

2011
Directory
of
Must See 'ems
and
Worth-a-Look
Products

The Must See 'ems technology and product recognition program is a highlight feature of the Executive Outlook Conference. The Conference and Must See 'ems recognition program are conducted under the auspices of the Graphic Arts Show Company. The Must See 'ems program was created by and is conducted independently by the PrintComsm Consulting Group of Charlotte, North Carolina. The Executive Outlook Conference is sponsored by Xerox and manRoland. A post-Conference networking reception is sponsored by EFI.

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Technology Avalanche Features

Over 1,000 New Product Introductions

Print volume may be down, but more than 1,000 new or substantially improved production products were introduced to the print industry in 2011. Many are making their first public appearance at Graph Expo 2011. Of the approximately 1,800 products being exhibited by more than 475 suppliers at Graph Expo 2011, 29 were selected as “if you go to the show, you ‘Must See ‘ems.’” Another 64, primarily niche products were selected as “Worth-a-Look.”

Industry-wide Product Guide

The Must See ‘ems technology and product recognition awards program originated in 1999 as a highlight of the Executive Outlook Conference, held the day before the major print industry trade-shows, Graph Expo[®] and Print.[®] Still a part of the Executive Outlook Conference program, Must See ‘ems selections have become an industry-wide guide to compelling print production technology and products.

The program was created by and is conducted independently by the PrintCom Consulting Group for the Graphic Arts Show Company (GASC). Technology and product selections are made by an international panel of 19 leading industry analysts, consultants, educators and trade magazine and informational web site editors.

Selection Process

Products are nominated in a reiterative process from supplier information, including pre-show briefings and input from an independent Selection Committee. Nominees are reviewed and voted on by the 19 person Committee in a secret ballot that requires more than majority agreement that a product is compelling for a large number of exhibition attendees to achieve Must See ‘ems recognition. Products identified as compelling but of importance to a more limited audience are identified as Worth-a-Looks.

Selected hardware and software are categorized as follows:

Encore products –

2010 Must See ‘ems selections that are still compelling

Production Technologies –

Products listed by key technology groups

Individual products and services –

Compelling products that do not fall under a technology group

PLANNING INTEGRAL FOR IMPLEMENTATION OF CRITICAL AND OPPORTUNISTIC TECHNOLOGIES

A review of Must See 'ems technology and products --- current and past submissions --- indicates that broadly there are two basic types of printing industry technologies --- (1) technologies generally critical to the short and long term profitability and even survival of a printing company and (2) technologies that, if implemented, can provide opportunities such as new products, diversification, differentiation and new ways of doing business. Some technologies apply to both categories.

As the printing business has become more complex and competitive, business, marketing, and production transition planning with strategic and tactical components have become an integral part of successfully implementing and integrating a technology into current operations. Attempts to implement a new technology without a plan often lead to failure and/or an increase in undesirable unintended consequences.

Although not a technology per se, full scope planning based on an in-depth knowledge of customer/prospect requirements was selected by the Committee as the foundation for the implementation of the critical and opportunity technologies which follow:

Critical Technologies

1. Computer/IT/MIS capability and utilization

Software correctly installed and utilized is becoming the backbone of printing companies. To utilize software and a host of production technologies, particularly digital printing-related, printing organizations must have computer and information technology skills.

New era printing companies run on information generated by the full utilization of Management Information Systems. The Selection Committee identified the combination of computer skills, information technology and properly utilized full MIS as the most important capabilities for printing companies' profitable survival.

2. Production Automation

Automation of the print production process starting with customer input and concluding with product in the box and semi-automatic invoicing is the evolving profile of new era printers. This change starts with the use of standalone automated systems or equipment and evolves into integrated automation minimizing production touch points. The automation track includes but is not limited to incorporating CIP4 JDF/JMF methodology.

3. Digital Printing

A strong necessary contender for profitable survival. Digital printing was highly ranked in large part because of its automated approach to short run printing. Over the longer term, capability to produce personalized, individualized or versioned products will gain in differentiation importance. About half of all U.S. sheetfed printers also have digital printing equipment. Within five years the other half may have survival issues without digital printing capability.

4. Cross Platform & Multimedia/Multi Product Capability

Also see Opportunity Technologies Number 4

5. Web-to-Print

An increasing number of print buyers want to automate providing requests for quotes and job submissions --- but may need to be trained for optimum cost-effective results.

Also see Opportunity Technologies Number 1

Opportunity Technologies

1. Web-to-Print

In the opinion of the Selection Committee, implementation of web-to-print capability offers the most immediate opportunity for printers not already offering this service. Web-to-Print integrated with complete sortation of postal discount, e-presentment, and possible e-payment can enhance this opportunity. Several caveats for this selection --- (a) make sure that this approach fits with key opportunity applications It is not suitable or necessary for all; (b) for efficient use, it may be necessary to demonstrate how to write a printing specification; (c) consider how this approach meshes with or impacts the sales force.

2. Value-Added Printing

Value can be added to printed products making them unique and marketplace differentiated with dimensional printing (often requiring unique die cutting), UV coating to create special effects, embossing, foiling, lenticular, security/anti-counterfeiting, the use of unique materials and unusual folds, full turnkey QR codes, including web material. Committee suggestion is for every printer to have someone responsible for creating unique value-added

3. Marketing Services Provider

Morph into becoming a Marketing Services Provider. However, before attempting to make this move, be sure to understand what it entails. To become a Marketing Services Provider, the changing company must have the knowledge, resources, inclination, drive, the right personnel, and a detailed plan. The addition of a few products does not make a printer a Marketing Services Provider --- it takes a conversion from being print-centric to becoming full marketing-centric without prime allegiance to any specific media.

4. Cross-Platform and Multimedia/Multi Product Capability

Offering a wider range of products can provide a traditional printer with new opportunities. In today's marketplace, it has become impossible to reach any specific audience with a single media. Being able to offer media versatility provides opportunity with a caveat --- to expand media offerings requires knowledge, resources, inclination, drive and a detailed plan similar to that of a Marketing Services Provider. Today's multimedia opportunity may become tomorrow's expectation as soon as in five years.

5. Vertical Specialization

Specializing in a limited number of customer (not printing process) vertical markets can provide printer opportunities, if the specialization requires a combination of customer

market knowledge and specialized production capability to produce unique products for the selected end market.

Encore



Encore Selections

Encore 2011 selections were made from products and technologies that received Must See 'ems recognition in 2010. Two of last year's Must See 'ems selections were voted by the Selection Committee as continuing Must See 'ems in 2011. Seven products not quite as compelling were categorized as still Worth-a-Look.

Encore



Eastman Kodak Company

Booth 2518

Partnership with Adphos North America/Graphic Systems Services

Prosper S10 Imprinting System with Process Color

(Offset – Digital Imprinter)

The Kodak Prosper CMYK S10 Imprinting System is available to the commercial print industry to increase return on marketing investment in the direct mail space. The application allows hybrid imprinting of full color, high speed, high resolution and variable data utilizing the Kodak Prosper S10 Imprinting System. With 4.16” print width, 600 x 600 dpi, speeds up to 1000 fpm and durable micro-milled pigment inks of the Prosper S10, a commercial printer can integrate variable color in-line with their offset press, without affecting productivity.

www.adphosna.com/TDC.html

Encore Must See 'ems

Encore



EskoArtwork i-cut Suite

(Wide Format Software)

Booth 435

i-cut Suite is a collection of pre-production and production software targeted specifically for users of large format digital printers and/or digital finishing systems. Different modules of *i-cut Suite* provide companies with all essential tools to deliver sign & display products with optimal efficiency and productivity, regardless of the type, source and variety of the incoming job information. It includes:

- *i-cut Preflight*: handles efficient preflighting and editing of incoming PDF data, ensuring jobs will RIP and print correctly.
- *i-cut Layout*: interactively builds (nests) and edits sheet layouts, saving printing time and increasing substrate utilization. Nesting of individual pieces can follow multiple strategies.
- Full integration with *i-cut Vision Pro* control system: for accurate die-less cutting.

Users with more specific requirements can easily upgrade to advanced modules:

- *Structural Design*: direct integration with standard structural design programs.
- *Graphics Preparation*: creates a cutting contour for both vector and image files for images delivered without a cutting path.
- *True Shape Nesting*: Access to an additional level of material optimization when dealing with irregular shapes.

New for Graph Expo 2011 is complete, rules based automation for larger printers, allowing files to be automatically processed from file delivered through print and finishing.

www.esko.com

Encore Must See 'ems

Encore Still



Agfa Graphics
Apogee Impose
(Imposition for Apogee 7)

Booth 1227

Agfa's Apogee Impose is the imposition module that is part of the Apogee 7 workflow management software suite.

Apogee Impose is rules-based imposition software. Instead of using pre-defined templates that must be manually edited for each job, Apogee Impose uses all job information from Apogee 7: number of colors, page size, product part information such as cover, body and insert; and available equipment (prepress, press and bindery) to calculate and propose the imposition scheme.

Apogee Impose was developed by Agfa in response to customer input about the difficulty and limitations of having to use thousands of different templates for imposition. Apogee Impose bases its calculation on actual job composition. A set of production rules results in the same imposition scheme each time they are applied. Any number of rules can be defined, altered and applied for custom jobs.

www.agfagraphics.com

Encore Worth-A-Look

Encore Still



Eastman Kodak Company
Trillian SP Thermal Plate
(Offset Printing Plate)

Booth 2018

The Kodak Trillian SP Thermal Plate is a non-ablative, negative working, thermal CtP digital offset plate with wide operating latitude. According to Kodak, the Trillian SP plate is ideal for long runs and is resistant to aggressive press chemistry such as UV inks and blanket washes. The Trillian SP Plate offers high quality medium to long run sheetfed, heatset web, and offset packaging applications with a resolution of 1% to 98% @ 300 lpi and FM capability of 20 micron stochastic. The Trillian SP Plate prints unbaked run lengths of 500,000 and can be postbaked for extended run lengths of over 1,000,000 even in challenging printing conditions. Trillian SP Plates use a neutral 6.81 pH plate solution which can help printers minimize environmental impact. Trillian SP Plates do not require ovens or proprietary processors and reduce the use of chemistry, water, energy, and waste materials.

www.graphics.kodak.com

Encore Worth-A-Look

Encore Still



Hewlett-Packard

Booth 2610

Indigo 7500 Toner Digital Press

(Production Color – Sheetfed Digital Press)

The HP Indigo 7500 Digital Press is a high-volume sheetfed digital printing solution capable of printing 120 letter pages per minute (ppm) in full color or 240 ppm in monochrome or two colors. The press can deliver monthly duty cycles up to 3.5 million color or 6.5 million monochrome pages, with 7 ink stations allowing 4-, 6- and 7-color PANTONE emulation.

The press includes a Vision System that performs automated calibrations and diagnostics, while the HP Indigo Print Care package includes troubleshooting assistance and webcam communication.

Supporting a wide variety of substrates, including coated, uncoated and specialty medias, the press performs with paper weights as light as 40 lb uncoated text to as heavy as 130 lb coated cover. Substrates between 3- and 16-pt thick can be used (18-pt with the optional thick substrate kit).

The HP Indigo 7500 Digital Press is offered together with a number of workflow solutions designed for different shop types, including HP SmartStream Production Pro Print Server for strong production, VDP and color capabilities, and HP SmartStream Production Plus Print Server, Powered by Creo, for hybrid offset/digital print environments and those requiring integration of the HP Indigo 7500 Digital Press into Prinergy workflow environments.

www.hp.com/go/graphicarts

Encore Worth-A-Look

Encore Still



interlinkONE
QReate and Track
(QR Code Generation)

Booth 969

To help printers produce print materials that are interactive and that help companies reach the mobile audience, interlinkONE released the product QReate & Track. QReate and Track allows companies to easily generate QR Codes and measure their success. QR Codes are 2-dimensional barcodes that can direct people to websites, videos, landing pages, text messages, and more. People can simply scan the QR Code with their mobile phone, and they are instantly redirected to additional information.

The QReate & Track application allows printer to generate the QR Codes. The code produced is a 300 DPI, hi-res file. Thus, printers can place the code on posters, mailers, signs, billboards, brochures, and other printed collateral.

They can also provide real-time reporting to their clients that enables them to see how often certain codes are being scanned, from where in the world the scans are coming from, and which devices are being used to scan the codes.

The application also allows companies to upload mailing lists of Personalized URLs or data lists of coupons/promo #'s and generate of QR Codes in bulk.

www.qreateandtrack.com

Encore Worth-A-Look

Encore Still



Muller Martini Corporation
Scalable SigmaLine
(Digital Finishing)

Booth 845

Muller Martini's Scalable SigmaLine technology is designed for the production of digital books (either toner or inkjet; cut sheet or signatures) and can be installed in a near-line or in-line configuration. It consists of a 1,000 cycles per hour system featuring the SigmaBinder, a four clamp perfect binder with a measuring station that uses lasers to capture the dimensions of the incoming book block. These measurements are used to automatically set the binder's length, width and thickness dimensions in real time. The book is then transferred to the SigmaTower to allow the adhesive to cool and cure prior to trimming. It then moves directly into the SigmaTrimmer, where three independently driven knife elements automatically trim books of varying sizes and thickness without any makeready, i.e., there is no changing of pressing pads or cartridges.

The Scalable SigmaLine system is controlled via a barcode intelligence technology that guarantees book block to cover match in the SigmaBinder and automatically relays the final trim size to the SigmaTrimmer for book-to-book changeover on the fly. The technology can be integrated into the complete SigmaLine system, which networks digital printing and finishing in one operation, enabling fully-automated, end-to-end production from blank rolls to completed books.

www.mullermartiniusa.com

Encore Worth-A-Look

Encore Still



Presstek, Inc.
75DI Press
(Digital – Offset Press)

Booth 3200

The Presstek 75DI is a highly automated 29” digital offset press available in 4- to 10-color configurations with a full range of productivity enhancing options to choose from including inline aqueous coating. The 75DI simultaneously images chemistry-free plates directly on-press, eliminating the need for off-line platemaking processes.

