



Presstek focused on environmentally-friendly printing with the 52DI ECO-UV digital offset printing press

offering is that each one of its product segments is represented by Europe's elite manufacturers, meaning that it is able to solve very complex production issues for its customers.

Riso was also pleased to showcase several new pieces of technology, one of which will not be launched until March 2017, still retaining its Japanese user interface. The Com Color GD9630 is a five-colour machine including CMYK and the addition of grey. The 160ppm machine is billed as the world's fastest cut-sheet printer

high capacity system. Callaghan also notes how more printers are bringing equipment in-house.

## New faces

On the last day of The Print Show, you would think things would start to wind down, but walking through the hall it was clear that the visitors just kept coming and there was plenty left to see in the final hours of open doors.

GMP's business development director, Will Duggins, explained how he spoke to many of the company's existing customers on day one, but over the last two days saw many new faces pop by the stand for more information on its laminating machines and sleeaking technology.

GMP sold two machines at the show, the Q Topic-380 semi-automatic laminating machine and the Excelam Q1670RS. A fully automatic version of the Q Topic-380 was launched at the show by GMP (QTopic-380) and Duggins says there has been a lot of interest in the machine due to its affordability, making it a good option for those entering the market.

Daniel Pretot from Eazyprint was on hand again at this year's Print Show to demonstrate the impressive capabilities of sleeaking technology with GMP and showcased one particular project for a high-end champagne brand, produced using the QTopic-380, and has also been nominated for the Digital Print Awards. With the paper projects on display, Pretot notes how The Print Show has helped open some exciting doors with the clientele visiting the show.

“ Our main purpose for exhibiting at The Print Show was to look for a new client base and diversify in this aspect ”

Tech-ni-fold was another company that had a successful show, selling two CreaseStream Mini Auto-feed machines, one of its new manual card creasers, and a range of tools, with many appointments made for after the show.

and is an exciting extension to the Riso brand.

Also new to the show is the Com Color FW Series, including the 5230, a compact and easy to use inkjet printer. Debbie Callaghan, marketing manager at Riso, says there has been massive interest in its Digi Feed envelope system due to the simplicity of application, which is appealing to printers, offering them a high-volume,

says: "The show has gone really well and has exceeded our expectations. We took one of the last stands as we don't do a lot of UK shows, but as soon as the doors opened on the first day, it was crazy. We have had the same amount of leads the second day as we did on the first day. It's a lively show and we're glad we did it."



Riso introduced its new five-colour ComColor GD9630 machine at The Print Show 2016



Although a UK-focused show, what was positive to hear is that Tech-ni-fold was approached by international companies from Australia as well as Germany and Ireland, in regards to distributing the company's products, therefore, this could mean there are new international partnerships for Tech-ni-fold to come.

Encore Machinery secured many leads from The Print Show and arranged lots of specific equipment demonstrations for after the show. The company told me that more than 50 percent of the people who came to their stand were new faces, making it a worthwhile trip for Encore. Bringing its rotary die-cutting, automatic



(Left) Graham Harris, managing director of Tech-ni-fold, said the show exceeded expectations

(Right) "Our main purpose for exhibiting at The Print Show was to look for a new client base and diversify in this aspect. We have talked to both sign-makers and printers, and are happy with how it has gone," explains Artie Pallari, managing director of Fanela

print managers stop by for more information.

Vpress' main aim was to get its name out there more with its Coreprint product, an easy to use tool that will allow printers to automate workflows with features such as DAM (digital asset management) and stock management, all of which help to boost efficiency.

Fanela made its space at The Print Show by attaching examples of its services to the walls of its stand, for example, an embroidered hat, a screen-printed t-shirt, and a litho transferred shirt. The company specialises in screen printing, embroidery, transfer print-



**Factoid:** The Print Show 2017 will take place from October 11<sup>th</sup> to 13<sup>th</sup> at The International Centre in Telford. It spans 15,000sq m of exhibition space and is located in 'the birthplace of industry'.

(Left) GMP, which sold kit at the show, spoke to visitors about its laminating and seeking technology

taping machines, and more to the show, it is the automatic taping machines that drew in the most interest as many people were unaware that this process can now be automated.

## Responsible printing

The Forest Stewardship Council (FSC) also made the most out of The Print Show to inform and educate visitors about its goal for more responsibly sourced papers and boards in the print industry.

Beth Bennett, business development manager of FSC UK, says: "There has been a varied visitor range across the supply chain including those who procure print and those who do the printing, and we have had a steady flow of visitors throughout the show.

"We are not here to sell or buy, we are here to facilitate. The vast majority of people we have met here are dealing with certified paper already, but it's now about pushing it that bit further and encouraging printers to make claims."

The FSC is working on the specifying of FSC materials and getting printers to apply an FSC label to products in order to their give customers the assurance that the company has chosen to source responsibly, a goal that has been given a helping hand by The Print Show.

Of course, paper is just one part of the print industry. Companies such as Vpress are showing how web-to-print software solutions are key for business growth. Jack Walsh and Andy Webb from Vpress told me that the show has gone very well for the company and has exceeded expectations, seeing many printers and

ing, and direct-to-garment printing, all for the trade market.

Artie Pallari, managing director of Fanela says: "We have spoken to some good clients and had good enquiries about what we do. Our main purpose for exhibiting at The Print Show was to look for a new client base and diversify in this aspect. We have talked to both sign-makers and printers, and are happy with how it has gone."

As The Print Show 2016 drew to a close once again, there was again plenty of optimism from both exhibitors and visitors. On top of this, there have been high levels of equipment sales and a plethora of leads obtained, making next year's show at The International Centre from October 11<sup>th</sup> to 13<sup>th</sup>, one not to miss.

Friedheim International brought a dense array of print finishing technology to The Print Show

