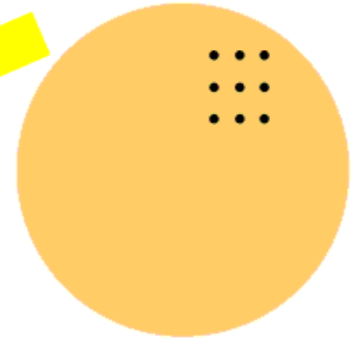


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Actual News about [Large Format Printing](#)

A free of charge information service

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Dear Readers, dear friends,

these days I have sit together with some friends and discussed the way digital printing has gone last 10 years. I remember the day the owner of a Danish screen printing company told me that he expected only 2 to 5 digital printing systems in Europe. Some years later other talked about business opportunities for super wide printer. There were numbers of 50 to maximal 100 machines world wide.

Was this realistic? At the time people said this, yes, but todays life shows total different numbers. Why? Reason is that new technologies develop and drive new market.

1999 Thomas Poetz introduced his ideas of printing to textiles, digital textiles he called it, at Giga conference. People said, this never will become true.

Wow, have a look to Heimtextil in Frankfurt, have a look to the new developments of BASF, Sophis and others. New ideas will create new business, but the world must be informed about this ideas. This is the reason why we offer our LFP-Newsletter service to you. Everytime really actual but also with a view to visions.

Enjoy the information we collected and be part of the market developing community.

Wolfgang Hey

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ColorSpan by MacDermid scores yet again!



“Photo Electronic Imaging” Magazine (PEI) one of the world leading publications dedicated exclusively to electronic imaging, photography, and computer graphics annually hands out the well-known **Cool2 Awards**, which the DisplayMaker **Mach 12** has won for 2002! Besides winning the prestigious Cool2 Award, ColorSpan has been awarded, by the Editorial Office, the “**New Millennium Award 2002**”, which is granted to those companies whose capacity and innovation allows them to be at the forefront due to the quality of their products and services. ColorSpan wishes to share this gratification with you by offering, until the 29th of March 2002, product bundle prices at intensely special rates!



More information: www.colors span.com

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Sophis shows a reliable short run digital printing machine at Heimtextil, Frankfurt

Sophis Systems N.V. based in Wevelgem, Belgium presented at Heimtextil a machine printing high quality printed cloth at 20 square meters per hour. The Print Express has been proven at customer sites. The printer averages consistently under production conditions, 100 linear meters, quality printed cloth per shift of eight (8) hours. The machine is ideal for the middle market segments where 139 cms is standard. The designs are queued and the system runs automatically from one order to the next. If the aim is to print for the ‘Just In Time’ delivery of orders, it is economic to start with one Print Express and adds on extra printers to produce the number of required printed meters per week. Whether the order is 5 meters or 1000 meters this is an economic business model to follow. Under 1000 meters, it is not economical to make cylinders.

More information. <http://www.sophis.be>

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Early registration discounts available

DPI '02 - this year's Conference & Exhibit of the Digital Printing & Imaging Association in Palm Springs, CA - is THE opportunity to meet with the movers and shakers of the large-format digital industry. Get all the details and take advantage of our early registration discount by going online now to <http://www.dpia.org/dpi02> . and make those housing reservations while you're there.

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Neil Baker becomes VP of sales at Monaco

The LFP market will not lose one single person especially if this person is as deep involved as Neil Baker was and still is. Monaco Systems is proud to announce the appointment of Neil Baker to vice president of sales and business development. Neil joins us after having served as vice president of WebMiles and CEO of Onyx Graphics. Neil will oversee direct sales, reseller relations, and OEM partnerships for Monaco Systems' suite of award winning color management products. His appointment comes at a time when Monaco Systems is experiencing revenue growth and is expanding its sales force to support this growth. Good luck for him!

