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No.64 December 2019



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## CHIT CHAT

As we come to our last edition of Print Solutions for 2019, we can look back over a year that has been, to say the least, interesting!

For many companies, the continuing uncertainty of Brexit (Is it on or off? Is it going to get done or not?) has left many of us a little cold when it comes to politics.

No matter which way you voted, I think we would all be happy to see something done one way or another, and to be able to get on with properly planning what we can do for our own businesses.

The year has not been all bad though, with lots of innovation within our own industry – some of these are highlighted starting on page 34. We really are a dynamic industry and there is much to be positive about.

Going into 2020 there is also lots to look forward to in print. It will be the year of a mighty drupa, as well as several other shows, where lots of innovation will again shine. There will be plenty to see and find out about technology wise, so stay tuned and we will bring you the most exciting moments and the most innovative technology in the new year.

For now, go along to page 30 and join in with our annual Printmas competition. There are lots of goodies to be won, to cheer and make merry.

We look forward to bringing you lots of exciting news in the new year, and until then, all here on Earth island wish you a very happy holiday – have some fun and some rum – and we hope that 2020 is your most successful business year yet!

All the best and Happy Christmas!

Susan x



### COVERS:

**Polar bear:** Cover printed on Constellation Jade Laser 215g/m<sup>2</sup> / Constellation Jade Riccio 215g/m<sup>2</sup> / Constellation Jade Silk 215g/m<sup>2</sup>, manufactured by Fedrigoni and supplied by Premier Paper.

**Robin:** Cover printed on Colour Copy 200g/m<sup>2</sup>, produced by Mondi and supplied by Premier Paper.

**Stag:** Cover printed on Garda Digital Gloss 200g/m<sup>2</sup>, available exclusively from Premier Paper.



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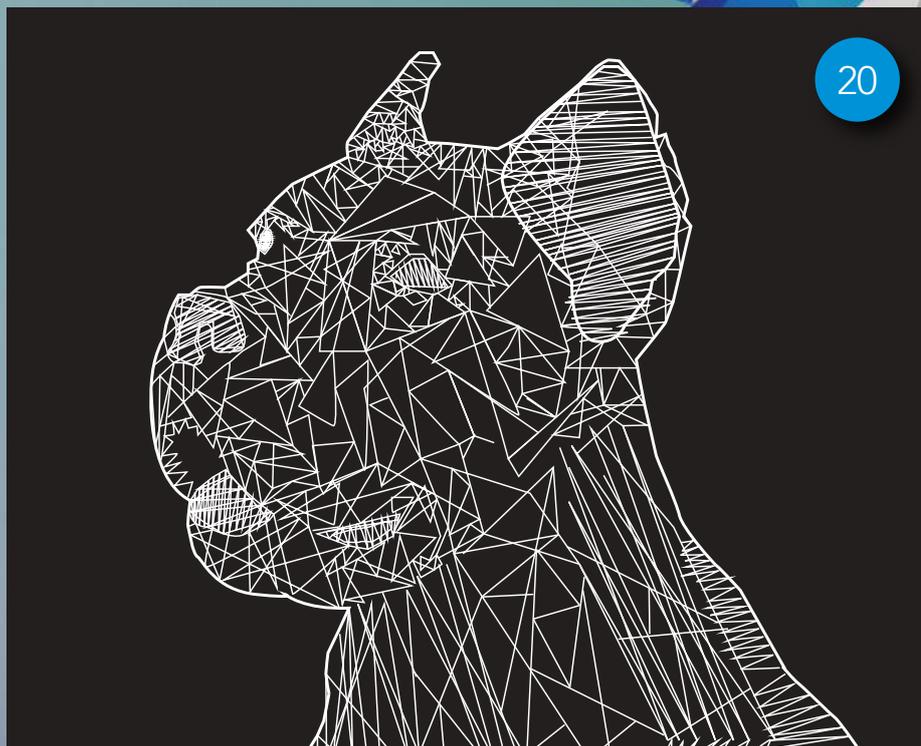
Green solutions.

Ind print.

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## CARBON CAPTURE HITS THE MILLION POUND MILESTONE

What started off in 2008 as a simple idea to give businesses the choice to mitigate the CO<sub>2</sub> emissions from the paper that they buy has truly blossomed into something very special.

Premier Paper offers its customers and customers' clients the opportunity to mitigate the CO<sub>2</sub> emissions from their product purchases by planting new native woodland in the UK with the Woodland Trust and by doing so, demonstrate their environmental values to all their stakeholders.

November 2019 saw over 530 of Premier's customers now fully signed up to the initiative and the total sum of money raised by the Carbon Capture programme has surpassed an incredible £1,000,000 all of which has come from sales of Carbon Capture paper.

Premier's group marketing director David

Jones remarked, 'The most rewarding thing for me is that a seed of a simple idea that developed whilst walking in my local Woodland Trust woodland has now grown into the market leading environmental initiative positioning Premier as the Woodland Trust's number one carbon partner. We smashed through the £1,000,000 donation threshold at the end of October which is an incredible achievement in itself. The Carbon Capture Programme has planted 240,000 native trees, created 150 hectares of new native British woodland and captured 60,000 tonnes of CO<sub>2</sub>, and all this is thanks to our customers who have committed to initiative. What is also very pleasing is that the number of customers signing up to Carbon Capture continues to grow so we have our eyes firmly fixed on our next milestone.'

Premier Paper was presented with a commemorative award at a recent tree planting day, and conservationist Julia Bradbury was on hand to present the award to Dave Jones and to help plant some trees.

'The Woodland Trust would like to say a huge thank you to Premier Paper for its support. To have raised £1 million for the UK's woods and trees is a massive achievement and is making a tangible positive impact on the environment. Planting trees has never been more important and Premier's support has allowed us to create almost 150 hectares of new native woodland. These trees have a vital role to play in fighting climate change and providing much need habitat for wildlife,' said Pip Borrill, head of partnerships at the Woodland Trust.



## ACQUISITIONS: PARAGON GROUP ACQUIRES RRD'S UK BASED GLOBAL DOCUMENT SOLUTIONS BUSINESS

Paragon Group and RR Donnelley have announced that Paragon has acquired RRD's European Global Document Solutions (GDS) business, headquartered in the UK, for an undisclosed amount. GDS provides document management services and solutions.

GDS has locations in the UK, France, Spain, Germany, Netherlands, Poland and Italy and employs approximately 1500 people.

Patrick Crean, Paragon Group's chairman and chief executive officer, commented: 'We are delighted to acquire RRD's GDS European businesses and are pleased to announce that we have also entered into a strategic alliance with RRD, which will expand the offerings both companies provide to clients.'

He continued, 'We welcome the GDS team to Paragon and look forward to the value and expertise they will add to our full service range of leading marketing, communications and technology solutions for our customers.'

Dan Knotts, RRD's president and chief executive officer, stated: 'The sale of GDS represents another key step in our strategic transformation. Through this transaction, we are further optimising our business portfolio while remaining strongly positioned to provide end to end marketing and business communications solutions to our global clients. The strategic alliance we have established with Paragon, the European leader in communications solutions, enables us to offer an enhanced set of capabilities in the region.'



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## REVIVE DIGITAL SILK NOW CERTIFIED FOR HP PRESSES

Denmaur Paper Media has announced that its Revive Digital Silk, the latest addition to the renowned recycled grade, has now gained a major print accreditation in that it is now HP certified.

After extensive and successful testing, the grade has been awarded HP certified status, guaranteeing its use on the 7500, 7000, 7600, 7800, 7900, 10000 and 12000 series of digital production presses.

Manufactured from FSC recycled pulp, Revive Digital Silk is a high white coated paper which complements the Revive Silk range.

Revive Digital Silk is also Carbon Balanced via The World Land Trust.

The paper is available in a range of specialist sizes optimised for digital print, and in weights from 115 to 350g/m<sup>2</sup>.

The Revive range is ideal for the production of high quality four colour imagery in applications such as books, brochures, magazines, catalogues, and direct mail.

For more information, free samples and dummies please see [www.denmaur.com](http://www.denmaur.com)



Certified for  
HP Indigo

## OFFSET: FORMARA CONTINUES TO GROW WITH B2 PRESS

Southend-on-Sea based Formara Limited, has experienced growth across its litho and digital operation over the past two years. To continue that growth and support its existing client base, the company has upgraded its litho capability with the installation of its first B2 press.

The five colour Shinohara 75 with CIP3 and infra red drying will help to reduce set up times, speed up the processing of work and have printed sheets ready for personalisation and fulfilment much quicker. It will also give Formara a greater flexibility in the type of work it manages and reduce the amount of work that is currently sub-contracted.

'Whilst we consider trading conditions through the next year will be 'interesting', we continue to generate new business from new customers on a daily basis, and so investing in growth in this area is absolutely right for us,' said managing director Phil Wilce.

The machine was supplied by Colin Lilburn at Graphic Machinery Sales which has supported the machine through the first week's production and arranged training for the litho team at Formara.



Colin Lilburn with Phil Wilce, managing director of Formara.



## The most economical Acuity flatbed ever

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## DIGITAL TRANSFORMATION: GALLOWAYS IS FIRST USER OF HEIDELBERG ASSISTANT

Poynton based Galloways is a well established business which will celebrate its 150th anniversary in 2020.

The team constantly assesses the marketplace and regularly overhauls internal processes to ensure they continue to add value to customers, and to facilitate future growth. With this in mind, Matt Galloway, a member of the sixth generation of the Galloway family to lead the company will be the first Heidelberg Assistant user in the UK.

'The Heidelberg Assistant is a key solution in the digital transformation process. The innovative applications of this open digital platform offer our customers access to important performance data and introduce a new era of digital customer communication and collaboration,' said Ryan Miles, managing director of Heidelberg UK.

With the Heidelberg Assistant, you can access important performance indicators, service contracts and services, at any time, keeping a close eye on the availability and efficiency of your machines too. At the same time, the Heidelberg Assistant is a single point access to different products and services: you can communicate conveniently online between products and transfer information for technical clarification, quickly and easily. You can access the Assistant very simply via your PC, tablet or smartphone.

The Heidelberg Assistant represents a major step forward for the industry, into the digital world. It enables far better analysis of press performance than simple service reports. A smart interactive communication platform, providing all the information about the print shop in a single location, the Assistant provides meaningful information on status and performance as well as a transparency that assists in the process of decision making. The Assistant offers access to big data performance analyses, which can help create further potential to boost productivity.

The Assistant is available free of charge to all Heidelberg customers.

## SUSTAINABILITY: AMS LAUNCHES MAGAZINE WRAPPING SYSTEM FOR COMPOSTABLE FILM

AMS Mailing Systems has launched the Eco-Mailbag, a new eco friendly magazine wrapping system that works with compostable film.

The Eco-Mailbag wrapping system offers a great way to enclose and mail magazines, brochures and catalogues in a secure manner. As well as improving the security and presentation of mail, wrapped material stands out as soon as it arrives on the doorstep and is appealing to consumers due to the growing awareness of environmental impacts.

AMS's eco friendly compostable film wrap is highly transparent and made from a by-product of potato chip manufacturing. It is certified as fully home compostable. This means it can be easily disposed of with food waste, garden compost or in green council recycling bins. It is also completely biodegradable and contains no oil based materials, plastics or harmful toxins.

Kevin McPheat, managing director AMS, stated: 'This is an exciting time for AMS. As a mail preparation equipment specialist, we are always looking for sustainable options when launching new products and the Eco-Mailbag offers customers an alternative to using our regular recyclable polythene which can also be used on the system. For our existing Mailbag customers we can retrofit systems by installing our new compostable film conversion kit.'

The Eco-Mailbag wrapping machine is available now and can wrap items up to 250 mm wide including A4 and A5 packs, up to 1300 mail packs can be processed per hour. The Eco-Mailbag is so simple to run, users simply drop their material in the top of the machine, press a button and the pack is ejected automatically fully wrapped.

AMS's compostable film is in stock now at competitive prices. The film also works on a range of AMS machines including the Autowrap, WrapMatic and X-Bag.



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## FINISHING: FAST FIERY FINISHING FROM MORGANA AND EFI

Morgana Systems has collaborated with EFI to develop a time saving integration between Fiery driven print engines, Fiery workflow software, and Morgana finishing devices.

Templates are now available for the most common jobs, such as business cards or postcards, to use in Fiery Impose. These match the finishing templates on the Morgana AutoCut Pro multifunction finishing device, saving up to 70% in set up time.

The finishing templates come pre-set with measurements for the margins and gutters as well as finished sizes. The templates use cut registration marks that let the Morgana AutoCut Pro compensate for image shift automatically without manual intervention during the production run. The templates are available in both metric and imperial measurements.

Commenting on the introduction of this enhanced automated finishing solution, Ray Hillhouse, general manager, UK operations, Plockmatic Group, said: 'Customers are continually seeking ways to cut production time on printed jobs whilst increasing profitability at the same time. This is our latest automated solution to assist users in finishing regular work – saving time, ensuring accuracy, speeding up production, and therefore increasing profit on the job.'

'EFI's Fiery RIP is used extensively across the industry. Users will now have access to the Morgana templates used on our AutoCut Pro product. The Fiery RIP's Impose module can then impose jobs to match the needs of our finishing device.'

