

# Meet Dr. Nicholas Hellmuth at ISA '09



## Personal Consulting with FLAAR at ISA 2009



ISA '09 is the best place in the world to see the new UV-curable flatbed and roll-to-roll UV printers.

ISA 2009 in Las Vegas will also be the ideal time to learn about the new non-UV inks (that may take over from UV chemistry before DRUPA 2012).

Meet Dr Nicholas Hellmuth at ISA '09 to learn about the printers, or XY cutters, or inks (including solvent of all flavors, latex, and textile printers).

ISA is the single most important trade show in the first nine months in all of North America (the next show you should consider after ISA is FESPA Digital in Amsterdam. Dr Hellmuth and FLAAR team will be there also).

The dates of ISA are April 16-18, 2009, Mandalay Bay Convention Center, Las Vegas, Nevada.

*Nicholas showing some printed sample he studied at ISA 08.*



*Nicholas at Flora booth, ISA 08.*

There are several options to meet Dr Hellmuth at a trade show.

- Best time is for a breakfast meeting before the show opens; or dinner meeting after the show closes. Then there is peace and quiet to discuss things in detail.
- Or you can ask him to meet you to walk-the-floor, booth by booth (you select the printers or technologies you wish to learn about). You can be by yourself or have your management team with you.
- If your booth needs a “Booth Appearance” by Dr Hellmuth, this can be scheduled.
- Sometimes companies also ask Nicholas to lecture or speak to their distributors and dealers, or to their management in closed-door sessions. Often under NDA.

We do this at almost every trade show. But please book in advance since there are only so many mornings he can have a breakfast meeting. Lunch meetings are also possible but before or after the trade show hall closes is best.

### Cost:

If your company has a Subscription to FLAAR Reports, there is no charge.

If your company has a research project continuing with FLAAR in 2009 there is no charge.

If your company has purchased a significant number of FLAAR Reports in 2009, there is no charge for the meeting at ISA (you can buy these reports on [www.wide-format-printers.NET](http://www.wide-format-printers.NET); if you prefer to pay by bank wire transfer, ask [Accounting@FLAAR.org](mailto:Accounting@FLAAR.org) to send an invoice for the FLAAR Reports that you wish to purchase). We usually allow 25% of purchase of FLAAR Reports to be applied towards a consulting fee, if during the same calendar year as the desired consulting meeting.

If you wish to consult with Nicholas but have no prior interaction with FLAAR you are invited to contact [FrontDesk@FLAAR.org](mailto:FrontDesk@FLAAR.org) and ask for an appointment to consult in Las Vegas during the days of ISA 2009. Cost is \$1200 for a breakfast meeting, \$1200 for a meeting after the trade show hall closes (and not including dinner); \$1500 for a dinner meeting (since then you get more hours).

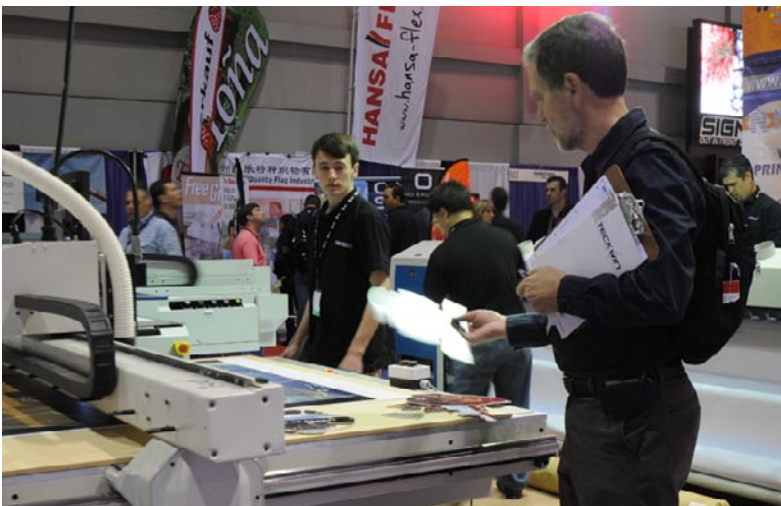


Nicholas at ISA 08, visiting different companies booths.



Plus we can visit with you to inspect any printer, other product, software, or whatever during the show, and provide you an evaluation on the spot. This can be under NDA if you or your company prefers. You can have as many of your team as you wish or it can be directly with you. Cost is \$1500 for meeting+direct evaluation of the products or companies or services on your short list. Two to three hours is generally enough time to take care of most consulting and discussion needs.

