

# Digital Technology Trends #24

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## • Print 05 Overview

Welcome to the 24th issue of Digital Technology Trends. This issue is dedicated to the upcoming Print 05 show. After the sobering events of September 11, the graphic arts industry went into a horrible slump. As my NAPL colleague Andy Paparozzi says, "The printing and graphic communications industry is entering a new phase of the business cycle. The recession is over, but that shouldn't signal a return to the status quo for printers".

That means that the 80,000 graphic arts professionals coming to McCormick Place will most likely be looking for either specific equipment to increase productivity or new ideas to grow their business. The growth opportunity is creating and offering new products and services or increasing the value of your existing products and services.

If you fall into one of those categories then this issue is for you. In this issue I have tried to collect and organize the important products into product categories. The information is from press releases, web sites, and preview articles from my favorite publications such as American Printer, Graphic Arts Monthly, Printing Impressions, In-Plant Graphics and Electronic Publishing.

As a digital printing guy there are two product lines I am interested to learn more about: inline finishing and near line finishing. First are the inline finishing options for the digital presses, which includes the inline clear toner and near line NexGlosser for the Kodak Nexpress, Epic Products inline CTi-635 coating system for the Xerox IGen3, Dorn SPE off-line UV coater for the HP Indigo, and the clear toner & new Print Protector for the Xeikon 5000.

Second are the new near line finishing solutions such as Duplo DC-645 Slitter/Cutter/Creaser, Morgana Systems DigiFold (creasing), Standard Horizon ColorWorks 8000 (Docucolor 8000), and the Muller Martini Sigma concept, a books-on-demand solution.

If anyone wants to meet, come by the [NAPL booth \(#862\)](#) or come by the seminar rooms after one of the Print 05 presentations

- Friday 2:15-4 PM On-demand printing: show me the money
- Sat 8:15-10 AM Digital Designer, CSR and salesperson
- Sat 1:30- 2:30 Heidelberg booth Workflow
- Monday 2:15-4 Building Practical Workflows
- Tuesday 12:15-1:45 New Technologies Changing Your Business

If you get the chance – stop by the NAPL booth and say hello!

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## • Associations

Besides the ongoing presentations and book sales, my company, NAPL (Booth 862) will be offering a new product called the [NAPL Interactive Marketing Suite](#). The suite is a subscription-based, turnkey marketing program that offers multimedia marketing services. It includes a templated based design with text and image control, an accessible sales library, an email communication tool, and lead generation tools

Public demonstrations will be presented throughout the show at NAPL Booth #862. In addition, private demonstrations will be offered by appointment at the Marriott Hotel in downtown Chicago on Monday, Sept. 12, Tuesday, Sept. 13, or Wednesday, Sept. 14. To schedule an appointment call Dean D'Ambrosi, at (800) 642-6275, Ext. 1304, or email [ddambrosi@napl.org](mailto:ddambrosi@napl.org).

[PIA/GATF](#) (Booth 3662) & [CIP4](#) (Booth 6002) invite you to a private reception, the Printer's Executive JDF Mingle. It will be held Sunday September 11, 2005 from 5:00 - 7:00 pm at the Hyatt McCormick Place Hotel. Running in the PIA/GATF booth will be the Sheetfed Offset Training Simulator (SHOTS). Attendees are invited try their hand at running a sheetfed press on the SHOTS. Optimize your run and compete with fellow attendees.

[PODi](#), ([Digital Printing Initiative](#)), has announced that 16 PODi companies are participating in the PPML (Personalized Print Markup Language ) Hot Spots at Print 05 tour including Adobe, Canon, Creo, Deixis, EFI, Exstream Software, GMC Software, HP, Kodak Graphic Communications Group, Meadows Publishing Solutions, Pageflex, Pitney Bowes, Quark, Xeikon, Xerox and XMPie. Attendees interested in learning more about vendor support for PPML, may follow the self-guided PPML Hot Spots at Print 05 tour to view demos of PPML applications on the show floor and speak with vendors regarding PPML support.

Individuals interested in following the Tour should download the free guide from [www.podi.org/ppml-tour](http://www.podi.org/ppml-tour) prior to the Print 05 show. The guide is designed as a tri-fold brochure which will be easy for attendees to print and carry with them. In addition to the PPML Hot Spots tour, PODi is sponsoring several other activities to help Print 05 attendees learn about the growing digital print industry.

[IDEAlliance](#) (Booth 6054) will be discussing the new GRACoL 7 work and promoting sales of SWOP 10th Edition Booklet, GRACoL 7 and other specifications and tools. They have a limited number of free expo passes available (cost \$45 at the show).

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- **Special Pavilions**

The special pavilions are designed to show new products and services which could help you grow. At this show they are Mailing & Fulfillment, RFID (radio frequency ID tags) and Wide Format printing. All three are growth opportunities.

The [Mailing & Fulfillment Center pavilion](#) this year, will exceed the total square footage of exhibit space at the most recent national mailing exhibition. The Mailing & Fulfillment Center originated in 2003 at GRAPH EXPO and CONVERTING EXPO, with 33 exhibitors occupying 11,000 square feet of exhibit space. The center has nearly doubled in size every year since. Exhibitors will display their latest equipment and technology solutions geared toward print professionals seeking diversification in their company's service offering.

"Printers have much of the infrastructure already in place to be able to offer this service, with the addition of some specific equipment and expertise," says Regis J. Delmontagne, retiring president of the Graphic Arts Show Co. and organizer of PRINT 05 & CONVERTING 05. "Many are already embracing mailing services as a way of adding value for their customers who create direct mail programs."

### RFID

Printers looking for new revenue sources are increasingly hearing that radio frequency ID (RFID) tags, hailed as an eventual replacement for today's ubiquitous bar codes, may be the answer they've been seeking. In the RFID pavilion attendees will see the latest in this cutting-edge technology, including printed antennas, smart tags, printed batteries and circuits, differing radio frequencies and antenna designs, and other uses and applications for RFID.

RFID is emerging as a growth avenue for printers because familiar commercial printing processes can easily be adapted to handle the right combinations of coatings and substrates, and because America's leading retailers and other large organizations are actively promoting RFID.

"The people who are printing the packaging are going to need to integrate this technology in the current package," says Kathy Marx, GASC chair and vice president/chief marketing officer at Flint Ink Corp. (Flint, MI). "It's a logical step."

