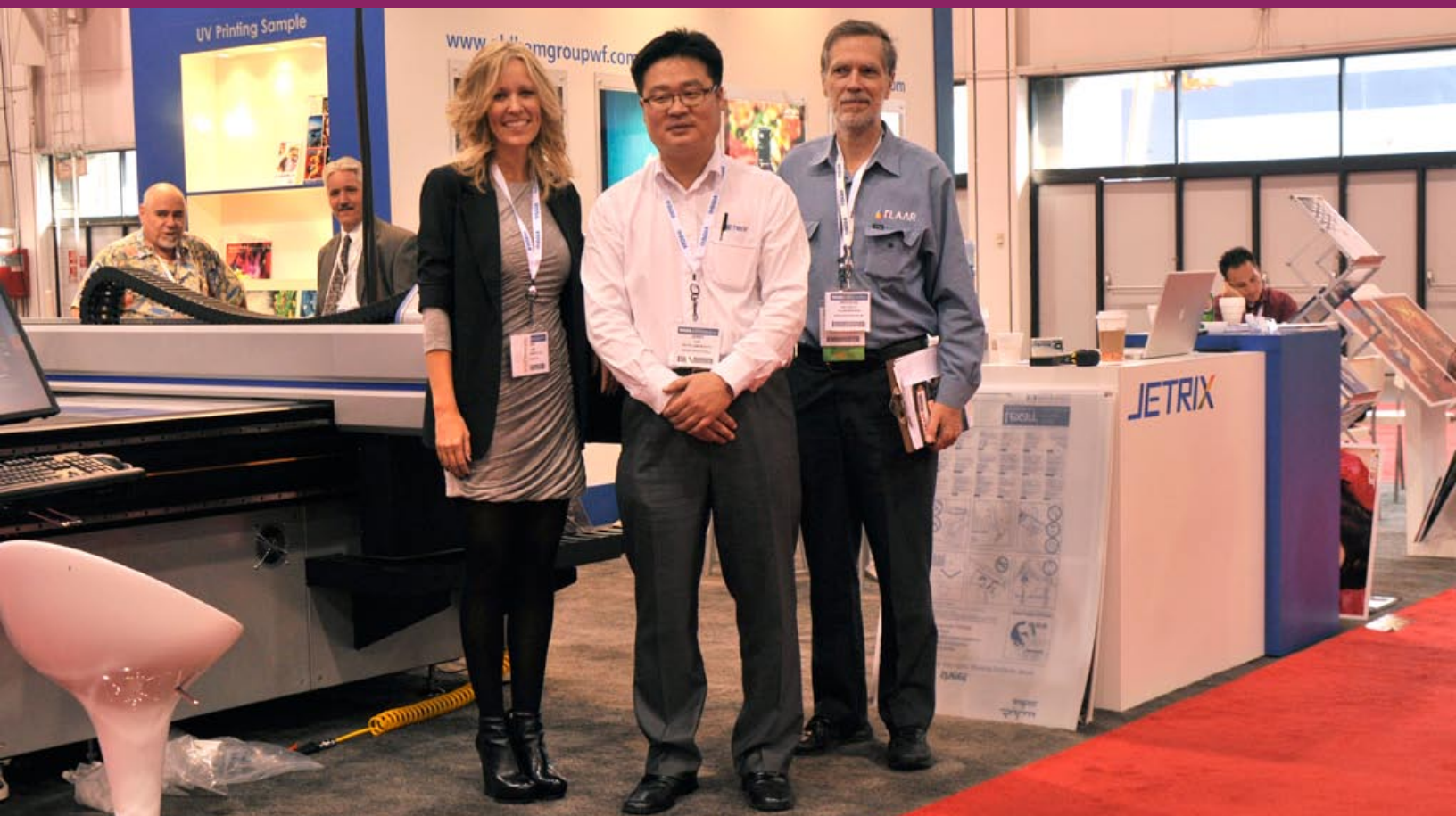


UV-cured printers

Textile dye-sub printers

Complete Workflow: RIP Software, Color Management, Coaters, Laminators



What was worth learning about
at SGIA 2010



SGIA 2010 trade show entrance over view.

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Also, since this report is frequently updated, if you got your version from somewhere else, it may be an obsolete edition. FLAAR reports are being updated all year long, and our comment on that product may have been revised positively or negatively as we learned more about the product from end users.

To obtain a legitimate copy, which you know is the complete report with nothing erased or changed, and hence a report with all the original description of pros and cons, please obtain your original and full report straight from www.large-format-printers.org.

Your only assurance that you have a complete and authentic evaluation which describes all aspects of the product under consideration, benefits as well as deficiencies, is to obtain these reports directly from FLAAR, via www.wide-format-printers.NET.

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Front Cover Photo: Jetrix flatbed printer in booth of The Oldham Group:
 Foreground: Tammy Collins, Director of Wide Format Equipment, The Oldham Group; Jerry Kim, Team Leader/General Manager, Printer Business Development Department, InkTec (Jetrix), and Dr Nicholas Hellmuth begin_of_the_skype_highlighting end_of_the_skype_highlighting, FLAAR Reports.

UV-cured printers, Textile dye-sub printers Complete Workflow: RIP Software, Color Management, Coaters, Laminators

What was worth learning about at SGIA 2010

Introduction

Everyone was enthusiastic with the crowds on opening day and the second day. Even on the third day there were still plenty of visitors. One booth manager said "this SGIA was better than the last four put together."

One person said he bought his Seiko ColorPainter (one of the current models) because he read a FLAAR Report. Every day print show owners and managers came up to our booth, or stopped the FLAAR staff in the aisles, to thank us for making FLAAR evaluations available so they could decide which printers, RIP software, coaters, or other products to buy.

In one day we met several people who had decided to purchase the Jetrix. One clearly indicated the comments on this printer on the FLAAR web pages had helped his decision process.

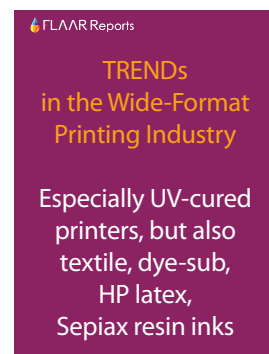
Two distributors from foreign countries said they decided which ink to distribute based on FLAAR Reports on after-market inks. Since our reports have impact, we want to get this updated SGIA report out within a few days of the event.

There are three different FLAAR Reports on UV printers at SGIA

This free list that you have on your computer monitor now is the first FLAAR Report on SGIA.

The same list but with comments, comparative tabulations, and lots of photographs, will be the second edition. No cost, simply fill out the Survey-Inquiry Form so we can learn more of what print shop owners, managers, and printer operators are looking for. It helps when manufacturers know what print shop owners, managers, and printer operators seek, and what they dislike about models they already own or have looked at recently.

The same complete list but with all the TRENDS information, \$1200 if ordered during October. This you can order via PayPal or Credit Card. If outside USA we can invoice and payment can be by wire transfer. Write accounting@FLAAR.org.



We realize that this FLAAR Report will be utilized by printshop owners, managers, and printer operators to help make an informed decision. But please realize that this particular PDF is an exhibitor list; this PDF is not intended to be an evaluation. The evaluation is available only when we have time and a project basis to visit the factory, test the printer in a demo room, and ideally visit an end-user who has the printer out in the real world.

Although this PDF is a list only, we can't help but point out several things that a printshop owner, manager, and printer operator would wish to know about. For example, if a printer spec sheet admits that the warranty does not cover labor costs more than 90 days, what does this suggest about the need for labor costs after 90 days?

