graphic Imaging Association's (SGIA) 2019 Product of the Year Award in the category of 'Direct-to-Garment Printers (black shirt).'

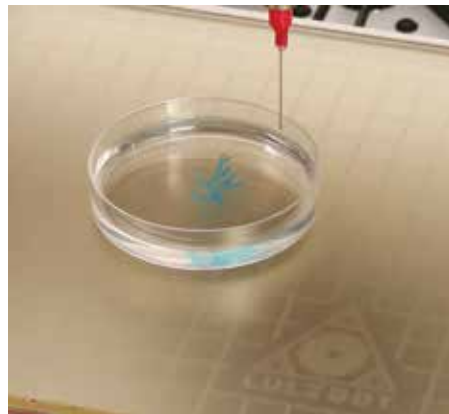
'As part of our commitment to serve as a strategic partner for our customers, we continually strive to

deliver innovative direct-to-garment technology that fuels profitability and business growth for users,' explained Karl Tipre, CEO, AnaJet, Inc. 'We achieved this objective by integrating customer feedback into the design process of the RICOH Ri 1000, making direct-to-garment printing easier, more affordable, and capable of producing even higher quality results than were possible with past printers. It's incredible for the machine to be recognised for these features, first as a CES 2019 Innovation Award Honouree and now as an SGIA Product of the Year.'

To compete in the category of 'Direct-to-Garment Printers (black shirt),' entrants must submit a sample image printed on a black T-shirt. Created by the SGIA specially for the competition, the sample graphic tests overall colour appeal, tonality, image detail, objective colour matching, and greyscale colour cast.

www.ricoh.co.za

LulzBot Reports Breakthrough In 3D Medical Printing



Earlier this year, LulzBot announced its expansion into the 3D bioprinting market with its new hardware, optimised for FRESH printing. This method allows for printing unmodified collagen, which is difficult to work with due to its fluid nature.

Researchers using additive manufacturing technology have achieved a major breakthrough, creating viable human organ tissue by 3D printing unmodified collagen bioink. Recently, Carnegie Mellon announced having successfully created the first-ever functional 3D printed human heart tissue using the process called FRESH.

'Collagen is an extremely desirable biomaterial to 3D print with because it makes up literally every single tissue in your body,' said Andrew Hudson, a CMU biomedical engineering Ph.D. student. 'What makes it so hard to 3D print, however, is that it starts out as a fluid — so if you try to print this in air it just forms a puddle on your build platform. So we've developed a technique that prevents it from deforming.'

Other currently available methods of printing with collagen involve chemical alteration or modifying other properties to make it printable, potentially

compromising the quality and resolution of the print. The FRESH bioprinting method enables the printing of biological structures in a gel-based support bath, allowing the collagen to solidify before removal. The gel is heated to ambient temperatures and then melted away, removing the printed structure without damaging it.

www.lulzbot.com

Aslan Announces Acquisition By Self-Adhesive Manufacturer Poli-Tape Group



Sven Möhren, Poli-Tape Group and Oliver Schwarz, Aslan-Schwarz.

ASLAN Schwarz GmbH & Co. KG, based in Overath, is a developer, manufacturer and marketer of specialised self-adhesive films for use in the market sectors of sign making, digital printing, stencil films, graphic designs for interiors and films for book protection.

POLI-TAPE GROUP of Remagen is an innovative manufacturer of self-adhesive films in the sectors of textile transfer films, digital printing media, sign making vinyls, laminating films and pressure-sensitive adhesive tapes.

During November 2019, ASLAN will be acquired by the POLI-TAPE GROUP of Remagen. ASLAN has a history of nearly 70 years, and is an internationally expanding and innovative company that produces niche products of consistently high-quality, made in Germany. This acquisition by POLI-TAPE will secure the long-term future of this growing and successful enterprise.

The ASLAN brand will continue. The Overath-Unterschbach site will be maintained, all employees will be retained and the enduring high-quality personal service that customers have always known will be upheld.

www.maizey.co.za

Durst Technology Creates Tiles With Natural Look

Interest has been created among ceramic tile manufacturers, dealers, architects and consumers following the production of tiles through Durst RockJet/Gamma DG technology. The interest was due to the advantages of this technology for the creation of tiles with unique designs. The tiles were showcased by Ceramiche Piemme, Italy; Colorobbia and Smalticera at Cersaie 2019. Among the most

INTERNATIONAL NEWS



appreciated advantages is the synchronisation of the structures with the graphics, without output limits, a feature that among other advantages makes these tiles look very natural.

Features and benefits of Durst RockJet/Gamma DG technology:

- First single pass printer for digital glazing of tiles and printing of structures.
- Patented Durst Rockjet head technology, developed and manufactured by Durst to suit the characteristics of ceramic glazes.
- Unparalleled resolution and level of detail, maximum reliability and flexibility.
- Creation of innovative and unique products, not achievable with the traditional technologies currently in use.
- Very natural effect thanks to the optimal synchronisation between random printing and the structure that perfectly follows the graphics.
- Unlimited number of designs and structures achievable.
- Increased flexibility in production through digital creation of on-demand structures.
- Simultaneous printing with different glazes on the same tile.
- Cost efficiency thanks to the use of inexpensive glazes with ceramic properties very similar to those of traditional glazes.

www.durst-group.com

HP Partnership With UN Women Enables Girls And Women In Africa To Gain Digital Literacy



Phumzile Mlambo-Ngcuka, Executive Director, UN Women and Elisabeth Moreno, Vice President and Managing Director, HP Africa.

A new collaboration between UN Women and HP builds on the existing model of a partnership in Mexico, where equipment and entrepreneurial online learning courses are offered in digital classrooms to more than 5000 women under UN Women's Second Chance Education Initiative with financial support from BHP Foundation.

UN Women Executive Director Phumzile Mlambo-Ngcuka and Elisabeth Moreno, HP Vice President and Managing Director for Africa signed a Memorandum of Understanding to expand digital learning opportunities for women and girls in five priority countries: South Africa, Senegal, Nigeria, Democratic Republic of the Congo and Morocco. The collaboration will also leverage UN Women's African Girls Can Code initiative, a joint programme of the African Union Commission, UN Women and the International Telecommunication Union.

Across the globe, more than 2.7 billion women are legally restricted from having the same choice of jobs as men. The disparities around access to jobs, training and education are even more acute in crisis and humanitarian situations, where girls are more likely to drop out of school, face wage discrimination or vulnerable employment, unemployment and are less likely to receive social protection.

Moreno said, 'Education is a fundamental human right that should be available regardless of a person's gender, class, race or location. To that end, HP has pledged to enable better learning outcomes for 100 million people by 2025 – a commitment that aligns with the fourth goal of the United Nations' Sustainable Development Goals: Quality Education. As the world wakes up to the power of women, HP is partnering with UN Women to embrace the power of education and job training to reinvent mindsets, promote careers in technology, and drive systemic change.'

www.hp.com

Agfa LED Printing System Wins SGIA Product Of The Year Award



Agfa's Jeti Mira is a six colour (white colour standard) system with highly-pigmented UV inks

and two rows of fast-firing Ricoh inkjet print heads. The system's UV LED curing technology offers minimal heat output for added print applications, high productivity, significant power savings and consistent output for increased ROI.

The Jeti Mira 2732 HS LM LED printing system has been named as the winner of the 2019 Product of the Year award by the Specialty Graphic Imaging Association (SGIA) in the UV/Latex Flatbed category.

The Jeti Mira features a moving-gantry flatbed designed to offer optimal flexibility. The Jeti Mira is 2.69m wide (8.82 feet wide), features print and prepare functionality, a dockable roll-to-roll option, two table versions and prints at speeds up to 248sqm/hr (2669 square feet/h).

'The 2019 SGIA Product of the Year competition showcases the best of the best. Both the judges and the objective scoring gave Agfa a convincing win,' said Ray Weiss, director of digital print programs, Specialty Graphic Imaging Association.

www.agfagraphics.com

New EFI Variable Data Printing Application Receives Breakthrough Award



EFI has received recognition from its industry peers in the form of the 2019 Red Hot Technology Vanguard Breakthrough Award from the Association for Print Technologies, which signifies a product that helps advance an existing technology or process and opens new business opportunities for end users.

EFI Fiery FreeForm Create is a brand new, free, stand-alone variable data printing (VDP) application. It is based on Fiery FreeForm VDP technology, a standard feature on all Fiery servers for more than 20 years that became popular among print service providers (PSPs) needing a simple and convenient way to offer VDP services.

Now, FreeForm Create delivers a fully visual interface with greatly enhanced capabilities. In addition to the ability to merge master and variable content in an easy, drag-and-drop interface, FreeForm Create allows users to add variable content to existing files – something not

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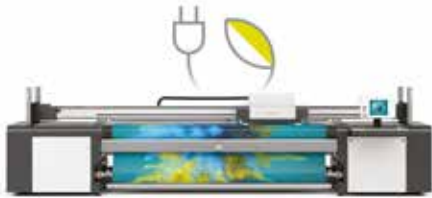
INTERNATIONAL NEWS

previously possible with FreeForm. Users can drag variable fields, which can be text, images, or even barcodes, onto the desired placement on their master document. Users also get a visual preview of the entire finished document, including variable content.