As of presstime, GASC officials were expecting eight exhibitors in this special area devoted to vendors of RFID-related products—inks, substrates, presses, software and the like for producing RFID tags and labels in a variety of forms and formats. GASC has recognized that RFID is a potentially lucrative and profitable diversification option for commercial printers, especially those with previous or existing tag and label production expertise.

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### Wide Format Pavilion

The Wide Format Pavilion in 2005 will exceed 20,000 net square feet—larger than many specialized trade shows. Moreover, while the original pavilion only housed a few wide format printer manufacturers in a common area, this year's showcase already boasts 17 displays of 400 square feet or larger—including six that top 1,000 square feet—and is still growing.

In addition to the exhibits, special free educational presentations will be offered throughout the show in the Wide Format Theater within the pavilion. The PRINT 05 & CONVERTING 05 seminar program will also offer sessions focusing on technology and business opportunities in wide format output.

For commercial printers, wide format production offers an attractive combination of high-value finished products, significant growth potential and a modest initial investment—particularly if the printer already has wide format ink-jet printers in the shop for proofing or other functions.

"Our goal in promoting the Wide Format Pavilion has been both to help our attendees seize one of the most promising growth opportunities in the marketplace and to help them anticipate and respond to new competition," says Regis J. Delmontagne.

### • Desktop Software

Despite the sudden departure of Quark CEO Kamar Aulakh 2 days after a successful customer summit in Keystone, CO, Quark has and will continue to demonstrate [QuarkXPress 7](#) (Booth 6955).

Of the many features already public, perhaps one of the most intriguing is the Quark Job Jacket, an XML “container” for all the specifications for an entire print publishing process, including information about the job itself, contact information, resources required, layout intent, rules, output specifications, and more. These Job Jacket elements in QuarkXPress 7 will be compatible with all standard JDF elements.

Another anticipated feature is transparency support, which will enable users to specify the opacity of the elements that make up any items or content in XPress, such as text, pictures, blends, boxes, frames, lines, tables, and more. Quark engineers claim that XPress will have better control over transparency than other applications by managing opacity levels for any color element of an object rather than on an object-by-object basis. The transparency features also will enable the creation of dynamic, soft drop shadows, as well as the ability to mask pictures with soft edges using alpha channels.

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Multichannel publishing gets a big boost in XPress 7, with features that will help content creators publish multiple print and Web layouts from the same content. Users will be able to create multiple document types, sizes, and media; leverage and reuse any content, image, or design element; streamline development processes through open standards; and take advantage of one-to-one content personalization.

Other innovative features include a palette management system for creating, sharing, and saving individual workspaces, greatly expanded character sets with Unicode and OpenType support, native Photoshop import, enhanced color management and soft proofing support, support for Certified PDF output, and the ability to set output styles for frequently used output workflows.

### FileMaker Pro

According to PC World FileMaker Pro has long been the database of choice for people who don't need complicated database capabilities. The last release of the current version, FileMaker Pro 7 introduced increased muscle for higher-end apps. It easily worked for a great majority of database applications, including programs with browser-based interfaces, content-management programs, and complex data files with many tables that each define relationships.

As this article goes to press, an announcement was received that version 8 has been released. New features include:

- Create Adobe PDF files for easy viewing of FileMaker database information by others.
- Create Microsoft Excel files for easy sharing and analysis of FileMaker information by Excel users.
- E-mail the contents of any field instantly.
- Search databases easier without typing.
- Create cleaner looking database layouts with new alignment tools.
- Perform E-mail Merge to send personalized messages to one or many customers easily.
- Import tables into FileMaker more efficiently than ever before.
- Document databases and field relationships much easier with the improved Relationships Graph.
- Build layouts with multiple tabs in a single step.
- Includes many more time-saving features, including the ability to automate and ensure accuracy of data entry.

[MetaCommunications](#) will release its FileMaker Pro SDK in booth 6258.

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### • PDF & Color Tools

**Enfocus Software's** (Booth 6760) PDF quality control product line, including PitStop Professional, features core Certified PDF technology and is Acrobat 7/PDF 1.6 compatible. Enfocus gives designers, printers and publishers tools like Certified PDF to create and exchange PDFs.

FlightCheck Studio, from **Markzware** (Booth 7256) watches over jobs from the very start by allowing users to customize document output specifications, and alerts when an item does not fit the original choices. No more incorrect color models, RGB images or any surprises.

**Quite Software** (Booth 7364) will be exhibiting the new features of its Acrobat plug-in, Quite Imposing Plus. Automation has been added using the steps stored within the PDF file, as XML, and playing them back on any other PDF. In turn, the first imposed file becomes an example for future ones.

**Apago** (Booth 7265) will show PDF Enhancer 3.0 which streamlines the creation of PDF documents by automating the most common PDF tasks. This update helps assemble, optimize, shrink, repurpose, secure, stamp, and impose PDF files. Available for Windows, Mac OS X, Solaris & AIX. Piktor 3.0 provides advertising, prepress and print production professionals with all the tools to view & convert raster, CT/LW, PDF and PostScript files. pdfSpy is a tool to gather information from a PDF.

**Beta Industries'** (Booth 6012) S4 Xpress Color densitometer automatically measures density, dot gain, grey balance and trapping sequence without touching any buttons. The S4 Xpress' printing tolerance "Traffic Lights" flash green to indicate the press is running in tolerance or red to indicate it's out of tolerance. It uses LED technology for 500,000+ measurements from common AA batteries.

**GretagMacbeth** (Booth 6319) is a worldwide technological leader of color management solutions for graphic arts, photography, digital imaging, paints, plastics, apparel, textiles and automotive, among other industries. They be will be demonstrating vipPAQ an inline densitometric color measuring system designed for production control and quality assurance in flexography and gravure printing.

In addition, expect to see the SpectroEye system and the iCPlate II plate reader, a new Ink Formulation System 5 (IFS5) that accommodates metallic substrates and transparent materials commonly used in packaging and ProfileMaker 5 Publish Plus is the first professional color management system capable of building profiles for multi-color (CYMK+N) color printing.

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## • RIPS & Prepress Workflow Systems

**Agfa** (booth 7559,7900) will show its Agfa Suite software solutions. These include the latest releases of ApogeeX, Agfa's digital workflow software, :Delano and :Delano Approve Web-based project management tools and :Arcadia, a publishing and digital asset management solution.

