

INKJET PRINTERS, SIGNAGE, CUTTERS AND LAMINATORS, INK & SUBSTRATES



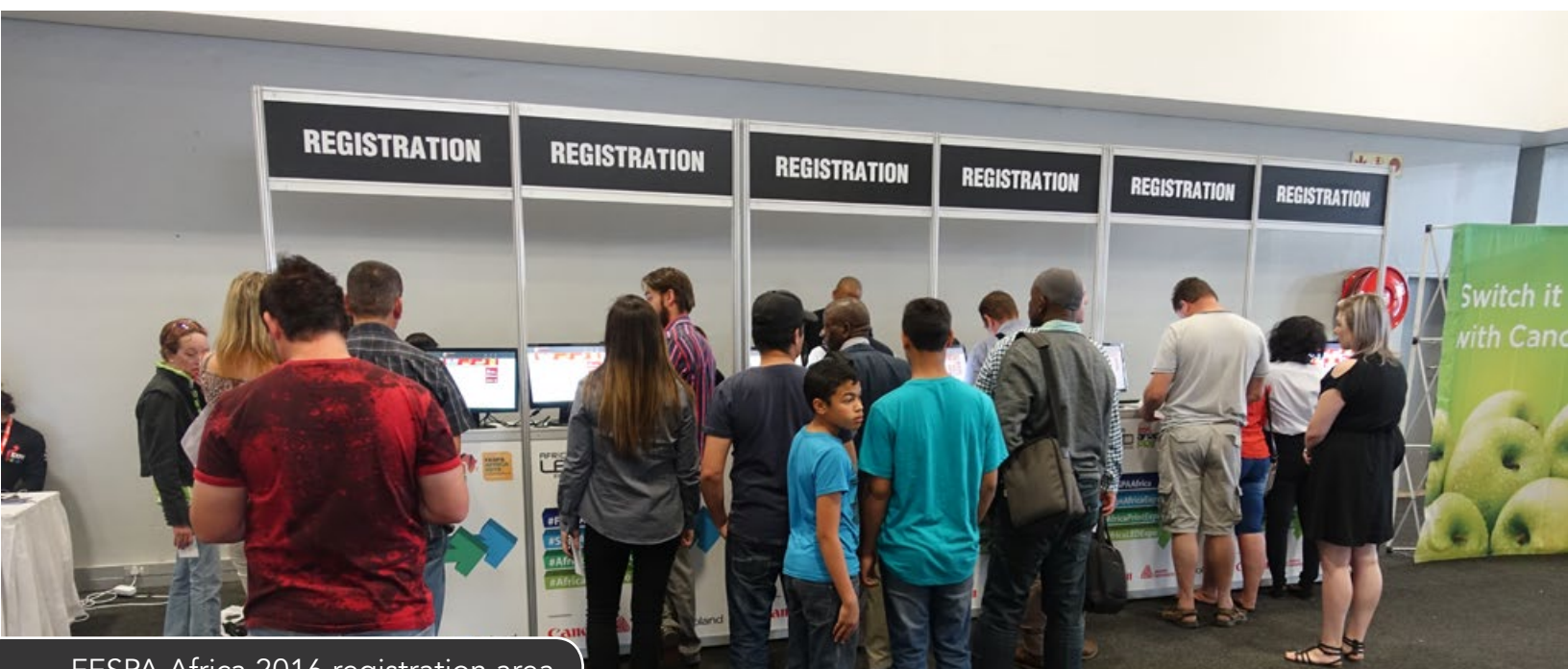
FESPA AFRICA 2016

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*All items in this list are hot links



FESPA Africa 2016 registration area

Introduction

FESPA Africa is co-located with Sign Africa and Africa Print in Johannesburg, South Africa. This cooperative trio offers many advantages, namely the presence of office toner printers and comparable short-run digital printers as well as office inkjet printers. These are almost totally lacking at signage expos in the USA: only Graphics of the Americas in Florida has lots of brands of office printers on exhibit.

Another advantage of FESPA Africa is that this expo is not back-to-back with a competing expo. For example, in China there are simply too many printer expos, so it is tough for the distributors around the world to figure out which is worth attending (tip from FLAAR: APPPEXPO is the largest and best for inkjet, media and substrates, inkjet inks, and cutters).

