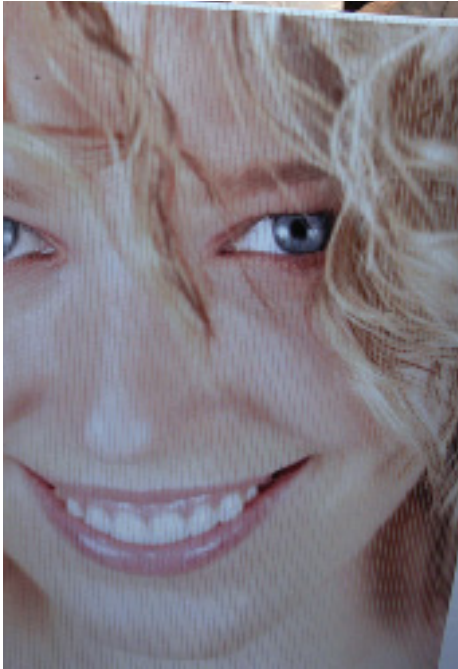




## UV-Cured Flatbed Inkjet Printers Displayed at Viscom Düsseldorf





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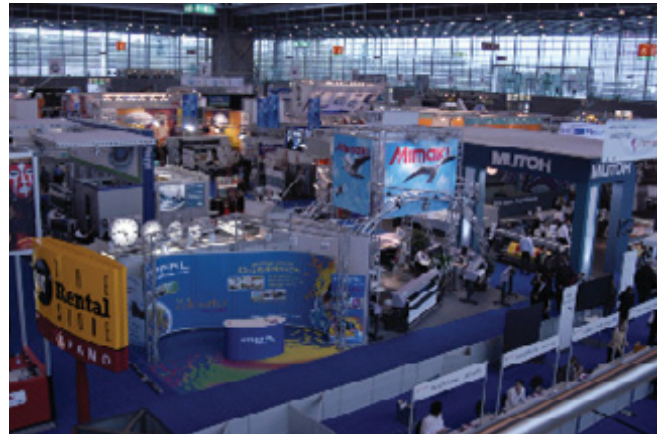
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## Introduction

Viscom Düsseldorf was concentrated in one single hall, as opposed to DRUPA which is about 18 halls, or FESPA which was perhaps 3 halls. But the advantage of being concentrated in one hall is you did not have to waste your time wandering half a kilometer to another distant hall. And there were not as many superfluous exhibit booths as the larger trade shows.

Two FLAAR Reports have resulted from attending Viscom:

- The present report on UV-curable inkjet printers
- A separate survey of solvent ink printers: eco-, mild-, and full-solvent.



Although I have been attending trade shows in Germany since Photokina 1998, this was the first Viscom I have attended. Most of the attendees were German with a diverse group of people from Eastern Europe, Africa, India, and the Middle East. Many of these nationalities felt safer in Germany than in the US.

I felt the trip worthwhile, but I was guest of an exhibitor so all basic expenses were covered. But I learned a tremendous amount. I devoted most of my time and energy continuing to learn about UV-cured inkjet printers, dye sublimation, and solvent ink. I spent much of the show in the booth of Gandinnovations in order to learn about their three different machines, and to learn what kind of information people needed who came into the booth. Attendees varied from sophisticated users of every imaginable kind of grand format printer to equally sophisticated users but who were new to UV-cured inkjet technology. I quickly learned that there is a definite need for assisting end-users learn about UV-cured inkjet technology.

The preliminary list of exhibitors published by the trade show organizers was, as for most trade shows, incomplete. I did not notice either Dilli or D.G.I. in the trade show website. But both companies had an exhibit booth (Dilli and D.G.I. are sister companies, but they often have separate booths). Here is the list I made from the Reed Exhibitions website, the organizers of Viscom trade shows. This was a pre-show list of what I expected to see.

- Digirex (at last minute did not bring their UV printer, only their solvent ink printers)
- Eastech
- GCC
- Infiniti-Europe
- Lüscher (no actual printer present)
- Mimaki
- Neolt
- NUR
- Techwin
- Vutek
- Zünd

Another common problem is that when the manufacturer does not exhibit under their own name, but is present through a distributor or reseller of a relatively unknown name. So if you looked only at the list of exhibitors posted on the trade show website, you might have decided not to attend. But for those who did attend, there were a lot more printers available to peruse than most people would have imagined from looking at the pre-show list.



ColorSpan 72 UVX

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## UV-cured Inkjet Printers

**ColorSpan** had their 72 UVX printer both in a MacDermid ColorSpan booth and the earlier model UVR also in several other booths. This is now the fastest selling UV-flatbed printer in the world, surpassing the sales record of Zünd. The X-model accepts materials up to a half an inch thick, which is substantially thicker material than the R-model.

