

## DAILY EXPO NEWS DAY 3 15 SEPTEMBER 2017

### Graphix Supply World Showcasing Latest Innovations

#### JFX200-2513

This wide format flatbed printer is a smaller footprint model with the same operational features of the larger JFX500-2131 printer. With the capability to print onto thick substrates, it can produce a diverse range of prints for both indoor and outdoor use.

#### UJF 7151

The flatbed printer features extreme accuracy for printing on sophisticated control panels.

#### TX 300-1800 DIRECT TO TEXTILE PRINTER

The printer features hybrid application printing with two different inks at any one time on cotton and polyesters, dual ink dye sublimation and pigment inks, acid ink and reactive ink.

#### CJ 150-75 PRINT AND CUT DYE SUB MACHINE

This machine is used for printing on socks, tights, buffs or smaller items.

#### CJV 150-75

This is a small machine with a heat press.

#### UJF-3042 MKII

The flatbed LED UV printer brings increased



productivity and ease of use to on-demand, direct to object printing.

#### SIJ-320UV

The grand-format LED-UV inkjet printer uses Mimaki's concentrated inkjet technologies to provide good quality printing with a maximum printable width of 3.2m.

Also on display is the Esko V series cutter, ideal for sign and display as well as packaging applications

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

### Clear Solutions Exhibiting Finishing Solutions



#### CLS 1700 D1 SINGLE SIDE HOT AND COLD LAMINATOR:

Maximum working width: 163cm.  
Maximum lamination thickness: 28mm.  
Maximum speed: 16m/min.  
Maximum temperature: 80 degrees.  
Power consumption: 0.5-0.7kw/h.  
Roller up and down: air piston.  
Machine weight: 220kg.

#### CLS 1700-F2 DOUBLE SIDED HOT COLD LAMINATOR:

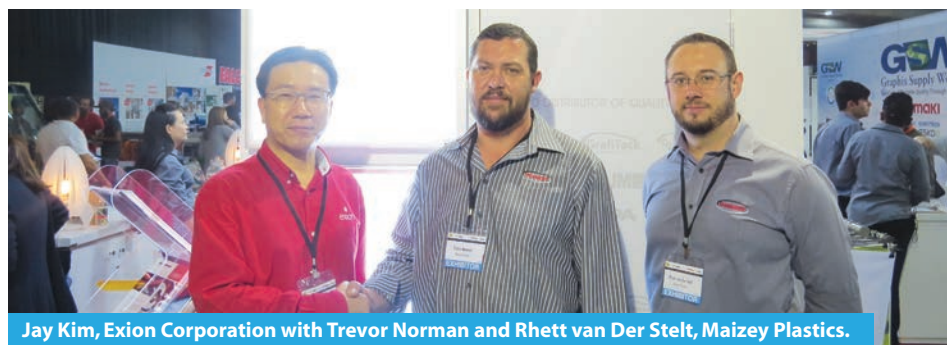
Maximum working width: 163cm.  
Maximum lamination thickness: 28mm.  
Maximum speed: 18m/min.  
Maximum temperature: 120 degrees.  
Power consumption: 0.9-1.8kw/h.  
Roller up and down: air piston.  
Machine weight: 260kg.

#### CLS 1700-F1 HIGH SPEED HOT COLD LAMINATOR:

Maximum working width: 163cm.  
Maximum lamination thickness: 28mm.  
Maximum speed: 50m/min.  
Maximum temperature: 80 degrees.  
Power consumption: 0.7-0.9kw/h.  
Roller up and down: air piston.  
Machine weight: 400kg.

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

### Exion Corporation And Maizey Announce Street Warrior IV Agreement



Jay Kim, Exion Corporation with Trevor Norman and Rhett van Der Stelt, Maizey Plastics.

Maizey Plastics and Exion Corporation have reaffirmed their partnership with the launch of the Street Warrior IV.

Exion Corporation's Jay Kim said that, although the product's Samsung LED chips (1.2 watts) have remained unchanged, the Street Warrior IV module is an improvement.

According to Kim, it's the world's first 180 degree wide angle lens, allowing for the use of

less modules overall, with a five year warranty (previous modules only had a three year warranty) and an over moulded design that protects the components from damage.

Maizey Plastics and Exion Corporation believe they will deliver a better, market leading product to the signage industry.

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

## AZ Trading Expands



Fungai Kanyurira, Theo Denton, Philip Venter and Paul Naidoo.

With a dynamic team and a clear focus, AZ Trading is expanding with branches in Cape Town and Durban, which will hold a greater amount of stock. The expansion includes new additions to the team and new international brands that will allow the company to access different market segments. The brand complement will include KOBRA, DSB, iSTAY, OPUS and MAMO, to name a few.

The company will still offer the same excellent service to its existing customers, but with improved support due to a larger team. The company will also have a technical team in the new branches. 'Expanding the company footprint follows on from some very big and bold decisions — especially given the current economic climate — which are already looking promising,' said Theo Denton, AZ Trading.