**Artwork Systems** (booth 6751) will be showing 4 new tools: Odystar 2.5 (a turnkey PDF workflow system based JDF and Certified PDF which includes more powerful color management and a updated trapping engine ), Odystar Packaging (designed for the label and packaging markets), Nexus 8.1 (supports export of native PDF files specifically for Adobe Illustrator, and implements a new JDF-based step-and-repeat mechanism for PDF files) and Concentric Screening (hybrid screening technology).

**Dalim** (Booth 6735) Software will be showcasing the latest version of its JDF-enabled automated production workflow system, DALiM TWiST, now running under Apple OS X 10.4 Tiger. Also on display will be their entry-level workflow system DALiM SwiNG, online print management system DALiM PRiNTEMPO, project management/job tracking system, DALiM MiSTRAL, and JDF-enabled online soft proofing application, DALiM DiALOGUE

**EFI** (Booth 8315) attracted an a number of users to its annual Connect User Group meeting in Miami in June, and journalists were invited to hear an overview of the company's latest initiatives and get a preview of upcoming announcements. In his opening comments, CEO Guy Gecht noted that U.S. businesses spend \$360 billion annually on making information usable, and pointed out that the right MIS can organize that information in a way that helps companies leverage those assets.

In the area of output, EFI has a new version 6.1 of its Fiery system, as well as ColorProof XF 2.5 and OneFlow 2.5 for output workflow. EFI has sold more than 1.2 million Fiery solutions to date, and that number continues to rise.

The company's heritage in color management, helps users to integrate EFI solutions into almost any production environment. A number of new features in the upcoming Fiery System 7 will enable users to be even more productive.

New MIS products include Hagen OA 8.5, Logic 21.0, and PSI 11.2, as well as PrinterSite Exchange 2.5, PrinterSite Internal 2.0, PrinterSite Fulfillment 2.0, PrintSmith Site 2.0, and others. A new reporting tool for managers and executives will be unveiled at Print '05, and details are under embargo until the show, so visit the EFI booth to get more information. This new tool will no doubt attract a lot of attention and become an invaluable part of any printing operation.

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**Enovation**, a Fujifilm company, will feature the FinalProof GxT with digital halftone proofing technology. With true halftone dot screening, FinalProof expands by imaging dot percentages of CMYK and spot color donors for accurate spot color matching. With newly released metallic and opaque white donors, it is able to laminate to a variety of substrates.

**HELIOS** Software (Booth 6124) will debut HELIOS UB (unbreakable) server solutions for image management, remote workflow, PDF workflow and proofing solutions. PrintPreview proofs PostScript and PDF print jobs, with full in-RIP separation, DeviceN and overprint support.

**OneVision** (Booth 6133) will show software with automated preflight, correction and optimization of PDF files. Tools for editing text, images and graphics in PDF files. PDF based imposition tools that supports sheet-fed, web and digital printing - JDF-compliant for automated imposition. And JDFnet-enabled PDF workflow control & collaboration tool for print and media production

**Screen** (Booth 6100) will be showing Trueflow 3.1, the newest release of Screen's PDF- and JDF-based workflow management system. This version improves the efficiency of running your businesses by strengthening cooperation between management information systems (MIS).

**Xitron** (Booth 6339) has announced Navigator 7.0 for Windows, the latest of its Harlequin RIP-based products. Navigator 7.0 now includes native support for PDF 1.5 files, PDF/X-1a:2003 and PDF/X3:2003 formats. New features include an advanced font emulation that simulates portions of missing fonts in PDF files.

Navigator 7.0 reportedly will make a typographically acceptable match to missing fonts with no text overflow and with appropriate character spacing, weight and width. Navigator 7.0 also offers a JDF Enabler module and in-RIP Simple Imposition designed for the two-up marketplace. The JDF Enabler supports the JDF1.2 Specification, including support for TIFF files as either a file format or reference file.

### • Management & MIS Tools

**CurrenTech** (Booth 8735) will show PrintConnect 2.3 which offers estimating, Job Tracking, Workflow, end-to-end portal solution for printers. It combines the power of a web browser & database. It can be configured to supporting existing legacy databases.

**Enterprise Print Management Solutions** (Booth 6355) will be showing their browser based integrated print management system, including accounting suite. Products on display will be Enterprise 32 estimating, accounting, inventory control, purchase order, finished goods, scheduling, data collection, e-commerce.

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**Estimator** (Booth 8632) Corp. will be showing their Estimator software which is easy to use and requires minimal expertise to use.

With more than 250 enhancements, Dialogue v5, from **Exstream Software**, (Booth 4281) includes the browser-based Dialogue Anywhere for Marketing, a new design interface, Quark import/export, three new data connectors, PowerPoint output and an advanced testing suite.

**Cyrrious Control**, (Booth 8442) from Cyrrious Software, is an estimating and business management software system tailored to commercial printers. Features allow for automatic e-mailing, faxing or scheduling of follow-up calls when an estimate, order or invoice is created.

### • Enterprise & MIS Systems

Eastman **Kodak** (booth 7507) Company's Graphic Communications Group will introduce its enterprise management solution (EMS) that streamlines information through a plant by integrating print and business workflows. As printing companies become more automated and efficient, they need a business workflow solution that offers more than a traditional print MIS, according to Kodak.

Creo, a subsidiary of Kodak, took a new approach and developed its solution by using Epicor Vantage, a manufacturing focused enterprise resource planning (ERP) platform and then added print-specific capabilities.

The system includes quoting and estimating, job management, purchasing, and production planning and scheduling capabilities. In addition, it offers customer relationship management, sales management, quality assurance, supply management, lean manufacturing processes, purchase order management, and financial capabilities.

The solution enables companies to manage not just print production but their entire business. With JDF connectivity, the solution integrates with prepress, press, and finishing systems, such as Kodak's Synapse Upfront job planning tool, and other third-party systems. Designed for companies of all sizes, this modular solution is scalable to customers' needs, and is customized, yet will be delivered with out-of-the-box functionality.

**Creo**, will also display Synapse EyeMedia software. This digital asset management system integrates with the Prinergy workflow management system and the Synapse InSite Internet portal into prepress. Creo will also feature digital print connectivity, along with Prinergy 3.0, Prinergy Evo 1.2 and Profile Wizard Mio 3.1 color management software.