Both the manufacturer **Dilli** and the distributor **D.G.I.** had booths (separate). Dilli exhibited one UV model in the booth of an Italian company. D.G.I. had its own booth, but featured two large solvent ink printers and a few smaller ones. The Dilli UV-cured ink flatbed printer was printing small amounts of material each day, but very slowly. This was the first time I noticed how slow it was. But the Dilli people are capable, friendly, and their printers are light years ahead of anything from China. I would calculate that Dilli manufacturers their own printer in their own facilities, whereas the Eastech printer (from Taiwan), is probably a mixture of other manufacturers.

**Eastech** showed two versions of their UV printers: a 4-color and a 6-color version. In our detailed evaluation report we provide information on what printer chassis is inside (since most printers are not actually manufactured by the brand name company).

**Gandinovations** exhibited their successful Jeti 3150 UV flatbed. This was the only UV-printer at the entire trade show that was successfully printing all three days from morning to night. We now have two reports on the Jeti 3150 UV-cured inkjet flatbed: an evaluation that has been undated several times, and a new site-visit case study.

**GCC** did not have their StellarJet on exhibit, but did have a more informative catalog on this printer than was available at ISA 2005 (where the StellarJet UV flatbed was first shown in the US). The pleasant GCC team from Taiwan said that their UV-cured inkjet printer was not quite ready to be shown to demanding European audiences.

**NEOLT** had two printers: a model 3200 UV in a distributor's booth and a shorter model, the 2500, in their own booth. Based on all the information we gathered at Viscom we have updated our report on their UV-cured inkjet printers.

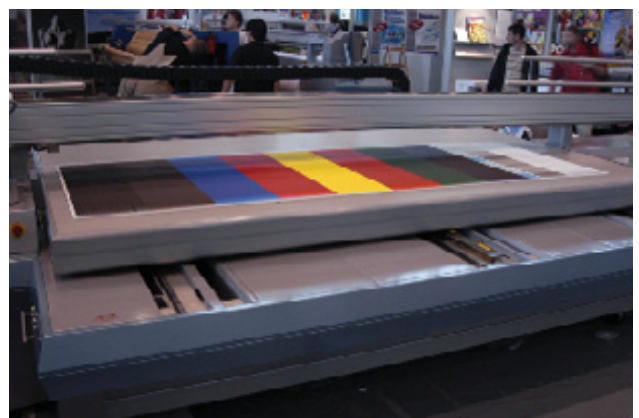
**NUR** has been concentrating on their UV printers recently: they don't often show any solvent ink printers any more. NUR has two UV models: the flatbed Tempo and the roll-to-roll only Expedio. Originally the Expedio was a 5-meter size; now a 3.2 meter wide version is available.



Dilli / DGI flatbed



Eastech Scutum UV



Gandinovations Jeti 3150 UV flatbed

The **Oce** Arizona T220 was in the Cadillac Plastic booth. The nice man in the booth was not fully familiar with the printer. This is a general problem with a giant company such as Oce or Xerox. The people in the company are pleasant, and well intentioned, but they don't know each product in personal detail. This raises the valid question of whether their tech support has the same problems. Kodak and Encad typify this problem perfectly: some Kodak tech support people simply did not know the basic features of their own Encad printer (based on a site-visit case study in Ohio).

**Teckwin** had their UV printer on display. It has a long way to go. No Chinese printer is as far advanced as are the Korean UV-cured ink flatbeds.

**Zünd** had one model 215-Plus. The 215 series has sold over 300 units, largely because several years ago it was the only UV printer under a quarter of a million dollars. Today Zünd costs about \$175,000 and is being outsold by ColorSpan, since the ColorSpan is half the price.

Missing; the following companies were not present.

- DuPont
- Durst
- Grapo Octopus (was not even at their German distributor's booth)
- Inca and Sericol
- Lüscher had a booth but no printer
- Gerber and their European distributor Spandex.
- PIT (a huge UV-flatbed, but was not functioning at all at FESPA).
- Although Zünd was present with their model 215, their model 250 was not. The model reportedly had a few problems so that its launch has been postponed

Several companies that did exhibit their UV printers previously, and did have a booth at Viscom, but did not exhibit their UV printers at Viscom:

- Digirex (rebranded Yishan)
- GCC
- Infiniti
- Zünd 250 (see note above; the printer is still being improved)

This fact reveals that developing a fully functioning UV-curable inkjet printer is not as easy as it would seem.