Very simple math: if a printer is well built, it should not have parts that wear out and portions of the printer fall apart until after the first or second year. Yes, a few parts naturally wear out and need to be replaced, but I bet that on a Swiss made printer or a Korean made Jetrix, I bet not too much wears out and needs repair after just 90 days!

And printheads should be covered at least six months (except for user error such as head strikes). But if the vacuum really works, and the system has adequate controls to set head-height, you should not get head strikes to begin with!

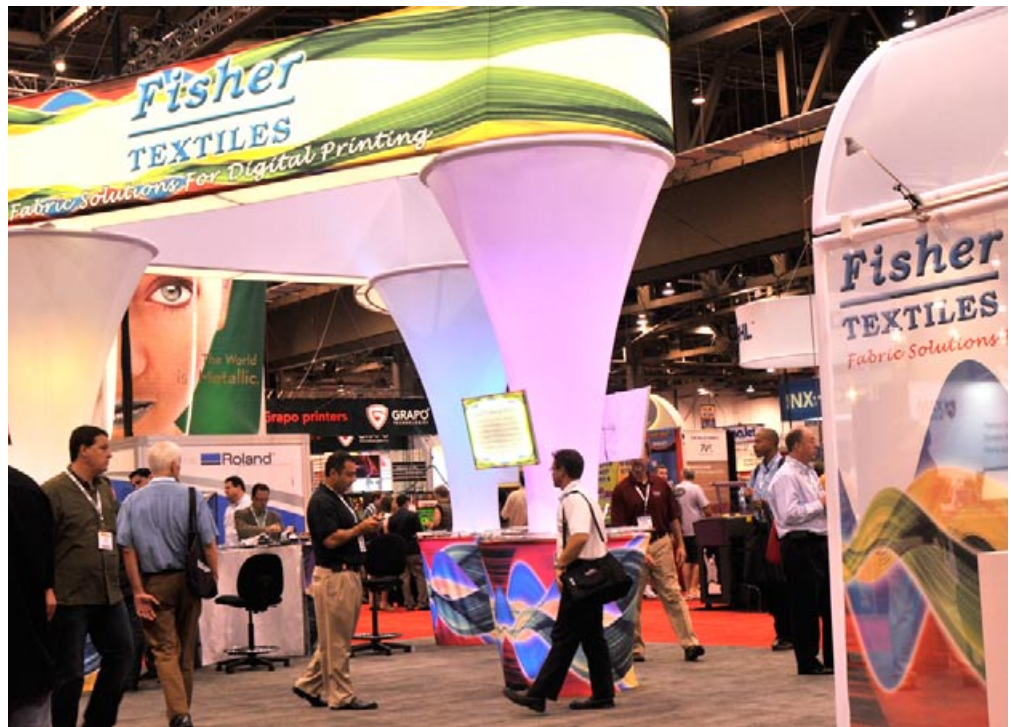
So do the basic mathematics: the original printer cost on the invoice is not the true cost of your printer. The actual cost is the invoice purchase price, transportation, plus all the labor and airfare to bring the tech support person to constantly repair a cheap printer. Plus replacement heads (often \$2000 to \$3000, per head!).

The true cost of your printer is also the down-time while being repaired. And what about the lost clients who can't wait while your printer spare parts are clearing customs from a distant country (ps, this is an issue for all brands, not just those made in China)?

If you wish an evaluation of a printer, this we provide on a consulting basis; either by Skype, telephone, or in person. Simply download the consulting-with-Dr-Hellmuth brochure, tell us what level of consulting you wish, and then we can answer your questions in-person.

FLAAR Awards for great booth design:

Fisher Textiles had a bright, cherry, open booth, with innovative design. This is the second time we have noticed their attractively designed booth at a trade show.



Fisher Textiles booth.

Greenwashing Award, for the most unrealistic claims for eco-friendly product

One booth, whose name shall remain discretely unmentioned, had a booth which proclaimed eco-this, eco-that, eco-everything. This is the best case of greenwashing excess that I have seen in the last ten years of visiting trade shows.

Sorry, this award is not our fault. We did not design this booth. It was excessive in every way, shape, and form.

Actually there were several booths that contended for this award this year, but it was the larger booth that won simply because their over-hyped message hit you with grass from all four sides.

Since I know the owner and managers of this company, and since I respect them and their product, I will assume that some PR agency ran amok. Having a greenwashing booth concept does not make your product bad, it just blemishes your image as a serious company within our industry.

UV Printers

We tend to make comments when we have visited the manufacturing facilities and had opportunities to test the printers ourselves, or when we know the executives, managers, and staff of the printer manufacturer (which facilitates access to inspect the printers). Even with three days, since we need to take notes on inks, media, substrates, laminating and coating equipment, and flatbed cutters such as Kongsberg, it is not realistic to do written evaluations on every single printer. But we do observe everything and we receive significant amounts of information out on the floor. As we walk the aisles every few minutes a printshop owner, manager, or printer operator will introduce themselves, say hello, tell us the pros and cons of printers they have been looking at, and then ask our suggestions on which brand and models to consider.

So even when there is no written comment next to a particular brand or model, we do have the key understanding, which is available when you request a consulting session (which can be by Skype, telephone, e-mail, or in-person). Just ask readerservice@FLAAR.org to send the appropriate Consulting information to you.

Plus there are hundreds of our web pages to cover the over 101 different models of UV-cured printers. It is not realistic to update pages on older model printers, and we prefer to do a full-scale PDF, but in those cases where there is no funding for a full scale evaluation, we at least have the web page. Plus there is in preparation a longer version of this PDF with more comments. Simply fill out the Survey/Inquiry Form in order to receive the PDF with more photographs.

UV Printer list of exhibited models

Agfa Graphics

Agfa :Anapurna Mw
Agfa :Anapurna M2050
Agfa :Anapurna M4F

Anderson Group America

Combo UV-cured flatbed, moving transport belt.

Atlantic Zeiser

(narrow-format printer)

Azon (National Azon)

CET

Two dedicated flatbed UV printers, OEMed from RTZ (Flora)
CET X-Press FK512Z
CET X-Press FK512X

Denco Sales Company (UV)

Dilli

Dilli Neo Titan 1606VS (varnish)
Dilli Neo Titan UV-1604DW

Durst

Durst Rho 500R
Durst Rho 900

efi Rastek

efi Rastek H652,
efi Rastek T1000

FUJIFILM

AdvanceHS
TruePress
UvStar
Inca Onset S20

Gandy Digital

Pred8tor

GCC America

GCC StellarJet K720UV

Gerber Scientific Products

Gerber CAT UV

Grapo Technologies

GRAPO Gemini
GRAPO Manta KM8/7200V
GRAPO Manta Slim

Hewlett Packard

HP Scitex FB7500
HP Scitex FB500, combo belt
HP Scitex FB700
HP Scitex TJ8600
HP Scitex FB500 in booth of NuSign, a distributor

Jetrix (InkTec)

Jetrix dedicated flatbed, in booth of The Oldham Group.

Lawson

Dedicated flatbed, moving table

Mimaki USA

Mimaki JFX-1631plus
Mimaki UJF-3042, one in Mimaki booth; second one in industrial applications zone
Mimaki UJF-706
Mimaki UJV-160

NuSign Supply

Oce

Oce Arizona 550GT
Oce Arizona 550XT

Polytype

SwissQprint Impala

Roland

Roland LEC-540
Roland LEC-300

Screen USA

Screen Truepress Jet 2500UV

Teckwin

Teckstorm TS300, dedicated flatbed
Teckwin 3.2 meter roll-to-roll UV

Trans Tech (ITW Trans Tech)

InDees V3

VUTEK

VUTEK GS3200
VUTEK GS5000r
VUTEK GS3200

Agfa Graphics

The ample-sized Agfa booth displayed five UV-cured printers and one textile printer. Three machines were UV-cured combo printers.