More information: www.Monacosys.com

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Braille Signage

Bindopor / Recognition Express recently introduced on the Portuguese market Braille signage, which is being very much appreciated specially from public institutions, public buildings and other customers (still only a few ones) which understands the importance of installing a Sign System which can help blinds to circulated within a building. Bindopor keeps a close contact with the Portuguese Blind Association and cooperates with them in order to be able to offer a Braille Sign solution which actually works.

More information: José Costa Rodrigues, jose.rodrigues@bindopor.pt

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Sihl is coming to the PAPERWORLD 2002



Sihl, as the largest manufacturer in the vast world of digital imaging media, shall be presenting, at the PAPERWORLD exhibition in Frankfurt, the full range of options: inkjet media, transparent paper and estat media. A few highlights await you on Sihl's booth – three papers in particular. They are: **IJ Galaxy Photo Paper PE 170**, **IJ GA Paper**

two-in-one spectra 150 matt, and **Instant Dry Canvas WR 350 matt**. PAPERWORLD 2002 marks our official "all-clear" for deploying all three media on HP 5000 printing systems. To see all this new media you are cordially invite to visit Sihl in Frankfurt at booth D 23 in hall 4.1. There you will discover product highlights – in live use on a HP 5000 printing system – and take home a digital photo-surprise of lasting souvenir value.

More information: www.sihl.ch

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Polly Price Design finds MonacoEZcolor Invaluable in Printing Fine Art Photographs

The art of printing photography is tricky and in many cases, frustrating if you don't have the necessary tools. One of the tools a photographer needs is a quality color management solution. Some photographers might go as far to say that if you want to print your own photographs, color management is the best kept secret when it comes to producing a quality product. That's what Polly Price of Polly Price Design in Atlanta, Georgia, discovered when she tried to print her photographs and colors she saw on her monitor didn't match the ones she printed from her Epson printer. Price quickly realized she needed a color management solution, and the one she selected was Monaco Systems'.

More information: www.monacosys.com

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Another News from Wasatch

Wasatch ImageNET is already revolutionizing workflows for many customers, putting SoftRIP on the screen of every Macintosh and Windows system on users' networks. SpotOn Color Capture is providing a quick solution to critical color-matching needs. You can read more about these features of Version 4.4 of Wasatch SoftRIP at the Wasatch web site. They've just released their January 4 update, which is the fully globalized edition of this new version. Translations are currently underway in nine languages. These translations will be released through the course of January. Today's update also releases support for the Hewlett-Packard 10/20/50PS, the ColorSpan Mach XII, and the Mimaki TX2 TextileJet. Finally, today's update expands the list of files supported by Wasatch SoftRIP Light to include jpeg, making our low-cost "personal" product more useful with digital cameras.

More information: www.wasatchinc.com

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DaHe dominates far east large format market with 24 VUTEk presses

Rapidly expanding Chinese digital printer, DaHe International Advertising Group Company, has amassed 24 VUTEk large format printers since the company was founded in 1994. Since then it has utilized VUTEK's high quality, high productivity benefits, enabling it to become market leader in the Chinese large format print industry. As China's most progressive digital printer, Nanjing based DaHe has a production facility of almost 40,000m², with over 600 members of staff. Committed to growing both its business and its profile within the digital sector, DaHe is rapidly dominating the Chinese and Far East markets, solely with the use of its VUTEk equipment.

More information: www.vutek.com

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All you need, Aurelon offers integrated software suit for grafik application

COCO, SCREENCHECK, DESKCHECK, SIGNALIZE!, ICISS are the names of the members of Aurelon's suite. It would burst the frame of the newsletter to tell you more about each single product. Therefore we recommend to visit Aurelon's homepage where you find more information and demo versions.

