

# SIGN AFRICA

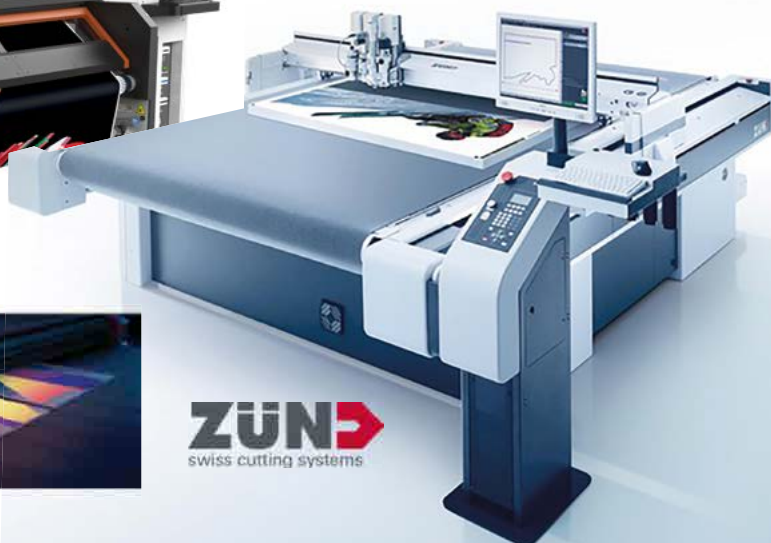
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## AMROD EXPANDS WITH LATEST TECHNOLOGY FROM MIDCOMP



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Amrod has invested in two HP S1000 printers as well as a Zünd G3 XL-3200 from Midcomp. The new technology will greatly enhance both general output, as well as Amrod's new display division, which launched on 20 August.

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SPOTLIGHT ON 3D PRINTING DURING COVID-19



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HOW PRINT TRUMPS DIGITAL IN WINNING  
CUSTOMER TRUST



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# EDITOR'S NOTE

BY MEGGAN MCCARTHY, EDITOR

**The Sign Africa and FESPA Africa expo, co-located with Africa Print and Modern Marketing, and scheduled for 9-11 September 2020 at Gallagher Convention Centre in South Africa, will be postponed to 2021. This decision was taken due to the current pandemic, restrictions on international travel, and the event industry being closed at the moment in South Africa with no clear indication if it will reopen before the planned dates.**

## Features in this issue:

3D printing has really come to the fore, especially during the Coronavirus outbreak, with 3D hobbyists and larger manufacturers printing face masks, face shields, mask adjusters, nasal swabs, hands-free door openers, respirator parts and more. Successful application of additive manufacturing requires a good understanding of applications where the technology can be applied. A good use/business case is critical, and knowledge of the technology is key in finding success.

Jimmy De Waal from Canon states that our emotions are intrinsically bound up with all our physical senses, which is giving rise to new schools of thought around 'sensory marketing', focused on reaching consumers through all five senses. The Multisense Institute for Sensory Marketing defines five stages in marketing using the 'ARIVA' model. The five dimensions of sensory optimisation are Attention, Recall, Integrity, Value and Action, and these can be effectively applied to maximise the impact of a direct mail campaign.

You need to choose your graphics carefully to make the biggest impact. As businesses and public spaces reopen or prepare for a swell in customer numbers, it's essential to provide guidance in the form of graphics. Whether they are floor graphics designating how far people should stand apart, or wall or window decals informing shoppers of a new queuing system, printed displays are a reliable form of direction.

The industry, and the world, has been in a brawl with the ongoing Covid-19 pandemic, and it will take a while before it is business as usual and things return to the way they were, not just within our industry, but across many others too. Despite the obvious challenges print providers continue to face, by leveraging their strengths and capabilities, there may be opportunities to be seized. According to SAI one way to do this is to extend your print service offerings.

Life in the dynamic and unpredictable business world means that sometimes things will not go according to plan. When a business, country or world is in crisis, it is easy to become trapped beneath a mountain of problems, but, in order to succeed, individuals must be motivated and be able to sustain performance. John Tschohl of the Service Quality Institute says you should show sincere interest in every single customer as an individual.

Expected to reach an estimated worth of \$1,350.2 billion by 2027, the global textile market is showing no signs of slowing down. But the demand for high-volume, fast-production, low-cost textiles has come at a cost, and years of unsustainable practices have taken their toll on the earth's delicate ecosystem. Sensient Inks discusses the challenges and opportunities facing the textile industry.

Ricoh South Africa states that the problem for many printers is that they've always focused on providing low cost per page products to their customers. That kind of business is becoming exponentially harder to find. The competition is much tougher, so you have to be able to offer more. Something as simple as sending customers an SMS when their job is complete and storing the job so they can return easily and run the same job again can create traction.

## Signing off

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# HOT NEW PRODUCTS

## JG Electronics Sublimation Products

Muggit Subli Dark gives users an ideal print on virtually any fabric, and makes printing on dark coloured shirts very easy. Muggit Clear Coating Film enables users to print on countless substrates, such as aluminium, polystyrene, glass, ceramics, mirrors and more. Decorate plastic face shields and Covid tools with the new Videoflex White Shiny Subli (sublimation printable) or normal Videoflex colours. With White Shiny Subli heat transfer vinyl, users have a high-quality print that does not wash out, fade or crack. [www.jgelectronics.com](http://www.jgelectronics.com)



## OneVision Software For Print Service Providers

OneVision's automation software version 20.1 gives print service providers the tools they need to create a customised, dynamic file workflow and automate the preparation of print data. The software allows dynamic file processing by using order data. Workflows run entirely automatically through the powerful use of attributes. At the same time, the system allows for manual intervention, ensuring a maximum in flexibility when it comes to workflow handling and control. [www.onevision.com](http://www.onevision.com)



## Drytac Polar Street FX

The product has been developed in response to significant market demand for floor graphics as a social distancing tool, while reflecting the need for products that are quick to produce, easy to apply and safe for their specific environments. It has been developed to adhere securely to rough ground surfaces including concrete, brick and asphalt, and any other low-energy surfaces, thanks to its uniquely developed adhesive. [www.midcomp.co.za](http://www.midcomp.co.za)



## Digital Factory RIP Software

The software provides consistent colour quality and seamless file transfer regardless of the design software and fully flexible in-RIP production tools that streamline the print process for printing production. Visual Production Manager solves complex workflow scenarios and unifies them into a single, central production hub. Moreover, users can simultaneously assign multiple queue presets under queue manager for each print job to easily manage jobs on different media types or to define the print process for different print effects. [www.gencotechlasermarking.co.za](http://www.gencotechlasermarking.co.za)



## Ultra Glass LEDGL Ink

Ultra Glass LEDGL is a UV-LED-curable screen printing ink with ideal properties in terms of initial adhesion, opacity, gloss and reactivity. Using the ink, the glass industry can profit from UV-LED technology – with all the benefits UV has to offer, while excluding UV drawbacks like pre-heating or emissions. In addition, UV-LEDs provide a much longer life span, and energy expenses will drop below 50%. It is a modern and sustainable technology. [www.chemosol.co.za](http://www.chemosol.co.za)



## VersaWorks 6 RIP and Print Management Software

Included with Roland DG's inkjet printers and printer/cutters, the software is designed to maximise the characteristics of printer, ink and media to enable high-quality printing and improved efficiency for print production. The latest version includes important new features, such as a 'Job Assistant' function that allows customers to automatically add graphic contour cut lines in VersaWorks 6 without returning to the design software. [www.rolanddg.co.za](http://www.rolanddg.co.za)



## Rexx Screen & Digital Supplies Face Masks

ReMask Air has a nose bridge for a tight fit, ensuring minimum air leak and no fogging of glasses. The soft durable hydrophilic inner fabric absorbs water droplets and reduces spread, while its dense hydrophobic layer (durable) repels droplets. The soft elastic earloops make the masks comfortable to wear. ReMask 2.0 is a more economical version, and there is a smaller Junior version for children. The masks are also customisable for branding. [www.rexxscreendigital.co.za](http://www.rexxscreendigital.co.za)



## Recycled PET Bottle Fabric Face Masks

The fabric uses 40% recycled PET bottles. this equates to approximately 15 PET bottles per every 4sqm. This recycled fabric is used in the production of all the reusable face masks. Expand a Sign felt that something needed to be done now to protect our environment by recycling PET bottles. It only uses 100% South African PET waste, which in turn creates job opportunities. The company's partners recycle 100 tons per day. [www.expandesign.co.za](http://www.expandesign.co.za)



## RoughMark Wall Graphic

RoughMark™ GF285 (Concept®285 RoughMark™) can be used in applications where a conformable removable vinyl is desired. This film conforms well with controlled heat and features clean removability from a variety of moderately textured surfaces, including brick, block and concrete surfaces. The 135gsm liner provides excellent dimensional stability for digital printing. The film is printable with a variety of solvent-based, eco-solvent, latex and UV curable inks common to wide format digital printing systems. [www.pmcgroup.co.za](http://www.pmcgroup.co.za)





# HOT NEW PRODUCTS

## Recyclable PPE Screen And SA-Made Sanitiser

The transportation of people is associated with a great deal of uncertainty and risk for drivers and passengers, particularly during Covid-19. Priplak® Protect, made from Priplak® Cristal +, a transparent polypropylene, separates the driver and passengers, reducing the risk of infection. Produced in South Africa, Papersmith's hand sanitiser features a total microbe kill rate and has been tested against SANS 5261 specifications. It contains glycerine, 72% ethyl alcohol and 28% sterile water. [www.papersmith.co.za](http://www.papersmith.co.za)



## Ikonos Eco-Friendly PET Film

The transparent PET 250 can create a virus-proof barrier. It is also very resistant to both physical and chemical damage. This PET does not crumple easily, it remains flat and as a result it doesn't create shelter pockets for viruses and microbes to hide in. The natural stiffness is particularly useful when using large sheets of the film. The shape is maintained both by the frame and the material. All this, combined with high resistance to physical damage, makes it an ideal solution for many purposes. [www.ikonosmedia.eu](http://www.ikonosmedia.eu)



## CorelDRAW Technical Suite 2020

The release covers all aspects of visual communication, from project creation and authoring, to collaborative review and output. Users will be able to reach new levels of productivity with time-saving new illustration features, game-changing collaboration tools, enhanced call-out handling and an improved styles workflow. Anyone from aerospace to manufacturing will be guaranteed industry-standard compliance thanks to comprehensive support for technical publication standards. [www.gencotechlasermarking.co.za](http://www.gencotechlasermarking.co.za) and [www.directservices.co.za](http://www.directservices.co.za)



## Corel Painter 2021

With renowned digital art software that offers hundreds of realistic brushes, exclusive media and an array of artistic tools, the new Painter 2021 delivers it all. Users can confidently paint original works with artist-created brushes and textures, transform photos into paintings, and share custom content with fellow artists. Paint in perfect symmetry and perspective using built-in composition tools such as Mirror painting, Kaleidoscope, Divine Proportion, Rule of Thirds and Perspective Guides. [www.directservices.co.za](http://www.directservices.co.za) and [www.gencotechlasermarking.co.za](http://www.gencotechlasermarking.co.za)



## LX610e And LX600e Label Printers

The LX610e is the only full-colour, desktop label printer/plotter in the world that delivers photo-quality labels in any size and shape. It combines colour inkjet label printing at up to 4800 dpi with a built-in digital die-cutting mechanism. The LX600e is a compact and lightweight desktop colour label printer with a maximum print width of 127mm (5") and a print speed of up to 114mm (4.5") per second. Banding is virtually eliminated, even at the fastest print speeds. [www.gsw.co.za](http://www.gsw.co.za)



## P-Ink Scratch Resistant UV Ink

P-Ink is a scuff and scratch resistant UV ink solution that also stands up to rigorous cleaning and disinfection cycles. Existing UV printing equipment can be used to print Covid-19 social distancing and information signage that will last without wear and scuffing. The solution is ideal for floor and wall decals, information posters and any other digital print application subject to repeated cleaning cycles. Print direct onto flexible or rigid substrates with no need for extra over laminates. The inks offer outdoor durability with no fading. [www.sign-tronic.co.za](http://www.sign-tronic.co.za)



## Spray Gun PPE Solution

The battery operated spray gun is developed for disinfectant and sanitiser. It comes with a battery charger and hopper that takes up to a litre of sanitiser fluid. Users can distribute the sanitiser quickly and effectively over wide spaces. Also available from Gawk are school safety screens/themed desk dividers (keeping social distancing fun and educational), and foot pump stands, manufactured by Gawk using TRIGA components. [www.gawk.co.za](http://www.gawk.co.za)



## TrueVIS VF2-640 With Green Ink

The printer features a new TR2 green ink, which, when combined with vibrant orange ink as process colours, enables unprecedented gamut expansion and richer visual expression. The VF2-640 also comes equipped with the advanced 'True Rich Colour' preset, which maximises the potential of both printer and ink. Vibrant colour can now be combined with neutral greys, smooth gradations and natural skin tones that will amaze customers. [www.rolanddg.co.za](http://www.rolanddg.co.za)



## Textile Sewing Machine And Large Format Laser Cutter

The CRONOS sewing machine is a high quality and flexible solution for sewing textiles to produce flags, displays, banners, tents and curtains. Auto feeding and cutting of a flat profile, along with a selection of guides, will output work quickly and reliably with minimal operator involvement. The HELIOS is a controlled laser cutting solution with laser projection for the most precise way of cutting large format printed textiles. The overhead laser projection allows users to remotely control the cut file from above for the most accurate cut. [www.pmcgroup.co.za](http://www.pmcgroup.co.za)



# HOT NEW PRODUCTS CONTINUED

## Chemica Heat Transfers For Textiles

Chemica Products are Oeko Tex standard 100 certified, meaning they are free of harmful chemicals and safe for human use. A wide range of products and colours are available for more versatile, creative and innovative textile personalisation. Bling-Bling Mirror for instance has a super glossy mirror effect, fully in line with the latest fashion trends. It is a glossy metallic flex for fashion accessories personalisation. [www.intamarket-graphics.co.za](http://www.intamarket-graphics.co.za)



## Cat® S42 Heavy Duty Work Phone

Cat® phones are differentiated with their military grade specification (US military MIL SPEC 810H) that includes: thermal shock tests, high and low temperature extremes, tumble and vibration tests and salt mist resistance. The S42 is protected by a hard-wearing, non-slip rubberised TPU back-plate, making it ideal for more demanding environments, such as the signage industry. It features unrivalled toughness and proven durability that makes it an essential everyday work phone. [www.catphones.co.za](http://www.catphones.co.za)



## Ritrama Polymeric Vinyl Film

The combination between the permanent acrylic adhesive and the high-quality polymeric vinyl film make RI-DEFEND an ideal choice for creating an invisible barrier against germs and bacteria on graphics, doors, handles, windows, tables, chairs, displays, touch screens or in all those areas that require a high level of hygiene such as hospitals and laboratories. It is intended for the antimicrobial protection of any type of graphics and for the coating of all those surfaces subject to high use by the public. [www.ritrama.com](http://www.ritrama.com)



## T-Shirt Pre-Treatment Machine

Polyprint designed PreTreater Pro to take the stress out of the pre-treating process. With precision spraying capabilities, an automated pre-treating process for less downtime and the simplest maintenance system, users can easily pre-treat T-shirts and exceed customer expectations with vibrant colours, sharp details and washability. The high-end pre-treatment machine is easy-to-use, safe and efficient and is the key to achieving premium quality prints. [www.rexxscreendigital.co.za](http://www.rexxscreendigital.co.za)



## Nobelus Overlamine Film

Rainbow Holografik overlamine features a luminous rainbow holographic pattern so seamless that the eye cannot detect any repeat in the design. This 1.6mil PET adheres to most print substrates while performing beautifully in post press applications such as die-cutting, folding, glueing, stamping and spot UV finishes. The laminate film has also been chemically treated for screen or UV offset printing. [www.nobelus.com](http://www.nobelus.com)



## Vastex Dryer

The LittleRed X1D dryer is designed to cure DTG printed and/or screen printed garments. Equipped with a 122cm wide heater, the new dryer can cure up to 46 garments per hour DTG printed with digital white ink at three minutes dwell time, 162 garments per hour screen printed with water-based ink or discharge, and 324 garments per hour screen printed with plastisol inks. It is equipped with a 137cm wide conveyor belt, offering greater capacity and flexibility for smaller shops. [www.rexxscreendigital.co.za](http://www.rexxscreendigital.co.za)



## Ideal Displays PPE Products

The range of customisable Covid-19 solutions include: face masks, which can be branded with a company logo or with a creative design of the customer's choice; face buffs; face shields, the header of which can be branded; floor graphics, available in rectangular, round and custom shaped vinyl prints; outdoor foot operated sanitiser dispensers that are constructed out of stainless steel or mild steel, gloves, thermometers, protective overalls and more. [www.idealdisplays.co.za](http://www.idealdisplays.co.za)



## Drytac Floor Graphics

Both FloorTac Emerytex White RB and FloorTac Textures are compatible with most common flooring surfaces including short-pile carpets, ceramic tiles, sealed wood, waxed vinyl, marble, terrazzo and concrete. Both products are one-part solutions with non-slip certifications, designed for optimal ease of installation and maximum safety in public spaces. FloorTac Emerytex White RB provides safe, vibrant floor graphics with indoor durability of up to nine months. [www.midcomp.co.za](http://www.midcomp.co.za)



## Intec Flatbed Models

The three new flatbed models, FB550, FB750 and FB1150, cater to a variety of stocks and sizes ranging from 350 x 520mm and up to 740 x 1040mm and can handle paper, boards, synthetic materials, vinyls and kiss cut applications from 0.5mm to 1200 micron, cutting at up to 600mm per second with an SRA3 taking between 30-45 seconds per sheet, depending on job complexity. The raft of new flatbed models are for mid-volume producers and are aimed at customers wanting to handle a more diverse range of media for varied applications. [www.intamarket-graphics.co.za](http://www.intamarket-graphics.co.za)





# SIGN INDUSTRY NEWS

## Sign Africa And FESPA Africa Postponed To 2021

The Sign Africa and FESPA Africa expo, co-located with Africa Print and Modern Marketing, and scheduled for 9-11 September 2020 at Gallagher Convention Centre in South Africa, will be postponed to 2021.

This decision was taken due to the current pandemic, restrictions on international travel, and the event industry being closed at the moment in South Africa with no clear indication if it will reopen before the planned dates.

'The planning for these events involves a significant amount of time for both organisers and exhibitors, who in some cases import equipment to showcase and have representatives from their manufacturers on their stand,' said Dyelan Copeland, expo organiser.

The decision has been made to cancel this year's expo and reschedule a new date in 2021 to ensure the event will have the due planning from all sides to make it a success. Copeland added that, 'The number of online registrations we have had for 2020 indicate that the industry is looking forward to the next event.'

'We are working on other opportunities to host interactive, dedicated audience sessions for companies later this year. Once we have approval on these ideas from the necessary authorities, we will launch them.

'Right now, whilst we wait for approvals and the event industry to open up, we have a great digital media platform to give fantastic exposure to our readers and audience and promote your services and products to our extensive databases in sub-Saharan Africa.'

FESPA Global Print Expo will no longer take place



in Madrid in October 2020, but will now take place at the RAI Exhibition Centre in Amsterdam, The Netherlands, from 9-12 March 2021, again co-locating FESPA Global Print Expo,

European Sign Expo and Sportswear Pro.

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



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# SIGN INDUSTRY NEWS CONTINUED

## Midcomp Azero Installs Latest Print Technology At University Of Pretoria

An HP PageWide XL 5100, supplied by Midcomp Azero, was recently added to the HP Pixel printing lab at the University of Pretoria's Department of Architecture.

The printer equips enterprise print rooms, central reprographic departments and reprographic houses to produce enhanced mid-volume production in both colour and monochrome at very high speeds independent of file application, size or complexity

combined with high level security features.

Jason McBean, control instructor at the University of Pretoria's Department of Architecture said, 'We were looking to replace our old equipment, and we needed a plotter that had low running and maintenance costs, as our old equipment was getting rather expensive to keep running. We chose the HP PageWide XL 5100, which will with no doubt meet our needs.'

'We can also offer our students a more competitive print cost – reducing the price for the prints so that we can be more competitive with other print shops in the area. The printer will enable us to meet the end of the year demand for prints, which will be a great relief. We managed to replace three old machines with this new addition in the HP Pixel Lab.' McBean concluded that he has dealt with Midcomp Azero for the past year and a half and found their services very professional and helpful.



Jason McBean, University of Pretoria, with the HP PageWide XL 5100.

Midcomp Azero is the sole licence holder for the HP PageWide XL range. Printing speeds include up to 30 A1 prints per minute, with ultra-fast processing capabilities, which substantially frees up users' time. Another benefit is reduced running and print costs. 'We would like to thank the University of Pretoria for granting us the opportunity to assist with the upgrade of their HP Pixel Lab,' said Midcomp Azero's general manager, Mariana Raath.