Job-to-job turnover, from receipt of digital file to printed sheets, occurs in as little as six minutes including plate imaging. Imaging occurs via multiple laser diodes directed through a single lens resulting in extremely exact dot placement for a continuous and consistent image produced at 300 lpi / 2540 dpi (with support for stochastic). The precisely registered plates are then automatically cleaned in preparation for printing at speeds up to 16,000 sph (96,000 letter-sized pages per hour). The waterless design of the press ensures a broader color gamut than conventional printing, with higher density, less dot gain, and sharper details.

Additional options for extreme automation include: automatic ink roller and blanket cleaning, nonstop delivery racking system, open doctor blade coating system allowing for cleanup while press is running, printing density control system, automatic paper size preset, impression pressure preset, and a thick stock option to accommodate stocks up to .031”.

www.presstek.com

Encore Worth-A-Look

Encore Still



Xerox Corporation
Color 1000 Toner Digital Press
(Production Color – Sheetfed Digital Press)

Booth 400

The Xerox[®] Color 1000 Press is a 13” x 19.2” full-color dry toner-based press that prints on weights of media from lightweight stock to heavyweight photo paper (55-350 gsm) at the rated speed of 100 ppm. An optional fifth station accommodates clear dry toner, which is applied at rated speed and provides visual impact for spot use in text, watermark, images and photos, or a flood over an entire page.

The press’ Automated Color Quality Suite of tools (ACQS) enables customers to increase their productivity while reducing waste by automating procedures that were previously manual and allowing operators to achieve color quality, consistency and accuracy faster. The Full Width Array technology that is part of the ACQS enables automated calibration, profiling and image to media alignment.

The press also accommodates the new Xerox Perfect Binder. With this in-line finishing device, printers can professionally bind books, including body pages and covers, such as manuals, trade books and yearbooks. Under “manual mode,” the Perfect Binder allows a printer to operate the Color 1000 Press and direct output to another finishing device, such as the High Capacity Stacker, while another operator simultaneously uses the press’ Perfect Binder to bind books.

www.xerox.com

Encore Worth-A-Look



Production Technologies

Functionally alike Must See 'ems and Worth-a-Look products are arranged in groups by key technology and production categories. Some categories do not have a Must See 'em selection. However, the categories which have only Worth-a-Look recognition products were nevertheless selected by the Committee as niche products or important for many showgoers. Products not classified in a technology category are listed under the Individual Products heading.

Software

As print production has become computer-centric, software and its proper implementation takes on increasing importance as a factor in a printer's ability to succeed. Software is embedded in many if not most production products --- sometimes visible and sometimes invisible to production operators. As print software has proliferated and broadened its multi-functional capabilities, it has become difficult to place products into specific niche categories. It is the most difficult technology for a printer to evaluate prior to a purchase.

To assist printers in evaluating the myriad of software products on the show floor, the Must See 'ems Selection Committee has identified the software products that follow as Graph Expo's Must See 'ems and Worth-a-Looks. But no matter what product is under purchase consideration, buyers should probe and understand the breadth, capabilities, and idiosyncrasies of any underlying software.

Software



EFI
Digital StoreFront Ticket
(Preview Capability)

Booth 2000

One of the most important elements of the on-line print buying process is the ability of the print buyer to visualize the job he or she is ordering. Words in a paragraph just don't suffice when you're buying mission-critical collateral materials to support your business. EFI Digital StoreFront® has addressed this need with a powerful new user interface and on-line preview capability. The new Digital StoreFront interface leverages the popular Flex toolkit for the most advanced and user-friendly interface available today. This new interface is designed to assist the print buyer in the development of a specification utilizing a single focused page, in contrast to other Web-to-Print tools that navigate the buyer through a series of screens for specifying, pricing and previewing the job. The focused page concept delivers a more visual, complete and accurate result.

The new Digital StoreFront preview ensures the accuracy and completeness of the final job. The buyer describes what is required and the system confirms their description with a production-accurate preview. The buyer can review, make notes, and accept the proof online, 24/7. The overall process speeds production, reduces change costs, eliminates errors, and builds a lasting relationship between the printer and the print buyer.

www.efi.com

2011 Graph Expo Product Introduction

Software



**EskoArtwork
Studio Tool Kit**

Booth 435

(Packaging – Shrink Sleeves)

EskoArtwork's Studio Toolkit for Shrink Sleeves, a 2011 InterTech Technology Award recipient, creates artwork for shrink sleeves (labels placed around a package and shrunk during production). Users can quickly create, test, analyze, communicate and produce designs with 3D visuals, without conducting physical test runs.

Designing and printing shrink sleeves is complex and labor intensive, involving a number of trial and error steps to get the design right, resulting in long lead times.

Studio Toolkit for Shrink Sleeves accommodates asymmetrical shapes, multipacks and many substrates, completely working in 3D. Starting in a virtual shrink tunnel, the container shape is imported, substrate material characteristics entered, and the sleeve is digitally shrunk around the container. Studio Designer places artwork directly on the digital shrink sleeve model. In 3D, the artwork shrinks and distorts the same way it would in the shrink tunnel — shared as 3D PDFs, or movies. Designers aren't working blind in 2D, or with manual test films. The 3D images demonstrating the end-result provides faster design approvals than making and shipping mock-ups.

Studio toolkit for Shrink Sleeves saves hours of operator time and weeks of design time, getting the brand to market earlier, and saving the trade shop thousands in costs.

www.esko.com

Software



Pageflex

Version 7.7

(Software Product Integration)

Booth 3861

The Pageflex platform (encompassing Pageflex Storefront, Pageflex Campaign Manager, and Pageflex Server) enables companies across the globe to communicate their marketing messages in print, email, pURLs, and web micro-sites. Pageflex claims that their award-winning product line sets a standard for excellence and innovation in targeted marketing and brand management, and is designed to simplify how printers offer marketing services. Pageflex offers the ability to personalize any form of communication in print, e-mail, or on the Web. Pageflex Storefront web-to-print offering, in particular, has earned widespread recognition as a best-in-class solution for online document customization and ordering. Pageflex Campaign Manager, which can work in conjunction with Pageflex Storefront, is a solution for creating response-driven marketing campaigns. This technology simplifies the process of getting a coordinated, multi-channel campaign up and running so that marketers can focus on what their message says, rather than the mechanism for delivering it.

www.pageflex.com

Software



PTI Marketing Technologies
Fusion Pro Expression Producer
(VDP Cloud)

Booth 744

FusionPro Expression Producer (Cloud) generates personalized images on demand. Personalized images blend imagery with special fonts to create lifelike personalized graphics. The personalized images can be used in print, web, mobile, and any other media that allows for variable or versioned input. The Cloud product does not require a user to have computer resources to compose the output (desktop computers, on-site servers, IT resources, custom programming). FusionPro Expression Producer (Cloud) allows customers to upload a personalized image template and return a dynamic URL call to be inserted in digital media. Other functions include testing, reporting on activity (calls to URL), and other ancillary functions.

www.pti.com

2011 Product Introduction

Software



XMPie – a Xerox Company
uVideo

Booth 400

(Video Personalization)

XMPie® uVideo™ is the first-ever variable data desktop software plug-in for Adobe® After Effects®, a solution for creating sophisticated motion graphics and cinematic visual effects. Starting with either an original After Effects movie or an existing template from an online library, the user can seamlessly and realistically incorporate variable text, images, graphics and other footage with exciting special effects like animate, wiggle, shatter, blur, warp, distort, and more. In fact, any element or motion graphic effect, including 3D, can be personalized with the uVideo solution. Images created in Adobe Photoshop® or Illustrator® and personalized with XMPie uImage® can be embedded within personalized videos. Personalized videos created in After Effects and personalized with uVideo can even be displayed inside other personalized movies. Once created, the XMPie software renders the movie in a unique, highly-efficient process that reduces the time of processing multiple variable movie files, as well as the size of the files. Like all XMPie solutions, uVideo takes the same unique XMPie approach to personalization via Automatic Dynamic Object Replacement (ADOR®) technology. ADOR objects – comprised of data and logic – drive the dynamic content in the video, as well as all other media used in the campaign, ensuring their consistency.

www.xmpie.com

2011 Product Introduction

Software



Agfa Graphics
Apogee 7.1 Prepress
(Workflow)

Booth 1227

Apogee Prepress 7.1 is Agfa's JDF-enabled prepress production hub that provides automation throughout the production environment.

Apogee Prepress supports the latest version of Adobe PDF Print Engine, which significantly enhances the rendering performance since PDF files are rendered natively and included transparencies are automatically resolved during the rendering process. Apogee Prepress offers multi-part job support, allowing users to combine the different parts of a job in one job, reducing setup time and allowing for easy status tracking.

Integration between Apogee Prepress and a digital press is accomplished through CIP4's Digital Print ICS compliant JDF/JMF. Once integrated, Apogee Prepress becomes the facilitator in a "hybrid workflow." It manages the creation of proofs, plates and the digital print-ready files.

Through rules, scripts, and JDF and JMF support, automated job processing can be controlled and job tracking and job cost calculations can be performed by communicating accounting-specific information to a JDF/JMF-enabled MIS system. Proofing and color management enhancers control and provide proofing accuracy.

www.agfagraphics.com

Graph Expo 2011 Product Introduction

Software



Agfa Graphics
Pressroom Closed Loop Color System
(Workflow)

Booth 1227

Agfa's Pressroom Closed Loop Color System is a complete workflow system composed of four components -- Agfa Graphics' Apogee Ink Save (gray components replacement software); Essex Product Group's (EPG) Key Color ADELPHI AutoSet (ink key presetting software) and KeyColor ADELPHI AutoKey (closed loop color control software); X-Rite Pantone's® IntelliTrax™ (Automated Color Measurement System) and Pitman's Color Manage Printing Solutions.

Through workflow integration, this system manages color files (InkSave – ink weights & alternative separations), converts digital (CTP) output to preset ink fountain keys on the press console (EPG - AutoSet), automatically scans the offset sheet (X-Rite Pantone® - IntelliTrax) in less than 15 seconds, and transfers scanned color data (EPG – ADELPHI AutoKey, close loop) back to the press console for continuous monitoring and correction. The foundation of this system is Pitman's Color Manage Printing Program (Intelligence) which provides workflow assessments, technology solutions and recommendations for optimal color managed printing.

www.agfagraphics.com

2011 Product Introduction

Software



Bell and Howell
JETVision Navigator
(Mailing Machine Control)

Booth 3611

JETVision Navigator is a software-based inserter machine control system that is vendor and equipment agnostic. It increases system and operator efficiencies by using audio, visual and physical movement data to determine optimum machine speeds, physical display interface position and application optimization.

With JETVision Navigator as the machine controller, operators can work more efficiently using a Bell and Howell voice communication layer to receive status of the machine and also provide commands back to the system. This helps avoid multiple trips and wasted time going back and forth to a fixed display console.

This new controller incorporates an active display module that will track the operator's movement up and down the machine, providing a clear line of site no matter where the operator is standing.

Additionally, JETVision Navigator provides a wireless panel or tablet display that can be located anywhere on the machine to perform local module setup or configuration.

With JETVision Navigator's multi-layer communication approach, operator efficiency improves, which enhances overall production efficiency.

www.bellhowell.net

2011 Graph Expo Product Introduction

Software



Bell and Howell
Postal IQ
(Postal Optimization)

Booth 3611

Postal IQ impacts and optimizes postage costs. Postage is optimized by ensuring all account information satisfies postal quality standards. In addition, multiple jobs can be digitally co-mingled providing greater savings by creating deeper densities and volumes across zip codes.

By digitally co-mingling jobs a mailer also has the opportunity to split jobs based on mail piece attributes and postage discounts achieved. So for example the letter mail pieces that have all achieved the maximum 5 digit discount can be output in one job, and the 6x9 or flats work that would benefit from being physically sorted on a mail sorter can be output in a different job. This optimizes the use of personnel and equipment for downstream processes which results in cost savings.

If mail pieces are damaged during production, Postal IQ can update postage reports so that postage is not paid on spoiled pieces.

www.bellhowell.net

2011 Graph Expo Product Introduction

Software



Canon U.S.A.
Clear Image Editor
(Create Varnish Appearance)

Booth 1213

Canon's Clear Editor Viewer is a free software application that makes it easy for Canon imagePRESS C1+ users to create the look of a varnish coat on a printed piece. The Clear Editor Viewer allows end-users to create the varnished look using the clear coat designs on their desktop and then work in conjunction with the imagePRESS C1+'s EFI controller to preview the design for reflection without having to print the output to confirm image accuracy. Clear toner, a feature of the imagePRESS C1+, allows print service providers, graphic arts designers and advertising firms to simulate spot varnish coatings and create more unique, custom print designs, and improve document management and security through the insertion of clear coat draft and other identifying watermarks. The Clear Editor Viewer also makes it easy to insert images into the output design process to increase branding and corporate logo opportunities.

www.usa.canon.com

2011 Graph Expo Product Introduction

Software



Datatech SmartSoft, Inc.

Booth 751

PressWise

(Web-to-Print/Workflow)

PressWise was designed as an alternative to purchasing independent modules (or custom development) of Web-to-Print, Print Production Workflow Management, Print-Specific MIS, and Mail Preparation Software.

PressWise provides a single end-to-end software system with all the comprehensive tools needed to manage a printer's business, including:

- Unlimited Web-to-Print Storefronts
- Estimating and Quoting Tools
- Order Management
- Workflow Automation
- Shipping and Fulfillment, including real-time shipping estimates (UPS, FedEx & Endicia)
- Mail Processing software

Implementation is fast and easy. The system is accessed through a browser and can be used in just a few hours of setup and online training.

PressWise APIs provide simple integration with most third-party web storefronts.

PressWise is available cloud-hosted by SmartSoft or self-hosted by the printer. Either way they get the convenience and productivity of a scalable, browser-based product with instant access, anytime, anywhere.

PressWise is offered via a Software-as-a-Service (SaaS) business model with NO long-term contracts.

www.presswise.com

Software



EFI

Booth 2000

Colorproof XF v4.5

(Color Proofing)

EFI Colorproof XF is a high-end software RIP solution for color accurate proofing according to industry standards (ISO12647-7/8, G7 or any house standard).

The native integration of the Caddon, and ability to view softproofing station, turns Colorproof XF into a flexible RIP engine for producing hardcopy proofs as well as color accurate softproofs on the canview system. Similar to inkjet printers with embedded spectrophotometers, each proof displayed on the canview can be automatically verified. Pass or fail will be displayed in Colorproof XF.