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

## Printing SA Announces Top Achiever Award

The three top students were announced at the Printing SA gala dinner, held at Gallagher Convention Centre Ballroom on 13 September. The Printing SA and Africa Print Top Achiever Award is given to the top student who has completed their TT3 course. Africa Print and FESPA Africa are the proud sponsors of these Top Student awards.

### THE AWARD RECIPIENTS ARE AS FOLLOWS:

- First place: Zeal Denays Coetzee, with 95% (R5000).
- Second place: Scelo Wonderboy Mkhize, with 89% (R3000).
- Third place: Josias Morne, with 82% (R2000).

Africa Print and FESPA Africa have also provided a further R10,000 to fund the education and training of deserving and underprivileged candidates.



Michelle Eybers, Printing SA, Zeal Denays Coetzee, TT3 winner, Charnia Yapp, Africa Print and FESPA Africa and Ken Leid, Printing SA.

[www.printingsa.org](http://www.printingsa.org), [www.africaprint.com](http://www.africaprint.com) and [www.FESPAAfrica.com](http://www.FESPAAfrica.com)

## Graficomp Exhibiting Range Of Signage Solutions

### DAHLE ROTARY CUTTERS AND TRIMMERS

Not all projects can be cut on standard sized trimmers. For these applications, Dahle offers a range of large format cutters. These industrial sized cutters are designed to cut large amounts of paper with safety in mind. Depending on the model, the product offers self-sharpening blades, automatic clamps that hold work, and integrated stands.

### SUMMACUT VINYL CUTTERS

SummaCut is capable of reading registration marks for contour cutting; not only on standard materials but also on reflective, holographic or mirroring materials, as well as through the many different types of laminates being used today. The SummaCut features highly complex algorithms to compensate for any deformation of the print, using the world's most reliable sensor technology; this makes SummaCut a winning contour cutter for any sign or print shop.

### EMBLEM EASY-TAPE

This is a transfer double-sided adhesive tape. The glue is based on acrylic dispersions and shows a high resistance against humidity, solvents and weather conditions after bonding. The thickness of the glue gives excellent adaptability and flexibility to different materials. It can be used for mounting EMBLEM banners and textiles and is ideal for connecting several panels or for seaming.

### EMBLEM PLATINUM EYELET PRESSES

The stable multi-functional eye-presses are for eyeing PVC banners and firm textiles. The construction units of the hand press are cut with a precision laser, which makes a modern and simple design possible. Due to the small clearance of the press stamp, plastic grommets can be processed in one step: punch



and press. The Platinum Duo eye-press is delivered with a 12mm tool for plastic grommets. With other tools, it is possible to use EMBLEM metal grommets from 6,35 mm to 11mm.

### STOCK AND ROLL MEDIA HOLDERS

Stock and Roll is a solution for the storage and transport of heavy and large format rolls. The holders are compact, with a 60cm diameter base; a patented blocking system to fix the rolls; dedicated media identification on the carriage system and they offer mobility with six high-performance wheels.

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



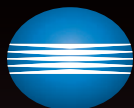


# Experience a new world of colour print

## The Accurio PRESS C6100

Konica Minolta's new Accurio PRESS C6100 production solutions not only gives you great productivity and reliability – it also helps you create new printing services through its ability to produce a wide range of print products catering for all your needs. With impressive colour reproduction over a wider gamut, a performance at the top of its class, and the efficiency of a wide selection of inline finishers.

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



KONICA MINOLTA

**AccurioPress**  
C6100

**PRODUCTION PRINT  
SOLUTIONS**



## EngravCut Showcasing Laser Engraving Machines And CNC Routers



EngravCut laser cutters use the latest third generation CO2 laser tubes manufactured by RECI. Its laser cutting and engraving machines include features such as a honeycomb aluminium grid, cooling unit, air extraction system, LaserWorks V8 programme, rotary attachment and air-assist compressor.

The CNC routers include features such as water cooled spindles, air cooled spindles, RichAuto A115 Handset, automatic oil pump and UCanCam V10 engraving software.

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

## Fujifilm Showcasing Innovations



The Acuity LED 1600 II large format LED UV hybrid inkjet printer features better productivity and versatility than its predecessor. Fujifilm will exhibit the printer's roll-to-roll and rigid substrate capabilities, on two different machines respectively.

The Acuity LED 3200R produces consistent vibrant colours with a high degree of opacity for optimal results in day/night applications. Instant-curing UV inks enable multi-layer printing that reproduces high-quality designs with two-layer or three-layer printing.

Also being demonstrated is the Uvistar II 3,2. Uvistar printers produce strong and vibrant images. The Uvistar is adept at printing multiple rolls of media at the same time, improving productivity and shortening lead times. Backlit

and finishing options are also available, as well as the option to run both Caldera and ColorGATE RIP software.