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"THE System" from [CRC Information Systems](#) (7246) is a fully integrated information management system that encompasses every aspect of graphic arts business management, utilizing the Windows 2000/2003 and SQL Server 2000 platforms. The software addresses the requirements of commercial printers from estimating, production and inventory management to accounting.

[GMC Software](#) AG (Booth 6336) will debut its recently released PrintNet Connect Web Services software suite. Organizations managing myriad documents, records and other information across platforms and systems can now bring them all into the production process, regardless of their source.

Companies that implement a Web Services strategy can maximize the benefits of standards-based enterprise computing, document production and both internal and external communications. By implementing Web Services applications into processes such as high-volume document production workflow-using PrintNet Connect-organizations can easily and quickly respond to new business opportunities.

PrintNet Connect works in concert with GMC PrintNet T software to drive multiple document-related applications from a single platform. Unlike some other Web applications, PrintNet users do not need separate platforms for Web and print based documents, variable data or statement processing and presentment. The PrintNet T platform encompasses all of the resources to compose and drive production of both printed and electronic documents and statements.

[Print Revolution](#) (Booth 6548) is a enterprise e-commerce print ordering system for major corporations with multiple locations. Online you can order, preview, set approval levels, check job and ticket status hourly, daily. You'll have reports for inventory, plus automated invoicing. You can track shipping, create templates, upload images for letterhead and envelopes, business cards, brochures, postcards, and more. Store front for smaller clients. Use our FTP and variable data printing options, too.

### • Variable data & Web Based Systems

[Printable](#) (Booth 7139) will show the PrintOne Customer Center, which provides a secure, branded Web portal through which customers can make print purchases via the Web. With the new advanced functionality, it is possible to match the look and feel of the customer portal to any enterprise Intranet or Web site.

[Pageflex](#) (Booth 6951) offers a complete web-to-print application, with software for sophisticated graphical design, online document customization, and dynamic document creation based on customer information. Featuring Pageflex Storefront, turn-key Web-to-print VDP solution.

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**DiMS!** (Booth 8109) will introduce a mobile e-commerce extension, DiMS! release 650. The software, designed to run on cell phones and PDAs, enables real-time communication back to the central DiMS! MIS in order to see such internal information as available capacity, inventory, including releases, and order status.

**Prologic** (Booth 6963) will show Web-to-print solutions, variable data applications, Internet products and services, imposition automation. Products include: New release of the PDFpro Print Center, PDFpro Admin Tools, PDFpro Imposition and PDFpro Merge Engine.

**Pagepath** (Booth 8529) will be demonstrating MyOrderDesk an e-Commerce solution for graphic arts service providers. It can provide file submission, preflight services, e-commerce as well as a Website.

### • CTP & DI presses

**Presstek** Inc. (Booth 6112) has unveiled the Vector TX52 thermal platesetter. A 2-up, chemistry-free metal CTP system, the Vector TX52 is designed to make environmentally friendly, metal CTP technology accessible to printing businesses of virtually any size.

Well suited to short-run, small-format printing projects, the thermal platesetter incorporates a built-in plate washer with scrub rollers, while also boasting a small footprint of only 58x29x52 inches.

Coupled with Presstek's Freedom chemistry-free plates, the Vector TX52 is capable of outputting up to 20 plates per hour. Freedom plates are aluminum, chemistry-free, thermal positive-writing plates designed for run lengths of up to 25,000 impressions. After the aluminum Freedom plate is inserted, it is imaged and water-rinsed inside the device before being discharged as a press-ready plate.

Users can handle and image plates under normal daylight conditions, as opposed to requiring special safelight or darkroom conditions. The Vector TX52 also offers a 2400dpi (up to 200-line-screen) resolution, Presstek SureFire laser technology, and a 20.87x19.165-inch maximum image area. The new Vector TX52 is available through the company's A.B. Dick North America distribution division.

**Glunz & Jensen** will introduce ink-jet CTP (iCtP) technology with the PlateWriter 4200. The system produces press-ready aluminum plates without chemical processing by jetting a patented Liquid Dot solution onto a non-photosensitive

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aluminum printing plate. The imaged plates are then fed through a plate-finishing unit located below the imaging engine that dries the plates and bonds the liquid dots to the plate surface.

[JetPlate Systems](#) plans to release the JetPlate 4800 with advancements in its ink-jet CTP technology, featuring a processor, platemaker, screening, RIP and proofer. JetPlate will be making plates and printing live press sheets at the show.

[Presstek & Kodak Polychrome Graphics](#) (Booth 6707) will show the DirectPress 5634 DI, a two-page, direct-imaging 4-color offset press with Presstek's latest ProFire Excel imaging and thermal platesetter built right in. Its labor-saving devices provide automatic cleaning for ink rollers, plates, blankets and impression cylinder. Presstek DI technology, combined with a central impression cylinder and single gripper system, is said to result in perfect registration every time.

[Screen](#) (Booth 6100) is highlighting the latest direct imaging TruPress 344, which debuted at Graph Expo 2004. It uses wet offset, no-process polyester plates and multi-array laser diodes (830 nm) to print a maximum 13.4x18.5 " sheet size at speeds of 7,000 per hour. It can produce a 500-sheet, single-sided job in less than 15 minutes, with only a five-minute makeready.

### • Digital presses

[Xerox](#) (Booth 1228) will showcase more than 50 high-speed color and black-and-white printing products -- including the Xerox iGen3, DocuColor, Phaser, Xerox Nuvera, DocuTech and DocuPrint families.

In terms of new stuff look for the 70-ppm DocuColor 7000, and the enhanced the iGen3 110 digital color press with an in-line coater, the Cti-635 from Epic International.

Xerox will highlight workflow tools that streamline the process that print shops use to produce jobs. The FreeFlow Output Manager — software that centralizes print management by acting as a "traffic controller." A part of FreeFlow, Output Manager, sends jobs to the most compatible networked device, increasing capacity by optimizing print production assets.

[Xeikon](#) (Booth 6742) will display its flagship model 5000, with in-line finishing to demonstrate various print-on-demand applications. The 600-dpi web-fed digital press, evolved from the DCP 500, has been re-designed from the ground up to reach speeds up to 7,800 full-color pages per hour, or 130 A4 pages per minute in fully collated order. Using LED array-based, dry toner electrophotography, it prints at 600-dpi resolution, with auto registration and calibration.

