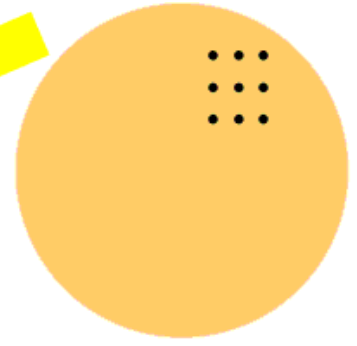


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Dear Readers, dear friends,

Yes, this is the last newsletter in 2002. On behalf of the entire team I like to thank you our readers and subscribers and of course all the people frequently downloading the newsletter for your interest and your trust. The audience is becoming bigger and bigger. People from everywhere in the world access our web page.

MANY THANKS!! The resonance we got over the last month will motivate us to continue our work also next year, maybe we even will expand our services. We will keep you informed, nevertheless, whenever you miss something, need support in any way, like to publish news from your company, do not hesitate to mail.

Merry Christmas and a happy new year!!

Sincerely

Wolfgang Hey and the entire team

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1) Final Report on PRO SIGN 2002

When the visitor figures were released on the third and final day of the fair a great sense of relief was felt by the team under the new Project Manager, Diana Schmeisser. 6812 paying trade visitors had made the trip to Frankfurt. Over half of them (56.9%) travelled 200 km, to find out all about the new products at PRO SIGN 2002 (70.8%), to see new technologies (59.7%) and to discover the latest trends (63.5%). The majority of the trade visitors came from Germany, Austria (21.6%), Switzerland (15.8%) and from the neighbouring European countries France, Italy, the UK and Ireland (each with 5.9%). But there were also visitors from India, Thailand, Africa and Australia. Virtually all of the visitors came from the industry itself (97.5 percent), including independent business owners (44.4 percent), managing directors and division heads (25 percent). Over half of the trade visitors (52.3 percent) had a significant say regarding the purchasing decisions of their company. This means that PRO SIGN 2002 was one of the leading decision-making trade fairs amongst the European sign shows. The expanded supporting program of PRO SIGN 2002 was also well received. The free-access congress which was integrated in the fair covered topics of major importance. Digital large format printing, XXL systems, textile media, LFP systems and signmaking. This event was rated "very good" by 55 percent of the visitors.



More information: www.prosign-messe.de

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2) GBC and HP agreed co-marketing

GBC Films Group (GBC) has announced a co-marketing agreement with HP to develop and promote complementary media and laminating solutions. The cooperative program combines resources and products from both companies to expand the printing and finishing opportunities and capabilities of users. The agreement is designed to offer GBC customers better solutions through focused laminate and media compatibility testing, in-depth technical support, extensive application knowledge via printed and on-line marketing materials, and shared trade-show activities. GBC Films Group will test HP media with GBC films to make recommendations on compatibility, usage, and applications. GBC will share its technical expertise of coatings and lamination with HP for the development of new products and applications to reduce users' overall job costs. In addition, GBC will have access to ink and media expertise from HP. During the next year users can expect to see GBC and HP working together to promote products from both companies as well as the appropriate applications and recommended workflow processes.

More information: www.gbcfilm.com

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3) Scitex Vision and Aprion Digital will merge

Scitex Corporation Ltd. recently announced that Ken Levy, Chairman of Aprion Digital Ltd. and Yeoshua Agassi, President and CEO of Scitex Corporation Ltd and Chairman of Scitex Vision Ltd., have reached a Summary of Terms agreement to merge Scitex Vision Ltd. and Aprion Digital Ltd. Scitex Vision, a wholly-owned subsidiary of Scitex Corporation with headquarters in Herzlia, Israel, is a leading developer, manufacturer and service provider of wide and super-wide format digital printing systems and consumables. Aprion, a company based in Netanya, Israel, in which Scitex holds 43%, is a developer, manufacturer and service provider of Drop-On-Demand inkjet technologies and systems for a variety of industrial, end user and digital printing applications. Aprion's first commercial applications are in the corrugated packaging and wide format printing markets.