Agfa :Anapurna Mw
Agfa :Anapurna M2050
Agfa :Anapurna M4F

I have visited the Dilli factory, have inspected their R&D rooms. I know the owner, management, and crucial philosophy of this company. A printer made in Korea is made with pride specifically for export to Western Europe and North America (and to the rest of the world that wants a printer of this level).

The larger dedicated flatbed printers with the Agfa brand are made in the former Gandinnovations factory near the Toronto airport.

Agfa Jeti 1224 HDC FTR, dedicated flatbed
Agfa Jeti 3020, 2x3 meter dedicated flatbed

Every printer in the booth was printing all day every day. In several other booths, their printer was sitting around looking rather lame.

Anderson Group America DPC

Combo UV-cured flatbed, moving transport belt.

This printer is made in Taiwan. I have inspected this printer in Shanghai trade shows.

Atlantic Zeiser (narrow-format printer)

CET

Two dedicated flatbed UV printers, OEMed from RTZ (Flora)
CET X-Press FK512Z is the one with gantry across narrow dimension
CET X-Press FK512X is the model with gantry across the wide dimension.

Until it is realistic to visit the demo room in Atlanta, it is not possible to indicate which portions are replaced in Atlanta (vacuum pumps, motors, hopefully the UV-lamps and assembly) and which portions are still from RTZ Flora.

At ISA earlier this year, the Chinese version of this printer was offered by Aeromatrix for Latin America. That printer is no longer on the Aeromatrix web site, and neither Aeromatrix nor Infiniti (nor RTZ Flora) had any booth at SGIA.

Dave Cich is VP of sales and marketing, and partner, at CET Color. He has 11 years experience at Océ before that.

Dilli

Dilli Neo Titan 1606VS (varnish)

Dilli Neo Titan UV-1604DW (1024 nozzle + white)

Dilli is an impressive company with solid printers; as I would expect from the Korean engineering ability and Korean work ethic. Their success is due to the vision, initiative, and frankly the personality of the owner, Dr Choi. He enjoys making large-format UV-cured flatbed printers. His PhD is in printer-related topics. So his company is not merely a business, it is his passion, and it shows when you visit the Dilli booth at any trade show. Sun-Moo Kim is the present Overseas Sales Team / Manager



Dr. Choi, President of Dilli, Ae Lee and Dr. Nicholas Hellmuth, FLAAR Reports.



Dilli Neo Titan UV-1604 DW printer.

Durst

Durst Rho 500R
Durst Rho 900

Durst makes the most impressive high-end machines bar none. The CEO, Dr Richard Pock, simply will not accept anything but rock-solid and built like a tank (but not an American tank, these are European tanks, with the precision you would expect from Germanic engineering (factory is in Austria and a second factory in the German-speaking part of northern Italy).

efi Rastek

efi Rastek H652, updated from efi Rastek H650; entry-level combo with transport belt.
efi Rastek T1000, a dedicated flatbed, designed by ISI and contract manufactured in America.

There will be FLAAR Reports forthcoming on the T1000 and an update on the H650 transition to H652 when the autumn trade show season is over. VISCOM Italy is this week; then Reklama Moscow (two new UV printer manufacturers now in Russia); then VISCOM Frankfurt. Then Singapore to inspect after-market latex ink for HP printers; then more trade shows around the world. But there will be updates on the Rastec printers.

Super Wide-Format
Roll-to-Roll UV Printer



EFI VUTEk
GS 5000r

3.2m Combo Printer
for Rigid and Flexible
Substrates



EFI VUTEk GS3200
+ MediaMaster

FLAAR Reports
High-Quality,
yet Affordable



Entry-Level UV
Combo Printer
EFI Rastek H650

FLAAR Reports
Entry-Level
UV-Curable Combo Printer



EFI Rastek H700

Two more reports on VUTEk are being finished this month.



EFI Rastek T1000 UV printer.



Close up of the EFI Rastek T1000 printhead carriage.

FUJIFILM

North America, Graphic Systems Division-Sericol Unit

AdvanceHS, dedicated flatbed (rebranded Océ Arizona)

TruePress

UvStar, 5 meter dedicated roll-to-roll, rebranded from Matan.

Inca Onset S20, with side-feeder

So Fujifilm is a distributor for many different brands.

Gandy Digital

Pred8tor, present but not (yet) functioning.

GCC America

GCC StellarJet K720UV, combo flatbed with moving transport belt.

Quality looked good. This printer is made in Taiwan by GCC itself. I have been to the factory. However there have been no significant new printers launched by GCC in several years, and their GCC booth for CO2 laser cutters at most European trade shows has had zero UV printers in their booth.

Gerber Scientific Products

Gerber CAT UV

The Gerber booth is friendly, hospitable, and you don't get evasive answers or BS when you ask questions. Based on the many hundreds of earlier model UV-cured printers, they now have finished an advanced generation version of their cationic UV-cured ink flatbed printer. Cationic ink has multiple benefits, both in adhesion, and in color gamut.

Now that the mature model is available, we hope to undertake a site-visit case study so we can update our FLAAR Reports evaluation of this interesting UV-curing chemistry, and so we can document the significant aspects of the innovative cationic chemistry of this unique UV-curing system ("cold cure"), that does not use mercury arc UV lamps (I doubt mercury is very eco-friendly either).



Gerber CAT UV flatbed printer.

Grapo Technologies

GRAPO Gemini

GRAPO Manta KM8/7200V

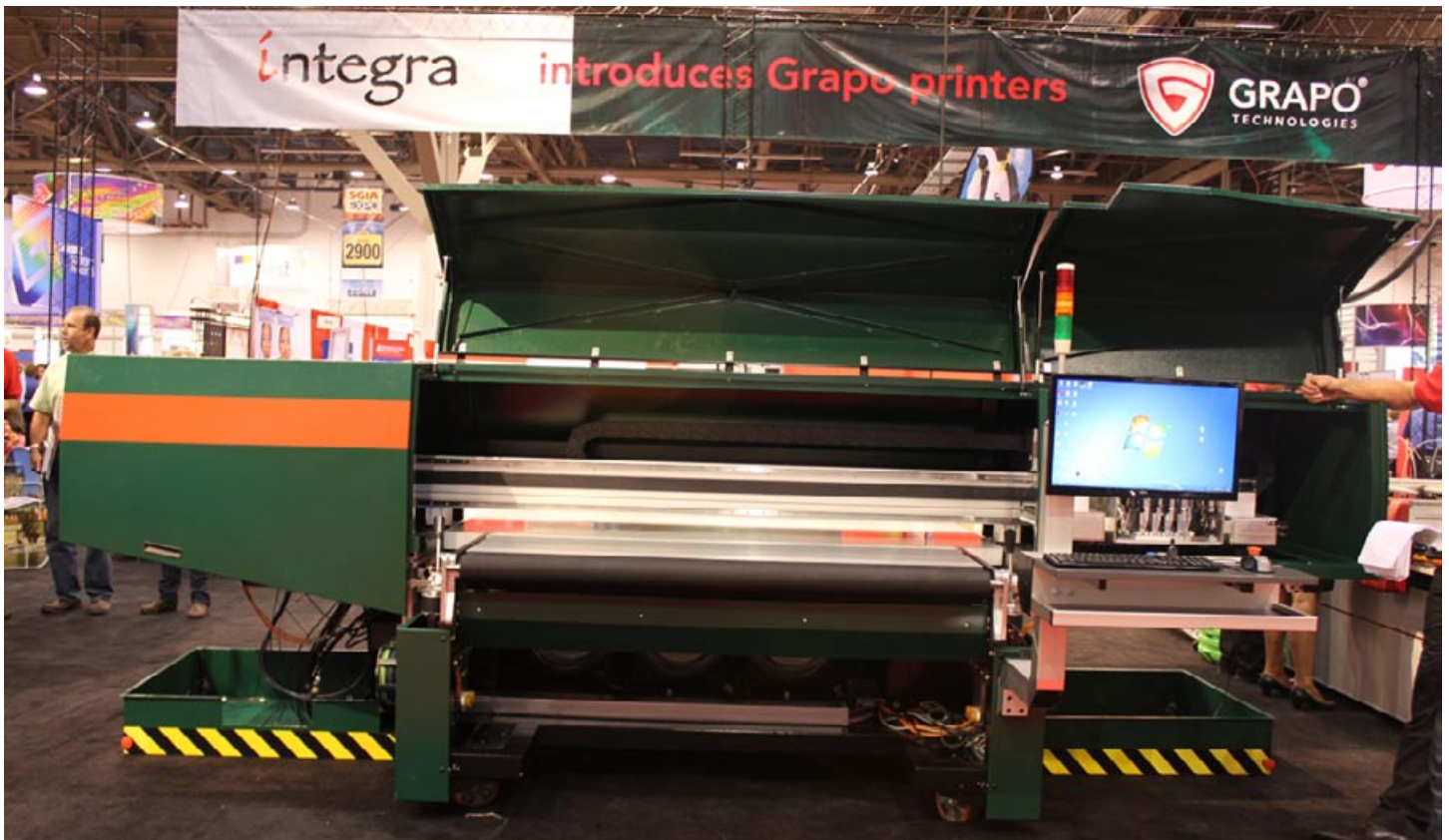
GRAPO Manta Slim is a half-sized Manta. Not exhibited since it arrived too late.