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Xeikon's new digital front end, the X-800, is able to easily process print jobs incorporating complex graphics with variable data from over 1 million records.

**Fold-N-Go**, the patent-pending product from Convertible Brands dramatically simplifies the creation of personalized, variable data print jobs that require perforations, payment envelopes or other complex conversions. The new pre-converted paper stock will be demonstrated for the first time in the Xeikon booth

The Fold-N-Go solution greatly reduces the time and cost associated with the traditional converting process. The Fold-N-Go stock is delivered to the printer "pre-converted" with all of the perforations, die cuts and adhesives already in position. After the job is printed, the only post-press converting required to finish each piece is traditional folding equipment. Fold-N-Go is available in several standard template sizes or can also be designed specifically for your application.

**Kodak** (Booth 6707) will unveil a **Mueller-Martini Concepta hybrid offset/digital press** featuring Kodak Versamark's continuous inkjet technology, which makes possible new capabilities for in-line customization and micro-versioning for large volume direct mail and other commercial printing markets. The press uses two high-speed KODAK VERSAMARK D-series printheads, the DH91 and DH6240, to print variable data information in-line with four-color offset printing to create high-value, highly personalized printed documents at speeds of up to 1,000 feet per minute.

### • Small Presses

**ABDick**, (Booth 6112) will make its first national appearance since being acquired by Presstek last November. On display will be the 4995A-ICS (ink control system) 4-color portrait format press with vacuum streamfeed, motorized dampening with chiller/recirculator and 16-roller stepless inkers. Also, ABDick's established 9995 2-color series with either Integrated Ink Control on ICS models or actuated ink fountains on the 9995 and 9995A models.

**RISO** (Booth 5240) will show its HC5000 inkjet press. It provides affordable full-color 11x 17" digital printing at up to 105 ppm for as little as 5¢ per color page, 007¢ black and white. The HC5000 harnesses two new proprietary technology platforms, ForceJet and ComColor, to deliver affordable and vivid full-color printing. It has been given a "recommended buy" by the Buyers Lab and a BERTL Innovation Award.

**Sakurai USA** (Booth 5211) will exhibit a number of press enhancements to its fully automated 575SD series and will introduce the 466SD/SDP, a four-color, 16,000-iph convertible perfecter.

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Standard features on the 20 x 26-inch 466SD/SDP include automatic perfecting changeover, automatic plate changers, automatic blanket and roller washers, Sakurai's autoset sheet preset device, and double diameter impression and transfer cylinders. The perfector is designed for high-speed applications requiring a variety of substrates—it can print lightweight papers as well as 24-point board.

The 575SD five-color with coater features a double diameter cylinder configuration with a maximum running speed of 15,000 iph. It is available in straight or perfecting versions with or without coaters and from four to six printing units.

The expanded sheet size of 23 5/8 x 31 inches now allows room for six-up printing and makes it possible to perfect, or work-and-turn three-panel jobs with bleeds and color bars.

[Ryobi/xpedx Import Group](#), (Booth 2045) U.S. distributor of Ryobi presses, is introducing the Ryobi 3404X-DI (UV), a digital imaging 4-color 13.375 x18.125 " UV-capable portrait press. The group will also spotlight the Ryobi 758P (S-Type), a 23x29 " 8-color 4/4 perfector and the 755XL-E, a 29 " 5-color board press with UV capabilities.

### • Large Presses

[Heidelberg](#), (Booth 1200) the show's largest exhibitor at 76,000 sq.ft., will unveil advancements in automation and integration with technologies displayed in five key areas: Prinect (networking and workflow), Quick Print, Industrial Print, Commercial Print, and Packaging. On center stage will be the Speedmaster XL 105, in what Heidelberg calls an entirely new "Maximum Performance Class." The 18,000-sph press has a wider image area: 41.34x29.13 " around.

In its Quick Print Solutions Center, Heidelberg will demonstrate the 10,000-sph Quickmaster QM DI direct imaging offset press with new ProSpot technology. A 500-sheet run completes in less than 20 minutes. Digital data, including color presets, are loaded directly into the press via the Prinect CP2000 Center.

In the heavier duty Industrial Print Solutions Center, Heidelberg will present the 8-color Speedmaster CD 74 with three-drum perfector and two-sided coater.

Also on display: a 10-color Speedmaster SM 102-10P perfector, with CutStar roll-to-sheeter, printing double-sided 5-color jobs in a single pass. In the Commercial Print Solutions Center will be the 5-color 20 " Speedmaster SM 52-5+LX, equipped with a two-roller coater and extended delivery.

Heidelberg is also showcasing the Speedmaster SM 52, the first press of its 20 " format class to be available with 8 printing units in the U.S. Special air panels in the delivery allow high-coverage printing on both sides without gutters for guides.

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Also to be shown: serious in-line diecutting on an SM-52. Additionally, a 6-color Speedmaster SM 74-6-P+L with perfecter and coater will be on display.

**KBA North America** (Booth 4045, 4741), is planning its most dynamic booth and interactive display. It will house five of KBA's newly engineered and most popular presses, including the 41 " 6-color Rapida 105 plus coater, the 56 " 6-color Rapida 142 plus coater, the newly updated Performa line (acquired from Czech pressmaker Grafitec), a 5-color model 74 plus coater, the 5-color Genius 52 waterless UV press and the 29 " 74 Karat direct imaging digital offset press — the only waterless DI press with a GravufLOW inking system.

The centerpiece of KBA's press line is its 41 " Rapida 105 sheetfed, enhanced to reach a rated speed of 18,000 sph. The press handles a stock range up to 48-pt. with no gripper adjustments and features a mark-free vacuum side guide. The 105 is available as a perfecter and can be built with up to 14 units. KBA will also show the 56 " Rapida 142, one of the larger presses at the show.

KBA will highlight the Qualitronic II inline sheet inspection system to detect even the slightest color deviation, and the Densitronic S, a combined density and color measuring system for quality control both during and after printing.

**Goss International** (Booth 3700) will spotlight integrated press technologies for all its web offset applications. One highlight: Automatic Transfer for on-the-fly print unit transfers for version changes, or even complete four-color job changeovers, without stopping for a conventional makeready. Atlanta's Geographics (see GAM April '05, p. 24) is the first U.S. installation.