More information: www.scitex.com

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4) Imaging Jet was renamed to "silver jet pro"

Only name changed, quality will stay the same as before. This is the message distributed by Zander. The rename was necessary to achieve a common strategy for all high class papers offered by Zander. Silver digital, silver image and silver jet pro represent the entire product portfolio. Now it's easier to find the right paper. In Germany all these papers can be ordered from Papier Union exclusively. For other countries Zander should be asked directly.

More information: www.Zanders.com

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5) Meeting point for all vendors

Users still complain that there are still no norms, no structures, no definitions available regarding UV-stability, color gamuts, etc.. So vendors should remember that there is a special committee in place within ESMA where vendors can meet and define standards and rules to support the users best way. This committee is handled by Thomas Poetz president of 3P-Inkjet-Textiles. Please contact him if you like to know more.

More information: www.3p-inktextiles.com

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6) Lyson Europe and Tiara Systems have moved

When Lyson moved to the Schreiter Haus two years ago there was the hope of expansion but that this would be necessary after already two years, none thought at this time. But stock area as well as office space became to small very fast due to very fast growth. So Lyson and it's partner Tiara Systems decided to do next step and bring the very successful printer "Sapphire" and "Opal" to a new home. The new building offers within the 3.000 sqm enough stock capacities as well as rooms for training and demonstration. You will find Lyson now at: Gold-Zack-Str. 6, Mettmann, near by Düsseldorf, Germany. Other buildings will stay in UK and Irland.



More information: www.lyson.com and www.tiarasystems.com

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7) Extension opens way to more aggressive growth

Mrs Anne Campbell, MP for Cambridge, recently cut the ribbon to officially unveil the 1,800 sqm extension to Inca Digital Printers' buildings in Coldhams Lane. This brings the total building capacity – production, research and development – to over 3000 sqm. In just over two years Inca Digital, a specialist in the development and sale of piezo inkjet printers, has grown from seven to 85 people. Working in partnership with distributor Sericol Imaging, it has sold printers to Europe and North America, with the first Japanese installation due to take place next month. Inca also announced two new printers: a fine quality version of the Eagle and the Columbia, a larger format, high speed and high quality inkjet printer which bridges the point of sale and packaging markets. The new Eagle H has been installed in four sites already, including VGL in Reading and Bezier in Wakefield, and now the new version will ship globally. The Eagle H can print up to 800 dpi (compared to 720dpi for the Eagle 44) with speeds up to 100 sqm an hour (compared to 90sq m an hour).

More information: www.incadigital.com

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8) Rho with patented system for wide-format printing

Available now - the Durst RHO 160 flatbed inkjet printer with an integral system for wide-format printing of sheet-fed and roll-to-roll media. The Rho 160 also has a new system for printing fabrics provided as standard. Durst has created a printing plate with an integral ink collector to guarantee perfect wide-format printing without soiling or smearing of the subsequent sheets or print material. The separate "Wide-format print" menu option makes the adjustments required for the user. Wide-format printing has hitherto involved complex, intricate masking of the edges of sheet-fed materials. The usual consequence was that the entire printing area of roll-to-roll material was soiled, simply because spray went over the edges of the medium. New textile printing system in the Durst RHO 160 allows all types of textiles to be printed easily.

More information: www.durst-online.com

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9) Solution for pressure sensitive converting

The SPARK/DFS, a joint production of Matan Digital Printers (2001) Ltd of Israel and Allen Datagraph Systems, Inc. of New Hampshire, is the first end-to-end digital solution that delivers roll-to-roll or roll-to-sheet output for pressure sensitive labels, decals and industrial markings. The SPARK print engine is the latest development of Matan. It offers 400DPI one-pass four-color printing in process and spot colors. With output rates up to 37.7 MSI (23 sqm) per hour, the SPARK offers productivity, economy and versatility that is ideally suited to a significant range of short run imaging requirements. The DFS Digital Finishing System was developed by Allen Datagraph. It is the only finishing solution to combine laminating, high-speed digital die cutting, and the ability to strip, slit and rewind or sheet finished output. Featuring Allen Datagraph's acclaimed and patented SmartMark optical registration system, the DFS solves the print-to-cut registration problem with precise, automated efficiency.