GRAPO is now represented in the US by Integra Technologies, Inc. Their team was active in the booth, and appear fully capable. They are well aware of the FLAAR Reports and we look forward to revisiting the GRAPO factory to do a full-scale report on the Gemini and Manta Slim, as well as any other new products under development.

Branislav Oravec, Sales Director, Maja Ostadalova, Marketing Manager, Donna Ivy Aranha, sales, and the full GRAPO staff provided hospitality and answered questions in their booth: Michal Soucek on the Gemini, Miroslav kadlec on the Manta Slim, and Lenka Krizkova. I also have started to meet the new distributor team, of Integra, John Worthylake, VP, Operations was the one at the side of the booth where I was taking notes.



GRAPO booth general view.



GRAPO UV curable printers Gemini (above) and Manta (below).



Hewlett Packard

HP Scitex FB7500, large flatbed with feeding unit
 HP Scitex FB500, combo belt,
 HP Scitex FB700
 HP Scitex TJ8600

HP Scitex FB500 in booth of NuSign, a distributor

HP wisely gave up trying to make a hybrid pinch-roller / grit-roller system handle thick heavy rigid materials. So they switched to a combo flatbed (with moving transport belt). The models FB500 and FB900 bring some of the better features of the ColorSpan 9240 which has gone now through several improvements and is an HP Scitex FB950 now. The FB500 and FB700 are lower priced versions.

I will definitely need to evaluate the HP Scitex FB500 and FB700 since when you run into printshop owners and managers in the aisles of SGIA, they have misgivings about these two printers.

Jetrix (InkTec)

Jetrix dedicated flatbed, in booth of The Oldham Group.

Their booth was adjacent to the FLAAR booth so when printshop owners asked about a flatbed with roll-to-roll alongside, it was easiest to take them to the Jetrix booth, since other booths were so far away. The Jetrix is widely considered within the industry to be one of the most sophisticated UV-curing flat-bed printers available. It can be compared with the Swiss-made SwissQprint for example.

Since several printshop owners came to the FLAAR booth to ask about this range of dedicated flatbed printers, we anticipate arranging a visit to the Jetrix factory during early 2011, and issuing a FLAAR Report on the Jetrix subsequently. In the meantime, even though a full FLAAR Report has not yet been issued, printshop owners have said they are buying the Jetrix based on the comments we made on our web page about the engineering expertise that Korean companies achieve.

The folks at The Oldham Group are pleasant to interact with, so we visited their booth several times.



Lawson

Dedicated flatbed, moving table, \$157,000. There will be a new model at 4x8' shortly.

The base structure appears to be made in China, but this is definitely not from RTZ or any regular manufacturer there. I have seen the original printer at the Shanghai APPPEXPO in China this recent July. FLAAR maintains an inventory of every single Chinese printer made since 2007, especially UV-cured printers. So we can usually identify the original manufacturer within about 45 minutes. What I would comment on is that the OEM in China for this printer is very different than other Chinese manufacturers. Different style (of people, and of engineering quality).

Since Lawson is a St Louis company, and since the Hellmuth family is St Louis based for many generations, it is no surprise that the US offices of FLAAR are in the greater St Louis area. Lawson is a manufacturer of screen printing equipment, so they have manufacturing experience and capability. In other words, they can add and subtract any portions of the original equipment that might need this.

Mimaki USA

Mimaki JFX-1631plus
Mimaki UJF-3042, one in Mimaki booth; second one in industrial applications zone
Mimaki UJF-706
Mimaki UJV-160, as roll-to-roll, printing backlit

Mimaki is the most adventurous of the Japanese UV-cured printer manufacturers. In other words, they are not as conservative as is Mutoh Japan and Roland (the most conservative of the three).

The booth of Mimaki is a bundle of energy, a combination of their US crew and the Japanese managers. Lots is coming from Mimaki past, present, and future.

Mutoh America

Zero UV-cured printers (as usual) in the Mutoh booth. Nothing UV, and their bio-solvent printer at SGIA still had the old ink that was already long-ago abandoned by Mutoh Europe. Mutoh Europe already exhibited the new replacement bio-solvent ink earlier this summer.

Mutoh Europe and Mutoh Japan are both capable manufacturers; I have spent a week at the Mutoh Europe factory in Belgium. But between latex ink on one side, the new printers with new outdoor inks that are coming out elsewhere, and Sepia resin ink, it is a tough sell just to have an eco-solvent printer that is less-slow than earlier models.

However in general the Mutoh ValueJet line of printers are popular. I just hope Mutoh can start producing printers with an outstanding innovative ink, more than just half-bio and half-old-fashioned-solvent.

Oce Display Graphics Systems

Oce Arizona 550GT
Oce Arizona 550XT

I have been a guest at the Oce factory near Vancouver, and I know many printshops who have the earlier model 250. The 350 and 550 are definite improvements, but with over a hundred models of more than 45 brands, we can only evaluate a few each season.

Polytype

SwissQprint Impala

It was a disappointment not to see any of the impressive Virtu printers in the booth.

Bill Grambsch (USA) and Sylvia Muhr (from Polytype home office in Switzerland) were the key people that I noticed in their booth.



Polytype SwissQprint Impala printer.

Roland

Roland LEC-540
Roland LEC-300 (the old original model)

Roland is popular among Mom and Pop signage printshops and for vehicle wrap. Their UV printers are unique in focusing on labels and proofs, and not on signage per-se. For example, these are for roll-to-roll; these are not flatbeds for foam-core whatsoever.

Screen USA

Screen Truepress Jet 2500UV



Screen Truepress Jet UV printer.