Colorproof XF provides an automated remote proofing solution by connecting to EFI Web Control Center. EFI's cloud production control system takes care of the remote job distribution to any proof recipient site including all needed settings and metadata. The receiving Colorproof XF verifies the proof, prints a verification label and uploads the verification results back to Web Control Center via JDF.

JDF integration is also utilized to connect EFI Colorproof 4.5 to MIS systems in order to supply production data, like paper and ink consumption per job.

Colorproof XF targets agencies, pre-press companies, publishers, newspapers and printing houses; and in conjunction with Web Control Center, it targets brand owners, the packaging industry, big printing and media groups.

www.efi.com

Software



EFI

Booth 2000

Web Control Center VI.5

(Production Control – Cloud)

EFI Web Control Center is a cloud production control system for inkjet printers to provide reliable, consistent and validated color across all sites using EFI XF RIP solutions.

Web Control Center acts as the link between any geographically remote site participating in a supply chain. Once the content owner has achieved a satisfying local print or proof, he can use Web Control Center to manually or fully automatically distribute his print job to desired partner locations. Web Control Center utilizes an easy to use, fully user rights managed, web interface to deliver the image content, all the needed settings and meta data to the desired print location. The receiving EFI XF RIP (Fiery or Colorproof) will output, and more importantly, verify the desired job inline. A verification label will be printed directly on the proof and the validation data will be uploaded, via JDF, back to Web Control Center. Centralized production overview is provided of what job was printed where, when, with what settings and result.

Besides hardcopy, Web Control Center supports output on Caddo:canview softproofing stations. Verification is displayed in Web Control Center and customer sign off and annotation will be communicated as well.

www.efi.com

2011 Graph Expo Product Introduction

Software



Enfocus Switch

(Automation Platform)

Booth 555

Enfocus Switch, available as Enfocus LightSwitch, Enfocus FullSwitch, and Enfocus PowerSwitch, is a modular, open automation platform that gives printers, publishers, ad agencies, and those interested in higher overall efficiency across departments; the tools to accomplish repetitive tasks associated with receiving, processing, and sorting files automatically, thereby eliminating those tasks from the user's scope of responsibility.

Switch automatically downloads files from any FTP server, receives them as email attachments, or handles hot folders; and then sorts into different folders, or transmits to the appropriate staff so that each is ready for processing or archiving. Switch sends notifications to customer service representatives, or directly back to clients when needed. Switch can also deliver files through email or FTP to the next step in the workflow.

FullSwitch and PowerSwitch automatically interface with third-party applications - such as preflight, color management, imposition software and native applications. More advanced users can rely on Switch for scripting & metadata tools. SwitchClient - a separate desktop application - enables controlled file submission by ensuring easy involvement of the company's workgroup, and external clients, in workflows. SwitchClient can be used to submit jobs to Switch workflows and intervene when jobs are held for inspection.

www.enfocus.com

Software



Enfocus

Booth 555

PitStop Connect

(Creates Connectors)

Enfocus PitStop Connect allows printers and publishers to create Connectors (small desktop tools that activate when files are dropped on them). Connectors contain PDF specifications for preflight, which can be branded to designer/creative professional customers. The Connector can be distributed as many times as needed and is free for the creative professional.

Printers and publishers simply create PDF Connectors that creative professionals can place on their desktops, without the need to install application software. When PDF files are dropped on the Connector, the file is processed using the Enfocus preflight engine with a preflight profile and/or Action List defined by the printer or publisher. The designer can also make changes to the file in case of errors. The Connector includes delivery settings and sends a preflighted PDF file through FTP or directly via Enfocus Switch to the printer or publisher site. Metadata can also be added to the Connector to further automate processes with Switch.

PitStop Connect ensures that files are delivered only to the printer or publisher who provided the tool to the creative professional. This approach saves time and money for both the printer/publisher and the creative professional, and adds a layer of quality control.

www.enfocus.com

Software



EskoArtwork
Automation Engine 10
(Workflow Automation)

Booth 435

Automation Engine 10 (AE10) is a modular workflow server that is easy to set up and operate dynamic workflows. It reduces manual operator interaction, increasing throughput and efficiency. AE10 lets users preset repetitive tasks and make automated decisions within the workflow. Interfaces between order administrative systems and prepress production take the manual interaction out of the process.

AE10 utilizes three well-known server technologies: BackStage's architectural foundation with database driven job management, JDF based MIS integration and excellent scalability; Odystar's conditional automation, an easy-to-use GUI, and native PDF processing tools; and the Nexus ability to re-run parts of a workflow with modified parameters.

A job in AE10 represents a production order that organizes both data storage and job metadata, such as links to order ID, due date, etc. A job can also contain graphical specs like barcodes, inks, etc. Milestones can be added to the business system for job status: "data arrived", "approved", "plates ready". Automated imposition or step-and-repeat reduces the need to prepare impositions manually, and JDF output to finishing equipment maximizes available capacity.

New modules include integration with structural data; imposition and step-and-repeat, for labels, packaging, and commercial print; and extensive viewing quality tools, including comparing files.

www.esko.com

Software



Firespring
PrinterPresence

Booth 1064

(Web Site Landing Pages)

PrinterPresence Landing Pages can be used by print providers to create unlimited landing pages—website pages that are specifically designed to increase conversion rates by moving website visitors through a guided sales process. Every PrinterPresence Landing Pages package includes four components; analysis of the print provider’s objectives, training materials, landing page templates and analytics tools.

The analysis helps print providers identify what their customers want from landing pages, and what type of landing page strategy is best for their unique business. Next, provided training materials help the printers to create their landing pages.

PrinterPresence Landing Pages was designed to effectively capture print buyers that are actively searching for *specific* products and services online, meaning new business opportunities at a higher conversion rate for print providers. Provided training tools and templated landing page designs allow printers to quickly create unique conversion plans for every product and service they offer.

Simple analytics tools provide the ability to track landing page effectiveness, test different approaches and continually adjust according to what’s working.

www.printerpresence.com

2011 Graph Expo Product Introduction

Software



Fujifilm NA Corporation
ColorPath Sync
(G7 Alignment Tool)

Booth 627

Fujifilm's ColorPath Sync was designed to alleviate the struggles associated with aligning output devices to neutral gray using the G7 methodology. ColorPath Sync incorporates iterative color correction, resulting in industry-leading results for greater color accuracy.

Fujifilm's ColorPath Sync is a Web-based tool for creating color correction curves for equipment in a printing environment and offers printers industry-leading results for greater color accuracy as well as organized, centralized access any where an Internet connection is available. In an effort to make G7 calibration easier, ColorPath Sync uses smaller chart sizes than other gray calibration software solutions on the market today, giving users more opportunity for on-the-fly curve corrections.

Information from ColorPath Sync can be exported directly to workflows such as Rampage, which helps eliminate the potential for human error. Advanced charts and graphs offer more accurate qualification on input press sheet data. Using a cloud based model, customers using ColorPath Sync can rest easy that they are always using the most current version of the software.

ColorPath Sync's intuitive interface offers user-friendly charts that enable on-the-fly color correction, while enabled iterative color correction increases accuracy and minimizes downtime. Data storage is cloud-based, which means its offsite, secured, and always backed-up.

www.fujifilmusa.com/graphics

2011 Product Introduction

Software



Hiflex Corp. of N.A.
Webshop w/Drupal
(Customized Web Portals)

Booth 4849

The HIFLEX Web2Print solution – HIFLEX Webshop – has been integrated with the Drupal Open Source Content Management System in order to offer customized web portals that can be managed internally by the customer, without having to order work from the vendor.

HIFLEX Webshop provides dynamic ordering, real-time proofing, shipping integration, and payments all through an online interface. Webshop can be sold as a standalone solution or integrated into the HIFLEX MIS or other MIS systems. Allowing customers to order direct eliminates the costs of sales people, commissions, and administration by automating the entire ordering process.

Drupal is open source software, developed by a community of thousands, which allows users to easily create/customize their website. Modules are constantly developed, adding new functionalities to websites that are created and run on Drupal. Like these modules, the HIFLEX Webshop system is plugged directly into a Drupal website. The result is a variety of specific print products which were customized by the printer, inside of a website that can be easily edited to look however the printer chooses. This website is easy for the print buyer to use, and can be completely managed by the printer without having to request changes from the Web2Print vendor.

www.hiflex.com

Software



MMI Solutions
ChannelEdge

Booth 3665

(SaaS – Marketing Automation)

This SaaS (Software as a Solution) is a complete web-hosted solution that automates the marketing and sales lead generation and nurturing processes. The system creates and tracks across, Direct mail, QR Codes, Purls, form fills, web tracking and more. The ChannelEdge™ provides individual, sub-hosted “partner portals” through a company or organization holding the Master License. The Master Licensee can automate lead generation and nurturing processes while scoring and distributing prospects based on pre-established criteria predicated on product, territory and score. It provides each reseller with the same portal features as the Master Licensee but each reseller has branded, customized content. Resellers may run their own Express Campaigns (micro-campaigns) on the system and the software will firewall between resellers and the Master Licensee to protect contact information while maintaining visibility of distributed leads from the host.

www.mmisolutions.com

Software



**Pageflex
Studio ID**
(VDP Plug-In)

Booth 3861

Pageflex Studio ID is a desktop variable data publishing (VDP) plug-in for Adobe® InDesign®. It enables users to design, setup, and run variable data projects directly in Adobe InDesign CS4 or CS5. It is available on both the Windows and Macintosh platforms, and includes output drivers for PostScript, PDF, and PPML.

The InDesign application becomes project central for Studio ID VDP campaigns, giving users access in one project file to all related templates and assets. Users can simply create one set of variables and variable business rules and then apply them to any template in the project. Pageflex Studio ID includes the Pageflex-patented “flex” technology, an intuitive point-n-click business rule editor for creating if-then-else rules, and support for Adobe ExtendScript when a project requires more complex rules.

Pageflex Studio ID also provides a migration path for those customers who want to make their VDP projects available in a web-to-print storefront now or in the future. Pageflex Studio ID templates and projects can be used in an InDesign Server-equipped Pageflex Storefront, the industry-leading and award-winning web-to-print solution, as well as Pageflex Server, the load-balancing document processor that can be integrated into existing enterprise document portals.

www.pageflex.com

Software



**Pitney Bowes
MarketSpace**
(SaaS)

Booth 2010

Pitney Bowes MarketSpace™ enables transactional document owners to make their statements available for third party advertisers, and where advertisers can select ad placement based upon targeted demographic profiling.

When transactional document owners make their statements available via MarketSpace™, the solution analyzes these statements to locate available white space and also creates recipient profile data based on quantities and ZIP Code distribution. All of this is done in a secure environment, with none of the actual recipient data ever leaving the document owner's internal network.

Third party advertisers use this profile information to purchase available space on transactional documents (either color or black and white), including the ability to target space based upon specific, market segments. The document owner retains the right to refuse any potential advertisements.

MarketSpace™ leverages proven Output Enhancement software to place these black and white or color advertisements on the actual statements and generates comprehensive reports which are used by all parties for billing and reconciliation.

www.pb.com

2011 Graph Expo Product Introduction

Software



PTI Marketing Technologies
FusionPro Suite 7.2
(VDP)

Booth 744

FusionPro® VDP Suite 7.2 is a package of variable data publishing (VDP) software solutions. FusionPro VDP brings template design, data files, business logic and print-stream creation together into one program to produce personalized printed materials. Available in both Mac and PC versions, FusionPro VDP can produce 12 different output languages to be consumed for print and over 17,000 installations have been performed worldwide. The 7.2 release enables the output of PDF/VT and configures JDF finishing commands.

www.pti.com

Software



Virtual Systems
Midnight Fulfillment
(Warehouse/Ordering)

Booth 459

Midnight Fulfillment™ is an online warehouse- and ordering-management system that enables companies to implement a robust web-based solution to manage inventory and distribution for their customers.

Without fulfillment software, printing companies tend to miss out on sales opportunities because they cannot demonstrate the ability to manage finished goods orders over the web. Because fulfillment is one of the fastest growing sectors in the print industry today, Midnight Fulfillment provides the tools and resource for companies to maximize profits in this new sector. That company is now able to provide one-stop-shopping and be a complete resource for its customers, keeping all of the revenue opportunity and program management in-house.

From the bidding process to tracking daily pick & packs, Midnight Fulfillment will help transform any size operation into a sophisticated logistics provider. Midnight Fulfillment uses a web-based architecture and the industry standard Microsoft SQL Server© database platform to provide user organizations with the flexibility and “ease-of-use” to efficiently run a fulfillment operation.

www.virtualsystems.com

2011 Product Introduction

Software



Xerox Corporation
FreeFlow VI Suite v10.0
(Production Workflow)

Booth 400

In this latest version of FreeFlow, the VDP solution software can now be extended to non-Xerox printers in hybrid print environments with VI Compose. New features and Xerox printer support have also been added, including support for the Xerox Production Inkjet System.

The number of offerings in the suite has been streamlined for simplicity – all of the same features and functionality remain but components have been bundled for additional value and ease of ordering. VI Suite 10.0 consists of four primary offerings to enable design and composition of variable documents: VI Compose and VI eCompose for hardcopy and electronic composition, and VI Design Pro and VI Design Express for designing variable documents or templates.

www.xerox.com

2011 Graph Expo Product Introduction

Software



XMPie, A Xerox Company
PersonalEffect 5.2
(Cross-Media Software)

Booth 400

XMPie® PersonalEffect® 5.2 is the latest version of XMPie's powerful suite of server-based variable data printing and personalized cross-media publishing software solutions. PersonalEffect leverages Adobe® layout technology from design to production, and enables users to create, deliver, track and analyze highly-effective 1:1 marketing campaigns spanning print, email, Web and mobile.

PersonalEffect's core technology is Automatic Dynamic Object Replacement (ADOR®), which ties together data, design and logic, yet keeps each independent until final production. This allows individual users to work in a collaborative environment, and promotes rapid campaign development and late binding. The integrated PersonalEffect Analytics technology tracks all aspects of a campaign and displays response segments by any campaign-related attribute using graphically-rich charts, gauges and graphs. This up-to-the-minute reporting provides flexibility to analyze and refine campaigns for maximum ROI.