If, in addition to a meeting during ISA 09, you also need Dr Hellmuth to visit your company, anywhere in the world, you can also request this optional additional service at normal rates (but you can deduct the cost of the meeting at ISA, which is about half the cost of meeting you at your office somewhere else in the world).



If you do not have time for a full meeting, but wish to ask a few questions, you can book in advance for a short meeting to ask about what new or recent printer, software, substrate, application, or process your company should be considering. Dr Hellmuth can review with you your Short List and can suggest pros and cons of each of your choices as well as suggest other options. There is a flat fee of \$500 for printshop owners, managers, or printer operators. The best time is near closing time so there will also be time to discuss things when the trade show doors are closed. In this case there is no need for a long dinner meeting later on.

If you are a printer manufacturer, ink, component (LED lighting, ink system, transport belts, etc), media, substrate, RIP, lamination or comparable hardware or software manufacturer, the basic fee is the \$1200 (immediately before the hall opens or immediately after the hall closes; there are plenty of places to meet outside or in your hotel lobby); with the \$1500 for a longer dinner meeting.

You will be invoiced and you can wire transfer or send a check to cover the cost.



Dr Hellmuth speaks and fully understands German and Spanish (in addition to English), and can understand Italian, fair amount of French, and limited Portuguese.

And even if you are not able to make an appointment, we hope you visit ISA 2009 in Las Vegas and enjoy all the hardware, software, media, substrates that is exhibited at the booths at this crucial international trade show. FLAAR highly recommends that you visit ISA trade show.



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UV Printers Manufactured in China, Korea and Taiwan



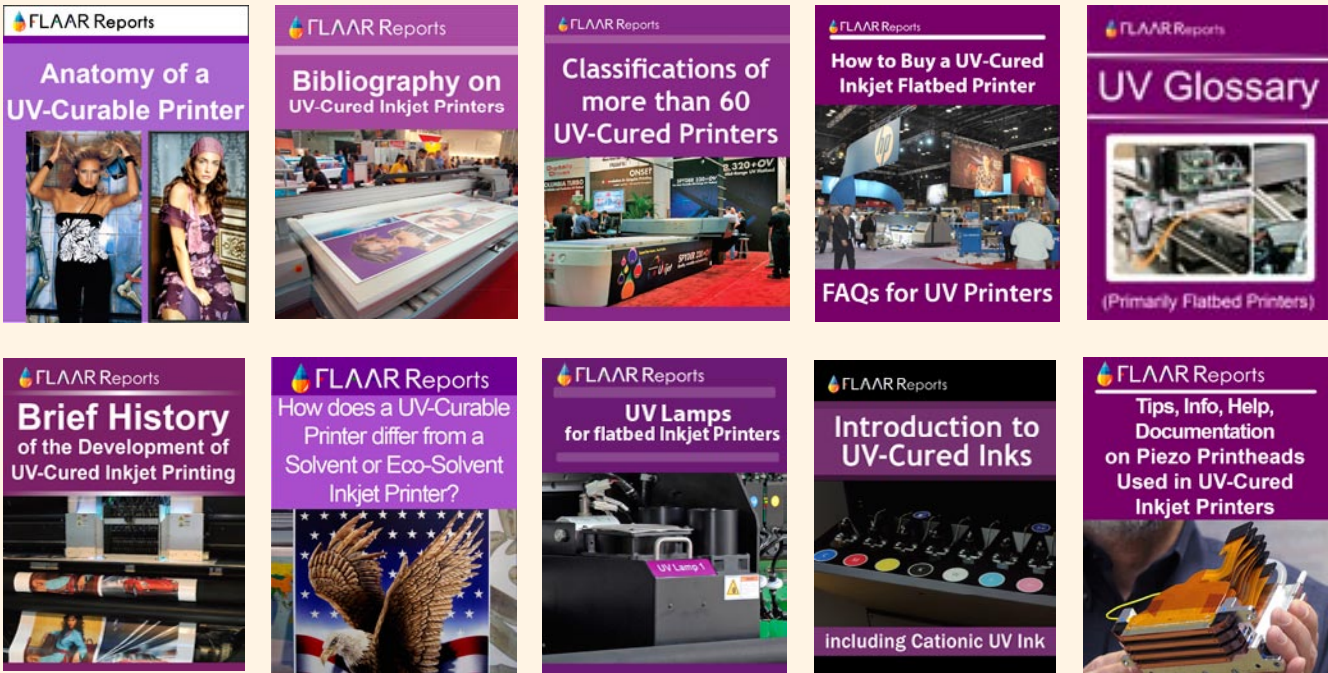
Most recent UV Printers



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Introduction to UV Curable Inkjet Flatbed Printers



Comments on UV Inkjet Printers at Major Trade Shows 2007-2009