The company is also exhibiting the SummaCut D160. The SummaCut Series is the product of decades of Summa's European engineering. Numerous refinements have been made, such as the OPOS X technology, which is known from its most advanced S Class 2 cutting plotters. The OPOS X technology is now integrated into a newly designed drag knife cutting head. The SummaCut Series is capable of reading registration marks for contour cutting on standard materials, reflective, holographic or mirroring materials, and on the many different types of laminates.

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

## Gencotech Launching GCC JF-240UV Flatbed Printer

The unique features of the system are the White Solution (four white-ink printing modes) and Varnish Solution (colour varnish function assists with colour customisation), as well as a rotary attachment to the system for printing on cylindrical objects.

The system can simulate stack printing, meaning it can print Braille or can print a canvas like it was painted by a real painter. This system can print on steel, wood, glass, PVC, ABS, acrylic, paper, vinyl, leather, felt and cotton, and more.



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

## Printacom And Sytech Supplies Showcasing Range Of Products



OKI Color Painters are being showcased on the Printacom stand, including the E64 1.6 wide printer, the first in a range of new technologies.

### ON THE SYTECH STAND IS:

- iEcho flatbed cutters renowned for their versatility, speed and precision.
- The company's Ezee Applicator, developed and patented by Sytech and used for sign companies that have high production runs of Chromadek and Correx boards, which alleviates labour intensive work.
- Graphic GCC vinyl cutters, which can be combined with the OKI machines for a 2-in-1 combination.

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

## Epson Showcasing SureColor SC-P10000

The SC-P10000 is easy-to-operate and produces accurate, superior-quality, large-format photos, POS items and signage, even at super-fast speeds.

The SC-P10000 is an optimal solution for photo labs, photo and copy shops, print production houses and corporates looking for an in-house solution. In these highly demanding scenarios, users need a printer that yields prints of the highest quality and delivers exceptional productivity. As such, the SC-P10000 incorporates the new PrecisionCore MicroTFP print head to produce outstanding results, even in fast print modes. Users can be assured of its smooth operation with its high-precision media feed technology, including a newly developed camera-based paper feed stabiliser and media inductive roller system.

Accurate colours, smooth gradation and fine detail set superior prints apart. Epson ensures its customers can be competitive and deliver precise and reliable results on all of these fronts with its new UltraChrome Pro 10-colour ink-set. The new high density Photo and Matte Black inks and four levels of black combine to provide a rich and excellent tonal range in reproduction. Furthermore, reduced graininess and improved



gradation is achievable with the K4 and Multi Size Droplet Technology.

Fuss-free printing is also made possible with the SC-P10000. Operating the printer is easy with the large colour LCD Panel, which guides the user with illustrations. Changing and switching media is quick and effortless, plus the transparent printer cover window and roll cover window allow users to check the status of printing and remaining media. The optional HDD also allows jobs to be reprinted directly from the printer panel, without the need for a PC.

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

## Industrial Inkjet Specialists Exhibiting Durst Capabilities



The company is displaying a range of media printed on Durst machines. Highlights include:

### RHO 512R PLUS

With state-of-the-art Durst Quadro Array print head technology along with Variodrop technology, the Rho 512R Plus is the standard for 5m wide high-end UV inkjet productivity. With a print quality of up to 1200dpi, the machine prints a variety of large format advertising materials.

### RHOTEX 325

With the 3.2m Rhotex 325, Durst has introduced a dual purpose printing system that combines direct-to textile printing with dye sublimation transfer printing technology. Depending on the application and fabric, this printing system can alternate between paper transfer and direct printing on polyester-based materials in no time.

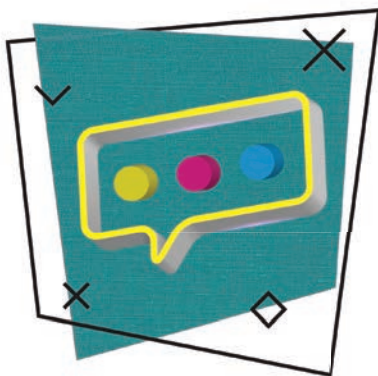
### RHO WT 250

The Rho WT 250 represents the new printer class in large format printing that incorporates Durst Water Technology. Especially for in-store applications, where odour-neutral atmospheres are crucial, the unique Durst Water Technology allows to print POP/POS applications in offset quality. The WT inks are completely free of hazardous labelling and comply with the strictest health and safety regulations.

Also being exhibited are examples of Haptic Print, a process used to reproduce three-dimensional print.

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

## Technical Screen Print & Textile Talks



**REXX-T**  
Premium quality combed cotton garments

### Hall 1 Daily

Technical Screen Print and Textile Talks is a hands-on workshop, presented by Charlie Taublieb and Dr. Nicholas Hellmuth from FLAAR Reports. Sponsored by Rexx Screen & Digital Supplies.

#### CHARLIE TAUBLIEB

Visit this hands-on workshop where printers can learn different techniques all taught by Charlie Taublieb. He has been in the screen printing industry since 1976, and heads up Taublieb Consulting in Greenwood Village, Colorado, a company specialising in technical screen printing consulting for textile printers.

