

WIDE FORMAT PRINTERS, INKJET INKS, MEDIA AND SUBSTRATES

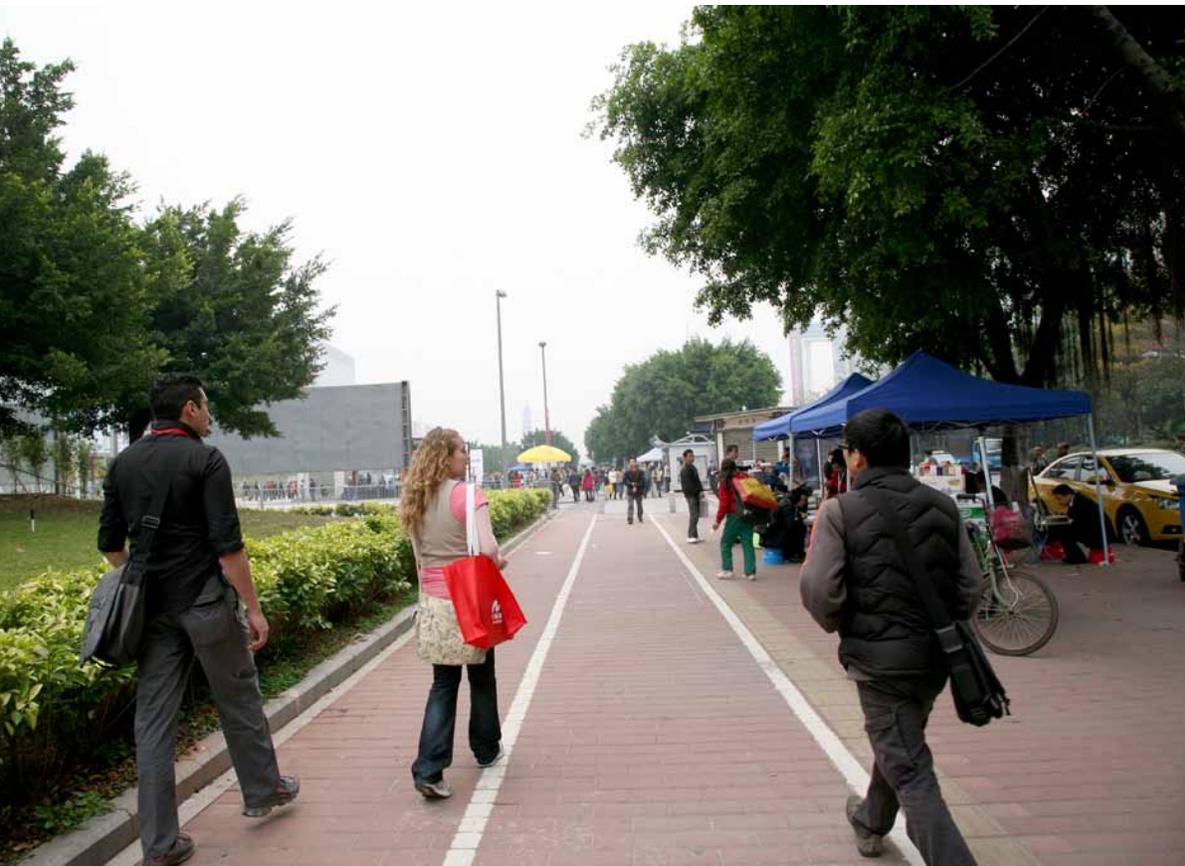
GUANGZHOU SIGN CHINA 2012



Nicholas Hellmuth, Maria Renée Ayau, Ximena Jop, and Pablo Martínez



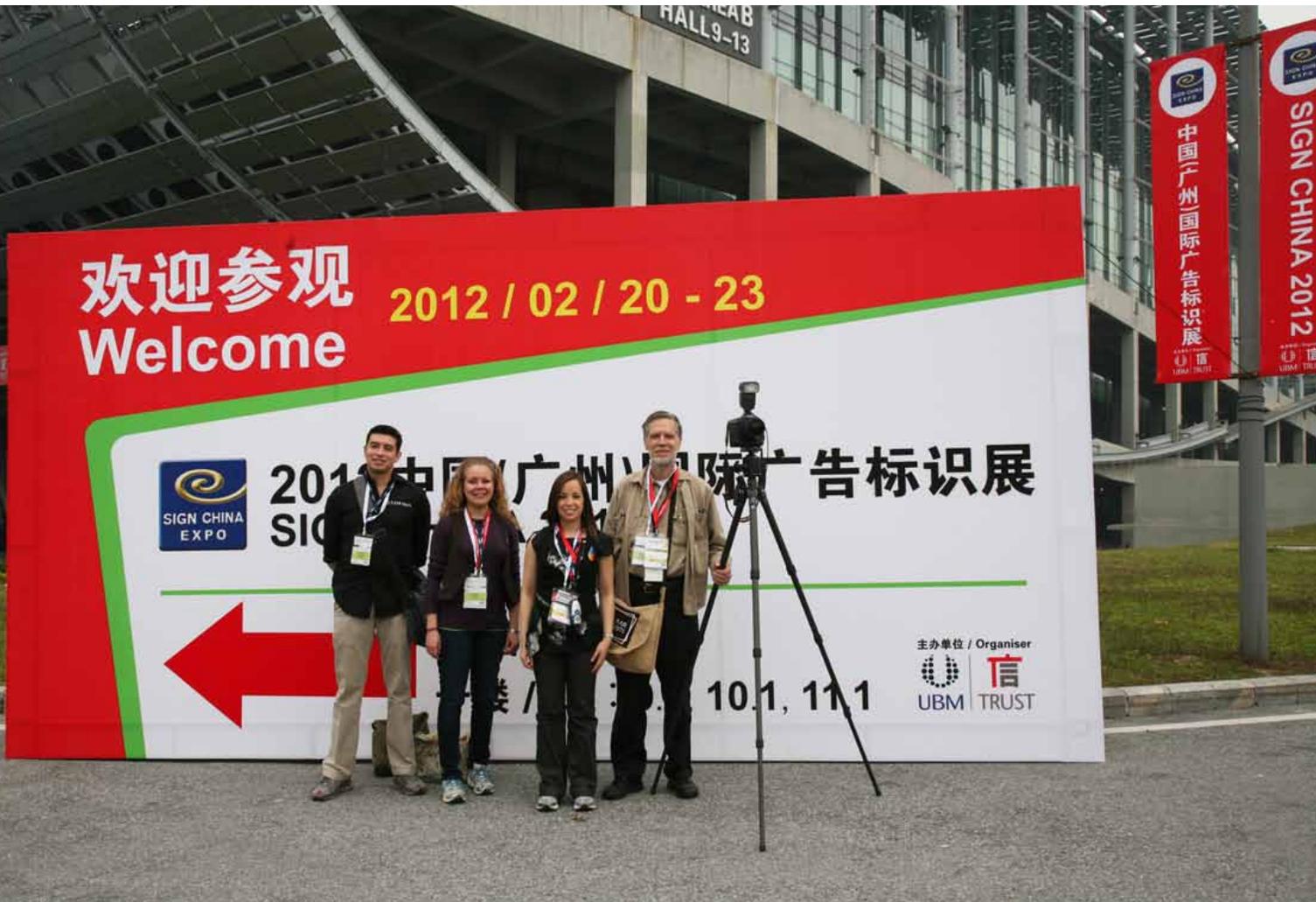
View of the Import & Export Fair Pazhou Complex; where Guangzhou Sign China 2012 tradeshow was held. This photograph was taken from the Poly World Trade Center across the street.