At Viscom Düsseldorf, the printers that functioned continuously throughout the show were the

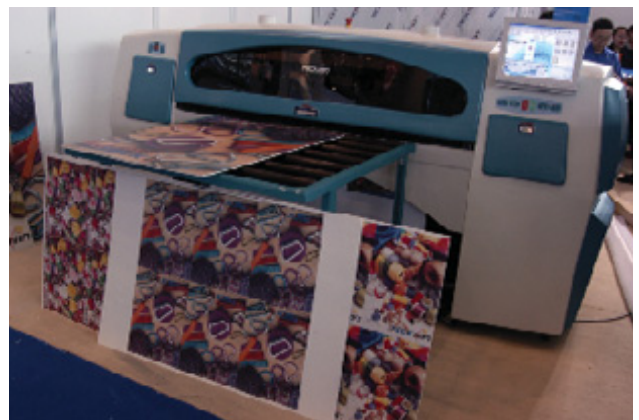
- Gandinnovations Jeti 3150
- Neolt (they had two)
- ColorSpan UVX (there was one or two 72 UV printers in other booths)



NEOLT



Oce T220 UV



Teckwin UV

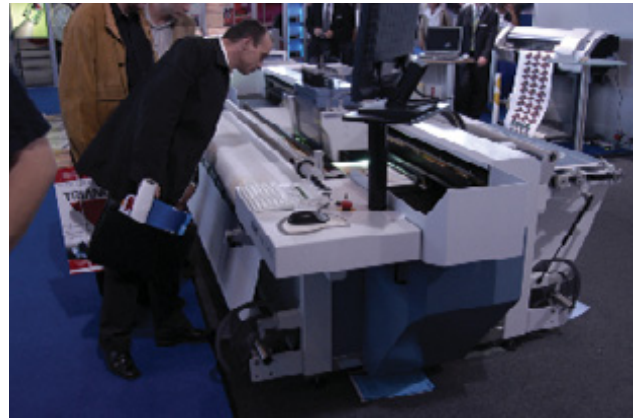
The Eastech, Dilli, NUR, Oce, Vutek and Zünd 215 were often but not always printing when I passed by but the Vutek was conspicuous by not printing whatsoever during most of one day and much of another day. The third day it seemed to be printing more regularly.

We obtained enough new information to provide the following updates to the FLAAR Reports on the

- ColorSpan 72, to add comments on the upgrade from model UV R to model UV X.
- Eastech
- Dilli
- Gandinnovations
- Oce 220 UV
- NUR Tempo

If you purchased the earlier versions of these reports any time after July 15<sup>th</sup>, the updates are available free. Just send an e-mail to [CustomerSupport@FLAAR.org](mailto:CustomerSupport@FLAAR.org) indicate the approximate date (at least the month) and which titles you previously ordered, and we will send the updated version.

During Viscom Düsseldorf we also gathered information on UV-inkjet curing lamps for a future article for Digital Graphics magazine. This article is naturally free to all who subscribe to that trade magazine.



Zünd 215

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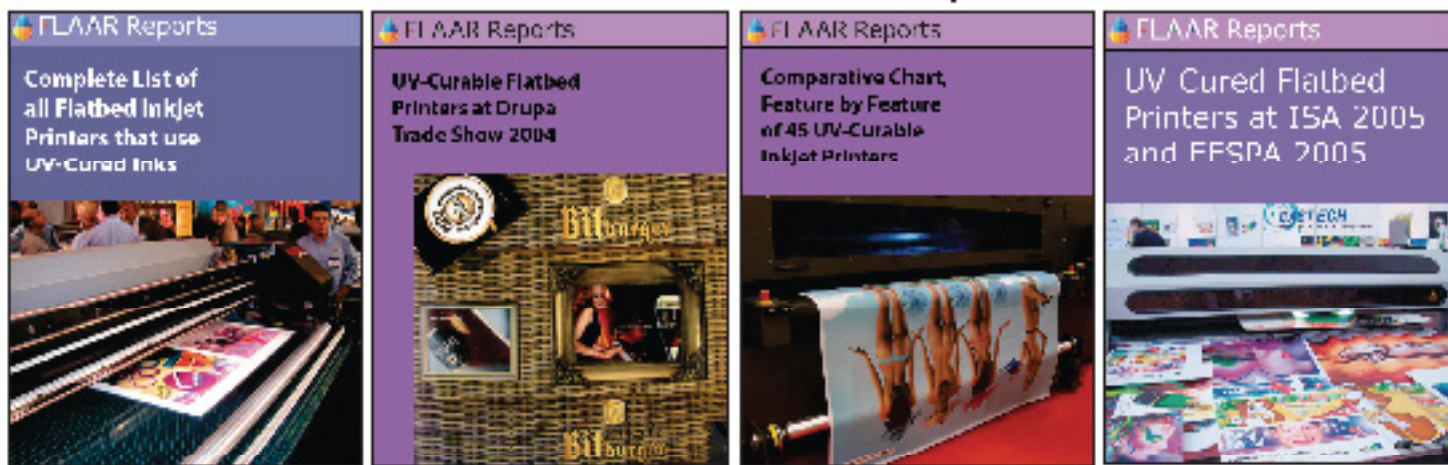