More information: www.matan.co.il

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10) Visual Communication Italy 2002



Visual Communication Italy 2002 was full of novelties, new technologies and creative applications. 14,199 attendees filled the aisles of the 2002 edition. 226 exhibitors from 23 countries showed at 25,000 sqm exhibition space the latest application solutions offered to today's modern graphic producer. 59 new suppliers to the industry who joined the ranks of Visual Communication exhibitors made the already extensive range of products for the sign making, digital printing, screen printing and engraving industry even more complete. With an attendance increase of 7% over last year and an exhibitor increase of 6,6% Visual

Communication confirms its leading position in Europe. Foreign visitors attendance was up 18,9% with a strong participation from the Mediterranean Basin. The next edition of VISUAL COMMUNICATION Italy will take place November 14 - 16, 2003 in Milan, FIERA MILANO.

More information: www.visualcommunication.it

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11) Short news from Wasatch

Wasatch just announced the release of the new Contour Cutting Utility for Wasatch SoftRIP. This exciting new option drives most print/cut and standard plotters. Also new is the Wasatch built-in 3D Profile Viewer which compares any two ICC profiles. A host of other standout features include enhanced ink limit controls for Hi-Fi production, lock controls, new input profiles and a slick new tiling feature.

More information: www.wasatchinc.com

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12) Looking for a service provider in UK or beyond?

Based in Chertsey, Surrey, Lightbrigade is one of the UK's most technically advanced graphic production companies, dealing with a large range of exhibition and event graphics as well as the construction of exhibition stands and event management. They pride themselves on constantly being up to date on the latest techniques and solutions and can boast a wide range of digital production machines as well as a complete finishing service. Their most recent installations include three Vutek Ultra Vu 3300's as well as a NEW Inca flatsheet digital press that can print to rigid media at up to 40mm thickness for even greater production versatility. The portfolio boasts events such as Hampton Court Palace and Chelsea Flower Show (both as the official signage contractor), Euro 96, The World Cup 98 and Le Tournoi.

More information: www.lightbrigade.co.uk

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13) Glass surface design with self-adhesive films

The new range of products from ASLAN includes self-adhesive films for different applications like decoration, sight obscuring and sandblasting. You can choose from a wide range of colours to create the desired glass designs. All these self-adhesive films are excellent for computerized cutting. Special Design Highlight: The brand new ASLAN CB 100 self-adhesive film that creates the effect of leaded glass. The sight obscuring films now come in various designs; giving a greater choice for this type of application. ASLAN offers three sandblasting stencil films with different thicknesses for specific applications. To apply these glass decorative films ASLAN offer: ASLAN TMO the recommended transfer tape, or ASLAN TP 110 if a paper transfer tape is preferred. This completes an excellent range of products to give glass design 'that extra sparkle' !

More information: www.ASLAN-Schwarz.com

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14) Application hints for IJ Photorealistic Paper SA

The "IJ Photorealistic Paper SA" is a self adhesive, barrier coated special-inkjet paper, which has a satin surface. The IJ Photorealistic Paper SA is available in the grammage of 150g/sqm. The backside has a silicon release paper. The IJ Photorealistic Paper SA is designed for full colour wide-format graphic arts inkjet printing, for photorealistic graphics, presentations, posters, promotion displays and panel signages. It is compatible with dye-based ink systems. Self adhesive adheres to flat and clean surfaces. Print settings: The best print results are achieved by using the highest quality mode. The differences from the modes are the number of print passes. For an optimal print result the use of the quality mode from six passes upwards is recommended. The data sheet with special instructions regarding usage, finishing options, etc. is available from sihl.

More information: www.sihl.ch

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15) Full range of Inkjet-inks

You want to create a really CocaCola Red. You want to increase your colour gamut. This and more as printing without any problems will guarantee the inks of the US-producer Triangle, which company foltec is introducing succesfully in the market. If Solvent-Inks for Albatros and Toucan from Mutoh, Rastergraphics Arizona series, Solvent-Printers from Roland or Mimaki, for the DGI and Infinity-Printers up to the XXL-Printers from Vutek, Nur and Scitex, or Oilbased-Inks for Xerox XPress and X2, PP5000 and Seiko, or Waterbased Pigment-Inks for all kind of Piezo-Printers - the high quality inks running on all printers without any problems, increase the colour gamut dramatically. Further there are offered a guarantee for printheads and other parts if used Triangle-Inks. And from the most used spareparts of the printers will be hold a stock giving an additional service. Also a high performance, waterbased Topcoat varnish for all kind of digital printed banners, side curtains and self-adhesive vinyls is offered by foltec.