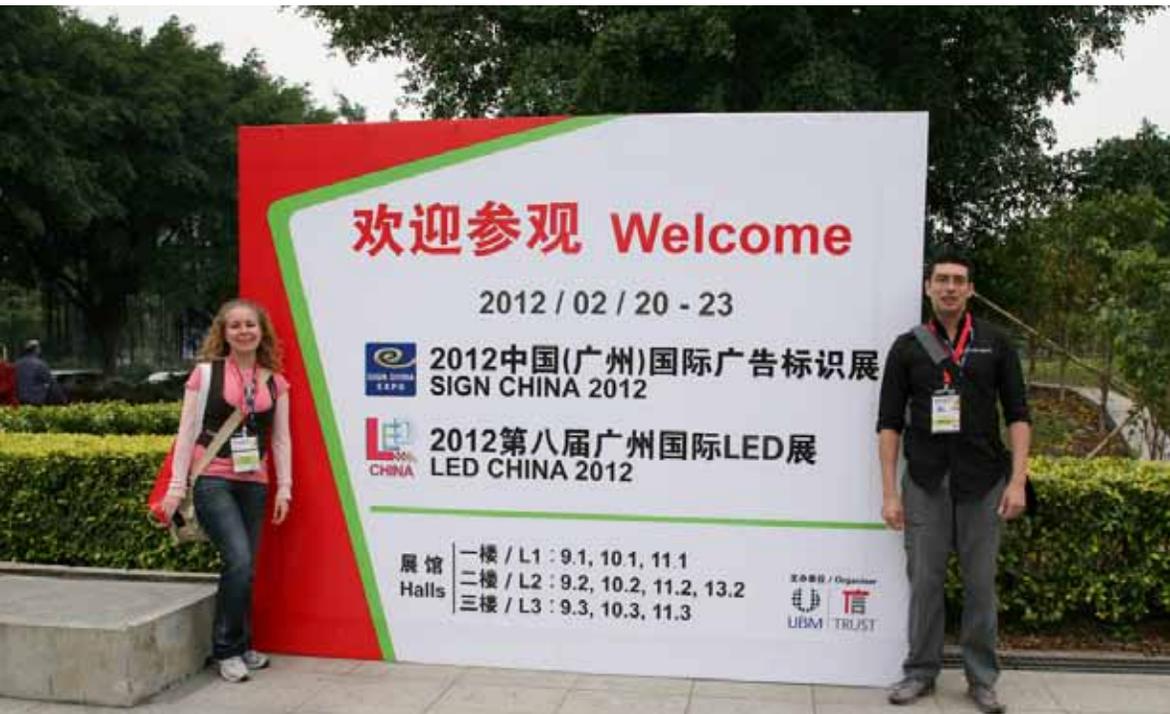
FLAAR staff on their way to Sign China 2012; this expo was directly across the street from D-PES, which made attending both very convenient.



Guangzhou Sign China main entrance.



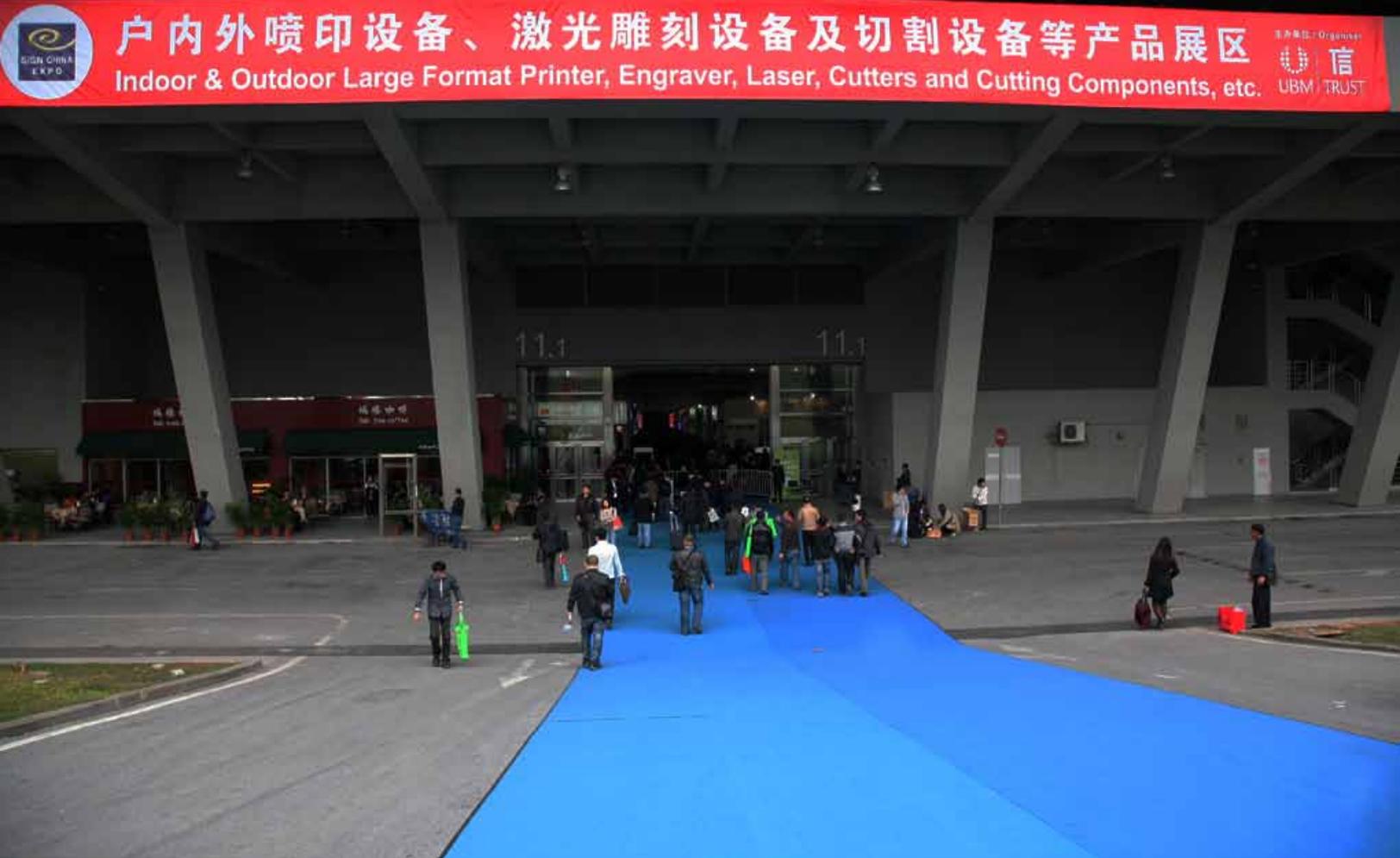
We had four staff photographers taking photographs at Sign China 2012.