'Users in various established entities of the mining, civil and geographical markets have enjoyed not only the fast, secure, cost-effective and low energy rating of the HP PageWide XL itself but also the exceptional services that Midcomp Azero has provided for them. From maintenance, services, rentals, contracts and consumable provisions like paper and ink, all the user's printing needs are met,' said Raath.

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

## Zwaluw Products Design Stands For PPE Screens Using 3A Composites Materials

Pretoria-based Zwaluw Products created stands for PPE screens using 3A Composites' DIBOND® and DILITE® aluminium composites, while many of the screens were made using PERSPEX® and IMPEX®.

The stands and screens were dispatched to hospitals, legal practices and retail outlets, to name a few.

Zwaluw Products owner Jan van der Veen, who has been using 3A products for over 10 years, praised the 3A Composites range, specifically DIBOND®, due to factors such as heat resistance, mirroring effects, durability, printability and finishing.

DIBOND® (3mm) has been used in many of the company's projects for cabinets, columns, claddings, boxing for aluminium profiles and ceiling panels in steam rooms, while DILITE® (2mm) has been used in signage and advertising projects.

Van der Veen, who is experienced with the rolling

of materials, explained that with rolling DIBOND®, he can always expect consistent results, unlike other materials he has worked with. 'The materials are ideal for cutting because they go easy on power tools and machines, without damaging router bits.'

DIBOND® is a unique alloy with ideal three dimensional processing characteristics for bending, routing and folding, while DILITE® is renowned for flat applications and also screen printing and direct to substrate digital UV printing.

IMPEX® stands for a wide range of large format, virtually unbreakable extruded polycarbonate sheets with good optical and mechanical properties. PERSPEX® acrylic sheet is a useful material in the workshop because it can be used to make precision engineering components for both domestic and industrial products.

[www.display.3AComposites.com](http://www.display.3AComposites.com)





## Large Format Business Increases Productivity With Printing And Finishing Machines From Fujifilm

Lets Print, a Johannesburg-based large format digital printer, has invested in a Vybrant UF10 flatbed printer and Summa F1612 finishing flatbed system from Fujifilm South Africa.

The Vybrant UF10 is a true flatbed printer offering high quality printing on a range of rigid and flexible media, supported by its four dedicated vacuum zones. 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, and can be used to print on a variety of rigid and flexible media up to 51mm thick. Fujifilm's Uvijet UV ink, combined with variable drop sizes from 7 to 21 picolitres, delivers excellent results. The Vybrant UF10 is available as a 6 channel printer with CMYK and 2 White channels as standard.

Muhammed Bhoola, owner of Lets Print, said the company has already seen improved print quality since the installation of the Vybrant just over two weeks ago. 'Clients have been really impressed with the proofs we've sent to them showcasing the machine's capabilities. Clients reported better finishing and quality.'

Bhoola has also seen improvements with the Summa F1612 in terms of production speed. 'Things that would take us three or four hours to finish using our old vinyl cutter, or cutting vinyls and PVC by hand, now takes us a quarter of that time.'

The Summa F1612 is a handy and reliable solution for short-run, on-demand sign jobs. Multiple material-handling options assure optimal efficiency, whether cutting printed, flexible or rigid substrates. An ever-increasing arsenal of optional add-ons further expand the capacity of the F Series, allowing for a custom-tailored machine to fit users' needs.

The main benefit of the Summa investment is that Lets Print can now bring more services in-house, saving costs, and giving the company better quality control. 'The cutter allows us to cut ABS, Correx and Perspex and many other materials to shape. Because this has been brought in-house, we now have control of the timeframes and quality,' said Bhoola.

The combination of the Vybrant and Summa has helped the company produce Covid-19 signage. 'We direct print onto signage materials, then cut



Muhammed Bhoola, owner of Lets Print, with the Vybrant and Summa machines.

the signage into various shapes on the Summa. Previously, we would have had to take the signage, apply vinyl, and cut by hand, which did not give the neat and clean finish that we now get with the Summa,' he said. Lets Print is also using the Summa to cut floor vinyls, face shields, screen guards and counter guards.

Lets Print have found the service from Fujifilm to be excellent so far. 'They've been excellent from the day that they delivered the machine up until now. If we had any questions, they were always there to support,' said Bhoola. 'Even before that, when it came time to choosing a machine, they were helpful in giving us all the necessary information we needed.'

The combination of Lets Print's Summa and Vybrant machines, and its level of customer service, will continue to set the company apart. 'We've always gone above and beyond for our customers, to which our clients can testify. Whenever our clients needed something, including last minute items, we've always delivered – even if there were

challenges. We've never let our customers down.' Lets Print is committed to print and finish for all agencies, designers and print shops.

Anja Kirton, Sales and Marketing Coordinator, Graphics Systems Division at Fujifilm South Africa, said the Vybrant UF10 is an ideal step into the flatbed printing market. 'It is economical to run with its LED UV curing technology together with Fujifilm Uvijet inks, giving users a competitive advantage to produce cost effective prints with outstanding quality.'

Kirton also explained how the Summa and Fujifilm machines complement each other. 'The machines are a powerful combination. Our UV LED flatbed printer and a digital cutter with an optical camera marker recognition system is a winning recipe for printers to diversify their offering and improve output and profitability.'

[www.fujifilmgraphicsystems.co.za](http://www.fujifilmgraphicsystems.co.za) and  
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# SIGN INDUSTRY NEWS CONTINUED

## Midcomp Installs First Of Its Kind Zünd Digital Cutter In Africa

Midcomp recently installed the first Zünd S3 L1200 digital cutter configured with automatic loading and stacking ability in Africa at Creative Graphics International (CGI). This is CGI's third Zünd machine.

CGI is an automotive OEM accredited plant in Ottery, Cape Town, and produces badges and branding for all major global automotive OEM's, trucks and leisure vehicles. Due to Covid-19 and the alarming shortages of Personal Protective Equipment (PPE) for medical, military, police and retail staff, CGI decided to temporarily refocus operations to support the national effort to secure PPE for those that need it.

'We received permission to 'unlock' our plant on 27 March to support this humble cause,' said operations director Franklin Moses, 'Given the scale and sophistication of the factory, we could easily start with production using our Zünd machines.'

'CGI has been using Zünd machines for 20 years, not only in our South African plant, but also our UK plants,' added Moses. 'We have been using the P-Series (first generation), L-Series, G-Series and now the new S3 L1200 with automatic feeding unit, which is the first in Africa.' The new cutter has been



The CGI team with the new Zünd cutter.

praised for its high speed, as well as its accurate and automated cutting.

Moses said it was not possible to tool up during Lockdown Level 5 due to the fact that all of their suppliers were closed. Fortunately, they were well stocked with raw materials and had the capacity to manufacture high quality face shields and other PPU products during this time.

With the advantage to support the urgent demand, the company had the capacity to produce from about 10,000 face shields, masks and other PPE products per day up until it could resume more fully and produce about 100,000 units per day on its Zünd cutters.

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

## NUtec Digital Ink Announces Virtual Online Support

With the world currently in various stages of lockdown, businesses are having to change the way they operate in order to survive. Many are investing in video conferencing and remote working facilities in order to remain connected to their customers and to offer work from home options for their employees.

Digital ink manufacturer NUtec Digital Ink will be offering enhanced virtual training and online support services, in order to stay connected with its many global customers and distributors.

After a decade of welcoming global visitors to its production and laboratory sites in Cape Town,

South Africa, NUtec Digital ink now invites its customers to participate in its virtual tours and dynamic, online training and support programmes.

Using Microsoft Teams, Zoom and similar chat-based collaboration tools, NUtec offers remote product sales training as well as technical support services for printer conversions, maintenance procedures and troubleshooting.

'NUtec Digital Ink invites our customers to enjoy virtual tours from the comfort of their work desk or home office as we walk them through our manufacturing plants, laboratories and R&D print rooms, highlighting the quality control procedures at each point,' said NUtec sales and marketing director, Neil Green.

'Demonstrations and various forms of 'show and tell', including interesting media and applications, can now be shared with NUtec's many distributors, allowing the company to stay connected to and in communication with its many customers around the world. Our product and technical specialists are available to answer all questions.'

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





## Exion Corporation Open Cape Town Branch

Exion Corporation's Cape Town branch opened on 10 July. According to managing director Jay Kim, the company has been preparing for the opening for some time, and has now found the right person – who is passionate and has entrepreneurial experience – to run the branch.

'We are ready to sell LED lighting and transformers for signage companies in Cape Town,' said Kim, who expects more stock to arrive in August, such as: channel letter machinery and materials such as aluminium returns and trim, aluminium composite materials, and LED optimised polycarbonate sheet.

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



## KDP Signmakers Designs Face Shields For Use In Operating Theatres With 3A Composites

Cape Town-based KDP Signmakers has created face shields and desk/counter shields using 3A Composites' materials.

According to KDP Signmakers director Nick Gardener, the idea for face shields came about when a friend, who is a paediatric orthopaedic surgeon, needed assistance with PPE for use in an operating theatre.

'We designed the face shields with additional top (head) and side protection, for use specifically in theatre. The shields were then sold to the general public, local hospitals and frontline staff that were buying their own PPE, smaller doctors' practices, dentists, etc.'

The desk/counter shields have been used in offices, shops, and mostly custom made to suit each client's requirements. The company designed both of their offerings to be manufactured and used without any kind of materials (i.e elastic, foam, etc). The reason for this is so the items could be 100% sterilised and re-used.

3mm DIBOND®, 3mm CRYLUX™ (clear acrylic), 3mm IMPEX® (polycarbonate), and 1mm IMPEX® (polycarbonate) were used. 'Using quality products, that come with extensive literature in terms of their capabilities, machining process, and thorough research prior to going to market, makes the

manufacturing process a whole lot simpler, easier and smoother, as we can specify the correct product for the correct job,' said Gardener.

The company chose the 1mm polycarbonate (IMPEX®) from 3A Composites, as it is a hard-wearing product. 'It is highly abrasion resistant, and extremely strong. It ticked all boxes for us in terms of where and how it was to be used, and with this, we could create a re-useable solution that we were confident in putting out to the market. It is attractive to many industries and individuals as it is a re-useable, strong option.'

'KDP Signmakers has always prided itself on producing quality products. 3A's products are, in my mind, leading products in the market,' Gardener continued. 'They perform exactly as per the specifications. They also have a local representative who always has time for the end users, as well as to discuss available options, and best practices or uses of the materials.'

'Simply put, 3A Composites does not sell a product that they cannot back 100%. They are about building relationships rather than a once-off sale. This, being in line with our own company ethos, makes all of the 3A products an easy choice.'

[www.display.3AComposites.com](http://www.display.3AComposites.com) and  
[www.kdp-signmakers.co.za](http://www.kdp-signmakers.co.za)



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# SIGN INDUSTRY NEWS CONTINUED

## Bandit Signs Ventures Into New Markets With Flatbed Printer From Midcomp

Midcomp has installed a JHF V2800 at Bandit Signs. This affordable yet upgradeable LED UV flatbed printer is the ideal choice for Print Service Providers (PSP's) that want to venture into lucrative markets where innovation and versatility are key. As the PSP's productivity demand increases, so can the productivity of their printer be increased.

The JHF V2800 comes in a variety of print head configurations, either a 2 head or 3, 4, 5, 6 or 8 head configuration depending on the PSP's budget. All V2800's are specified as field upgradeable and come already equipped with all the piping and pumps, even for unpopulated print head slots, so that all that needs be added is more colour, white or varnish print heads and appropriate printhead electronics.

Printing on heat-sensitive media is no issue with cool LED curing. The LED lamps are always ready to go, with neither a warm-up nor a cool-down. It handles a variety of applications such as acrylic, aluminium composite panels, ceramic tile, wood, polyester, polycarbonate, polystyrene, (high-density) PVC, flexible foam panels, glass and metal (with a primer). Applications include: interior decor, free-standing display units, signage and more. JHF V2800 stock is currently available from Midcomp.

With almost 30 years' in the industry, Bandit has grown from a vehicle and fleet wrapping company to developing specialist divisions for paint protection, architectural finishes, bike graphics and graphic design, and has now branched out into



Bandit Signs managing director Darryl Curtis.

personal protective equipment (PPE) products. Bandit Signs managing director Darryl Curtis said that the JHF was ordered with an extra row of heads for faster production, and that it is being used to print onto PET for safety shields and personalising counter screens.

'We want to be able to cater for advertising agencies and customers that need short runs of promotional boxes and packaging products, as well as Xanita board point of sale products. The machine will also be beneficial for some of our thick motocross graphics when white is needed.'

'Bandit Signs started manufacturing social distancing graphics and posters two weeks before lockdown,' continued Curtis, 'we then added safety

shields ranging from economy to premium, kiddies and corporate. This early start kept us in business and during this time we have been able to clean up and reinvent ourselves.

'The flatbed printer is certainly a great start to start venturing into other markets outside of our vehicle branding division. We have opened a factory shop where resellers and the public are welcome to purchase our masks, of which 30 varieties are on display. In conjunction with Midcomp, we also sponsored more than 1000 sets of doctor and nurse graphics for our healthcare workers over this period.'

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

## South African Modular Textile Display System Wins International Design Award

The TRIGA® Go modular textile exhibition system, engineered and patented in South Africa, has won the 'Event Supplies/Exhibition and Trade Show



George Hugo and Alphons du Toit, Technimark Advanced Prototyping Services, with the European Product Design Award.

Display' category of the 2020 European Product Design Awards.

The TRIGA® DISPLAYS range was developed by engineers and industrial designers of Technimark Advanced Prototyping Services. Ongoing product innovation gave rise to the creation of TRIGA® Go, a next generation tensioned textile display solution that transformed the visual display market.

A powerful cross-disciplinary platform, the European Product Design Awards feature 21 categories and was created to recognise the efforts of talented international product designers who aim to improve lives with practical, well-thought-out creations. This accolade recognises Technimark's design team, George Hugo, Alphons du Toit and Dietmar Renner, for their exceptional design talents, imagination and strategic thinking.

TRIGA® Go is an affordable, ultra-lightweight textile

display solution for small to medium exhibition stands, activations, retail applications, conferences or any modular display application. The patented tensioning devices ensure a wrinkle-free finish on textile graphics, while the tool-less, modular frame structure allows for a quick and easy setup and remarkable versatility from a basic set of components. The frame is durable and designed to be re-used for many years, making the product cost-effective and more environmentally friendly than many traditional display systems.

TRIGA® DISPLAYS boasts a distribution footprint across Africa, Europe, North America, Australia and the United Kingdom and is continuously expanding its international reach. The TRIGA® brand is built on a foundation of integrity, innovation, diversity and a passion for delivering world-class display and branding solutions.

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



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### How To Print On A Face Mask Using A Heat Press



▶ WATCH HERE

JG Electronics' Sindie Vermaak demonstrates how to print on a face mask using a heat press.

#### Materials:

- White polyester.
- Heat press.
- Dye-sublimation paper (printed on sublimation printer with dye-sublimation ink).
- Cardboard.
- Silicone paper.
- Teflon sheet.

#### Method:

- Fold the mask in half and place on top of the base of the heat press.
- Place the cardboard inside the mask for protection.

- Pre-press the mask to get rid of moisture and wrinkles, then place the silicone paper on top of the mask to protect it.
- When ready, place the silicone paper on the elastic straps.
- Place the cut-out print facing down on the mask, and ensure the print is bigger than the mask so that it covers the whole area.
- Press for 90 seconds at 190 degrees Celsius, using medium to high pressure.
- Flip the mask around so the other half can be printed on. Repeat the process, but remember to clean the press and the ink off the silicone paper first.

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

### How To Brand On Covid-19 Masks



▶ WATCH HERE

Uprint Digital Direct's Jordan Steinbach demonstrates how to brand on surgical and dust resistant masks.

#### Materials:

- Marine A and B paper.
- Sponge wrapped in cotton cloth and soaked in water.
- Silicone pad.
- Temperature control unit (TCU), set at 180 degrees Celsius..

#### Method:

- Heat silicone pad with TCU.
- Place artwork on the mask.
- Apply the silicone pad onto the graphic (after it has already been applied onto the mask) for 5-10 seconds.
- Dampen the logo with the cotton cloth.
- Gently peel off.
- Take silicone pad again (heated) and apply gently onto the graphic to finish off.

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



## LEDs & Transformers for signage

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# INTERNATIONAL NEWS

## Flexa Cutter Saves Times And Doubles Capacity At Road Sign Business



Sweden-based Trafikreflexer AB needed to improve and automate its cutting process of reflective film from roll to sheets in order to increase the daily production of road signs. Thanks to the automatic XY cutter Miura, the company can save a large amount of time and have more than doubled its capacity.

‘Previously, it took about 15 minutes to prepare and cut a roll into sheets, with our Miura it takes about 5-7 minutes (depending on the length of the sheet),’ said Stephan Nermfors of Trafikreflexer AB. ‘It has saved a lot of time, and has been a good investment for us. We have cut about 140,000 pieces with this machine, and there has never been a problem.’

The machine is equipped with an air blowing system to simplify the sheets coming out on to the collecting table. ‘Thanks to Flexa we were able to get our Miura custom made with an air blowing system, which makes it much easier when we cut our reflective materials,’ said Nermfors.

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

## Color-Logic Certifies HP Latex R-Series Printers Delivered With HP White Ink



The HP Latex R-Series printer with rigid and flexible capabilities enables printers to produce retail

signage, point-of-purchase, decoration, outdoor signage, vehicle straps and graphics, packaging, and even short-run labels for their brand clients. With the Color-Logic tools, any designer can predictably add embellishments into prints using the HP Latex engine with HP White and CMYK inks.

‘The HP Latex platform, in combination with Color-Logic software for embellishments, enables print service providers to help their brands stand out from the competition in a variety of printing applications. As stores and brands begin to relaunch around the world after the Covid-19 pandemic, the need to stand out will be even more important,’ said Mark Geeves, Color-Logic Director of Sales and Marketing.

Upon reviewing the certification samples submitted, Richard Ainge, Color-Logic CTO and co-founder commented, ‘The samples were printed on a metallic stock with HP White and CMYK inks. The combination of the Color-Logic software and the HP Latex White ink created dramatic Color-Logic embellishments, and the HP CMYK inks produced vibrant metallic colours.’

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

## Vista Signage Solutions Used In Hospital



Navitor Specialty Products was chosen to provide signage for a well-known hospital and provided Vista’s aluminium curved frames for the interiors.

The Broughton Hospital in North Carolina has been recently renovated, adding 382 beds and modern

buildings. The state-of-the-art campus required both indoor and outdoor signage solutions to enable visitors to navigate with confidence.

The surrounding grounds needed a much larger solution that could be double sided, easily legible, withstand the elements and still retain that elegant feel. Different sizes of aluminium post and panel signs were installed at prime locations, with careful consideration to way-finding metrics in healthcare facilities. Vista Expand also proved to be cost effective both for end user and installer via ease of installation. The use of people-centred, ultra-modern graphics makes the signs blend in with the grander hospital design and provide a much needed service.

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

## Xaar Celebrates 30th Anniversary



Xaar’s founding member Mark Shepherd blowing out the candle on Xaar’s first birthday.

Based at Cambridge Science Park, Xaar was initially founded in 1990 by a team of four including Mike Willis and Mark Shepherd. The goal was to commercialise the work done at Cambridge Consultants by Steve Temple and David Paton, the inventors of Xaar’s piezoelectric Drop-on-Demand technology; both of whom also joined the company shortly after Xaar was established.

Now Xaar is celebrating its 30th birthday in style with champagne sent to every member of the team to toast the business and its role in pioneering the use of industrial inkjet technologies around the world.

The company signed its first commercial agreement in 1991 with Brother Industries, who licenced the technology to develop home office printers and fax machines. By 1992, Xaar had reached a significant



# INTERNATIONAL NEWS

milestone, surpassing £1m in sales achieved from licence fees, the sale of evaluation kits and technical consultancy.

Alongside licencing its technology, the development and manufacture of inkjet printheads became an equally important part of Xaar's success. The company's early product range, which included the Xaar 128 and Xaar 500, was instrumental in the growth of the digital graphics and the coding and marking industries around the world.

The launch of the Xaar 1001 represented another significant advance in inkjet technology. The printhead's unique architecture, Xaar's Hybrid Side Shooter, enabled ink recirculation both behind the nozzle and throughout the entire channel (Xaar's unique TF Technology). These delivered a step change in printing reliability and drove the digital transformation of the ceramic tile manufacturing market in the 2000s.

John Mills, CEO of Xaar said, '30 years is a significant milestone for any business, and we were all extremely keen to mark the occasion and celebrate our accomplishments as a team, despite many of us still working in separate locations.'