In Europe most of the VISCOM brand of expos have diminished as FESPA (especially in Germany) has risen steadily in size and prestige. Ten years ago I visited VISCOM Madrid (Sign Spain or whatever else it was also called; now no longer exists at all). I attended VISCOM Paris (friendly Press Room and nice atmosphere in the expo, albeit small). VISCOM Milano I used to attend every year until two years in a row it dropped dramatically (but the organizers tried to pump up space by having triple-width aisles and even diagonal aisles!). VISCOM in Germany I used to attend but FESPA 2017 in Hamburg will be so much larger that we at FLAAR Reports focus on FESPA there.

Another advantage of FESPA Africa, Sign Africa and Africa Print is that the organizers are also the editors of the leading printer trade magazines in southern Africa. We at FLAAR enjoy writing for these trade magazines to assist print shops and distributors throughout southern Africa. Plus the expo organizing team is hospitable, capable, and pleasant to work with.



FESPA Africa 2016 entrance sign

UV-Curing Printers

Efi had several booths: Xerox was one (BYTES); GTS (GSW) was another.



Efi VUTEk GS3250Lx Pro



Efi VUTEk 1625LED



Oce (Canon Oce) exhibited their flatbed printers. I did not notice anything about the new UV Gel ink from Canon. This was first hinted at during Drupa and then presented in a public lectures inside the Canon booth at SGIA (the week after FESPA Africa). The purpose of UV Gel ink from Canon is to compete with HP latex ink.

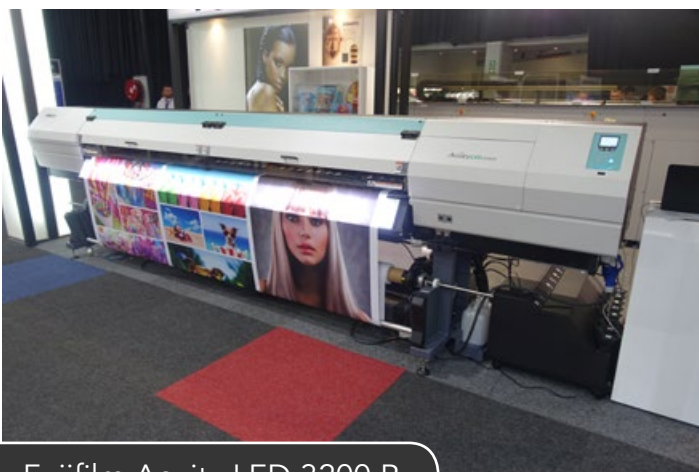


OCE Canon Arizona

So it will take a while to see whether UV Gel is viable, or just a dream which looks nice in an R&D lab but does not survive out in the real world. Sepiax had that issue: great when we experienced it in a lab, but we soon found out that out in the real world it did not function (because no printer manufacturer was willing to create a printer to handle the quirks of this unusual ink).



Fujifilm UVSTAR



Fujifilm Acuity LED 3200 R



Fujifilm Acuity Advance Select H5



Mimaki UJF-6042

Fujifilm had a large booth with an impressive quantity of new models of UV-curing printers.

Mimaki had a wide range of sizes of UV-curing printers. Roland had their desktop units and roll-to-roll, but no actual true full-sized flatbed.

Several brands of Chinese UV-curing printers were on exhibit.



Mimaki UJF-3042 HG





Liyu UV printer



Challenger



HandTop HT3020UV-K



Solvent Ink Printers

The distributor for Seiko solvent printers (SYTECH) now had these printers featuring the OKI brand.



Several brands of Chinese printers were on exhibit. MooTooM (formerly MooTooH) had an exhibit and their top executive was in the booth. I have been to his nice factory in China.

We looked for RTZ Flora and found their name on the wall of a booth: but no actual printers. We hope they will be exhibited in 2017.

Mimaki, Roland, Mutoh, and Epson all had booths. The GSW-Mimaki booth and the Roland booth were spacious as usual every year. Roland is now featuring printers which have printheads no longer of Epson. And the ink also is no longer coming via Epson (obviously Epson does not tend to make ink itself, but it's income comes from selling ink to pump through its printheads via Roland, Mutoh, and Mimaki).



Mootoom solvent printer



Mimaki CJV 300-160

Mimaki has already move away from Epson heads in more than half of its models; Mimaki now offers Ricoh, Toshiba Tec, and Panasonic heads. It took Roland many years to get to this point. Of course Roland does not identify the brand of the non-Epson head. It took me several hours to learn which brand and which model they were. For anything of this nature we prefer to hear from several different people, so we can be sure the identification is correct. This information we have in the TRENDS level reports, which you can order.



