



FLAAR Trade Show
Reports

October 2011

Wide-Format Printers

At

Viscom

Duesseldorf

2011

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Introduction



The first day I went straight from the airport to the trade show. The first edition was a few notes.

Now that I have recuperated from jet-lag there is more information, a more complete list of UV-cured printers is provided, plus more photographs also.

There will also be two other levels: one with comparative tabulations; and the TRENDS. There will be lists of solvent printers textile printers, flatbed cutters, etc. So keep returning for future editions.

HP was present, but followed their trend at trade shows around the world: small er booth and with no heavy duty HP Scitex UV-cured machines. Clearly HP is focused on their latex ink concept. In distinction, efi VUTEk had three booths with the efi logo.

UV-cured printers

Attendance



The first day there was adequate attendance but the second day there were a lot more people. Attendance the third day, Saturday, was acceptable. But on no day were there the sheer mass of visitors as you see at Serigrafia in Brazil.

Shrinking trade shows

FLAAR Reports is interested in working more with trade show organizers to increase attendance at their events. The first step is polite constructive critique, which we have included in our separate TRENDS version.

Our advantage is that we our outside looking at the reality of printer expos around the world. So we can comment on things that an expo organizer staff would be cautious about mentioning. It is tough to be a new employee and tell your boss what is perhaps not a good idea with the trade show.

If there was a “Show Daily” it was kept well hidden



Handing out magazines, but this was not a Show Daily.

Most trade shows have a Show Daily (albeit they are 90% PR releases and other forms of advertising). But if there was any Show Daily here, it was well hidden.

In past years SIP provided the best Show Daily of any trade show in Europe: good coverage and articles with independent comments (so a lot more than just PR releases disguised as articles).

Best Sample Photographs in booths

The nicest photographs that were shown as print samples were those of

- Spider and insect photos in Gröner booth
- JETRIX photos in COMPLOTT PAPIER UNION booth
- photos in Teckwin booth



Spider photo example
Gröner booth

UV-cured printers

Agfa :Anapurna M2050, combo belt flatbed.

Agfa :Anapurna M1600 in booth of Spandex.

Durst Omega 1 in booth of Outdoor.