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

## Trotec Presents New Corporate Design



Trotec's communication channels, online presence, advertising materials and printed matter have been revamped with a new brand identity.

'All our visual presentation supports the communication of our core values, of our identity. For Trotec, this means specifically that our logo highlights our activities as an innovation leader,' explained Dr. Andreas Penz, Managing Director of Trotec Laser GmbH.

Penz developed and built the first-ever Trotec laser and has been involved in the branding process for almost 25 years. Trotec is in the midst of digital change and is actively driving this change within the company, so it was only logical to make these changes visible to the outside world.

'Our products are becoming 'all-digital'. The team is currently working intensively on a new generation of software for our laser machines.

Our external communications now reflect a new corporate image as well,' said Penz, who outlined the company's strategy and the significance of digitisation as one of its three new core values.

The new identity, which can be likened to 'background music' accompanying a common way of thinking, applies some careful fine-tuning of the most important elements. 'Setting New Standards' which has long been the claim of the Trotec brand still defines its purpose and corporate identity. It continues to be the international team's top priority at the headquarters in Wels, Upper Austria. Across all channels, this claim also remains visible as a typographic feature. It is accompanied by a laser fragment, which lends structure.

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

## Zünd Installation Helps Ramp Up PPE Production



Since the installation of the Zünd G3 L-3200, L.J.A. Miers have now recruited a further 120 employees to its workforce locally onto their shift patterns and run a 24/7 operation. The company is currently producing 120,000 face shields per day from their factory in Cambridgeshire.

Using a wide range of conversion techniques and their 66 years of manufacturing experience, L.J.A. Miers manufactures products used in a wide range of industries and applications, which include automotive, manufacturing, glazing, packaging, construction and medical, offering a one stop solution for laminating, adhesive coating, converting, cutting and processing. This versatility has enabled the company to operate in a flexible manufacturing environment with ongoing commitment to investing in the latest cutting technology.

In late March this year, the company saw their order book drop to almost nothing as the Covid-19

pandemic hit the United Kingdom. Many of L.J.A. Miers' customers halted production as the situation unfolded, which took an inevitable knock-on effect. Keeping abreast with the latest media updates and government guidelines, the company sought to make an early response to the call-to-arms for UK manufacturers to support the National Health Service (NHS).

Jack Miers, Production Manager explained, 'We had to rethink our approach and decided to work closely with the NHS to develop a face shield for Addenbrookes. Once we met the specifications, we started to get small orders for face shield production. At first, we received orders of 1000 to 2000 units, which our current Zünd could cope with.' This changed very quickly. 'It soon became apparent that we needed to ramp up production to meet the demand at that time as greater cutter capacity was required. We received a substantial order from Addenbrookes and other local NHS trusts, which led us to contact Zünd UK.'

Zünd UK were keen to help and arranged for a demonstration machine from its demonstration suite to be made available. Within a week of the initial enquiry, the Zünd G3 L-3200 was on site, installed and ready to go, cutting the PET for the shields. The company is also awaiting the arrival of their third Zünd cutter, a purchase planned after a customer experience event they attended in Switzerland at the beginning of the year. L.J.A. Miers opted for the 120mm high beam G3 L-3200 with top of the range 3.6kw router and high specification vacuum, enabling them to cut foam quicker and far more efficiently. Miers said, 'During our trip to Switzerland, we had the pleasure of seeing the different options Zünd offered and went ahead with an order for a fully configured cutter that meets our requirements. This purchase will help us open doors to pursue foam packaging business.'

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

## Agfa Invests In Expansion Of Inkjet Ink Production Capacity With New Manufacturing Plant



The new production facility, located at Agfa's headquarters in Mortsel, Belgium, will enable Agfa



to serve its current customers, as well as to be a key supplier of aqueous inkjet inks for a wide range of novel applications.

Its first target is the growing market of printing on décor paper for the production of laminate floorings and furniture panels, where inkjet printing with Agfa's water-based inks delivers a very cost-effective solution. The second target is the promising market of inkjet printing on packaging, especially on corrugated carton, delivering the most sustainable solution in terms of the material, as well as the printing process and ink.

In combination with Agfa's existing facilities, the new plant will form a flexible and extremely efficient production centre, where R&D and Quality Control teams will be co-located. Its manufacturing capacity should cover the expected growth rates of ink volumes for the next five to ten years.

'Agfa is a specialist producer of inkjet inks and fluids of renowned quality and performance. The inkjet ink business is one of our growth pillars,' said Tom Cloots, Director Industrial Inkjet. 'In the last two decades, we built an inkjet ink production platform that covers pilot to full-scale ink production, and incorporates pigment dispersion production, extensive quality control and ink consistency programmes. Our ink sales volumes have steadily grown year after year and we have gradually increased production capacity. The time has come for a new investment to keep up with growing market demands.'

Agfa's portfolio of wide format UV inkjet printers include the Anapurna and Jeti printer families, and the company's latest addition, the Oberon. Powered by in-house developed and manufactured inks, these printers combine extreme productivity with extreme quality. The ink formulations are perfectly matched with the printer components (print head, curing, etc.), as well as with colour management software and print conditions (e.g. number of print passes) in order to deliver the lowest ink consumption and thus the lowest running cost.

In addition, Agfa develops and manufactures UV ink sets in close collaboration with a high number of OEMs of multi-pass and single pass printing solutions. These inks deliver high print quality and day-to-day reliable print results, but they also stand out through their wide colour gamut, jetting reliability, shelf life and batch-to-batch consistency.

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

## GMG Signs Agreement With HP To Become PageWide Corrugated Workflow Partner



GMG's holistic corrugated workflow solution for the HP One Package Suite will enable converters to make a smooth transition into digital printing.

GMG delivers solutions for the standardisation and simplification of colour management workflows to achieve consistent colours on all media and in any print process. 'We are excited to collaborate with HP and offer GMG colour management products to support the HP One Package Workflow Suite,' said Darrian Young, Global Partnership Manager. 'We believe that we can help those who work with HP corrugated presses by providing a way to improve the colour accuracy for their customers.'

'HP PageWide Corrugated Presses are known for their offset print quality, using true water-based inks. Both GMG and HP see a huge value of this alliance that will help PageWide customers get even higher colour accuracy while maintaining consistency across devices, and complying with industry colour standards for demanding brands,' said Ran Lev, workflow solutions manager, HP PageWide Industrial, HP Inc.

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

## Kornit Enables Production Of Customised Face Masks



In late 2019, Teetaly installed the Kornit Avalanche HD6 and Kornit Avalanche Poly Pro systems for industrial-capacity digital direct-to-garment (DTG) printing, establishing single-step, eco-friendly DTG print capabilities for cottons, polyester, poly-blend materials, and a multitude of other materials.

This ensured they could offer customers the widest possible gamut of finished pieces, from popular to niche. Since the outbreak of Covid-19, the company has focused its efforts on custom face masks. Based near Rome, Teetaly provides custom apparel on demand, including T-shirts, hoodies, baby apparel, aprons, and hats. They serve a broad array of customers, including agencies and professionals purchasing large quantities of custom gear, artists creating their own line of merchandise, and end-consumers wanting to create something unique for themselves (or as gifts for friends and family). Teetaly's online store includes a design tool to facilitate these customers in bringing their creations to life.

In implementing Kornit's systems, Teetaly cited Kornit's record of delivering 'meticulous' graphic impressions, 'vibrant' print quality, wash and wear

durability, print consistency, and a '100 percent eco-friendly production process' with zero water waste.

'I'm an engineer, and I've believed in digital from the beginning, always trying to find a technology partner who could help us achieve customisation,' said Vincenzo Cirimele, Teetaly's CEO. 'Kornit fulfills a need where something has been missing, especially in Italy, to print quickly, down to a single copy, with exceptional quality. The market for polyester, in particular, has seen considerable growth, and thanks to Avalanche Poly Pro, we believe we can solve a big demand problem that exists here.'

According to Cirimele, these two systems are already delivering more than 2000 prints per day in total, enabling them to receive a customer's personalised order, print it, pack it, and ship it in a matter of minutes. In addition to serving end consumers, Teetaly is also able to fulfill such orders for other businesses, with a growing revenue stream coming from print shops unable to imprint personalised apparel in their demanded quantities, within this expedited time frame, themselves.

As with many businesses, particularly in hard-hit Italy, Teetaly found its business severely impacted by the onset of coronavirus, which effectively forced many of its enterprise customers to shutter for an uncertain period. As an apparel imprinting operation, the business found itself tasked with a new, unforeseen demand: custom face masks.

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

## Epson Recognised As A Sustainable Company For 16th Consecutive Year

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The FTSE4Good Index Series measures the performance of companies demonstrating strong environmental, social and governance (ESG) practices. Epson has reported that it has been included in the FTSE4Good Index Series for the 16th consecutive year.

The FTSE4Good indexes are used by a wide variety of market participants to create and assess responsible investment funds and other products. Selection for this index indicates that Epson has been independently appraised for its efforts towards the environment and in solving issues in society, and has been recognised as a sustainable company.

Epson aims to create new value by looking hard at solutions to social issues, understanding the expectations of society, and then providing products and services that far exceed those

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expectations. The company is committed to the development of a sustainable society through the four areas of innovation identified through its Epson 25 Corporate Vision.

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

## EFI Announces New Chief Operating Officer



Scott Schinlever, EFI COO.

Industry digital inkjet leader Scott Schinlever, who most recently was president and COO of Automation Solutions for Tolland, Connecticut-based Gerber Technology, had a long career managing the marketing, growth and development of EFI VUTEk printers and other EFI inkjet technologies. He has been appointed as EFI's new chief operating officer (COO).

He joined the digital print industry in the late 1990s, working with the Xerox Office Systems Group. In 2001, he took on a marketing position at superwide-format printer manufacturer VUTEk, a company EFI acquired in 2005. Schinlever continued to rise through the ranks at EFI following that acquisition, becoming senior vice president and general manager for EFI Inkjet Solutions – the company's largest business unit – before joining Gerber Technology in 2018.

In his new role as COO for EFI's global inkjet business, Schinlever has been charged with further expanding EFI's market-leading industrial inkjet portfolio, while facilitating the analogue-to-digital transformation throughout the industry for EFI's current and future customers. Schinlever will be responsible for all equipment, ink, and service solutions throughout the vast EFI portfolio in display graphics, textiles, packaging and building materials.

'We are thrilled to have Schinlever back in the EFI family,' said EFI Chairman and CEO Jeff Jacobson. 'Our industry is at a critical inflection point. I joined EFI one year ago because I clearly understood that EFI is the best positioned company in the industry to drive the analogue-to-digital transformation in the industrial inkjet space. Under Schinlever's leadership of the Inkjet Business, I am convinced that EFI will attain that leadership position across the diverse segments of display graphics, packaging, textiles and building materials.'

'Schinlever has an innate understanding of and expertise in the portfolio and solution set that will enable our customers to excel as the industry quickly migrates to industrial inkjet,' Jacobson added. 'We are confident he will lead our global industrial inkjet operations to the next level in his new Inkjet COO role.'

During Schinlever's previous time with the company, EFI's inkjet business grew significantly through organic growth and strategic acquisitions of innovative digital printer and ink companies.

He expanded EFI's successful move into ink manufacturing, leveraging EFI's 2006 acquisition of digital ink and printer technologies from Flint Ink. That purchase set the stage for EFI's breakthrough position in high-quality, production-class UV LED inkjet superwide-format printers and ink – technology that provides superior versatility and energy cost savings for a broad range of applications.

The business was further strengthened with the acquisition of Matan, bringing strong systems technology to EFI. Overall, EFI's revenues for its superwide-format inkjet products more than doubled under Schinlever, with increased profitability.

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

## HP Textile Printer Chosen For Flexibility And Productivity



French company, Zanzibar Production, decided to acquire a new HP Stitch S500 textile printer. It is dedicated to printing on polyester and large-volume

production and is capable of printing both on transfer paper and direct-to-fabric, using just one printer.

The HP Stitch S500 offers colour uniformity across the entire machine fleet thanks to the HP Smart Colour solution. With a symmetrical 2 x CMYK printhead configuration and a lens support advance sensor, this printer ensures a reliable saturated mode in a single pass, optimising the printing speed. Lastly, the HP Stitch S500 allows users to cut waste and improve task productivity.

Zanzibar Production, which specialises in sportswear and event clothing with a strong focus on water sports garments, is celebrating its 20th anniversary this year. Since 2000, the company has been printing on all types of textile media: flags, T-shirts, sweat-shirts, surf Lycra, etc. Ten years ago, the company added dye-sublimation printing to the range of processes it employs to create events and sports textiles, an important choice for customers that require short-runs and flexibility.

Zanzibar Production took a gamble when it chose to integrate the processing of its products at its home site, but printing and packaging are largely carried out at its factory in Anglet, France to great success. The company, whose expertise and capacity have put it on the map, is very proud to be able to carry out most stages of production in-house, which guarantees complete oversight of the production line.

'Our business covers two areas: subcontracting and distribution,' explained Antoine Maury, Zanzibar Production's founder and CEO. 'Firstly, we act as a service provider for many sports events such as Paddle Nautique Expo, Cirque du Soleil, Semaine du Golf and Derby des Pyrénées, and for a number of textile brands. As for distribution, we create customisable collections based on a short supply chain mapping intended for the retail market.'

We can guarantee the best service to our customers thanks to this great production tool, right here in France. Our design department is involved from the initial conception right through to the development of customisable collections, for example, our Hop & Down brand offers limited-edition accessories.'

Finishing processes in the textile sector remain complex to master due to ever-evolving market developments, particularly rendering flat surfaces and work on recyclable polyester materials. 'All this requires powerful equipment,' said Maury. 'I was looking for a machine that is really versatile to ensure greater flexibility and productivity. I wanted to move on from a traditional way of working to a semi-industrial scale,' he added.

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



## Drytac Films Chosen For Window Displays



Material hair salon in Bath has revealed a new look every month with window graphics printed by Minuteman Press using Drytac Polar Premium. Thanks to Polar's ease of application, each new window display can be installed in under an hour.

Minuteman Press finds Drytac Polar Premium ideal for easily applied window graphics in cold environments, relying on the vinyl for a monthly display project. Commenting on the project, Kieran Blacknall, Large Format Manager, Minuteman Press, said, 'Material wanted to add some colour to the street by having monthly window graphics that tie in with a theme. Every month it's something different, so we look forward to seeing what their designer has come up with – we've had bunnies at Easter, lollipops in the summer, as well as fireworks. We like to guess what will come next month.'

For its regular appointment with Material, Minuteman Press uses Drytac Polar Premium, an 80 micron (3.2mil) polymeric printable self-adhesive vinyl designed to withstand extreme temperatures and conditions. It is available with a removable adhesive for short-term graphics applications that ensures a smooth, bubble-free finish on application and easy removal without residue when removed.

Drytac Polar Premium is printed on Minuteman's HP Latex 360 and cut on either its Summa vinyl cutter or Valiani flatbed cutter.

'For the Material project, we needed a strong and durable product that performs all year round and can be applied quickly: the window graphics are removed and installed within an hour. The salon is on a busy road and is exposed to the elements, so it was important for us to use something strong. We tried using low-tac solutions, but as the weather got colder the adhesives started to fail, which is not an issue with Drytac Polar.

'We find it so easy to install with a water solution, and removing it is easy with the right tools. The fact that it's a polymeric vinyl really helps with removability. We've found that monomeric equivalents tend to break during removing, particularly in cold weather, so I'm happy to use a premium product as it does save us time in the

long term.'

'We now use Drytac Polar Premium for the majority of our vinyl work, even for simple things like kiss-cut labels and wrapped boards, because it's so reliable and versatile. We also use Drytac SpotOn for floor graphics and we're always looking for ways we can use other Drytac products in the future.'

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

## Vista Wayfinding Signage Solutions Used In High School



Bellefontaine High School in Ohio wanted to create a 'Wall of Fame' for valedictorians and distinguished alumni contributing in their personal and professional lives to this school's reputation.

The school approached Vista Ambassador NSP, who in turn provided a solution for both their requirement for interchangeable frames and the possibility to do all that on their own.

Vista Square, with its wide side-lips, flat frame and classic look, were the right fit. A staggering quantity of 452 Vista Square landscape wall frames were mounted on a black, shiny acrylic substrate in a brick-pattern that corresponds with the red brick wall underneath.

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

## Colour Management Company CGS ORIS Launches New Brand Identity



CGS Publishing Technologies International GmbH, was founded in 1985 by two young men with mutual visions and ideas. It is a true 'start-up' story, with a history that includes journeys to Silicon Valley to promote innovative solutions for the graphics industry.

Today, CGS ORIS employs roughly 80 people

internationally, with offices all over the world, with development headquarters still based in the picturesque German village of Hainburg where the dream was born. It is a contrast between the building's original brick structure dating back to 1911 and the innovative colour management, proofing software solutions, and specially formulated media for the graphic arts industry, developed here for the past 35 years.

This jubilee has triggered a lot of reflection and many new ideas. Bernd Rückert, CEO of CGS ORIS, and Isabel Bracker, Manager of Communications, elaborate on the intensive creative and conceptual phases they went through over the past few months.

'After doing business for several decades in nearly every country in the world, we came to realise in some places our company was known as CGS, and in others, we were more commonly known as ORIS. CGS is the abbreviated version of the company and ORIS the product family name.

We have now combined what has always belonged together to focus on a singular strong brand for the future, making it much simpler to identify products with CGS ORIS technology inside,' said Rückert.

Without ever forgetting the company roots, some branding elements will remain consistent: As an example, the new company logo still incorporates the well-known graphic imagery. 'In earlier designs, it represented a computer with a green power button and the text below creating a keyboard,' Rückert explained.

Furthermore, the primary brand colour has changed slightly with a darker appearance and the new grey replaces the green colour used in the past. 'The new colours perfectly fit us, our corporate identity and the new look and feel for 2020 and beyond. The colours are an ideal choice, even in combination with our existing product colour palette that serves as a consistent part of the overall theme,' said Bracker.

[www.cgs-oris.com](http://www.cgs-oris.com)

## Epson Announces Merger Of Core Subsidiaries In Textile Printing



The global textile printing industry is being challenged to accommodate consumer preferences for unique designs with short production runs, provide quick product delivery, and maintain traditional value while reducing its environmental impact.

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With that in mind, Epson has announced that Group companies Fratelli Robustelli S.r.l. ('Robustelli') and For.Tex S.r.l. ('For.Tex') will merge. Robustelli and For.Tex, located in the Como region of Italy, one of the world's great textile printing centres, are core Epson subsidiaries in the direct-to-fabric textile printing sector. Robustelli develops and manufactures textile printers while For.Tex engages primarily in textile ink sales and support.

Epson sees textile printing as one of the most promising growth areas for its printing solutions business. Growth will be fuelled by a shift from traditional plate-based analogue printing to digital printing solutions. Epson sees substantial opportunity to leverage its inkjet technology to expand its business and is thus strengthening its textile printing product lineup and operations. The merger of Robustelli and For.Tex will integrate management and position them to provide even better need-based solutions for inkjet digital printers, consumables and services. The merger is scheduled for completion by the end of 2020.

<https://global.epson.com/>

## EFI Digital Ceramic Tile Decorating Systems Continues To Gain Traction



EFI Cretaprint inkjet printers are advanced digital ceramic tile decorating systems, featuring Genuine EFI Cretacolor Inks and Fiery proServer colour management system working as one.

Champion Tile is a long-time EFI Cretaprint user that chose the new Hybrid system because of the productivity and sustainability advantages it provides. 'We have been looking for a real innovation in ceramic decoration that may help us to differentiate our company,' said Tang Zhineng of Champion Tile. 'The EFI Cretaprint Hybrid printer, with its ability to use water-based inks, is definitely an evolution aligned with our product and brand strategy.'

In addition to the breakthrough Hybrid printer, customers such as Champion Tile are attracted to the complete ecosystem of solutions EFI provides for efficient, sustainable and productive digital tile decoration. EFI Cretaprint Hybrid technology has been extensively tested and implemented with

a complete system that features water-based inks and glazes, and an EFI Fiery proServer digital front end that provides exceptional ink savings and highly accurate colour management for ceramics.

The Hybrid printer's ability to use water-based inks and glazes reduces VOC emissions by more than 90% compared to solvent-based inks, and carbon emissions by an average of 73%. In addition, water-based inks and glazes require less drying time and deliver a more homogeneous application of glaze, guaranteeing high quality in large format pieces and slab manufacturing. The ability to operate with water-based inks as well as eco-solvent inks is a unique advantage. It also features improved ink delivery, cleaning and electronics systems to keep humidity and prevent sedimentation. The printer is available in widths from 700 to 1400mm, with up to 12 printing bars. New, 5th-generation Cretaprint software incorporated in the Hybrid printer delivers increased connectivity with third-party applications and an improved operator interface for increased ease of use.