Roland Soljet EJ-640

In some countries there are more UV printers than solvent printers on display in a major trade show. In other countries there are more solvent printers. This information is helpful to ink manufacturers, so they can learn which inks they should be focusing on for each different part of the world. We also keep track of what print heads are being used in which printers, since this information is helpful to ink manufacturers.



Challenger FY-3286 J



Ruijie solvent printer

Latex Ink Printers

Latex ink printers from brands other than HP were not on exhibit anywhere that I noticed.

HP Latex 330 in booth of HP
Graficomp

HP Latex 370 in booth of HP
Graficomp

HP Latex 310 in booth of Midcomp

Two HP latex 360 printers in the booth
of Midcomp



HP Latex 310

It is ironic that almost no innovative inks appear from Japanese companies with the same level of backing as latex ink from HP. The latex ink from Mimaki, and my favorite SUV ink from Mimaki, have not been emphasized now for two years. Booths in most expos simply ignore the printers with these inks and neither exhibit nor promote them whatsoever.

It would have been so helpful to have competition in the world of latex, and to have the benefits of SUV ink (a surface that did not look and feel like beach sand). Plus SUV ink was bright and colorful; most UV-cured prints are matte (at best).



HP Latex 360

Water-based Printers

Canon iPF6400ST

Canon iPF6450

Canon iPF8400S

Canon iPF 785 with copier/scanner

Epson T5200D, with scanner above

Epson P6000

Epson P7000

Epson P9000

Epson P10000

HP Designjet Z5400, all in booth of

HP Graficomp

HP Designjet Z6600

HP Designjet T3500

HP T830 print scan copy



HP Designjet Z6600

Inks

As I visit signage and printer expos around the world I notice that a lot of brands of ink are shown only as a logo on the wall of a booth. Full-scale ink booths do still occur, but not as commonly as in past years.



Optima Ink booth



EPTA INKS booth

An example of a totally-ink-oriented booth was nutec digital ink.



Nutec Digital Ink booth

Printable Media & Substrates

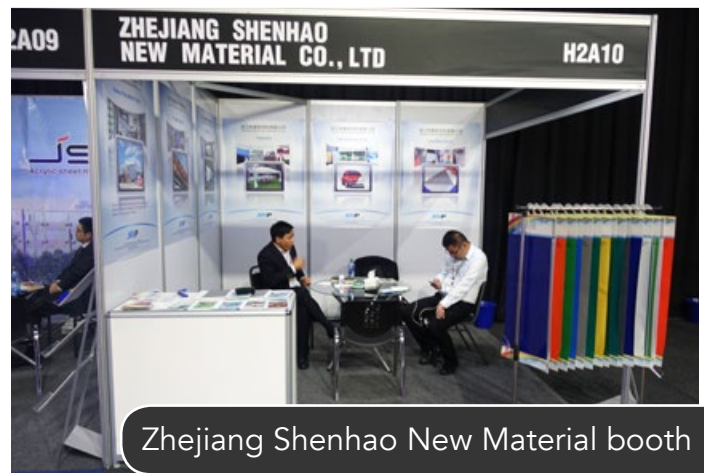
HEXIS, ORAFOL, and other media was in the booth of FALCON. The maizey booth was filled with media and substrates. GSW provides printable materials as part of their total solution concept (one-stop supplier).



HEXIS in the booth of FALCON

Many Chinese factories had booths.

Overall, as you can see by all the photographs which we show here, there were opportunities to see a wide range of printable materials.



Zhejiang Shenhao New Material booth



Allrich Sign Material Supplies booth

Laminators & Coaters

Most of the laminators were entry-level brands made in China. That is the trend around the world: not many really wide laminators are exhibited at signage trade shows.

Since there is a South African manufacturer of a flatbed applicator (flatbed laminator) you did not see very many European brands.



Clear Solutions booth

Coaters are different than laminators: coaters are to add a surface appearance or texture which you can't get from ink or media alone. The coating is not as protective as a layer of laminate. Only about 50% of the expos around the world had coaters on exhibit.



Ezee Applicator

Flatbed Cutters



Kongsberg XP ESKO Artwork

CNC routers, CO2 laser engravers, and XY digital flatbed cutters were visible in many parts of the halls. There were Chinese brands and also international brands such as trotec.