PersonalEffect is available in two configurations. PersonalEffect Solo configurations are perfect for small-to-medium-sized businesses, print providers, and marketing services providers that are just starting out with variable data or cross-media, or have low-to-medium volumes of 1:1 jobs. PersonalEffect Cluster configurations enable fail-safe operations and address the stringent requirements of enterprise-class processing needs of even the most complex installations.

www.xmpie.com

2011 Product Introduction

Software

Document Management



Crawford Technologies PRO Production Manager

Booth 258

PRO Production Manager, launched at Graph Expo 2010, is a sophisticated workflow management, automation and reporting software program for production printing systems. For Graph Expo 2011, we're launching the latest version with new features and modules.

It's changing the price point of Automated Document Factory (ADF) systems and making ADF technology affordable to organizations, who in the past could not afford the multi-million dollar price tag of implementing ADF systems. The software is an end-to-end document workflow automation, management and reporting tool that will work within any transactional or print-on-demand document production environment. Where PRO Production Manager differs from existing solutions is in its openness and the level of investment required, enabling any organization or print service bureau to take advantage of technologies usually reserved for those with 7-figure budgets.

PRO Production Manager was built in conjunction with some of the world's leading document integrity and scanning hardware vendors. This allows for the integration of other tools is easily achieved through the open systems approach to our product design. Document re-engineering functionality that achieves operational costs savings is included in the product. PRO Production Manager provides an effective bridge between data sources, composition systems, printers, inserters and the mail stream.

www.crawfordtech.com

2011 Product Introduction

Document Management



Ricoh
InfoPrint Enhanced PDF

Booth 2600

Ricoh's InfoPrint ProcessDirector's Enhanced PDF technology brings high levels of document integrity traditionally lacking in the PDF datastream to provide Automated Document Factory (ADF)-level document tracking and control – without any data transformations required.

InfoPrint ProcessDirector's Enhanced PDF technology provides an easy-to-use GUI interface to index a PDF file, identify document boundaries, and perform pre-production manipulations including mail sortation, adding OMR marks and barcoding (including Intelligent Mail®) and adding images to each document. The enhanced PDF files can then be optimized for post-production processes - such as inserting and finishing - enabling job reconciliation and automated reprinting. This complete rules-driven process allows for robust job and document management from a single dashboard.

With this technology, transactional and commercial printers can now enable and optimize high-integrity production environments efficiently with native PDF datastreams. Previously, PDF print shops have relied on transforms or non-standardized workarounds that can leave significant integrity gaps in their workflows.

www.infoprint.com

2011 Graph Expo Product Introduction

Document Management

Management Information Systems



Avanti Computer Systems

Booth 861

MIS – Lead Management, Impostrip, Tracking

Avanti is bringing three new components to its management information system to Graph Expo. Introduced in mid-2011 is the integration of Avanti's system with Ultimate Technographics Impostrip. Being introduced at Graph Expo are a module to track proofs and a module to automate lead management.

Automated Lead Tracking: An interface that automatically sends lead information from a printer's main website, third party site or micro-site, directly into Avanti CRM, an integrated part of their Print MIS. The information is auto-populated in real-time in their 'Leads' tab in CRM.

This web service seamlessly communicates website visitor information to Avanti CRM. When a customer or prospect visits the website and inquires about a certain product/service, Avanti CRM automatically creates a new contact in the database (or adds a new contact to an existing company) and auto-populates the contact field such as company, contact, address, email, notes, etc.

Avanti also recognizes that a follow up action is required and automatically creates an 'activity' in the 'My Activities tab' in Avanti CRM (where sales reps manage their daily tasks).

Impostrip Integration: The integration partnership with Ultimate Technologies allows printers to achieve zero-touch workflows from "web-to-print-to-finish"

When a job is submitted across the web, the job is automatically created in Avanti Print MIS. Important job parameters (i.e. job description, customer info, stock, quantity, number of pages etc.) are sent by Avanti directly to Ultimate's XML Director, where the imposition is created (with all the required elements such as dynamic barcode, marks etc.). Once imposition is completed, XML Director automatically sends the press-ready PDF to the selected press for printing. At the same time, a JDF job ticket is produced and the job parameters

are sent to the selected finishing device which is automatically set up with finishing instructions. Absolutely no human intervention is required and true web-to-print-to-finish capability is achieved. Avanti closes the loop by having key job information returned automatically for job tracking, job costing as well as inventory and scheduling updates.

Automated Proof Tracking: A web service developed to streamline the proofing process which is often a real time consumer and bottleneck in the print production workflow by facilitating bi-directional communication between Avanti's Print MIS and the printer's third party web interface.

When a proof is available for viewing, a trigger is sent from Avanti's Print MIS to the client, letting them know that the proof is ready for their review and providing a unique link that they can click on that takes them immediately to the printer's web interface. Once opened, the status of the proof (accepted, rejected or pending, including a time-stamp and name of the person who signed off on it) is sent to the CSR and the Proof Approval milestone is automatically updated on the job and on Avanti's Electronic Scheduling Board.

If the proof is approved, everyone in the print shop knows that a particular job is available for production or whatever the next step is in the workflow of the job.

www.avantisystems.com

2011 Graph Expo Product Introduction

MIS



**EFI
PrintSmith Vision**

Booth 2000

EFI will debut PrintSmith™ Vision at Graph Expo 2011, a totally new evolution of EFI PrintSmith. Vision leverages advanced technologies to provide a full-featured, browser-based management solution designed for print-for-pay, on-demand and small commercial operations with virtually any combination of production processes. Vision has been built to collect, organize and present information in a format that allows small businesses – with a limited number of personnel, many wearing multiple hats – to thrive in today’s competitive business environment. EFI understands that the management process for a small business must be clean, fast and effective. Vision accomplishes this by providing an interface that is powerful, yet easy to learn, implement and understand.

PrintSmith Vision includes estimating, quoting, order tracking, scheduling, production forms, data collection, inventory, costing, and invoicing tools. The solution is available in single and multiuser configurations and includes a powerful data mining and reporting capability. Printing businesses selecting Vision can utilize EFI Digital StoreFront® or EFI PrintSmith Site web-to-print platforms to extend the power of the system to their clients’ desktops.

www.efi.com

2011 Graph Expo Product Introduction

MIS



**Estimator Corp.
Estimator Cloud**

Booth 107

Estimator Cloud, the desktop version of Estimator, retains all its functionality, intelligence and calculation speed along with being complete portable and operated with full functionality from a wide variety of PC's Macs, or mobile devices

Estimator Cloud adaptation uses Microsoft Remote Desktop Services (RDS) with latest Windows Server 2008 R2 SP1 features, allowing remote sharing of complex applications with full security features of Microsoft's virtualization software.

Game changing: Non browser based ERA (Estimator Remote Access) uses applications in their original state, minimizing deployment, implementation, and support costs by maintaining only one version of the program for desktop and web access.

Estimator Cloud is a hi-tech adaptation of an existing full blown application that retains 100% of its functionality even when accessed from a variety of mobile devices.

www.EstimatorCorp.com

2011 Product Introduction

MIS



**Heidelberg USA
Prinect Business Manager**

Booth 1200

Prinect Business Manager (PBM) is a professional Management Information System for printing companies supporting all steps from estimating through job handling to invoicing and follow-up job costing. Open interfaces with JDF/JMF and XML input and output enables seamless process integration with the Prinect Workflow and other JDF/XML enabled workflows. Utilizing full production capacity information, PBM offers support for all processes and cost centers yielding manageable, yet accurate estimates. Estimates are transformed into electronically available quotes, and job tickets that are dynamically updated as production reacts to changing work requirements.

Automatic acceptance of operational data from the Prinect Prepress Manager, Pressroom Manager and Postpress Manager allows for precise actual/target comparisons and accurate job costing. When costing with PBM, all job-related production stages are determined in advance and each procedure is pre-structured. The system defines the product and determines the operations to be performed, the order in which they are to be carried out, the cost center and the key deadlines. Production status and Change Orders are available to all workplaces via data terminal or directly on equipment consoles.

Prinect Business Manager brings new functionality to printers with a graphically rich user interface, full custom reporting, and the ability to compare a print run's efficiency on various printing equipment (including digital) before a quote is presented to the customer.

www.us.heidelberg.com

2011 Graph Expo Product Introduction

MIS



Technique, Inc.
iTechnique

Booth 441

iTechnique is a completely new mobile management information system (MIS) and executive reporting tool running on iPhone and iPad as a native App. Utilizing cloud technology all significant information can be made available securely to staff where ever they are which promotes agile decision making and complete awareness in the company.

Rather than being a 'light' browser link with view only access, iTechnique is a fully fledged application with the ability to create and update information. Being a native application allows an amazing user interface experience together with the power of offline storage.

Technique claims that iTechnique empowers everyone in the company to be more efficient using:

CRM – Companies, Contacts, notes and Activities

Sales Enquiries - Quotes

Estimating – Re-pricing

Productions Scheduling – Gantt job view

Data Collection – Live shop floor view

Business Intelligence – Interactive drill-down reporting

The iTechnique app is completely social media aware including Facebook, Twitter and LinkedIn.

iTechnique perfectly embodies the combination of the hugely popular iPad and iPhone with cutting edge software that empowers printers to do their job more effectively, providing better customer service and increasing profitability.

www.technique-mis.com

2011 Graph Expo Product Introduction

MIS



**EFI
Monarch Portal**

Booth 2000

Monarch Portal is an Internet-based sales tool designed to extend the power of the EFI Monarch Print MIS/ERP to remote sales personnel. The Portal includes powerful specification tools customized to meet the unique needs of the individual organization. The specification tool collects, organizes and validates the information required for accurate quotes and successful production. Each field in the specification is mapped to the Monarch estimating and planning system providing an accurate, fast quote and rapid order entry for even complex jobs. Sales and other remote team members can specify, quote, order, track, and review invoices and order history anywhere, any time.

Monarch Portal isn't an on-line form that's delivered to the printer for analysis and rekeying into their MIS. It's a virtual link to the business, providing a level of speed, accuracy and visibility not available from other providers. While the salesperson of the competitor is hand carrying an RFQ back to the office, the Monarch Portal user has already submitted, validated, and delivered a quote with a level of accuracy that ensures a profitable job for the printer and hassle-free production for the print buyer.

www.efi.com

2011 Graph Expo Product Introduction

MIS



**Epicor Software
Epicor 9**

Booth 5016

Epicor for Printing and Packaging is an embedded ERP/MIS end-to-end business solution for printing and packaging companies.

Epicor allows printers to automate and integrate their entire business to provide faster and more accurate information to decision makers. The software can also support your lean manufacturing efforts, helping to cut out every non-value adding administrative or non-productive step in your workflow which leads to improved profit margins and shorter production cycles.

Epicor offers a modular solution that can be used across the entire enterprise covering CRM and sales, estimating, job costing, production scheduling, procurement, inventory, invoicing and a full set of embedded financials including AP, AR, GL & Payroll.

Supporting multi-company, plant and currency operations, Epicor can integrate even the most diverse enterprise while allowing each to maintain its own unique processes and workflows.

Epicor is the first print-specific ERP/MIS to offer 100% service-oriented architecture which gives printers the flexibility they need to customize, test and deploy the solution in just the way they want on PC, Mac, iPhones, iPads, smartphones and thin clients.

Epicor offers a flexible and scalable solution for printers and packaging companies looking to take their businesses to a new level of profitability and control.

www.epicor.com

MIS



**Hiflex Corp. of N.A.
MIS & W2P w/Cloud**

Booth 4452

The HIFLEX Management Information System is now available as a new and completely redesigned all in one Enterprise Solution via Cloud Computing. The HIFLEX Webshop Web2Print system is also available in the Cloud.

All functions of the HIFLEX software remain intact in these versions. Estimating, Ordering, CRM, Scheduling, JDF/JMF automated connections, etc., are still fully functional, but without the associated hardware and personnel costs required to run such systems. Offsite servers can be utilized to host the software so employees do not have to waste time maintaining hardware, and are free to perform other tasks.

This new version of HIFLEX has also moved away from using Microsoft Office products, which can cost a company thousands of dollars and cause problems when different users use different versions. Instead, HIFLEX uses the open source solution - Open Office. This free software lets HIFLEX users utilize free-to-use software that creates files which are still compatible with Microsoft products.

Another key advantage of HIFLEX in the Cloud is that it is accessible from anywhere. This new version can be accessed via a web browser from any location as long as the user has the necessary permissions to log into their HIFLEX system.

www.hiflex.com

2011 Product Introduction

MIS



**Pageflex
iWay Manager**

Booth 3861

Pageflex iWay Manager is a print management solution that enables print service providers (PSPs) to capture data and control their business by combining MIS, CRM and asset management functionality to manage the job cycle from order capture through to invoice submission. It provides a platform for capturing online, as well as offline, jobs coming in via phone, fax, email or even walk-in customers.

It targets the specific needs of small commercial printers and print on demand shops allowing customer service representatives (CSR) to enter and access all customer information at any time. They can manage tasks and follow-ups with a complete “to-do” list at a glance.

Pageflex iWay Manager offers a single database for all quotes, orders, jobs and invoices allowing for efficient use of the print service provider’s human asset time so that CSRs can concentrate on selling rather than customer interfacing.

Within Pageflex iWay Manager you also have the “Quick Sale” functionality that allows you to enter a list of basic items that will trigger a cash drawer, the ability to order non-print items, and print receipts.

www.pageflex.com

2011 Graph Expo Product Introduction

Web-to-Print



Aleyant Systems LLC
Pressero V

Booth 355

The Pressero web to print platform by Aleyant enables printers to move their business online through multiple channels (B2B and B2C) via a single cloud based solution with one affordable monthly subscription fee.

Printers require flexible technology that supports their various go to market strategies. When printers want to launch a B2C online store – Pressero includes the critical SEO (search engine optimization) architecture so local printers get found in organic search results. When printers want to deploy unique storefronts for their B2B customers, Pressero gracefully supports integrated authentication (LDAP, etc...), integrated purchasing (e.g. Ariba, etc...), and the appropriate role bases architecture to enable unlimited storefronts (one for each customer) all on the same platform.