'This technology has been proven in the field, and it received the prestigious Alfa de Oro award during the Cevisama trade show held in February,' remarked Evandro Matteucci, vice president and general manager for Building Materials and Packaging at EFI. 'Now, we are seeing growing interest in Greater China, reflecting both an increased desire to reduce the environmental footprint of ceramic tile manufacturing and the entrepreneurial spirit of manufacturers who are aggressive in adopting the latest state-of-the-art technologies to differentiate themselves.'

Long-time Dongguan, China-based Cretaprint user Marco Polo, a large-scale manufacturer and distributor of architectural ceramics for the home, acquired an EFI Cretaprint Shield system and two EFI Cretaprint P4 printers to enable full digital production at its Jiangxi Wonderful subsidiary.

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

## Pantone Partnership To Enable Easy Colour Capture



Pantone's colour libraries are used by more

than 10 million design, creative and production professionals globally. A partnership between Pantone and colour technology company Palette makes thousands of these unique colours more accessible and provides a progressive and sustainable digital choice for consumers, as a digital companion to the known and loved Pantone Fashion, Home + Interiors Color Guide.

Consumers and professionals alike can now have the universal language of colour right at their fingertips. The partnership between Palette and Pantone has made the full library of 2625 Pantone Fashion, Home + Interiors hues available to Palette users around the world under a licensing arrangement. Palette's range of colour capture devices will now be able to digitally match physical colours to the Pantone Fashion, Home + Interiors library with the click of a button.

'The opportunity to help disseminate Pantone colours digitally and enable easy colour capture with Palette technology is about democratising colour. We're helping put it in the hands of those 10 million people who rely on Pantone colour libraries day in and day out,' said Palette CEO, Djordje Dikic.

Changing the way designers and creatives around the globe interact with colour, the partnership enables colour capture and comparison to Pantone digital identities with Palette's world-first colour-capture devices, Pico and Cube. There are currently more than 50,000 Palette colour-capture devices in use across 66 countries worldwide, by designers, manufacturers, painters and a range of other professionals. Using one of Palette's colour capture devices, users will be able to scan any surface and find the closest Pantone FHI colour by leveraging the Pantone API, which supports real-time, always up-to-date Pantone colour searching capabilities. This newfound capability to digitally-search and apply Pantone colour unlocks unprecedented convenience and value, and gives creatives and consumers a more sustainable choice in providing a digital complement to the traditional hard-copy colour guides offered by Pantone.

Pantone Vice President and General Manager Adrián Fernández said they welcomed the partnership with Palette and are excited to be able to offer access of the Pantone API to the Palette app and its many users around the world.

'Pantone is delighted to expand our existing relationship with Palette in supporting design professionals with quick and easy access to the Pantone Fashion Home + Interiors Colors from our Pantone API. The cooperation will dramatically improve the user experience of searching and selecting a Pantone colour identity based on the Pico or Cube colour capture devices.'

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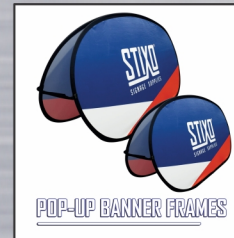
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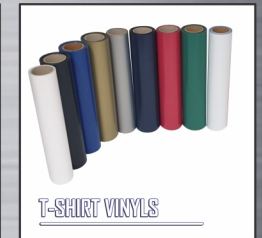
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# AMROD EXPANDS WITH LATEST TECHNOLOGY FROM MIDCOMP



BY MIDCOMP

**Amrod has invested in two HP S1000 printers as well as a Zünd G3 XL-3200 from Midcomp. The new technology will greatly enhance both general output, as well as Amrod's new display division, which launched on 20 August.**

Orlando de Abreu, owner of Tali Digital Print Display Solutions, is a long-term HP Latex user and had invested in his first Zünd G3 cutter about seven years ago, so he was familiar with the technology. Tali Digital's manufacturing plant was acquired by Amrod on 1 May 2020. This has allowed Amrod to move into the display market. 'We are highly polished and we have tried to be as efficient as possible in bringing this exciting offering to the market,' said de Abreu, who has now taken up a new role within the Amrod team - an incredible team that forms the core of the world class corporate gifting and branding supplier to the industry. View their new display division [here](#).

De Abreu explained why he chose the HP S1000. 'We looked at a multitude of solutions and felt that the S1000 was one of the few machines that worked exceptionally well at handling both the direct and paper transfer method with zero compromise. They are good, stable machines. I have a long history of using HP Latex technology, so I know the technology quite well. The machines offer colour consistency, which is always very important, especially in sublimation.'

The portfolio of HP Stitch S Series printers couple HP Thermal Inkjet technology with industry-standard dyes for superior colour durability. The first-ever built-in spectrophotometer enables Stitch's fast and exact colour-matching. Users can impress clients with the most vivid colours and deep blacks, thanks to HP's native 1200dpi printhead resolution. The printers also automatically detect and compensate nozzles out, so users are always ready to print and deliver the highest and most reliable image quality.

Regarding the Zünd cutter, de Abreu explained why he was happy to pay a premium price for this machine. 'The Zünd is one of the best balanced machines for what we needed, is extremely good at jobbing, and because of the market we are in, versatility is key. The Zünd was exceptionally good at pulling this off. Because we have a long-standing relationship with Zünd and Midcomp, I was

very comfortable purchasing another Zünd. When you look at the yield and the benefits of the machine over time, you understand why you pay what you do. It's an extremely well thought out machine.'

The G3 cutter is a precision machine. From innovative drive system to blade, all components are perfectly coordinated. Users can produce jobs at the highest quality level, economically and efficiently. The Over Cutter Camera is an intelligent optical system for fully automated digital capture of register marks. The camera is mounted above the centre of the cutter, either on a support



**Orlando de Abreu, Amrod, with the HP S1000's.**



frame or the ceiling. It captures all register marks within the working area of the cutting system in a single image, automatically and in a matter of seconds.

De Abreu commented on his relationship with Midcomp: 'A supplier is your partner in business, and it is incredibly important to choose the right partner. You need to ensure there is a beneficial relationship. Amrod has big plans on the horizon, and it was important for us to choose a partner that we know is stable, is able to give us the right service and have the right backing, and we felt that Midcomp and HP definitely ticked those boxes.'

Rob Makinson, Group CEO of Midcomp, said, 'Tali has been a faithful customer, having invested in Latex technology during its early days. De Abreu always makes decisions that are right for the business. The homework he did for this acquisition was amazing, such as trips to the Zünd factory in Switzerland, and HP factory in Barcelona. He spoke to all the necessary players and people.'



Orlando de Abreu, Amrod, with the Zünd G3 XL-3200.

He is a very technical person and we always have an engaging discussion with him about the technology and details of machines. We enjoy that kind of relationship with a customer.'

Amrod opted to sign up for Midcomp's Pay Per Use system. Midcomp was the first HP reseller in the world to implement the programme, a comprehensive and customised programme that ensures that users pay a fixed 'per square metre' charge for the square metres they print.

'A PPU model gives you peace of mind because you have a fixed cost and you know what you're in for,' said de Abreu. 'You know the machines' Delta E and Lab values are always going to be within specification, and it's a fixed variable moving forward. It made sense.'

Makinson said that introducing the PPU programme was never about maximising profitability. 'It was about allowing customers to focus on what they should be: sales and print, and not getting pulled down on fighting with suppliers on the cost of spare parts, labour and other charges. All of the emotion that was involved in those discussions has been eliminated with customers who have adopted the programme. And if it doesn't work out, a customer can opt out of the contract.'

'With Amrod investing in a new technology, it is a safe option. There are no surprises - they know exactly what the costs are per square metre, and they can cost their jobs to their customers with the knowledge that they not going to accidentally underquote on a job. Out of the 70 customers we have on our programme, only two have come off for whatever reason. By and large it is a good working system.'

Amrod is a trade only supplier and the new display offering will only be on offer to Amrod resellers. To see the full Amrod and Midcomp interview, click [here](#).



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# UNDERSTANDING THE IMPORTANCE

## OF WORKFLOW IN PRINTING

BY PAT MCGREW FOR DRUPA



Image credit: Messe Dusseldorf/C.Tillmann

**Workflow should be the infrastructure that allows you to do the most work at the least cost, but over time the solutions put in place to meet a specific set of needs, job types and clients begins to wear and rub.**

Well-meaning team members add additional steps, circumvent steps, create spreadsheets to track things that the workflow software isn't tracking, and before you realise what has happened, your workflow is a series of disconnect steps that is undocumented and inefficient.

The most expensive things you do in your printing plant every day involve talking to clients and physically touching their work. You talk to clients to better understand the work they want you to do, and you touch the work, in prepress or at other points in the process, to ensure that the client's intent is rendered on to the substrate.

But every conversation and every touch has a financial impact. While you rely on workflow tools to aid the process, in most companies there are also spreadsheets, whiteboards and sticky notes used to gather and communicate information about the jobs-in-progress. It's only natural. However, the more you talk and touch, the less money you make on the job.

How can you tell if your work is no longer flowing, but moving through a series of hoops and hurdles? Start by taking a quick look at what you have, and then begin looking at the emerging solutions that can help you become more efficient.

### Assessing where you are to plan for the future

Workflow has never been the big talk track in printing. Some look at workflow software as a necessary evil. The complaints range from difficulties in installation and set-up to complicated user interfaces that take too much time to understand. The complaints have some basis in the reality of dealing with software that was often created to meet the needs of a specific print shop configuration before being marketed to the print industry at large.

Then add the changes in print production over the last decade, and the odds

that the workflow installed is perfectly suited to the work being done today are not good.

**Some of the common symptoms of a workflow that is out of sync with the current print work mix are:**

1. Trouble getting a larger number of short run/small batch jobs onboarded, into production, and out the door so they can be invoiced.
2. A growing number of overtime shifts impacting job profit margins.
3. Automation solutions that require manual touchpoints – islands of automation.
4. Installed software that no one is using.
5. Multiple processes for the same function – sometimes the result of mergers and acquisitions.

Any of these conditions will cost you time and money, but as they add up, they can seriously impact your ability to run profitably. Sadly, these situations do not fix themselves over time, and trying to add more software on top of a challenged workflow often only adds more cost without repairing the underlying problems.

Before you write that cheque for a new workflow solution, do a self-assessment that starts with a walk through your workflow. This is a best practice recommended by most workflow experts as the starting point for the move to operational excellence. Begin your workflow walk with a whiteboard. Identify the types of work you do at the highest level. List your equipment and your software. If you have asset lists, start with them – but be prepared to edit. The next stop is the point where you begin to work with a print job.

Some organisations have embraced web-to-print solutions, bought or built, while others still work by taking orders over the phone or exclusively through a salesperson or print broker. You may have all these onboarding points. You

may discover that you have several web-to-print solutions as well as different onboarding methods depending on the salesperson or broker you work with. Make some notes on the ways work comes to you because this is the area cited in industry surveys as being the most disruptive. This is especially true for companies who have transitioned with their customers from long runs of static work that was on the same cadence year in and year out to shorter runs with more variations.

Once you look at how jobs come on board into the print shop, walk with the different types of jobs through the shop. Listen for how many phone calls back to customers are needed to confirm specifications, decide on substrates and adjust expectations on delivery.

As the jobs move into prepress and pre-flight, how many jobs are rejected for missing elements? Is everyone using the installed workflow solutions, or are private spreadsheets and notebooks the true measure of job progress? Review the job scheduling and watch for the number of reworks. Is there work that has been printed that is waiting on finishing? If you have production dashboards, how close are their indicators to what you found on your walk? Record everything you see.

Now go back to your asset lists and look for the software that is installed and compare it to what is being used. Do you have unused software packages for which you still pay maintenance? Here is a place to capture some savings. Look at every software tool that is installed and identify where it is used and how it moves the workflow process forward. Once you have this refreshed view of your print production workflow, it's time to consider the trends and emerging technologies that can help you eliminate the inefficiencies and make money with your workflow.

### Build your workflow platform

From the data-centric solutions that are informed by Industry 4.0 to the platform and framework orientations of an emerging set of Software-as-a-Service (SaaS) workflow options, the opportunity to remake your production workflow is in your grasp.

Since drupa 2016, the industry has seen established workflow solutions retool to take advantage of cloud-based computing, subscription models for both delivery and payment, and compatibility with an emerging set of platforms designed to allow a workflow architect to create a bespoke flow by plugging tools into platforms and frameworks.

Platforms as a method to allow disparate software tools to work together in a workflow provide distinct advantages. Consider a platform like Enfocus Switch, with more than 70 apps available for integration into the Switch platform. From CloudPrinter to handwriting generators, PDF tools and metadata handling applications, the Switch platform allows a workflow architect to assemble tools to optimise large segments of the production workflow.

HP offers a similar approach with its PrintOS platform, introduced at drupa 2016, and continuing to expand with new solutions added to the PrintOS marketplace regularly. The defining characteristic of these platforms is that applications used well-defined application programming interfaces (APIs) to integrate into the platform, making it easier to try a tool before committing to it. Expect to see more platforms introduced by the key workflow vendors and announcements of well-recognised tools available as plug-ins to existing platforms.

Ryan McAbee, Director of Production Workflow for Keypoint Intelligence, makes this statement on platforms, 'The need for workflow platforms will only intensify as the industry converges and analogue-heavy segments like packaging undergo further digital transformation. All types of applications, regardless of the eventual printing method, require well-defined workflow steps from preflighting to colour management. As a result, print workflow platforms are well-suited to support the changing industry needs by leveraging best-in-class components that create a universal workflow for processing and routing orders intelligently in one system.'

Production printers should also take note of the emerging world of print customisation platforms that connect print buyers with print producers. Companies like Cimpress, Cloudprinter, Gelato, and InkRouter have developed



global network platforms that make it easier to access print providers with different capabilities and delivery locations that can expand the footprint of any printer, anywhere.


If you aren't quite ready for a platform, look for tools and suites that can be integrated into your current environment that can capture data on jobs at every touchpoint and relay that information to production dashboards that inform not only the production floor but management. In the modern print shop, it is essential to be able to identify every cost associated with every job to ensure that margins are met.

### Making Money with workflow

The promise of a well-designed workflow is that it includes only the needed software tools, captures and provides usable data to production and business dashboards. It can be scaled up or down over time to accommodate new product lines and new printing and finishing technologies is operational excellence. It provides the infrastructure that eliminates unnecessary costs, unnecessary touchpoints and unnecessary handling.

In the 2019 InfoTrends European Software Investment Outlook, workflow was identified as the most overlooked R26 million (1.4 million euro) cost centre. The goal should be to turn that into a profit centre by proactively managing prepress activities, how jobs are sold and files are received. Your workflow assessment should help you identify the real costs of job onboarding, which is the single biggest point of cost in the workflow process. Other surveys support the identification of job onboarding – getting the job from the point of sale to the point of print – as a key element to investigate when looking for places to streamline.

If you have multiple web-to-print and file capture portals, this is a good time to consolidate on one. It should be scalable and secure. If jobs are arriving in email or through FTP, it is difficult to automate. The best solutions make it easy for customers to upload files and provide options to automatically check the files for assets, pre-flight, and ensure that all job specifications are complete for the job. That alone can save hours of time. More sophisticated solutions might automatically route jobs based on business rules you establish, again taking the people out of that process.

Remember that any of these solutions will require a keen understanding of your work processes and time to set up and implement. Once done, however, the cost savings will follow. And that is how you make money with your workflow: you take costs out that shouldn't be there. Follow the same path as you look at Print MIS solutions, ERP solutions, approval management systems, and connectivity to the business platforms for invoicing and payment management. 



# HOW PRINT TRUMPS DIGITAL IN WINNING CUSTOMER TRUST

**We all understand that successful marketing often appeals to our emotions, but it's easy to overlook the importance of the marketing medium in triggering those feelings.**

Our emotions are intrinsically bound up with all our physical senses, which is giving rise to new schools of thought around 'sensory marketing', focused on reaching consumers through all five senses.

A consumer hears the familiar 'ding' of their phone as another marketing email arrives in their inbox, shortly before it's moved to the virtual rubbish bin without being read. Just like that, a brand has failed to gain their customer's interest. In fact, according to [MailChimp](#), the average email open rate is only 21.33%. Brands need to actively engage their customers to drive purchase, but digital alone isn't cutting it any more. Customers are quite simply overwhelmed by the digital 'noise'.

Instead, imagine this alternative scenario: the customer opens their post to find a high-quality printed direct mail (DM) piece that catches their eye instantly. The physical medium in their hands means they're naturally engaged with its content. They can't just delete the message with a click. If the message is well targeted, there's a high chance they'll be interested to know more about the company, product or service.

Olaf Hartmann, Managing Director of Multisense Institute for Sensory Marketing and keynote speaker at Canon's Future Promotion Forum, highlighted the importance of the 'power of touch' in boosting customer engagement. How? Because print is real. It's physical and tangible. The tactile nature of print stimulates the brain, sparking emotions. Not only can we see and feel its quality, but it acts as a visual representation of a brand and its values in a way that an email simply can't.

The Multisense Institute for Sensory Marketing defines five stages in marketing using the 'ARIVA' model. The five dimensions of sensory optimisation are Attention, Recall, Integrity, Value and Action, and these can be effectively applied to maximise the impact of a direct mail campaign.

Firstly, a brand needs to consider what is going to make customers engage with its printed collateral. Does it stand out from the rest of their post and other marketing? Does it have a look and feel that characterises the brand? Does it use a strong and identifiable colour palette or perhaps a unique material? Maybe the prospect has to interact with it somehow to uncover another message? For a printed direct mail piece to be effective, it needs to first catch the customer's attention.

Consider the paper used and how that might be interpreted by the customer or add to their experience with the brand. To make print more noticeable, move

away from a standard format and see it as an opportunity to reflect the brand. This can be as simple as choosing a heavier paper and higher quality envelope to convey luxury and durability. Unlike when viewing something on screen, touch enhances value perception.

Having grabbed the customer's attention, the printed direct mail piece needs to be effective so that the recipient remembers it. Think about how to engage customers for longer, perhaps through a unique 'opening' experience, or with an enclosure that is likely to be retained. For example, a strongly branded voucher inside a gatefold DM is likely to be pinned to a noticeboard and used at a later date. After all, interaction boosts recall.

Next, is integrity. Brands want consumers to connect with them and understand their values. Homeless charity Aktion Deutschland's campaign is a prime example of how this can be achieved. The charity sent out a direct mailer printed on coarse paper, to represent people who are sleeping rough. The harsh feeling of the paper sparked a sensory and emotional reaction, boosting donations by over 20% (source: Wang, C., Zhu, R., & Handy, T. C. (2016)).

Then we come to how a brand can add value to its customers through its products or services. This is where the content of the direct mail comes in. It's important to be clear on the benefits to the customer, what is motivating them to engage further and take action. Whether the action is making an actual purchase or simply accessing further valuable content online, this is a prime opportunity to use cross-channel communications to enhance the overall brand experience.

Think about the action you want the customer to take and make it clear. Beauty brand Dove, for example, did this effectively by adding an extra layer to its campaign in the form of a 'scratch to see what's underneath' instruction. Clear and concise, it prompted the consumer to extend their interaction with the brand message. The longer the consumer is engaged, the more likely it is to spark an emotional reaction and drive them to purchase.

These five stages can all be achieved effectively with targeted direct mail. From there, brands can create bridges from their print marketing to their digital platforms for a seamless multi-channel experience.

It's inevitable that brands are focused on the marketing channels that centre around sales conversions, but winning customers' trust is the first step to building a long lasting relationship. And this is where print trumps digital.

In the current climate, emotional resonance has become more important than ever. Whether you're a brand looking to enhance your marketing mix to create a two-way and more engaging relationship with your customers or a print service provider looking to find creative ways to use print with digital, now is the time to leverage print's power of touch and appeal to your customers' senses. 📖

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# SPOTLIGHT

## ON 3D PRINTING DURING COVID-19



Image: HP.

**3D printing is classified as a critical service as it can be used to manufacture health-related products, supplies, devices and equipment. We are seeing the importance of this technology, especially during the Coronavirus outbreak, with 3D hobbyists and larger manufacturers printing face masks, face shields, mask adjusters, nasal swabs, hands-free door openers, respirator parts and more.**

Even schools came on board. As part of a national Curro initiative, Curro schools supported various hospitals, doctors, clinics, the SAPS, ER24 and other frontline health workers. With the help of teaching staff and by using the school's 3D printers and laser cutters, they produced, and supplied, frontline workers with 3D printed face masks and protective face shields. These printers were used to print the head band and shield components for the shields.

### David Bullock MD, Rapid 3D/Akhani 3D

The Covid-19 pandemic has definitely highlighted the strengths of additive manufacturing, most notably the flexibility and speed of response possible. This has been used very effectively to address demand for many components required in the fight against the coronavirus.