FLAAR staff at the entrance of Guangzhou Sign China 2012.



Entrance at Sign China and LED China 2012.



A crowded entrance to Sign China 2012.



Dr. Nicholas Hellmuth at Hongsam booth.



Because there are so many different ink companies, the best way to understand each one is to visit them in-person. So here is FLAAR Reports at the new factory of Hongsam (we abbreviate their full name).

Here is Nicholas with the CEO of the ink company. We prefer to know the executives and managers, since we also evaluate their leadership and their motivations: it is good to learn all the capable individuals who develop inks in countries around the world.



We visit the demo room, where an ink factory tests their ink. Here we notice that the ink manufacturer has plenty of knowledge of Canon iPF printers. You can see other ink products from Hongsam in the several FLAAR Reports (such as their non-solvent ink for wallcoverings).

The purpose of showing these photographs of the factory visit is to document the years of work which FLAAR has accomplished in order to be able to assist distributors, and printshop owners, to see what stands behind an ink company booth at a trade show.



Sign in China staff at their booth with Dr. Nicholas Hellmuth. They had a booth at each expo, D-PES and Sign China. We show here their booth at the Sign China.



FLAAR staff at Sam Ink booth in Guangzhou Sign China, showing some of the reports of inks, large format printers and more.



Printhshop visit in Brazil.



Printhshop visit in Singapore.



There are over 60 wide format ink companies around the world. Distributors ask which ones to consider. In order to better understand an ink company (or a manufacturer of media or printers or flatbed cutters) we visit the company, and then visit end-users.

Here we are visiting a printshop using this ink. We visited printshops in Singapore and in Brazil who appreciated the reasonable price plus service and support which they received.

Here is FLAAR visiting the factory. So we know the executives, managers, software engineers, and staff. It really helps when there are capable people standing behind an ink.

We hope these photographs document what stands behind an evaluation of a company and its products.



We had four staff photographers taking photographs at Sign China 2012. So we have hundreds of photographs. It is not realistic to put all photos in one report (file size would be too large). So if your company is not in this free report, it is purely random. If your booth or your product is NOT in this free report, if we have a photograph it will be in the higher level reports (shown at the back of this report).

Although photo selection for this free report is random, we do tend to include the companies we know personally from previous visits to China, and/or companies whose factories we have visited, such as Hongsam ink company, Sam ink company, and in an earlier year, InkWin ink company.

If you wish the FLAAR evaluation team to visit your factory, write us at FrontDesk "at" FLAAR.org (we list it this way so that internet spammers do not harvest this e-mail). Please do not send PR releases to this e-mail; use this e-mail only if you wish a Subscription to the higher level FLAAR Reports, or if you wish to learn how to host a visit to your factory by Dr Nicholas Hellmuth and one of his graphic design team, so we can issue a report indicating that we know your company and its products.



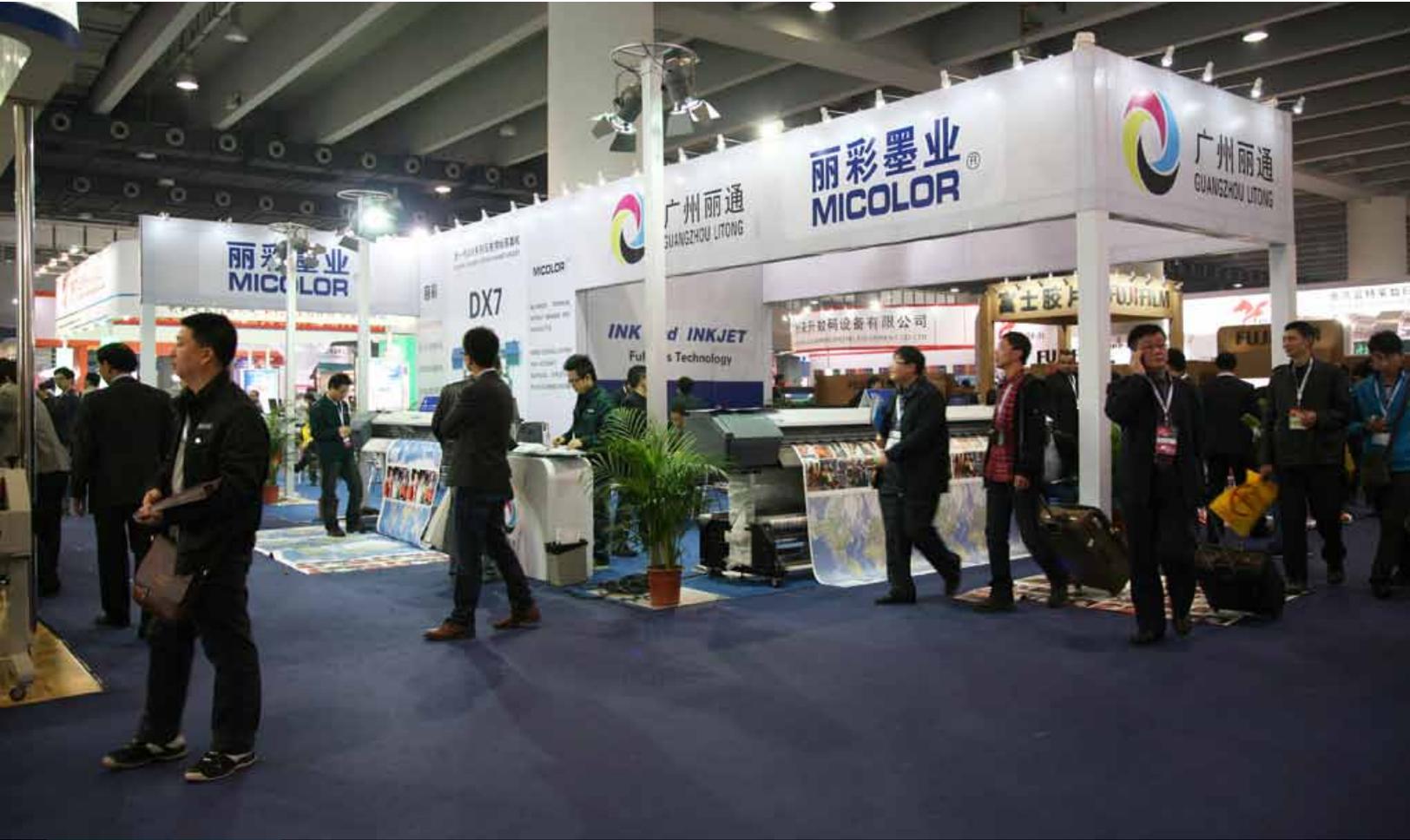
Fujifilm booth, had an interesting design, the creativity was noticed; they used recycled cardboard, their booth was eco-friendly.