It greatly simplifies the process for PSPs and in-plant print centres, allowing them to produce VDP at no extra cost, without advanced VDP knowledge and without a significant financial investment. For PSPs and in-plants that use Fiery Driven printers, FreeForm Create seamlessly integrates with their Fiery Command WorkStation management interface and Fiery make-ready applications such as Fiery Impose, Fiery Compose or Fiery JobMaster.

www.efi.com

swissQprint Roll To Roll Printer Receives Outstanding Energy Efficiency Certification



Fogra experts have confirmed that the new Karibu roll to roll printer from swissQprint is highly energy efficient. When they tested it as specified by the ISO 20690:2018 standard, Karibu scored even higher than the Nyala flatbed printer.

The new Karibu roll to roll printer is the latest model to undergo tests as specified by the ISO 20690 standard. The result once again: outstanding energy efficiency. swissQprint had this model put through its paces last year, when it was also given the rating 'outstanding energy efficiency'.

The ISO 20690 standard specifies methods for determining the energy consumption of digital printers and thus allows comparison of their operating costs and ecological footprints.

In order to model realistic system usage, the standardised measurement includes four different printer statuses. To ensure that results are consistent, the experts used three different printing modes several times with a standardised print file. For example, Karibu in its most productive 'speed' printing mode applies 71 square metres to the substrate per kilowatt hour.

www.sign-tronic.co.za

Stratasys Digital Anatomy 3D Printer Provides Major Step Forward



Today, medical professionals have a choice of cadavers, animal, traditional, or virtual reality models, which all have significant limitations. Unlike animal models that only approximate human anatomy and may raise ethical concerns, or cadaver models that cannot retain live-tissue feel and require a controlled environment, Stratasys' Digital Anatomy 3D Printer recreates actual tissue response – and can be used anywhere without specialised facilities. It also lets users focus on specific pathologies.

The J750 Digital Anatomy 3D Printer is designed to replicate the feel, responsiveness, and biomechanics of human anatomy in medical models – the system improves surgical preparedness and training while helping bring new medical devices to market faster.

'We believe in the potential of 3D printing to provide better health care, and the Digital Anatomy 3D Printer is a major step forward,' said Stratasys healthcare business unit head Eyal Miller. 'We're giving surgeons a more realistic training environment in no-risk settings. We also anticipate this will enable medical device makers to improve how they bring products to market by performing design verification, validation, usability studies and failure analysis with these new models.'

The new 3D printer has already been tested at several organisations. The Jacobs Institute, a medical innovation centre focused on accelerating device development in vascular medicine, has been testing the Digital Anatomy 3D Printer to re-create key vascular components for advanced testing and training. '3D printing has been wonderful for recreating patient-specific anatomy compared to cadavers or animal models; however, the final frontier for organ model realism has been live-tissue feel and biomechanical realism,' said

Dr. Adnan Siddiqui, chief medical officer, Jacobs Institute.

'That's exactly what the Digital Anatomy 3D Printer gives us. We believe these models give us the best opportunity to recreate human physiological conditions to simulate actual clinical situations and to study new devices to establish their effectiveness before introducing them to patients.'

www.stratasys.com

Ricoh Awarded For Large Format Colour Device



Buyers Lab highlighted the Ricoh Pro L5160 dual CMYK large format production device's above-average productivity for all settings, dimensional stability of precise, multi-panel jobs, superior colour, touchscreen usability, straightforward RIP software, consistently vibrant contrasts and photo-like image quality.

Buyers Lab is an independent document imaging hardware and software evaluator. For its capabilities, the Ricoh device won the 2020 Pick Award from Buyers Lab for outstanding high production.

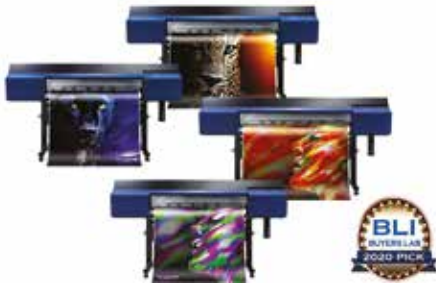
'The dual CMYK Pro L5160's fast speed lends itself to being an ideal choice for busy print shops needing to deliver large format print jobs under tight deadlines. It also produced a majority of halftone images that were vibrant, sharp and 3D-like in appearance. Moreover, we noted negligible variations in both colour and size when the Pro L5160 printed large panels in repetition, which means any business looking to expand its application scope can count on this device to deliver seamless output for wall hanging or other side-by-side display work,' reads a Buyers Lab statement.

The Ricoh device is described as an agile and versatile solution that combines Ricoh inks, print heads and design to empower users to deliver a wide range of applications quickly, easily and to a

very high quality. The device prints 46,7sqm per hour in outdoor standard mode and 25sqm per hour in indoor standard mode on applications up to 1200 x 1200 dpi, which is the best in its segment. It also offers automated maintenance and Ricoh's GREENGUARD-certified high opacity latex inks.

www.ricoh.co.za

Roland DG Wide Format Inkjet Printer/Cutters Honoured By Buyers Lab



Founded in 1961, Buyers Lab is an independent provider of testing and analysis for the document imaging industry. Three models of Roland DG Corporation's TrueVIS series wide-format inkjet printer/cutters have earned top honours in three categories of the 2020 Pick Awards from Keypoint Intelligence's Buyers Laboratory. This marks the second year in a row that Roland DG has earned top honours.

Taking first place in the Outstanding Gamut Expansion Eco-Solvent/Latex 137cm/163cm (54"/64") Printer category was the VG2 series 8-colour printer/cutters with Orange ink (CMYKLCmLkOr). In the Outstanding Enhanced CMYK Eco-Solvent/Latex 137cm/163cm (54"/64") Printer category, it was the VG2 series 8-colour printer/cutters with White ink (CMYKLCmLkWh). And in the Outstanding Entry-Level CMYK Eco-Solvent/Latex 54"/64" Printer category, the just-launched SG2 series 4-colour printer/cutters (CMYK) took the gold.

Buyers Lab's director of EMEA/Asia Research and Lab Services David Sweetnam summed up Roland DG's TrueVIS Series printer/cutters as capable of reproducing stunning, vibrant graphics with photographic quality even at high speed. 'It features a host of technical advantages to help create graphics that will truly captivate, and it is capable of printing smooth and balanced gradations across a wide colour gamut, with accurate and reliable colour reproduction,' he said.

'Models equipped with orange ink also exceeded the Adobe RGB colour space in the orange region of

the spectrum, which earned it a top score amongst the products tested,' Sweetnam added.

'PANTONE colour matching capabilities ensure superior colour reproduction even with four-colour models, which means colour matching of corporate colours that had traditionally been considered difficult can now be done quickly and easily. Another point to note is that this high level of reproduction is achieved not only in high-quality print modes, but also in high-productivity print modes. The series is designed to make work easier for operators, and these printers deliver exceptionally high quality and practicality that are sure to meet the strict demands of professional users involved in the production of signs and graphics.'

www.rolanddg.co.za

Business Raises Quality Bar In Roll To Roll Print Production With swissQprint Installation



Dennis Weinrich and Bernhard Stiefel of Stiefel Digitalprint are impressed by the new swissQprint roll to roll printer.

Stiefel Digitalprint GmbH in Lenting near Munich recently became the first customer to begin operating swissQprint's Karibu roll to roll printer. swissQprint first presented the new model in May 2019 and worldwide deliveries started in September.

Both Stiefel Digitalprint's managing director and the machine operator are enthusiastic about the output quality that Karibu is applying to substrates. 'The best I've ever seen in roll to roll printing.' The company has been a committed swissQprint user since 2011 and Karibu is the fourth large format swissQprint printer to be installed on their premises.

Karibu complements the existing machinery at Stiefel Digitalprint and handles various kinds of roll to roll orders. Managing director Bernhard Stiefel is happy, 'As expected, Karibu delivers impeccable quality and is a reliable all-rounder.' Although the new roll to roll printer currently spends much of its

time producing various PVC tarpaulins, it also gets to process wallpapers, a broad swathe of different textiles, and backlit media. 'The day-and-night applications are fantastic,' said Stiefel.

Karibu has special features that ensure high efficiency. The operator, Dennis Weinrich, highlighted the cassette system and material handling. 'Roll changes are fast and easy. Working with Karibu is a real pleasure, it's such a user-friendly printer.' He also appreciates the edge hold-down devices, which ensure trouble-free processing of thin textiles and widths of wallpaper.

www.sign-tronic.co.za

Color Concepts Appointed As Premium Partner For Durst Professional Services



Durst Workflow Software is a browser-based software solution. It combines data preparations, colour management, and output preparations to ensure production with optimal results in the shortest possible time. Color Concepts will provide colour management support for customers to help raise their standards in print quality. This service will be provided first within EMEA.

'Colour management is an increasingly important tool for businesses', said Christian Casazza, managing director of Durst Professional Services GmbH. 'With Color Concepts, we have gained a strong application expert and partner in this field for our large format workflow solution. This enables us to continue achieving the best possible result for our customers.'