#### DR. NICHOLAS HELLMUTH

Dr Nicholas Hellmuth is the founder, President, and Director of FLAAR. A Harvard graduate, Nicholas has spent many decades working in Latin America. He will be talking about the Growth of textile printing and the future opportunities that exist.

**HALL 01 STAND B21**

TIME	SPEAKER	TOPIC
11:00	Charlie Taublieb	Introduction To Screen Printing
12:00	Dr. Nicholas Hellmuth	Growth In Textile Printing & Future Opportunities
14:00	Charlie Taublieb	Special Effects In T-Shirt Screen Printing



## Printequip Showcasing Azon and Geo Knight Innovations

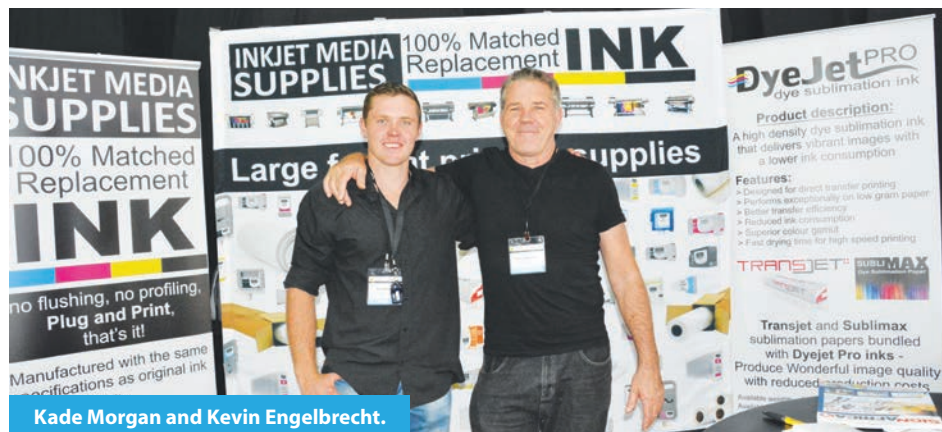


Azon Mirage features a large 600 x 800mm format, which is capable of printing on a wide range of finished garments such as T-shirts, sleeves, jeans, aprons, cloth panels and more. Designed for industrial production and large quantities, Mirage has easy exchangeable dual-platen platform technology.

The Geo Knight DK-20 heat press features fully digital temperature control, an automatic digital timer with prepress and digital pressure bar graph, and heavy steel welded frameworks built to hold up over many years of heavy use and stress.

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

## Inkjet Media Supplies Launching DyeJet Pro Dye Sublimation Ink



The high density DyeJet Pro dye sublimation ink delivers vibrant images with a lower ink consumption.

### FEATURES:

- Designed for direct transfer printing.
- Performs exceptionally on low gram paper.
- Better transfer efficiency.
- Reduced ink consumption.
- Superior colour gamut.
- Fast drying time for high speed printing.

The company also supplies Transjet Sublimation Papers, which are used for a variety of applications on textiles and hard, polyester-based substrates.

Digital sublimation printing is mainly used in the sports goods, home textiles and advertising textiles industry for articles such as sports shirts, skis and snowboards, bed linen, curtains, leisure and workwear, textile advertising banners and promotional goods.

Also being highlighted is the digital print media for all brands of large format printers such as water-based, latex, eco-solvent and UV. Products include: canvas, poster paper, backlit film, polyester fabric, adhesive vinyl, tear-resistant paper, presentation paper, plotting paper, photo paper and proofing.

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

## Business Opportunities In Print, Sign & LED Lighting

See the following business opportunities showcased on exhibitor stands at the upcoming Sign Africa, FESPA Africa, Africa Print and Africa LED exhibitions. Opportunities for small start-ups or those looking to grow their businesses will be showcased in these daily 20 minute sessions. There is no charge, just go to the stand.



### FRI 15 SEPTEMBER

**09H00:** Falcon – hall 3: Speed up production and grow your business with the heat press fusion and weeding table.

**09H30:** Mimaki – hall 3: Dye Sublimation / Pigment printing – Textile, Garments, decorative, interior applications.

**10H00:** Uprint – hall 1: The Start-up Opportunity for Hard & Soft Surface Printing.

**10H30:** JG Electronics – hall 1: Start or expand your own T-shirt printing business.

**11h00:** Gencotech – hall 1: Making the most of UV Printing and Engraving with CorelDRAW and Wacom – Live demo, Gencotech/DDS Stand.

**11H30:** Philips South Africa – hall 2: Creative usage of LED

**12H00:** Sign-Tronic – hall 3: Plasticut, Obelix 3D signmaking & decoration system.

**12H30:** Graphix Supply World – hall 3: UV Flatbed printing & finishing – Point of Purchase and corporate branding.

**13H00:** Maizey Plastics – hall 3: Poli-Tape T-shirt and textile decoration.

**13H30:** Evonik Acrylics Africa – hall 3: Working with acrylics, demo's on bending and gluing.

**14H00:** Graphix Supply World – hall 3: Industrial (mass volume) printing application (EFI) & finishing.

**14H30:** Midcomp – hall 3: Work smarter not harder – print less for more money!

**15H00:** Maizey Plastics – hall 3: Different application wrapping techniques, demo by Avery Dennison.

# Mimaki

RENTAL OPTIONS AVAILABLE  
YOUR TRADE-IN COULD BE YOUR DEPOSIT!