Fortune-lit booth.



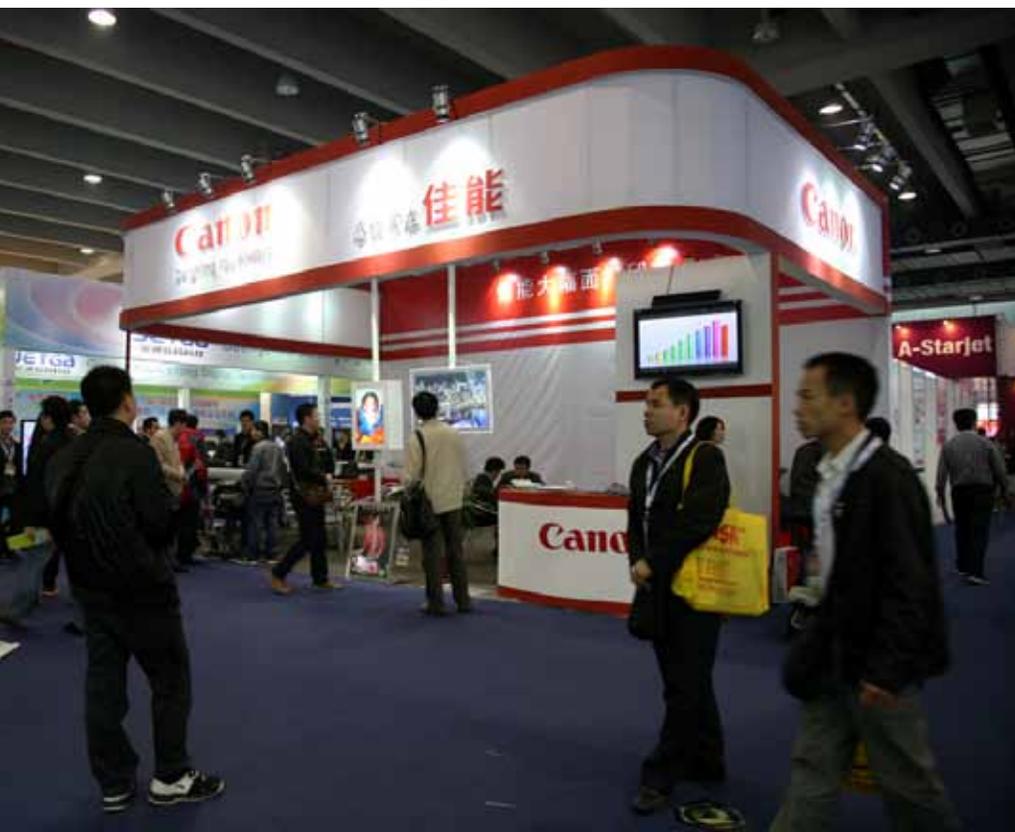
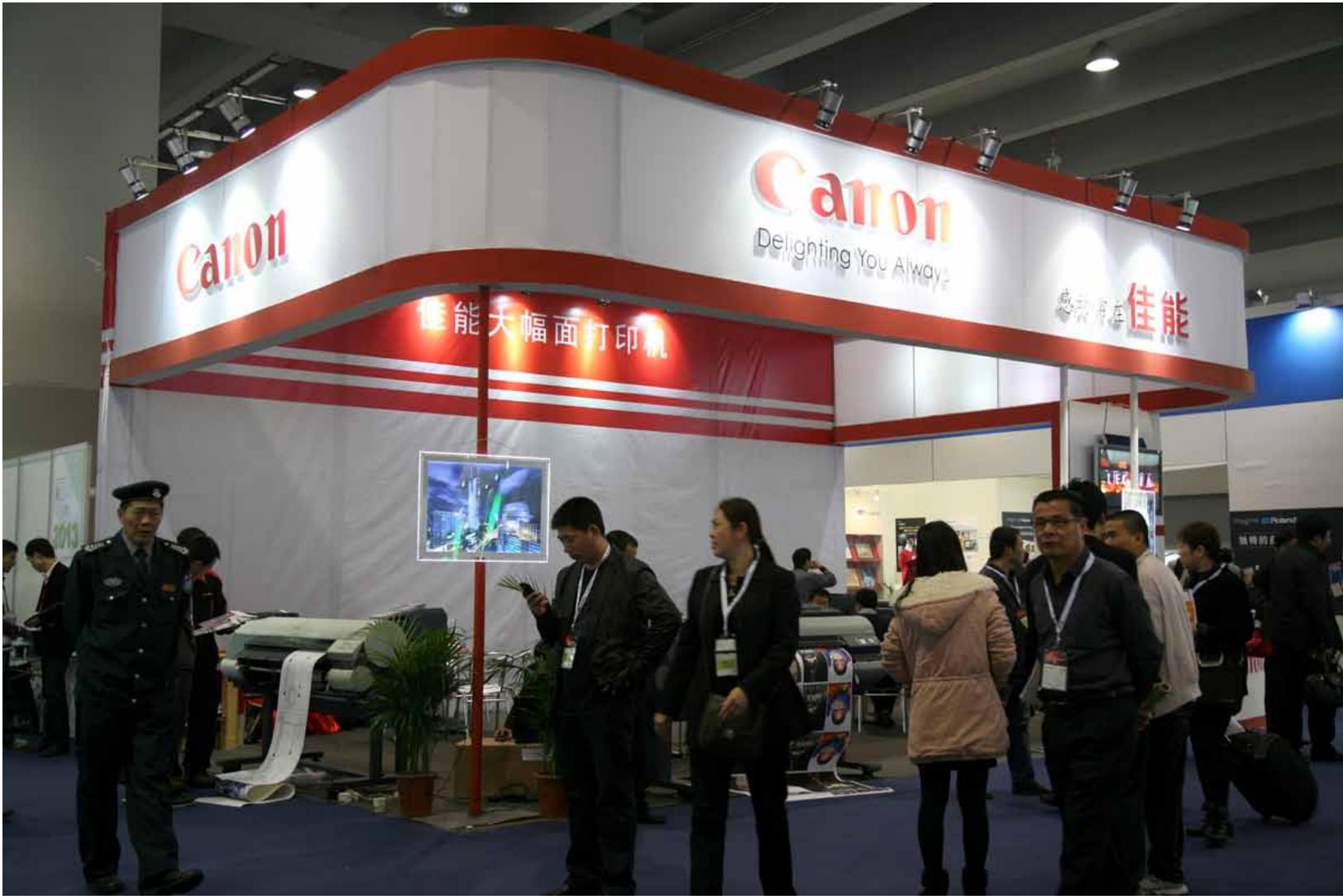
Cypress booth.