The Morgana AutoCut Pro is a multifunction finishing device for cutting, slitting and creasing. The unit has been designed for busy digital print shops that have a need for high speed creasing and trimming for a wide range of products, including business cards and promotional products.

The tri-suction feeding mechanism is able to handle paper weights from 120 to 350 g/m<sup>2</sup>, whilst sheet sizes can range from 210 x 210 mm to 330 x 700 mm in length. AutoCut Pro has a double feed detection sensor to avoid wasting valuable printed stock, as well as a skew adjustment facility and a cut mark sensor capable of reading any image drift to ensure a consistent finish without the need for operator intervention.

Running at speeds of up to 5000 sheets per hour on standard creasing applications, a typical run of 250 business cards can be finished in less than two minutes.



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## CUTTING: NEW KONGSBERG X EDGE BRINGS FULLY UPGRADEABLE QUALITY AND RELIABILITY

Esko has extended its Kongsberg digital cutting table range with the Kongsberg X Edge – a new, fully upgradeable table design offering the ideal combination of productivity, flexibility and best in class reliability.

Delivering speeds of 30 metres per minute with acceleration of 0.3G and able to handle the full spectrum of display, signage and packaging materials – from kiss cutting vinyl to heavy duty milling and every job in between – the X Edge means no longer being forced to compromise and choose between speed, precision or production power.

Russell Weller, product manager at Esko, said: ‘The Kongsberg X Edge has been specially designed to ensure there is no sacrifice in machine configuration, with all the options you would expect from the Kongsberg X Series available. The difference is that as your company grows, the Kongsberg X Edge evolves with you. It can be easily upgraded in terms of both speed and acceleration to ensure it keeps up with your business demands.’

‘The Kongsberg X Edge delivers this high production speed and outstanding cutting quality at a remarkable price. Moreover, the X Edge design avoids the impact of costly reinvestment when a business expands, not only delivering exceptional cutting quality but also unlocking future production flexibility and profitability.’

Incredibly versatile, the X Edge is as suitable for short run production, sample making and other packaging related jobs, as it is for signage and display production. ‘This new innovation has been developed to ensure great quality for any job or application,’ added Russell. ‘The extra fast tool loading, auto recognition and calibration features are ideal for short run jobs, with the added flexibility of an optional conveyor system available to support automated board and roll feeding when required.’

Delivering a variety of milling options to match throughput requirements, the X Edge also features perfect print to cut registration, even in cases of heavy distortion and jobs longer than the table.

The engineering of the rack and pinion drive, the construction of the tabletop and the quality of the motors and traverse all combine to ensure that the table provides the greatest cutting accuracy and consistency.



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EQUIPMENT

## DIRECT MAIL: SMP WELCOMES PARTIALLY ADDRESSED MAIL PRODUCT

The Strategic Mailing Partnership, the body that represents mailing houses throughout the UK, has welcomed Royal Mail's decision to roll out partially addressed mail as a new product.

SMP members were among participants in a trial of the new service, where instead of being addressed to an individual, mail items are addressed to the household, using demographics at postcode level, so brands can target small groups of around 15 households. This enables mail to be targeted using demographics rather than personal data.

Since the trial began a year ago, Royal Mail said customers had reported a strong return on marketing investment. SMP members taking part in the trial enjoyed lower postage costs of 4p less for letters and 2p less for large letters; reduced data costs and therefore available budget to reach an estimated 30% more households compared with cold list mailing.

SMP member Simon Cooper, managing director of the Lettershop Group, played a key role in the trial. He said reduced costs, improved return on investment and the option to target particular demographics were all key factors in the system's success.

A further benefit, said Simon, was speed to market – a partially addressed campaign could be instigated and completed within days. Customers could also enjoy a good return on investment compared with blanket door drops.

In addition, the mailings are GDPR compliant as it targeted a street rather than individuals, without the requirement for individual names.

'The past 15 to 20 years have not been kind to the direct mail industry,' said Simon. 'Customer requirements have changed and often there is a 'race to the bottom' to produce the greatest volume of mail for the cheapest price.

'Now, however, with partially addressed mail we have something that can demonstrate a really good return on investment – our customers have been extremely impressed.'

SMP chair Judith Donovan added, 'We are thrilled that Royal Mail has decided to roll out partially addressed mail as a full product offering. We would like to think our members played a part in how the product was developed for both agencies and customers.'

As part of the trial process, homebuilder McCarthy & Stone conducted a trial of partially addressed mail, to drive footfall to 67 open days across the UK. Not only was the response rate for the partially addressed file 5% higher than that of cold mail, delivering a cost per action that was 38% lower.

The SMP represents mailing houses of varying sizes and turnovers, located across the UK.

## EXPANSION: IIJ DOUBLES PREMISES FOOTPRINT TO ACCOMMODATE GROWTH

Heading into its 15th year in 2020, Industrial Inkjet Ltd (IIJ) has major expansion plans and has, this month, doubled the size of its manufacturing base at its Cambridgeshire headquarters.

IIJ is a world leader in complete bespoke industrial inkjet technology. The fast expanding company has global expertise in designing, implementing, producing and servicing systems for customers across diverse markets. Independently owned, IIJ is also the official sales and technical support centre for Konica Minolta industrial inkjet printheads outside Asia, providing advice on all inkjet technology in industrial applications.

Lesley Scanlon, general manager, said: 'We are very excited to expand into our new premises. The expansion allows us to develop spaces designed to meet our specific business needs and we are looking forward to creating a working environment that is truly fit for purpose and provides the best possible experience for our customers and employees.'

IIJ works in many markets, including labels, security, decor, flooring and pulp packaging. Advanced technology is employed for a variety of applications from everyday consumer products to highly confidential areas such as security. Exclusively using Konica Minolta inkjet printheads, IIJ develops bespoke systems for customers.





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our friends at Print Solutions and to  
everyone else contributing to the  
magical world of paper and print.

*Merry Christmas*

and a  
Prosperous 2020  
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## SUSTAINABILITY: C&T TO ACHIEVE 40% WASTE REDUCTION

C&T Matrix, (C&T) has set objectives to reduce manufacturing waste by up to 40% by 2022 through initiatives such as recycling selected waste streams produced during manufacture. It will do this by transforming manufacturing processes at its UK production plant and investing in new technology.

As part of a continued commitment to sustainability, C&T recently undertook an environmental impact review for its manufacturing processes. By measuring materials discarded by type and weight, C&T used this data to set targets to reduce overall production waste and increase the use of recycled material back into the production of finished product.

Sally Miller, C&T Matrix, health and safety and quality manager, explained: 'Big gains are already being achieved by reducing the waste that resulted from manufacture, particularly around start up and job change overs.'

Sally continued, 'One of the biggest challenges was to develop solutions that would reuse waste by putting it straight back into production without affecting the quality of the finished product. We invested in the purchase of a new 'munching' machine that can take all the off cuts and re-extrude the compound into small reusable pellets that can be reused in production.'

In addition by re-engineering the way C&T produces its PVC matrix, improving production planning, investing in new machinery and manufacturing methods, it aims to reduce the use of PVC by 40%. Further benefits of these changes also include improved consistency, efficiency and the quality of finished product.

Cultivating sustainable credentials is a long term strategy for the company. Ongoing operational improvements, increasing the reuse of internal waste and investing in new planning and manufacturing technology is part of a wider strategy. Sally explained, 'It is not only the bigger sustainability goals we wish to achieve, but also the more personal ones within the organisation. We have nominated environmental champions and everyone in the business is undergoing reprocessing training. We have also extended our responsibilities into the office environment with paper and office recycling schemes already well established.'

However, C&T is not prepared to 'rest on its laurels' and future plans are to further increase the recycled content of the creasing matrix strip itself. It also offers support and advice to customers, working closely with all partners, to help them manage their own waste.

'At C&T Matrix, we are working to meet our own environmental responsibilities whilst assisting customers to achieve theirs,' concluded Sally.



## SOFTWARE: MARKZWARE ANNOUNCES WORLDWIDE LAUNCH OF IDMARKZ FOR ADOBE INDESIGN

Markzware has announced the launch of IDMarkz. This application acts as a 'hub' for Adobe InDesign files. In a nutshell, IDMarkz displays InDesign file previews, exports InDesign files to IDML and image file types, plus converts or opens InDesign files in other DTP applications.

Markzware helps to democratise Adobe InDesign content, for use in many popular desktop publishing applications. Users can open, preview, export, convert and automate the conversion of Adobe InDesign (.indd) files. For the file previews, IDMarkz uses its own engine and technology. IDMarkz doesn't rely on InDesign's often low resolution or non-existent file previews. The application generates its own, high resolution preview.

Early users of the application have been giving rave reviews.

IDMarkz is available online in three forms: as a full featured perpetual license, as a paid subscription license, and as a limited freebie (which displays InDesign file previews).

## DIGITAL: PUREPRINT GROUP FIRST IN UK WITH TWO HP INDIGO PRESSES WITH SILVER ELECTROINK TECHNOLOGY

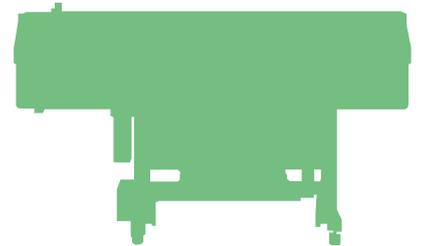
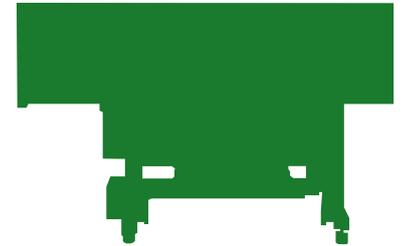
Pureprint has upgraded two of its HP Indigo 7800s to 7900 digital presses. The installation took place recently and they are already in full operation.

Mark Handford, CEO of Pureprint, commented: 'We finalised our upgrade with HP one Tuesday and by Thursday had the new presses installed and in full operation, enabling us to continue meeting our high levels of service to our valued customer base at this busy time. The new presses allow us to offer even more innovation in digital print with the addition of the silver ink to create a wide range of metallic colours and the highest quality colour output to match our state of the art litho operation.'





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## WIDE FORMAT: NEW DRYTAC RETAC WOODGRAIN FINISH GIVES DEPTH AND TEXTURE

Drytac has announced that a stunning new ReTac Textures finish is now available globally.

New ReTac Textures Woodgrain has been designed to add depth and texture to static, flat graphics, giving them incredible visual appeal. The embossed woodgrain effect finish really makes images stand out, making it perfect for eye catching interior promotions, wall graphics, custom wall murals, interior décor, retail displays, trade show graphics and signage. It is also an ideal material for textured labels, decals and stickers.

Like the other products in the ReTac range, ReTac Textures Woodgrain features the innovative ReTac ultra removable and repositionable adhesive, making it easy to apply and reposition multiple times without leaving residue behind or reducing its adhesion. It is also simple and clean to remove without damaging the surface. ReTac Textures Woodgrain is also fire rated making it ideal for public spaces.



ReTac Textures Woodgrain is a six mil (150 micron) phthalate free polymeric PVC film with an embossed wood textured matte finish. Available in widths up to 54 inches (1370 mm), this white printable media is compatible with eco solvent, solvent, latex and UV printing technologies and offers five years' interior and exterior durability and two years removability outdoors.

## GARDNERS INVESTS IN AN EFI VUTEK HS125 F4

CMYUK has installed an EFI Vutek HS125 Fast 4 (F4) printer at Cardiff based Gardners.

The HS125 F4 is Gardner's 17th digital printer in its current roster, designed for continuous shifts and 24 hour industrial production capabilities. It is set to become a central powerhouse in the company's main production processes. All work from Gardner's existing HP 7600 printer has been migrated over to the HS125 along with significant amounts of roll and sheet output from the company's other five metre wide fleet.

Gardners purchased the HS125 because primarily it had a requirement for a three metre wide printer that offered blistering industrial production speeds at super high quality – attributes that traditionally have not been achieved at this level.

'The EFI Vutek HS125 F4 will sit alongside our Durst 1330 as a mainline printer,' said Richard Courtney, managing director, Gardners. 'It will become a main printer for us to provide a significant amount of extra capacity to service additional retail work. It will also help deal with ever decreasing lead times, and will boost capacity by increasing our opportunity to say yes.'

The investment includes the advantage of three quarter loading for multiple rigid sheets. 'The addition of the three quarter automation has allowed us to produce longer print runs with a single operator in turn creating capacity,' said Adrian Hallett, Gardners' operations director who oversaw the implementation programme.

Due to the immense production speeds of the printer and to enhance workflow visibility, Gardners has installed a camera on the printer's gantry giving the single operator a 360 degree view. It has also added its own self engineered roll to roll off line cutting system, which it has integrated to the front of the printer. This has further contributed to decreasing finishing times.

'The printer has bedded in very well,' said Adrian. 'It is outputting 150 sheets (8 x 4 foot) per hour, hitting rates that were advised. The printer is going to be a very, very good asset for us.'

This is the first time that Gardners has purchased a printer from CMYUK. 'It has been first class service. The product turned up on time, was installed within the suggested time frame and followed on with excellent operator application training and production support. We had a couple of teething problems on the machine but it was all rectified swiftly through EFI and CMYUK,' said Adrian.