Teckwin

Teckstorm TS300, dedicated flatbed
Teckwin 3.2 meter roll-to-roll UV

Stella Hu, CEO, Heather Rockow, and Ryan Buy were providing hospitality in the Teckwin booth. This was the only Chinese printer brand that was at SGIA under its own brand name. Not one single solitary other Chinese brand had its own booth at SGIA.

Transtec Tech (ITW Trans Tech)

InDees V3

A remarkable industrial printer, but over \$200,000 and had banding lines (from one deflecting nozzle). Also, had no brochures the first day I was in the booth, and no one was able to tell me what brand of UV ink that was used.

VUTEK

VUTEK GS3200 with substantial feeding system
VUTEK GS5000r, roll to roll
VUTEK GS3200, normal, without the feeder

There was an additional VUTEK QS series printer in the booth of Hilord textile ink, of course not using the UV-lamps with textile ink (not yet...). This model has Seiko heads.

VUTEK had the premium location, right smack in front of the main entrance to the main hall. As a result the VUTEK booth was filled all the time. The backlit exhibits were of gorgeous color saturation and quality.

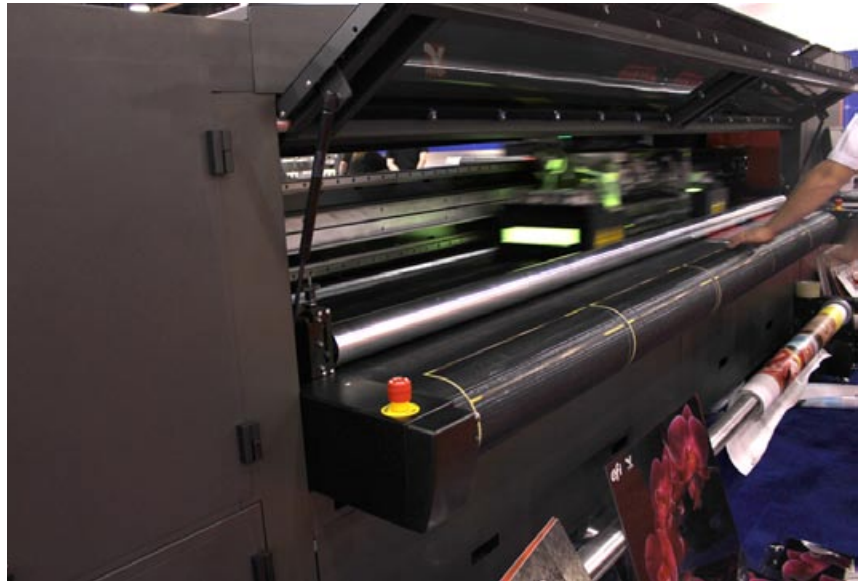
They also had two efi Rastek printers on exhibit.



EFI Vutek GS5000r roll-to-roll printer.

Pitman went belly up and was rescued by Agfa, so obviously Pitman now distributes only Agfa printers, but I bet that VUTEK distributor Global Imaging outsold Pitman (in VUTEK printers) in most past years.

One of the Technical Writers from FLAAR was at the VUTEK demo room last month and the FLAAR Reports will be issued on two more VUTEK models as a result.



EFI Vutek GS3200 UV curing digital printer.

UV PRINTERS IN THE BOOTH OF A DISTRIBUTOR

Advantage Sign Supply Inc

Denco Sales Company

NuSign Supply, HP Scitex FB500



Denco Sales Company booth.

CONSPICUOUS BY THEIR ABSENCE

Aeromatrix had no booth; perhaps it is just ISA and Graphics of the America where they exhibited in the past. In the past Aeromatrix was the Infiniti distributor.

Neolt was noticeably not present at SGIA 2010. SID Signs, the distributor from Latin America was also not at SGIA 2010 (or if present, they were not visible).

We wary of green washing:

UV-cured inks are neither green nor ecologically friendly.

UV-cured inks are simply not as obviously nasty as full solvent inks.

UV-cured inks are a huge advantage over solvent inks in many ways, and FLAAR is the leading proponent of UV-cured flatbed, hybrid, combo, and roll-to-roll printers. But we would never, ever, never call UV-cured inks "green".

Plus UV-cured inks do have a smell; depending on the brand of ink, the smell can vary from awful to unbearable to tolerable (once you get used to it).

So if you see any advertising brochure that claims there is "no smell", I would tend to find such a claim either simply untrue, or potentially misleading. It may be "less smell than solvent," or "our brand smells less vile than other brands used by competing printers," but to use the word green, or to claim there is no odor, is suspicious (sorry, but I did not write these claims of no odor).

FLAAR differentiates ourselves from Success Stories of commercial PR agencies, and it is essential that at least one resource in our industry is supported to provide printshop owners, managers, and printer operators the actual facts about excessive advertising claims.

If a printer is good, it should be sold for its quality, or speed, or long-lasting without needing constant repair or maintenance. Attempting to sell a printer because someone claims UV-ink is "green" or claiming there is no smell, is a subtle signal that this printer needs some help to sell itself.

And while on the subject of greenwashing, excessive need for electrical power is not very green either.

SOLVENT PRINTERS

Advantage Sign Supply Inc (printer distributor)

Denco Sales Company (Solvent)

DGI (solvent printers)

- PS-3406
- FT-1806
- FD-1606D
- OR-1806

Epson GS6000, eco-solvent; smells less than most but still has distinctive odor.

Mimaki USA (printers)

Mutoh America (printers)

Seiko I Infotech

- Seiko ColorPainter V-64s
- Seiko ColorPainter H-74s

One of the printshop owners who came to the FLAAR booth said he had decided to purchase a Seiko I Infotech ColorPainter printer because of the FLAAR Review on these machines.

Hewlett Packard no longer exhibits mild-solvent printers, and nowadays only rarely exhibits an HP version of a former Scitex Vision full-solvent printer.

- ValueJet VJ-2628TD
 - ValueJet VJ-1628TD
 - ValueJet VJ-1614
 - ValueJet Hybrid
 - ValueJet VJ-1304
 - ValueJet DualHead
- ValueJet Drafstation

NuSign Supply (printer distributor)

Oce Display Graphics Systems Inc (printers)

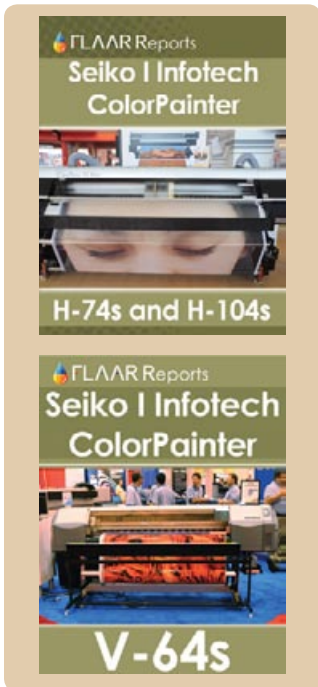
Proveer

- Roland Soljet ProIII XC-540

Roland



Seiko ColorPainter V64s solvent ink printer.



Seiko Color Painter H-74s printer.



Seiko booth overview.

WATER BASED

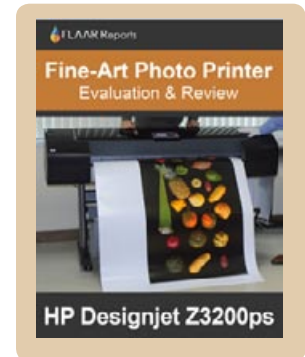
Epson

Canon

Never a Canon booth at SGIA but several distributors or media companies had Canon iPF printers in their booth, such as Professional Marketing.

Hewlett Packard also in booths of many distributors, though distributors were showing primarily their latex ink printer, HP Designjet L25500.

HP Designjet Z6200, no Cyan; instead Red; has eight channels.