**Have any of your clients been producing Covid products, and if so, what kind of products?**

We have several customers involved in ventilator projects as well as a couple who have developed masks. Additive Manufacturing (AM)/3D Printing is typically being used to prototype and also to bridge the gap while moulds are being manufactured.

**How is the speed of 3D printing compared to other methods?**

This is a generalised question, I will answer by way of an example. A face shield head band takes anywhere from 2 hours to 30min to print depending on the 3D

printing technology used and the design of the head band. Injection moulding can produce the same part in approximately six seconds and potentially faster depending on tooling. Bear in mind that only the headband of the face shield is printed, the clear visor needs to be cut and also an elastic element is typically required for adjustment.

**What benefits does 3D printing have?**

Generally speaking, Additive Manufacturing/3D printing in the case of face shields is really good at bridging the gap between concept and mass moulding, providing supply of product during the time that it takes to manufacture mould tooling. This is not the case for every product and there are many examples where Additive Manufacturing is used for serial production due to the demands of the product and application.

**For print/signage shops thinking of adding 3D printing to their offerings, what considerations should they take into account?**

Successful application of AM requires a good understanding of applications where the technology can be applied. A good use/business case is critical, and knowledge of the technology is key in finding success.



Akhani 3D.

There is a lot of focus on Covid-19 personal protective equipment (PPE), however there are many other areas that are equally important where AM is playing a crucial role. This includes customers that make pressure reducing valves used extensively in water reticulation.

Image source: Isinnova.



EOS, one of Rapid 3D's partners, is making a difference worldwide with its versatile online platform and LinkedIn group (#3DAgainstCorona network) to fight the further spread of the virus. EOS leveraged its global network of suppliers, partners, customers and the broader EOS community for their open platform initiative, which features relevant data, impactful projects, and offers valuable files free to download and ready to print.

All of these are designed to support pandemic-fighting and life-saving approaches. The 3DAgainstCorona site will be updated on a regular basis. The site provides users with all the necessary inspiration they need to tap into the full potential of 3D printing technology in these challenging times. Files include emergency mask for hospital ventilators, face shields, door handle openers and more. In order to ensure that everything EOS shares on the landing page is safe and a valuable contribution, their global expert team screens every contribution first to ensure that it meets the high medical standards needed in a pandemic.

#### HP and Mentis 3D

In South Africa, HP has been collaborating with partner Mentis 3D to increase production of 3D designs to meet the most urgent needs. Mentis 3D's full range of HP MJF machines are being used to produce high volumes of medical materials that are needed.

Mentis 3D are producing three types of face shields, goggles, cloth face mask clips and a large variety of Venturi valves with different specifications for respirators. Additionally, they produced a large number of adapters that were used to convert scuba masks into masks with filters in them. The company is finalising their face shield design with interchangeable filters - the face mask is reusable and the person only needs to put a new filter in each day.

**Andrew Mentis, CEO of Mentis 3D**

**Both globally and locally, 3D printing has had a lot of media coverage during the pandemic. Why do you think that is?**

In our view, the increased media coverage is due to how quickly the 3D printing industry has mobilised to provide solutions for healthcare provider

requirements. The technology has enabled engineers to do rapid prototyping and with the same machines, switch over to production. Proprietary designs for a variety of parts are being freely shared and the 3D printing community have joined forces via social media groups and initiatives to share information and resources.

#### What is the speed of 3D printing in terms of components?

Our 3D printing technology enables high-speed manufacturing with minimal human involvement and speeds up to 5085cm<sup>3</sup>/hr. With our current capacity, we can print 3.5 full builds (380 x 285 x 380mm) per day, every day. We only print certain components of face shields.

The main body is 3D printed and a woven elastic band is used in conjunction with a clear sheet of PETG to complete a full assembly. Depending on design, we can do anywhere between 300 and 2700 shields per day. During the level 5 lockdown period, we printed 18,600 components overall. This included all kinds of urgent medical devices, with ambulances picking up parts every day from our office. Of these parts, approximately 600 were face shields.

#### What benefits does 3D printing offer?

- It enables nearly any part to be manufactured either in its current form and being redesigned to improve the part, on-demand, quickly, locally and affordably.
- Following the completion of a design, parts can be printed within a matter of hours and be available for dispatch. No moulds or special tools are required, only the printer and post-processing equipment.
- Customisation is enabled. Since no moulds are required, there is no difference between making 1 part, or 10,000 parts. This removes the upfront cost of making unique parts, and so, enables custom parts without price barriers.
- 3D printing enables parts to be made with complex internal structures that cannot be made through injection moulding or machining. The advantages of these complex internal structures include weight-saving, through lattices, or for parts that were previously made as assemblies to be made as a single coherent unit from the start, not multiple parts.



HP 3D printers in Mentis 3D's Johannesburg facility.



3D printed nasopharyngeal swab. Image: HP.



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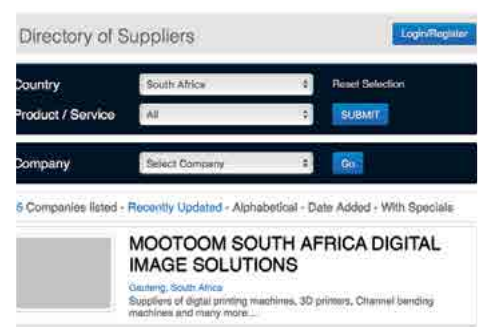
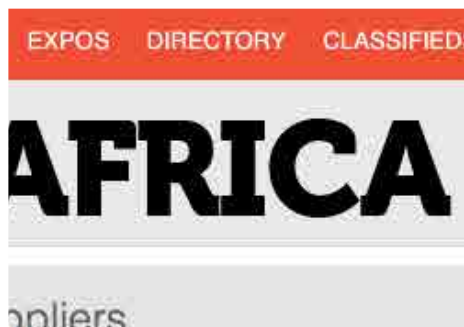
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# CHOOSE YOUR GRAPHICS CAREFULLY

## FOR THE BIGGEST IMPACT

BY SHAUN HOLDOM, GLOBAL PRODUCT MANAGER, DRYTAC



**Retailers and other public-facing companies need to grab their customers' attention – and not just once, but time and time again to retain an ongoing and loyal relationship. Installing temporary graphics is an effective and affordable way to regularly refresh a brand and promote up-to-the-minute messages.**

Social distancing has become standard practice across the world in recent months. As businesses and public spaces reopen or prepare for a swell in customer numbers, it's essential to provide guidance in the form of graphics. Whether they are floor graphics designating how far people should stand apart, or wall or window decals informing shoppers of a new queuing system, printed displays are a reliable form of direction.

Temporary graphics offer almost unlimited creative potential. It's possible to wrap whole buildings, inside and out, with colourful designs and branded messages, including walls, windows, doors, ceilings, elevators, stairs, floors, shelf edges, counters – you can advertise in 360°. However, with so many options to choose from, it's possible to overwhelm customers.

Instead, choose your graphics carefully for the biggest impact. Focus on one or two parts of your space – for instance the windows or the walls – and refresh them regularly to engage with your market more effectively, and more long-term, than a flood of permanent graphics. Short-term graphics need to be applied quickly and, just as importantly, replaced quickly too. Many short-term graphic solutions can be applied by hand with no specialist equipment, and no need to hire a professional installer, and can be removed cleanly without leaving adhesive residue. These products can also be layered over existing graphics, speeding up installation further.

Graphics media also need to withstand the duration of the promotion without fading, ripping or curling at the edges. In short, they shouldn't attract attention for the wrong reasons. To meet these requirements, it's important to use the

right graphics media for each job. Using a product just because it sticks to brick or glass can result in problems down the line.

There are a lot of self-adhesive films and mounting adhesives on the market that have been designed for specific applications, such as window graphics. They will have been developed as an ideal blank canvas for vibrant prints, to be easy to install, to offer durability against everyday wear and tear, and to be simple and clean to remove without residue.

There are also graphics that are suitable for hospitals, schools, restaurants and retail environments where hygiene is crucial. They contain antimicrobial additives to protect graphics and surfaces against bacteria and fungus. These growth inhibitors are added to the film during the manufacturing process to ensure even distribution and durability throughout the life of the graphic, even after repeated cleaning.

Many graphics products are designed for multiple applications, but check their suitability for your specific project before use, to ensure compatibility with the surface, environment temperature, cleaning products and, importantly, required levels of safety. On flooring, only specialist floor graphics media should be used as these products have been rated for slip hazards, for example. In any public space, it's essential to use media that has a fire rating too. There may also be environmental guidelines to follow, so check how used graphics media can be recycled. ♻️

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# THE IMPORTANCE OF SUSTAINABILITY

BY SENSIENT INKS

# IN THE TEXTILE INDUSTRY

**In this Q&A discussion, Simon Daplyn – Marketing Manager at Sensient Imaging Technologies – is joined by Felipe Simeoni, Marketing Manager at Global Química and Moda to discuss the challenges, and opportunities, facing the textile industry in the shift towards more sustainable ways of working.**

Expected to reach an estimated worth of \$1,350.2 billion by 2027, the global textile market is showing no signs of slowing down. But the demand for high-volume, fast-production, low-cost textiles has come at a cost, and years of unsustainable practices have taken their toll on the earth's delicate ecosystem. Responsible for the emissions of approximately 1.2 billion tonnes of CO2 equivalent and using around 79 billion cubic metres of water per year, textile manufacturers are looking at ways to clean up their act and reduce the impact of their operations on the environment.

Today's consumers are more aware than ever of the realities of 'fast fashion' and the less environmentally friendly processes and materials that are used to lower production costs. As a result, consumers are starting to turn their back on fast fashion in favour of products that are longer-lasting and more sustainable.

## 1. How important is sustainability in the textile industry today?

Daplyn: Sustainable processes are now much more than a 'nice to have'. They should be an integral part of any business's operations, regardless of industry or sector. Consumers are more concerned than ever about the origin of products and when it comes to textiles, they are looking to make more eco-friendly choices that are environmentally friendly from fibre to fashion.

Simeoni: The era of 'consuming less to consume better' has arrived, along with a demand for higher-value, customised products as opposed to 'fast fashion'. At GQM, we've seen a growing demand for digital printing as manufacturers recognise the opportunity to use fewer resources and the quick production of a few pieces, minimising large quantities of waste and allowing them to print according to demand.

## 2. What other benefits can a sustainable printing process deliver?

Simeoni: Focusing on sustainability can do more than just reducing our impact on the environment and improving corporate social responsibility credentials. Ultimately, we expect more eco-friendly ways of working to help reduce both the quantity of resources used and overall costs. New technologies are emerging to support the re-use of water in the manufacturing process, reduction of pollution

and early production scheduling to reduce waste from failures and the need for excess stock.

Daplyn: Advances in digital printing technology are supporting improvements in sustainability across the textile industry. As a more environmentally friendly printing process that doesn't compromise cost or performance, switching from analogue to digital can help to decrease energy use, CO2 emissions, waste materials and time. In turn, this can result in a reduction of up to 97% water and a saving of up to 50% energy.

## 3. Is there a growing interest in sustainable inks?

Simeoni: We are witnessing a growing interest in sustainable inks and a clearer understanding, amongst our customers, of the value that this type of input adds to the final product. The sustainable printing process ensures compliance with legislation and environmental standards, giving businesses the 'seal of approval' that is becoming more and more important to the end consumer.

Daplyn: Digital inks allow manufacturers to achieve significant reductions in water usage compared to conventional textile manufacturing and, by enabling manufacturers to print directly on polyester, they also remove the waste from transfer paper and residual ink.

## 4. What is the future of the textile industry?

Simeoni: We expect sustainability to become more important as time goes on. 'Fast fashion' will need to adapt to this movement, as consumers start to favour clothes that are higher quality, rather than those that are throwaway and can be quickly replaced. We also anticipate that technology which allows products to be personalised at the time of purchase will become increasingly common.

Daplyn: The textile printing industry will need to continue to evolve its ways of working to meet growing consumer demand. Many printing technologies require the fabric to be pre-treated with chemicals, with the printed design then fixed to the fabric in a steaming process. This may result in increased consumption of both energy and CO2. In the same way, post-process washing cycles are often applied to remove chemicals and any unfixed colour from the textile, and this requires energy, time and further costs – as well as creating a large quantity of wastewater. We expect a focus on reducing the waste produced by these post and pre-treatment processes to be paramount in coming years.

## Creating textiles of the future

As the textile industry shifts to reflect increasing demand for sustainable, safe products, textile manufacturers globally will need to start a discussion around the implementation of greener printing processes. Processes will also need to be overhauled to fit in with high consumer expectations. 🔗

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# SHOW SINCERE INTEREST

## IN EVERY CUSTOMER DURING A CRISIS

**Many people respond to a crisis by being overwhelmed by stress, which turns to fear. It is easy to be afraid when you're in this situation, but if you remain brave, everyone around you will be too, and together you will be able to turn anything around.**

Life in the dynamic and unpredictable business world means that sometimes things will not go according to plan. When a business, country or world is in crisis, it is easy to become trapped beneath a mountain of problems but, in order to succeed, individuals must be motivated and be able to sustain performance.

Whatever you choose to focus on as your life's work has to be a lifetime commitment. It takes work and a relentless attitude. During a crisis, it is essential for everyone to show sincere interest in every single customer as an individual, to thank them for any purchases and invite him or her to return.

Customer service is treating customers like houseguests or good friends. Make sure things are right and they will remember, tell their friends about your company and more specifically, about you. Realise that money is the by-product of a relentless commitment to awesome customer service.

### What is a relentless commitment?

1. It's staying positive. A lot of people believe that the true grit of a person is tested during times of crisis, whether it be personal crisis or a crisis in the economy. Performance under stress can show how quick-witted or level headed a person is, or on the contrary, it can show where their weaknesses lie. It's important that you always keep your wits about you and stay cool in difficult situations. 'It is not the critic who counts. The credit belongs to the man who is actually in the arena.' – Theodore Roosevelt.
2. It's facing difficulties. To reach for success and to overcome hardships or failures, we have to strive for the best we can be in every aspect of our



BY JOHN TSCHOHL, SERVICE QUALITY INSTITUTE

lives, including how we feel about ourselves, and how we treat others. If we are willing to try, to get back up after falling and we take advantage of opportunities, those bad moments can be nothing but a footnote in our success story.

3. Its focusing on the lost art of customer service. The truth is, we all have a small window to make a great impression. The first impression you give your customers might be your only impression, so make it count. Take the 30 second customer interactions and turn them into something that was worth your time and theirs. Customers are walking into your business willingly – it's your job to make sure they want to come back even during the tough times.
4. It's not being consumed by difficult times. You may not be able to quickly rebound from a global crisis, but don't let it consume you. From rejection to workplace screw-ups, everyone has experienced that all-too-familiar gut-wrenching numbness. The great paradox is that the people who enjoy the most successes often endure the greatest hardships.
5. It's not stopping. Don't let anything stop you – there is always something you can do. William Wrigley Jr. was a soap and baking powder salesman in the 1890's and he always offered free gum to all of his clients. With his career as a salesman taking a turn for the worst, he noticed one thing that forever changed his life: people loved the gum he gave away more than the products he was actually selling. It was that one creative insight that got him through that difficult time and made him a monumental success with sales of his Wrigley's Gum. But it takes hard work; sitting still is easy. Make sure you look at all aspects of your life and make some changes.
6. When you can improve your ability to navigate the difficult times, you not only live a happier life, but you also grow as a person. And always keep in mind that the name of the game during any crisis during good times and bad times is always: awesome customer service.

**John Tschohl is a professional speaker, trainer, and consultant. He is the President and founder of Service Quality Institute with operations in over 40 countries. He is considered to be one of the foremost authorities on service strategy, success, empowerment and customer service.**

**John Tschohl**  
[www.johntschohl.com](http://www.johntschohl.com)



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**TOPIC**

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# HOW BIG

## IS TEXTILE PRINTING'S ENVIRONMENTAL IMPACT?

BY LAUREL BRUNNER, VERDIGRIS PROJECT

**Clothing will become an increasingly important concern as digital printing technologies start nibbling away at the traditional textile printing space.**

With apologies to Jane Austen, it's a fact universally acknowledged that a single individual in possession of a well padded credit card must be in want of stuff. Especially now in the crippling times of Covid-19 that stuff is often printed books and magazines, and this is a very good thing. As well as entertaining us, printed media are environmentally sustainable because they can be recycled into new raw materials. Books, magazines and other forms of print can also be produced on-demand, avoiding waste in the first place.

But when that stuff is clothing, the story is not quite so simple, or so positive when it comes to environmental aspects and impacts. Fans of on-demand fashion believe that on-demand clothing printed and produced in line with the buyer's preferences is more sustainable. However, whether it is or it isn't, it still encourages people to buy more clothing than they really need. This is the problem because the recyclability of textiles is relatively underdeveloped, compared to that of printed matter.

The textile industry's production processes cause all manner of negative environmental impacts, from turning raw materials into fabric and printing them, through to processing all those second hand clothes via global charities and other channels. The root cause of the problem is one of excess, which caters to appetites for new stuff, especially new clothes and especially in developed economies. It's very much a first world problem, but this particular problem has a profound and complex impact elsewhere in the world, especially on less advanced economies. For instance, exporting second hand clothing to other countries involves lots of emissions associated with transport. And it can undermine the development of domestic clothing industries.

These are just a couple of the considerations to wrestle with. But the more serious problem is the inherent conflict between developing commercially viable fashion and clothing industries, and the need to encourage restraint within target markets so that we produce less waste and fewer emissions. The fashion industry is not the only villain in this scenario. And recently we have seen signs of change in the traditional habits of high end fashion.

Gucci for instance is scrapping the rota of traditional runway shows in favour of two annual events. They are probably doing this for economic reasons, but at least they recognise that things can change. The very idea of seasonal clothing, which encourages the idea that clothes should be discarded because they are no longer in fashion, has become dissonant.

Clothing's lifespan should not be determined by its look and design. The rise in online clothing exchanges is similarly encouraging, but within the graphics industry we need to be thinking very carefully about business models using digital printing to supplant the traditional textile industry. Getting people to change their behaviour won't be easy: it takes awareness and sustainable expectations and that takes time. We have a unique opportunity to jumpstart the model into something less shortsighted and more sustainable.

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](http://www.agfa.com)), Digital Dots ([www.digitaldots.org](http://www.digitaldots.org)), EFI ([www.efi.com](http://www.efi.com)), FESPA ([www.fespa.com](http://www.fespa.com)), Fujifilm ([www.fujifilm.com/sustainability/](http://www.fujifilm.com/sustainability/)), HP ([www.hp.com](http://www.hp.com)), Kodak ([www.kodak.com/go/sustainability](http://www.kodak.com/go/sustainability)), Practical Publishing ([www.practicalpublishing.co.za](http://www.practicalpublishing.co.za)), Ricoh ([www.ricoh.com](http://www.ricoh.com)), Unity Publishing (<http://unity-publishing.co.uk>) and Xeikon ([www.xeikon.com](http://www.xeikon.com)).

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# VALUE IS KEY

## TO WINNING CUSTOMERS

BY VAUGHAN PATTERSON, RICOH SA.



**You have to focus on adding value to customers' businesses right now. Nobody has money to spare in this fragmented lockdown that's been thrust upon us, but everyone is looking for the same thing. On Maslow's hierarchy, most businesses are in survival mode and they're willing to spend on solutions that will keep them alive and maybe even help them thrive as lockdown eases further.**

A lot of printers are going into price wars as lockdown gradually withdraws and they begin operating again, but a price war is the last thing they or anyone else needs and, if they get into one, they won't survive.

The problem for many printers is that they've always focused on providing low cost per page products to their customers. That kind of business is becoming exponentially harder to find. The competition is much tougher, so you have to be able to offer more. Something as simple as sending customers an SMS when their job is complete and storing the job so they can return easily and run the same job again can create traction. It can add value because it makes the customer's life a little easier. But it's not going to be the endgame in these unreasonably difficult times. Not even close. People need a lot more value to justify their constrained budgets.

There's not a person who doesn't want more value for their business right now. Here's an example. I was chatting in a cycling group on Zoom the other night. It was at the time when everyone was getting over the novelty of Zoom calls and they were becoming a bit invasive to people's daily schedules. We were discussing how intrusive it can be and that it didn't add much value beyond being able to see another person's kids in the background. I happened to mention an alternative solution that we have and how beneficial it can be.

One of the guys who was on the call sells medical equipment. He private messaged me and asked me to chat to him about a solution because, and I quote, 'The way we do things will never be the same again and we need to explore anything that can give us a benefit.'

Everyone understands and accepts that we need to change the way to do business; it's not just the printers, it's their customers, too. Many people have wondered during lockdown, 'Do I need print?' In some cases the answer is, 'more than ever.'