More information: www.aurelon.com

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Scitex begins commercial deliveries of the Scitex XLjet

Following successful beta sites at leading customers, Scitex Vision has commenced commercial deliveries of the Scitex XLjet. Scitex Vision installed ten new systems in the global market during the course of 2001. In addition, they accrued a considerable backlog of machine orders for 2002. The Scitex XLjet is exceptionally flexible, supporting easy switching from 4 to 6 colors and printing on a variety of substrates including textiles. Different quality demands can be met just as easily with close-viewing applications printed in high quality mode and the Supertext feature for extra fine text and a long-distance viewing application printed at high production rates. In addition, this "king of versatility" can print double-sided as well as backlit applications. PosterShop, the Onyx RIP now is being offered with the Scitex XLjet. Another welcome addition is a new XL Textile mode added to the 4 modes already available on the system; this mode is used for substrates that need to absorb a lot of ink in order to achieve a glossy look. The improved software is based on beta site customer feedback.

More information: www.scitex.com

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DPI-TEX a new Media for solvent based ink jet printing

In cooperation with Iben Textilwerke Beckmann GmbH, Metocolor Germany based system integrator and partner of XES, Scitex, Rastergraphics and other well known providers of printers, software and media developed and market DPI-TEX. DPI-TEX is a family of special coated textiles for solvent ink printing.

More information: www.metocolor.de

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BASF presents extended Helizarin pigment ink range at Heimtextil

According to the Ludwigshafen chemical company, "a very high standard of fastness is achieved with the two new colorants for digital inkjet printing on textiles, Brilliant Violet and Gold Yellow." Like the other pigment inks of the Helizarin range, the two new products hold their own with conventional printing colorants. The inks have very good running properties. Downtime and cleaning effort were able to be significantly reduced again, says BASF. With a total of ten different hues made by BASF, the user can print an even greater range of shades than before. The BASF range of performance chemicals for textiles includes standard products and specialties for weaving and pretreatment, fluorescent brighteners, dyeing and printing auxiliaries, coating products and finishing agents. BASF's distinctive approach to integration in research, development and production – known in German as "Verbund" – is also one of its particular strengths in performance chemicals for textiles. Its leading position in providing solutions to technical problems gives BASF and its customers a unique competitive advantage.

More information: www.basf.com/textile

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Northstar drives up grand format quality with VUTEk UltraVu™ 5300

Start-up grand format digital printer Northstar Imaging Solutions LLC, is enjoying success with its VUTEk UltraVu™ 5300. Utilizing the UltraVu's high quality print, Northstar based in Detroit is producing some of the cities most creative large format applications, including building wraps and parade floats for this year's nationally televised 'America's Thanksgiving Day Parade'. Working with the official Parade Studio, Northstar has wrapped floats for companies including MTV/Nickelodean, Paramount Pictures, Comcast Cable and Marshall Fields. In addition to this, Northstar has also wrapped its own float, featuring a dance party theme hosted by a DJ from local radio station 'Club WDRQ'.

More information: www.vutek.com

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Fisher Textiles introduces Mural Artist's Canvas for use In InkJet Printing

Fisher Textiles, providers of fabrics to the textile industry for over 30 years, has introduced their new mural Artist Canvas for use with grand format printers 80" to 126" in width. This coated canvas can be printed using solvent ink to produce artist reproductions, murals, signs, and banners. Style GF4308 is a 10oz 100% polyester canvas with a primed acrylic ground canvas with Acid- Free sizing. Rolls are on 3" I.D. cores and rolled with coating facing in.

More Information <http://www.fishertextiles.com>

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Stiefel puts NUR Fresco HiQ 3200 on Map in Germany

Stiefel GmbH in Lenting, near Ingolstadt in Germany, has put the NUR Fresco™ HiQ 3200 firmly on the map in the German large format market, as the third company in the country to install the NUR Fresco 3.2 metre wide format digital production printer from NUR Macroprinters. Celebrating its 21st anniversary this year, Stiefel has built a successful international business on the production of printed wall maps. Through this niche specialisation, the family business has established a strong network of clients who now turn to Stiefel for a wide variety of advertising, promotional and point-of-sale materials. From its origins in the education market, Stiefel's customer base has diversified and is now strongly rooted in the advertising sector, even including major local retailers such as Mediamarkt, Saturn and Bayva.