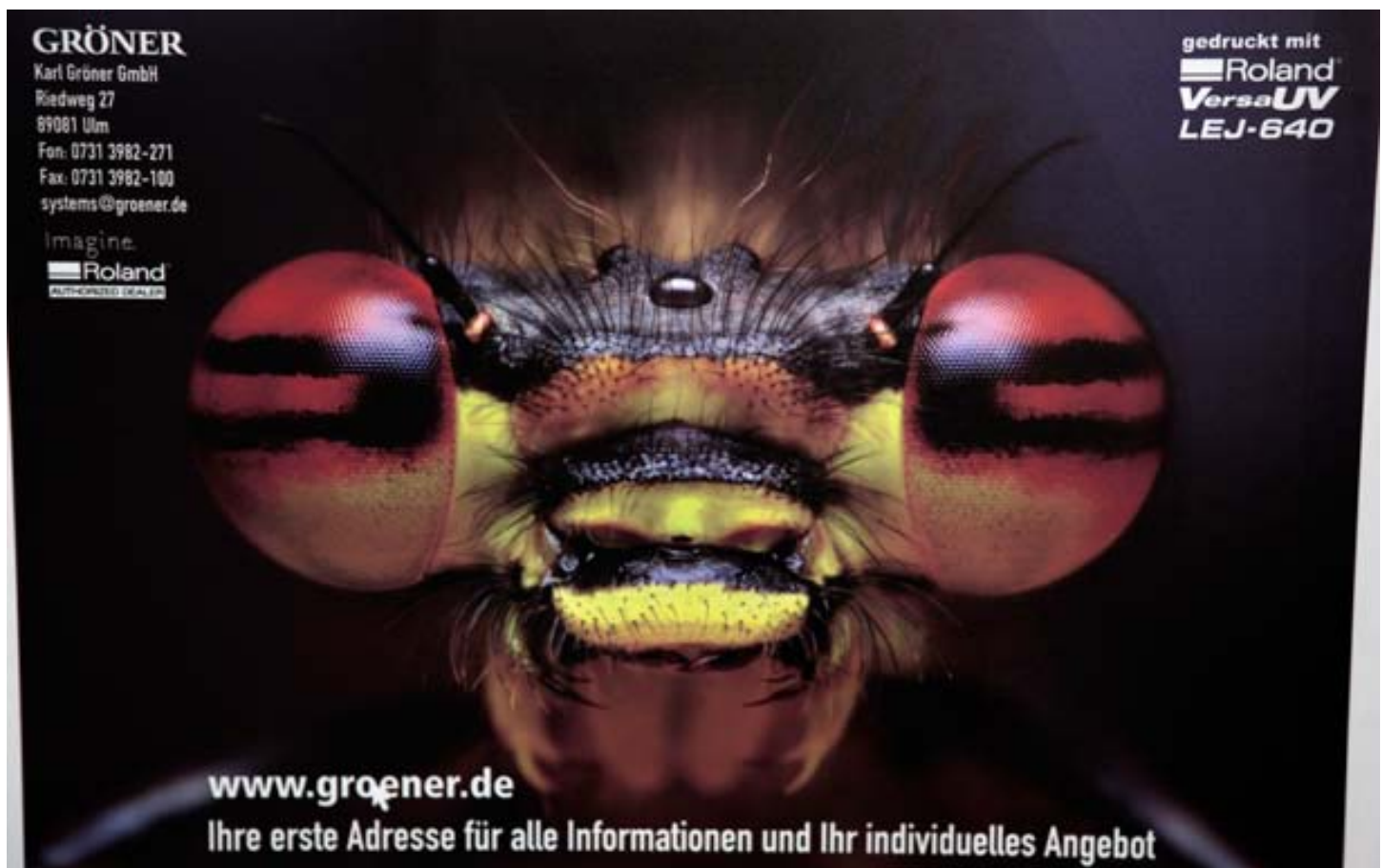
DYSS, combo table, Apollo 2216, in booth of Farben-Frikell.

Efi Rastek Daytona T 660 dedicated flatbed in esc booth

HP Scitex FB500

JETRIX 3015FQ, a well-engineered dedicated flatbed printer

Fujifilm Acuity LED1600. We discuss this new UV-cured hybrid printer in the \$320 version of the FLAAR Reports on VISCOM Duesseldorf 2011: where it is made. In the TRENDS version of this report, we discuss the pros-and cons of using grit rollers to move thick materials and thereby whether any hybrid style UV-cured printer has a chance in today's market. Plus the TRENDS discuss how all the new inks and technologies that will be launched at DRUPA will potentially impact hybrid UV printers of all brands.



Insect photo example
Groener booth

Neolt Asterjet 2200, hybrid, in booth of **TechnoPlot**. Again, we discuss the issues, and advantages, of grit-rollers for thick material in the TRENDS edition.

Oce Arizona 360 GT in Canon-Oce booth

Mimaki, UJV-160, with no hybrid tables (so only as roll to roll)
Mimaki JFX-1631plus, in Mimaki booth
Mimaki UJF-706 uv flatbed, rarely exhibited anywhere

at least four booths had the UJF-3042

- Mimaki UJF-3042, in booth of ESC.
- Mimaki UJF-3042 in Mimaki booth
- Mimaki UJF-3042FX in Mimaki booth.
- Mimaki UJF-3042FX in Forever booth
- Mimaki UJF-3042 DP Solutions booth



Mimaki UJF-706 uv flatbed

Roland Versa UV LEF-12 (desktop sized). One in Roland booth, one elsewhere.
 Roland 640 with table in booth of Roland
 Roland LEC-540, all in Roland booth
 Roland LE-640 with table in booth of Gröner

SwissQprint Impala in booth of distributor, SIHL

Teckwin dedicated flatbed in their own booth.
The print samples around the printer looked very nice.

Roland LEF-640 with table

Conspicuous by their absence from the UV market in Duesseldorf

Durst Omega 1 was present but Durst itself was definitely not present.