Think about the way we shop. My local Pick n Pay takes orders via WhatsApp

and they message you when your goods are ready for collection. They meet you in the parking lot with a card machine. Or you can go on the website and get deliveries. That's already changing the way we package goods and print that packaging. Goods are currently packaged to stand out on shelves. You'll still need that under 'the new normal' but likely a lot less than in the past. People who buy online or via click and collect interact with products in very different ways from people who shop in store.

It requires a different level of interaction. Packaging could become more tactile, for example, or it could offer subtler messaging more resonant with people when they are already in their homes, packing goods into cupboards, fridges and freezers. Or it could be via the local newspaper. Those papers are full of flyers that could once more become an important link in the customer's journey. You could offer them coupons in those papers to buy your products instead of a competitor's. Or you could do that via the product packaging itself. It will most likely bump up the relevance of product packaging in new ways as well as the relevance of the local paper.

Another example of how printers can help customers differently. We're busy with a project in Europe helping a retailer create custom point of sale (POS) material on a production device that outputs high quality materials. They have depots with trucks that leave everyday packed specifically with whatever their destination stores require. One shop may be running a loss-leader (a product sold at a loss to attract customers) on avos, for example, so when the truck with its stock leaves the depot that morning it goes carrying custom POS material advertising the fruit. In other cases their head office people may notice an overstock on bananas across the board so they'll have a special across all stores. It's all software and template driven. The retailers can drag and drop their personalised detail into the template, set their own prices, and populate the posters in predetermined ways.

It maintains the brand consistency, it provides the retailers with much more cost-effective ways to create the materials they need to help market goods in their stores, and it's all run off a centralised digital asset management system that provides additional group-wide benefits.

Banks and even insurance companies use the same tools. An insurance agent can download the up-to-date contracts from a central repository, change the agent name, address, and maybe add a logo and company name, otherwise the document remains the same as head office requires.

The end result is that customers need more value because they are also under pressure to provide more in turn. Pricing is obviously an issue for everyone in a world where lockdown makes generating revenues a moving target. But value will be the key to winning customers and staying in business. 📌

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



# USE DIFFERENT TECHNOLOGIES

## TO EXTEND PRINT SERVICE OFFERINGS

BY SARIT TICHON, SENIOR VP, WORLDWIDE SALES, SAI

**This is an unprecedented period for most businesses – especially those in an industry that can be competitive and tough-going at the best of times.**

The industry, and the world, has been in a brawl with the ongoing Covid-19 pandemic, and it will take a while before it is business as usual and things return to the way they were, not just within our industry, but across many others too.

Despite the obvious challenges print providers continue to face, by leveraging their strengths and capabilities, there may be opportunities to be seized – both currently as we continue to endure restrictions and lockdowns, as well as when we finally put the coronavirus in the rearview mirror.

Right now, it is imperative that print providers have the right mechanisms in place to maintain business and serve customers where they can. These can include online quoting and ordering systems, for example, as well as having a versatile and broad-based applications offering. Print providers should remain proactive and stay close to existing customers, even if business is currently quiet with them, while also offering a timely and responsive way of handling other customer needs.

For example, restaurants and other food outlets may have changed their offering to take-out service only, reduced their menus or altered their hours as part of that. They'll likely still need to communicate this to customers and traditional printed collateral is one way they can do so. It's also a good idea to be contacting new customers to check when their businesses will be back up and running, and if they need print collateral or graphics to promote their re-opening.

Once restrictions are eased or lifted, there will likely be an initial surge in business for at least one or two months as print providers' customers that were forced to temporarily cease business suddenly have the shackles removed.

Customers will be looking to make up for lost time, and trade, so there will be opportunities for print providers. Again, establishments within certain sectors will no doubt be eager to promote their re-openings, as soon as they get the green light. From a practical point of view, it goes without saying that print providers should ensure they have adequate consumable supplies to address the demand and meet the immediate surge in business for one or two months when things start to get back to normal.

As always, regardless of whether it is coming out of a crisis like the one we are currently fighting now, or during a more favourable business climate, it is always good to look at differentiating one's applications offering. There continue to be new innovations within this industry, and if you are a print provider, it is advisable to look at the way in which technological innovations can be used and perhaps combined in order to strengthen your hand.

The use of 3D printing within 2D printed graphic arts projects to enhance vehicle wraps and other display applications, is just one example. Taking that a step further, there are even providers who are integrating augmented reality technology as part of their offering, giving their customers a virtual representation of how printed graphics would look like in-situ in the real world. Essentially, using different technologies to extend your service offering is the way forward.

Hopefully by remaining on the front foot, staying close to customers and being responsive to their changing needs, print providers can remain optimistic and reach the light at the end of the tunnel. 🌟

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Federation of Printing, Packaging,  
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# NEWS

## Printing SA Announces Industry Updates

Printing SA has announced the latest industry developments, including the copyright bill, Protection of Personal Information (POPI) compliance and more.

### Copyright Bill

President Ramaphosa has referred the Copyright Amendment Bill and the Performers' Protection Amendment Bill back to the National Assembly, based on reservations the President has about the constitutionality of the legislation passed by parliament. Printing SA has been part of the Coalition for Effective Copyright in South Africa.

The Coalition has been campaigning for the redrafting of the Copyright Amendment Bill – which required the provisions in the bill to be re-evaluated, reconceptualised and rewritten to improve the protection of authors and publishers in the internet age. Read the [President's statement](#) on why he sent the Bill back to Parliament.

### Protection of Personal Information (POPI) Act

The POPI Act commencement date (or POPI effective date), was 1 July 2020. The Act promotes the protection of personal information processed by public and private bodies and seeks to balance the right to privacy against other rights, such as access to information.

A grace period of one year starts running from the commencement date, and businesses need to be compliant. [Read more](#)

### Submitting an Employment Equity report

In terms of section 41 (1) of the

Employment Equity Act No. 55 of 1998 (EEA), the Minister must keep a register of designated employers that have submitted employment equity reports. The Public Register referred to above is a public document in terms of section 41 (2) of the EEA. The register may be accessed at this [link](#).

### Important notices for companies that use more than 25 tons of organic solvent annually

The Minister has published a revised notice for a second round of public participation with an intention to regulate certain printing activities under Section 23 of the Air Quality Act as Controlled Emitters. The draft notice was first published in November 2016.

Printing SA members are also reminded to comment on the draft Extended Producer Responsibility (EPR) regulations which were published for comment on 26 June 2020. Read the full notice.

### Proposed regulations regarding Extended Producer Responsibility Government Gazette 43482

Printing SA has compiled comments in regards to the Consultation on the proposed regulations regarding extended producer responsibility Government Gazette 43482, Notice 719, dated 26 June 2020 that you can read [here](#). If you would like to add your own, please email Abisha Katerere at [akaterere@printingsa.org](mailto:akaterere@printingsa.org).

### Declaration of certain printing industry activities as Controlled Emitters and Establishment of Emission Standards

The Department of Environment,



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Forestry and Fisheries has released a declaration of certain printing industry activities as controlled emitters and establishment of emission standards, which you can read in full [here](#).

Publication's offices relocation has been temporarily suspended

Please be advised that the Government Printing Work's (GPW's) Publications office will no longer move to 88 Visagie Street as indicated in the previous notices.

The move has been suspended due to the fact that the new building is not ready for occupation yet. They will later on issue another notice informing you of the new date of relocation. They are doing everything possible to ensure that their service is not disrupted. As things stand, they will continue providing you with their normal service from the current location at 196 Paul Kruger Street, Masada building.

Customers who seek further information and or have any

questions or concerns are free to contact them at: (+27 12) 748 6066/+27 (0) 82 859 4910 or email Maureen Toka at [Maureen.Toka@gpw.gov.za](mailto:Maureen.Toka@gpw.gov.za). You will still be able to download gazettes free of charge from their website. To read the full release, [click here](#).

### Proposed new regulations to the National Environmental Management Waste Act

The Department of Environment, Forestry and Fisheries has proposed new regulations to the National Environmental Management: Waste Act (59/2008). To review the proposed changes, follow this [link](#) as well as this [link](#).

Members of the public are invited to submit to the Minister, within 30 days of publication of this Notice in the Gazette, written representations on or objections to the Director General, Department of Environment, Forestry and Fisheries, Anben Pillay.

<http://www.printingsa.org>

## Printing SA Partners With Agility Health

Printing SA is very pleased to announce that it has signed its first ever long-term sponsorship agreement with Agility Health for the next year.

Commenting on this, Printing SA Marketing Manager, Abisha Katerere, said, 'This is truly a milestone in the history of the federation, where we can now actually provide our members with platforms that weren't otherwise available in the past, to leverage off of our brand, in order to increase their visibility by using our channels.'

The organisation will continue to find opportunities for more of their members to enjoy the benefits of such partnerships and hope that more of their members will take them up on this offering in the near future.

For the past year, Printing SA has been working on a model to offer their members exclusive platforms for marketing and advertising opportunities.

As they rely heavily on their members' support in order to advance the sustainability of the industry, through their conferring, consulting, campaigning and training, they see these partnerships as conduits that assist them in providing the funding to meet their mandate as the industry body.

Agility Health, an associate member of Printing SA, offers the industry's most innovative and fully customisable wellbeing, financial services and rewards solution, Agility Printing, that is custom-designed to suit the unique requirements of

the printing sector. Agility Health is currently the administrator for Health Squared, which is a result of the merger between Spectramed Medical Scheme and Resolution Health Medical Scheme.

Spectramed had been a longstanding member of Printing SA, with former Printing SA CEO Steve Thobela having served as chairman of the board during his time at the federation as well as a number of Printing SA members having been members of their group scheme over the years.

The Agility Printing solution provides members with access to class-leading healthcare cover at more-than affordable premiums.

With ten tailor-made, benefit-rich options to choose from, there is cover

to suit every lifestyle and budget. Together with this, members can benefit from access to the Agility Employee Wellbeing programme as well as the free Agility Rewards programme, a 360 degree solution designed to not only meet, but exceed almost every expectation.

Printing SA CEO, Dr Abdool Majid Mahomed, concluded, 'This sponsorship has ushered in a new chapter, where strategic partnerships have changed paradigms, and collaboration is intrinsic to survival.'

For more information on sponsorship packages available please click [here](#) or contact Abisha Katerere at [akaterere@printingsa.org](mailto:akaterere@printingsa.org) and visit [www.printingsa.org](http://www.printingsa.org) to view their new website and member benefits and services.

## Printing SA Unpacks Benefits And Services To The Industry

Printing SA invited members and non-members to a free webinar, proudly sponsored by Agility Health, where they unpacked the benefits and services the association has to offer those in the printing, packaging, signage and visual communications industry.

The session was moderated by Meggan McCarthy, Editor of Sign Africa. This was an interactive session where attendees could ask questions and get advice. Attendees had an opportunity to ask the panellists questions. Those who couldn't attend can watch the full length webinar below.

Each of the panellists were asked the

following questions:

**Abisha Katerere, Printing SA Marketing Manager and B-BBEE Specialist**

**Please could you give us an overview of what Printing SA does:**

Printing SA is the only industry federation for the printing, packaging and visual communications sector, covering all aspects. Our members give us our mandate in terms of how we approach what we call conferring, consulting, campaigning and training. When we confer, we get our members together in various business forums so that we share insights as to what is happening in the industry as well as technical



insights. We invite guest speakers, whether it's regionally or nationally (this happens in all of our regions) at

least six times a year. Unfortunately with Covid-19, this has not been possible this year, so we have

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Federation of Printing, Packaging,  
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# NEWS

innovated with virtual platforms. Our consulting ranges from HR to IR to B-BBEE and a whole array of other consulting services that we offer. We also have an affiliation with other third parties. We are the only industry accredited body that offers training for our specific sector, and we are affiliated to a number of bodies.

Our CEO and other members of the organisation sit on various boards ranging from the FP&M SETA to the South African Trade Union to the South African Chamber of Commerce and Industry, of which our regional chambers are also members of their chambers of commerce and industry, amongst a whole array of others.

We are also affiliated with FESPA, an organisation that has about 36 associations like ours around the world, so we have a platform where we share insights on how industries are operating, from Brazil to Mexico to Australia to England. It is definitely a good resource that we use. We have set up a great platform on our website which is for our members where they can get exclusive information that they can use in terms of planning their business strategy going forward. The platform has research papers, marketing material, as well as a tender board where we post tenders for the industry, which means you don't need to go out and market to or subscribe to any platforms, you can get it directly from Printing SA as a member.

A big part of Printing SA is our advocacy in terms of how we engage and interact with government. At the moment, we are dealing with the Air Quality Control Act – we recently had a meeting with the Department of Environment, Forestry and Fisheries – and we are now busy with compiling feedback to the draft regulation that was gazetted, which will impact the industry quite severely in some instances. So if members or potential members

are looking at Printing SA as a body that offers guidance and lobbies on the industry's behalf in terms of reduced tariffs etc., then we are the port of call.

To become a member or let Printing SA know what you need assistance with, click here (membership fees are determined by the number of skilled and unskilled employees. Please click on the link so that Printing SA can quote you).

**Ken Leid, Printing SA Director of National Training and Development**

**What types of training does Printing SA offer, how in-depth are these sessions, and are these qualifications officially recognised by an industry body?**

**The training that we offer is broken down into three categories:**

- Introductory courses.
- Technical courses.
- Administration courses.

**Our introductory courses include:**

- FLP (currently running with 90 Learners around the country via Google Classrooms – thanks to the FP&M SETA grant funding).
- Introduction to Printing and Packaging Industry programme.
- Occupational Health and Safety programmes.
- Work life orientation programmes.
- ID2.

**Our technical courses include:**

- TT Modules.
- IMW.
- Guillotine Operator Skills programme.
- Folding Machine Operator Skills programme.
- CDP.

**Our administration courses include:**

- Team leader programme.
- BMP.
- MDP.
- Estimating for printers.
- Production planning and estimating.

- Labour law workshops.

Printing SA is an FP&M SETA accredited training provider. As such, all our courses are recognised by the FP&M SETA as either pivotal courses, like the TT modules, and skills programmes like the Guillotine and Folding Machine Operator courses, or as non-pivotal courses.

**What new training courses are Printing SA currently developing for the industry?**

We are developing 12 new trade qualifications with FP&M SETA, QCTO and NAMB. These qualifications incorporate 26 occupational qualifications, which allow for career progression from FLP to Team Leader to Artisan. All these qualifications are being registered on the NQF by SAQA and as such successful learners will obtain National Occupational Qualifications.

**From industry feedback received, we have identified 14 priority short learning programmes that will be launched early in 2021, including:**

- Colour Management eLearning.
- Sustainable Packaging.
- Graphic Design eLearning.
- Digital Cutting and Creasing.
- Die Cutting and Creasing.
- Folding and Gluing.
- Sheetfed Lithographers Assistant.
- Flexo Plate Maker.
- Flexo Plate Mounter.
- Litho Plate Maker.
- Saddle Stitching Machine Operator.
- Adhesive Binding Machine Operator.
- Printing and Packaging Factory Worker.
- Reelstand Operator.

**Danielle Arendorf, Cape Chamber Manager**

**Does Printing SA offer networking opportunities to members, and what are these?**

Yes, this ranges from the annual industry conference to various networking sessions, which are held

at least quarterly, and these are set up by our various chambers. This creates platforms for members to discuss updates within the industry as well as to give them insight into the changes and challenges faced by the industry.

Other networking opportunities also include industry functions such as our annual regional and national dinners and in addition to these, we also have regional industry golf days as well as numerous exhibitions and conferences held by Printing SA.

**Printing SA has dedicated regional chambers. How does this benefit members?**

Printing SA's work is carried out by the national directorate as well as branches which we call chambers, and the membership of Printing SA is through these local branches, which are situated in our major cities across South Africa. Those include the Western Cape, Gauteng region, Pretoria for the northern region as well as KwaZulu-Natal. Non-member companies are able to join Printing SA through the chambers nearest to their location. It is through these chambers and at chamber level that the operational assistance is given to our members. This includes regional and provincial issues that our members may be experiencing.

It is also in this way that committed assistance is offered to our members, and of course this assistance is tailored and personalised to each member's needs. Also, each chamber has a dedicated training centre where members are able to upskill their employees within their own regions in an environment that is familiar to their employees. In this way, it enables students to excel at the training, and saves our members from exorbitant travel expenses.

**Jermaine Naicker, Printing SA KZN Chamber Manager**

**How can Printing SA assist members**

### to get funding from banks and relevant bodies, and help with other financial aspects?

Printing SA has a number of members that supply the industry with access to finance. One such member is SASFIN Bank, which has over the years assisted our members with various funding options, the Department of Trade and Industry (dti) grants, incentives, foreign exchange and financial planning.

Relevant chambers also get involved with their local departments of Trade and Industry, as well as child organisations of the dti. An example would be in KZN, where the Chamber keeps close association with TIKZN, who provides us with opportunities for industry and capital funding, business coaching, business growth opportunities and additional tender information. We also continue to recruit associate members from all aspects of the spectrum, which we believe could add value to the greater membership through offering non-print or packaging related services. Another case in point is our recent partnership with Agility and Health Squared, where members can enjoy tailor-made packages specifically for the industry. We continue to lobby the dti, SEFA, SEDA and other state organs that offer various funding models in order to break the barriers to access of these resources for our industry.

### In terms of tenders and other work opportunities, do Printing SA members get notified of these, as well as other opportunities to quote on work they would otherwise not have been privy to?

Printing SA is subscribed to various tender portals on behalf of its members – actively seeking opportunities for members to find work that they fit into and can effectively execute. Some members have even expanded their operations and widened their product lines through this medium. This in turn creates a lucrative Member Benefit, both in saving costs to subscribe to tender portals and also gaining access to tenders that catapults their business.

In addition, Printing SA, being the Industry Federation, receives numerous queries from potential customers, both locally and internationally, regarding work that they require to be done for them. Ordinarily, the odds are rather slim that these potential customers would have hand picked a particular printing or packaging

firm (especially if the customer is a first time buyer). Hence, Printing SA then takes the lead by engaging with the potential customers and passing this on to the regional chambers, who then disseminate this to all their members. All members then gain an equal opportunity to put forward their pitch to the potential customer. Printing SA has received numerous distinguished comments from members for creating these opportunities for them, that they would have otherwise lost out on. This we can see is a tangible example of Printing SA bridging the gap between the customer and our members.

However, it doesn't stop there, there is a whole lot more to tap into with Printing SA. Being more than 109 years old, the federation brings along depth and serious knowledge reserves of the industry. Printing SA also continuously strives to hear our members' concerns, address those concerns with apt solutions and also remain innovative to provide creative solutions for all members.

### Elri Van Zyl, Printing SA Central Chamber Manager

### Can you give a short overview of some of the main things Printing SA has done for the industry during Covid-19?

Members were continuously kept updated with regards to the Disaster Management act, different lockdown levels, how to apply for essential services certificates and TERS legislation as amended from time to time. Printing SA submitted a proposal to the Minister of dti, Ebrahim Patel, to address that printing needs to be allowed to operate as an essential service during lockdown. A step by step guide on how to apply for TERS was put together and made available to members. When we moved from lockdown level 5 to 4 and specific requirements in terms of Covid-19 and OHS came in, a risk assessment was done for the industry to assist members to draw up a risk assessment for their own business.

Members were continuously assisted with enquiries regarding how to communicate with employees, TERS, health and safety regulations, how to deal with a positive Covid-19 case and COIDA applications if Covid-19 was contracted or possibly contracted at the workplace.

### The next issue on the table is waste management, can you please elaborate on how this affects the

### industry and what Printing SA is doing in this regard?

There is a draft regulation regarding extended producer responsibility (EPR). This includes businesses that commercially manufacture, convert, refurbish or import new and/or used products. Waste becomes pollution, and it is the responsibility of printers as part of the value chain of the environment to collect waste as printers discarded, produced and printed on paper, plastic and vinyl and would have to belong to a scheme to minimise the effects of this waste.

The scheme is for waste products from the paper and packaging sector. The intention of the EPR is to extend a producer's financial and physical responsibility for its products across its life cycle until post-consumer stage. The paper and packaging EPR sectors will need to implement EPR schemes to ensure the effective management of waste streams within the paper and packaging sector.

Printing SA is meeting on behalf of the industry, and in collaboration with Packaging SA, with the minister of Environment, Forestry and Fisheries and we are applying for an extension to the submission date in order to consult with the industry regarding this. We are inviting the industry to collaborate with us on this.

### Zayed Bagus, Printing SA Director of Member Development and Operations

### Please could you touch on the research and advocacy that Printing SA is involved in and the benefits thereof?

Printing SA commissioned its own research in 2018/2019 with the financial assistance of the FP&M Seta and conducted by BMi Research. The study was aimed at providing a view on the state of the industry and input into the industry growth strategy. It provided insights into the use of various printing processes, manufactured products, player views and opinions, as well as understanding and anticipating changes in customer behaviour in terms of buying print.