Training took place on-site over a two week period with on-going support from Amira Bouchiba, CMYUK's training application specialist.



## FINISHING: KALL KWIK CITY MAKES A QUICK FINISH WITH NEW BOOKLETMAKING SYSTEM

Kall Kwik City has revolutionised the time it takes to finish booklets with the installation of a Kasfold Sprint 3000 bookletmaker and trimmer from Ashgate.

Previously all booklets were manually finished. 'It took no time to print them on our Xerox 180 digital press but it was a slow and laborious job to fold, staple and guillotine the booklets by hand,' said Simon Rumball, print room manager.

Everything changed after visiting Ashgate's stand at a recent exhibition where Simon and his son, George, who is the managing director of Kall Kwik City, saw the bookletmaker being demonstrated.

Simon, who is relatively new to the print industry, was immediately impressed with how simple and straight forward it was to operate.

A collated set of up to 25 sheets plus card cover is fed into the bookletmaker, a photocell starts the bookletmaking cycle, leaving the operator both hands free for loading the next set. The set is jogged from both sides, centre stapled with pro-clenched flat staples, folded and front edged trimmed, if required.

Kall Kwik City opted for the TR2 on line front edge trimmer, which saves hours of time trimming booklets on a conventional guillotine. Each booklet is individually clamped and the scissor section knife trims each booklet perfectly. The cutting action can be turned off if a job is needed without trimming.

'What took five hours now takes 20 minutes,' said Simon. 'We finish anywhere between 100 to 600 A4 or A5 books, or sizes in between if they are self published, for a wide range of customers. Sometimes a bookletmaking job arrives in the morning and is required by 4.30 pm the same day. This was always a challenge, but no longer. The results are far better than hand finishing because the machine is accurate. If the covers are lightweight we don't have to pre-crease them. There is no marking on the paper even though we mainly use silk stock.'

## FINISHING: GEOFF NEAL GROUP SELECTS THE KH82 STAHLFOLDER FOR FASTER RUNNING SPEEDS

Geoff Neal Group has ordered the KH82 Stahlfolder, Special Anniversary Edition with SBP66H delivery, as part of an offer Heidelberg made recently to celebrate 70 years of expertise in the development of Stahlfolder folding machines. It will replace a manual folder and will give the company quicker make ready times and faster running speeds.

'I am fully aware of the capabilities of the Stahlfolder KH82 as I worked on the machine earlier in my career. I have found the technology robust and reliable, leading to high productivity,' said Mark Croucher, operations director.

Geoff Neal Group had been discussing this purchase with Heidelberg for a while. The launch of the Special Anniversary Edition made the decision to proceed easier and the order followed.

## SUBSTRATES: NEW CENTURA REFLECT

Slater Harrison, the UK based converter celebrating its 90th anniversary this year, is set to launch Centura Reflect, a fully sustainable range of high gloss, metal effect papers and boards for luxury packaging, graphics, stationery and labels.

Manufactured using FSC, ecf pulp, it is 100% recyclable and contains no metallic pigments or plastic.

Centura Reflect is suitable for conventional litho, screen, UV Inkjet, and colour laser. An HP Indigo quality is also available from stock. Features of this grade include an exceptionally smooth surface which ensures high definition printing, and the absence of metallic pigments reduces the risk of static. Unlike metallic film laminate, it doesn't tarnish when handled.

Stock sheets are available in SRA3 and B1 in 136, 316 and 620 g/m<sup>2</sup> and bespoke weights can be supplied in any paperboard substrate from 70 to 400 g/m<sup>2</sup> or can be laminated to achieve heavier weights. An extensive range of over 50 embossed textures are also available.

'We set out to produce a premium metallic finish, with excellent smoothness that delivers great performance while offering a wholly sustainable solution,' said Tony Myers, sales manager at Slater Harrison.



## HOT OFF THE PRESS IN 2019: A LOOK BACK AT SOME OF THE NEWS HIGHLIGHTS FROM THE YEAR

**OSG Group Holdings** announced that it had acquired Communis plc. The expansion into the European market is a landmark moment for OSG.

**Pureprint** installed a new HP Indigo 12000 digital press and upgraded an existing HP Indigo 10000 digital press to become the first printer in the UK with three HP Indigo B2 HD digital presses.

The UK's first Onset X platform to feature two white channels boosted production speeds and quality for leading global point of sale provider HL Display.

The Roland Academy – Roland DG's educational training and support structure for individuals and businesses in the print sector – made recordings of its webinars available on its website, allowing users to catch up on demand. You can see them at <https://www.rolanddg.co.uk/webinar>

**MBA Group** acquired Inc Direct Limited. Existing synergy between the two companies see the Inc Direct business further complement MBA's group wide capabilities.

**Galloways** invested close to £2 million in Heidelberg equipment, including two new presses, one litho and one digital, along with the workflow that links together the whole process.

**Typecast Colour** was the first customer to sign up to the Fujifilm Platesense programme.

**Paragon Group** announced the acquisition of Celerity Information Services, ORM and Graft Services.

Guildford based **Stag Print** celebrated its ruby anniversary, reaching 40 years in business. Stag Print is a Solutions Awards 2019 winner.



**Inca Digital** introduced a new addition to its Onset X UV flatbed series – the Onset X HS (High Speed) range. Featuring two new machines, the Onset X2 HS and the Onset X3 HS, the range offers a dramatic increase in speed and productivity.

**Heidelberg** acquired software start up Crispy Mountain GmbH of Mainz, Germany, which offers Keyline, a cloud based management platform for print businesses.

**Xante** announced the EnVite multi-media digital press, its newest innovative digital press designed for the demanding stationery and specialty printing markets.

**Micropress** made an investment in a Speedmaster XL106-8P with Autoplate XL and Inpress Control and secured planning permission for a 16,000 square foot paper warehouse. Together, these represent an investment of £4 million by the Southwold company.

Positive and Colouration partnered to form a new larger print group. The directors of both companies believe there are many benefits to bringing the two family owned businesses together.

**Foilco**, another Solutions Awards 2019 winner, was visited by the Lord-Lieutenant of Greater Manchester, Warren J Smith, for a day of staff celebrations and the presentation of the prestigious Queen's Award.

Greeted by the company's managing director Paul Hornby, the Lord-Lieutenant was given the full factory tour of Foilco's production facility and introduced to every member of the team.



The **Color-Logic Process Metallic Color System** to be sold by Xerox as an option with its Iridesse press, which can print metallic gold, metallic silver, white, and clear dry inks, as well as conventional CMYK.

The management team of **Arjowiggins Creative Papers** announced a successful management buyout of its UK operations, protecting hundreds of jobs and safeguarding two historic paper mills in Aberdeen and Kent. This was followed by the announcement of a further investment in the remainder of the company's activities, protecting nearly 300 jobs in Europe and China and safeguarding the future of the iconic Arjowiggins brand.



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COVER STORY

# WHERE CREATIVITY BLACKDOG DIGITAL

It is great when you meet a company, and the people within it, who exude passion for what they do.



# MEETS PASSION:

they do and a genuine positivity for print. That is exactly what happens at Blackdog Digital.

**‘W**orking hard for something we don’t care about is called stress.

‘Working hard for something we love is called passion.’

This sentiment is displayed on the Blackdog Digital website pages. This includes the one dedicated to the awards that this progressive and friendly company has won, including our own overall Solutions Award in 2018, meaning that it stands as the best of the best in outstanding quality, customer care, and creativity.

At the time of its award, we stated: ‘Blackdog maybe a small company, but it is blessed with a very big heart and oozes passion for what it does and for this industry, but it is also passionate about who it produces print for – its customers’.

## IMPRESSIVE

Based in Hertfordshire, Blackdog Digital is impressive in many ways. The services the company offers run like an A to Z of print. Not only incredible commercial print and design, but custom clothing embroidery and print, multichannel marketing

## OUR COVERS...

This issue of Print Solutions uses the power of Xerox Iridesse technology (see also page 24) to highlight not only the flexibility of digital print, but also the quality and creativity.

When we initially started looking at this project for the front cover, we thought that we would work with a number of print companies to produce a variety of different covers showcasing the flexibility of the Iridesse.

Having worked with Blackdog before and knowing of its quality, attention to detail and customer care, our first phone call was to Steve Winn at Blackdog Digital. Such is his enthusiasm for any creative project that embraces the passion of print, that he was happy to undertake the whole project for us, and work with us as the exclusive print partner on the covers.

Our covers, in three designs on a Christmas theme – a polar bear, a stag and a robin – were printed by Blackdog on its Iridesse press using a number of different substrates – all supplied by Premier Paper. The covers reflect just some of the special effects you can produce on-press on the Iridesse focusing on an interplay of the silver toners, along with the clear.

The robin design is on Mondi’s Color Copy 200 g/m<sup>2</sup>, whilst the stag is on Garda Digital Gloss 200 g/m<sup>2</sup>.

The polar bear is printed on three different substrates: Fedrigoni’s Constellation Jade Laser in 215 g/m<sup>2</sup>, Constellation Jade Riccio 215 g/m<sup>2</sup> and Constellation Jade Silk 215 g/m<sup>2</sup>.



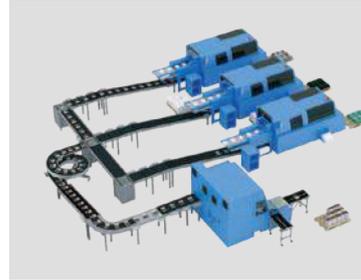
Finishing 4.0



## The Future is Variable.

### Muller Martini is Finishing 4.0

Print products are more variable as a result of increasing customization and personalization – that poses a major challenge for print finishing. As a leader in highly variable finishing solutions, Muller Martini demonstrates with Finishing 4.0 at drupa how a variety of print products with widely ranging content, sizes and thicknesses can be produced highly efficiently and with minimal intervention by machine operators.



**Efficient In-Line Book Production with Vareo Perfect Binder and InfiniTrim Three-Knife Trimmer**  
Thanks to its modular design, a customer specific cooling section and a three-knife trimmer can be added to the Vareo to turn it into an integrated production line. That enables the cost-effective production of perfect bound brochures even in the ultra-short run segment.

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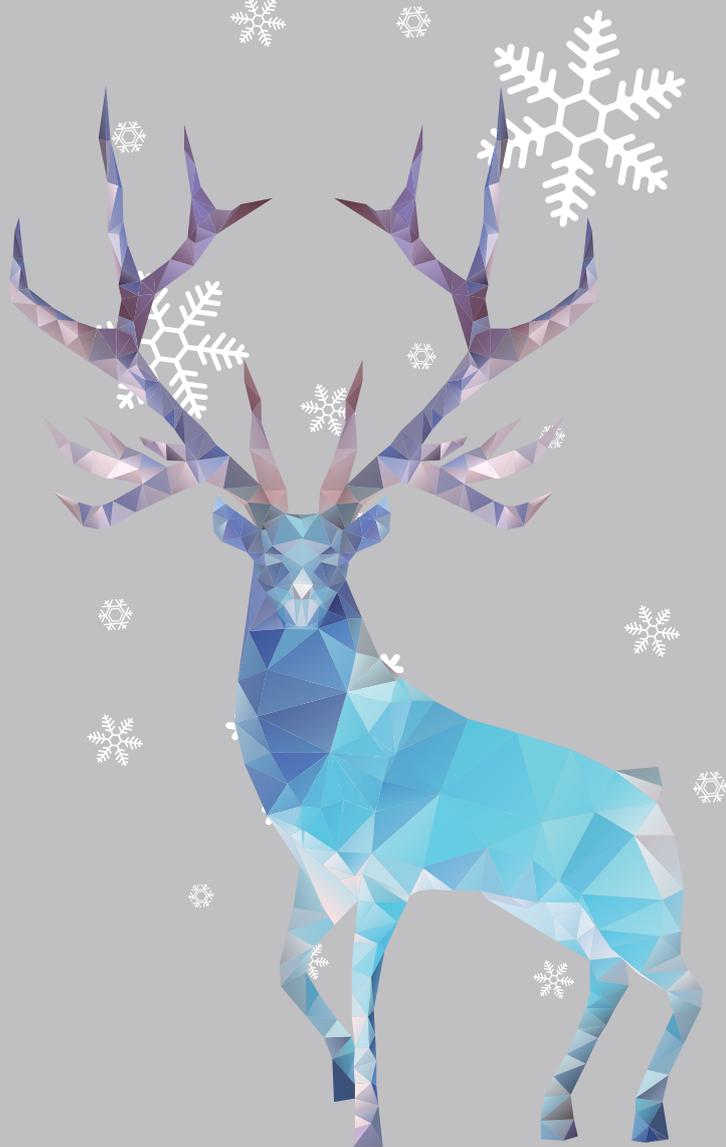
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'OUR CUSTOMERS HAVE ALWAYS COME TO US BECAUSE THEY WANT GOOD SERVICE. THEY KNOW THAT WE WILL GET THE JOB DONE. THEY COME TO US BECAUSE WE HAVE THE ABILITY TO ADD VALUE. AND, NOW WE CAN DO EVEN MORE WITH THE IRIDESSE.'