MICOLOR booth.



Changzhou Huarsheng Reflective Materials booth.



Canon booth. They had a booth at each expo, D-PES and Sign China. We show here their booth at the Sign China.



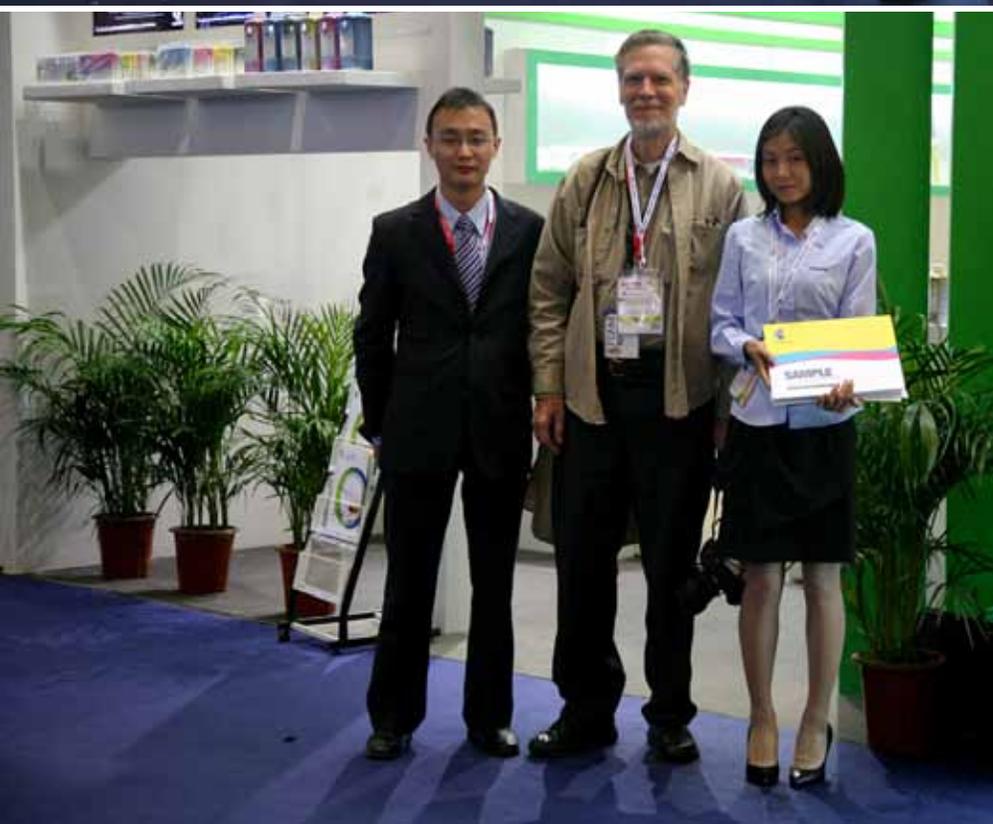
MOK booth.



Roland booth. They had a booth at each expo, D-PES and Sign China. We show here their booth at the Sign China.



A-Starjet booth. They had a booth at each expo, D-PES and Sign China. We show here their booth at the Sign China.



Dr. Nicholas Hellmuth with staff of INKWIN at their booth in Guangzhou Sign China 2012.



About four years ago we visited the ink factory of InkWin. Also FLAAR visited the ink testing labs at a major Chinese university outside Shanghai. We learned that this ink company has ink testing equipment available to it which equal or exceed some ink companies even outside China.

Now, in 2012, we are scheduling a visit to their new ink production factory. As soon as this new visit is finished, we will issue additional reports on InkWin.



GLP booth.



VUTEK booth.



JETGA booth. They had a booth at each expo, D-PES and Sign China. We show here their booth at the Sign China.



YUANYUAN Enterprise booth. Notice how much creative design the Chinese companies put into their booth design. We compliment YuanYuan Enterprise for their blue structure.



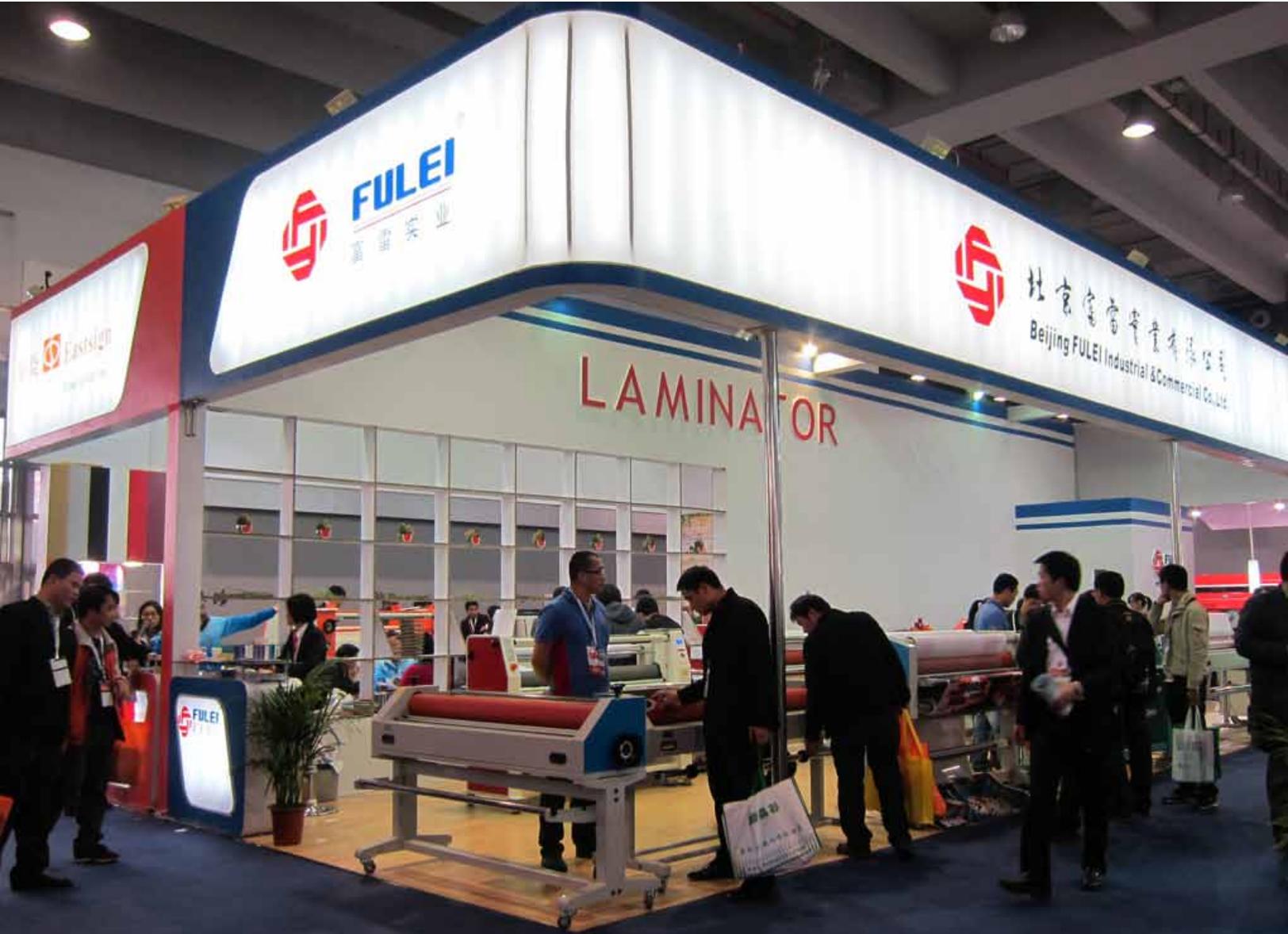
Weifang Jia Cheng Digital Materials Co., Ltd. and Shandong Limei Digital Technology Materials Co., Ltd. booth.