ESKO Kongsberg, Zund, and other international brands were also present. The key person of ARISTO in Germany was in the distributor booth, kemtek.



iEcho



Epson SureColor F6200

Textile Printers

Entry-level printers for transfer paper are the most common at sign trade shows. So Epson, Mutoh, and Roland offer these, as do printers made in China.

Mid-range textile printers are expected of Mimaki. The DigiFab booth had a sticky-belt textile printer. Note: this is the DigiFab of South Africa; not the DigiFab of USA and Latin America.

Efi had its nice FabriVu 340 with Kyocera print heads.

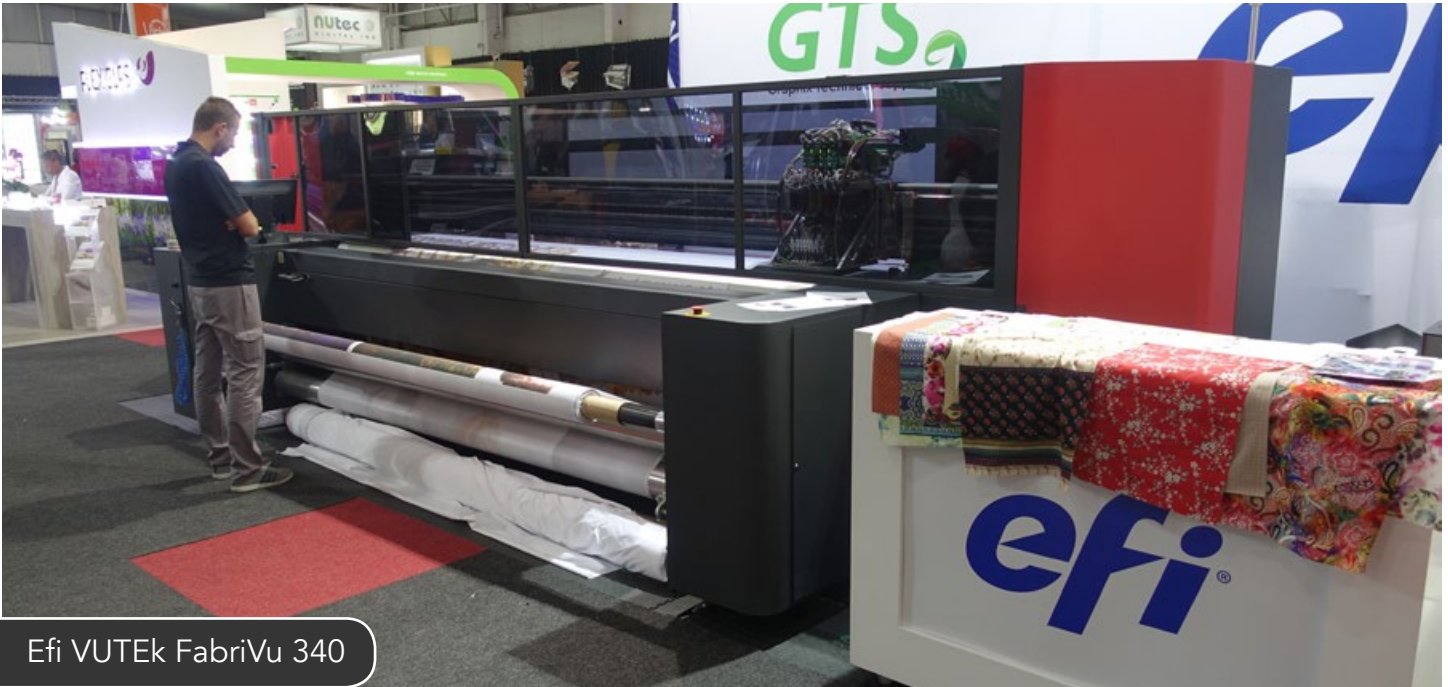
What was noticeable at this Johannesburg trade show was the number of calendaring machines. Monti Antonio, transmatic, and four others were present. Several other expos this year did not have calendaring machines even though printers for transfer paper were everywhere.



Avanti A-180



DIP printer and Calendaring machine



Efi VUTEk FabriVu 340



Avanti A 180 D



Roland Texart RT-640



DIP



Phoenix 3200

T-shirt Printers

Lots of T-shirt Printers, including OKI (for toner on transfer paper).



OKI Pro 6410 NeonColor

Rexx has a popular booth each year for T-shirts.

