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Epson's experience lies in designing and manufacturing precision instruments for printing hardware, and building our extensive knowledge of high quality printing. All of this know-how has gone into the development of the SC-S large format printer series - designed from the ground up, with every component developed and manufactured by Epson.

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For high print volume and quick turnaround.

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For demanding applications where colour performance is key.

The SC-S80600 is the high-performance printer with additional colour inks, such as orange, red, metallic and white optimised for businesses looking for a high-quality large format printer that offers a wider choice of inks for a variety of print applications.

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WELCOME



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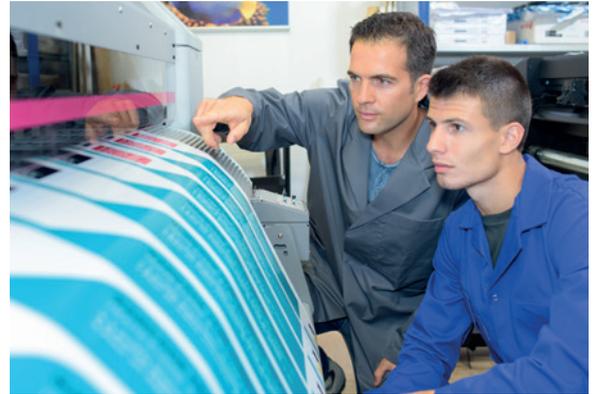
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www.QuickPrintPro.co.uk



COMMENT

Re-launch print



Welcome to our seasonal double month issue. Historically we have merged the summer months magazine as news and new product launches dry up.

With all the trade shows cancelled we will cover all the news as it happens across our broadcast channels of print, post, web email and social media.

Have a busy and safe summer in print.

Maureen

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The law on workplace pensions has changed and every employer in the UK must put certain staff into a pension scheme and contribute towards it.

This is called 'automatic enrolment'.

It's important that you understand what you need to do — and when you need to do it. This will depend on your circumstances and those of your employees. To work out what you need to do and when you need to do it contact our auto enrolment scheme advisers on:

0800 132100 or email alan.hudson@meridan.co.uk

Help is on hand from the Printing Industry Pension Scheme which has been running since 1986.

Meridan Financial LLP is the appointed advisers for the Printing Industry Pension Scheme (PIPS) and are authorised and regulated by the Financial Conduct Authority (FCA). Not all Auto Enrolment services are regulated by the FCA.



CORINIUM SPEEDS UP BOOKLET PRODUCTION WITH A KAS 640

Following the investment in a five colour Ricoh press to enhance their digital printing, Corinium Colour in Cirencester has installed a KAS K640 booklet maker to add to their finishing capability.

"Demand for booklets has grown significantly since we installed the Ricoh C7200x press. Although we can finish them online, we wanted to improve our productivity and quality. In addition we wanted to bring all the booklet making in-house because we were outsourcing 25% of the longer runs," said Iain Cox, Director.

Iain evaluated three machines before placing an order with Automated Systems Group Ltd in conjunction with Ashgate, the UK distributor. He took several jobs with different formats and stock to Ashgate's showroom for testing and did a lot of research. "The KF640 was head and shoulders above the rest. It was the only machine with so much versatility for the price."

The KF640 is the first booklet maker of its size and price to produce a maximum booklet size of 320mm x 320mm and more common sizes like A4 landscape and 12" x 12" booklets. It will also handle a maximum sheet size of 640mm x 320mm which means that the sheets do not require pre-trimming of the short edge on a guillotine prior to producing an A4 landscape booklet.

"It is ideal for our type of work, not only because of the formats it can handle but also because it finishes a range of stock. It is quick to setup and change sizes and although it is hand fed, we can produce 800+ booklets an hour."

Corinium also bought the square-fold in-line unit which sits between the booklet maker and the trimmer, which is an efficient way to give them a perfect bound look with the security of a stapled finish.

Delivery was four days after the order and 'socially distanced' training was provided by Ashgate. "We went straight into production which was useful because one of the first jobs was to finish a quarter of a million booklets. We would never have been able to do this job in-house without this machine it has speeded up production by well over fifty percent," he added.

www.ashgate.co.uk



THE BUZZSAW AWARDS 2020

BUZZSAW The Buzzsaw is an online tool that strips the buzzwords out of press releases, speeches and blog posts. The awards for the worst jargon of 2020 have just been announced

The Buzzsaw is compiled and maintained by PR strategist Hamish Thompson who has worked with more than 150 businesses worldwide to promote better communication.