Marco Roos, CEO of Color Concepts said, 'We are delighted to have signed a partnership with DPS. This cooperation confirms the further professionalisation in the large format printing industry and clearly shows the growing demand for high-end professional services and workflow optimisation. Color Concepts is committed to supporting manufacturers in the large format printing industry by providing a broad range of software solutions, data enrichment and professional services.'

www.colorconcepts.nl



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Xaar And Stratasys Announce Agreement In Additive Manufacturing



An agreement between Xaar and Stratasys is intended to enable Xaar 3D to accelerate the development of its additive manufacturing solutions based on High Speed Sintering technology. These solutions are designed for end-use parts applications in low-to-medium production volumes, primarily in the industrial segment.

Xaar has announced that Stratasys has entered into an agreement to purchase shares of Xaar 3D Ltd, which will increase Stratasys' stake in Xaar 3D from 15 to 45 percent, with Xaar plc, through its fully owned subsidiary, Xaar 3D Holdings, having the remaining 55 percent. In addition, the agreement includes an option for Stratasys to acquire the remaining shares of Xaar 3D. The transaction is subject to Xaar plc shareholder approval.

Xaar plc and Stratasys announced the formation of Xaar 3D Ltd in July 2018. The purpose of the joint investment is to develop High Speed Sintering additive manufacturing solutions for Stratasys to bring to market.

'Xaar 3D Ltd has great potential and we look forward to continuing to work with Stratasys to develop its full potential in this deeper relationship. I am pleased that this transaction will create good value for Xaar shareholders and unlocks the ability for more significant value in due course,' said Doug Edwards, chief executive officer, Xaar plc.

www.xaar.com

Canon Creates Brand Unity Across All Areas Of Its Printing Business



After joining the Canon Group in 2010, Océ has continued to develop and manufacture its printing

products under the Océ brand. By renaming Océ to Canon Production Printing and integrating the Océ products under the Canon brand, Canon will create brand unity across all areas of its printing business, improve synergies across their portfolio and establish a clear end-to-end, go-to-market approach. The change of the company name comes into effect as of 1 January 2020.

Since its establishment, Océ has introduced a number of unique copying and printing technologies. Through further integration with the Canon Group, Océ will continue to develop its core technologies and grow its market share as Canon Production Printing. Océ's product offering includes, among others, large format printers for display graphics and CAE/GIS applications.

www.canon.co.za

HP And Color Concepts Introduce New Latex Certification Programme For R Printer Series



The Rigid Media Latex Certification Programme is a milestone in the HP Latex Certification Programme, as it provides the possibility to explore a wide range of applications. HP believes that the HP Latex Certification Programme for the R Printer Series is the right way to deliver great profile quality in a cost-efficient way.

Color Concepts is pleased to expand the HP Certification Media Programme by adding rigid materials. Color Concepts is an exclusive Latex Certification partner of HP and will offer this programme in the USA and the EMEA region. The current Latex Certification programme covers over 1300 flexible materials for various generations of HP Latex printers. Due to this success, the brand-new programme will expand to rigid materials.

The R Printer Series Rigid Media Programme will test the suitability of the printer and the performance, such as testing the colour and application compatibility. The results will be shown on the HP Media Solutions Locator and all printer front panel displays. This new programme ensures users of the HP R Printer Series have access to a library of thoroughly tested materials.

It offers safety and peace of mind for resellers

and manufacturers of rigid materials. Due to the certifications, trial and error processes are eliminated and the risk of costs of failure will unquestionably decrease. By providing media branded with an 'HP Certified' icon. The customers are guaranteed of purchasing good quality media. It creates worldwide exposure for the media and makes selling easier.

www.colorconcepts.nl/hp-latex-certification-program/

Colour Measurement Company Barbieri Announces 35th Anniversary



Stefan, Siegfried and Markus Barbieri.

Barbieri has reported a new milestone in the company's business: three and a half decades of providing the market with colour measuring equipment.

It was 35 years ago when Siegfried Barbieri founded his own company with the mission to develop and produce colour measuring equipment for the photographic market. His sons Stefan and Markus took over the company 20 years ago and made it a market leader for colour measurement solutions in wide and large format, flatbed and industrial digital printing markets.

'We are committed to continue this success story. With the new Spectro LFP qb Textile Edition, we have a worldwide unique solution for automatic colour measuring in digital dye-sublimation and direct-to-garment printing. With this product, we enter the fast-growing digital textile printing market with the experience and excellence our customers demand,' said Stefan Barbieri, CEO of the company.

'Our customers are companies who are dependent on top quality colour for their digitally printed products. With our intelligent colour measuring technology, they have the tools to achieve this,' said Markus Barbieri, CTO of the company.

www.barbierielectronic.com/en

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SG2-640 SG2-540 SG2-300

VG2-640

VG2-540



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Midcomp Delivers Superior Workflow With Zünd And HP Latex R Series



There is great synergy between the Zünd and the HP Latex R Series, which together offer users superior print and cut workflow. Midcomp is the only authorised distributor in sub-Saharan Africa for both Zünd and the HP Latex R Series products and offers up to 60 month finance options on all machines*.

The synergy between the two brands was illustrated with a recent partnership between HP and Zünd UK, with an HP Latex R2000 installed in Zünd's demonstration suite. Zünd UK is a globally respected manufacturer of highly accurate cutting equipment, with its G3, S3 and D3 digital cutting systems an integral part of design and production environments around the world. Its parent company, based in Switzerland, and leading print brand HP have forged an agreement that will showcase how the two technologies can work together to create the most efficient workflow possible.

'HP and Zünd have an obvious synergy, as prestigious, high-quality OEMs with shared customer profiles,' explained Dean Ashworth, UK Sales and Marketing Manager, Zünd UK. As part of the partnership, an HP Latex R2000 printer was installed in Zünd UK's demonstration centre in September 2019, alongside a selection of Zünd's digital cutting equipment. This allows potential end users to experience a high-end print and cut workflow in a professional setting, with representatives from both Zünd and HP providing information and advice about the systems on show during forthcoming events and tailored demonstrations.

The compatibility of the two brands is reflected in the technology itself: Zünd's digital cutting tables have a modular construction that enables users to essentially design the perfect machine configuration to meet their needs, while the hybrid nature of the HP Latex R2000 offers an exceptional degree of material versatility.

Dean Ashworth commented, 'As a hybrid roll-fed and flatbed printer, the HP Latex R2000 is very flexible for different workflows and a diversity of media. Its role in the Zünd UK demonstration centre means visitors can see the full sequence from raw material to printing to finishing, for a number of different scenarios.'

The HP Latex R2000 is a true hybrid for flexible and rigid printing,

accommodating materials up to 2.5 metres wide and up to 5cm thick. With high production speeds of between 45 and 100 square metres per hour, paired with quality print-output, the printer can easily create graphics on a wide range of roll-fed, rigid and flexible substrates without having to compromise on quality. It can be used for applications such as retail, outdoor signage, window graphics, events and exhibitions, decoration, car wrapping and more.

Seamless workflow

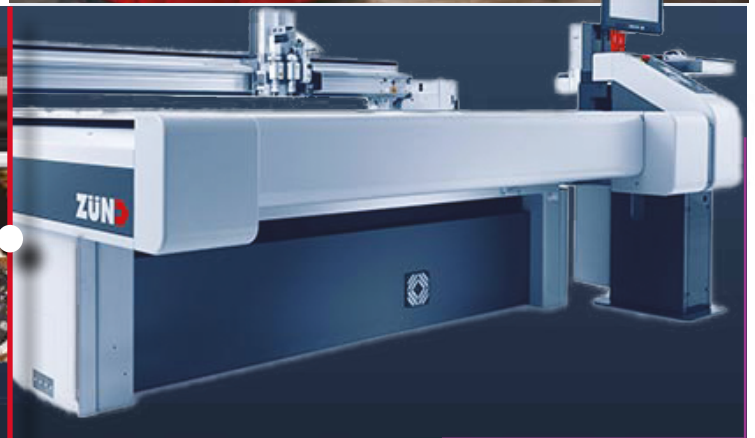
In addition to forming part of an efficient demonstration workflow, the new R2000 also enables Zünd UK to bring printing work in-house. For instance, its first job was printing the exhibition boards for Zünd's stand for The Print Show, which took place in September.

'Zünd technicians are experts in cutting systems rather than printing and their feedback on the HP R2000 is very good - it's a very intuitive, truly plug-and-play solution that is really compatible for the industries we work in,' said Ashworth.

Phil Oakley, Regional Business Manager - Large Format Printing, HP Graphics Solutions Business, concluded, 'For over 80 years, HP's DNA has been in collaboration and this more formalised relationship with Zünd UK will benefit both our customers and reselling partners.'



"Create graphics on a wide range of roll-fed, rigid and flexible substrates without compromising quality."



'HP and Zünd UK are keen to showcase how the solutions can work in tandem, as well as being outstanding in their own right. By combining two great brands and their technology we can demonstrate a seamless workflow.'



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5

TIPS TO BOOST BUSINESS

WITH POSTER PRINTING

BY JAMES DE WAAL, CANON SOUTH AFRICA

If you have a large format print (LFP) device, posters are probably one of your most popular applications. There are five ways you can use posters to add impact, deliver value and boost sales.

If you're treating posters as commodity work, you could be overlooking chances to add value and increase your margin. Posters have been part of brand promotion for a long time, but their reach and visual impact mean they are still extremely effective and this shouldn't be underestimated.

Whether to entice a shopper to make an impulse purchase or to nudge a hotel guest to upgrade their stay or book a spa treatment, posters create awareness, hold attention and – importantly – drive business in a measurable way.