STEVE WINN, MANAGING DIRECTOR,  
BLACKDOG DIGITAL.

campaigns, personalised wallpapers, short run newspapers, A-frames and signage, direct mail, identity creation, luxury bespoke packaging, promotional merchandise, large format, and much, much more.

With an existing Xeikon machine, the company has forged ahead in digital, and despite its breadth of offer, Blackdog Digital is a leading specialist in this area and in the use of variable data.

The company doesn't say 'it can't be done' but actively looks at ways to help customers so that they can add value. This means offering an array of digital print services to help them.

Blackdog also embraces 'challenge' and uses its technology to innovate. So, it was no surprise that it was one of the early UK investors in the Xerox Iridesse press, which Blackdog Digital managing director Steve Winn describes as 'game changing for our business'.

Steve explained that the team at Blackdog made a decision to keep the Xeikon, as it is a good machine that has given great service to the company, and he says it is a 'perfect complement' to the new Xerox Iridesse, as each press is excellent at what it does and at producing the types of applications at which they individually excel.

Steve continued, 'Our customers have always come to us because they want good service. They know that we will get the job done. They come to us because we have the ability to add value. And, now we can do even more with the Iridesse.'

He continued, 'I think that digital is helping to make print really relevant again.'

'The Iridesse is helping us to offer more, and to do something different. With the press, we can do things we have never been able to do before.'

'When you talk to customers about new ideas, they are ready to listen.'

Steve explained that when the team at Blackdog can lay fantastically creative examples of print in front of the client and help them to solve problems through print, that is when customer service is enhanced.

Steve concluded, 'The Iridesse is brilliant. It adds so many dimensions to our print. It is magical!'. **PS.**

You can find out more about Black Dog Digital at  
[www.blackdogdigitalprint.com](http://www.blackdogdigitalprint.com)

# LEADING FROM THE FRONT

There is no doubt that Xerox is a leader when it comes to innovation and creativity, and

If you are hoping to not only have a 'sparkly' Christmas, but make all year special too, then it really is worth taking a look at what the Iridesse from Xerox can do.

Each new generation of Xerox products offers more functionality, more added value, more productivity and more ways to make your business stand out.

The company is no stranger to creating brilliant print, and now with the Iridesse, it allows users to create 'wow' moments, as it comes with not only the power and flexibility that digital print can offer, but also with a number of extra features that create outstanding, award winning print.

Existing users of the press have heaped praise on it, describing it as a 'game changer', saying it offers 'possibilities like no other press', that it 'drives innovation', and 'opens up new channels and opportunities'.

## INCREDIBLE

So, why all the excitement around the Xerox Iridesse?

Whilst its four colour printing quality is truly outstanding, it is only the beginning of what the Iridesse can do.

Xerox has always excelled with its technology. But more than that, it has always offered presses that allow customers to benefit their businesses through adding value – and the Iridesse goes one step further by not only offering outstanding print quality, reliability, versatility and all the benefits of digital print, such as variable, short run print with sophisticated personalisation, but

also a number of incredible special effects, which enhance any projects – just look at the front cover of this magazine.

And, unlike some options on the market, this added value is open to print companies of all sizes, not just huge multinationals.



# ONT IN INNOVATION

now its Iridesse press allows users to do even more.

Even more importantly, the Iridesse offers all this cost effectively, allowing more companies than ever before to benefit.

The Iridesse is the only digital press that can print up to six colours in a single pass with precision and with the ability to embellish with decorative metallic, clear and white inks.

## ENHANCEMENTS

Launched last year, the Iridesse has proven so popular, that leading creative printers and designers are already reaping the benefits.

The high speed, press combines four colour printing with up to two specialty dry inks in one printing pass. This means that it can print metallic gold or silver dry ink, CMYK, white and clear dry ink to produce a combination of special effects.

Print companies can now create lucrative applications with spot colours, metallic and mixed metallic gradients, and specialty enhancements, without the need to go off-press to do this, thus saving time and money.

Gold and silver dry metallic inks can be used on their own or layered under or over CMYK to create unusual and unique

## THE XEROX IRIDESSE: HOW CAN IT HELP MY BUSINESS?

- Opens up new production level application opportunities, including clear, white, silver or gold dry inks in addition to CMYK.
- The High Definition Emulsion Aggregate (HD EA) toner process results in the optimal particle size to deliver lower gloss, smooth tints and fine detail more consistently.
- The Xerox print server enables customers to create customised workflows for metallic applications with advanced RIP capabilities and colour management tools.
- Two dual advanced high capacity feeders, bypass and inserter options let customers run up to eight different stocks in a single job, or do production runs with a total of 12,500 sheets.
- A variety of finishing options are available including the new Xerox crease and two sided trimmer, which creates a durable crease fold and gives booklets a premium quality edge when used with the Xerox production ready booklet maker finisher and Xerox SquareFold trimmer modules.
- Real added value with the 'wow' factor that enables users to do so much more with their print and develop margin rich projects that really stand out for customers.



If you would like to know more about the Iridesse and be inspired by creative ideas, please see [www.xerox.com/creative](http://www.xerox.com/creative)



iridescent palettes and patterns. A layer of clear dry ink can be added for an extra touch of dimension or texture.

With the expanded palette of this press, users can mix the HD EA silver and gold dry inks together or combine them with CMYK tints to create wide ranging hues of sparkling, metallic tones and get innovative effects to make ordinary print extraordinary.

### THE IRIDESSE HAS IT ALL!

As expected from Xerox, the press also comes with powerful new colour management and automation features, giving users an immediate competitive edge in the growing digital print enhancement market.

The Iridesse runs at speeds up to 120 pages per minute, simplex or duplex, for enhanced productivity on paper stocks from as low as 52 g/m<sup>2</sup> and right up to 400 g/m<sup>2</sup>, making the press ideal for a wide range of applications such as general commercial print work, packaging, labels, and more.

The press can handle coated, uncoated, textured and dark stocks, labels, business cards, window decals, durable and synthetic papers, greeting cards, tabs, embossed, polyesters and custom solutions. Mixed stock jobs can be supported with the Mixed Media Xceleration (MMX) capability.

The press make use of a new formulation of Xerox's High Definition Emulsion Aggregate (HD EA) toner that achieves the smallest particle size yet for the company's colour toners, which allows the Iridesse to deliver even finer image control for ensuring the highest quality when printing tints, gradients, fine text, and lines.

So, if you are looking for the 'wow' factor from your print, but more importantly a cost effective and flexible solution that embraces all the benefits of digital along with the ability to add enhancements, then the Iridesse simply has it all – and Xerox has once again helped customers to really add value to their businesses, and create outstanding moments with print. **PS.**



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# WALL TO WALL

As one of the leading producers of made to order wall murals in the UK, Europe and worldwide, we can help you transform any wall. We find out more.

Fashions change over time and the way we decorate our walls in offices and homes, have changed dramatically. From thick flocced wall papers through to those with garish patterns, the world moved on to stark, futuristic walls painted in one colour, with little texture.

Naturals came along and adorned our walls, and then increasingly people looked to have speciality walls that would be a talking point.

With these trends changing again, and more and more people looking to decorate their homes, offices and businesses with something more 'authentic' and different, they are also looking for a partner to help them achieve something special.

Yes, there may still be several painted walls, but a standout piece on a wall to draw excitement to a room, or a talking point in a reception area, or an iconic mural that sets a tone, are becoming more appealing.

One company that can help in this sector is Azutura, which along with sister company Icon Wall Stickers, is able to offer a vast range

of options across stickers, decals, and full wall murals, all made to order – either from existing images, or 'make your own'.

## MAKING A TRANSFORMATION

Azutura is based in the North East of England, but works with customers around the world, and is a premium retailer and manufacturer of wall murals and wall stickers. Azutura also works with a range of artists and photographers to create their designs and also offers custom printing of customer's images.

The company's website includes a vast selection of murals from animals to city-scapes, from scenic views and landscapes to sports and hobbies, from technology to a selection for children – and everything in between.

The non woven 180 g/m<sup>2</sup> wallpaper is custom printed for you to your specifications. Azutura uses the latest HP Latex printers, for extremely high quality, creating a striking wall mural. Installation, following a step by step process that is explained in-depth, is quick and easy, transforming your space or your room in minutes. All



# CREATIVITY

worldwide, Azutura offers a stunning array of options for those looking to brighten up

Azutura wall mural panels come ready labelled and pre-cut.

If you are looking for a wall mural, you simply go online ([www.azutura.com](http://www.azutura.com)) and select from the huge array of options, or drop your own images into the easy upload section if you wish to make your own.

There are a number of options such as sizes and filters that you can specify. You can also drag and position images to indicate the part that you would like printed as your mural. You then simply specify the material and order. It is really that simple! **PS.**



If you would like to find out more about Azutura and how the company can help you, please see [www.azutura.com](http://www.azutura.com)

# ENTER NOW: OUR BIG PRINTMAS COMPETITION

*It's beginning to look a lot like Christmas  
A beautiful sight, we're happy tonight  
Walking in a Printer wonderland*

## HOW TO ENTER

Once again, we want to share our love of print – and Printmas – with you through our popular Christmas competition.

You can either read through these pages and send your entries via e-mail to [susan@earthisland.co.uk](mailto:susan@earthisland.co.uk) (but please remember to add your contact details – we can't send prizes out if we don't have your name and address), or you can also enter online at [www.earthisland.co.uk](http://www.earthisland.co.uk), where a pop up e-mail link will appear.

You can enter as many mini competitions as you like – pick one or two, or do them all! Entries will be put into a free prize draw for each mini competition.

So, win yourself something nice for this jolly holiday season.

Entry is completely free.

Good luck and best wishes!



Pictures of the prizes are illustrative and may not exactly match the prize.

**IT'S BEGINNING TO LOOK A LOT LIKE CHRISTMAS EVERYWHERE YOU GO...**

A gift from Leipa to keep you perky  
A 'Bred to be Wild' Kelly Bronze Turkey

The Leipa brand is fast becoming recognised as a sustainable solution for paper and packaging requirements. The largest recovered paper mill site just east of Berlin in Germany produces over 1.2 million tonnes of paper and packaging per annum – all from 100% recycled paper.

The paper portfolio includes a range of environmentally friendly grades in 51 to 115 g/m<sup>2</sup> and gloss, semi-gloss and matt finishes. Leipa products inspire with the company investing continuously in existing and new production facilities.

Please tell us: How many tonnes of waste paper does Leipa convert into high quality new products every year?

You can find the answer at: [www.leipa.com](http://www.leipa.com)



**IT'S BEGINNING TO LOOK A LOT LIKE CHRISTMAS TOYS IN EVERY STORE**

From Premier Paper you can win  
A wonder of gifts that start with gin.

(You can win: Fever-Tree: The Art of Mixing book, a bottle of Forest Gin, and a set of Fever-Tree tonics.)

A green company at heart, Premier Paper is supremely proactive adding new products and services to its portfolio, whilst ensuring that it goes the extra mile for customers.

The success of the company's Carbon Capture scheme grows year on year as do the number of trees that the company, and its customers, plant in the UK.

To date, the company has planted thousands and thousands of trees in support of the Woodland Trust, helping to reinvigorate the UK's forests.

Question: What new milestone has been hit with money donated to the Woodland Trust through Premier Paper's Carbon Capture programme?  
You can find the answer at: [www.paper.co.uk](http://www.paper.co.uk)



**IT'S BEGINNING TO LOOK A LOT LIKE CHRISTMAS SOON THE BELLS WILL START TO RING**

And, thanks to Stora Enso's cause  
A beautiful glass Snowfinch could be yours.

Stora Enso is well known for producing beautiful papers, including the Lumi range, and its care for sustainability. It melds making high quality paper with a clear sense of its environmental responsibility.

With timeless and luxurious papers and boards that inspire creative design and print, it is no wonder that the company commissioned a special edition series of beautiful handblown iittala glass birds designed by Oiva Toikka.

Pieces from the Oiva Toikka Special bird collection are extremely rare and we are delighted to have one to give to a lucky reader.

Question: A new sample book for Lumi has recently been launched. What do you need to do on pages 62 and 63 of the sample book?

You can find out the answer at: [www.storaenso.com](http://www.storaenso.com). Search for Lumi sample book.



## IT'S BEGINNING TO LOOK A LOT LIKE CHRISTMAS WITH SANTA ON HIS WAY...

With GMG you can make savings on ink  
And enjoy a hamper full of food and drink

GMG InkOptimizer can help to increase your savings on ink, but it also produces even better colour quality and more consistent print.

As well as optimising the overall level of ink and replacing expensive colour inks with black ink, this fully automated process standardises the colour composition of PDF files. Plus, by using GMG DeviceLink technology, it preserves the integrity of the black channel in comparison to ICC based solutions.

With GMG InkOptimizer you will see improved contrast and shadow detail, and reduced colour shifts, whilst colour control through the run will become easier.

Not only will the software save your use of ink, but it will also make it much easier for users to set the press to correct colour, meaning that overall production time is reduced, and paper waste is avoided.

With reduced production cost and materials saving, commercial and large format printers can obtain a return on investment in as little as six months with GMG InkOptimizer.

Please tell us: How does GMG InkOptimizer retain the original colour and image quality of printed items, while reducing their production cost?