Our collaboration partner, SATU, with the Institute for Futures Research from Stellenbosch University, also conducted a research study in 2019, which aimed to explore the plausible futures of the printing industry in South Africa.

### The study had two objectives:

- To explore and understand the current and future challenges and opportunities facing the printing industry in South Africa.
- To imagine plausible futures of the South African printing industry toward 2030, with a particular focus on the roles of people.

As an industry body, we are constantly looking at local and global research studies that will enhance and grow the industry, by empowering our members in terms of future trends and opportunities. We are the official FESPA representative in Africa and share our local experiences with international industry bodies, but also have access to their research studies, papers and articles.

All research reports and pertinent industry information can be found in the member's portal of our website. Our advocacy involves lobbying government directly and through bodies such as the South African Chamber of Commerce and Industry, Business for South Africa and the Copyright Act Coalition, amongst others, to voice our industry views on various topics such as the Copyright Act, the Waste Management Act, Air Quality Act and so forth.

Through our marketing department and Commercial and Technical department, we not only advocate for the industry at a local level, but also at international forums. The industry at large benefits from our interaction with government, not only Printing SA members.

In terms of the Members Forums – what do they entail and why are they important?

While research studies and advocacy gather and disseminate important industry information on behalf of our members, our Members Forums represent a platform for us to share these and other industry topics with our members in a more in depth and personal manner. So, aside from unpacking research studies and the learning that can be gained from these, other operational-related topics, such as how to take care of printing rollers, or a topic on design and layout for example, are presented at Members Forums by industry professionals.

Again, this is meant to benefit our members by providing them with not only a networking opportunity, but also to provide them with the tools to make informed business decisions.



# FREE ONLINE CLASSIFIEDS

Post or view free online classifieds for the signage and display industry at [www.SignAfrica.com/classifieds](http://www.SignAfrica.com/classifieds) and post your availability and job openings on [www.SignAfrica.com/jobs](http://www.SignAfrica.com/jobs)

## FOR SALE

### ELECTRONIC SCREEN PRINTER AND DRYING TUNNEL 29 JULY

R70,000. 10 colour electronic screen printer and curing tunnel. Must be collected. AB  
+27 (0) 83 270 9845  
Johannesburg

### COLD ROLL LAMINATOR 29 JULY

1.6m wide. R25,000. Only two years old, seldom used. Still like new. For collection in Durban.  
Rowan +27 (31) 303 2127  
Durban

### ROLAND SP 540V 29 JULY

R55,000. Roland SP540 V print and cut 1.3m. We still use this machine every day and it is in excellent working condition. Brand new Y/M print head installed in Dec 2019. Would suggest replacing B/C printhead. For collection in Durban.

Rowan +27 (31) 303 2127  
Durban

### VP 540 28 JULY

R105,000.  
Imtiaz +27 (0) 82 786 3245  
Stanger

### SIGNAGE EQUIPMENT 27 JULY

R250,000. Roland Versa Cam 540I cut and print with take up roll and Nubis vacuum bulking system. Heat press with all fittings. Epson bulk sublimation printer with bulk inks. Canon 635 colour laser printer. T-shirt screen printing machine. 1.5 x 2.8 weeding table and much more.  
Robert +27 (0) 81 327 6940  
Amanzimtoti

### MIMAKI PRINTERS 26 JULY

Various Mimaki printers for sale, call me for quotes.  
Errol +27 (0) 82 813 9917  
Benoni

### ROLAND VP 540V 26 JULY

R98,000 onco. Excellent condition.

Errol +27 (0) 82 813 9917  
Benoni

### SEMI AUTOMATIC T-SHIRT PRINTING MACHINE 20 JULY

R180,000. 5 colour Hebbekker s-line screen printing machine.  
Philip +27 (0) 82 450 4408  
Johannesburg

### MIMAKI JVS 19 JULY

R35,000 onco. Selling for spares. Complete machine  
Philip +27 (0) 82 450 4408  
Edenvale

### ROLAND VERSACAM VS-540 PRINT & CUT ECO SOLVENT PRINTER 19 JULY

R160,000. Excellent condition with brand new head. Also comes with UPS system, ink cartridges and computer with software installed.  
Llewellyn +27 (0) 83 380 7261  
Meyerton

### MIMAKI UJV55-320 13 JULY

R800,000. Almost brand new. Less than a year old with 1387 hours printing time. The 3.2m wide LED-UV inkjet printer offers high cost performance and expands your business.  
Robert Ellis +27 (0) 82 907 0215  
Elandsfontein

### MIMAKI PRINTERS 9 JULY

R150,000. Mimaki CJV30-160 and CJV150-75. No nozzles. Missing heads. In great condition. Reason for sale is we've upgraded. CJV30-160: R95,000. CJV150-75: R65,000. Or both for R150,000.  
Cristen +27 (0) 66 290 1620  
Pretoria

### HP Z2100 FOR SPARES 6 JULY

R5000. I am desperate to move my HP Z2100 44" photo printer. It will no longer start up and may only be good for spares. This printer goes with 1 x HP C9404A, 1 x HP C9452A and 1 x C9448A in their boxes.  
Mahmood +27 (0) 83 238 8544  
Durban

### EPSON R3000 A3+ PRINTER 2 JULY

Flat sheet and roll feed, suitable for photography or proofing. Bundled with media and canvas.  
R2950.  
Manesh Bridgmohun +27 (0) 79 713 1963  
Randburg

### DIGITAL COLOUR LABEL PRINTER 1 JULY

The Afinia L801 prints high quality, full colour output at up to 18m/min. It uses Memjet printhead technology, at 1600dpi x 1600dpi. R70,000. Print full colour digital labels. Label media width: 50.8mm-216mm. Includes: Good printhead inside machine and brand new spare print-head. R70,000 including VAT.  
Denis Compton +27 (0) 82 784 9266

Durban

## WANTED

### SUBLIMATION (CALENDER) HEAT PRESS 26 JULY

Must be 1.6m wide and fully functional.  
Brian +27 (0) 83 275 0909  
Johannesburg

### ROLAND BN-20 19 JULY

Looking for a well loved Roland BN-20. I can't afford too much as it's a start-up business, so looking for a bargain, a rental option, or similar.  
Tiaan +27 (0) 82 391 0343  
Kempton Park

### VINYL PRINTER AND CUTTER 13 JUL

Looking for a good second hand vinyl cutter and printer. Size up to 1500mm wide.  
Gunther Ferreira +27 (0) 82 304 4799  
Johannesburg

### SUBLIMATION PRINTER AND HEAT PRESS 2 JULY

Looking for a large format sublimation printer and heat press.  
Marnich +27 (0) 72 936 6703  
Johannesburg

## JOBS

## JOBS OFFERED

### GRAPHIC DESIGNER 29 JULY

Must have NQF4 or equivalent and at least 2 years' experience. Send copies of qualifications and references. No chancers, please.  
signs.rebel@gmail.com  
Benoni

### WELDER 27 JULY

Signarama Edenvale is looking for an experienced welder to join our team. Qualified persons to email CV.  
liam@signarama.co.za  
Edenvale

### SALES REP 25 JULY

Looking for a sales representative (external). Matric is a must, tertiary qualification will be an added bonus. At least 3 years' previous sales experience. Own transport and ability to travel locally. Strong product knowledge about digital vinyl, roll label, signage and heat transfer vinyl an advantage.  
operations@marvelprinting.co.za  
Gauteng

### PRINT OPERATORS AND MORE 9 JULY

We are looking for experienced, talented and out of the box thinkers to add to our growing team. Print operators,



## Are You Missing Out?

Check out Printing SA Membership benefits for Sign Makers and Wide Format Digital Printers

THE FEDERATION PROVIDES A WIDE RANGE OF SERVICES TO MEMBERS AT INDUSTRY LEVEL. THESE BENEFITS INCLUDE:

- Industry Level Representation
- Dispute Resolution
- Management Consulting
- Industry Communications
- Labor Relations
- Training and Development
- PIFSA Finance
- Investment Subsidies



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signage fabricators (aluminium/Perspex) and signage factory manager. Must have +- 5 years experience in your respected field.  
info@redlettermedia.co.za.  
Gauteng

#### SIGNAGE SALES AND PROJECT MANAGEMENT 6 JULY

Experienced sales staff required for dynamic national signage company based in Midrand. Benefits, salary, comms, petrol and cell. Package negotiable on performance and targets attained.  
kevin@signs4sa.co.za  
Gauteng

#### SALES 6 JULY

Established signage company in Johannesburg is looking for a dynamic sales person. Knowledge in the signage industry is essential. Commission and basic salary as well as perks are negotiable.  
design@dandcsigns.co.za  
Gauteng

#### GRAPHIC DESIGNER/PROJECT MANAGER 1 JULY

We have a position available for a go-getter, passionate designer/project manager. Must have ample experience in CorelDRAW and corporate signage projects. Good communication skills, integrity and the ability to meet tight deadlines are vital. Must be able to operate large format printers.  
uv@ssw.za.net  
Mpumalanga

#### JOBS WANTED

#### GRAPHIC DESIGNER 31 JULY

I am a 30 year old graphic designer with 11 years' experience in design and print, combined with my experience in operating large format printing machines such as Roland Versaworks, Mimaki, Audley and other paper printing machines like Konica Minolta, Ricoh, Sharp, etc.  
+27 (0) 67 961 7623  
kelvinosiegbu@gmail.com  
Gauteng

#### GRAPHIC DESIGNER/DTP 28 JULY

I am a 28 year old female with 6-7 years' experience in the printing industry. Very enthusiastic and hard working. Have worked at: Mad Graphics, Zig Zag Sign Works, Crystal Signs, SA Embroidery, Ilanga Signs and more.  
Tanita +27 (0) 83 228 1588  
Gauteng

#### DIGITAL PRINT OPERATOR 27 JULY

I'm looking for job as large format print operator. I have experience in: HP, Mimaki, Roland, swissQprint and Zünd. I adapt easily to new environment and I'm a team player.  
+27 (0) 65 901 8569  
Gauteng

#### CNC ROUTER PROGRAMMING AND OPERATOR 21 JULY

I have seven years' experience in this field. I am also skilled with CNC routers and laser cutting machines. I have matrix, Microsoft Office, data capturing, welding (Arc and Co2) and

CNC programming certificates.  
Mashao +27 (0) 76 194 9968  
Gauteng

#### GRAPHIC DESIGNER/DTP OPERATOR 21 JULY

I have over 4 years' experience operating two 1.6m wide Mimaki printers as well as a 1.6m wide Mimaki plotter. I am an expert in CorelDRAW 15 and well versed in Raster link 5 and 6 (the operating system for the printers).  
Marcio marciokwest@gmail.com  
Gauteng

#### GRAPHICS/SILKSCREEN/DTP OPERATOR 17 JULY

Available part-time. Highly experienced with good knowledge of CorelDRAW. Specialised in Roland (Versaworks) and Mimaki (Rasterlink) large format printers. Knowledge of all inks and solvents used in the industry and their applications to different materials for print. Available on weekends or after-hours. +27 (0) 73 749 4278.

#### SIGNAGE INSTALLER 17 JULY

I'm urgently looking for a full time job. I can build signage, install signage do wiring and apply vinyl. I have a valid drivers licence and I am available.  
Seun josephjwillemse@gmail.com  
Gauteng

#### SIGNAGE ESTIMATOR 15 JULY

15 years' experience. Efficient in Excel with experience in CorelDRAW and Neon and LED Wizard, fabricated light boxes, Perspex or channel letters, branding with vinyls and printing, even pylons, cut out lettering - basically any signage products. Willing to relocate.  
jmomberg@gmail.com  
Gauteng

#### PRODUCTION/FACTORY MANAGER 13 JULY

I have over 30 years of signage experience in management/manufacturing/design /technical/ installations etc.  
Osman +27 (0) 78 354 9328  
alliozza@gmail.com  
Western Cape

#### PRINT OPERATOR/ALL ROUNDER 11 JULY

Willing to work part time, full time or on a freelance basis. I'm a large format print and machine operator and all rounder. Available immediately.  
beukesliezl65@gmail.com  
Gauteng

#### GRAPHIC DESIGN AND CNC LASER OPERATOR 10 JULY

I have experience in CorelDRAW, Adobe Photoshop, and more. I can operate: large format printers, vinyl cutters, laser cutters, engraving machines and CNC laser machines.  
+27 (0) 81 771 3048  
guylainyoka@gmail.com  
Gauteng

#### OFFICE MANAGER 9 JULY

I have 12 years' experience in: debtors, creditors, CorelDRAW, admin, orders, invoicing, Roland and vinyl cutter machines and ordering of stock.  
Yolande +27 (0) 61 544 5506  
landiejaun@gmail.com  
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# CALENDAR OF EVENTS

SEND DETAILS OF ANY WORKSHOPS, EVENTS AND EXHIBITIONS TO [MEGGAN@PRACTICALPUBLISHING.CO.ZA](mailto:MEGGAN@PRACTICALPUBLISHING.CO.ZA)

## GPS, SIGN AFRICA, AFRICA PRINT & MODERN MARKETING JOHANNESBURG EXPO 2020

Postponed to 2021

Gallagher Convention Centre,  
Midrand, South Africa  
[www.graphicsprintsign.com/saj](http://www.graphicsprintsign.com/saj)  
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[www.AfricaPrintExpo.com/saj](http://www.AfricaPrintExpo.com/saj)  
[www.ModernMarketingExpo.co.za/saj](http://www.ModernMarketingExpo.co.za/saj)



## SIGN ISTANBUL

17-20 September 2020

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



## DIGITAL SIGNAGE EXPO

11-13 November 2020

Las Vegas, USA  
[www.digitalsignageexpo.net](http://www.digitalsignageexpo.net)



## FESPA MEXICO

26-28 November 2020

Mexico City, Mexico  
[www.fespa.com](http://www.fespa.com)

## FESPA EURASIA 2020

3-6 December 2020

Istanbul, Turkey  
[www.fespa.com](http://www.fespa.com)

## METPACK

23-27 February 2021

Messa, Essen, Germany  
[www.metpack.de/market-leader](http://www.metpack.de/market-leader)



## INTERPACK

25 February-3 March 2021

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

## FESPA GLOBAL PRINT EXPO 2020

9-12 March 2021

IFEMA, Feria de Madrid, Spain  
[www.fespa.com/en](http://www.fespa.com/en)

## DRUPA

20-30 April 2021

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

## ITMA ASIA + CITME

12-16 June 2021

National Exhibition and Convention  
Centre, Shanghai, China  
[www.itmaasia.com](http://www.itmaasia.com)

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Wrapped everything from trailers to vehicles to aircrafts.

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

#### APPLICATOR/RIGGER

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Nikie

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

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

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

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

#### BHIKA ELECTRICAL AND SIGNAGE INSTALLATIONS

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**MOBILE:** +27 (0) 84 474 5987

**E-M:** [markabst@telkomsa.net](mailto:markabst@telkomsa.net)

#### C AND C SIGNS

Installation and maintenance of signage. Our 6 rigging crews/vehicles all fully equipped to perform any type of installation/maintenance.

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**MOBILE:** +27 (0) 83 393 7860

**E-M:** [candcsigns@vodamail.co.za](mailto:candcsigns@vodamail.co.za)  
8 Cavan Street, Kensington, JHB

#### CYBER DIGITAL PRINT

Specialise in applications for vehicles, wall art, vinyl and contravision.

Nicky

**MOBILE:** +27 (0) 83 608 5103

**E-M:** [admin@cyberdigitalprint.co.za](mailto:admin@cyberdigitalprint.co.za)

#### DAY NIGHT SIGNS 24/7

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banners, wallpaper, roll up banners, frosted sandblast, truck branding, sign boards, Contravision, posters, lightboxes, fabric frames and canvas etc. We also specialise in large format printing and do installations in and around Johannesburg.

Orin Murphy

**MOBILE:** +27 (0) 60 354 0673 or

+27 (0) 74 846 8795

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

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**E-M:** [nick@djrigging.co.za](mailto:nick@djrigging.co.za)

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

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PO Box 1465, Lonehill, 2062

#### DOMINIQUE GODFREY

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**WEB:** [www.eugeneinstallations.co.za](http://www.eugeneinstallations.co.za)  
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PO Box 641 Kiasha Park, Lenasia South, 1829

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

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

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Maxwell

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**E-M:** [maxinn@webmail.co.za](mailto:maxinn@webmail.co.za)

#### FREELANCE VINYL APPLICATOR

Experienced freelance vinyl applicator. Available anytime.

Pretoria

Matthew

**MOBILE:** +27 (0) 73 906 7239

**E-M:** [topioro@yahoo.com](mailto:topioro@yahoo.com)

#### FREELANCE VINYL APPLICATOR

Vehicle wrapping, escalators, shop windows, etc.

Tebogo Maseola/Mbongeni W Cele

**MOBILE:** +27 (0) 71 709 2099

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

**E-M:** [wisemcele@hotmail.co.za](mailto:wisemcele@hotmail.co.za)

#### FREELANCE VINYL APPLICATOR/ INSTALLATIONS

13 years experience in the print and sign industry. Vehicle branding, full wraps, sign installations, sandblasting, wallpaper, liquid vinyl and more.

Johannesburg

Marc

**MOBILE:** +27 (0) 71 325 8153

#### FREELANCE VINYL APPLICATOR

Part time vinyl applicator. Full car/bike/helmet wraps, etc.

Mbongeni

**MOBILE:** +27 (0) 73 044 2217

#### FREELANCE VINYL APPLICATOR

Looking for freelance work or permanent. 15yrs exp in full wraps and wallpaper and anything about vinyl, Pretoria.

Elrich

**MOBILE:** +27 (0) 79 849 5670

**E-M:** [Elrichgreen119@gmail.com](mailto:Elrichgreen119@gmail.com)

#### FREELANCE VINYL, WALLPAPER AND VEHICLE FULL WRAP SPECIALIST

Our team specialises in vinyl and wallpaper application. We also do partial and full vehicle wrap application. We travel all around the country and assist with artwork too. Sydney

**MOBILE:** +27 (0) 79 562 6914

**E-M:** [sydneykhanyile@yahoo.com](mailto:sydneykhanyile@yahoo.com)

#### FREELANCE RIGGER, VINYL APPLICATOR AND SIGN INSTALLER

Two well organised teams doing sign installations and vinyl applications. Own transport and tools. Service RSA and surrounds.

Adams M. Moyo

**TEL:** +27 (0) 73 128 5071

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

#### FREELANCE SIGN WRITER, VINYL APPLICATOR AND RIGGER

Experienced sign writer, vinyl applicator and rigger. Freelancing basis. Own transport. Gauteng Charles

**MOBILE:** +27 (0) 83 539 2853

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

#### FREELANCE VINYL APPLICATORS, WALLPAPER + VEHICLE BRANDING

Since 1994: team of vinyl applicators, wallpaper specialists, fleet wrapping professional/vehicle branding, frosted/sandblasted vinyls, shopfront windows, installation, reflective vinyls etc. Prices negotiable; country-wide service; A/H by arrangement. Israel S Nkomo

**MOBILE:** +27 (0) 84 923 1242/+27 (0)

82 590 7412/+27 (0) 84 243 6902

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

#### GIYAMGAZA DESIGNS

Freelance applicators and riggers available for vehicle branding, fleet branding, PVC stretch, events and all kinds of signage. Country-wide. Ntsako

**MOBILE:** +27 (0) 82 754 9876

**MOBILE:** +27 (0) 84 458 7766

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

**GLENN MILLER**

Country-wide rigging and application.  
**MOBILE:** +27 (0) 82 050 0030  
**E-M:** milglenner@yahoo.com

**INDEPENDENT SIGN RIGGERS AND VINYL APPLICATORS**

Experienced vinyl applicators/riggers looking for work. Based in Johannesburg. Willing to work country-wide and beyond the borders.

Dexter  
**TEL:** +27 (0) 72 268 0244  
**TEL:** +27 (0) 84 395 3060  
**E-M:** dextermphande@hotmail.com

**INDEPENDENT VINYL APPLICATOR AND SIGN INSTALLER**

We are a service provider company with qualified applicators; we do all kinds of vinyl and wallpaper applications, country-wide.