More information: www.foltec.at

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16) DGI was approved by RSA

Dr. Graphix Imaging (DGI) recently announced that the Reprographic Services Association (RSA) has approved DGI as an authorised vendor, making the RSA the newest distribution partner for DGI's large format digital inkjet media and supply products. The RSA has expressed the value that DGI offers with their unique products for wide format graphics inkjet media applications. DGI, a leading innovator of large format digital inkjet media and supplies for the commercial graphics market, will be working closely with over 70 RSA members to promote and market the 40 products that DGI produces for use with large format digital inkjet printers. Presently, the RSA consists of 160 leading graphic design support locations, with over 3,000 employee's and aggregate annual net sales exceeding \$200 million. Combining RSA's own high standards of quality control and service excellence, with DGI's philosophy of "the Customer is #1", this joint partnership should significantly elevate the market standards for superior quality products and outstanding customer service.

More information: www.drgraphix.com or www.rsacorporation.com

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17) Improved graphic outdoor Plus pigment ink

Encad Inc, a wholly owned subsidiary of Eastman Kodak Company has announced a new, improved Graphic Outdoor PLUS (GO+) water-based pigment ink for its NovaJet printers. The new ink provides more vibrant colours, improved jetting reliability and enhanced image quality. GO+ Ink comes with Encad's new "Plug and Play" ink cartridge which provides cleaner and easier installation. The new ink will start shipping in December. Boasting an increase in colour gamut, the new GO+ ink offers more vibrant colours than GO pigment ink. The vivid colours of GO+ are a result of greater colour density which is most noticeable when printing yellow, red and green. These extra features provide the end-user with the ability to match critical colours like those used in corporate logos and produce more eye-catching output. Using such small pigment particulates improves the reliability of the jets and print head life resulting in even lower cost of ownership across the Encad printer range. Its compatibility with the entire Encad printer family also simplifies ordering and reduces inventory for customers with more than one printer model.

More information: www.encad.com

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18) Poster printing made easy

Demonstrating Fuji Hunt's facility for developing new equipment and markets, rather than simply following existing trends, the Poster Printer PP3000, made by Fujifilm and distributed by Fuji Hunt Digital Solutions, is a product unique in the digital printing field. Described as a high speed enlargement copier, the PP3000 is as easy to operate as photocopier, instantly producing posters up to A1 size from standard A4 sheets or continuous roll originals up to 2m in length. Able to produce an A1 poster in just over one minute at 300dpi resolution using Fujifilm's thermal process, the printer can operate as a stand-alone unit or interface with PC or Mac platforms. The PP3000 offers fast, simple printing with no inks or toners to worry about - and therefore operating on a fixed cost basis - to produce posters for a variety of uses. Applications range from promotional POS, information and advertising sheets, presentation and conference material, flip charts and general signage, to exhibition display and corporate notices - virtually anything which benefits from a properly printed poster or banner, on a variety of paper types and colours - all produced at very low cost. From office use to quick print outlets, graphics studios and minilabs, the PP3000 fills a distinct market niche.

More information: www.fujihunt.com

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19) Stork presents ZIRCON-II

Stork presents the ZIRCON-II, a compact and reliable digital roll-to-roll printer for producing a multitude of polyester fibres. By combining excellent printing features with a high production speed of 10 sqm per hour, ZIRCON-II offers a low cost price per square meter for printed polyester textiles. The ZIRCON-II is specially designed to perform in a production environment. The Piezo "drop-on-demand" inkjet technology guarantees a superb quality and an almost perfect reproducibility. The printer can easily be incorporated in all kinds of digital and textile workflows, prints on substrates up to 1.600 mm wide and can handle roll diameters up to 300 mm. The ZIRCON-II has a large ink capacity, which enables printing for longer periods.