You can find the answer at: [www.gmgcolor.com/products/inkoptimizer/](http://www.gmgcolor.com/products/inkoptimizer/)



**gmg** color

## IT'S BEGINNING TO LOOK A LOT LIKE CHRISTMAS SOON THE SNOW WILL START TO FALL...

CyanX can answer your card production needs  
And offers a tippie of fine gin from Leeds

Make the complex simple, with the Trimatt card production device from CyanX.

Ideal for loyalty and membership cards, IDs and sim cards, the clever Trimatt will attach, match, glue, fold, inkjet print, label and collate cards and their carrier for an end to end solution.

This automated system runs at up to 18,000 pieces per hour, and is modular to fit the requirements of your business.

As the system will glue a card to a carrier it can be used to enhance mailers, packages or point of sale cards, and add a level of personalisation, whether text, graphics or barcodes.

Question: Name three big brands currently using the Trimatt?

You can find out the answer at: [www.cyanx.co.uk](http://www.cyanx.co.uk)



**Cyan**X  
Quality Press Room Products



## IT'S BEGINNING TO LOOK A LOT LIKE CHRISTMAS WITH GARLANDS HANGING ON THE DOOR...

Service Graphics has print centres right around the nation  
Its gift? A Fortnum & Mason hamper, for tasty inspiration

Service Graphics is the UK's largest integrated print and design company – with a nationwide network of high street print centres, four factory production sites, four sales offices and 15 embedded facilities managed print centres.

The name 'Service Graphics' affirms what the business is all about – providing a superior service and top quality graphics to customers all over the UK.

The company offers everything from signage to business stationery, from banners to business cards, and so much more.

Please tell us: How many high street print centres does Service Graphics have?

You can find the answer at [www.servicegraphics.co.uk/print-design](http://www.servicegraphics.co.uk/print-design)



**SERVICE**  
**GRAPHICS**

**IT'S BEGINNING TO LOOK A LOT LIKE CHRISTMAS WITH CHRISTMAS TREES ON PARADE...**

With packaging made on a Kolbus line  
This prize of Royal Salute whisky is divine

The Kolbus DA 260 casemaker, which forms the basis of the Kolbus line on which the luxury packaging for the Chivas Regal 21 year old Royal Salute whisky was produced (under licence), is a professional machine engineered to exacting specifications. The flexible machine offers simple, one man operation and fast make ready, with semi-automated settings, which contribute to high efficiency and productivity.

As well as luxury packaging, the DA 260 is also ideal for the production of book cases, files, posters, calendars and board game components in thicknesses between 1 and 4 mm.

Please tell us: How quickly does the Kolbus DA 260 casemaker run?  
You can find the answer at: [www.kolbus.com](http://www.kolbus.com)



**IT'S BEGINNING TO LOOK A LOT LIKE CHRISTMAS WITH MULLED WINE BY THE FIRE...**

James Cropper offers Christmas cheer, and sends its best regards  
With a gift of CupCycled fibres made into stationery and cards.

CupCycling by James Cropper is the world's first recycling process dedicated to upcycling takeaway cups. The cups are given a second life as beautiful papers, helping to recycle and reuse the 2.5 billion take away cups that are estimated to be thrown away in the UK each year.

Traditionally, the polyethylene coating of coffee cups means that they are only recyclable through specialist facilities.

With CupCycling, James Cropper solves this problem by removing the plastic during the process, meaning that 95% of the cup waste can be converted back into paper, and the remaining 5% of plastic is used for energy recovery in the production of recycled paper.

Please tell us: Name three products made using CupCycling fibre from James Cropper?

You can find the answer at: [www.cupcycling.co.uk](http://www.cupcycling.co.uk)



**JAMES CROPPER**  
EST. 1845



**IT'S BEGINNING TO LOOK A LOT LIKE CHRISTMAS AND WE REALLY JUST CAN'T WAIT...**

From us to you, cos you're a star  
A hearty bottle of rum, ohh aarrh!

To celebrate our excitement over the Solutions Awards 2020, we are offering one of our mateys who reads Print Solutions, a yummy bottle of grog – well rum actually.

Go along to our website, download an entry form and enter The Solutions Awards 2020.

The Solutions Awards is completely free to enter no matter how many times you wish to do so, and all the final nominees will get a free ticket to come and join us on the 17th, at what we think will be our most fun day yet – The Solutions Awards in November 2020. Get entering, avast ye!

Please tell us: Heave ho, and what are we getting set for that's going to be wonderful?

You can find the answer at: [www.earthisland.co.uk/solutions-awards-2020](http://www.earthisland.co.uk/solutions-awards-2020)



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# THE BEST OF THE BEST: THE TOP PRODUCTS OF 2019

This year has seen a plethora of new products and lots of innovation, investment and improvement across all manner of products and services in the graphic arts. Here we highlight some of those that have had the most impact on business through 2019.

★ Roland DG expanded its already extensive UV-LED print portfolio with the large format UV-LED flatbed printer, the IU-1000F. Capable of printing on an impressively wide range of substrates and objects at up to 116 square metres per hour, the IU-1000F is designed to meet the diverse needs of busy commercial printers, with outstanding performance.

As life cycles and requirements for communication tools such as outdoor and indoor advertising, event decoration, and store displays become shorter and more diverse, the sign and display industry is increasingly becoming a one stop shop offering quick response. Under such challenging circumstances, high performance large format UV flatbed printers that enable a more efficient production process and that are capable of printing on various materials for a wide range of applications are attracting greater attention than ever before.

In addition to high adhesion, high density CMYK UV inks, this highly versatile large format device supports white, gloss and primer inks to create a wide variety of stunning applications, from impressive and highly profitable signs, displays, backlits and exhibition graphics to custom designed interior décor applications such as canvas wall panels and furniture.

Equipped with 12 high performance printheads in a staggered three row arrangement, the IU-1000F can print up to 635 x 1800 dpi

with variable droplet technology which can simultaneously fire three sizes of droplets at high speed. Printing time for a typical 1220 x 2440 mm rigid board averages about 15 boards per hour in the everyday 'Standard' print mode for typical point of purchase display applications. About 10 sheets can be printed even in the 'Quality' print mode.

The IU-1000F employs UV-LED flatbed printing technology to print directly on a huge variety of materials and objects. The high performance UV inks cure immediately, enabling the IU-1000F to print on substrates such as acrylic, PETG, PVC board, foam board, PC, wood, corrugated polypropylene board, aluminum composite plate, and even on metal and glass that are generally difficult to adhere to by using the 'rimer ink.

The IU-1000F features a number of new functions to optimise efficient performance, including an ionizer that removes static electricity, a versatile print bed that can handle materials of various sizes, from one large board to multiple small panels, and media alignment pins for easily aligning materials to be printed.

★ GMG InkOptimizer automates workflows, improves printing consistency, and creates cost savings – helping to increase your competitive advantage.

# Machine breakdowns?

## Paper curl?

## Static?



**Steam  
Humidifiers**



**Dehumidifiers**



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Humidifiers**



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Independently better



GMG InkOptimizer stabilises and optimises your entire printing process. By increasing the black component, colour composition of images, complete pages or printing forms become more consistent, leading to ink savings. Controlling colour on press throughout the run also becomes less of a challenge. And, in contrast to traditional ICC solutions, the GMG DeviceLink technology preserves the black channel.

InkOptimizer uses your existing RIP technology and applies GMG's MX technology to ensure the colours are hit. More importantly, with the unique MX3 technology, these colours can be achieved time after time to ensure re-calibration from day to day and week to week.

GMG InkOptimizer works where the human eye reacts most sensitively – the grey balance – keeping greys neutral with no contamination, so they don't become red or green in appearance.

InkOptimizer boosts productivity, save you time and money and helps you to produce consistently high quality print.

★ Enfocus released Switch 2019 Fall. This release included some interesting features for users. These include Switch Designer improvements and many added features to the Switch Web Portal. The Remote Process element and the API are improved to make the integration and communication with Switch even more robust, positioning Enfocus Switch ahead of the market in helping users to build winning print services. PitStop Pro and PitStop Server 2019 update 1 will officially support Mac OSX 10.15 Catalina and contain a number of bug fixes. PitStop Server also receives stability improvements with this release.

★ Premier Paper added to its range and now offers Garda Gloss and Garda Satin exclusively in the UK.

Garda Gloss is a two side coated woodfree paper with an excellent gloss finish, whilst Garda Satin is also two sided with an excellent satin finish.

In terms of quality and performance, the paper also shines, with high levels of runnability and superior results both on-press and in the finished product.

Sheet formation and dimensional stability are two key factors in maintaining high speed sheet feeding. Both the characteristics are strictly controlled in the manufacturing of the papers in this range.

A special formulation ensures that the printing surface of Garda Gloss and Satin gives precise dot transfer even in the finest areas of the image. The surface characteristics enhance the ink gloss and tonal density of pigments for clear reading of text and accurate reproduction of colour images. The surface coating includes latex additives which help to resist surface cracking on the fold.

With exceptional drying times, the paper's characteristics include the regularity of its micro porosity levels, so that printing ink penetrates the coated surface evenly which promotes quick oxidation and polymerisation of pigments and resins.

★ Denmaur Paper launched Denamur Digital, which offers a wide choice of papers for this market including tints, which have been designed for the latest digital technologies.

Part of this range is the company's latest paper launch, Arctic Snow.

An ultra white, smooth matt coated paper, Arctic Snow will compete very favourably at the top end of the market, in terms of both price and visual appearance.

It is stocked exclusively by Denmaur Paper Media in a comprehensive range for same day or next day delivery, and it is available for both litho and digital print production and it is certified for HP Indigo.

Promising to connect 'traditional and future print technologies', the Denmaur Digital range also encompasses a number of tried and tested papers including Amadeus, Ensocoat, Titan Silk and Gloss, Performa, and Revive.

This means there is a choice of coated and uncoated substrates, including paper and board weights, as well as a pre-print option. There is also a selection of office papers for smaller digital technology, which complement the commercial print papers, answering the needs of customers using electrophotography, laser and inkjet.

A digitally optimised selection of Colorit paper, adds a selection of colour options including polar green, sky blue, rose, azure and sunrise.

★ ABC Imaging gained ISO 9001 (2015) accreditation in September 2017 and retained the standard in 2018. From this, it decided to keep the momentum going and moved into working towards ISO 14001 environmental accreditation, having its stage 2 audit in mid March 2019.

# IU-1000F

Large Format UV-LED Printer

# NEW

## THE ULTIMATE PERFORMER



IMPRESSIVE VERSATILITY  
ON MATERIALS UP TO 110  
mm IN HEIGHT AND  
45 kg/sqm IN WEIGHT



RELIABLE PRODUCTION  
FOR SUPER-FAST  
TURNAROUND TIMES



CMYK, WHITE, GLOSS  
AND PRIMER TO EXPAND  
YOUR PROFIT-MAKING  
POTENTIAL



PRINT SPEEDS UP TO  
116 m<sup>2</sup>/hr FOR HIGH  
PRODUCTIVITY

### RELIABLE PRODUCTIVITY FOR SUPER-FAST TURNAROUND TIMES

For peak performance and unlimited printing possibilities, the IU-1000F UV-LED flatbed printer delivers the speed, super-accurate colour reproduction and creative print expression your customers demand. The winning choice for profitable applications like signage, interior décor and backlit displays, the IU-1000F is the ultimate performer your business has been looking for.

DISCOVER MORE AT [ROLANDDG.CO.UK](http://ROLANDDG.CO.UK)

Imagine.



## THE TOP PRODUCTS OF 2019



Preparing for the certifications was a great exercise in looking in-depth at its business and taking stock. Whilst doing this, it realised how much plastic was used in the printroom.

Thus, Printers Against Plastic' was founded with a set of pledges to reduce plastics in and awareness of the environmental damage that can be caused.

You can sign up at [printersagainstoplastic.com](http://printersagainstoplastic.com). We have!

★ Answering the needs of the growing textile and merchandise print market, amongst its many launches this year, Epson announced two new 64 inch, dye sublimation printers, the SureColor SC-F9400H and the SC-F9400. Developed primarily for fast, high volume printing, the printers are ideal for the production of clothing, textiles and soft signage, as well as other printed merchandise.

The SC-F9400H also offers users the option of printing with two genuine fluorescent ink solutions (yellow and pink), which brings bright, vivid colours to the production of sportswear, workwear and fashion items.

The SC-F9400 series is an evolution of trusted Epson print technology and provides enhanced quality with even greater productivity and reliability.

★ Renz UK introduced new plastic free A4 eco binding covers. The paper based covers are aesthetically almost identical to a standard frosted plastic cover. Unlike plastic covers, documents using the paper based cover do not need to be separated into their respective parts to be recycled.

The paper based covers from Renz are from paper that is unbleached, totally chlorine free (tcf), 100% recyclable, compostable and biodegradable. By comparison plastic binding covers made from polypropylene can take over 400 years to degrade.

★ Fedrigoni also announced the update launch of three of its specialty papers: Old Mill, X-Per new White Grade and Blush Palette – ideal products for any graphic project.

X-Per is a range of natural papers and boards with a surface that allows particularly sharp and bright printing. The traditional premium white colour is now accompanied by a warm white. It comes in a choice of nine grammages.