Here are five ways you could make posters work harder for your customers and boost your business.

1. Location, Location, Location

Posters can be very effective for promotion and wayfinding in a range of indoor and outdoor locations for almost any customer – from retailers, to hospitality businesses, corporate clients and event organisers. Their versatility and cost-effectiveness makes them an ideal choice, but location can play a critical role in how they perform as a promotional tool.

Guide your customers on where to place posters to catch customers' attention, whether that be in a busy travel hub or a cinema foyer, you can show them how to maximise visibility and increase response rates. Talk to them about the scope to introduce 'hyper-local' content that's relevant to a specific location or street, to make their promotion even more relevant to a very closely targeted audience – for example to catch the eye of commuters on a particular public transport route close to their business.

2. Know Your Media

The range of printable large format media is growing all the time, delivering new performance benefits for you and your customers. It's worth getting to know the latest products, as they might give you a point of difference with your next job.

For example, a hospitality customer wants a short-term outdoor poster to drive footfall into their restaurant. Normally you would have to laminate it to give it outdoor durability against wet weather. Alternative media choices could make a previously uneconomical job profitable, or give your finished posters the visual or performance 'wow factor' that converts a one-off client into regular business.

3. Spell Out The Digital Advantage

Do your customers really understand the digital print advantage when it comes to their promotional activity? Given the popularity of digital marketing, they may have discounted printed posters until now on grounds of economy or speed to market.

It's time to emphasise the commercial benefits to them of just-in-time print-on-demand. Explain that they can now produce even a handful of printed posters economically, with no wasted prints and no inventory to be stored.

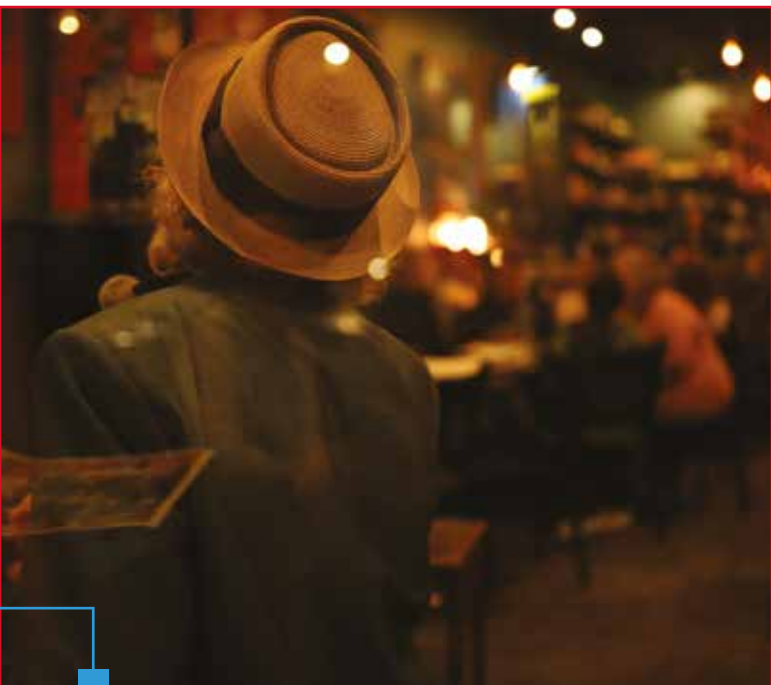
Show them how digital print means they could be fast to market, with their posters turned around within as little as 24 hours, and with variable content for each campaign location. Also highlight how on-demand print gives them the creative flexibility to make late-stage adjustments to their poster copy, so their campaign messages can be up to the minute.

4. Talk About Return On Investment (ROI)

Within a multi-channel marketing campaign, posters can be very effective at spiking interest and prompting consumers to interact with digital content to access more information or even make an online purchase.

This bridge to digital communication channels means that your customers can now track and measure their return on investment from a particular element of the campaign, even down to the individual poster.

Implementing this doesn't have to be particularly high tech – for example,



For professional photographers and artists, high quality digital poster prints are a way of monetising their creative work.

adding a QR code to a printed poster enables the person viewing it to scan the code using their mobile phone and go straight to an online landing page. Or a localised promotional code can be included with the call to action, to be used at the online checkout or in a text response, helping the brand owner to see which poster locations or creative executions performed best. These are two very practical campaign tracking tools that are easy for customers to implement today, moving posters firmly into the category of 'measurable marketing'.

5. Beyond Promotion

It's worth remembering that posters aren't only for promotion. For professional photographers and artists, for example, high quality digital poster prints are a way of monetising their creative work by making it available for purchase. And for personal customers, posters are a popular choice for fine art or large-scale personal photo prints for their home.

With the appropriate business model and the right photo quality printer, these are potential revenue streams that might be worth thinking about. If you already own a professional quality digital large format printer, these simple ideas for adding value in conversations with your customers or pursuing new application opportunities are all well within your reach.

If you're a commercial printer who's only ever thought about an LFP as a proofing device, perhaps it's time to think about how you could expand your promotional print proposition with wide format graphics? There's no doubt that business owners and marketing decision-makers are still hard pressed to decide which marketing channels to use to grab attention, provoke response and increase sales. Maybe it's time to remind them of the power of the poster? The business impact for both of you could be bigger than you think. 📈

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Even though it is the smallest in our hybrid inkjet printer series, it matches the user-friendliness, robustness and reliability of its bigger brothers. It also incorporates the same ink technology for the widest colour gamut at the lowest ink consumption, and is powered by our dedicated Asanti workflow software.

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HOW TO

TACKLE COMMON SUBLIMATION ISSUES



BY COASTAL BUSINESS SUPPLIES

There are common sublimation issues, such as lack of vibrancy, image ghosting, blurry transfers, faded images, etc. We illustrate how to fix them.

Why Aren't My Transfers Coming Out Vibrant?

There are a few reasons for this. First, make sure that you are printing on the correct side of your sublimation paper, which is typically bright white. The other side is generally off-white. If you're printing with a Sawgrass Virtuoso SG400 or SG800, the bright white side will load face-down in the tray. Next, ensure that you are printing through the correct colour correction programme. For instance, if you're printing on a Sawgrass sublimation printer, we recommend printing with Virtuoso Print Manager.

Why Is My Image Ghosting?

If you are seeing a second version of your transfer, like a shadow, slightly to the side of your image, you are experiencing what is known as ghosting. Ghosting occurs when the sublimation transfer paper shifts during the sublimation process, such as when you open or close your heat press. For this reason, it is recommended that you tape down your hard substrates to the sublimation paper using thermal tape. For fabrics, we recommend an adhesive spray to prevent the paper from moving.

After pressing, make sure you remove the transfer paper immediately. For sublimation, we also suggest avoiding using an auto open press as these tend to pop open too fast, causing the paper to shift if not taped down well enough.

Why Is My Substrate Not Accepting Sublimation Ink?

It is important to note that not all products accept sublimation ink. For dye-sublimation to work, your product blank needs to have a polyester coating (or be made of a polyester material). For fabrics, we recommend 100% white polyester for the best transfer. It is not possible to sublimation on 100% cotton – and your transfer will wash away in the first wash cycle. You can sublimation on poly/cotton blends, but the transfer will appear less vibrant and give a vintage look. In general, the higher the level of polyester, the better.



Ghosting.

Why Am I Getting Ink From A Previously Transferred Image Onto A New Blank Transfer?

Sublimation ink has the tendency to bleed onto the bottom and top platens of your press during heat transfer, which is why it is very important to protect your press with the proper material. To prevent ink from getting onto your top or bottom platen, we recommend using a Teflon wrap for each platen, as well as a Teflon sheet. Teflon is completely reusable, and all it takes is wiping away the excess ink after each press. You may also use silicone-treated sheets that can be discarded after use.

Why Am I Seeing Small Dots In My Transfer?

This is likely due to excess moisture. We recommend pre-pressing most substrates to ensure you get all moisture out. Then, let the substrate cool down, place your transfer on, and press like normal.



Why Are My Transfers Blurry?

If you notice blurring in your image when you pull the transfer paper off, this may be because your substrate received too much time/temperature in the heat press, and now the image has started to bleed out. If this happens, we recommend reducing your time and attempting again.

Why Are My Images Coming Out Faded?

Image fading is usually caused by too much time and temperature, and/or pressure. We suggest double-checking the recommended settings from the company where you purchased your sublimation blanks. Every heat press is different, which is something to bear in mind. Another suggestion is to double-check the temperature of the top platen on your press to make sure it aligns with the stated temperature. For this, we recommend heat strips. 🔧



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9

TOOLS FOR STRONGER LAYOUTS

BY MICHAEL JAMES

Over the years I've found a few things that I feel really make a difference when it comes to creating signs that do their job. They're easy to spell out, but it takes effort and practice to incorporate them into your work.

I do a lot of routine signs and banners, and I find that keeping some basic principles in mind is a big help in creating effective layouts quickly. I'm including a few examples to help illustrate what I mean.