More information: www.storktextile.com

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20) New Photo media by Canson

UNIVERSAL POSTER PAPER 150G Glossy inkjet coated paper is the new member of Canson's media family for the large format market. It's really universal. It is compatible with all thermal and piezo water-based plotters, either with dye or pigmented inks. Its water-resistant coating offers a broad range of potential uses. UNIVERSAL POSTER PAPER is a cost-effective photo realistic paper. It is especially recommended for high resolution photographic prints and display graphics. This media can be either cold or hot laminated. Universal Poster Paper is available in rolls of 30.5m long and 4 widths 24, 36, 42 and 44''.

More information: www.canson.fr

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21) DuPont Ink Jet and 3P InkJet Textiles

DuPont Ink Jet and 3P InkJet Textiles announced a collaboration to promote DuPont™ Fusion™ Inks with 3P Textile banners. The announcement was made at the Screenprinting & Graphic Imaging Association (SGIA) Annual Conference. Throughout the 1990s, 3P consulted in digital wide-format printing. In 1997, 3P pioneered textile preparation for digital textile printing and is now an industry leader. With headquarters in Germany and an office in Madison, Conn., 3P InkJet Textiles was founded by Thomas Poetz and since 1997 3P Inkjet Textiles has been producing fabrics for use in Large Format Inkjet Printers.

More information: www.3p-inktextiles.com

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22) Canon announces TS4400 Thermal Sealer

Canon announces an industry-first product; the Thermal Sealer TS4400, which will be made available to selected countries throughout Europe. The device transfers a clear glossy or matt sealant onto printed media using a sophisticated combination of heat and pressure, offering an effective, easy to use alternative to lamination. There are three strong markets for the TS4400: the corporate office for marketing and presentation material, service bureaux and high street print shops. Cost efficiency and low labour-intensity for operating are two fundamental benefits. Canon's Thermal Sealer offers graphic arts businesses, which engage in large format printing, an easy-to-use device, which provides a professional finishing touch. The temperatures for the thermal transfer systems are low compared to standard hot lamination. The lower temperature of the TS4400 prevents air pockets becoming trapped and is particularly suitable for ink jet print-outs, which can be heat sensitive. The TS4400 is flexible with a wide range of media thickness from 0.10 mm to 0.24 mm and once the thermal transfer has taken place the media retains the flexibility it had before the process.

More information: www.canon.com

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23) Paper World's new section: "Imaging"



PAPER WORLD

The special show "Innovations, Future and Trends" is part of the new „Imaging“ section at Paper World 2003 of the 25th to 28 January in Frankfurt/Main, - a cooperation of the "Messe Frankfurt" and Hewlett Packard. For the first time in 2003, the world's leading manufacturers and distributors of original products, such as HP, as well as manufacturers of high-tech paper and transparencies for IT accessories and printer-supplies will make presentations in hall 5.0 of the Frankfurt exhibition ground. Also the possibilities of the contemporary digital image editing are presented. About 2.200 exhibitors from more than

60 countries are involved. The special exhibition draws, however, also a picture of the evolutions and innovations of the last years in the print area. Specialists will see in three topic worlds the evolution of printers and printing from the beginnings and the presence up to a view on the possibilities of tomorrow.

More informationen: www.paperworld.messefrankfurt.com

24) IntelliCoat, Azon Corporation to merge

InteliCoat Technologies, Inc. announced that it will merge with Azon Corporation (Johnson City, NY) a manufacturer of wide format coated papers and films widely used in the reprographics industry. The intent to acquire Azon Corporation by IntelliCoat's parent company, Sun Capital Partners, Inc., of Boca Raton, Fl., was announced in September 2002 and the sale was completed today. The merger is the latest development in IntelliCoat's strategy to build upon its position as a global media manufacturing leader in the digital imaging industry. The merger will benefit North American customers by combining the best technologies and practices of the two organizations, as well as delivering enhanced manufacturing, converting and distribution efficiencies. IntelliCoat and Azon are implementing a comprehensive transition strategy to ensure the uninterrupted availability of products and services to the customer bases of each company. The transition is expected to be completed within 12 months.

More information: www.intelicoat.com or www.azon.com

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