Blush Palette includes a selection of 12 shades of Fedrigoni

papers, united by nuances inspired by 'complexions'. This includes the shine of Spendorlux Mirror Bronze, the preciousness of Sirio Pearl Rose Gold, the delicacy of Sirio Pearl Misty Rose, and the 'terra' of Tintoretto Ceylon Cannella.

Old Mill is a range of uncoated papers and boards made FSC certified, delicately feltmarked on both sides. It is available in traditional ivory, white and premium white colours.

The range is also available with the special treatment 'stucco', on both sides, delivering a sharper, brighter printed result while retaining the uncoated appeal, available in premium white and Gesso shades.

★ Morgana Systems has announced details of two new booklet-maker configurations that have been added to its product portfolio.

The Morgana PowerSquare 224VF and Morgana PowerSquare 160VF are combined with Morgana's VF Dual Bin feeder, a product initially developed by parent company Plockmatic, to provide two powerful entrants into the off line finishing arena.

The Morgana PowerSquare 224 is an innovative complete bookmaking system for digital and offset print applications. It enables the production of books up to 224 pages. In a single machine it combines the four processes of stitching, folding, spine forming, and trimming. It features fully automatic settings for different book size and pagination, including variable stitch leg length for varying book thicknesses. Up to eight stitches can be placed along the spine of a book for special applications.

The Morgana PowerSquare 160 meets the needs of mid to high volume printers, and is capable of producing booklets from a wide range of sheet sizes and materials, including A4 landscape format. The feeder sits at right angles to the main PowerSquare unit, giving a very compact footprint which can easily fit into the tightest of workspaces.

★ Xante launched the EnVite multi-media digital press, its newest innovative digital press designed for the demanding stationery and specialty printing markets.

The EnVite produces stunning 4800 dpi colour quality on an extensive range of media types and sizes and is well suited to fast production of invitations, envelopes, stationery, business cards and greeting cards.

MEDIA

## NAUTILUS<sup>®</sup>

Introducing our brand new range of premium recycled uncoated paper. Available in two different grades, SuperWhite and Classic; giving you outstanding print performance and the highest environmental credentials for an eco-conscious corporate identity and message. Guaranteed for offset printing and suitable for most dry toner printers.



MEDIA

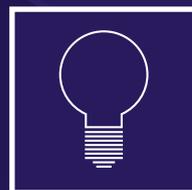
Find out more about the range at [www.antalis.co.uk](http://www.antalis.co.uk)



HARDWARE



TRAINING



INNOVATION



SUSTAINABILITY



★ DTM Print launched the new DTM FX810e Foil Imprinter for finishing and highlighting product labels with a width of up to 220 mm. This industrial grade foil imprinting system for heavy duty jobs is therefore the ideal extension of the company's existing product portfolio.

Like its 'little brother', the FX510e, the new DTM FX810e adds brilliant shiny metallic or laminated highlights both to blank or already pre-printed labels, whether they have been produced by inkjet, laser, LED, offset or flexo printing. Fast and accurate one colour printing for either adding data like simple text or barcodes to pre-printed labels or printing single coloured labels is possible as well.

With the optional built-on guillotine cutter the printer can horizontally cut continuous, die cut and reflective label stock. That allows customers to use this printing system also for cutting down larger rolls of pre-printed labels into handy label stacks

★ With speciality printing being one of the fastest growing digital segments, Xerox developed the Adaptive CMYK Plus Technology designed for the all new Xerox PrimeLink C9065/C9070 colour printer and the C60/C70 printer.

The Adaptive CMYK Plus Technology is an accessory that has been engineered to augment the traditional cyan, magenta, yellow and black (CMYK) offering. For the PrimeLink C9065/C9070, an entry level production printer, the accessory expands the device's colour capabilities with fluorescents, gold, silver, white and clear embellishments when needed. A similar accessory for the C60/C70 also offers printers beyond CMYK capabilities with metallics, white and clear. This technology opens new doors to growth, allowing printers and creatives in all fields to produce brilliant and unique pieces such as greeting cards, flyers, invitations, posters and signage.

★ For offset litho, Auraia DMS is Hamillroad's Digitally Modulated Screening solution, which ensures that you get the highest levels of printing right from the start.

Auraia DMS perfects halftone screening by achieving the high level of image detail associated with FM/stochastic screening as well as producing ultra smooth flat tints as smooth as, and typically smoother than, AM/XM screening.

Auraia uses groundbreaking patented technology to create a unique product that combines the best characteristics of AM, FM, XM,

GS and CS screening techniques. Auraia DMS dramatically enhances quality, stability, and gamut, while delivering ink savings over conventional screening. It provides these benefits in real production environments under plate and press conditions which are not usually capable of FM or high lpi AM/XM screening.

Customers using Auraia are convinced that it truly makes a difference.

★ TheMagicTouch continued to innovate and develop applications that turn ideas into profit. With the current global crusade to banish and replace all single use plastic bottles from our daily lives the company offers its image transfer process to decorate and personalise the latest global craze of vacuum bottles.

Using the latest in white toner technology, together with the established CPM transfer paper, full colour designs can be applied using a traditional mug press.

The process, unlike sublimation, is able to register white and therefore full colour imaging is possible on any colour bottle. These increasingly popular products can now be decorated with the added marketing advantage of a minimum of one, making them considerably easier to sell and market to target customers.

The bottle style design incorporates an insulated food grade stainless steel layer with an insulated liner that enables the bottle to keep both hot drinks 'hot' and cold drinks 'cold' for up to 12 hours.

The average cost for the full colour decoration is less than 25p per bottle and takes less than two minutes to produce. The company also offer a range of coloured enamel mugs printed using the same CPM process with the same traditional mug press. **PS.**

★ The automated VeloBlade, from Vivid Laminating, is a production line within itself. The combination of cutting, creasing and perforating in a single pass with auto feed, conveyor belt and collection tray, allow for completely unattended production. So, not only is the VeloBlade positioned at an attractive price, but it is also a great efficiency saver.

See more on page 42.

vivid. presents...

# VELOBLADE®

For when scissors just won't cut it.



- ★ Cut, Crease & Perf, in a Single Pass
- ★ Hours of Unattended Production
- ★ Bring Quality Cutting In-House
- ★ Create Unique & Intricate Products
- ★ No Dies Needed, Reducing Costs
- ★ 1.5mm/1200gsm High Speed Cutting



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# THE VELOBLADE: VIVID BRING



Earlier this year, Vivid Laminating Technologies unveiled its new flatbed cutter, the VeloBlade.

With what Vivid says is the 'most cost effective digital die cutter on the market', the company is enabling print businesses to extend the services they offer, create innovative and intricate products, as well as remove the need for outsourcing.

Vivid sales director Richard Marlow explained, 'Traditionally, the cost of bringing quality cutting in-house hasn't been a feasible option for most print shops. Which led us to launch the VeloBlade. Collaborating with our customers to understand what would make their businesses better and lives easier, it became clear that less outsourcing and expanding their customer base was the way to go. VeloBlade opens up completely new markets in packaging and point of sale giving print suppliers the platform they need to further their offering and grow the business. We are incredibly excited to see the impact it is going to have.'

The automated VeloBlade is a production line within itself. The combination of cutting, creasing and perforating in a single pass with auto feed, conveyor belt and collection tray, allow for completely unattended production. So, not only is the VeloBlade positioned at an attractive price, but it is also a great efficiency saver.

Load 100 mm of up to 1.5 mm or 1200 g/m<sup>2</sup> stock and let the VeloBlade do its thing. Gantry mounted vacuum clamps operate alongside air separation jets, feed your stock into production. From here, an Industrial CCD registration camera picks out registration marks to align the cutting head. Then, the accurate and durable tungsten steel blade carries out the cutting process, whilst the high quality vacuum grip conveyor belt holds stock securely in place. Once all cutting, creasing and perforating is complete, the stock is automatically stacked in the collection tray.

The VeloBlade is a versatile system that caters to a variety of stocks and sizes ranging between 210 x 297 mm to 600 x 400 mm. Whether it is paper, plastic board, PVC board, PU, cardboard, rubber sheet or marking film, it can cut it.

It is also a quick system, cutting at up to 1000 mm per second with SRA3 taking between 15 to 45 seconds per sheet, depending on the complexity of the cut or crease.

Launched to complement Vivid's already impressive range of print finishing systems, the VeloBlade means that the company can now provide its customers with high quality laminating, cutting, creasing and perforating tools that enable them to reduce outsourcing costs, improve efficiency and create eye catching unique products that wow their customers every time.

New for 2020 will be an extension to the VeloBlade range. Vivid is keeping things under wraps for now, but watch this space in the new year for more exciting opportunities from the VeloBlade line.

# VS YOUR CUTTING IN-HOUSE



## HOW CAN THE VELOBLADE HELP MY BUSINESS?

1. The VeloBlade is a flexible and versatile system that can handle a wide range of substrates and sizes.
2. The combination of cutting, creasing and perforating is performed in a single pass.
3. With auto feed, conveyor belt and collection tray, the device allows for completely unattended production.
4. The digital cutting device offers print businesses of all sizes the ability to bring this service in-house and create innovative products for customers.
5. A range of applications can be produced including packaging, point of sale, bespoke print, and more.
6. Highly cost effective, and saves on the time and cost of outsourcing.

## WHAT YOU NEED TO KNOW...

- Auto sheet capacity: 100 mm.
- Feeding system: Vacuum feeding with clamps.
- Maximum sheet size: 600 x 400 mm.
- Minimum sheets size: 210 x 297 mm.
- Blade: Tungsten steel.
- Productivity: 15 to 45 seconds per SRA3 sheet.
- Maximum cutting speed: 800 mm per second.
- Substrates: Plastic boards, PVC boards, PU, cardboard, fibrous board.
- Overall dimensions: 2250 x 800 x 1100 mm; weight: 350 kg.

To find out more about the VeloBlade, visit [www.vivid-online.com](http://www.vivid-online.com) or call +44 (0) 1530 510946.



# SOLUTIONS AWARDS WINNERS



## A reason to be found guilty of creativity?

Yes! All entrants in The Solutions Awards 2019 were certainly guilty of innovation and inspiration.

This year saw more entries to the awards from more companies than ever before, as well as more votes and more interaction.

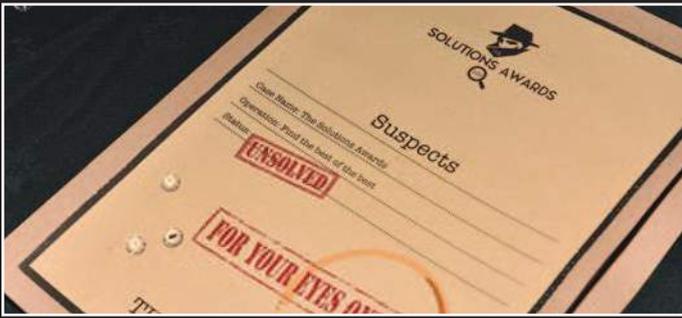
The awards itself was sold out several months before the event took place, and we were delighted to see a whole host of guests join us at the Café de Paris again this year. These companies range from very small to multinational and spanned many areas of the graphic arts, from printers to designers, from creative agencies to marketers, from print and paper suppliers to brand owners.

We were once again delighted to be joined by students from universities across the UK, who came to the Cafe to receive their own accolades after having taken part in the Brief Cases initiative, which links business and academia. More on this on page 75.

The event also supported the inaugural Women In Print achievement award - so it was a pretty packed day.

And, when it was time to solve the main mystery - who amongst you shines with quality and creativity - we certainly had some great winners, as the following pages will show.





Ten little printers, all went out to dine;  
One forgot to turn the presses off, and then there were nine.

Nine little designers sat up very late;  
One struggled to embed the fonts, and then there were eight.

Eight little paper men travelling in Devon;  
One went back for swatch books, and then there were seven.

Seven brand owners looking very slick;  
One put all ads online, and then there were six.

Six little students with creative overdrive;  
One went into publishing, and then there were five.

Five little offset chaps, offered LED and more;  
One decide to move to hybrid, and then there were four.

Four little environmentalists planting up a tree;  
One is still watering it, and then there were three.

Three digital press men, showed what benefits accrue;  
One got stuck sorting data, and then there were two.

Two little marketeers having lots of fun;  
One had one too many, and then there was one.

One little company sitting here in this very room;  
Will take the Solutions Awards trophy, and business will boom!

The Solutions Awards 2020 will be officially launched in February next year. But, so excited are we that you can download an entry form now, from the dedicated page on our website ([www.earthisland.co.uk/solutions-awards-2020](http://www.earthisland.co.uk/solutions-awards-2020)).

Don't forget, it is completely free to enter (no matter how many times you wish to do so, or how many categories you would like to be considered for) and all finalists are given a free ticket to come and join us at the awards event, which will be held in November 2020 in London.





KONICA MINOLTA

# ADD VALUE TO PRINT

THROUGH PERSONALISATION, EMBELLISHMENT AND INNOVATIVE TECHNOLOGIES



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[www.konicaminolta.co.uk/en-gb/professional-printing](http://www.konicaminolta.co.uk/en-gb/professional-printing)

## BRING PRINT TO LIFE

“Konica Minolta are an immensely proactive partner. Their team is regularly coming to us with new ideas about how we can deliver a unique value proposition to our clients – achieving print solutions that haven’t been done before, such as their new Augmented Reality solution - genARate.”