## ONLY MIMAKI HAS ALL THE SOLUTIONS!

### SIJ-320UV

Super-wide format UV inkjet printer  
High speed printing on 1 or 2 rolls



### TX300P-1800B **NEW**

Hybrid, quality belt-fed, direct-to-textile printer for stretchable fabrics.



### CJV150-130/160

Affordable, high-spec, high performance, integrated printer/cutter

#### RENT OPTIONS

From  
**R4999/ pm\***  
Ts & Cs apply



### **NEW**

### UJF-3042MKII

High performance, state-of-the-art, small format UV printer



### JFX200-2531 **NEW**

Large flatbed UV-curable inkjet printer with a retained printing engine.



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**www.gsw.co.za**

**GSW**  
Graphix Supply World  
**Mimaki** Exclusive Distributor



## Sabin Plastic Industries Displaying Next Generation Polycarbonate And Acrylic Sheets



### FEATURES OF THE POLYCARBONATE SHEETS INCLUDE:

- High impact strength.
- UV protection.
- Recyclable.
- High transparency.
- Good light transmission.

Applications: signage, bulletproof windows, gates, ceilings and roofs and sound absorbing barriers.

### FEATURES OF THE ACRYLIC SHEETS INCLUDE:

- High transparency.
- High impact strength.
- Lightweight.
- Good light transmission.
- Harsh weather resistant.

Applications: advertising and signage, POP display and shop fixtures, furniture and accessories and architecture.

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

## Braintree Showcasing PrintVis Software

PrintVis is a comprehensive, standard ERP/MIS solution for the printing industry. It is built on and powered by Microsoft Dynamics NAV. The solution will fulfill the most basic and advanced needs for all tasks and processes in the administration and production of pre-press, press and post-press.

PrintVis can be adapted to specific company needs, from the first quote until the job is printed and delivered to customers, including invoicing and statistical data. It is JDF-certified and integrates to all JDF-enabled and compatible machines and systems.

The flexible setup allows for the building of a company-wide system, which makes it very easy for users to estimate jobs, using the various building-blocks, or even easier using templates. Quote requests that require multiple options are easily created with a few clicks.

PrintVis reduces quoting errors by asking all the right questions and leading an estimator through all relevant factors that go into pricing a job correctly. The estimation gives a complete overview of the economic aspects of a job, such as direct cost, overhead, mark-up and ultimate sales price.



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

## Fishwicks Launching Kino-Mo Hypervsn Holographic Media Solution

Kino-Mo Hypervsn is a sophisticated LED-based solution that uniquely combines hi-tech Hypervsn Projection units and a smart Hypervsn Management software working together to generate stunning 3D visuals perceived by viewers as hi-res holograms floating in mid-air.

The device gives up to five hours of video content, HD quality and is lightweight. The platform allows users to upload and manage content remotely, features an extensive content media library, wireless content transfer and manages all devices from one location. The solution is ideal for shopping centres, restaurants, bars, exhibitions, casinos and more.

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



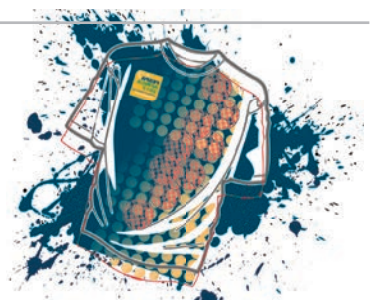
## T-shirt & Bag Printing Workshops

Hall 1, 9am-5pm.

**HALL 01**

Enjoy free demonstrations by local experts on T-shirts and bags with speciality printing techniques, direct to transfer and screen printing. Pop into hall 1 and get tips and tricks. Ask our local experts questions.

**STAND C26**





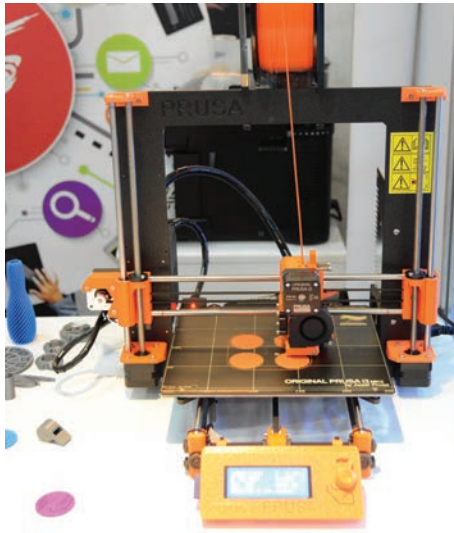
## Static Control Showcasing Full Printing Solutions Range

The company is exhibiting 3D filaments, label cassettes, laser printer cartridges, inkjet cartridges and copier products.