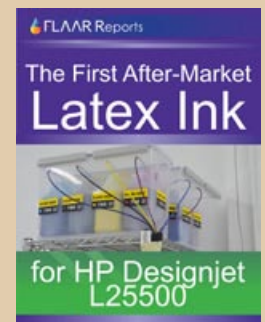
LATEX

Hewlett Packard (printers)

NuSign Supply (printer distributor). NuSign had an innovative display of applications that can be printed from the HP latex ink printer. The owner of NuSign Supply is totally dedicated to wide-format inkjet printers and his sincere enthusiasm is great.

One printshop owner I met raised the question of how long latex ink really lasts outside. He said his tests showed that latex ink did not last one year out in the sun. Whereas 3M inks he used lasted well.

One competing company person tells everyone "if you use a hot-air gun on latex car wrap the image is damaged."



The L25500 report will be out in two or three weeks



HP L25500 printer.

TEXTILE PRINTING SYSTEMS: PRINTERS

Agfa AquaJet: carrot orange was excellent; green was good; other colors okay but you need to have a graphic designer that understands which colors are best with disperse dye.

Digifab Systems

Offers more than merely another wide-format printer for fabrics. Digifab offers experience in printing textiles. Their offices are in the garment district of Los Angeles (and their other office is on the East Coast). This is a family-owned and operated business that is dedicated 100% to textile printing. They know the entire workflow, and even offer their own RIP software, Evolution RIP, specifically for textile printing.

Plus, Digifab offers more than just dye-sublimation. Contact avedik@digifab.com or alex@digifab.com for more information.

DGI

Had several new textile printers (since solvent printer sales are declining, it helps to do something new. But now there are too many textile printers trying to compete for a limited market. It would help if more manufacturers would make printers for the exciting new inks, more than just another dye sub printer.

Mr Choi (father) and Mr Choi (his son) were busy at their booth. The father is the brother of Dr Choi of Dilli.

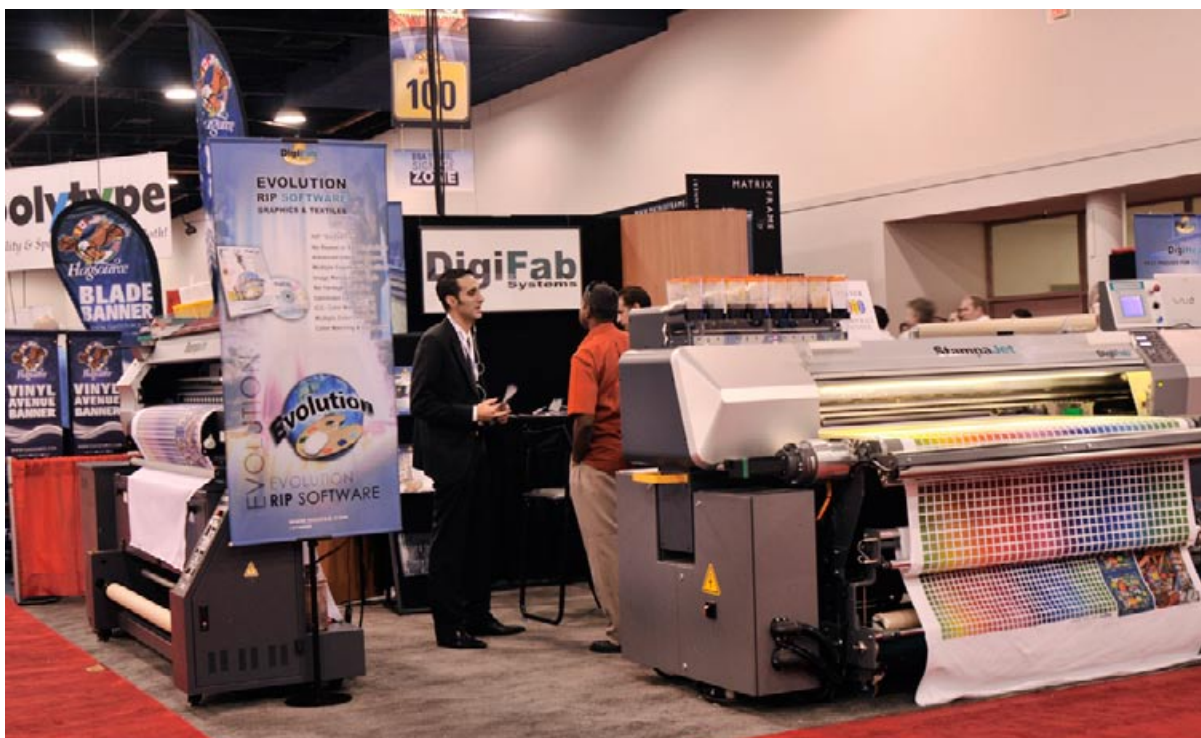
Durst Rhotex 320, with Monti Antonio heat press.

Hilord (ink for textile printers), exhibited a VUTEK QS printer adapted for textile inks.

Huntsman Textile Effects (textile printers)

Sawgrass Technologies (textile inks, with printers to showcase their inks)

Splash of Color showed a standard Roland-based printer from ATPcolor in Italy.



StampaJet textile printer, at DigiFab booth.



StampaJet textile printer at DigiFab booth.



TEXTILE PRINTING SYSTEMS: TRANSFER PAPER

Beaver Paper, TexPrint, they had one of the big 3.2 Mimaki JV5-320DS printers.

Coldenhove Papier, Jetcol, also had one of the giant 3.2 meter Mimaki JV5-320DS printers.



Beaver paper booth.

TEXTILE PRINTING SYSTEMS: HEAT TRANSFER MACHINES

Since SGIA is a screen printing organization, there is more textile-related printing options at SGIA than at ISA for example.

AIT, Advanced Innovative Technologies

DigiFab offers a heat transfer roll-to-roll unit at mid-range price.

Klieverik, in two booths: their own Klieverik booth had direct-to-fabric disperse dye sublimation model GFC. In the Mimaki booth the Klieverik heat transfer dye sub machine was doing dye sublimation via transfer paper. Klieverik offers sophisticated equipment for serious production needs.

Monti Antonio in the booth of Durst, for their new Rho textile printer, Rhotex 320.

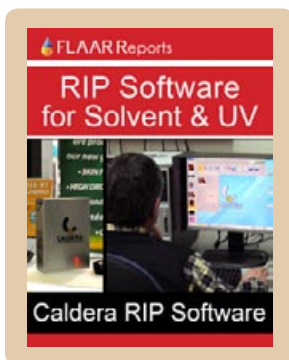
Practix was helpful in offering to train the students who work at FLAAR.

RIP Software

Caldera
Ergosoft
Onyx
Wasatch Computer Technologies



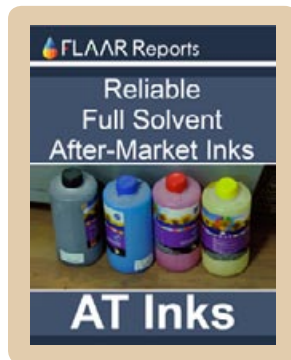
Caldera booth general view.



Dr. Nicholas Hellmuth and FLAAR Technical Writer Pablo Martínez (holding FLAAR Report on Caldera RIP) in Caldera's booth with some of their staff.