Dan Pretot, Production Director of Eazyprint



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Learn more at: [genarate.konicaminolta.eu](http://genarate.konicaminolta.eu)



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Giving Shape to Ideas

# SOLUTIONS FOR ADDING VALUE

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KONICA MINOLTA



Annette Taylor-Anderson of ATADesigns with Russell Lambert of Konica Minolta.



## And the winner is... ATADesigns for The Jones Family

ATADesigns helped a new restaurant project to match printed bespoke textiles and wallpaper, with stunning graphics and real style. So, the wall-paper design also flowed from the wall on to the banquet seating, chairs and bar stools.



## Ultimate performance for perfect printing

Inspired by the purity of the snowy Finnish winter, Lumi papers are incredibly white and bright. With their exceptional printing qualities, they are perfect for showcasing your creations.

Learn more about Lumi grades and their printing performance and sustainability on [www.storaenso.com/lumi](http://www.storaenso.com/lumi)

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# SOLUTIONS FOR BOOKS

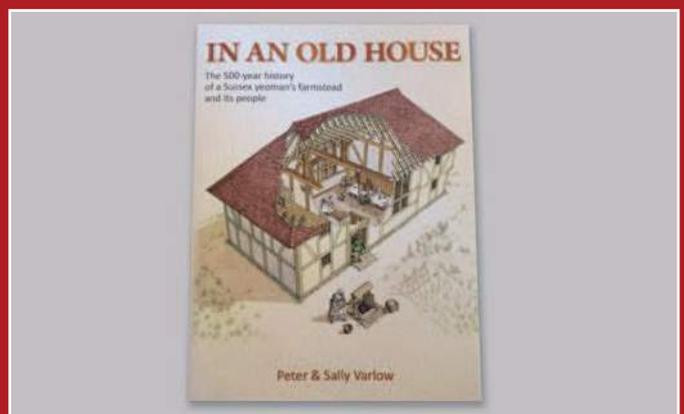
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storaenso



Dale Burgess of Print2Demand with Mario di Lieto of Stora Enso.



## And the winner is... Print2Demand for In An Old House

When the authors of 'In An Old House' decided to produce a book focusing on the 500 year history of their house, they turned to Print2Demand for help. The book has everything in it that a high quality product should, both in terms of print and finish.



Incada, a superb quality paperboard based on fibre sourced from British forests, is produced and supplied locally for packaging premium products for global brands.

# WORKINGTON

*your local mill*

What does having a local supplier mean to you? We believe it means we're close at hand to give you fast deliveries and fast response times. It means we understand your local market because we're living in it every day. And it means we care about your environment because it's our environment too.

## **INCADA, A WORLD-CLASS PRODUCT MADE AT YOUR LOCAL MILL**

Incada is recognised as one of the world's leading paperboards and is produced in the UK at our mill in Workington, Cumbria. In the past few years we have invested over £100 million to ensure we continue to stay ahead in product quality, service and our environmental credentials. Our latest investment in a new press section will offer us more scope to further develop Incada. We also plan to match this with even more improvements to our service.

## **RECENT IMPROVEMENTS AT WORKINGTON MILL**

- Increased production capacity
- Reduced energy consumption
- Less water usage
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- Even better product consistency
- Top-level runnability

Our local customers are very important to us. But don't just take our word for it – why not visit us to find out more?



# SOLUTIONS FOR DESIGN

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**IGGESUND**  
HOLMEN GROUP



Nik Hersey-Walker of Bridge Media with Glyn Warrington of Iggesund Paperboard.



## And the winner is... Bridge Media for Three Kingdoms

'Forging a legend' in design is Bridge Media, when it was challenged to develop the packaging for Three Kingdoms - which was the most pre-ordered Total War game so far.

Even in an age of downloads, many true gamers still want the 'proper' game in the form of a disc, in stunning packaging, many of which become collector's items. Bridge Media certainly excelled with Three Kingdoms.

*Introducing*

# DigiTuff

**Meet DigiTuff  
the robust, bright white,  
PVC-free polyester  
sheet media; available  
exclusively from**



**Engineered for performance,  
durability and strength, DigiTuff is  
highly resistant to tearing, water,  
grease, bleach and much more.**

With a choice of 3 sizes and  
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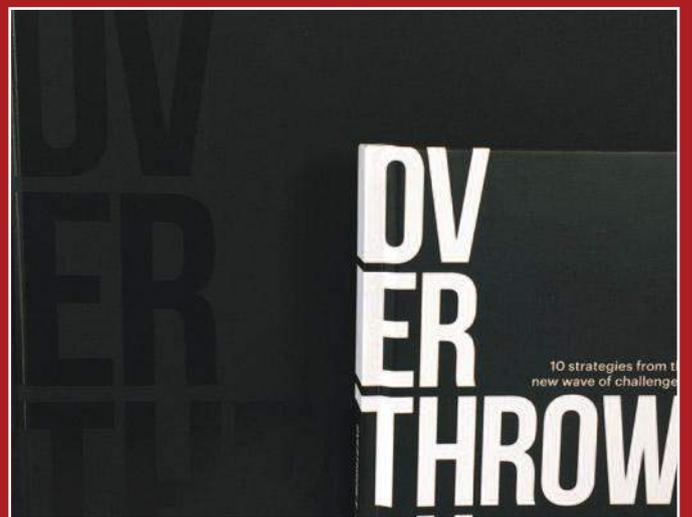
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# SOLUTIONS FOR DIGITAL

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Dempsie Giles from Blackdog Digital with John Vic of Premier Paper and Steve Winn, also of Blackdog Digital.



## And the winner is... Blackdog Digital for Overthrow

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# XANTÉ



Richard Mawson of CyanX, UK distributor of Xante products, with Becky Raitt and Jack Batey of Showcase Creative.



## And the winner is... Showcase Creative for Cadbury's Box

Direct mail comes in all guises. This presentation box, from Showcase Creative, was used to promote three limited edition Cadbury's bars. A four part magnetic V cut case and base box with hidden magnets was used.

# *Congratulations to all of the* **2019 Solutions Awards Winners**



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# SOLUTIONS FOR ENVIRONMENT

SPONSORED BY



Kevan Shipley and Harry Huckerby of Print4 with Dave Jones of Premier Paper.

## And the winner is... Print4 for Environmental Challenge

Print4 worked with Nottingham University to set an environmental marketing challenge to students, surrounding the company's use of 100% renewable energy, with electricity coming from wind farms.

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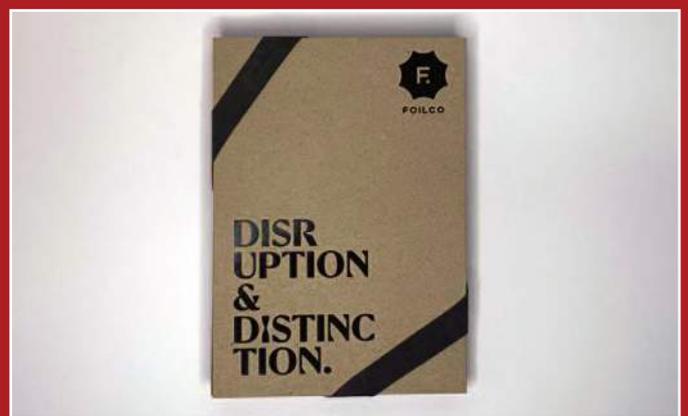
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Tom Treadwell of Foilco with Wendy Baker of Morgana and Emma McNiven, also of Foilco.

## And the winner is... Foilco for Disruption & Distinction

The Disruption & Distinction packs from Foilco were designed as the first set of giveaways post-company rebrand. The set consists of two packs, made up of six different foil 'Dazzle' inspired patterns.



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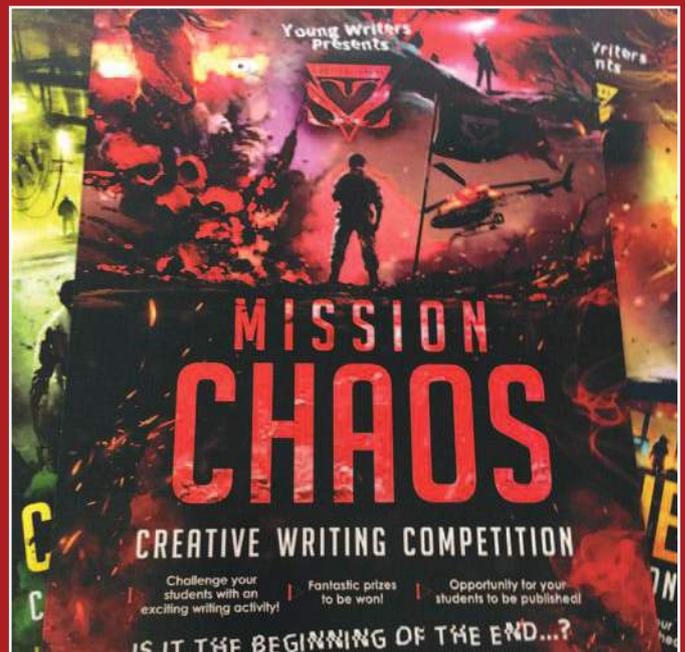
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# SOLUTIONS FOR INNOVATION

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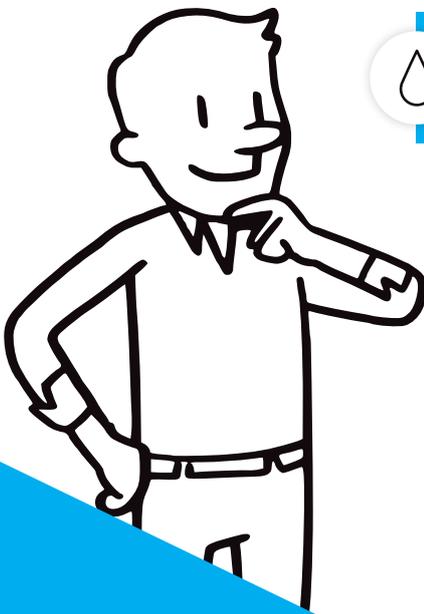


Ashley Janson of Bonacia, Andrew Bailes-Collins of Enfocus and Rosie Whitelock of Bonacia.



## And the winner is... Young Writers for Survival Sagas

Young Writers, part of Bonacia, is working with young people, to encourage them to develop creative writing skills, and to support teachers by providing free, time saving resources. This year, the theme has been Survival Sagas.



## INK SAVINGS

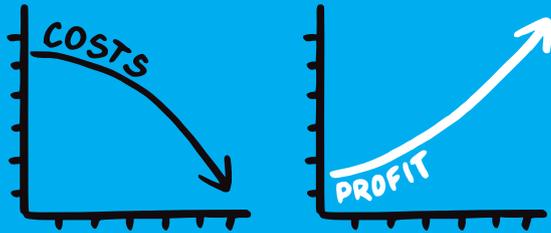
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# SOLUTIONS FOR LABELS

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Adam James of CS Labels, Stuart Kellock of Label Peel, Ben Robinson of The Label Makers, and Paul Humpage of CS Labels, with Danielle Kinsella of Hamillroad Software.

## And the winner is... a bit of history

For the first time ever, and despite the thousands and thousands of votes that were received, this category saw a tie - between not two, but all three entrants. Therefore, we decided that the level of creativity and quality within labels was so high, that we would award each of the entries with a first.

You can find out more about each solution on page 65.

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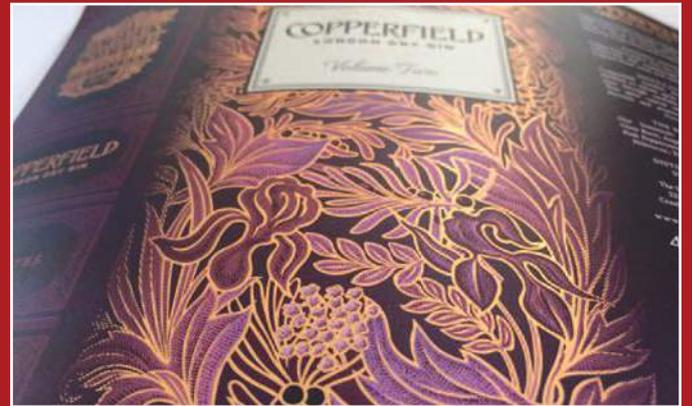
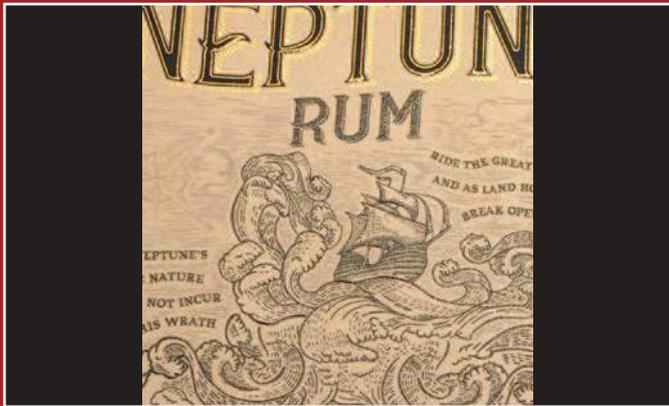
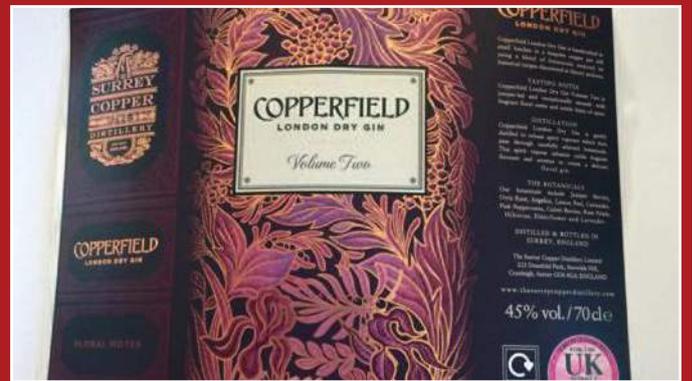
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# SOLUTIONS FOR LABELS

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## CS Labels for Neptune Rum

When Neptune Rum presented CS Labels with an already existing label design, it explained that much of the detail was lost from a distance or in the light. CS Labels solved the problem.