Pressero allows printer to offer a diverse product set; including static catalog products, personalize products (both brand controlled for B2B) and design in the browser via the Interactive Designer which works flawlessly no matter how you access the solution (laptop or tablet).

Because Pressero understands printers may need only certain components of their solution, their architecture supports the use of components (e.g. eDocBuilder or Interactive Designer) or the full solution embedded into the Pressero web to print platform.

www.pressero.com



Keen Systems

Keen

Booth 1071

Keen is a web-to-print service that makes a printing business – from ordering to production to shipping – accessible online to print customers. The service allows print buyers to address every stage of a print job from beginning to end, according to Keen. Print providers can market to new audiences, allow customers to determine complex pricing, upload files with built-in preflight, and take advantage of fully integrated UPS, FedEx, and USPS shipping . According to Keen, the service brings ecommerce into one experience for print buyers, including sales tax calculation, credit card and electronic check payments.

It's online, available 24/7. No software, no need for a "tech guy". Printers can launch one or multiple Keen-powered online stores, each customizable in design, content and product catalog. Printers can seamlessly integrate with popular industry outsource partners, using them to fulfill orders behind-the-scenes, but still be directly in control of the relationships with their customers, providing them a consistent experience the entire way, according to Keen.

Printers can take their entire print business online quickly and provide customers with the constant availability and self-service that they've come to expect in today's tech-savvy world, Keen says.

www.keenprint.com

2011 Graph Expo Product Introduction

Web-to-Print

Offset Printing Plates



Agfa Graphics
Energy Elite Pro

Booth 1227

Energy Elite Pro is Agfa's next generation, no-bake thermal plate. It delivers high-quality, longer-run results suitable for commercial sheet-fed and web offset printing applications. Based on Agfa's original Energy Elite, an aluminum, grained and anodized positive-working thermal plate, Energy Elite Pro features a higher sensitivity ensuring high plate throughput for maximum productivity.

Energy Elite Pro offers lower replenishment rates and longer bath life, reducing waste and improving economy.

A chemical resistant second layer enables long run lengths, without the need for baking. By eliminating the need to pre- and post-bake, Energy Elite Pro significantly reduces costs and energy consumption.

Energy Elite Pro is coated on Agfa's uniquely grained and anodized metal plate. It is compatible with all major 830nm thermal platesetters and thermal plate processors.

www.agfagraphics.com

2011 Graph Expo Product Introduction

Offset Printing Plates



Agfa Graphics
N94 – VCF

Booth 1227

N94-VCF is Agfa's next-generation violet chemistry-free plate, designed specifically for newspaper and coldset printers. This eco-friendly plate, based on Agfa's proven photopolymer chemistry-free plate technology, now offers run lengths up to 200,000.

The N94-VCF plate is compatible with all mainstream violet CtP units emitting at 30 mW or higher. Because it is a chemistry-free plate, there is no need for developer, removing one of the main variables affecting image consistency. The plate is cleaned out with a pH neutral gum. The soft, unexposed image area is cleanly and completely removed.

N94-VCF behaves on press just like other polymer violet plates, while simultaneously reducing costs and protecting the environment. It is available in a variety of sizes to support newspaper applications.

www.agfagraphics.com

2011 Graph Expo Product Introduction

Offset Printing Plates



Presstek, Inc.
Aurora EXP

Booth 3200

Aurora EXP is a positive, non-ablative thermal grained anodized aluminum plate offering a true chemistry-free operation. They are daylight safe, and after imaging, require only a simple tap water wash. A high-contrast image allows full inspection of the plate prior to mounting. Aurora EXP plates are ideal for UV printing applications, with excellent resistance to UV inks and solvents.

Aurora EXP plates are compatible with a range of thermal platesetters (Presstek, Heidelberg, Screen, Kodak/Creo and others) operating in those systems with no degradation in throughput speed. Rated for 50,000 impressions, they are ideal for operations using 2-, 4- and 8-page formats that want a chemistry-free operation without sacrificing quality and productivity. Aurora EXP delivers excellent pressroom performance, including fast roll-up and high resolution imaging and print reproduction (1% to 99% @ 200 lpi).

Environmental advantages of Aurora EXP plates go beyond their chemistry free imaging. The plate's water wash unit consumes only 10-15 gallons of water approximately every two weeks as opposed to as much as 10-15 gallons every hour for conventional plate processors, representing a savings of thousands of gallons of water per month. In addition, Aurora EXP's fast run-up and tight registration shortens makeready, reducing makeready paper waste.

www.presstek.com

Offset Printing Plates

Offset Press Auxiliaries



Adphos/GSS (Graphic Systems Group)

Booth 2518

With partner Eastman Kodak Co.

Prosper S10/S20 --- Tower, Dryer & Carriage

The Prosper S20 2000 inkjet imprinting system being shown in the Adphos booth is the culmination of a three-way partnership between Adphos, a dryer and experienced platform integrator, web press experts Graphic Systems Services (GSS) and Kodak's Dayton, Ohio, Inkjet Printing Solutions operation, a leading developer of inkjet digital printing systems. Adphos/GSS are Kodak authorized integrators of the technology.

The Prosper S20 inkjet imprinting system with CMYK is a new application from the partnership available to the commercial print and publication industries to increase return on marketing investment in the direct mail space. The application allows hybrid imprinting of full color, high speed, high resolution, variable data utilizing the Prosper S20 Imprinting System. With 4.16" print width, 600 x 300 dpi, and 2000 fpm, and durable micro-milled pigment inks of the Prosper S20, a commercial printer can mount this system in line on a web press and integrate digital variable color inline with web offset printing without affecting productivity.

www.adphosna.com/TDC.html



**Heidelberg USA
Prinect Image Control**

Booth 1200

Prinect Image Control is a fully integrated, press networked, closed-loop scanning spectrophotometer that is used to measure and control printing according to standards by using the color bar and/or by using digitally referenced image data supplied by the prepress workflow via PPF.

After 10 years and over 1,500 installations, Prinect Image Control is completely redesigned, taking full advantage of the latest technical developments in spectrophotometry and L.E.D. technology. Building on the tried and proven concept of its predecessor, the latest generation of Image Control looks different and IS different. The system now uses a resolution of 50dpi (vs. 12), acquiring data from 3,000,000 spectral curves with spot sizes of 0.52 x 0.52 mm (vs. 2 x 2.4mm), and is rated to an impressive resolution of 200 dpi (50,000,000 spectral curves) for future development.

With enhanced PPF connectivity, is the perfect solution for packaging printers. It is possible to prepare jobs in such a way that color patches and/or MiniSpots™ are positioned in non-printing or waste areas of the sheet, such as between flaps or blanks. Doing so maximizes the use of the sheet by eliminating the use of a standard color bar. Solids colors used as take-off bars may also be used for color measurement and control.

www.heidelberg.com

2011 Graph Expo Product Introduction

Offset Press Auxiliaries

Digital Presses

Must See 'ems!



Canon USA, Inc.

Booth 1213

imagePRESS C7010VPS

(Production Color – Toner – Sheetfed)

The Canon imagePRESS C7010VPS digital color press is the first production print solution jointly developed by Canon and Océ. Featuring Océ PRISMAsync operation management - the Canon imagePRESS C7010VPS digital color press is a unified production solution that delivers world-class performance and pushes print productivity to a higher level. Building upon the revolutionary production capability and image quality of the Canon imagePRESS C7010VP platform, the press will print images up to 1200 x 1200 dpi resolution, producing sharp text, smooth gradations, and crystal clear, detailed images. The developing, toner, and advanced calibration technologies provide outstanding color that remains consistent throughout each job. In addition, when printing on a variety of media finishes, Gloss Optimization ensures that the gloss of the media will match the imaged area.

Facilitating deployment in environments utilizing a variety of print technologies, the new controller's open workflow connectivity enables the imagePRESS C7010VPS series to be seamlessly integrated into industry-standard workflows. Further, Océ PRISMA Prepare software and the intelligent job-scheduler boost productivity by supporting up to eight hours of plan-ahead production. End-user uptime is increased as the task-based workflow configuration allows prepress specialists to focus on document preparation while operators concentrate on production.

www.usa.canon.com

2011 Product Introduction

Digital Presses



FASTechnology Group

Booth 5038

CDT – 1600 PC

(Color – Inkjet – Narrow Web)

The CDT-1600 PC is a label and packaging oriented printing system powered by Memjet® technologies. This system prints pressure-sensitive labels, retail tags, and a range of documents such as invoices and marketing collateral, and narrow web packaging. The system can print on pre-die cut labels and tags at 160 feet/minute.

The CDT-1600 PC performs continuous web printing in either roll-to-roll or roll-to-sheet in up to five colors. The system has a five color interchangeable ink delivery system that delivers full process color (CMYK + 1 spot) in 1600 x 1200 dpi printing on a 8.77” wide web at 160 fpm.

The CDT-1600 PC is designed for manufacturing floors and distribution centers meeting the demands of both industrial and packaging industries. Also being shown is a bench top model using Memjet technology.

www.fastechgroup.com/

2011 Graph Expo Product Introduction



MGI Digital Graphic Technology JETcard

Booth 3619

(Production – Inkjet – Specialty)

MGI's JETcard is a production color inkjet press that drastically streamlines the plastic card production process and expands applications for commercial printers. Utilizing MGI's award-winning drop-on-demand inkjet technology, the JETcard provides an all-inclusive solution for turnkey production on runs from 1 to millions and can perform the following functions in just one pass:

- pre-print coating to ensure compatibility with a wide range of substrates (Synthetic & Paper)
- inkjet printing in 4+2 UV colors (options include white ink, custom colors and raised print effects)
- spot or flood UV coating
- security inks (black light visible)
- data encoding and verification
- full variable data capabilities for all printing & coating applications

The JETcard can produce up to 8,000 cards per hour (simplex) and features a print resolution of 720 x 2160 DPI. Automated quality controls and camera systems ensure data accuracy, both on the printed card and on the magnetic stripe.

A true card factory, the JETcard can replace up to 5 common pieces of equipment traditionally used in production (offset press, collator, laminator, die cutter and encoder/personalization printer). In addition, the JETcard features eco-friendly technology, with no plates or screens, no chemicals, ozone-free operation and prints on recyclable paper or plastic substrates

www.mgiusa.com

2011 Product Introduction

Digital Presses

Must See 'ems!



MGI Digital Graphic Technology Meteor DP8700XL

Booth 3619

(Production Color – Toner – Sheetfed)

MGI's Meteor DP8700 XL is a new 4-color sheetfed digital press designed for printing on paper, plastics & envelopes. With true multi-substrate versatility, the Meteor DP8700 XL can print on bristol, C1S/C2S, carbonless, art/textured papers, envelopes, Teslin, PVC, PET, polycarbonate, polypropylene, vinyl/static cling, canvas/buckram and magnets, among others, in weights/thicknesses up to 350 gsm/130 lb cover / 14 pt for paper and 400 microns/16 mil for plastic.

It can produce up to 4,260 A4/letter pages per hour, accommodating sheet sizes from 3.93 x 5.82" up to 13 x 40" in production (up to 13 x 47" via manual bypass).

The Meteor DP8700 XL prints in resolutions up to 3600 DPI / 270 LPI, with more than 25 line screen options, including stochastic, and the ability to assign 2 different line screens within the same job (ie. 1 for pictures, 1 for text).

Other key attributes include:

- Auto-adjusting offset feeder table to ensure precise registration ($\pm 0.2\text{mm}$, L-R).
- Print on "off-the-shelf" envelopes
- Oil-free, dry toners allow for laser-safe prints
- Infrared module preheats substrates, optimizing print quality
- Intelligent substrate management with pre-loaded and customizable substrate profiles that store key engine settings for optimal productivity
- Full variable data capabilities
- Powerful Fiery RIP

www.mgiusa.com

2011 Product Introduction

Digital Presses



Océ North America, a Canon Group Co.
ColorStream 3500
(Production Color – Inkjet - Web)

Booth 1213

The Océ ColorStream 3500 is a single or twin engine high speed, continuous form inkjet printing system capable of being delivered as a dedicated monochrome or full-color solution. The dedicated monochrome solution can then be field upgraded to a full-color printing system, with no forklift required. In addition, spot colors can be added in the optional 5 or 6 color configurations.

The Océ ColorStream 3500 prints at 600 x 600 dpi, utilizing Océ's DigiDot piezoelectric drop-on-demand technology with multi-bit output. The ColorStream 3500 comes standard with the flexibility to allow the user to choose either pigment or dye inks based on their application requirements within a single system.

The Océ ColorStream 3500 prints at 246 feet/minute, which translates to 536 letter images per minute for a single engine, simplex configuration, or 1,073 letter images per minute for twin engine duplex configuration. The ColorStream 3500 also offers the added flexibility for certain twin engine configurations to be run as two simplex engines independent of each other. The ColorStream 3500 is rated for monthly volumes between 4-24 million impressions and handles media between 6.5"-21.25" wide on a variety of coated and uncoated media.

www.oceproductionprinting.com

2011 Product Introduction

Digital Presses



Xerox Corporation
Espresso Book Machine

Booth 400

(Production – Toner -Specialty Book)

The Espresso Book Machine, A Xerox Solution, enables end-to-end softcover book production and manufacturing within a retail bookstore location. It is now available through Xerox sales channels and with Xerox support. The print-at-retail solution creates new business opportunities for book retailers and libraries by servicing the self publishing business and expanding title selection to the book retailer without taking up bookstore shelves.

The EBM produces a 300-page paperback book with a color cover in less than five minutes with capacity to print more than 40,000 paperback books per year. A fully-integrated solution, the EBM prints, binds and trims, and can produce variable combinations of trim sizes between 4.5" x 5.0" and 8.25" x 10.5" for a production cost less than one cent per page. The Xerox 4112 Copier/Printer prints the monochrome book block within the solution.

The EBM uses EspressoNet, a proprietary and copyrighted software system that connects the device to a network of more than 4 million titles obtained with the approval of the content owners and aggregators. EspressoNet assures the security of publishers' titles, tracks all jobs and provides payments to publishers. Content owners retain full rights and control of their digital files.

www.xerox.com

Digital Presses

Must See 'ems!