Paste a press release or speech into the Buzzsaw and the document is checked against a database of thousands of buzzwords and clichés. The document is returned with all matches struck through in red.

The Buzzsaw is used by thousands of organisations worldwide. The top 15 list is based on frequency of submissions from editors and correspondents worldwide.

The 2020 Buzzsaw Hall of Shame (Comments below are supplied by judges).

'Curated'. Judge's comment: "A word that has been brutalised by Hipster culture. Google practically anything – potatoes, burgers, you name it – and there'll be a curated list somewhere in the world. To make it worse, lists are often 'carefully curated', which is tautologous."

'Content'. Judge's comment: "Second only to the vacuum of space as the emptiest thing in the universe. It's like calling literature or journalism 'words'. It's the high watermark in the commoditisation of writing."

'Disambiguate'. Judge's comment: "A word that rather cleverly obscures the thing it seeks to clarify. Like spraying mud on windows to clean them."

'Human Capital'. Judge's comment: "The latest in the personnel department's march towards balance sheet."

'The new normal'. Judge's comment: "Unfortunately it is catching on. I get hundreds of emails a week that reference this phrase."

'In the time of Covid'. Judge's comment: "Gabriel Garcia Marquez it ain't."

'Reach out'. Judge's comment: "My standard response is 'back off.'"

'Circle back'. Judge's comment: "Sigh. Incoming Halley's Comet press release."

'Ideation'. Judge's comment: "A bold attempt to make a bad idea sound better than it is by diverting our attention."

'Bake'. Judge's comment: "Please stop using this as a noun. It is a loaf or a cake. It is not a bake."

'Fake news'. Judge's comment: "An oxymoron of such heft that only a moron could coin it. Unfortunately it has caught on."

'Mainstream media'. Judge's comment: "A tedious blamefest, thinly disguising a lack of ability to debate properly."

'We remain cautious'. Judge's comment: "On a quarterly basis, listed companies invite their advisors to visit them and help them draft their financial results statement, including the outlook

statement. These three opaque words are the most overused and expensive a company will ever buy."

'Going forward...'. Judge's comment: "I long for the day someone writes 'going backward'."

'Solutions'. Long-time Hall of Shame member, best exemplified by the sticker company that describes itself as 'a global leader in adhesive labelling solutions'.

Dishonourable mentions:

'Prepone'. Judge's comment: "A word that seems to mean that something has been brought forward, potentially resulting in a missed flight, etc."

'Best'. Judge's comment: "As a sign-off on an email, this feels really ill-judged. If you can't be bothered to say 'best wishes' or 'best regards', it's not a great start, is it?"

'Preneur'. Judge's comment: "Rule of thumb: if someone describes themselves as an entrepreneur, they probably aren't. Worse still 'cakepreneur', 'burgerpreneur', etc. Fun game: try putting ANY word in front of preneur and googling it. Chances are, there is one."

'Awesome'. Judge's comment: "Not since the devaluation of the Zimbabwean dollar, has something devalued as much as the word 'awesome'. To be full of awe in the presence of a tea towel or poached egg is setting a very low bar."

Now in its 10th year, the list reflects this year's most frequent submissions to www.thebuzzsaw.co.uk

NEW BOBST VISIONFOLD 110 FOR JAYMAR

Jaymar Packaging has invested in a fourth BOBST folder-gluer as it seeks to future-proof the business and bring greater flexibility to its operations. The family-owned company, which recently completed a deal to buy an adjacent 11,000 sq ft site at Crewe Gates Industrial Estate, in Cheshire, has purchased a VISIONFOLD 110 A2. Described by BOBST as the 'ultimate all rounder' for folder-gluing, the machine will handle a wide range of packaging including cartons, sleeves, four corner trays and litho laminated work at Jaymar.

Jaymar Director, Craig Street, said: "We have been thinking about investing in a new folder-gluer for about 18 months after gaining new customers and seeing existing accounts grow. In addition, as companies move away from plastic packaging, the demand for carton has increased. Customer service is a key focus for us and by investing now, we are demonstrating the importance we place on being able to maintain the high standards we have as we continue to grow.