INKS

Agfa Chem
AT Inks
Inks Digital
Ink Mill
InkTec
Nazdar Source One
Prism Inks
Sambotek Inks and Printing Supplies
SAM Ink
Triangle Ink



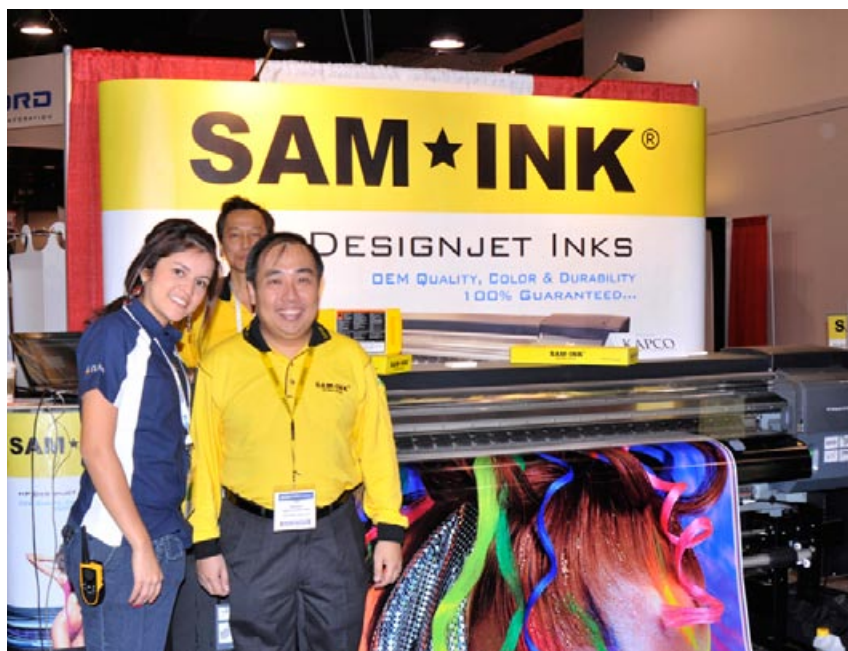
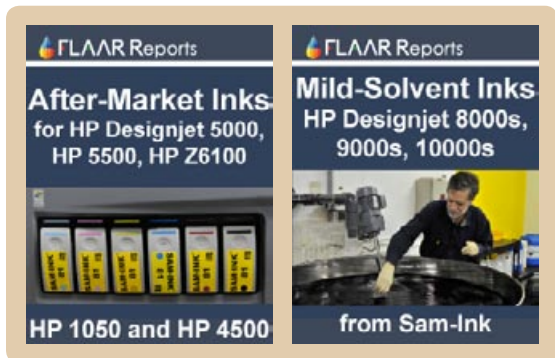
AT Inks booth.



Nitin Goswami, president of AT Inks, Nicholas Hellmuth and FLAAR staff at AT Inks booth.



Dr. Nicholas Hellmuth and FLAAR staff at SAM Ink booth.



Sofia Monzón, FLAAR Reports and Tan Richard of SAM Ink.

XY Flatbed Cutters

Aristo was in the booth of GRAPO.

Beijing Kaitian Tech. This company didn't bring any CNC, just show some samples produced with their cutters.

Colex

- Colex Flatbed Cutter FBC 1530

Gerber

- Gerber M-Serie

Kongsberg (EskoArtwork)

- Kongsberg i-XL25
- Kongsberg i-XP24
- Kongsberg i-XE10 Auto

Often there is also a Kongsberg cutter in the HP booth and other printer booths.

MultiCam had their own booth.

I was told, if I remember correctly, that the head person of MultiCam was new. He was unexpectedly ill or injured and was not present the last two days of SGIA.

Summa

- Summa F1612

Trotec

- Trotec Speedy 300
- Trotec Speedy 500
- Vision
- Vision 2550 Router

Vytek Laser System

- L-Star

Zünd had their own booth, plus usually one of their cutters is in the booth of Oce.

AXYZ was conspicuously absent.

There was one Chinese flatbed cutter in one booth. We do not evaluate Chinese cutters unless we can visit the factory and then find end-users who can report how the Chinese-made cutter is holding up.

CUTTERS FOR ROLL-FED PRINTERS

Fotoba and their hospitable Italian manager were present at SGIA with their innovative cutters.



ESKO Kongsberg XP cutter.



ESKO Artwork i-XL24 cutter.

MEDIA

3A Composites USA
 3M Graphics Market Center
 3P InkJet Textiles
 a.berger
 Achilles
 Arlon
 Aspire
 Avery Dennison
 Aurora Specialty Textiles Group
 B&B Unlimited Trading
 Bayer Material Science
 Beaver Paper
 BLT
 Bruin Plastics Company
 Calsak Plastics
 Catalina Graphic Films
 Cham Paper Group Switzerland
 Clear Focus Imaging Inc
 Coldenhove Papier
 Continental Grafix
 ConVerd
 Cooley Commercial Graphics
 Coroplast
 Crusader Paper
 Curbell Plastics
 DHJ International
 Dreamscape
 Dupont Nonwovens-Graphics
 Dynamesh Inc.
 Eastsign
 EnCore Products/A Div of Elmer's Products
 Fisher Textiles
 FLEXcon
 Flexmag Industries
 G&S Coating (Orientflex)
 General Formulations
 Gilman Brothers
 Graphical
 Grimco
 Hangzhou Wansheng Mesh
 Hartman Plastics
 Hebei Boer Mesh
 Herculite Products
 Heytex Bramsche
 IDEAlliance
 Innova Art
 IntelliCoat Technologies

James Cropper Paper & Board
 KAPCO Graphic Products
 KK Label
 Laird Plastics
 Lintec of America
 Lockfast Inc
 MACtac/Morgan Adhesives Company
 Magic
 Magnum Magnetics
 Master Magnetics Inc
 Matsui International
 Mehler Technologies
 Mitsubishi Plastics Composites America Inc
 Mojave/GMI
 Natura Media
 Neschen Americas SEAL & Neschen Brand Products (coater and media)
 N.Glantz & Son

 Northern Lights

 Omega Panel Products
 One Step Papers
 Oracal USA
 Palarm
 Plaskolite
 Pregis Corporation
 Quality Media & Laminating Solutions
 Rientflex
 Rite-Media
 Rockland Industries
 Sabic
 Semper/Exeter Paper Company
 Sicol
 Sihl
 SMI Technology
 Soyang
 Specialty Materials
 Tara Materials
 TK Graphic Media Supply
 Tricel Honeycomb
 Tubelite
 Ultra Board
 Ultraflex Systems
 Value Vinyls
 Vycom
 YJ (USA), PE, technical textile.
 Zhejiang Botai Plastic

HONEYCOMB SANDWICH BOARD

Pregis

Pregis makes Falconboard.

The following booths had nice examples of honey sandwich board

DGS Pop Store, near Teckwin

Teckwin booth

Obviously the cutter booths: Kongsberg, Zund and others



Pregis Falconboard sample.