Also at Goss: the Web Center; Ecocool dryer with integrated chill rolls and closed-loop options; gapless Sunday presses, including the Sunday 2000, the Sunday 4000, and the Sunday 3000/32, featuring a wider 2x8 (32-page) format.

Goss will also show splicing, drying, folding and finishing options, including a Pacesetter 1100 saddlestitcher in live operation. Visitors might want to check into an evolving web press technology platform, Goss's FPS Flexible Printing System, undergoing initial testing within the newspaper sector. It holds significant long-term implications for the commercial market as well.

### MAN Roland

The MAN Roland (Booth 1245) lives up to its "Big Advantages" theme with its centerpiece, a 64-inch version of the ROLAND 900 XXL sheetfed press, the largest running at the show. Audience members will participate in the 900 XXL's makeready.

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The company will showcase a PECOM/printnet control console connected to a virtual web pressroom and a special workflow integration center. Another area will be devoted to new customer support benefits.

Visitors to the MAN Roland booth can take a virtual tour of the company's Chicago Technology Center. Personal tours are available for showgoers who sign up for VIP visits, which include complimentary limo transportation and refreshments.

**Komori** (Booth 1262) will prompt visitors to "think differently" about pressroom flexibility, exhibiting four perfectors, including a 5/5, 10-color 40 " Lithrone S40 P; and a 40 " Super Perfector (running a 16-page signature live, it's the same model used to produce this issue's cover). It prints five-over-five in a single pass without flipping sheets. Also shown: a four-over-two, 6-color Lithrone 28 " ; and a two-over-two, 4-color Spica 29 " convertible perfector. There will also be a static unit of a full-size web System 38S on display.

Komori will focus on JDF compliance of its presses, showing data flow through three job management systems (HiFlex, EFI's Hagen and PSI solutions). It also will show an integrated workflow in partnership with EFI for job management, Screen for prepress, and Standard Finishing (Horizon) for postpress.

**Mitsubishi Lithographic Presses** (Booth 4028) will showcase the Diamond 3000TP Tandem Perfector. The 40" perfector prints both sides of the sheet in one pass at 13,000 sph without turning the sheet. The gripper is maintained throughout the run. The press is available with up to 12 printing units and has a stock range of .0016" to .024" for standard printing or .008" to .032" for folding carton applications.

### • Post-Press

**Muller Martini** (Booth 4018) will debut the Bolero model 3028 perfect binder. The system runs at 8,000 cycles per hour and reportedly can perform its own makeready. The Bolero 3028 utilizes a CIP4 and JDF-ready digital interface and features full automation.

The 3028 can handle sizes for one-up and two-up production. Benefits include shallow infeed angle of 12.5°, parallel-closing rack and pinion clamp design, quick lowering feature on the milling station for rapid changeover to and from sewn products, eccentric pressing discs for precision cut-off control, and optimized exhaust to keep the machine and the glue pots clean.

The Tempo 22, a high-speed stitcher achieving speeds of up to 22,000 cycles per hour, takes advantage of automated servo and Automatic MakeReady System (AMRYS) technology.

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Operators also benefit from production optimization settings located on the outside of the machine, and intuitive touchscreen controls. Consistent trim quality is assured by its servo-driven trimmer with automatic face cut control, whereas its ergonomic design protects operators from moving parts.

Also on display will be the company's 9,000-cph Presto saddlestitcher and 13,000-cph BravoPlus saddlestitcher. The Presto can be seen at booth 4018 and the BravoPlus at booth 4286. The Presto saddle stitcher, designed for small to medium run lengths, achieves speeds of up to 9000 cycles per hour. The device supports a wide variety of book sizes, from 3.9375x5.6875 inches up to 12x14.375 inches.

Presto also features 1:1 and 1:2 modes of operation, automated menu-guided PLC controls, a touchscreen, and expandability to a maximum of six twin feeders. Quality is assured by Muller Martini's flying stitching heads, a Semko side caliper, missing stitch detector technology, an in-line three-knife trimmer, and an Apollo compensating stacker.

**On Demand Machinery** (Booth 4762) has broken down the casemaking process into four steps: the Spreader, Slider, Stomper and Squeezer.

The operator runs the cover material through the Spreader top-side gluer, aligns cover boards in position with the Slider sliding table case gauge, turns in all four sides of the cover with the Stomper air-operated turning in machine and finally feeds the finished cover through the Squeezer rotary press. The entire ODM Casemaking line is self-adjusting, easy to operate and ideal for on-demand printers requiring on-demand bindery and short run applications.

ODM Casemaking can produce 60 to 100 covers per hour. Minimum open size is five by eight inches, maximum open size is 18 x 30 inches. The Casemaking line will be on display in booth 4762. Free sample hard covers available for all those who attend.

The **Baum** (Booth 5224) 26" and 30" wider-format folders offer high productivity and trouble-free operation. They are available with eight-page and 16-page right angle units and the Baum K20 knife folder, which increases flexibility. The reverse-drive continuous feeder provides longer production runs with a maximum folder speed of 9,000 ipm.

**Brandtjen & Kluge** (Booth 212) will exhibit its latest automatic folder/gluer, the OmniFold. The OmniFold offers right and/or left sheet registration, rack-and-pinion elevator driven feeding section and vertical buckle folder. The OmniFold is modular, allowing users to expand the machine's capabilities as needed.

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**Duplo USA** (Booth 3622) will show its System 5000 collating and booklet making solution. It now offers the 2KT head and foot trimmer.

**Epic Products** (Booth 4857) will display the Model CTi-635 in-line coating system for the Xerox iGen3 press, which uses Xerox DFA architecture and will apply UV or aqueous coatings. The system can also be retrofitted to the tower coater on any offset press, replacing roller metering with an anilox system, or custom-manufactured as a blanket coater.

**Gateway Bookbinding Systems** (Booth 639) will showcase the PLASTIKOIL Concept QS2 dual interline system for the manufacturing and automated insertion of plastic spiral binding. The system, with the 3000 QS quick setup auto coil inserters, allows for quick book binding. The units can interline or be detached for independent production and produces at rates of 1,400 books per hour, with coil diameters from 6mm to 30mm.

**Heidelberg** (Booth 1200) will show the **Stahlfolder** TH 82 buckle plate folding machine, part of its TH/KH generation of Stahlfolders. Changeover times on the TH model are reduced by efficient automation components and ergonomic operation. In addition, overall output is increased by comprehensive workflow integration and maximum flexibility with a modular machine concept.