ICO booth.



XENONS booth. They had a booth at each expo, D-PES and Sign China. We show here their booth at the Sign China.



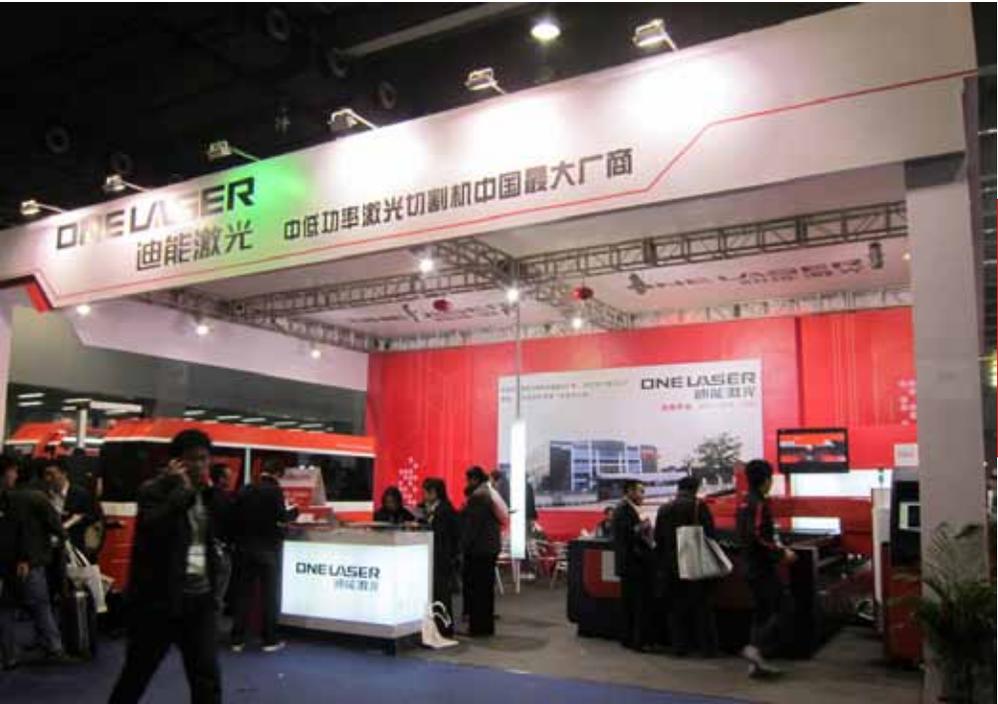
FULEI booth.



Worldprinter booth.



Qufu Yu Qiaofu Technology, Co., Ltd. booth.



ONE LASER booth.



AISHENG DIGITAL booth.



UXIN PLASTIC booth.



COLORCROPLAND booth.



Guangzhou Zhenghe Adhesive Co., Ltd. booth.