Made in the USA, MakeShaper filaments are tested in adverse conditions such as low/high humidity and provide premium levels of results for a wide range of products. UV stabilisers have been added to ensure prints remain the same colour over time.

Static Control offers a wide range of eco-friendly remanufactured cartridges. A used toner cartridge can be recycled multiple times, saving almost three litres of oil each time it is recycled. The laser and inkjet cartridges feature engineer-approved product testing and qualifications; consistent quality with a three-stage, APQP-defined process; new market opportunities and are compliant with a range of standards and regulations.

The company is also celebrating its 30th anniversary.



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

## Fellowes Beswick Showcasing Sky Lam 380 Super Laminator

The product features double-sided PET lamination and single-sided OPP lamination in one machine. Dual infra-red sensors and a built-in perforator, slitter and anti-curl system are other highlights.

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



## SA Argus Showcasing Laser Machines And Metal Cutters



A number of traditional CO2 laser machines from SA Argus can be found at its stand, these include the 5070, 1060 and 1290 series, along with the company's 1290 metal cutter with RF laser source. The company is also showcasing a MOPA fibre laser.

A number of samples can be found on display, including 1m x 600mm samples of Perspex with

various other samples and designs produced by the company's range of machines, including trophies, paper boxes, wedding invitations and small spanners (cut by the metal cutter and engraved by the MOPA).

The company also has an online design store.

[www.sa-argus.com](http://www.sa-argus.com)



**HALL 01**  
**STAND B21**

## Corel Workshops

The Corel workshops are brought to you, courtesy of Corel Corporation and DDS (the Authorised Corel distributor for Africa) together with Gencotech (Corel Value Added reseller).

Attend any of the Corel workshops (CorelDraw and/or Paintshop Pro) and enter the daily lucky draw, to win a full working package of CorelDraw Graphics Suite 2017. One lucky winner will walk off with a grand prize which includes: CorelDraw Graphics suite 2017, a Wacom drawing tablet and a Lacie Porsche designed mobile hard drive designed by the Legendary Ferdinand Porsche himself.

## WIN WITH Corel



The workshops are being hosted by industry specialist Mo Jogie, covering top tips for graphics professionals. Jogie has studied fine art and graphic design. He has worked on numerous international brands. He is head creative juicer at MSD and is also principal of Mzansi Creative Foundation. A design activist, he is an admin on AIGAfrica – a collaboration with AIGA New York and South African graphic designers. He has served as Vice President of Icoграда and served on the boards Think, DSA and Cafe. He is a member of the International Society of Typographic Designers and the London City and Guilds.

The workshops are open to all visitors without reservation or cost. They will be a presentation style demo, no laptops needed. Active audience participation is welcome.

### FRI 15 SEPTEMBER

**10am-10h45am** – The all new CorelDRAW Graphics Suite 2017.

**11:00am** – Making the most of UV Printing and Engraving with CorelDRAW and Wacom – Live demo, Gencotech/DDS Stand, Hall 1.

**13:00** – Image Retouching with the new Corel PaintShop Pro 2018 Ultimate.

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



# QuestionS To Ask

## WHEN VISITING A SIGNAGE AND PRINTING EXPO



**Expo's are an ideal opportunity to interact with industry experts about equipment and products you're investing in, or services you're considering adding to your business. Some of our exhibitors give a useful tool kit of questions visitors to the Africa Print Expo — and any expo in general — should ask when investing in digital label printing, photo book printing and digital printing.**

### Digital Label Printing

**Leon Minnie, Konica Minolta South Africa, stand G01, Hall 2**

Label printing has mainly been handled by conventional processes such as flexography, however, with run lengths becoming shorter and the demand for customisation, digital label printing is an attractive option that can complement conventional printing. Benefits of digital printing include getting jobs done faster, improving profitability, efficiency and productivity while decreasing material wastage and reducing set-up time for machinery.

#### **Will you have the facilities to set up a label printing division?**

You'll need a dedicated space for media and printing, which should be easily accessible for media and equipment to be delivered and installed. A dedicated digital finisher that fulfills the requirements would also be beneficial.

#### **What are the minimum quantities of substrates required by the supplier to be purchased?**

If you want to try out a specialised material, for instance, you need to take into account the lifespan of the media.

#### **Will the volume justify a return on investment?**

This is an important consideration, however, one must also take into account the flexibility gained from digital printing. Being able to use labels in a marketing capacity, where companies can do versioning of different brands, or short and specific marketing campaigns with variable data printing, like the famous Coca-Cola example of personalised cans, is a major benefit. Providing premium products that are tailored to specific market segments can offset the volume cost.

#### **What about finishing?**

Finishing, specifically the expenses associated with die cutting, rewinding labels, lamination, UV coating, spot UV and spot foiling, needs to be considered. This type of finishing could come at a considerable cost and requires an experienced operator.