More information: www.nur.com

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Service Bureaus lead the revenue picture

In their 2001 Wide-Format telephone survey, Lyra gathered data from 100 photo labs, 100 sign shops, and 100 service bureaus throughout the United States. They found that of the shops that answered the revenue-related questions, 24 percent reported revenue in excess of \$1 million, while another 23 percent of the shops reported revenue between \$500,000 and \$1 million. Thirty-five percent had revenue between \$100,000 and \$500,000, and 18 percent had revenue less than \$100,000.

Not surprisingly, those shops with more than one wide-format printer were more likely to have higher annual revenues. Three-quarters (75 percent) of shops with three or more wide-format printers had revenue in excess of \$500,000. It is an interesting correlation that the shops with more wide-format printers are also the ones with greater revenues. As a group, service bureaus reported the highest shop revenue. The median revenue for service bureaus is \$500,000 compared to \$350,000 for sign shops and \$300,000 for photo labs. This is a median value, not an average. In each category, there were a handful of shops with multimillion dollar annual revenue. You can help and win by joining the survey!

More information: www.lyra.com and <http://www.rresults.com/1680001/>

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SEAL Brands material handling device makes for light

SEAL Graphics are launching a range of Material Handling Devices (MHD) ideal for use with their superwide liquid laminators. The MHD's are high speed industrial rewinders, that re-spool printed or coated media from a printer or laminator's take up roller onto a removable aluminum core, leaving a professional, tightly wound roll of media which can be easily transported to any desired location. Available in three widths - 2.6m, 3.4m and 5m – capable of handling media from 2.6m to 5m and up to 250lbs (113 kg), the AquaSEAL MHD perfectly compliment the widths of the 3 AquaSEAL Superwide Liquid Laminators making them an ideal compatible addition to the range.

More information: www.sealbrands.com

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New Wide Format Barcode Printer offers lifetime warranty and low price

Extra-wide 8.6" printing, lifetime warranty and low price characterize the new Pronto 843 barcode printer introduced by QuickLabel Systems. The printer is engineered to print labels from 3" wide to full 8.6" document-size for shipping, receiving, and compliance with AIAG, ODETTE, and major retailer label format requirements.

Pronto 843 offers 40% greater print width, 50% greater printhead resolution and price savings up to 50% or more over leading brands. And, the QuickLabel Systems Pronto! Printer Family offers the only lifetime warranty in the barcode printer industry.

With 300 dpi printhead resolution, the 843 exceeds the industry standard 203 dpi resolution, and prints small size fonts, dense barcodes, and graphic-rich designs with amazing clarity. The 843 prints labels from 3" wide to full 8.6" document-size width, exceeding the 6" print width of standard "wide" barcode printers by more than 40%. On-demand printing applications for the Pronto 843 include extra-large retail product labels, warning and OSHA labels, warehouse management, pallet labels, paper and film roll labels, and simultaneous multiple-up printing across the 8.6 inch printhead.

More information: www.quicklabelsystems.com

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In-store advertising cleans up with increased Sales in laundry category

In-store advertising propelled significant sales growth in the laundry detergent category, according to results from the supermarket phase of the POPAI study, "In-Store Advertising becomes a Measured Medium," undertaken with the Advertising Research Foundation.

Figures concerning proof of placement of in-store ads show they were found on seven percent of product displays, and almost 12 percent of the weekly brand placements at the main shelf. Consistent with other product categories audited, the laundry sector saw tie-ins between in-store advertising at both the product display and main shelf 26 percent of the time.

The study was conducted jointly with the Advertising Research Foundation in a national sample of 250 supermarket outlets. Data collection was done by IRI; sponsors included: Anheuser-Busch, Frito-Lay, Procter & Gamble, Pfizer/Warner-Lambert, Pepsi and Ralston-Purina.

More information: <http://www.popai.com>

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Good bye !

Your LFP-Newsletter team

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