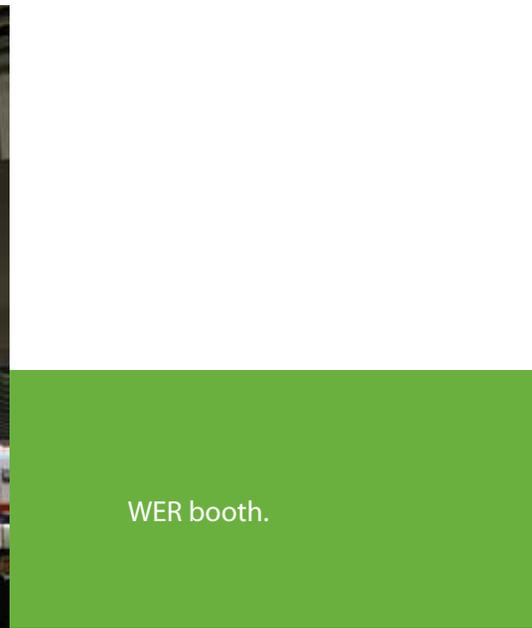
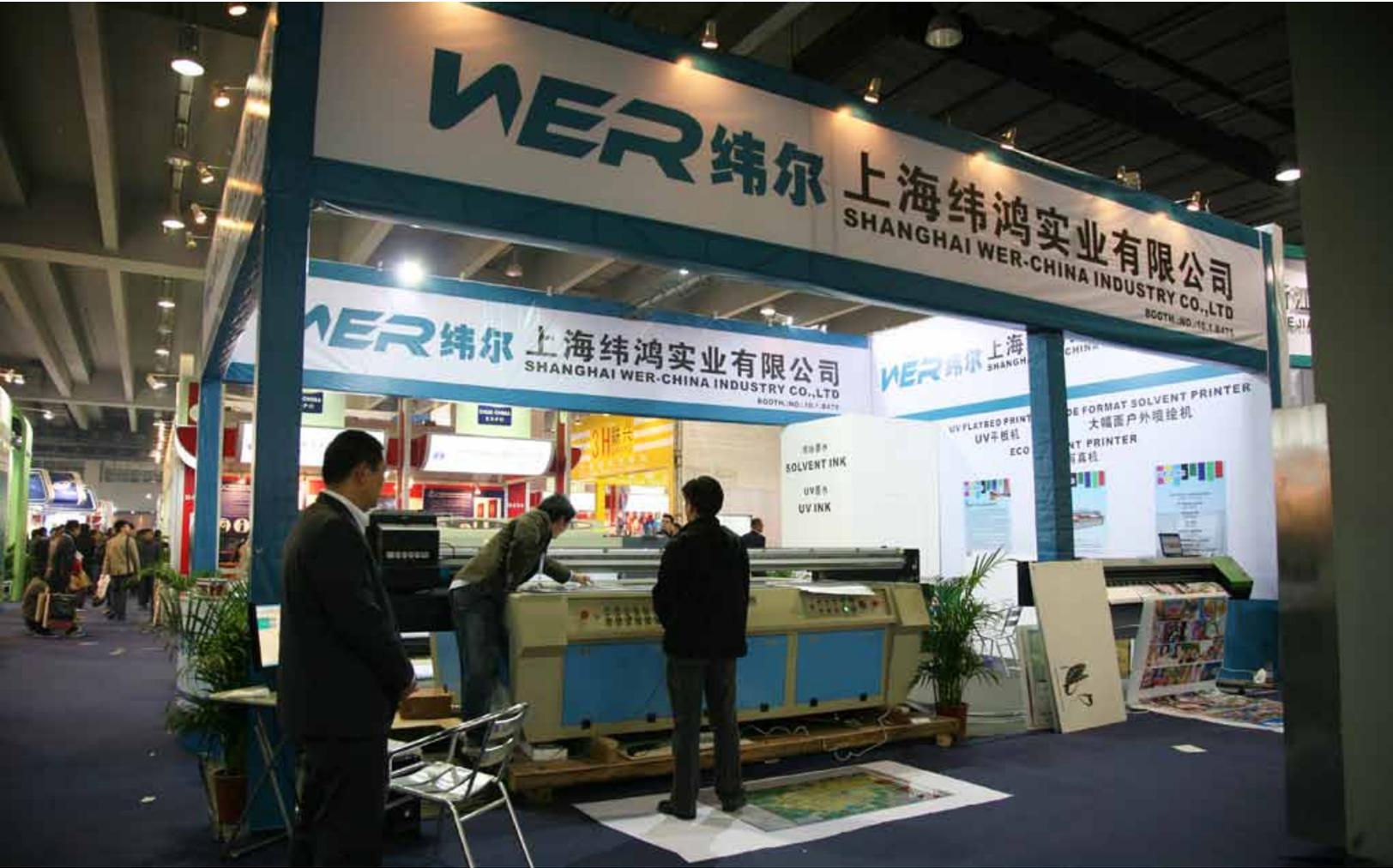
YEAGOOD booth.



RICH INKJET booth. They had a booth at each expo, D-PES and Sign China.



AlphaChem booth.



WER booth.

The reports shown below will be available by mid-March. You can order them; send your company name and info for us to invoice you, to accounting@FLAAR.org so we can send you the prices.

FLAAR Trade Show Reports

Inkjet Inks

Brands and Distributors

Guangzhou 2012

FLAAR Trade Show Reports

Specs and lists of all Chinese printers

with DX5, DX6, DX7 printheads 2012

Guangzhou 2012

FLAAR Trade Show Reports

Media & Substrates

Guangzhou 2012

FLAAR Trade Show Reports

Wide Format Printer TRENDS



Guangzhou 2012

FLAAR Trade Show Reports

Textile Wide Format Printer TRENDS



Guangzhou 2012

FLAAR Trade Show Reports

UV-Curable Wide Format Printers

Guangzhou 2012

These are the planned reports on D-PES 2012. You can order these by a subscription (via www.FLAAR-Reports.org) or you can order them by telling us, accounting@FLAAR.org where to send an invoice.

FLAAR Reports

Flatbed Cutters



D-PES (Dongguan)
2012

FLAAR Trade Show Reports

Inkjet Inks Brands and Distributors



D-PES (Dongguan)
2012

FLAAR Trade Show Reports

Specs and lists of all Chinese printers with DX5, DX6, DX7 printheads 2012

D-PES 2012

FLAAR Trade Show Reports

Media and Substrates



D-PES (Dongguan)
2012

FLAAR Trade Show Reports

Wide Format Printer TRENDS



D-PES (Dongguan)
2012

FLAAR Trade Show Reports

Textile Wide Format Printer TRENDS



D-PES (Dongguan)
2012

FLAAR Trade Show Reports

UV-Curable Wide Format Printers

D-PES
2012

Subscription Levels

(may include Consulting if desired; the decision is yours)

Level 1: Keeping track of which brands and models of printers and which kinds of inks, are exhibited and launched when and where...

List Price = If bought individually, **Subscription** = If all bought at once

| Benefits, Coverage, Contents | List Price | Subscription |
|---|------------|--------------|
| Level 1A: (USA: Graphics of the Americas, ISA, GraphExpo, SGIA) Includes lists and documentation not in any other source on these printer expos | \$140 | \$62 |
| Level 1B: (All USA + Brazil + FESPA Mexico) | \$262 | \$120 |
| Level 1C: (China: D-Pes + Guangzhou + Shanghai APPPEXPO) | \$340 | \$210 |
| Level 1D: (DRUPA) 4 days of printers of every size and shape; inks and media; we don't use lullaby illusions if that is the style of the PR releases; instead we provide a reality check | \$570 | \$420 |
| Level 1E: (All mayor printer trade shows: North & South America, Europe [FESPA + Viscom + Reklama Moscow], Middle East, Africa) | \$566 | \$420 |
| Level 1C+E: (North & South America + Europe [FESPA, Viscom, DRUPA, Reklama Moscow] + Middle East + Africa + China [D-PES, Guangzhou, Shanghai APPPEXPO]) | \$1476 | \$1000 |

If you prefer to skip this Subscription, it is easy for you simply to attend all these printer expos yourself, or send your staff: Total travel distance: only about 200,000 miles, which is about XYZ, 000 kilometers. Your wife and family will never forget you being gone this often.

The airfare cost, hotels and meals: roughly \$48,000 (economy class and economical hotels). If you need Crowne Plaza or above quality, and comparable dining level, your expenses to visit the same printer expos will be around \$60,000: or, you can have all basic trade show printer lists + distributor lists for each pertinent country for a mere \$3500. Or, trade show info with no distributor lists for only \$1000 (covers an entire year, world wide international expos).



All the above FLAAR Reports, covering the whole globe and an entire year, list price \$1476 if bought one by one, by Subscription lower price, \$1000.