Xerox Corporation **iGen4EXP/Matte Dry Toner**

Booth 400

(Production Color – Toner - Sheetfed)

The Xerox iGen4 EXP, now featuring matte dry toner and a new integrated web-to-finish solution, offers 14.33" x 26" sheet size, the Adobe PDF Print Engine. The upgraded iGen4 EXP press is designed for commercial printers, book publishers, direct mail houses and digital service providers, generating hundreds of thousands to millions of pages each month.

It automates operator tasks and press functions, saving operator time, maximizing production time and saleable output. Running at 6,600 4/0 iph (110 ppm), the press includes: high-definition image quality, a wide array of in-line finishing options like saddle stitch booklets with a squarefold spine, UV coating of gloss or satin varnish and punching for lay-flat manuals and calendars.

New features of the press:

- matte dry toner: specifically developed for customers who demand a lower gloss appearance on their prints, but still require high-revenue, offset quality applications. It provides a consistent, uniform appearance across highlights, mid-tones and shadows –critical for toner-heavy applications such as marketing collateral, collages, photo books, calendars and greeting cards.
- new finishing solution: "Jet Slit" in-line finishing solution from Xerox partner, Rollem, helps produce two-directional applications that require cutting, perforating and/or slitting in any combination.

www.xerox.com

Digital Presses



Xerox Corporation
CiPress 500 Production Inkjet System
(Production Color – Inkjet – Web)

Booth 400

Xerox is leveraging its proprietary phase change solid ink technology to power the world's first patented high-speed waterless inkjet system, enabling vivid image quality on low-cost papers. This inkjet press breaks cost, quality and reliability barriers, bringing high-volume speeds and brilliant color to print service providers and their customers.

The Xerox CiPress 500 Production Inkjet System is a full color, digital, Web-fed solution that can produce up to 500 feet/minute or 2,180 ppm throughput with 20.5" width. This productivity drives high-value transpromo, direct marketing and publishing applications.

The non-toxic inks, made from polymeric resin and dye, are melted to liquid form and jetted through 3" modular Piezo mechanical drop-on-demand print heads—14 heads/color, 56 total. These dynamic, floating heads are constantly monitored for performance and create real-time color-to-color registration. Heads are cleaned automatically and an operator can change a head in about five minutes.

The inks set instantly on paper, even low-cost uncoated stocks typically reserved for offset, with lay-flat quality and no ink soaking through. Pairing the Xerox Production Inkjet system with Xerox' FreeFlow Print Server enables variable data capability that supports native IPDS, PDF, PostScript and Xerox VIPP to get colorful and personalized marketing communications that are affordable and accessible.

www.xerox.com

2011 Graph Expo Product Introduction

Digital Presses

Digital Presses

Worth-a-LOOK!



Buskro Ltd.

Booth 4006

Automated Maintenance Solution

(Lost Jet Recovery – Inkjet Accessories)

Buskro claims that its new Automated Maintenance Station for Buskro systems is a groundbreaking product that allows an operator to recover lost jets and perform routine maintenance ensuring that a print system is always producing the best possible images with the least amount of waste and down time.

This unique solution eliminates the potential for guesswork and mess and increases your ability to preserve optimal print performance. The Automated Printhead Maintenance Station effectively removes ink residue, dust, debris, and other build-ups keeping a production inkjet printer operating at its best.

Maintenance cycles can be performed at predetermined regular intervals or induced by the operator as required with the simple push of a button. Buskro's powerful Compose IQ software controls the entire system and will even pause and restart a feeder during the process for maximum efficiency making this a truly integrated solution.

Effortless, consistent and repeatable maintenance cycles help to minimize consumables cost and eliminate dependency on maintenance personnel.

www.buskro.com

2011 Graph Expo Product Introduction

Digital Presses



Intec Printing Solutions Corp.

Booth 4638

DMP420LF

(Production Color – Toner - Sheetfed)

The Intec DMP420LF sheet fed digital color toner printer has high capacity input and output stackers allowing up to 55 pounds (25kg) of stackable media*. Long media input and output extensions allow feeding of banner size media up to 47.2 inches long (1.2m) and 12.9 inches (328mm) wide. The Intec DMP420LF includes the CP2020 print engine that prints from 17 pound (55gsm) bond to 26pt (512gsm). It can print 36ppm letter/A4 full color and 40ppm letter/A4 monochrome. It is available in three configurations: Standard, Pro Rip and Variprint versions.

Standard CP2020 print engine: 600x1200dpi or 2400dpi emulation, 36ppm full color letter/A4 40ppm letter/A4 monochrome. 12 x 600dpi resolution or 2400dpi emulation. Genuine internal PostScript Level 3 Rip. Automatic duplexer is standard up to 200gsm. 40GB hard drive. 768 RAM. 800MHz processor.

Pro Rip: Standard CP2020 print engine and Harlequin based software Rip offering Harlequin diffused screening and color management.

Variprint: Standard CP2020 print engine plus variable data software.

*dependent on media size and weight

www.intecprinters.com

2011 Product Introduction

Digital Presses



MCS

Eagle

(MonoColor – Addressing – UV Inkjet)

Booth 4805

The MCS Eagle-UV Inkjet Printer is a 4.25”, mono-color 600 DPI modular print head press technology available in widths from 4.25” to 17”. It is designed for use as an addressing system for direct mail – or inline on a web-press, folder or other transport for variable data, bar-coding and compact page-printing. The MCS Eagle-UV has UV-curable ink and can inkjet on glossy coated, aqueous coated and uncoated stocks, plastic cards, as well as polypropylene and vinyl. Running speeds vary from 333 feet per minute at 300 x 600 DPI to 167 fpm when running at 600 x 600 DPI. The running speed of the Eagle-UV makes it very adaptable to run in-line with folders, transports, finishing equipment as well as mailing systems.

Each 4.25” print-head has a densely-packed bank of 2550 nozzles without any stitch-lines or gaps. For address printing, this allows a mail shop to rotate the mail piece to feed long-edge first and approximately double the production throughput. Throughput of 6”x9” postcards exceeds 25,000 per hour. Immediate curing of the ink allows full production speeds without the need to slow down for drying. The lack of stitch-lines also make possible fine or large graphics without any image inconsistencies.

www.mcspro.com

Digital Presses



Pitney Bowes

Booth 2010

DP40S Color Printer

(Color – Envelope – Toner)

Highlights of the DP40S Color Printer with FeedMax – p Feeder

Quality on Demand - A unique full color laser printing system, the DP40S is designed specifically to help manage the production of your promotional materials – quickly and cost-effectively.

Affordable, high quality full color laser printer enhanced for mail and promotional communication - newsletters, brochures, self-mailers

- Handles frequent print jobs of varying volumes
- Introducing the new top load/bottom feed continuous input for envelopes.

Variety and Versatility

Perfect for a variety of jobs, the Pitney Bowes DP40S Color Printer produces razor-sharp images in brilliant color while providing ease and versatility.

- Prints on a wide variety of materials, including glossy and coated stocks
- New, high capacity feeder allows for uninterrupted operation with top loading, bottom feed for envelopes
- Offers wide range of media sizes – from postcards to posters and most things in between
- Up to 60 full color #10 envelopes per minute

www.pb.com

2011 Graph Expo Product Introduction

Digital Presses



Ricoh

Booth 260

C651EX, C751EX, C751
(Color – Toner – Sheetfed)

The Ricoh Pro C651EX/C751EX/C751 is a clean-sheet design color production-class toner sheetfed digital print system. The system is rated at 65 ppm (C651EX) or 75 ppm (C751EX, C751). The system is available as a scanner version (EX) or a printer only version. The system incorporates a liquid cooled developer system.

The system delivers 4800 dpi image quality, media handling from up to 6 different pick points, and handles stock sizes up to 13” x 19.2” with a paper weight of up to 110 lbs. cover(300 gsm) in simplex mode and 140 lbs. index (256gsm.) in duplex mode. These trays have active LED light indicators that show paper stock levels. The system also has air-assisted paper feeding in the large capacity trays.

The system has several in-line finishing options for complete end-to-end document production. The system comes equipped with a Fiery E-41A Print Controller that provides full control to streamline workflow and enhance color performance.

Customer Replaceable Units (TCRUs) enable trained operators to replace key hardware components quickly without waiting for a service technician. The end result is greater uptime, which enables you to generate more revenue.

Finally the system has the ability to fill toner and paper on the fly during operation.

www.ricoh-usa.com

2011 Product Introduction

Digital Presses



W+D North America

Booth 4017

Concept D

(Color – Envelope - Inkjet)

The W+D Concept D is an inkjet press that has been fully optimized for high-speed, high-quality direct mail envelope overprinting and will make its North American debut at Graph Expo '11 in Chicago.

Concept D's piezo drop on demand ink jet print engine will print continuous seamless, high quality 4-color images virtually full face on a #10 envelope at a speed of 500 envelopes per minute (that is potentially 30,000 variable imaged envelopes per hour) . Concept D can also deliver exceptional 4-color speeds of 1,000 envelopes per minute (60,000 envelopes per hour) for line art quality. The Concept D will handle a multitude of envelope sizes and paper substrate grades.

www.wdnorthamerica.com

2011 Graph Expo Product Introduction

Digital Presses



**Xeikon
3500 Digital**

Booth 4027

(Color – Label – Toner - Web)

The Xeikon 3500 is a toner-based electrophotographic digital label press that can handle web widths from 9.8 inches up to 20.3 inches. In addition, the press does not have any frame size restrictions and can print images of virtually unlimited length. Consequently, its speed and throughput are unaffected by the number of colors used as well as the size of the label and packaging applications. Equally important is the fact that the Xeikon 3500 has a monthly duty cycle of 3.8 million square feet.

The Xeikon 3500 has a significant impact on the breakeven point between digital label printing and conventional printing. It enables cost-effective production of label volumes beyond the 14,000 linear feet limit using digital technology, and speeds up the transition from analog to digital label production. The press opens up new application opportunities in diverse market segments, such as pressure-sensitive labels, short-run packaging, folding cartons, point-of-purchase applications, as well as heat transfers, according to Xeikon.

www.xeikon.com

2011 Product Introduction

Digital Presses



Xerox Corporation
DocuColor 8080

Booth 400

(Color – Toner – Sheetfed)

The new Xerox DocuColor 8080 sheetfed Digital Press is a production-class press able to run weights of media from 16 lb. bond to 110 cover (60 gsm to 300 gsm) 7.2” x 7.2” to 12.6” x 19.2” at 80 ppm and incorporates features that ensure increased productivity and optimum image quality.

Productivity Apps are workflow solution options for customers that want to streamline the production of their most common applications. Applications range from job ticketing and personalization to prepress operations, allowing printers to significantly increase the jobs they can complete daily. Each “app” comes with software from the FreeFlow Digital Workflow Collection, and on-site support to help users reach maximum productivity fast.

It uses low gloss dry ink that delivers a matte-like finish at 1200 x 1200 dpi while producing vibrant colors and fine detail in highlights and shadows. Customers have a choice of 3 Color Servers to meet their workflow requirements, Xerox FreeFlow Print Server, EFI and Creo.

Color accuracy is accomplished with the ACQS, a set of tools driven by an Inline Spectrophotometer, which reads color data inside the printer at rated speed. ACQS automates color management tasks with minimal operator involvement – allowing for more high-value, profitable applications to move quickly through the shop.

www.xerox.com

2011 Product Introduction

Digital Presses

Wide Format Printers

Must See 'ems!



Fujifilm NA Corp.
Acuity LED

Booth 627

The Fujifilm Acuity LED is a 63” (1.6 meter) wide format inkjet LED-UV printer for roll-to-roll and light rigid medias. The Acuity LED is an 8-color dynamic printer that prints 1200 x 1200 dpi using new Fujifilm Dimatix Q-Series grayscale printheads with drop sizes as small as 10 picoliters. The Acuity LED prints directly to rigid boards for high-quality POP and sign applications, and seamlessly switches to roll printing for banner, window display, and backlit applications. Both white and clear inks are included. The innovative and patent-pending LED lamp design allows printing of white ink in a single pass further adding to productivity. The printer includes a Fujifilm RIP and Fujifilm spot color matching software to easily match Pantone and corporate colors.

Acuity LED-UV

- 1.6 Meter, 8-color LED UV Printer
- White and clear inks standard, CMYK Lc Lm + W + Clear
- Hybrid design with 4x8 tables for rigids
- FUJIFILM Dimatix Q-Series print heads
- True 1200 X 1200 dpi resolution
- Print speeds up to 258 sq. ft./ hr.
- Innovative and patent-pending LED lamp design to achieve high productivity
- Includes Fujifilm RIP & spot color match software
- New Fujifilm fast-curing UV LED inks

www.fujifilmgs.com

2011 Graph Expo Product Introduction – Ships 2012

Wide Format Printers



**Hewlett-Packard
Scitex LX850**

Booth 2610

The HP Scitex LX850 Printer is a 126-inch wide printer that delivers versatility and productivity with multiple workflow features, including dual-roll, roll-to-free fall and roll-to-collector handling. Designed for print service providers who want to add double-sided and direct-to-fabric printing to their signage, graphics and décor printing offerings, the printer prints up 947 sq.ft./hr. on billboards and up to 290 sq.ft./hr. for highly saturated fabrics and backlits. The device offers six-color printing with a wide color gamut at up to 1,200 dpi resolution.

Doubled-sided printing requires minimal operator intervention, with an HP Optical Media Advance Sensor controlling registration. The printer's new ink collector feature allows users to print on uncoated fabrics. Dual-roll capabilities on the printer allow users to print on two 60-inch rolls side by side for greater productivity.

New HP LX610 Latex Scitex Inks for the printer offer rich blacks and glossy results. The inks produce prints with display permanence and scratch, smudge and water resistance comparable to low-solvent inks. Plus, the new formulation offers improved water resistance on fabrics, further expanding high-value soft signage application capabilities. Users can also use HP 3M LX600 Specialty Latex Inks to offer graphics backed by the 3M MCS Warranty.

Wide Format Printers

Mailing Products

Must See 'ems!



Lorton Data

Booth 4919

A-Qua Mailer

(Software Services)

A-Qua Mailer™ is a cloud-based suite of pre-mail processing services, enabling direct mailers to clean and update their lists, receive maximum postal discounts, and ensure timely delivery of their mail. Since services are accessible “in the cloud,” users do not install software on their computer. All that is needed is an internet browser.