SOFTWARE

Action Illustrator
Caldera Graphics
CRC Information System
Cyrious Software
EskoArtwork
Ergosoft
I-cut Ink
Onyx Graphics

COATING

Drytac

- AFC 1600/2200
- VersaCoater XL

Graphic Whizard

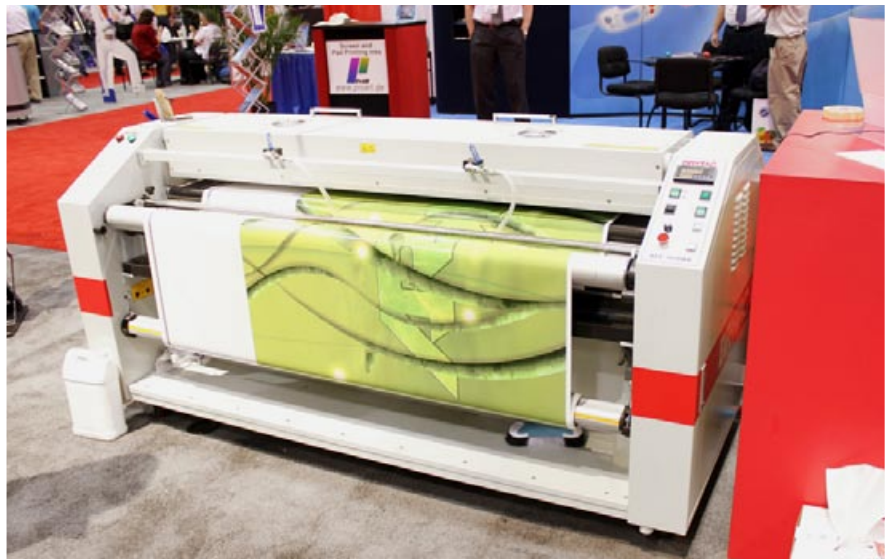
- Graphic Whizard Vivid Coater

Marabu/Clear Star

- StarLam 1600



DRYTAC water-based liquid laminator.



Emily Conklin (Drytac's Marketing Specialist), Dr. Nicholas Hellmuth and FLAAR staff, at Drytac booth.

LAMINATING

Advanced Greg Laminators

Coda

Drytac

- Jet Mounter
- Neschen



DRYTAC Jet Mounter laminator, at Drytac booth.

DOMING

3D Lettering

Chemque

Color-Dec

Hydome

Summa Inc.



Jacqueline Najera, FLAAR staff, taking some notes at HyDome doming booth.

SGIA Venue

Las Vegas is a good place for a trade show: airfare is reasonable, flights are frequent, hotels are reasonable cost (triple under \$70 within four blocks of the expo center). And meals are reasonable price at the casinos.

From GraphExpo 2010 I heard several booth personnel indicate that the “student day” was a royal pain for booth personnel. But the other extreme are all the other trade shows who don’t invite students and don’t seem to realize that students today are the next generation of SGIA attendees (and booth personnel) of tomorrow. Since I have been a university professor in the past, and since I notice how many European students attend DRUPA, Photokina, and especially VISCOM Italy, I wish there could be a middle ground for the major trade shows in America to provide hospitality and even conferences the day before for students, both individuals and groups.

New Products

The UV printers from Lawson were new. Their concept is also innovative (they do not want to offer “just another UV-printer.” Since Lawson is in St Louis, a short drive from the FLAAR offices, you can expect more comments on the Lawson printers in coming months.

Since FLAAR is a consultant for ink, substrate, printer, coater, laminator, cutter manufacturers around the world, we often learn about new products that we are asked to evaluate. The best time to evaluate a product is before it is released, so we can help a manufacturer improve it before it is shown to the public.

We adhere to all NDA traditions (non-disclosure agreements), and are not able to report on the specific new products that we are being shown to us (until the products are released to the public), and products that we are testing behind the scenes. But you can look forward to several new products in 2011.

During late 2010 and early 2011 FLAAR has already been invited to inspect innovative projects that have already been released but are in early stages of, such as the new after-market latex ink. We will be inspecting, testing, and evaluating the after-market latex inks.

We also have an appointment to inspect the factory where PP is being woven and coated as a technical textile, to replace PVC for billboards, banners, etc.

This year we have traveled close to a quarter of a million miles, and already are making plane reservations for 2011, starting with the first major international printer trade show of the year, in Dubai.



LAWSON booth.

Appendix A

Table of Contents for the TRENDS edition of the FLAAR Reports on SGIA 2010

The TRENDS are for printer manufacturers, distributors, and analysts, but are also available to printshop owners. The TRENDS are in electronic format, but are also available in direct discussion with Dr Nicholas Hellmuth (so you can ask your questions in-person); or you can ask questions by Skype, e-mail, or by telephone.

Electronic version, basic information: \$1200

Electronic version plus direct access to Dr Nicholas Hellmuth by telephone to discuss the points in more detail and to ask specific questions that your company needs to learn about: \$2100. You can also speak with FLAAR in person during VISCOM Italy, VISCOM Frankfurt (at no extra cost), or you can fly Dr Hellmuth to your headquarters (simply add economy airfare, airport pickup, and hotel).

If you have a Subscription to FLAAR Reports at \$3000 per month level, the TRENDS are included at no extra cost.

If you have a Subscription to FLAAR Reports at less than \$3K, the TRENDS can be ordered, and invoiced, as an extra line item for this month (so one-time charge). Write ReaderService@FLAAR.org to request your discount rate as a Subscriber.

Here are some of the topics in the TRENDS report on SGIA 2010.

- Which UV printer manufacturing companies are unraveling?
- Which UV printer manufacturers are on their way up?
- Which brand and model of UV printer sold well at SGIA?
- Which UV printer manufacturers are okay but need some help?
- Which UV printer manufacturers were absent and where they need help?
- What is the status of Gandy Digital and how will this impact competitors?
- Conspicuous by their absence: what are the implications
- Chinese UV printers conspicuously absent
- Chinese solvent printers even more conspicuously absent
- Not much effective focus on Latin American buyers at SGIA
- What is the status of HP latex ink?
- What about the after-market latex ink that was revealed at SGIA 2010?
- What is the status of Sepia resin ink?
- Why was the original MuBio ink so unsuccessful?
- What is the new supposedly "bio" Mutoh replacement ink; why is it only 50% bio!
- Why so many textile printers at SGIA? Will all these brands and models survive?
- How can you estimate which company will next launch a textile printer? For example, why is HP so late with their textile printer?
- Is there really enough market demand for HP to be successful when they finally do release a textile printer?
- Gloss to Matte control is offered by several manufacturers in 2010
- Which is most honest wide-format printer manufacturer (honesty in claims in their brochures)?
- Why did one booth offer such silly greenwashing? It was embarrassing to see.
- Heard on the floor: tips and tidbits and their implications
- Japanese printer manufacturers prefer to work only with specific ink sources
- Rumor about a major ink brand being spun off by its chemical company owner
- GraphExpo, ups and downs
- Which booths were really awful design?
- Which booths deserve mention for their attractive design?
- Exaggeration in advertising: harms the company doing it and degrades the industry
- Distributors: those present; those absent
- SGIA Venue: Las Vegas sure is better than some other cities



Here are six of us from FLAAR at SGIA 2010. All together we are about 20+ people at our main office. You can see us again at SGIA 2011 or at other expos elsewhere around the world before then.

These are some of the most
Recent FLAAR Reports

Inkjet Printer Trends Reports:

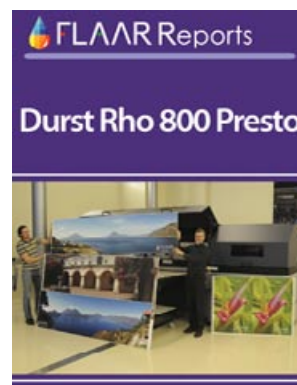
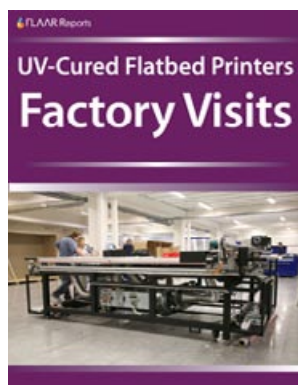
www.wide-format-printers.net



These are some of the most
Recent FLAAR Reports

Survey Inquiry Reports:

www.wide-format-printers.net



These are some of the most

Recent FLAAR Reports

Here are the other trade show reports
from FLAAR for 2010

www.wide-format-printers.net



These reports are in preparation and will be out in a few weeks