The StitchFold bookletmaker and trimmer system, from **MBM Corp.** (Booth 2888), uses wire-fed stitching technology. With a sheet capacity of 25, the StitchFold can saddle stitch and trim 2,300 sets/hour. The system provides lower operating costs than bookletmakers using preformed staples, as 65,000 booklets can be produced from a single spool of wire.

**MBO America** (Booth 5262) will introduce the Slitter Shaft Cassette, which provides easy access and exchange of the slitter shafts and improves makeready time and operation throughput. The retractable cassette brings the slitter shaft to the operator with a pull of a handle. This cassette is available on Perfection buckle folders and Combi-(K) folders for working widths of 26" to 64".

The **Rollem Advantage** (Booth 5047) is an airfeed scoring, perforating and slitting machine. The system offers no cracking or marking and accuracy on a variety of stocks with the side guide register. The Advantage processes all types of brochures and catalogs, slitting of variable data sheets, postcards and business cards, micro-perfing and slitting/perforating for CD/DVD inlays.

**Spiel Associates** (Booth 4062) will introduce the Sterling Coilmaster III plastic coil binding system, which creates plastic coil from plastic filament and inserts it into the book, cuts it and crimps it. The system offers an angled roller, a spreading device and binding with any pitch with round or oval holes at speeds up to 700 books/hour.

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The **Spartanics M500** (Booth 241) is a turnkey punching and diecutting system that uses electro-optical sensors to scan and record registration marks at production rates up to 165 strokes/minute. The M500 system is available in three formats, produces rates of up to 70,000 CR80 cards/hour and has a modular design for configuration with either sheetfed or coil, hard tool or steel rule die.

**Standard Horizon** (Booth 2845) will feature the Horizon i2i system, a CIP4/JDF-enabled digital workflow. The i2i system will ingest JDF file data to drive a network of finishing solutions that include floor-model folders, perfect binders, collators, bookletmakers and saddle stitchers. The system offers bar-coded tickets, job record data, automated machine setup and the ability to monitor job status of i2i-connected machines.

**Streamfeeder** (Booth 428) will introduce the Servo series high-speed feeder/dispenser, which reduces manual labor for batch counting, collating, accumulating, automatic wrapping, kit fulfillment and package inserting. Features toolless, single-knob adjustments and flexibility for use in high-speed stand-alone applications or integration into other systems.

**Technifold USA** (Booth 19021) will debut the TCM20 tabletop creasing solution, geared for short- to medium-run offset and digital print shops. It uses Tri-Creaser technology to eliminate fiber cracking on digitally or traditionally printed paper by producing a letterpress-quality crease. The TCM20 will run sheets up to 20", has a near-zero setup time and uses a handfed design to minimize waste.

The Therm-O-Type Zip-A3 can crosscut, slit and score products printed on sheets up to oversized A3. Using a programmable guillotine crosscut and gutter-cut slitting blades, bleed and non-bleed formats can be run. Up to eight, 21-up business card sheets can be run through the Zip-A3 per minute.

**Keene Technology** (Booth 2492) will introduce the LS series splicer, which eliminates the downtime and waste associated with roll changes. Two roll positions with fully automatic splicing capabilities continuously unwind a web directly into the press line, eliminating the need to stop for roll changes.

**Vijuk Equipment** (Booth 3628) will exhibit the Setmaster collator with in-line gluing, static pinning and the ability to collate CDs. It can shrink wrap on the Conflex fill-and-seal wrapper, which wraps at high speed using a continuous rotary hot knife sealing system. The Setmaster's adjustable suction feeding heads pick up a range of materials, from carbon or NCR papers to heavy chip boards. Many models available based on sheet sizes from 2-1/2x2-1/2" to 52x76".

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**RB/SUN Enterprises** (Booth 5656) will present the four-up, 10-up and 12-up business card slitters along with the Handi-Scor scoring and perforating machine. Also available is the gutter cut machine for cutting full-bleed cards.

### • Mailing

Visitors to **Domino Amjet's** (Booth 4041) will see the worldwide debut of the K-Series, which uses drop-on-demand printing technology and reportedly enables customers to extend beyond the core capability of part personalization and into complete printing of variable mail pieces. The K-Series K200 printer prints 300 dpi at 300 fpm.

In addition, Domino will exhibit the Heidelberg ST400 saddlestitcher with selective binding controlled by the Domino GT controller.

The ST400 also will be linked to Domino's BitJet+ for addressing and the JetArray for printing on the inside of a book. Domino's BitJet+ features a ceramic charge electrode for smoother ink break-off and lay-down. The JetArray is suitable for a range of applications requiring high-resolution printing of text, barcodes and addressing. It can be fully integrated into existing production equipment and produces up to eight lines of text and variable data at speeds up to 800 fpm.

**Bowe Bell + Howell** (Booth 434, 2073) will introduce Print Stream Optimization, which improves throughput of mail inserting equipment by manipulating the print stream in order to optimize equipment utilization. High performance is achieved when inserter output is maximized while maintaining the manifest order required by the USPS.

**Buhrs Americas** (Booth 4470) will demonstrate the BB300 envelope inserting system. It boasts heavy-duty construction and flexible configuration. System performance has been increased by 25 percent to 10,000 cph and a packing thickness up to 15mm.

**Neopost** (Booth 3689) will introduce its digital mailing system, the IJ 70. Ideal for mid-volume mailing, it processes up to 150 letters/minute while calibrating length, width and thickness up to 5/8" to ensure the proper amount of postage is applied to each piece. It adjusts for document thickness and features 10 preset job functions.

**Secap's Jet 1** (Booth 4579) integrated address and bar code printing system is designed for printers considering mailing services. It has print configurations of 3", 4.5" or 6" with production speeds up to 30,000 per hour. Optional accessories include feeders, tabbers, dryers and mail pre-sorting conveyors.

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**Satori Software** (Booth 4070) will introduce Bulk Mailer 5, a mail list software. It includes importing, duplication elimination, address cleansing and postal presorting. Also features advanced graphics, wizard-based processes, reusable template architecture, move update processing, graphical label designer providing full graphics and bar coding.