Nine Guidelines That Result In Better-Looking, More Successful Signs:

1. Edit the text if necessary. You can also edit copy in your layout by increasing or decreasing its impact.
2. Organise the elements in order of importance. Along with the primary copy, you'll likely have two or three different secondary messages. You may also have a graphic or photo to deal with. Make sure the reader gets the message in the proper order by using letter size, weight and colour to organise the elements. Mike Stevens called this 'prioritising the copy' in his book, *Mastering Layout*.
3. Margins matter. Make a note of how many signs you see that have very little margin around the lettering. Having adequate margins is an important step to having an effective sign because it makes the lettering easier to read.
4. Choose appropriate fonts. A typeface helps create a certain mood or feeling, and that feeling has to be appropriate for the situation.
5. Don't distort fonts. A good example of the damage this does is when someone condenses a font so much that the horizontal strokes become thicker than the vertical strokes. It's very unattractive.
6. Avoid monotony of colour and size, without contrast, lettering can be boring. You lose your reader before you even start.
7. Consider location and reading distance. This is critical. You have about three seconds to read a sign along the highway. If you're walking along the sidewalk it's a different story — you have more time to decipher the message.
8. Clutter is the enemy of readability. This happens on a lot of wrap designs — there's just too much going on, and readability suffers.
9. Less is more.

Before:



After:

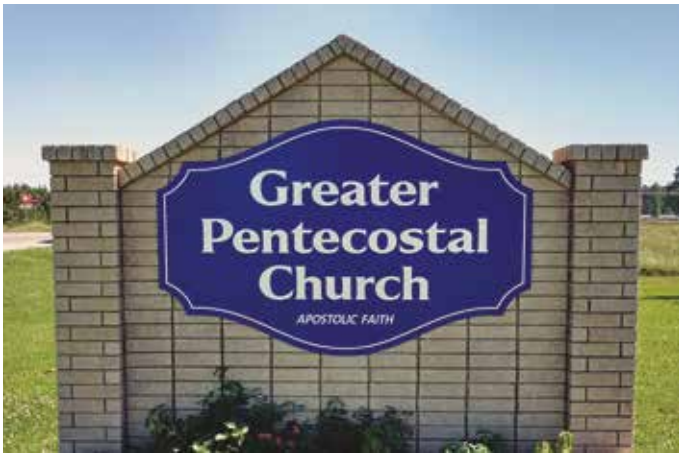


This customer emailed his black-and-white artwork and asked me to make a two-sided sign for him. He wanted me to use red graphics on a white background. I felt he needed a more legible design, so I presented him with several designs to review. My goal was to have a one-colour design, because he planned to use it on other advertising products as well, such as T-shirts, packaging, etc.

Before:



After:



Leonardo da Vinci said, 'Simplicity is the ultimate sophistication.' That's true for signs, too. A simple sign can be much more effective, but simple doesn't have to mean boring. Here the sign shape provides added interest, and the strong contrast between the letters and the background makes it easy to read.

Before and After:



A local lube centre needed a banner to advertise their \$29.99 oil change promotion. The old banner was in pretty bad shape and needed to be replaced. I asked the owner if I could tweak the design to make it a little more effective. The old banner is a victim of 'Helvetica Misuse Syndrome'. The font was overused in the layout, then squeezed to the max. The result was a monotonous design. Using the same colour on all the lettering didn't help the design either. I incorporated the colours of the franchise chain to tie in to their brand. Adding the funnel graphic and a shade on the price created a little more interest and character.

Before:



The single font used on the original was too light in weight and too condensed. The priority of the message was unclear. What is most important: the company name, owner's name, business type or the phone number?

After:



On my version, I chose a more appropriate font for the company name and added the repeating trees to support the management aspect of the business. Using script for the owner's name gives the design a touch of personality. Eliminating the word 'Owner' helps reduce unnecessary 'weasel words' — vague words with little meaning to the reader. I limited the font selections to three in keeping with a cardinal rule of design. Varying colours and font weights helps avoid a monotonous layout as well.

Published with permission from SignCraft Magazine.

EXHIBITORS REPORT QUALITY VISITORS AND MILLIONS IN SALES

AT 2019 SIGN AFRICA AND FESPA AFRICA EXPO

The Sign Africa and FESPA Africa Expo attracted 6850 visitors in total, with 5923 unique visitors and 927 revisits. The event was sponsored by Platinum sponsor Roland.

Visitors could take part in a range of educational features, including Screen printing with Charlie Taublieb, who has been in the screen printing industry since 1976, on the Rexx Screen & Digital Supplies stand; a Textile print experience with free demonstrations by local experts on T-shirts and textile items with speciality printing techniques; CorelDRAW workshops, the Speed Wrap Challenge and hot new product tours, which showed expo visitors product highlights on various stands.

Exhibitors had positive feedback about the event:

'The show was fantastic! We had an amazing response with the launch of our 3D Fusion letter printer, and swissQprint Karibu roll to roll at 200 square metres an hour – both a game changer – as well as R50 million worth of sales. Printing with our UV P ink, which was also showcased, has revolutionised printing on uncoated textiles, vinyl, PVC, paper, ABS, Correx, Dibond and much more,' said Adrian Wolman, Sign-Tronic.

Niki Long from Graphix Supply World said, 'It was a great show for us with loads of enquiries and over R20 million in sales. The expo definitely exceeded our expectations.'

William Gibson from Falcon SA said, 'We really enjoyed the expo, it was a good show. I especially liked the hot new product tour.'

Jithoo Daya from Maxsigns said, 'We had much better engagement with visitors this year, who liked our new products.'

Nardus Mouton from Gencotech said, 'It was a very good show for us with lots of positive leads. The visitors were particularly interested in our new products. The expo is always a positive experience for us.'

Vic Anderson from Clip-Tite said, 'The show was a good opportunity to make contact with existing customers.'

2019 Speed Wrap Winner Crowned

Joey-Lee Erasmus was declared the ultimate winner of the 2019 Roland Speed Wrap Challenge at the Sign Africa and FESPA Africa expos. He has won a trip to compete at the FESPA World Wrap Masters Final at FESPA Global Print Expo, Madrid 2020.

Following close behind in second place was Gareth James from Wrap Formula and in third Vaughn Repsold from Lidicious Helmet Wraps. The event was sponsored by platinum sponsor Roland, vinyl sponsors Grafiwrap (distributed by Maizey Plastics) and show sponsors Sign Africa and FESPA Africa.

The daily challenges, which took place from 11-13 September at Gallagher Convention Centre, involved participants racing against the clock to wrap a vehicle door to the best standards. The last challenge saw the top three competitors having to wrap a vehicle door with a special triple layer vinyl. 'I am overwhelmed,' said Erasmus, 'I have been trying to win for the last four years.'



Poooven Pillay, Roland, Speed Wrap winner Joey-Lee Erasmus, Wrap My Ride, and Robbie Lambe, Maizey Plastics.





Judges visited each stand at the expo and judged the stands according to criteria based on design, staff friendliness and professionalism. The results are as follows:

Sign Africa and FESPA Africa:

Small Shell Scheme:

First place: iPlastics, Sign Box International and Sloan LED Europe.

Second place: Project Rhino.

Small Floor Space:

First place: Modico.

Second place: Gawk.

Medium Shell Scheme:

First place tie: Rios Graphix Supplies and AM.CO.ZA.

Medium Floor Space:

First place: Visdom.

Second place: Skyco Media Solutions.

Large Shell Scheme:

First: T-Shirt Printing Zone.

Large Floor Space:

First: SA Argus.

Second place: All Rich Trading.

Mega Floor Space:

First: Epson.

Second place: Chemosol

Mega 200 Floor Space:

First place: Graphix Supply World.

Second place: Sign-Tronic.



Africa Print:

Small Shell Scheme:

First: SAIP.

Second: Fimor.

Small Floor Space:

First: Hi-Tech Business Systems

Second: Trisave Digital.

Medium Floor Space:

First: Agfa.

Second: Midcomp.

Large Floor Space:

First: Fujifilm.

Second: Kemtek.

Mega Floor Space:

First: OKI/Printacom Technologies.

Second: Konica Minolta South Africa.



Stand Award Winners and Runners-Up



www.signafricaexpo.com

TIPS

FOR WORKING WITH FLOOR GRAPHICS FILMS

BY NESCHEN

Floors are ideal spaces for advertising, especially in stores. Learn how to maximise floor graphics to their full potential.

Selecting The Right Adhesive Strength

For difficult surfaces such as asphalt, concrete, wood, carpet or paving stones, a high-tack solution is best because it ensures optimum adhesion. A high-tack film is also the better choice when working with surfaces that have wide joints.

For 'normal' floors, floor films or floor graphics compounds with standard adhesives are a good option. The easiest way for a perfect application is to select films that guarantee a bubble-free application.

Slip Resistance

In public areas, a certified slip resistance is absolutely necessary. When choosing a material, it is paramount that the film's slip resistance properties have been properly tested by a lab and an official certificate has been issued.

In order to achieve the specified slip resistance, some floor graphic films must additionally be laminated with a protective film after printing. However, you can save yourself the cost and time if you choose films that remain non-slip certified after printing — even without a protective laminate.

Fire Protection Certification

In addition to anti-slip properties, films used for floor advertising must also have fire protection certification (e.g. European standard EN 13501-1).