#### **Does the supplier offer comprehensive cost analysis?**

Businesses need a comprehensive cost analysis to ensure whether bringing label-printing in-house will be profitable. Konica Minolta South Africa does a cost analysis using business tools to verify cost per label, percentage of the machine used, monthly production capacity and benchmarking against other label print processes like flexo, among other aspects, to ascertain if digital printing is the right fit for your business.

#### **Does the supplier offer training?**

Although digital printers are easier to run than flexo, you still need

qualified staff who know how to plan print, manipulate colours, and handle any post-finishing. We offer two training sessions, one basic, and one advanced, to our clients.

### Photo Books

**Theo Denton, AZ Trading, stand E28, Hall 2**

#### **How many books do you produce monthly?**

If you are starting out then the volume of books is going to be low. Our new system is ideal for small volumes below 500 per month.

#### **How thick is your standard book?**

This will give you an indication of the consumables you will need, the cover sizes that you want in stock and the other sizes you can order on demand to help you start out. It will also give you a page capacity you can pass on to your customers.

#### **What kind of finish would you like?**

With the industry growing, the finishing results are becoming endless. Try limit your options to customers until you build a strong customer base. Stick to the standard finish covers and as your demand comes in you can always expand your machinery and offering. You can include foiling, embossing, vinyl stickers and laminated finishing to name a few.

#### **How much are you willing to spend on a photo book machine, to get started?**

Your budget will work hand in hand with your demand. If you have 1000 plus customers then you can look at industrial machines but until then, you don't want to overspend. Work out the capital outlay and how long it will take to make your money back.

### Digital Printing

**RISO Africa, Stand E29, Hall 2**

#### **What type of work do you want to do?**

You wouldn't use a unit that can do photo quality on coated stock to print training manuals and no carbon required (NCR) materials.

#### **What are the expected monthly volumes?**

A toner based printer may have a claimed spec of 500,000 a month, but will it cope if most of that work comes in one week? Toner based printers have heated fusers that are seldom designed to run continuously for 10-12 hour shifts.

#### **What are the expected production speeds?**

Usually the faster the toner based machine is, the higher the print volume rating and the cost.

#### **What is the expected life of the printer in prints?**

Relate this to the finance or write-off period, say three years. It's no good having a 5 million print lifespan if you are expecting to do this volume in two years. Inkjet's cold process and minimal moving parts will give a longer life relative to capital outlay than toner based machines (up to 18 million prints).

#### **What is the cost per print?**

Beware of a fixed click charge including toner, especially when printing low ink/toner coverage documents such as training manuals and forms. We offer a maintenance only charge and you purchase only the ink you require. With this facility comes an online ink coverage and cost measuring tool that allows competitive quoting without fear of under/overcharging.

#### **How does the printer handle variable data?**

Numbering NCR is a variable data function — you need equipment that can handle this.



## Digifab Exhibiting Fedar Machine

The Fedar 6194E 1.9m digital sublimation textile printer machine prints at 150 square metres per hour and features a low ink cost, with a quick return on investment.

Additional features include Epson 5113 Micropiezo print heads, CMYK ink colour and gigabit data transmission port, which can meet the demand of high resolution huge file transmission and guarantees stability. The dislocated carriage base plate is precision machined, which makes head position adjustment more convenient.

A number of textile samples printed on the Fedar machine are also on the stand.



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

## Wintec Exhibiting Papers, Films And Panels



There are samples of sublimation paper for fashion, advertising and home textiles available in

various grammages.

Also present are aluminium photo panels featuring image clearness and durable resistance, available in any sheet size up to 610mm x 1220mm.

The company also specialise in 3D coated films for sublimation to transfer the image on curved surfaces in vacuum press, featuring color consistency, a weight a 260gsm, and available in A3, A4 and A5.

Based in South Korea, the company are looking for business partners in South Africa.

[www.wintec-paper.com](http://www.wintec-paper.com)

## Intacomp Showcasing Super Channel Letter Bender



The SDS Super Channel Letter Bender manufactures returns for 3D channel letters.

Based in South Korea, SDS has been successful in supplying channel bending machines into the signage and die board manufacturing industries.

The user will know how to competently operate and maintain the machine after comprehensive training.

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

## Maxsigns Exhibiting Signage Products



An extensive range of signage products can be found, including the company's gazebos, which the company has used to fashion an exhibition stand.

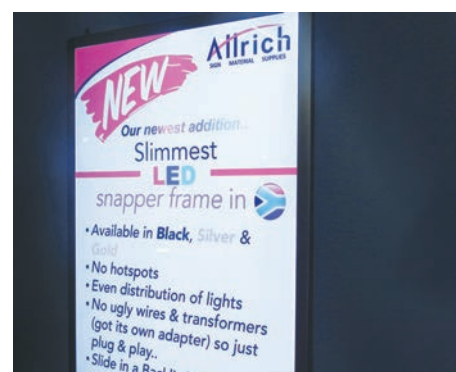
### ALSO ON DISPLAY ARE:

- Examples of promotional gifts that the company specialises in (such as pens)
- Pull-up banners.
- A4 and A3 X-banners.
- Wall banners.
- Poster frames.