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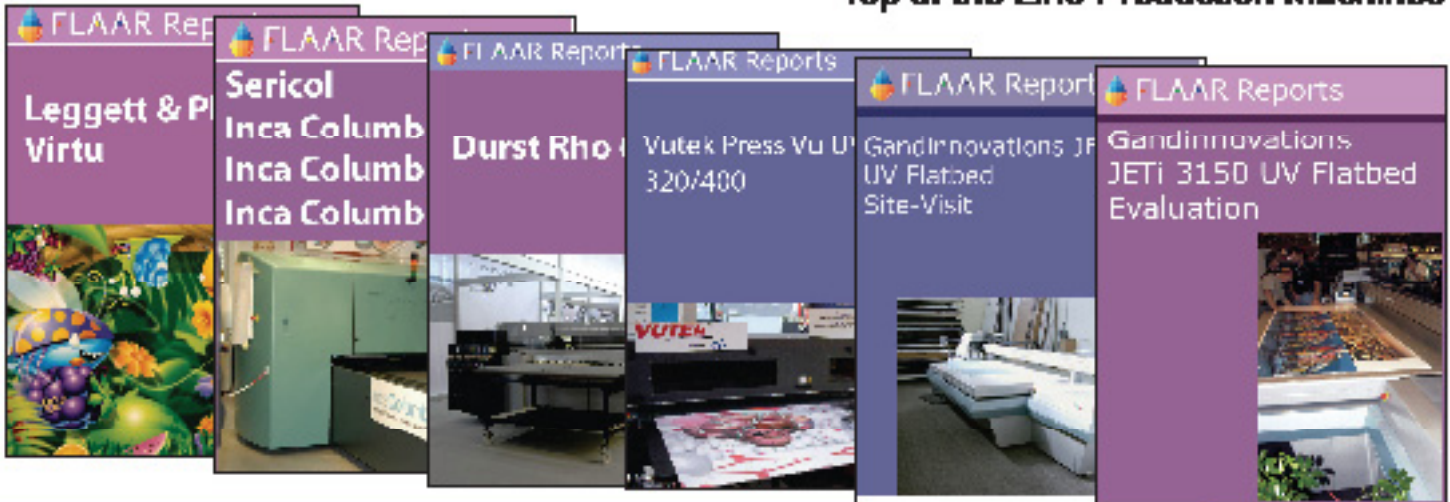
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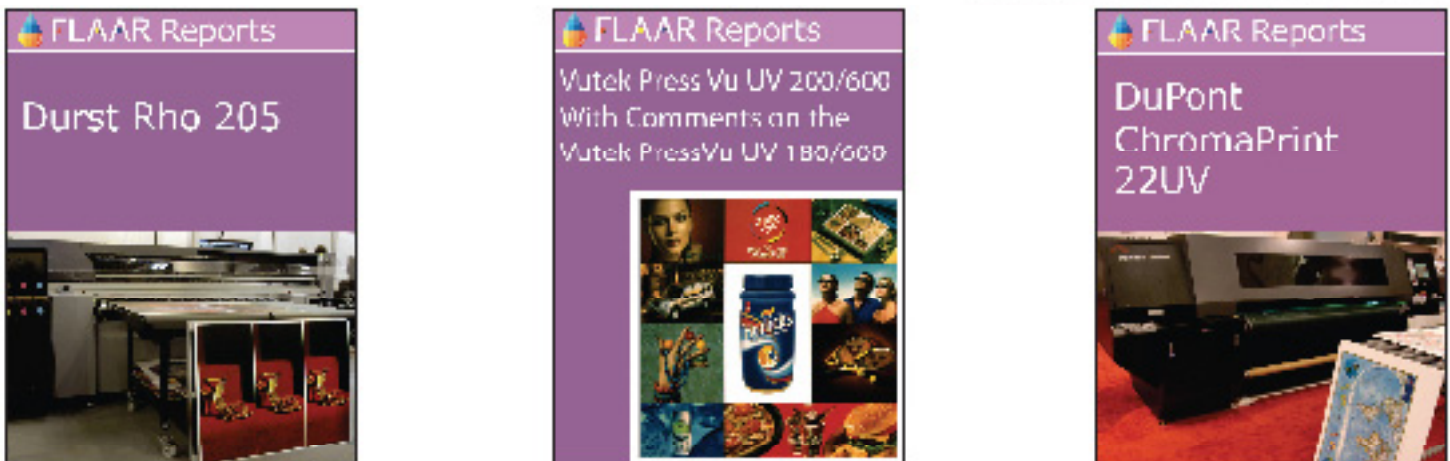


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