Durability

When choosing floor graphics films, you should check whether they are suitable for short or long-term promotions. For long-term applications, films with protective laminates are more suitable as they protect the inks from abrasion. Directly printable non-slip films are a good solution for a time frame of several weeks. 🕒

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www.neschen.de/en





ADVANTAGES

OF DIGITAL SIGNAGE

BY MARÍA RENÉE AYAU, DPI INSIGHTS/FLAAR-REPORTS

Digital signage consists of a display unit — this might be LED, LCD, plasma or any similar technology — and it is strategically placed for marketing purposes. Digital signage varies in shape and size; it can be as small as a tablet or as big as a billboard. Units can display static images, video or be interactive.

A lot has changed in the past few years, with digital signage now more accessible and less complicated to use than before. Now, you no longer have to pay expensive annual support fees to receive software updates in addition to set-up costs.

Advantages:

1. Makes time fly: nobody likes to wait in line; long lines are one of the reasons customers leave stores. Some customers may return later, but others choose to go to the competition if it saves them waiting time.

To improve the customer's experience, you can entertain them so they get the feeling that the waiting time is less. You can do this by adding a digital screen so people in queues have something to watch and keep them entertained, and therefore, in line. When adding a digital screen, customers perceive a decrease of 35% in wait time.

Millward Brown conducted a study on behalf of Impax Media, a developer of digital point-of-sale advertising networks, during a recent store trial. The study found the following: '69% of customers surveyed said they were either extremely or somewhat frustrated with long checkout lines. This answer received the most responses, with pricing too high and out of stock being the next two, coming in at 66% and 65% respectively.'

'Interestingly, digital signage at grocery stores reduced the perceived wait time by more than a third (35%). And 84% of customers said that watching content on the displays helped the time spent waiting in the checkout line pass more quickly.'

2. Live content: unlike printed signage that is static and not easily changeable, digital signage provides the advantage of being more flexible. Since it is connected to the internet, the content you display can be fed live, such as social media feeds, giveaway results, blog posts, weather, stock market updates, etc.

3. Customised content depending on the time or day: since ads on digital displays are dynamic, you can choose to show different and more appropriate things depending of the time of the day or the day of the week. Perhaps showcase items you use for work during the weekday and leisure items during the weekend, or a breakfast menu in the morning and brunch later on. So customers get to see what they need at the right time and will help you increase sales.

4. Quick, dynamic and contextual updates: digital signage is easy to update and control, some services allow you to upload or store your graphics and update them as often as you like.

For example, during holiday season, you might be advertising a flash sale, but once it is finished you can replace this ad with a new one. Or if you are advertising an item but it becomes out of stock, there is no need for it to be advertised anymore, and you can remove this also; which helps you control time-sensitive advertising. Another advantage of this is that if you have displays in various locations, you can choose to update them all at once, like a new product launch. It is beneficial to create a consistent look throughout the campaign.



5. Make automatic changes: it is really helpful when you have certain ads that need to be displayed during the same time everyday, or same day of the month. You can preprogramme these using a ruled-based software. Companies' displays are connected through a network that makes it possible to decide which displays show specific content and change them all at once without having to make these changes manually.

6. Interactivity: with this feature you can use data-driven marketing to interact with customers and learn more about them. Possibly, you can offer additional discounts in checkout line screens to customers who sign up with email.

7. More attractive: digital signage is not limited to static images; it can reproduce video, which generates 400% more views than a static sign, according to a three-month study by Intel on digital signage technology. Video attracts passersby and entices them to enter a business that they wouldn't have visited if it weren't for that.

8. Greater recall and retention: video produces more engagement than still images. It has a hypnotising power that holds people's attention, which results in higher recall rates than motionless images. A more engaging viewer experience can be achieved by using simple animations and pause or zoom effects. Unexpected direction changes can be used to trigger specific responses. Using movement in certain ways will influence people to move toward it or to solicit specific responses.

9. Increase impulse purchases: digital signage showcases important messages, in-store specials, promotions and all sorts of pertinent advertising inside stores. If a customer is still deciding on whether or not to make a purchase, this kind of advertising gives the the extra push to make the purchase.

David Bawarsky, an authority in the tech community said, '19% of people admitted to making an unplanned purchase because of digital signage. When you compound these unplanned purchases with digital signage's effect on purchase amount, it's easy to see how much of a boon digital signage can be to business'.

10. Extends customer's stay time: digital signage leads to more in-store traffic and increases the time customers spend inside the store. A report from DataTrend found that digital signage increases purchase amount and dwell time by almost 30% each in retail business.

11. Quick and easy marketing feedback: most digital signage offers analytics software so you can monitor your marketing efforts and can direct your marketing strategy accordingly. Some of the things you can monitor are: times when store traffic is higher, which products are the most searched for, time people stay watching a store a video and eye movement to determine which part of the video attracts more attention.

12. Cost-effective: relevant ads can be run as and when needed. You can also have additional revenue after installing digital signage by selling advertising space to businesses that complement your own.

13. Lower operating costs: the administration is performed digitally and can be done by a single person in a central location. This person can manage all the updates consistently with brand standards across franchises and comply with changing regulations.

14. Reduced waste: after the promotion or campaign is over, there is no paper waste and extra purchases for the next one.

There are many advantages and benefits for digital signage and you might start to consider using this type of signage if you don't already. eMarketer projected digital OOH advertising spending to reach \$4.5 billion in 2019, up from \$2.7 billion in 2014, in the United States alone. It is a medium that is destined to grow but will not necessarily replace printed signage, but rather complement it. 📈

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HIGHLY PROFESSIONAL SERVICE STRATEGIES

ADD MORE TO YOUR BOTTOM LINE RESULTS

BY JOHN TSCHOHL, SERVICE QUALITY INSTITUTE

Only when a company knows exactly what kind of service its customers expect, delivers on those expectations 100 percent of the time, at a price that customers are willing to pay, while still getting an acceptable return, can the company claim to excel in customer service. U.S. based Northwest Delta Dental excels in the Customer Experience and enjoys an impressive annual profit. They've known for years that customer service doesn't cost, it pays.

Most firms become bored with customer service after a few years, move on to another strategy, and give up the market share and market dominance they had achieved. All my research shows that a firm that builds a brand around the customer experience will increase their value by over 100%. When you lose your focus, (maybe you just got tired of the focus), you will lose the value just as fast. Most top executives have no idea of the financial power of driving a service culture.

There are a number of principles and practices I believe in and preach:

Principles:

- You are in the customer service business. This is a mindset and paradigm switch. Very few firms realise they are in the service business.
- Use technology to increase speed and keep prices very low.
- Value your employees. This is rare for most firms but a must for service leaders.
- Use price to drive business but build it around service.
- Be a great place to work.
- Attract high-performance employees – the cream of the market. Don't settle for adequate, look for that 1 out of 50 or 100 that excels.
- Recognition, not money, drives performance.
- The marketplace values a service leader.

Practices:

Know your customer — knowing your customer's purchase and support

history can help you solve problems and identify opportunities. Technology has provided companies with the ability to sell their products and services to millions of people throughout the world, but it is the human touch that improves the customer experience. And it is that experience that will build loyalty and drive your business.

Speed — taking too much time to assist your customers will frustrate them. The shorter the time to purchase and satisfaction, the happier the customer.

Personalise the experience — customers love convenient and personalised responses to their problems and questions. If they are getting generic information, they are more likely to become frustrated ex-customers. It takes seconds for a customer to tell if you care. Frankly, it does not take additional time to be nice. Too many firms believe this is customer service. Everyone has the right to expect courtesy from you. On-the-job practices of courtesy are an important part of everyone's role to signal respect. The more you give, the more you care.

If you say you'll do it, do it. By not delivering what you said you would at the time you said you could, can cost your organisation long-term business. Customers have the right to demand performance. They aren't interested in our problems and excuses. We constantly need to ask ourselves 'Is our performance resulting in satisfied customers?' 'Don't promise what you can't deliver, and deliver what you promise' is a good guideline.

If you want to succeed, roll up your sleeves and do the work of building your customer experience. Don't become irrelevant to your customers. I suspect that in companies with comprehensive, highly professional service strategies, service adds more to their bottom line results than research and development, capital improvements, or any other strategy. 🔗

John Tschohl
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UNDERSTANDING THE CARBON FOOTPRINT OF PRINTED SIGNAGE

BY LAUREL BRUNNER, VERDIGRIS PROJECT

Proponents of pretty much all forms of digital communications sincerely believe that they are kinder to the planet than the printed equivalents. They believe it is more efficient and that it does a better job of communicating brand identity.

They forget that print's only carbon footprint is when it is produced. Instead they try to persuade the market that digital media are eco-friendly because they involve no tree felling or transportation emissions. Digital media fans also forget that paper can be recycled up to seven times. Thanks to the internet, print production can take place very close to its point of use and once installed, printed signage has no environmental impact at all. Its carbon footprint in use is zero.

Updating the information on signage does however require a new version of the print. This imperative encourages good design to create compelling and effective messages. What matters more is to ensure that redundant prints find their way efficiently into recycling systems. Recycling redundant digital signage technology is a lot more complicated and involves emissions as well as complex sorting.

Too much electronic waste is still improperly handled and even dumped. Recycling supply chains for printing plates, chemicals, blankets and substrates have been in place for many years and are as effective as they are sophisticated – further improving print's sustainability credentials.

It's important to understand that the carbon footprint of print media occurs only once, when the media is produced and delivered. But for an electronic poster or indeed any form of digital signage, there is a continual and perpetual footprint for as long as the sign is in place. Even for signs that use low energy LEDs, this means constant emissions. Add touch screen options to the digital screen and the footprint balloons.