## Label Apeel for Copperfield Gin

The elegant label for Copperfield London Dry Gin Volume Two was put together by Label Apeel in a five step process, which included lamination, foiling and spot and fluorescing varnish.



## The Label Makers for No Name Distillery

The Label Makers helped to create a new look for a range for the 'No Name Distillery'. The front and back labels required an intricate die cut to enhance the premium feel - digital print ensured superior print.

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# SOLUTIONS FOR PACKAGING

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Sushil Patel of Stag Print with Gareth Brown of Xerox and Raj Patel, also of Stag Print.

And the winner is...

## Stag Print for Green Stem

High quality packaging has become a large part of Stag Print's business. Which is why Green Stem CBD approached the company for advice and assistance to produce standout boxes for its products.

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## And the winner is...

...two great examples of the use of paper



## FE Burman for One Divide By Zero

FE Burman produced a series of four books, in increasing size, attached together with parts of the printed title run across each. It has used no less than 12 colours from the Senses range for the covers, as well as Image Indigo for for the text.



Richard Chapman of Richard Chapman Studio, with Rob Slowe of Arctic Paper, and Paul Regan of FE Burman.



## Richard Chapman Studio for Thadeus Brochure

Sometimes 'less is more': stunning design is achieved by simply letting the paper be the star. That is what Richard Chapman Studio has achieved with the elegant and simple Thadeus brochure.



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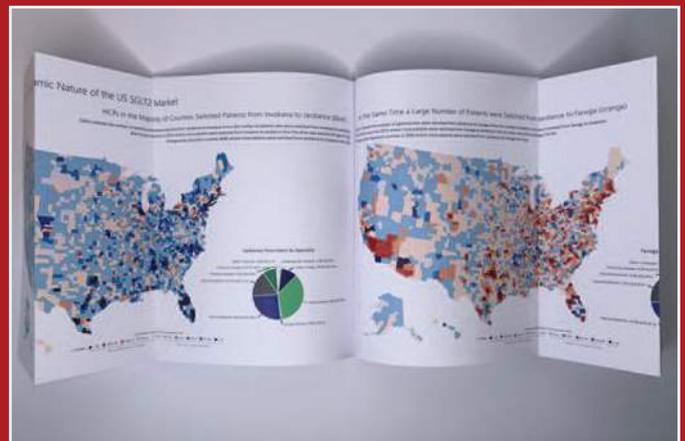


# SOLUTIONS FOR REPORTS

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Mike Penfold of Longridge with Katie Dowse of Clear Asset Finance.



## And the winner is... Longridge Print for Global Data Services

To make a report more interesting, Longridge Print was approached to help in the production and delivery of a clean, modern, highly professional book, with uncluttered information, and interesting fold out pages.

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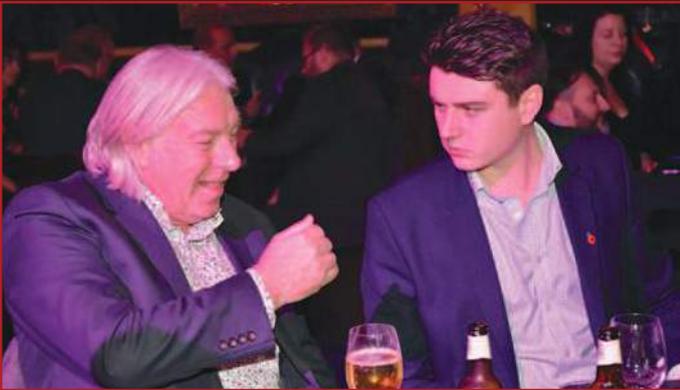


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Daniel Bartholomew of Inkling with Phil McMullin of Epson and Luke Garbutt, also of Inkling.



## And the winner is... Inkling for Sunseeker

Sunseeker's yachts have elements of print within them, and a recent project from Inkling Print Solutions, saw the company using its wide format prowess to print on a marine grade leather that was upholstered and used on a luxury yacht for a UK celebrity.

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# THE SOLUTIONS AWARDS 2019 media • marketing • publishing

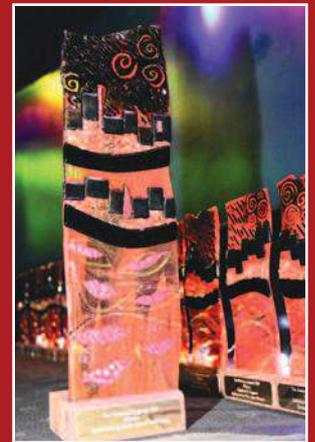
## So, now we come to it - and then there was one!

The solving of the biggest mystery of the day, who will be the winner of the overall Solutions Award 2019.

This year's winner is a real inspiration: for great design; for great print and substrate choice; for great service; but perhaps most importantly, for helping customers to not only benefit from print, but by using that to help them turn their businesses around and succeed.

Yes, it does produce beautiful print, beautiful design; but what our champion does is to take something - a marketing campaign, a piece of packaging, a corporate document, that may not have worked very well in the past, and by thinking differently, change it so that it has a positive effect on the customers' business. It is about getting results - gaining more enquiries from a leaflet, freshening a corporate look to increase new business, generating positive discussion and selling more, turning around a product that was in decline into one that is highly successful - all through the graphics produced.

We have watched this company grow - in terms of inspiration and innovation - over the last years, and powerfully and importantly we have heard from its customers about how they have benefitted. You could say it has a real zest for creativity.



## And the winner is... Lemon Creative

Drew Selman of Lemon Creative with Earth Island's own lawman Kenny Solvit and glamorous assistant Dot Gain.



# THE SOLUTIONS AWARDS:

Once again this year we were delighted to host the Brief Cases Awards for students from across the UK.

Brief Cases is an awards scheme for university students working on real world briefs from prestigious employers and client businesses.

Launched as a contribution to bridging the gap between academe and the world of work, it has proven highly successful partly because it fulfils an obvious need, but also because it has a number of unique, ethical features. The challenge is uncompromising. Students are required to produce results that:

- Achieve high impact;
- Meet the commercial remit; and
- Take account of environmental and social impacts.

Brief Cases' university projects are identified to address skills gaps, business needs and areas where wider sustainability issues are emerging - every Brief Cases project is underpinned by the message of sustainability.



# HAPPY MEMORIES



# OUT OF PRINT

## PRINT HAS A BIG HEART

### BLAKE ENVELOPES: GIVING HOPE THROUGH EDUCATION IN TANZANIA

Renowned for its commitment to supporting those in need, Blake Envelopes has recently collaborated with partners at the School In A Bag charity to bring the learning equipment which is so desperately sought after to young children in areas of extreme impoverishment in Iringa, Tanzania, in the pursuit of 'Giving Hope Through Education'.

Working alongside IRUDI (Iringa Rural Development Initiative), a non-governmental organisation local to the region of Iringa, Blake has succeeded in distributing the 120 'SchoolBags' it sponsored to children from primary schools in the small rural villages of Lyamungwe and Malagosi, which are situated some 45 to 55 km from Iringa town.

It was very important to Blake that the donations had the biggest impact possible and the SchoolBags were distributed to those areas where the children were in the

greatest need. Within these two villages, most of the population are engaged with peasant farming. The extreme poverty and difficult living conditions mean that some families cannot even afford to buy their young ones a pen or pencil: the most basic of learning equipment. But that is not all...

As a result of a terrible HIV pandemic, many of the children from the Lyamungwe and Malagosi villages have lost one or both of their parents, leaving them responsible for the care of younger siblings or their remaining parent, some of whom are in a very weak state and require close care and assistance.

Recognising the desperate need in these areas, Blake was very pleased to be able to make a crucial difference in the lives of these young children, providing them with all the equipment needed to learn and be educated – something that could be their passport out of a life of hardship and poverty.

Tim Browning, creative director at Blake, said: 'It means a tremendous amount to all of us at Blake to make our first bag distribution in Tanzania, especially knowing



that this will have a profound effect on the children's education which will provide a route out of their very difficult circumstances. The need is so great for these children but we are glad our 'Giving Hope Through Education' programme is really making a difference.'

Luke Simon, founder of School in a Bag, said: 'We are delighted with the fantastic contribution that Blake Envelopes has made this autumn, funding SchoolBags in Africa and Asia with our established School in a Bag partners in Tanzania and Nepal. The need in both of these countries is colossal and we are extremely grateful that through our ongoing partnership with Blake Envelopes, we have been able to provide more needy children with vital SchoolBags to help transform their learning capabilities. Thank you Blake Envelopes.'

## 'GROW TOGETHER' WITH CHILI

Print Solutions was delighted to attend Chili publish's latest edition of Spicy talks, the Annual Forum for the smart template community. The event took place in Berlin, Germany. Attendees from all over the world came together in plenary, business and technical presentations under the 'Grow Together' umbrella, focusing on smart templates and how these will bring about a new creative design and production cycle.

Smart templates enable users to create tailored digital or printed marketing material on whichever platform they choose, and in a way that automates and optimises the traditional design and production process. Smart templates combine vast, universal function-

alities with intrinsic data technologies, so users can maximise the marketing potential of any original campaign in a fast and efficient manner.

The two day event was filled to the brim with sessions by Chili publish management and market influencers, alongside business and technical sessions presented by the Chili publish team, customers and partners.





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**Rob Cooke, Packaging Design, Google**

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## CELEBRATING ART AND PRINT WITH EPSON

Print Solutions also visited the Royal Academy Schools as it began its 250th Anniversary celebrations with an exclusive Epson sponsored private viewing and tour of its Burlington House teaching and production facilities as well as the Epson Digital Media Suite.

A number of respected artists and current Royal Academy students were on-hand throughout the evening to share their experiences of digital printing and the role it increasingly plays in the development of their careers as professional artists.

Mark Hampson, painter and print maker and head of Fine Art Processes at the Royal

Academy Schools, said: 'In 2018, the Royal Academy itself celebrated its 250th anniversary through its RA250 UK campaign, and this year, we have begun celebrating the 250th anniversary of the RA Schools.'



'The RA is a charity and therefore relies on the generosity of its patrons to continue training some of the most up and coming artists, so the Epson relationship is a very important one for us. The launch event was a great chance to demonstrate the depth and strength of this relationship to a much wider audience than usual.'

Nick White, business manager, Professional Graphics, Epson, added: 'The Royal Academy School exemplifies the values we also hold true at Epson – the desire to continually push the boundaries of what is possible – to 'exceed your vision'. The Epson Digital Media Suite is a fantastic example of what can happen when all the best in technology and creativity come together seamlessly. It provides the perfect environment for the schools' students to keep confidently

pushing their artistic boundaries. We congratulate the RA Schools on its first 250 years of artistic excellence and we are very excited to be working so closely with this respected institution as they begin the next 250 years in their evolution.'



## CONGRATULATIONS TO THE CALIES WINNERS

The winners of The Calies 2019 awards were unveiled at a memorable early evening awards event held at the historic Stationers' Hall, in the City of London. We were delighted to be there and to present an award to Rose Calendars for the best contemporary business to business calendar.

This year's Calies once again 'banged the drum' for a very special product area that has stood the test of time while marking time! The UK calendar market remains a vibrant sector – over 16 million calendars are sold every year in UK alone, with one in every three homes having at least one calendar on their walls, often more. There are over 40 different calendar publishers in UK market alone, and that number does



not include the companies who produce diaries and advents.

To celebrate the diversity, the award categories of The Calies 2019 encom-

passed the whole spectrum of calendar, diary and advent publishing, recognising excellence in the retail, business to business and charity sectors.

## IN THE SNOW...

We really have been on the go, and in the snow, as Print Solutions also attended the official launch of Arctic Snow.

A fabulous day was had at the Milton Keynes SnoZone for the launch of Denmaur Paper Media's latest stock paper.

Arctic Snow is an ultra white woodfree coated paper that delivers fresh and high quality print results on a smooth surface for a distinctive and premium feel.

Luckily, our Monty managed to keep his feet!



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