With A-Qua Mailer, direct mailers can receive CASS Certified™ ZIP + 4® coding, NCOA^{Link}® processing, Duplicate Elimination, Suppression services, PAVE™ Certified Postal Presort, Intelligent Mail® barcodes, and more.

Users select service options through a simple point and click interface. The system automatically keeps track of past jobs, stores NCOA^{Link} Processing Acknowledgement Forms online, and includes a database of all US Postal Service entry points.

A-Qua Mailer fits organizations of all sizes, from the occasional ZIP + 4 processing of hundreds of records, to frequent jobs with millions of records for all services. Monthly subscriptions offer unlimited processing.

A-Qua Mailer receives and returns files through a secure internet connection. With automated processing, files can be returned in as quickly as a few minutes.

www.lortondata.com

Mailing Products



**Pitney Bowes
Mailstream Wrapper Inserting System**

Booth 2010

Combining the speed and integrity of an inserter with the efficiency of an envelope wrapping system, the Pitney Bowes Mailstream Wrapper mail finishing system can help mailers achieve significant cost savings and operational improvements by replacing traditional envelopes with continuous form wrap envelopes without workflow or application changes. Built on the proven Mailstream Productivity Series mail finishing system, the 'wrap' material encloses transactional and direct mail customer communications to create a high quality mailpiece with the appearance and features of a traditional envelope.

The solution incorporates innovative features specifically designed to maintain the highest levels of integrity, system uptime, and productivity while processing variable page documents at speeds of up to 26,000 pieces per hour. The flexible solution can process pre-printed wrap material or print in-line after completion of the mailpiece. Businesses can produce more compelling mailpieces by adding personalization and full color messaging that increases openability and drives greater response rates. Various wrap materials can be processed to include self mailers, square flap, contoured flap, closed face or open window envelopes. By moving to continuous form wrap, operations can significantly reduce the cost of pre-manufactured envelopes and the labor associated with material handling and logistics.

www.pb.com

2011 Graph Expo Product Introduction – Product ships 2/20/2012

Mailing Products



Virtual Systems
Midnight Mail
(MIS Mail Extension)

Booth 459

Designed for printers who are expanding beyond the confines of traditional print and moving into more broad-based marketing services such as mailing, fulfillment, data analytics, purls, and email blasts, Midnight Mail™ is designed to help printing companies be more successful in mailing services -- and to do it efficiently, cleanly, and profitably.

These activities often require detailed steps, instructions, signoffs, and billing parameters – all of which are managed by the Midnight Mail program.

Specifically, Midnight Mail includes features to handle mail estimating, mail scheduling, postage accounting, tracking of multiple versions and the ability to export data into various accounting packages. This enables printing companies to grow their mailing operation while leveraging their existing MIS software.

www.virtualsystems.com

2011 Product Introduction

Mailing Products

Mailing Products



Bell and Howell Inveloper – Envelope Former

Booth 3611

The Inveloper is a mailpiece finishing system that produces mailpieces by forming envelopes from a continuous web around the contents. This ‘inveloping’ produces finished mailpieces without the cost and operational overhead of using pre-manufactured envelopes.

The system runs at maximum speed of up to 30,000 mailpieces per hour. A pressure-sensitive adhesive (hot melt glue) is applied to the web and used for sealing. The collated mailpiece contents from the transport system are then introduced into the web, which is formed around the mailpiece contents in a continuous motion.

www.bellhowell.net



Pitney Bowes Auto Trayer

Booth 2010

Pitney Bowes Auto Trayer is an automatic mail tray loading module that can enhance the efficiency and productivity of high speed mail finishing by eliminating the labor intensive manual process of loading finished envelopes to mail trays. The unique modular design of the AutoTrayer integrates seamlessly with Pitney Bowes inserter systems and provides an immediate boost to operational productivity by automatically feeding finished envelopes from the stacker into mail trays. At the same time, mailpiece verification is provided for each piece processed into the mail tray. This cost effective, labor saving module can improve operational efficiency while reducing operator fatigue, according to Pitney Bowes.

Designed to accommodate a full range of application, the Auto Trayer supports both US and International mail trays, processes variable thickness letter applications, and is configurable for standard belt stacking. The Auto Trayer support a variety of modes including full tray mode, fill by count, or intelligent tray break, depending on mail sequencing requirements.

Additionally, the AutoTrayer is a compact unit designed to be easily implemented into new or retrofitted to existing work cells without re-engineering existing workflows to protect installed equipment investments.

www.pb.com

2011 Graph Expo Product Introduction

Mailing Products



W+D North America
W+D BB700
(Inserter)

Booth 4017

W&D Direct Marketing Solutions new mailroom inserting flagship is the fully servo driven modular W+D BB700. Its first North American appearance will be at the Graph Expo '11. With speeds up to 16,000 envelopes /hour, it can handle a multitude of coated stock, booklets, and large format products, up to 10"x13", in addition to standard #10 format envelopes. Maximum accumulated package thickness is .125" with a rotary type feeder and 0.6" with a shuttle type feeder. Up 18 feeders of various types can be configured on the BB700 giving it a high degree of flexibility. The BB700 also comes in a variety of left and right hand configurations based on production requirements. With the new W+D BB700, printers, mailers and service providers are no longer limited by historical format restrictions. Its intuitive user interface and high degree of system intelligence now allow for a higher level of automation and more sophisticated data base market applications.

www.w-d-dms.de/

2011 Graph Expo Product Introduction

Mailing Products

PostPress



GBC Magnapunch 2.0

Booth 217

Magnapunch 2.0 is a tabletop paper punch designed with increased productivity in mind. With its smart set-up capability (for faster set-up and change-over times), its innovative edge-detection technology (virtually eliminating mis-punches and waste) and its half-second punch cycle with continuous duty motor (punching up to 49,000 sheets per hour), the Magnapunch 2.0 is ideal for high-volume punching. Multiple punch patterns are available to punch sheets with 13 different hole patterns. Interchangeable die sets slide in place quickly and securely without tools. The punch easily operates with a foot pedal or tabletop trigger switch. Sheet size capabilities range up to 14" for most punch patterns. The Magnapunch 2.0 combines innovation and ease of operation to increase punching productivity.

www.gbconnect.com

2011 Graph Expo Product Introduction

PostPress



**Heidelberg USA & Polar-Mohr
Polar 92XT Cutter/Bar Code Reader**

Booth 1200

The new bar code reader for the POLAR High Speed Cutter is a tool for operators to scan printed bar codes for the control of the High Speed cutter to automatically bring up or create new programs without manual intervention.

This is particularly interesting for digital jobs that are variable with diverse cut patterns where the bar code reader identifies and displays programs to the 18.5” touch screen automatically. so the operator can be most efficient keeping down time while the cutter keeps cutting.

Benefit is for the operator to gain valuable time for the cutter to cut efficiently and continuously as cutting makes money when the knife is moving and cutting paper.

The POLAR 92XT PLUS High Speed Guillotine Cutter is a 36” wide new model 10th generational cutter with 18.5” Touch Screen built for digital, commercial, industrial and specialty cutting segments. Its new digital enhancements: PNET/Compucut for Networking for automated off-line or in-line programming save time and money every time a program needs to be written.

www.us.heidelberg.com
www.polar-mohr.com

2011 Graph Expo Product Introduction

PostPress



**Muller Martini
Sigma Trimmer**

Booth 845

Muller Martini's SigmaTrimmer technology is designed for the finishing of both offset- or digitally-produced books in a one-off or short-run workflow. It is a fully-automated, zero makeready book trimming solution specifically developed for the book manufacturer that employs multiple entry-level perfect binders in their current production process. The trimmer cycles at up to 1,000 fully variable books per hour and utilizes three independently-driven knife elements to automatically trim books of varying sizes and thickness without any set-up, i.e., there is no changing of pressing pads or cassettes. Barcode technology ensures real-time, error-free machine set-up from book to book.

The SigmaTrimmer is part of Muller Martini's scalable SigmaLine technology, the world's first commercial-quality and totally modular digital book manufacturing system.

www.mullermartiniusa.com

2011 Graph Expo Product Introduction

PostPress



**Nordson Corporation
MiniPUR Adhesive Melter**

Booth 4407

Nordson MiniPUR™ melter systems simplify and economize polyurethane (PUR) adhesive use via a complete PUR application system in a “single box.” The MiniPUR melter protects the PUR from exposure to the moisture in air that can cause premature curing, but maintains a molten adhesive supply to be added to a wheel pot as needed.

The melter design uses low-cost, low-usage nitrogen gas supply to create a nitrogen blanket to protect adhesive from premature curing while in the tank and can maintain adhesive several days without losing bonding integrity. The tank-based system efficiently handles up to 4-liters of PUR material from various formats including slugs and pellets/pastels.

MiniPUR melters provide a low-cost, economical solution for premelting PUR for small binders. Currently premelting involves drums or pails of adhesive; the equipment needed to process PUR from pails and drums is more expensive than this tank-based system, and these bulk forms can result in adhesive waste as a smaller binder may not even be able to use a complete pail or drum of adhesive before it begins to lose bonding integrity.

Also, minimizing PUR in the pot but having it readily available means there is less waste of prematurely cured adhesive.

www.nordson.com/betterbook

2011 Product Introduction

PostPress



VITS America
Sprint Variable Imaging Stacker/Batcher

Booth 417

The new Vits America Sprint Variable Imaging Stacker/Batcher counts, batches, jogs and stacks shingled product in a 3 second cycle time, allowing for continuous production at line speed. The integrated vision system makes possible the presorting of imaged, direct mail pieces in-line with a commercial web or digital press.

The delivery can be configured in a number of ways.

- The stack can deliver to a simple indexing conveyor, where a packer would receive the stacks and box or palletize them.
- Paper banders or other types of banders can be installed on the delivery end so that the pusher puts the stacks directly into the bander.
- A robotic arm can be installed to deposit the stacks in a number of different containers (mail trays etc.)
- A lug conveyor can be supplied to take the stacks to a remote packaging system (shrink wrap etc.)
- The stacker is available in single or multiple stream configurations.

Utilization of this stacker/batcher on 27", 38" or 57" wide web presses eliminates the need for mail sorting post production. When postal mail sorting is not required, the stacker may still be used in a conventional manner.

www.nordson.com/betterbook

2011 Graph Expo Product Introduction

PostPress



Zechini Gra-FOR s.r.l.

Booth 4652

X-Case

(Hard Cover – Digital)

X-Case is a complete modular hard cover finishing system for the expanding world of digitally-printed short-run titles. X-Case consists of the Roby Junior 2 case-maker, X-Case and X-Case Plus for casing-in, the Special 85 book press, and the Cimatic book block joint forming module. The system produces hard cover cases, performs casing-in with the book block, completes pressing of the cased-in book, and produces a finished, cased-in book with the joint formed.

The complete X-Case system is capable of producing up to over 150 finished hard cover books per hour. Individual modules can produce more components. X-Case takes up little floor space, and operators can be trained on the system relatively quickly. X-Case can also produce calendars, game boards, display easels, four, and five-piece cases, and more.

In today's "on demand" short-run book production environment, X-Case offers the digital printer an opportunity to produce high-quality hard cover books on a "one-off" basis. X-Case serves the short-run hard cover and growing photo book segment.

www.zechini.com

2011 Graph Expo Product Introduction

PostPress

Individual Products



Pitney Bowes.

Booth 2010

SendSuite Live

(Shipping Solution)

SendSuite® Shipping Solution – Highly intelligent, multi-carrier, multi-site transportation management.

SendSuite enables the building of scalable shipping solutions that cover the range from mail center operations to production shipping. Compare real-time rates from multiple carriers, track inbound mail and manage costs all from a desktop or workstation.

SendSuite technology is the only system an organization will ever need to handle shipping responsibilities, whether they are managing warehouse inventory, running the mailroom or sending out an overnight package, according to Pitney Bowes.

SendSuite can help a printer manage:

- **Outgoing Mail** - SendSuite enables the comparison of real-time information from multiple carriers, so that informed choices based on delivery objectives, rates, service levels and business rules can be made. It will alert customers via e-mail or the Internet that their package has shipped.
- **Incoming Mail** - The smart way to manage incoming shipments, SendSuite technology tracks mail and packages from arrival at a facility to the moment they're handed to the intended recipient.
- **Postage Accounting** - Track shipping and mailing costs across the enterprise, with SendSuite's accounting capabilities. Charge costs back to internal and external customers.

www.pb.com

2011 Product Introduction

Individual Products



SCODIX

Booth 4422

Scodix 1200

(UV Inkjet – Special Effects)

The Scodix1200™ is a digital, UV inkjet, special effects device that delivers new dimensional enhancements to printing, creating sustainable, differentiating, value, according to Scodix.

The high-resolution inkjet device uses UV curable clear polymer to produce raised print effects with variable densities and gradations that add tangible height, texture and dimension to the item.

The Scodix1200™ Optical Print Alignment system (OPA) guides multiple inkjet nozzles in the device accurate, pinpoint placement of jetted clear polymer on a selected image running at 1,200 11.75” x 16.5” sph.

A fully digital enhancement process with zero setup for immediate printing, the Scodix1200™ enables printers to offer runs of any size. All image data is stored digitally for on-demand printing directly from a PC. Using a clean, green process, the device eliminates plates, molds, chemicals and solvents while significantly reducing overall energy usage.