For brand owners, the investment cost into digital signage is substantial and ongoing. There is also the consideration that whilst these signs are bright and attention grabbing, they are not necessarily as effective or memorable as a high resolution, flicker free printed equivalent. Printed posters can be works of art, desirable and even collectible. Hanging a digital sign on the wall doesn't have quite the same appeal, but if it were to happen, the carbon footprint would keep on growing for years and years.

This article was produced by the Verdigris Project, an industry initiative intended to raise awareness of print's positive environmental impact. Verdigris is supported by: Agfa Graphics (www.agfa.com), EFI (www.efi.com), FESPA (www.fespa.com), HP (www.hp.com), Kodak (www.kodak.com/go/sustainability), Kornit (www.kornit.com), Practical Publishing (www.practicalpublishing.co.za), Ricoh (www.ricoh.com), Spindrift (<https://spindrift.click/>), Splash PR (www.splashpr.co.uk), Unity Publishing (<http://unity-publishing.co.uk>) and Xeikon (www.xeikon.com).

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printing sa NEWS

Printing SA Celebrates Industry Excellence At Annual Dinner

Attendees enjoyed the energy and vibrance of the printing, packaging and signage industry at the Printing SA annual dinner, which took place on 12 September at Gallagher Grill. The event and conference were sponsored by main sponsors FP&M Seta and FESPA; Gold sponsor Novus Holdings; Silver sponsor Agility Health, Bronze sponsor Heidelberg and exhibition sponsors Sign Africa, FESPA Africa and Africa Print.

Attendees donned avant-garde attire, and were asked to wear their technology, which tied in with the event's Fourth Industrial Revolution theme. The event celebrated excellence in the industry, with many awards handed out on the night. These included:

Technical And Theoretical Training Top Achievers 2019

The Africa Print Top Achiever Award and cheques were presented to the top students in this year's National TT Block Awards. The prize money was sponsored by Africa Print.

First place tie: Rhonwan Anderson, Ciba Pac, and Eric Tshoda, CTP Limited (R2250 each).
Second place: Sphamandla Shange, Constantia Afripack Flexibles (R1750).

Best In Show Award

The R5000 prize and Best in Show Award, which is chosen by the FESPA and Printing SA judges from all categories of exhibitors who are Printing SA members, went to Konica Minolta South Africa, which achieved the highest score from the judges.

Women In Print

This award, which was won by Teresa Adinolfi, honours women who have demonstrated excellence and leadership in their careers and represent all levels of the industry.

Young Star Award

Moyela Matlou won this award, which is for printers between the ages of 25-35 that have demonstrated excellence in the past 5 years.

Gutenberg Award

This is presented to an individual that has been voted for by their peers, in recognition of their



The Printing SA team at the gala dinner.



Dr Morné Mostert, Institute for Futures Research, presented the findings of his research report at the Printing SA conference.



Printing SA CEO Dr Abdool Majid Mahomed.

efforts in their contribution to the printing, packaging and signage industry. Recipients included: Derek Murison, Albert Berman, Dries Venter and Patrick Lacy.

This is selected by the FESPA and Printing SA judges across all categories for the most innovative piece of work displayed at the Africa Print expo. It was presented to 3D Fusion Machines. The company, based in George, hatched an idea two years ago to

design a machine that can print illuminated signage.

At that time and with the technology available, it would take eight hours to print a small letter. With 3D Fusion Machines, a 3D sign is made six times faster and is more cost effective than any traditional method. This technology allows anyone to make 3D signs with no extensive training or skilled labour. The company launched the machine on the Sign-Tronic stand at the expo.

Printing SA CEO Dr Abdool Majid Mahomed shared insights from the successful Printing SA Conference, held from 11-12 September.

‘While the printing industry is bleeding jobs, all is not doom and gloom. It is definitely not dying, but merely transitioning or transforming, and continuously evolving. Through the use of appropriate technologies that are now available, and innovation at its heart, it now offers new types of communication channels on various substrates, to a new customer that wants things here and now, and packaged individually,’ he said.

‘We are moving from traditional printing machines, to more digital print on demand. While paper is still at the heart of it, there is a move from paper to ‘vapour’ – that is in the cloud, online and on various textures including glass, plastic, wood, rubber, aluminium, steel, textiles, footwear, wrap arounds for vehicles and trucks, billboards, etc. While printing will still happen, it will happen everywhere.’



Printing SA Hosts Screen Printing Graduation Ceremony

Printing SA held a screen printing graduation ceremony at Bronberg Church, Pretoria on 30 September. All 20 learners passed the course, with two being employed full-time; one employed part-time in screen printing; and another who is employed full time and running a small business.

After receiving a grant from FP&M SETA, Printing SA's central and northern chambers met with Pretoria-based non-profit organisation Participate Empower Navigate (PEN) to recruit learners for the programme. The two week course was divided into two parts: basic screen printing, followed by business training.

Alice Tindall, a specialist in screen printing with some 25 years experience who ran the workshops, said there is a wide market for screen printing.

Additionally, she mentioned that although a few of the learners are not always fortunate to have electricity, they could still take home their basic



screen printing kits, which don't require power. Central chamber manager Elri van Zyl said, 'It's very exciting for Printing SA to bring youngsters into the

industry and provide them with these skills. It's important to create awareness that printing is a viable career path.'

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Phillip 0714779729

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R85,000. Roland SP-540i, print and cut. Only original inks used. 1300mm wide.

Machine in great working order. Reason for selling: I'm getting out of the printing industry. Machine would be of great value to anyone in the printing industry. Garth +27 (0) 74 957 4234

Kempton Park

ROLAND CAMM-1 PRO VINYL CUTTER 21 OCT

R18,000. 1300mm. Still in perfect working condition. Reason for selling is because we have purchased a wider version and will not need this one anymore.

Darryn Potgieter +27 (0) 82 783 4270

Midrand

PAPER GUILLOTINE – STACK CUTTER 20 OCT

R18,000. Automatic stack paper guillotine. Up to A2 size. Stacks up to 100mm. Heavy duty. Working condition. Low mileage.

Alan +27 (0) 72 368 3127

Benoni

ROLAND SP-300V DIGITAL PRINTER (PRINT AND CUT) 16 OCT

R50,000.

Tristan Featherby
trisfeatherby@gmail.com
Pinetown

SIGNAGE AND PRINTING SHOP 14 OCT

R420,000. We have three branches and have decided to let go of one due to a lot of pressure and management issues.

Ron +27 (0) 73 446 7842

Vereeniging

MIMAKI JV 150-160 11 OCT

R120,000. Dye sublimation printer.

Machine is in excellent working condition. Bulk ink system. Owner upgrading to larger machine.

JP Schoeman (+27 11) 972 1372

Brentwood Park

PICTURE FRAMING MACHINES 8 OCT

R35,000. Complete framing set up. 45 degree guillotine, underpinner and jumbo mount cutter. Increase your service range with your prints.

Richard +27 (0) 74 828 0998

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TITAN JET SUBLIMATION HEATPRESS 7 OCT

R10,000. Flatbed sublimation heatpress. Hardly used. Size: 1m x 70cm. In perfect working condition. Available immediately.

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Pretoria

ALUMINIUM FRAME 6 OCT

2m x 3m aluminium frame with inner steel frame. R1200. Seven available.

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Somerset West

SUBLIMATION PLANT WITH CMT 1 OCT

R1,200,000. Complete sublimation plant and factory. High speed manufacturing. Printer and calender press can output a shirt in 1 min, 30 seconds. All equipment is in full working condition. Plant currently still in production. Sale includes: Avanti 1.6m printer with 8 Heads; 3 Phase Old Drum Heat press with pannel pressing conversion; 2 iMac 27" computers; database with more than 500 schools and clubs print ready artwork and much more.

Dawid +27 (0) 82 922 5903

Pretoria

PRINT MEDIA 30 SEPT

R6,000. I have recently sold an Epson Stylus Pro 9880, and I now have a variety of print media available (mainly part rolls) for any pigment printer. These range from fine art canvas and photo paper down to general photo papers. I wish to sell them as a job lot.

Richard Knee +27 (0) 82 807 4255

Bryanston

SIGNAGE BUSINESS 30 SEPT

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Anand Rugubeer +27 (0) 83 301 1402

Pinetown

HIGH SPEED DYE SUBLIMATION PRINTER 2 HEADS 1800MM WIDE 29 SEPT

1800mm wide two DX5 Epson head dye sublimation printer. Stingray printer as sold by Kolok. Machine was a demo unit and is about a year old. Excellent quality. Prints up to 32 square metres an hour in 4 pass mode. R70,000.

Cape Town

Henry +27 (0) 79 138 1875

A3 RESPECTA SATIN PAPER 24 SEPT

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Harare

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Harare

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Johannesburg

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SIGNAGE INSTALLER/ DRIVER 16 OCT

A well-established signage company situated in the West Rand, requires the services of a signage installer and driver. The must have a valid driver's licence, as well as experience in the signage installer industry.