To order your Subscription, please write FrontDesk@FLAAR.org

Level 2: Introductory printer lists for pertinent UV, solvent, latex printer trade shows, **plus** lists of distributors for wide-format inkjet workflow products (Printers, laminators, inks, and substrates)...

| Benefits, Coverage, Contents | List Price | Subscription |
|---|------------|--------------|
| Level 2A: (North and South America UV trade shows printer lists and distributors) | \$1120 | \$620 |
| Level 2B: (North & South America, Europe, Middle East, Africa printer lists and distributors) | \$3032 | \$1500 |
| Level 2C: (China: UV-cured printers in China: D-Pes, Guangzhou, Shanghai APPP-EXPO + worldwide) | \$4092 | \$2100 |
| Level 2Da: (DRUPA + Distributors of mayor countries worldwide) | \$3930 | \$1200 |
| Level 2Db: (DRUPA + FESPA Barcelona + Distributors worldwide) | \$4790 | \$2200 |
| Level 2Dc: (DRUPA + FESPA Barcelona + CHINA + Distributors worldwide) | \$6090 | \$3100 |
| Level 2D+: (DRUPA + FESPA Barcelona + China + Mexico + USA + Brazil + Europe + Middle East + Africa + Distributors) | \$6426 | \$3500 |



The grid contains 48 individual report thumbnails. Each thumbnail typically features the following information:

- FLAAR Reports** logo in the top left corner.
- Title:** A specific report title, such as "UV-Cured Printers at Graphics of the Americas 2012" or "Wide-Format UV Printers at ISA 2012".
- Date:** The year of the trade show, often "2012".
- Image:** A small photograph showing a trade show booth, a printer, or people at an event.

Key reports visible in the grid include:

- UV-Cured Printers at Graphics of the Americas 2012
- Wide-Format UV Printers at ISA 2012
- UV-Cured Printers at FESPA 2012 Mexico
- UV-Cured printers at GraphExpo 2012
- SGIA 2012
- UV-Cured printers at SGIA 2012
- UV-Cured Printers at Sign Serigrafia BRAZIL 2012
- UV Printers DRUPA 2012
- UV-Cured Printers at FESPA Barcelona 2012
- Wide-format UV Printers DPES Danguan 2012
- Major Wide-Format Printer Distributors For the French Market 2011
- Turkey 2012
- Wide-format UV distributors
- South Africa 2012
- Wide-format UV distributors
- Australia Wide-format printer distributors 2012
- Russian Distributors of Wide-Format Inkjet Printers, Solvent, UV, flatbed cutters
- Distributors for USA
- Wide-format UV distributors SPAIN 2012
- Wide Format Printer Distributors in Brazil 2012
- Wide Format Printer Distributors for México 2012
- Distributors Dubai and Middle East
- First International Sign Expo of 2011: Graphics & Wide-format Printer Trade Show January 24-26, 2011 Dubai
- MEMJET printers at DRUPA 2012
- MEMJET Printers exhibited at FESPA Digital 2012
- Specs and lists of all Chinese printers with DX5, DX6, DX7 printheads 2012 Guangzhou 2012
- Wide-Format Printer Market in Brazil 2011 Sign Brazil Future Textil (sic)
- All new Resin ink and all new Latex Ink printers at DRUPA 2012 (more than just HP latex)
- Latex and Resin Ink Printers FESPA Digital 2012
- Sign Africa 2011

Level 3: Tabulation of Specifications Level, plus trade show reports....

| Benefits, Coverage, Contents | List Price | Subscription |
|---|------------|--------------|
| Level 3UVA: (Korea + Taiwan UV Manufacturers and models) | \$840 | \$420 |
| Level 3I: (ink North & South America, Europe, Middle East, Africa) | \$2178 | \$1200 |
| Level 3UVA+: (All China UV printers + Korea UV printers + Taiwan UV printers) | \$2560 | \$1300 |
| Level 3CP+I+M: (All Chinese UV printers + all Chinese inks and substrates) | \$2854 | \$1400 |
| Level 3CP: (China Textile + China DX5,DX6,DX7 printers + China UV printers) | \$3180 | \$1500 |
| Level 3M: (media & substrates North & South America, Europe, Middle East, Africa) | \$3236 | \$1500 |
| Level 3UV: (world wide USA + Europe; All UV printers outside Asia) | \$4738 | \$2200 |
| Level 3CE: (All inks + all substrates + all printers: UV, Textile, DX Epson printheaded; manufactured in China) | \$5124 | \$2500 |
| Level 3Ia+M: (All inks + media & substrates worldwide) | \$5414 | \$2500 |
| Level 3Ib+M: (inks + media & substrates + China: D-Pes + Guangzhou + Shanghai APPEXPO) | \$8454 | \$4100 |
| Level 3T: (Textile printers worldwide: USA + Europe + China) | \$8094 | \$4100 |
| Level 3UV + Level 3T: (world wide USA + Europe; All UV outside Asia + Textile printers worldwide: USA + Europe + China) | \$12,832 | \$6000 |
| Level 3E: (Everything at list and tabulation level, including all China, plus all MEMS and all MemJet wide format printers) | \$21,286 | \$14,000 |



Level 4: Tabulation of Specifications Level, plus trade show reports + distributors around the world...

| Benefits, Coverage, Contents | List Price | Subscription |
|--|------------|--------------|
| Level 4I: (ink North & South America, Europe, Middle East, Africa + ink distributors) | \$3248 | \$1500 |
| Level 4M: (media & substrates North & South America, Europe, Middle East, Africa + media distributors) | \$3476 | \$1500 |
| Level 4CP+I+M: (All Chinese printers + all Chinese inks and substrates) | \$4164 | \$3200 |
| Level 4Ia+M: (inks + media & substrates; North & South America, Europe [FESPA + Viscom], Middle East, Africa) | \$9494 | \$6000 |
| Level 4UV: (world wide USA + Europe; All UV printers outside Asia) | \$7508 | \$4100 |
| Level 4CE: (All ink + all substrate + all printers:UV, Textile, DX Epson printheaded manufactured in China) | \$7894 | \$4200 |
| Level 4Ib+M: (inks + media & substrates worldwide + China: D-Pes + Guangzhou + Shanghai APPPEXPO) | \$13,534 | \$8000 |
| Level 4T: (Textile printers worldwide: USA + Europe + China) | \$10,864 | \$6200 |
| Level 4UV + Level 3T, (world wide USA + Europe; All UV outside Asia + Textile printers worldwide: USA + Europe + China) | \$15,602 | \$9600 |
| Level 4E: (Everything at list and tabulation level, including China, ALL DRUPA, Graphics of the Americas, FESPA Barcelona, Viscom, ME & Africa, ISA, SGIA, etc.) | \$24,056 | \$16,000 |