The sheet fed device supports input from digital or offset presses, accepting a broad range of substrates ranging from 50-185 lbs. (135-500 gr/m²) and working with a variety of formats including 19 5/8” x 27 7/8” (B2) and 11 3/4” x 16 1/2” (A3). With print capabilities ranging from 20 to 70 microns in thickness, a variety of clear polymer patterns can be applied to the same print to easily achieve dual-sided embossing.

www.scodix.om

2011 Graph Expo Product Introduction

Individual Products



Canon USA, Inc.
DreamLabo 5000
(Photo/Book Printing)

Booth 1213

The DreamLabo 5000 offers the retail photo printing and the high-end print-on-demand (POD) markets a new alternative to traditional silver halide processing. The high-density FINE print head produces output up to 12 inches wide and delivers high-speed One-Pass Printing. When used with the automatic double-sided printing function the DreamLabo 5000 can print the contents of a 20-page A4-size (8.27" x 11.69") Photo Album in 72 seconds. The DreamLabo 5000's seven-color dye-based ink system adds photo cyan, photo magenta and gray to the four CMYK colors for smooth gradations and tonality. The optional Digital Photo Image Enhancement System automatically analyzes the images, determining the appropriate corrective adjustments for optimal print results. The printer can produce up to 40 photographic prints (4"x 6") in one minuteⁱ and supports a variety of media options.

www.usa.canon.com

2011 Graph Expo Product Introduction – Shipping 2012

Individual Products



ColorBurst Systems. CtP System

Booth 3041

The ColorBurst Digital Inkjet CTP System produces press-ready aluminum and polyester printing plates for use on 2-up and 4-up offset presses without the use of chemicals. This computer-to-plate system includes the ColorBurst CTP RIP and the ColorBurst Plate Press, and works with standard Epson UltraChrome® Ink on an Epson Stylus® Pro 4900, 7900, 9900, 7890, or 9890 inkjet printer. The ColorBurst Plate Press heat-cures the printed plates using a standard 120V-20A power connection, consuming less power than other 220V plate-curing units. The finished plates are rated for 20,000 impressions.

The ColorBurst CTP RIP builds output-independent separated plate images for each color found in the job (including CMYK, Pantone®, and custom spot colors). Once separations are built, the line screen, screen angle, or plate size can be changed without rebuilding separations. ColorBurst's proprietary custom microweave extends the capabilities of Epson printers beyond what the printer's firmware can deliver, allowing line screens up to 200 LPI. The ColorBurst CTP RIP can also be used for progressive separations in CMYK with spot colors, composite halftone dot proofing, color-accurate continuous-tone ICC color proofing, and print-for-pay work.

www.colorburstrip.com

2011 Product Introduction

Individual Products



GMG Americas
Color & Flex Proof
(Proofing)

Booth 227

With the help of GMG ColorProof or GMG FlexoProof, printers can create color-accurate proofs directly on the substrate they will be printed on using a Roland sheetfed device. For commercial printers, almost true ‘press proofs’ can be printed on the final stock, useful for fine, high end uncoated papers. For converters, color accurate prototypes with exact screening and simulated misregistration can be built on the correct substrate.

GMG’s created a direct driver for the Roland VersaUV LEC-330 with sheetfed capabilities, an inkjet printer that prints on virtually any sheetfed substrate with two extra units (varnishes, or white). Thus, GMG ColorProof or GMG FlexoProof can print directly to the printer rather than sending files to the printer’s RIP. GMG ColorProof can accurately calibrate digital inkjet proofing engines to produce digital contract color proofs precisely matched to the printing process. Converters use GMG FlexoProof for digital proofing of packaging/flexographic jobs. FlexoProof includes GMG SpotColor editor, unlimited spot color databases, and multiple Pantone® Libraries. FlexoProof and DotProof® generate contract-quality halftone proofs from the same one-bit data used by film or platesetter RIPs. These features allow highly accurate proofing of jobs as they will appear under actual printing conditions.

www.gmgcolor.com

2011 Graph Expo Product Introduction

Individual Products



EFI
Fiery System 10
(Workflow Calibration)

Booth 2000

EFI Fiery® digital print servers drive the latest generation production and digital print engines from leading manufacturers such as Canon, Konica Minolta, Ricoh and Xerox. In August, EFI launched a new technology platform, Fiery System 10, which combines latest generation hardware with new, advanced features designed to exceed the demanding requirements of pre-press and production customers.

These environments must produce accurate color to satisfy their customers. The cornerstone of achieving accurate color is for it to be printed consistently over time, and this is achieved through calibration. Calibration ensures that the same color can be reproduced over time regardless of changes that can affect color, such as temperature, humidity, paper stock, change of toners, etc.

www.efi.com

2011 Graph Expo Product Introduction

Individual Products



EFI
Prinergy – Fiery Integration
(Kodak-EFI Integration)

Booth 2000

The Kodak Prinergy Workflow and EFI Fiery controller integration enables existing Prinergy users to submit jobs to and manage one or more Fiery-controlled digital print engines.

Prinergy Workflow v5.2 connected via Fiery JDF technology relies on the built-in JDF capabilities of Fiery controllers to offer centralized job management and output from a single common user interface. This drives true, blended (offset/digital) production, allowing last minute changes to jobs and the ability to move jobs from offset to digital with a few simple clicks.

The centralized solution achieved by this new bi-directional JDF/JMF integrated workflow enables the Prinergy Workflow operator to view engine and job status, including Fiery Paper Catalog entries with tray information, and status of live engines and jobs . This aids decision making for the operator, enabling him/her to route jobs to the most cost effective device in order to maximize productivity.

www.efi.com

2011 Product Introduction

Individual Products



EFI
Enhance Visual Editor
(Image Correction)

Booth 2000

Image Enhance Visual Editor (IEVE) is an image correction and enhancement tool accessed directly from the Fiery Command WorkStation print job management and user interface software.

IEVE processes any PDF or PostScript job present on the Fiery server and presents the user with a thumbnail preview of images in each page.

Users can select an image thumbnail to get a larger preview and can manually apply image enhancement settings to it with controls for standard adjustment parameters, including tone optimization, highlight or shadow enhancement, color balance or saturation, sharpening, and red-eye reduction.

An Automatic preset is always available which gives enhancement for problematic images. The Automatic preset or any user defined preset can be fine-tuned and saved as a new preset for use on other images, pages or jobs.

Image enhancements are applied when saving files back to the Fiery server. A Proof Print function is available so that the user can proof their enhancement work as they go. PDF edits are made so that they are non-destructive and can be undone or fine-tuned when the file is opened into a new IEVE session.

www.efi.com

2011 Product Introduction

Individual Products



EFI
Fiery Dashboard
(Information Analysis)

Booth 2000

Fiery Dashboard is a cloud-based information collection and data-analysis tool that gives print production managers access to digital print engine data to help them make proactive business decisions. Fiery Dashboard is accessed via any web browser, making it an information service accessible from anywhere at any time.

Fiery Dashboard works with any Fiery System 8 and newer controller. It requires a lightweight data collection agent, which serves to gather information and send it to the cloud for presentation and analysis.

Fiery Dashboard provides:

- Widgets which are grouped onto logical pages or which can be placed on a custom dashboard page so users see only those relevant data points, all on one screen.
- Real-time analytics that collect information on engine uptime, utilization, use of assets and consumables, as well as cancelled jobs, paper jams and color and B&W total click counts.
- At-a-glance view of the actual engine utilization against capacity to understand print site's full potential.
- Job costing information such as waste, consumables, paper jams and downtime.
- Customizable views to focus on specific printers, define targets for engine utilization or choose a different data range.
- Data export to other third-party tools for other reporting purposes.

www.efi.com

2011 Graph Expo Product Introduction

Individual Products



EFI

Booth 2000

Fiery Color Profiler Suite v3.1

(Color Management)

Fiery Color Profiler Suite (CPS) 3.1 is a complete color management solution for creating ICC profiles and performing color quality assurance in every stage of graphic arts workflows.

The suite is based on EFI's color management technology and is fully integrated with the Fiery controller to simplify digital print color control and enable color management optimization.

Version 3.1 provides users with a toolkit that further enables customers to address all color management and control needs in-house. These include tools for making monitor profiles, output profiles for all device classes, and tools for analyzing color quality against industry or custom press standards.

CPS includes an enhanced Device Linker that supports extended iterative enhancements to create device link profiles optimized to match industry standards on digital printers. This now includes support for re-optimizing device link profiles over time to bring color precision back to original tolerance. CPS adds a new display profiling package and includes full automation support for the i1 IO at all steps in the process. CPS includes updated color quality verification tools to ensure color consistency at all times in both Fiery and conventional workflows, supporting the new ΔH color metric used with several industry standards including FOGRA.

www.efi.com

2011 Graph Expo Product Introduction

Individual Products



**Mohawk Fine Papers
Bravo Digital Substrates**

Booth 129

Mohawk Bravo Digital Substrates is a portfolio of specialty synthetic and paper substrates for digital color production presses. The portfolio is comprised of products in four main categories: Pressure Sensitive, Synthetics, Embedded, and Magnetic. Over twenty new products join the Mohawk Digital substrate family to offer digital printers of all sizes the flexibility to find the right quality materials for their high value printed products. These products are engineered for reliable print performance in digital equipment of all sizes including those utilizing both dry toner and HP Indigo ElectroInk. The products are available in a range of sizes to accommodate a variety of applications from 8.5"x11" to 12"x18". The synthetic materials are available in 5 mil and 7 mil Polyester and 10 mil and 15 mil PVC. A variety of adhesives including Permanent, Removable, Ultra Removable, and Ultra Cling are available in the Pressure Sensitive materials made of Vinyl, Paper, or Polyester. The magnetic products include a semi-gloss and matte finish in 13 pt, 14 pt, and 17 pt thicknesses. Lastly, the Embedded materials consist of synthetic or magnetic cards embedded into paper and are available in 1-up, 2-up, and 4-up formats.

www.mohawkpaper.com

2011 Graph Expo Product Introduction

Individual Products



Mohawk Fine Papers Panoramic Papers

Booth 129

Mohawk Panoramic papers allow the creation of books and brochures without a gutter. Mohawk Panoramic papers print one side and have a cohesive on the other side. Every bound spread is a readers spread and is ideal for creating elegant bound books and dramatic photo albums. With this cohesive technology, finished pages are permanently fused together using simple bindery techniques. These revolutionary papers allow photos to flow seamlessly across the fold and eliminate color match issues across the spread. Mohawk Panoramic papers feature TRU-Flat® cohesive technology from Convertible Solutions. Several high performance book block papers are offered for interior pages including new Panoramic proPhoto, a silver-halide like paper for photo rich pages. End leaf papers for adhering covers to hardcover cases are also available. These vellum sheets are available in two forms: half cohesive/half untreated or half cohesive/half pressure sensitive adhesive. The Graphic White shade is also treated with Mohawk digital i-Tone for excellent digital imaging performance.

www.mohawkpaper.com/panoramic

2011 Product Introduction

Individual Products



Nominees

All of the products being exhibited at this year's show were eligible for Must See 'ems recognition consideration. Exhibitors' submitted information and the Selection Committee surveyed the more than 1,800 products to be exhibited at Graph Expo 2011 to nominate 136 products for detailed evaluation. While all nominated products had interesting characteristics and merit for printer consideration, not all achieved Must See 'ems or Worth-a-Look status. Forty-three printer-useful products that were nominated but did not receive recognition awards were the following:

<u>Company – Product – Description</u>	<u>Booth #</u>
AGFA – Azura Vi – Printing plate	Booth 1227
AGFA - Azura C65 Cleanout Unit – Ctp	Booth 1227
AGFA – Synaps UV – Synthetic paper	Booth 1227
AGFA – Ultima Clean-Out Unit – CtP	Booth 1227
AmazingPrint.com – Web to Print Solutions -	Booth 4552
Bell and Howell – Harmonix software – Inserter	Booth 3611
Compart North America Inc. – DocBridge Delta – VDP software	Booth 152
ECRM, Inc. – DPP 1200 – Digital press	Booth 353
EFI – Fiery XF Server – Wide format software	Booth 2000
EFI – VUTEk GS2000 – Superwide UV printer	Booth 2000
Epson America – Epson Stylus Pro 3880, 4900, 7890, and 9890 Designer Edition – Several wide format	Booth 635
Glunz & Jensen, Inc. – PlateWriter 3000 – CtP	Booth 432
GMG Americas – SmartProfiler and GMG Colorserver – Color mgt.	Booth 227
Grow Socially, Inc – On-Line Marketing Services - Mobile Web Design	Booth 3662
Heidelberg USA, Inc – Ricoh Pro C901/901s – Digital press	Booth 1200
Heidelberg USA, Inc – Press Registration Evaluation – Service	Booth 1200
Heidelberg USA, Inc – Speedmaster SM52-5+L Anicolor - Offset press	Booth 1200
Heidelberg USA, Inc – Prinect Web-to-Print Manager –	Booth 1200
Heidelberg USA, Inc – Prinect Color Tool Box – Color mgt.	Booth 1200
Ricoh - Infoprint Solutions Managed ADF Services – Workflow	Booth 2600
IT Supplies – ITS Pro “Chrome Metallic Luster” (CPL) – IJ paper	Booth 254
IT Supplies – ITS Pro “StayFlat Roll Up Banner Glossy” – Wide format media	Booth 254
IT Supplies – ITS Pro “StretchIT Gallerie Wrap” (293339) -	Booth 254
Imaging Technologies, Inc. - Closed loop sidelay control - slitter/rewinders	Booth 2937
Intec Printing Solutions Corporation – Multi-media conveyor system –	Booth 4638

<u>Company – Product – Description</u>	<u>Booth #</u>
Metafix Inc. – Metafix Fountain Solutions Control System	Booth 154
Nordson Corporation – PURBlue Adhesive Melter –	Booth 4407
Océ North America – Océ Arizona 550 GT –	Booth 1213
Pitman, an AGFA company – SunLit Intense – Offset ink	Booth 1227
ProImage America Inc – NewsWay Press Register – (Offset)	Booth 2461
PTI Marketing Technologies – MarcomCentral – Web-to-Print	Booth 744
Riso, Inc – Digital Stencil Duplicator	Booth 2238
Riso, Inc – ComColor 9050 – 4C inkjet – sheetfed	Booth 2238
Riso, Inc – ComColor 7050 – 4C Inkjet sheetfed	Booth 2238
Rochester Software Associates – WebCRD – Web-to-Print	Booth 646
Transformation, Inc. – Uluro – Print/Mail software	Booth 4306
Van Son Holland Ink Corporation of America – Wide format IJ Inks	Booth 2651
Virtual Systems – Mail-Shop v8.3 – Mailing software	Booth 459
Xanté – iQueue – Digital press software	Booth 5033
Xerox Corporation – Xerox Clearly Different Program – Business Dev.	Booth 400
Xerox Corporation – Xerox Color 550/560 Printer – Digital press	Booth 400
Xerox Corporation – Xerox FreeFlow Workflow Automation – Web-to-Print	Booth 400
Xerox Corporation – GMC Intergrated Solutions for Xerox Open Solutions Platform –	Booth 400

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