Brother had a nice booth with capable and experienced people, both local and from their European office. During the evening expo event they invited me to join them at their table, so I had an opportunity to meet them all. The next day I brought some of our Mayan-themed cartoon drawings for test-printing on their T-shirts. We will show the results and discuss the Brother T-shirt workflow in a separate FLAAR Reports.



Brother GT-3 Series



Software

Caldera representative was present, in booth of Midcomp.



ONYX booth

ONYX RIP had their own booth.

Optimus, MIS, web to print was one of the few software companies other than RIP which exhibited. This is typical, in part because many of the printing performance improvement software companies have been bought by EFI VUTEK.



Optimus booth

Toner Printers at AFRICA Print 2016

FESPA Africa + AFRICA Print is a good example of an expo worth attending since it offers both wide-format inkjet, T-shirts and textile printers, plus a wide range of office printers and office short-run digital presses.



NASHUA Ricoh Pro C7100

There was such a good range of office and short-run digital presses at AFRICA Print 2016 that we are issuing this as a separate FLAAR Report. Canon, Canon Océ, OKI, and RISO were the main brands of desktop and office printers that I noticed. There were several other brands that I am not yet familiar with.



Xerox Versant 80 Press printer review



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We brought our own test samples (brightly colored front covers of comic-books which we are preparing in Guatemala on the fascinating wild animals and rare tropical flowers.

We did test prints on Canon imagePRESS C10000VP
NASHUA Pro series (Ricoh)
And RISO ComColor GD (inkjet, all others were toner).



Canon imagePRESS C10000VP printer review



RISO booth

It was nice to visit the RISO booth, since at other wide-format and signage expos around the world it is rare to find office printers and copiers. RISO uses oil-based pigment ink: these are not toner printers.

As print samples I brought our MayanToons comic-book style illustrations from Guatemala. You can see all these entertaining drawings about plants and animals of the Mayan culture on www.MayanToons.org.



RISO ComColor G9630 printer review

3D

In the last few years both GOA and FESPA Africa had a nice selection of 3D printers. Thus I was surprised that there was only one booth of 3D printers at GOA 2016 and not many at FESPA Africa 2016. But I did find one of the most impressive "3D decorated" booths at FESPA Africa 2016, the kemtek booth. This was so totally 3D decorated that we issue a separate FLAAR Report on it.



Kemtek booth with nice 3D decoration



**3D Kemtek booth report.
Get it now**

Conspicuously absent are 3D printers from HP and Mimaki. And the 3D printers from Roland are put in a row, but no excitement, no focus. Otherwise the Roland booth was popular and had lots of people available to attend to visitors. But the 3D machines were not being used.



Roland MPX-90

For thermoformed 3D, in past years exhibits had remarkable examples of things as deep as an entire bathtub as a result of specifically South African ink chemistry development. None of that was present in 2016. I saw only one tiny model 300XQ from Formech.

But at least there was an exhibit from the EFI H1625-SD.

Lots of people ask about 3D, so it would be nice to have a MASSIVit on exhibit in 2017, and the Mimaki series and HP series. And when a 3D printer is present: more activity to explain the technology to attendees.



Formech 300XQ

Thermo-forming Equipment

Formech 300 was in the Sign-Tronic booth. Thermoforming allows you to produce 3-dimensional signage more quickly and more easily than with a "3D printer."



Formech 300 thermoformed sample

South Africa is a popular destination

The airport shops show a diverse variety of local styles of handicrafts.

So far I have not had time to travel to the famous national parks, so have never been on a safari in Africa. But if you come here with your spouse, your children, or a friend which you enjoy sharing traveling the world with, then you can find a lot to enjoy in South Africa and neighboring countries.



handcrafts at the airport shops

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Summary and Conclusions on FESPA Africa, Sign Africa, Africa Print

This is the first time we have issued so many FLAAR Reports on this nice expo in South Africa. But frankly there is a lot to see here at the co-located printer trade shows.

In a previous year we found more 3D printers so hope to see more in 2017, though during 2016 we found only one signage printer expo anywhere in the world with a good show of 3D printers.

We found lots of UV-cured, solvent, and textile printers, plus a good range of printable media and substrates, cutters of all the kinds that you need to look at.

The expo halls are new and modern and the exhibit booths are all professional. People here are hospitable and helpful. So attending FESPA Africa is both enjoyable and educational.

No matter in what country you are, or what your products are, we recommend visiting the 2017 events, 13-15 September, 2017.

www.FespaAfrica.com
www.SignAfricaExpo.com





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