### • Ink

Ink and pressroom chemicals also will be featured prominently. Under the banner "Rely on Us," **Flint Ink** (Booth 857) will showcase ArrowStar inks formulated for sheetfed presses, as well as ArrowLith UV inks for coldset web printing. Designed for coated and supercalendered stocks, the latter meet the requirements of the Soy Seal Trademark and are free from volatile organic compounds.

**Jetrion** will launch low-VOC solvent inks for Videojet and Domino continuous ink-jet printers. Printers who use the new Jetrion inks can decrease VOCs, enabling operation expansion while remaining within VOC emissions limits. Jetrion's low-VOC solvent CIJ inks offer reliability and performance at a lower price.

**Collins Ink** (Booth 1893) will offer black and color ink-jet inks featuring water- and solvent-based continuous and thermal technologies and oil- and solvent-based Piezo/DOD technology. Water- and solvent-based products include low cost KV inks, MEK-free VJ inks, UV curing inks for plastics (MAX ink) and Heads-up inks. Oil- and solvent-based products include UV curing and process colors.

**Rena Systems** (Booth 3679) will offer EasyInk AqueousT for HP-based ink-jets. Up to now, materials that use aqueous coatings could not be addressed with standard ink-jets. With the EasyInk AqueousT, most coated materials are as easy to use as regular paper.

**Van Son Holland Ink** (Booth 3558) will show its oil-based Quickson PRO, which is available in process and PANTONE colors. Packaged in 2.2-lb. vacuum sealed cans, it features ink and water balance for fast setting time. After processing, it may be coated in-line with aqueous coatings, off-line with UV coating and will film laminate.

**W-R Industries** (Booth 3959) will be displaying its complete line of 5 Star Overprint varnishes and gloss ink train coatings. These products are designed to provide protection and excellence in gloss or dulling characteristics.

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### • Printing Accessories

**Polymag Tek** (Booth 104) will display its oscillating six-roll web cleaner with clam shell and tape drawer slide; its two-sided, four-roll web cleaner; its three-roll sheet cleaner; and its two-roll narrow web cleaner, along with its hand rollers, tacky pads and adhesive tape rolls.

Image transfer specialists **Day International** (Booth 2459) , with its blankets and sleeves, will tout Varn pressroom chemicals, Rotec flexographic sleeve systems, Custom Solutions web founts, ND (converting services and pressroom consumables), day-Corr diecutting mats and Kompac dampening systems. One of the firm's newest technology platforms is DuraZone, a compressible that increases durability of offset blankets without sacrificing print quality. It is incorporated in dayGraphica's 5000 series, which is engineered for heatset web and directory applications.

On exhibit will be the dayGraphica 5000 and 5010 heatset web blankets; the 5500 blanket for directory and insert printing (well-suited for stochastic screen work); and the 8200 Eclipse, which is designed with rubber surface technology for UV inks. Additional blankets include the RM70 for MAN Roland's Regioman newspaper press, as well as dayGraphica's SteelBack product.

Another technology to be showcased is Varn's Apollo 900 web conditioner for remoistening the web to eliminate static, marking and ink smearing. It replaces the practice of mixing anti-static additives and silicones. For sheetfed, Pantheon Optima is a one-step, alcohol-free fountain solution for presses with continuous dampening systems.

**Maratek Environmental** (Booth 1589) will highlight its FountainSaver System, which treats used fountain solution inline and reduces the need to replace fountain solution. The FSS actively cleans the solution using inline, PLC-controlled filtration technology, and monitors pH, conductivity and temperature.

Maratek will also feature the Solvent Saver, which recycles water miscible waste solvent, said to result in significant cost savings in both solvent purchases and disposal. The Solvent Saver removes contaminants from used blanket and roller washes and separates the pure water from the recovered solvent automatically. Solvent Saver works on the majority of solvents in the printing industry, and can handle from 10 to 500 gallons per day.

**Independent Graphic Services** (Booth 1886) will show products it is now distributing, such as the InkZone Digital ink slide pre-setting device by Digital Information Ltd. Compatible with most brands, it allows presses, without presetting, to be upgraded simply and economically. The data from plate imaging delivers reliable information to the press for digital adjustment of the ink fountain.

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**IGS** (Booth 1886) is a distributor for the EPA-approved Vantage Plus CTP chemical recycling system. It takes the overflow from the discharge plate processing developer and divides it in to two portions: half is directed to a blending tank, where it is fed through filters for removal of contaminants. The treated half is then blended with fresh chemistry, reducing chemistry consumption.

**Valco Cincinnati's** (Booth 108) **Robond PRO** is a microprocessor-controlled fluid application system for fine-line gluing and precision fold softening. Features include automatic fluid flow control, motorized remote valve positioning and contact nozzles for reduced web friction and clogging. It is controlled by a touchscreen operator terminal.

The PerforMAX 3, from **SIMCO Industrial Static Control**, (Booth 249) is a high speed, extended range static neutralizing system with performance monitoring. Systems have remote monitoring and control of ionization performance, clean bar indicators, system fault indicators and remote on/off control capability. Computer interface options and hazardous location systems are also available.

The Off-line Electronic Drive Combination Unit, from **Advanced Graphics** (Booth 5279) Equipment of York, is capable of unwinding the roll, guiding the web, slit and cut single or multiple thickness webs to produce streams with accurate cutting registration and batch into neatly jogged vertical batches with chipboard inserter top and/or bottom or in sets in-between and deliver them to auxiliary wrapping or boxing equipment.

**hhs America** (Booth 657) will introduce the Xtend product line for glue application control and quality assurance systems, which range from standalone glue controllers to fully integrated quality assurance lines. Features include problem indication for any carton rejection and a visual dialogue for the setup of new products.

**Mohawk Papers** (Booth 5124) will introduce i-Tone uncoated paper for HP Indigo printers. The process is the result of a collaboration between Mohawk and Nalco. Developed specifically for HP Indigo presses, i-Tone has been applied to Mohawk Superfine and Mohawk 50/10, bringing higher performance to a new generation of printers.

**Magnum Magnetics** (Booth 3760) manufactures white, printable magnetic sheeting for desktop and wide-format ink-jet printers. Choose from DIGIMAG paper for dye- and pigment-based ink-jet printers or DIGIMAG vinyl for solvent ink-jet printers.

Questions or issues – stop by the NAPL booth and say hello or drop me a line [HowieAtPre@aol.com](mailto:HowieAtPre@aol.com)