A number of printable vinyl samples are also on display, including colour, clear, reflective and honeycomb.

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

## Allrich Exhibiting LED Snapper Frame



The company's slim LED snapper frame is being showcased at the company's stand for the first time in Africa. Slimmer than a cellphone, pictures can be changed easily within the frame. It comes in range of different colours (gold, silver and black) and gives an even distribution of lighting, with no hotspots, nor any unsightly wires and transformers.

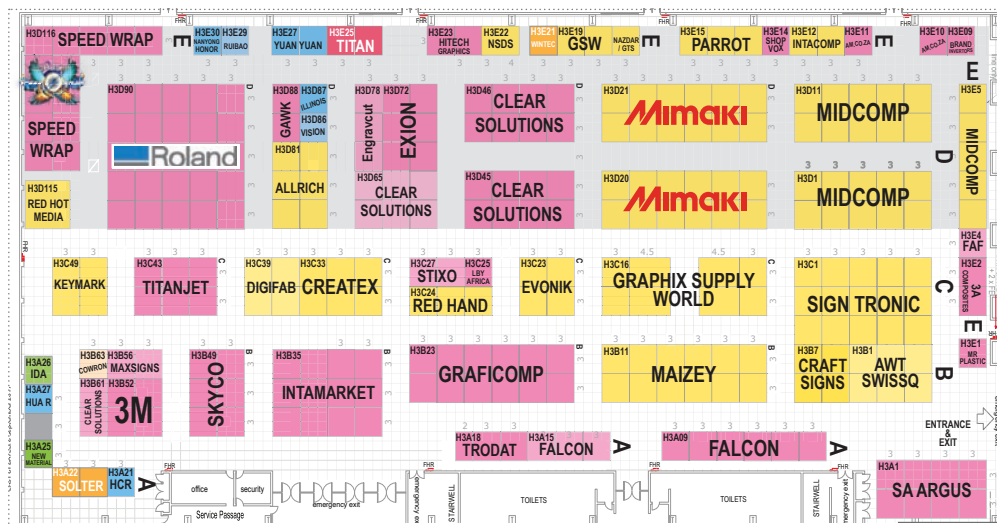
Also on display are a range of signage materials, including pull-up banners, wall banners and gazebos.

[www.allrich-sa.co.za](http://www.allrich-sa.co.za)

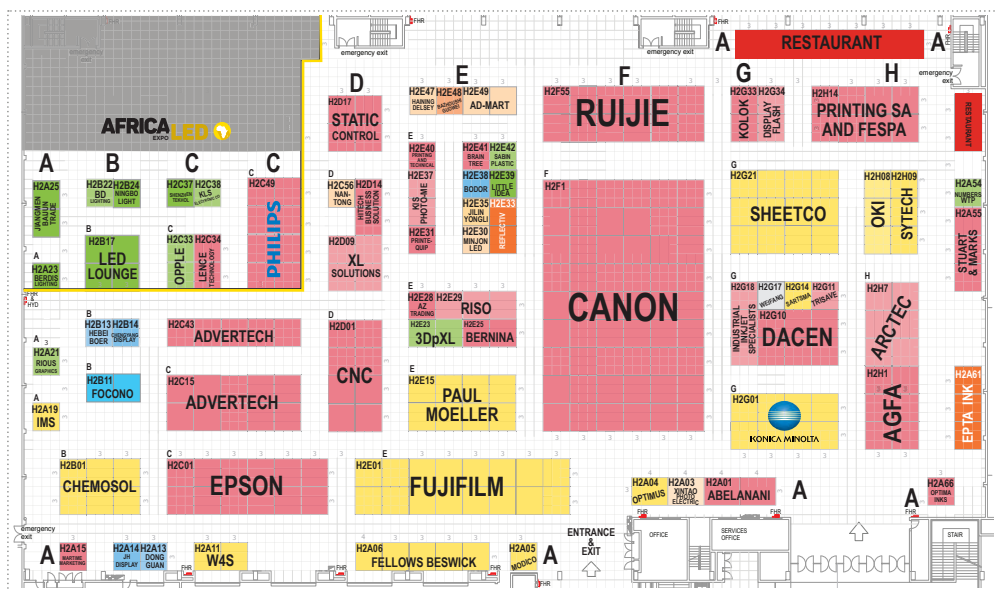


# VISIT ALL THREE HALLS:

## HALL 3



## HALL 2



## VISIT HALL 1 FOR:

SCREEN PRINTING,  
T-SHIRT PRINTING,  
GARMENT DECORATION,  
SIGNAGE SOLUTIONS,  
LED LIGHTING,  
DIGITAL SIGNAGE

## HALL 1



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BY KONICA MINOLTA SOUTH AFRICA



KONICA MINOLTA

## HALL 03

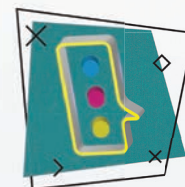
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## HALL 01



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