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

**INSTALLATIONS**

Sub-contracting, vinyl applications, wallpaper, vehicle wraps and rigging. West Rand  
 Imraan  
**MOBILE:** +27 (0) 76 320 9082

**JP MOUTON**

Freelance vehicle wrapping, vinyl applicator, installer of all types of signs.  
**MOBILE:** +27 (0) 72 702 6780  
**E-M:** johnpaulmouton69@gmail.com

**JAY**

Vinyl applicator in Johannesburg. Gauteng  
**MOBILE:** +27 (0) 84 507 2670

**JUBA RIGGING**

**TEL:** (+27 11) 873 4462  
**FAX:** +27 (0) 86 612 0710  
**E-M:** shinohara@mweb.co.za  
 7 Graphite Street, Driehoek, Germiston, Johannesburg  
 PO Box 17583, Sunward Park, 1470

**K2 RIGGING**

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

**KHOLWA SIGN MASTER**

Nationwide rigging and applications.  
**NATIONAL TEL:** 0861 00 50 55  
**TEL:** (+27 11) 425 4594  
**MOBILE:** +27 (0) 86 515 0298  
**E-M:** admin@kholwasign.co.za  
**WEB:** www.kholwasign.co.za  
 29 Golden Drive, Morehill ext 8, Benoni

**LEWA PRINT HOUSE**

We are a young, dynamic and experienced team specialising in signage, vehicle branding, window branding and more.

**Pretoria**

Isaac  
**TEL:** (+27 12) 405 0084  
**MOBILE:** +27 (0) 82 436 9858  
**E-M:** graphics@lewaph.co.za

**MAD IMAGE SIGNS**

Country-wide vehicle wrapping and rigging.  
 Pretoria  
 Gundo Madima  
**MOBILE:** +27 (0) 79 280 5339  
**E-M:** madimage@live.co.za

**MWISE SIGNS**

Vinyl application, full car/bike/helmet wraps, etc.  
 Gauteng  
 Mbongeni  
**MOBILE:** +27 (0) 73 044 2217  
**E-M:** wisemcele@hotmail.co.za

**MONTGOMERY DESIGN STUDIO**

**MOBILE:** +27 (0) 65 870 8516  
**E-M:** m.m.sejane@gmail.com  
**WEB:**  
 www.behance.net/mmsejane1116

**P&L MACHINE MOVING AND RIGGING**

72 Grant Street, Putfontein, Gauteng, PO Box 8576, Putfontein, 1513  
**TEL:** (+27 11) 968 1082.

**QUICK SERVE SIGNAGE**

Rigging in the Gauteng area.  
 Nickulaas Schutte  
**TEL:** (+27 11) 613 3086  
**FAX:** (+27 11) 613 3086  
**MOBILE:** +27 (0) 82 672 2812  
**E-M:** nsquickserve@gmail.com

**RC DIGITAL**

Country-wide rigging, vinyl application and vehicle wrapping.  
 Ryan Colloppen  
**TEL:** 27 (0) 83 329 2114  
**MOBILE:** 27 (0) 83 329 2114  
**E-M:** rcdigital.colloppen@gmail.com

**RED BEAN PROJECTS**

Rigging services available for small to medium installations.  
**MOBILE:** +27 (0) 83 750 1583  
**E-M:** melanie@redbeanprojects.co.za

**RED DOT**

Country-wide rigging and large format vinyl application.  
 Francois Polme  
**TEL:** (+27 12) 653 4441  
**FAX:** (+27 12) 653 4445  
**MOBILE:** 27 (0) 82 777 6329  
**E-M:** info@rdbranding.co.za  
**WEB:** www.rdbranding.co.za  
 165 Edison Crescent, Hennops Park, Centurion

**RG GRAPHICS**

Country-wide rigging.  
 Raun Greef  
**TEL:** (+27 11) 849 2287  
**MOBILE:** +27 (0) 72 379 8389

**RIGGER**

Vinyl applications, Perspex fabrications and installations.  
 Anton Bester

**MOBILE:** +27 (0) 793047894  
**E-M:** jeena@garrun-group.co.za

**SIGN IDEAS**

Rigging and application in Gauteng/Kwa-Zulu Natal.  
 Razvi Cassim  
**TEL:** +27 (0) 72 577 0099  
**E-M:** signideas@vodamail.co.za

**SIGN INSTALLER**

Sign installer, vinyl, wallpaper; Perspex fabricator, LED wiring and code 8 driver's licence. Johannesburg  
 Calvin  
**TEL:** +27 (0) 82 077 3856  
**E-M:** jacksoncalvin43@gmail.com

**SIGN IT FIRST CC**

Applicators and riggers in Pretoria.  
 Louret  
**TEL:** (+27 12) 549 0004

**SIGN VIBES**

Rigging  
**MOBILE:** +27 (0) 82 484 8212  
**E-M:** neonsigns@absamail.co.za

**SIGNAGE AND VEHICLE BRANDING**

We are a leading signage and vehicle wrapping solutions company for all signage requirements. We are based in Gauteng but we can get anywhere around SADC. Contact us for any problem regarding signage.  
 Emmanuel  
**TEL:** +27 (0) 74 964 3468  
**E-M:** chitsekoe@gmail.com

**SOBABILI**

Flat vinyl and wallpaper. Own team, own transport. Roodepoort  
**MOBILE:** +27 (0) 83 433 2320  
**E-M:** 0727084191@vodamail.co.za

**THE MANUFACTURING HOUSE**

We do all types of signage rigging.  
 Shane  
**MOBILE:** +27 (0) 81 737 8977  
**E-M:** themanufacturinghouse@gmail.com

**VAN K & CO.**

Rigging and vehicle wrapping country-wide.  
 Patrick Van Kramberg  
**TEL:** 27 (0) 72 414 1034  
**FAX:** 27 (0) 86 516 4622  
**MOBILE:** 27 (0) 72 414 1034  
**E-M:** info@vankco.co.za  
**WEB:** www.vankco.co.za  
**TWITTER:** Vankco1  
**FACEBOOK:** Van K & Co

**VEHICLE BRANDING, VINYL APPLICATION + WALLPAPER (PART TIME)**

Looking for part time vinyl applications eg vehicle branding, wallpaper installations. Very professional.  
 Tembisa, Joburg  
 Garry  
**MOBILE:** +27 (0) 72 844 0180  
**E-M:** lemanwildfoxshumba@gmail.com

**VINYL APPLICATION**

Full vehicle wraps. Wallpaper, frosted

vinyl, clear application, vinyl lettering etc. Can operate an HP L25500 printer. Hardworking with 6 years in the signage trade. I know a lot about signage.  
 Daylen  
**TEL:** +27 (0) 60 354 0673  
**E-M:** Daylenmorphey1@gmail.com

**VINYL & SIGN INSTALLATIONS**

Sign installation and vinyl application anywhere in South Africa. Reasonable quotes and quality work.  
 Shane  
**TEL:** +27 (0) 71 505 9185  
**E-M:** Wesleyshane@ymail.com

**VINYL APPLICATOR AND INSTALLER**

Vinyl application and installation. 14 years experience, very neat. Valid driver's licence.  
 Johannesburg  
 Joseph  
**MOBILE:** +27 (0) 82 767 7828  
**E-M:** nceba.nh@gmail.com

**VINYL APPLICATORS AND VEHICLE BRANDING**

A team of fleet branding and vinyl applicators with 21 years experience. Vehicle branding/wraps, all types of vinyl application, wall paper installation and sign rigging. Affordable prices.  
 Gauteng.  
 Ayanda S. Dube  
**MOBILE:** +27 (0) 82 595 6518  
**MOBILE:** +27 (0) 84 243 6902  
**E-M:** ayandasdube@gmail.com

**VINYL APPLICATOR**

Vinyl application, wiring, assembling as well as repairing signs.  
 Boksburg  
 Godfrey Nkosi  
**MOBILE:** +27 (0) 73 169 8211  
**E-M:** kmdigital@telkomsa.net

**VINYL APPLICATOR**

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

**VINYL APPLICATOR**

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

**VINYL APPLICATOR**

Experienced vinyl applicators/riggers. We do Correx, ABS, Perspex, shop fronts and many more.  
 Baxter  
**MOBILE:** +27 (0) 82 706 5852  
**E-M:** mkumba@ovi.com

**FREELANCING VINYL APPLICATOR AND WINDOW GRAPHICS**

Experienced vinyl applicator, rigger, sign builder, vehicle wrap and fabrication. 14 years experience. Rock solid references and detailed CV. Gauteng  
 Enny Taiwo



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

#### VINYL APPLICATOR

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

#### VINYL APPLICATOR

Qualified vinyl applicator with 4 years experience. Hard working. Midrand  
 Tayo  
**MOBILE:** +27 (0) 62 318 2733  
**E-M:** temitopemt@gmail.com

#### VINYL APPLICATOR

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

#### VINYL APPLICATOR

Qualified vinyl applicator with more than 8 years experience. I do window graphics including sand blasted vinyl, Chromadek, wall vinyl, steel frames, vehicle wrapping etc. Available even on part time basis. Johannesburg  
 Christopher  
**MOBILE:** +27 (0) 83 986 8929  
**E-M:** sikholiwem@bostonbc.co.za

#### VINYL APPLICATOR AND RIGGER

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

#### VINYL APPLICATOR, RIGGER AND OPERATOR

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

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

24 years experience in the signage industry. I am looking for either permanent or sub-contracting positions. Dicky Moore  
**MOBILE:** +27 (0) 63 438 5984  
**E-M:** natashajob@vodamail.co.za

#### VINYL APPLICATOR TEAM

Vinyl applicators, wallpaper applicators, windows graphics, sandblasted vinyls, vehicle branding, installations etc. Gauteng  
 Mazwi and Sinphiwe  
**MOBILE:** +27 (0) 61 663 7716  
 +27 (0) 62 414 2091  
**E-M:** simpthiwengubane29@gmail.com

#### VEHICLE WRAPS AND SIGNAGE INSTALLATION

We are a leading signage solutions company for all your vehicle

wrap jobs; installations and vinyl applications. Unable to meet deadline and to help with installation call us anywhere in South Africa and beyond borders.  
**MOBILE:** +27 (0) 74 964 3468

#### DESIGNERS

#### AFFORDABLE SIGNAGE

Small but efficient graphic design company. Car branding, business signage, banners, websites, billboards etc. Johannesburg  
 Nash  
**MOBILE:** +27 (0) 61 235 3910  
**E-M:** nash83dee@yahoo.com

#### FINELINE DESIGN

Manndy de Souza  
**TEL:** (+27 11) 794 4929/8  
**FAX:** +27 (0) 86 505 0630  
**MOBILE:** +27 (0) 82 334 6875  
**E-M:** info@finelinedesign.co.za  
**WEB:** www.wrapvehicles.co.za  
 Unit A20, Kimbult Industrial Park, 9 Zeiss Road, Laser Park, Honeydew  
 PO Box 7714, Krugersdorp North, 1740

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

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

#### FREELANCE GRAPHIC DESIGNER

I am a freelance graphic designer, specialising in window graphics, design, logo creation, vehicle graphics, postal design, business card design, invitation cards, letterhead design and flyer design. CorelDRAW X6 & X7 & Photoshop CS6. Pretoria CBD  
**MOBILE:** +27 (0) 61 487 2707  
**E-M:** allartworkdesign@gmail.com

#### WESTERN CAPE

#### RIGGERS & APPLICATORS

#### APPLE GRAPHICS

Looking for permanent applicators with experience. Worcester  
**TEL:** (+27 23) 347 1650  
**E-M:** ontvangs@applegraphics.co.za

#### CEDAR

Country-wide rigging and application. Dave Kruger  
**MOBILE:** +27 (0) 82 464 8911  
**E-M:** sales@cedarcranes.co.za

#### DIGIFUSION SIGNS

Vinyl applications, installations, vehicle wrapping, sign maintenance

and websites. George, Mosselbay, Knysna, Garden Route & Nationwide. Eric Philpott  
**TEL:** (+27 44) 873 3942  
**MOBILE:** 27 (0) 82 293 6196  
**E-M:** eric@digifusion.co.za  
**WEB:** www.digifusion.co.za

#### EPIC SIGNS

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

#### EXTREME DESIGNS & WRAPPING

Experienced vinyl applicator, working as a freelancer (sub-contract basis) in Cape Town  
 Robin  
**MOBILE:** +27 (0) 83 348 2623  
**E-M:** nathansignsneon@telkomsa.net

#### E-ZY RIGGING

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

#### FREELANCE APPLICATOR

Freelance applicator and wrapper. I have 7 years experience and love what I do, it shows in my work. Cape Town  
 Tygue  
**MOBILE:** +27 (0) 74 363 5738  
**E-M:** tygue4130@gmail.com

#### FREELANCE APPLICATOR

Exhibitions, vehicle wraps, billboards, lightboxes, sign rigging, window film, wallpaper, and more. Willing to work nights. Own transport. Cape Town  
 Hennie  
**MOBILE:** +27 (0) 74 211 8545  
**MOBILE:** +27 (0) 61 694 2297  
**E-M:** hennie@theapplicationco.co.za

#### FREELANCE APPLICATOR

Freelance applicator available with 12 years experience, vehicle wraps, lightbox manufacturing, sign boards, anything signage. Available 7 days a week. Kevin  
**MOBILE:** +27 (0) 74 261 7639  
**E-M:** kevinhenry009@gmail.com

#### FREELANCE VINYL APPLICATOR AND VEHICLE WRAPPER

Over 5 years experience in the signage industry; wrapped everything from trailers to vehicles to aircrafts; references and CV on request. Valid SA driver's licence; flexible time. Cape Town  
 Roche' Du Plessis  
**MOBILE:** +27 (0) 82 67 1058  
**E-M:** almightyroach@gmail.com

#### GENERAL SIGNS

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

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

#### GRAFIX4U

Rigging, vinyl application, vehicle/boat branding in Cape Town/Southern suburbs. IRATA qualified rope technicians. Charles  
**TEL:** (+27 21) 783 0082  
**MOBILE:** 27 (0) 83 495 4539  
**E-M:** charlesgrafix4u@gmail.com

#### H AND K SIGN RIGGING CC

Installation of signage. **TEL:** (+27 21) 510 5486  
**FAX:** (+27 21) 510 7918  
**MOBILE:** +27 (0) 82 494 4945  
**E-M:** admin@signriggers.co.za  
 7 Calcutta Street, Paarden Eiland, Cape Town  
 PO Box 15880, Vlaeberg, 8018

#### INNOVATIONS

Vinyl application. **MOBILE:** +27 (0) 76 177 0354  
**E-M:** lcdefender@iafrica.com

#### INTERACTIVE SIGNS

Signage design, manufacture and installation specialists. Brendon Van Krugerberg  
**TEL:** (+27 21) 948 3570  
**E-M:** iactive@mweb.co.za  
**WEB:** www.sign-manufacturers.co.za

#### ISHDESIGNZ AND SIGNS

Specialists in all sorts of signage and installations. Mainly after hours. **MOBILE:** +27 (0) 73 148 9214  
**E-M:** ishdesignz@gmail.com

#### KALMEG SIGNS

For all your signage requirements. Debbie Oelefse  
**TEL:** (+27 21) 976 6664  
**FAX:** (+27 21) 975 2021  
**MOBILE:** +27 (0) 82 576 3058  
**E-M:** kalmeg@telkomsa.net

#### KEITH SMITH SIGNS

Sign writing and vinyl application in the Western Cape. Keith Smith  
**TEL:** +27 (0) 82 977 2098  
**E-M:** keithsmith@gmail.com

#### LEGACY RIGGING

Full rigging services in the Western Cape. **TEL:** (+27 21) 510 0442  
**MOBILE:** +27 (0) 82 738 0067  
**E-M:** info@legacygroupsa.co.za  
**WEB:** www.legacygroupsa.co.za

#### MALANJE SIGNAGES

Rigging, vinyl application, vehicle wrapping and signage installer in the Western Cape. **TEL:** +27 (0) 73 109 0197  
**TEL:** +27 (0) 73 897 5259  
**E-M:** malanjesignages@hotmail.co.za

#### MARK SYLVESTER SIGNS

Sign writing, vinyl application, vehicle wrapping. **MOBILE:** +27 (0) 72 571 5961  
**E-M:** marksylvester@mobileemail.vodafone.co.za

#### PENINSULA MACHINE MOVERS

**AND RIGGERS**

Rigging in the Western Cape.  
Jim Storie  
**TEL:** (+27 21) 972 1956  
**MOBILE:** +27 (0) 82 893 8627

**PROVISUAL SIGNS & GRAPHICS**

Signage, printing, graphic design, vehicle graphics, window and store displays, labels, business cards, brochures.  
**MOBILE:** +27 (0) 82 479 4477  
**E-M:** provisual@outlook.com

**SIGN FX**

Rigging, vinyl application, vehicle wrapping, nationally and internationally.  
Omar Rykklief  
**TEL:** (+27 21) 712 8140  
**MOBILE:** +27 (0) 83 510 7945  
**E-M:** signfx@mweb.co.za

**SIGN STUDIO**

Rigging/application in Mossel Bay.  
Hendrik Wait  
**TEL:** (+27 44) 690 4673  
**E-M:** mail@signstudioonline.co.za

**SIGN WIZZARDS**

Vinyl application in the Overburg.  
Paul  
**MOBILE:** +27 (0) 72 156 2699  
**E-M:** webwizzards@graffiti.net  
5 Dirkie Uys Str, Hermanus, 7200

**SS RIGGING AND MAINTENANCE**

Installation, maintenance and manufacturing of all types.  
**TEL:** (+27 21) 839 1429  
**FAX:** (+27 21) 930 7115  
**MOBILE:** +27 (0) 82 2277 383  
**E-M:** signage.installers@gmail.com  
17 Duminy street,  
Parow East

**TANDEM RIGGING**

Cape Town rigging.  
**TEL:** (+27 21) 930 0833  
**E-M:** mark@tandemcranes.co.za

**THE RIGGING CORPORATION**

Cape Town and Johannesburg rigging and application.  
**TEL:** (+27 21) 510 3533  
**MOBILE:** +27 (0) 83 551 8799  
**E-M:** info@rigging.co.za

**TOPROPE**

Country-wide rigging and application.  
**TEL:** (+27 21) 510 2828  
**MOBILE:** +27 (0) 82 894 4692  
**E-M:** michelle.welmsley@toprope.co.za  
**WEB:** www.absailers.com

**VINYL APPLICATOR**

Experienced vinyl applicator and at reasonable prices.  
Cape Town  
Michael  
**TEL:** +27 (0) 73 560 9376

**FABRICATOR INDUSTRY****A.C.A. STAALWERKE**

Steel construction and manufacturing of all types of signage. Rigging, application of vinyl, flex, rigiflex, etc.  
Anna-Marie le Roux

**TEL:** (+27 21) 948 5496  
**FAX:** (+27 21) 949 7136  
**E-M:** acaatal@mweb.co.za  
Caledan West Street, Bellville,  
Cape Town

**EASTERN CAPE****RIGGERS & APPLICATORS****AIRHEAD**

Rope Access Sign Rigging  
Eastern Cape  
Roland Cawood  
**MOBILE:** +27 (0) 834451787  
**E-M:** Roland@airhead.za.net

**HI RISE RIGGING**

Rigging in Port Elizabeth and surrounding areas.  
**TEL:** (+27 41) 365 0155  
**E-M:** kotfam@intekom.co.za  
80 Pickering Street, Newton Park,  
Port Elizabeth

**ORB SIGNS**

All vinyl applications, vehicle wrapping and sign installations.  
**Tel:** +27 41 3734031  
**Cell:** 074 143 3080  
**E-M:** marketing@orbsigns.co.za  
61 York Road, North End,  
Port Elizabeth.

**SAMSON RIGGING**

Rigging in PE and surrounding areas.  
**TEL:** (+27 41) 463 3602  
**E-M:** samsonrigging@lantic.net  
35 Kurland Road, Perseverance,  
Port Elizabeth

**SIGNS & WONDERS**

Specialist vinyl and all signage and print applications in the Eastern Cape and Western Cape and country-wide.  
**TEL:** (+27 41) 365 6073 (OFFICE)  
**MOBILE:** +27 (0) 82 928 3325 (GREG)  
**MOBILE:** +27 (0) 72 415 8055 (NICO)  
**MOBILE:** +27 (0) 72 485 7936 (CLIVE)  
**E-M:** signsgreg@telkomsa.net  
**E-M:** signsnico@telkomsa.net

**MPUMALANGA****RIGGERS & APPLICATORS****GENERAL SIGNAGE**

All signage, rigging, maintenance with own crane truck and skyjack. Specialists in hospital and hotel signage.  
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**E-M:** theo@signmax.co.za

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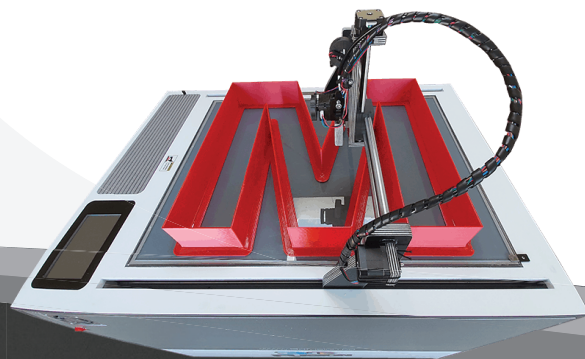


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