GCC laserPro CO2 laser cutters were present, but no UV-cured printer whatsoever.

Several other UV-cured brands were also missing from the German market. We wish success to all brands, but unless they are at a trade show, or have significant alternative ways of reaching the eyes of printshop owners and managers, it is tough to compete with the more active brands.

Flatbed cutters

Kongsberg cutters in two booths: distributor and also booth of Esko Artwork.
Kongsberg iXL 24 in booth of distributor.

Zund had a large booth with at least two cutters plus a third cutter in the booth of Oce.

Hardly any Chinese UV-cured printers

Only one Chinese UV-cured printer brand, and only one model. And their former key person, Wolfgang Hey, is now independent consultant. Wolfgang has years of experience in all aspects of wide-format printers of major brands. We do not yet know the new folks at Teckwin Germany, though did meet their new UK distributor.

Zero Chinese solvent printers

Last year there was one Chinese solvent printer. This year nothing. And the distributor from last year, Mtec Drucksysteme, was not present at VISCOM in 2011.

Water-based printers

HP Designjet Z6200 in HP booth
HP with no model # in booth of Basya.

Several Canon water-based printers in their booth.
Several Epson water-based printers in their booth.

Zero Chinese printers with DX5 printheads

Since there were no Chinese printers (other than one solitary Teckwin UV) there were no DX5 printheaded printers (other than obviously Mimaki and Roland). Mutoh is now using the Epson DX7 printhead, but the Chinese have been using that head since February already.

Solvent printers

Mimaki, Roland, Mutoh, Epson for eco-solvent.

Seiko had two nice mild-solvent printers, both with new features. We will show these in future updates of this report (we are buried by preparation for SGIA).

D.G.I. was conspicuous by its absence: no solvent and not even any textile printers.



HP latex ink printer

HP Latex ink printers

These are not really “water-based” and of course definitely not full-solvent either, so we list them in an independent classification of latex ink.

HP Scitex LX850 in HP booth.

HP Designjet L25500 in HP booth and in one or two other booths.

I was surprised that the booth featured the HP L25500 when the HP Designjet L26500 latex ink printer was already on the Internet for weeks and weeks and other models are already in the pipeline.

Reprographic printers

Oce ColorWave 600 Poster Printer (Oce ColorWave 600PP)

No KIP printer present whatsoever.



SIP magazines examples

Trade Magazines

The magazine we know the best for German language areas is SIP, published by WNP Verlag, in Munich.



GraphicDisplayCommunity trade magazine booth

There are many good trade magazines in the UK and Western Europe. The one we know best is GD PRO, from Graphic Display Community. Here is the editor, Michael Lyons, at work in his booth with colleagues.

Nice overhead decoration



The subway, U-78, goes directly to the trade show hall from the main train station.

A bus goes directly to the trade show hall from the airport.

These are features missing in too many other cities.

Baggage checking for Press was at no charge, which was a help (since I arrived direct from the airport with three bags). But I will admit that the Press Room of VISCOM Paris is really great: space to leave bags; yummy nibbles, and the nice lady who is there every year she knows the FLAAR Reports. So far we have no formal relationship with any VISCOM but we feel that local and regional expos have value.

Downside of Duesseldorf are overpriced hotels. Frankfurt is not as unpleasant in that respect, but public transit does not go really close-enough (the Messe center in Frankfurt is too spread out, and the Hall used by Viscom Germa is a long walk from most public transportation).

The advantage of Frankfurt is that flying here is direct from many parts of the world.

More reports

There were several new printers, printers now exhibited at any international expo. We will reveal these printers in the \$324 version. You can order this by writing FrontDesk@FLAAR.org and tell us what address to put on the Invoice.

Payment is by PayPal, credit card, or wire transfer.

We will list textile printers, inks, and some of the media booths as soon as we have time.

The TRENDS version is tentatively priced at \$524.

Most recently updated October 17, 2011. More updates to come (though SGIA will slow us down since we are flying four FLAAR staff to New Orleans).



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