Rocam Signs hr@rocamsigns.co.za

Gauteng

DTP LARGE FORMAT PRINT OPERATOR 15 OCT

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admin@printz.co.za

Gauteng

GRAPHIC DESIGNER AND DTP OPERATOR 15 OCT

The DTP Operator is accountable for pre-flight and imposition, to optimise and automate systems and processes to ensure maximum output and minimum errors. Minimum requirements: diploma in graphic design; three years' industry related work experience in a graphic design and DTP operation and printing (digital) environment. Closing date for applications: 30 November 2019.

cindy@kytaindustries.com

Gauteng

RIGGER AND DRIVER 15 OCT

A well-established company situated in the East Rand Area is looking for a rigger and driver. The candidate must have a valid licence as well as be able to do signage installation.

Rocam Signs hr@rocamsigns.co.za

Gauteng

SPRAY PAINTER 15 OCT

Signage Company situated in the West Rand urgently requires the services

of a spray painter. The successful candidate should have at least two years' experience, preferably in the signage industry.

Rocam Signs hr@rocamsigns.co.za
Gauteng

ALUMINIUM WELDER/ SHEET METAL WORKER 8 OCT

A well-established signage company situated in the West Rand requires the services of an aluminium welder/sheet metal worker. The candidate must be able to weld aluminium signs, as well as weld steel signs when needed. Candidates must also be able to do bending of signs and also the overall production of signs.

Rocam Signs hr@rocamsigns.co.za
Gauteng

INSTALLER 8 OCT

A well-established signage company situated in the West Rand requires the services of an installer. The candidate must have a valid drivers licence as well as be able to apply vinyl and install signs. Candidates must also have

electrical experience with signs.
Rocam Signs hr@rocamsigns.co.za
Gauteng

PRINT OPERATOR 5 OCT

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info@redlettermedia.co.za
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Gauteng

GENERAL APPLICATOR 30 SEPT

Looking for general applicator and rigger. Must know basics of weeding and application on signs and vehicles. Must stay around East Rand. Send one page CV and include wanted salary. Full-time position.

tandumbranding@gmail.com
Gauteng

JOBS WANTED

GRAPHIC DESIGNER/ LARGE FORMAT MACHINE OPERATOR 20 OCT

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kelvinosiegbu@gmail.com
Gauteng

SCREEN PRINT MACHINIST/GRAPHIC DESIGNER 10 OCT

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thulani.muhlwa500@gmail.com
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PERSPEX FABRICATION 9 OCT

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Marven Monene +27 (0) 66 237 2648
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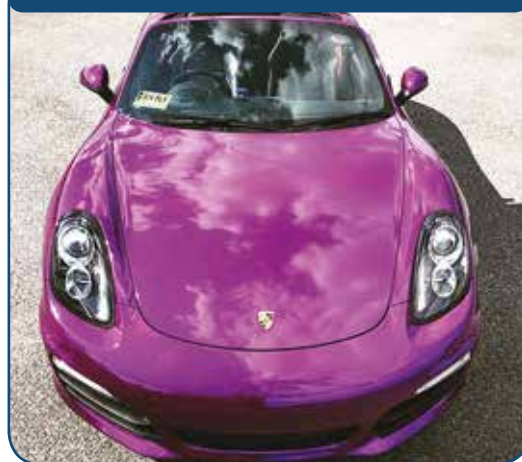
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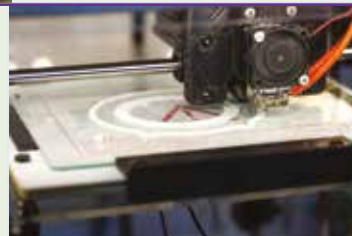
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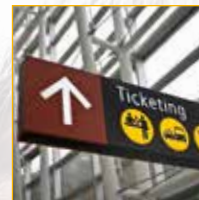
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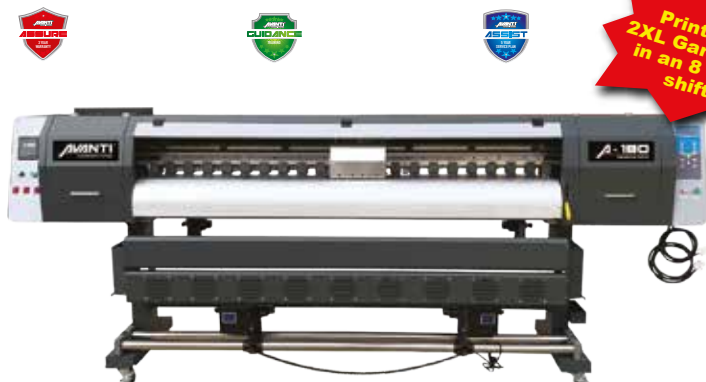
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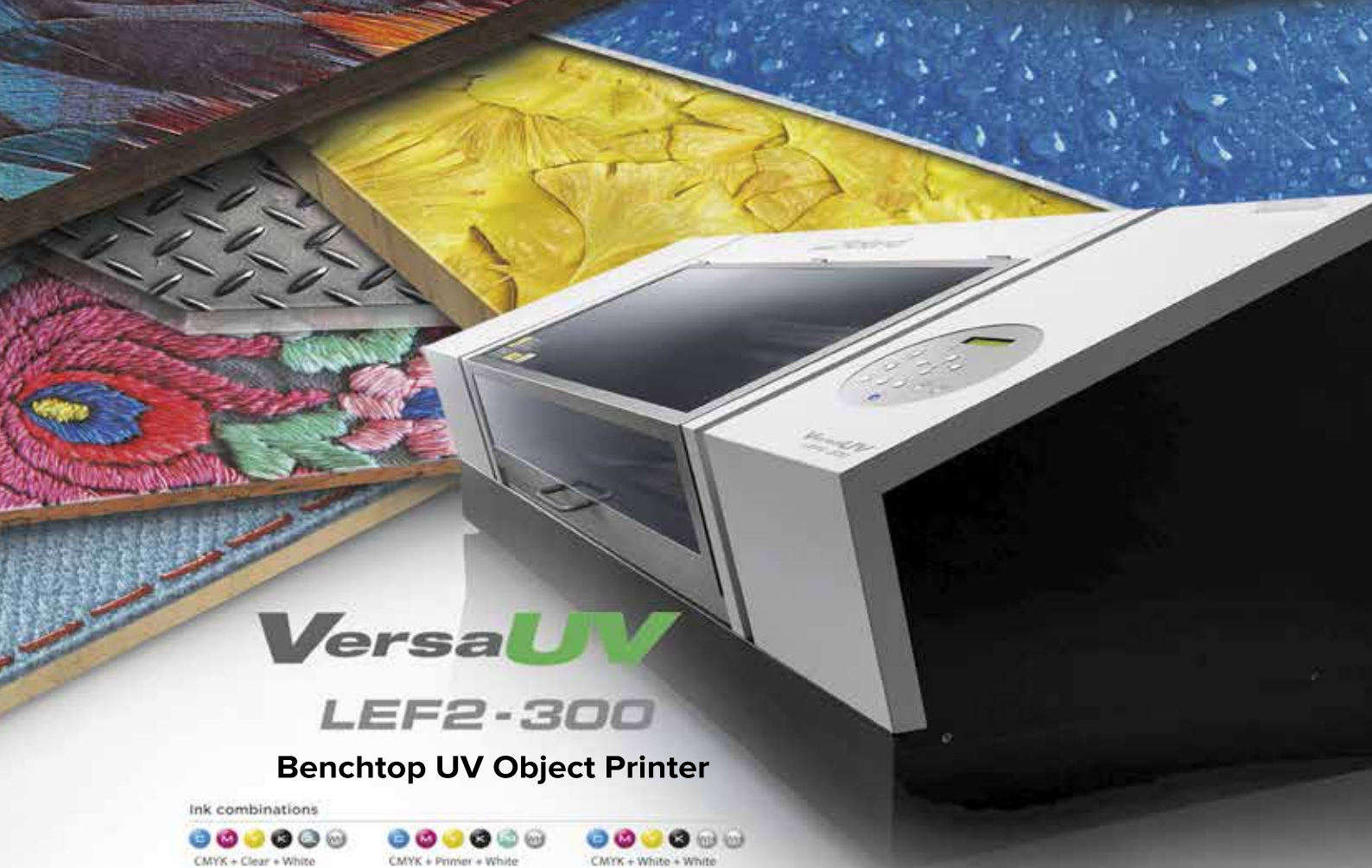
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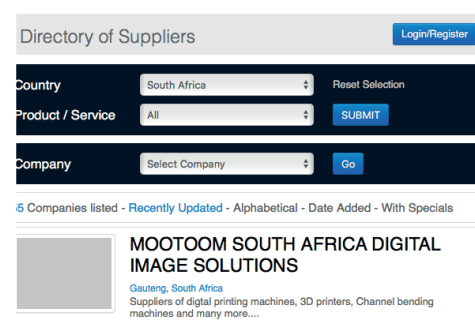
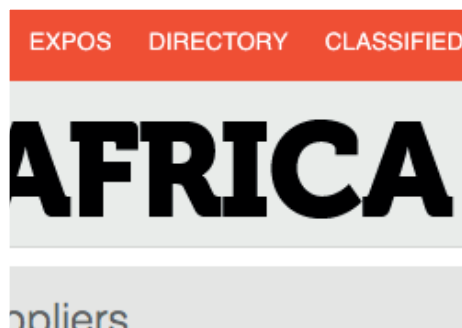
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