"The new machine will complement our existing BOBST folder-gluer portfolio and bring greater flexibility and versatility to our production lines. We believe that once in place, it will save a lot of time in terms of make-readies and enable us to run some of our larger jobs to completion which isn't always possible currently."

The order for the machine was placed in the week before the UK went into 'lockdown' due to the Covid-19 outbreak. Jaymar has continued to meet customer demand by splitting shifts and introducing a night shift to maintain social distancing among employees, as well as implementing working from home where possible. The company has also donated hundreds of boxes to Cheshire East Council to package food parcels for some of the most vulnerable in society

Lee Alton, Area Sales Manager, Bobst UK & Ireland, said: "Jaymar Packaging is a long standing customer of ours and we are delighted that they have chosen BOBST once again.

"VISIONFOLD was the perfect choice for Jaymar thanks to its ability to handle a wide variety of packaging types. Despite the uncertainty that Coronavirus has



brought to the industry, this investment demonstrates Jaymar's commitment to customer service now, and into the future, in terms of turnaround times and product quality."

VISIONFOLD 110 A2 is a multi-purpose machine that is highly adaptable and able to process a wide range of packaging formats. It delivers a stable and precise fold at high speeds and offers a choice of left, right or simultaneous folding. Durable and cost efficient, VISIONFOLD maximises uptime thanks to short make-readies, while at the same time delivering a finished product of superior quality.

The machine is due to be delivered to Jaymar in September 2020. Mr Street added: "BOBST was always front of mind for us. The technical team there is always at the end of a phone to ensure uptime is maintained. As we already have three folder-gluer from the company, we will be able to integrate the new one seamlessly into production with minimal training time."

www.bobst.com

THE VINYL GUYS ADAPTS TO MARKET CHANGES

Alex Liggett went full time with his business

The Vinyl Guys just last summer but has quickly refocused to meet the changing demands of the past few weeks. Alex started The Vinyl Guys in his spare bedroom in his free time, gradually building up his customer base until he could move into his own premises and invest in new equipment. Up to mid 2019 he was still working full time in the public sector in the West Midlands, working twelve hour shifts followed by six or seven hours of printing, until his graphics business was ready to go as a fully fledged operation.

Until this spring, 80 per cent of The Vinyl Guys' business was vehicle wraps and retail signage, work now on hold as the UK follows the government's guidance on social distancing to control the spread of COVID-19. Alex has therefore had to adjust his service offering to meet his existing customers new demands – and that means going smaller.

"When I saw the beginnings of the impact early this year, I launched offers for smaller items, labels, stickers and banners, in short runs. Many of my customers are electrical and heating engineers who have been furloughed and are taking the opportunity provided by this quieter work period to rebrand and address their promotion. It's something many professionals have wanted to do and are finding that now is the time to put those



ideas into practice." — Alex Liggett, Owner, The Vinyl Guys

Although The Vinyl Guys specialises in larger signage and vehicle wraps, Alex learned early on how diversification and add-on products add value for his customers and of course, profits towards the future development of the business. As such, his Roland TrueVIS SG-540 printer/

cutter has had its colour matching and cutting accuracy capabilities put to the test on every scale imaginable.

"We've relied on the TrueVIS for several years, benefitting from its versatility," he says. "One minute you can be printing banners, the next minute vehicle wraps, then stickers, without changing much of the set-up."

In his frequent updates via The Vinyl Guys' social media accounts, Alex has often expressed his gratitude to those who helped him on his way to having a successful print business. Having received a great deal of support and advice while setting up The Vinyl Guys, Alex is keen to give back to the industry with free to attend workshops.

During these business growth events he tells his own story and explains what he needed when he started out. The simple, matter of fact workshops are designed to inspire other people to expand their sidelines into fully fledged careers. His biggest ever workshop was in January with Signmaster Systems and he has also shared his advice as a guest of Roland's at several industry exhibitions.

"I'm looking at ways to continue supporting and inspiring other new businesses during the current period and will be back with more interactive workshops at the right time," he says.

www.rolanddg.co.uk

BPIF CARTONS' MEMBERS RESPOND TO COVID-19

BPIF Cartons' members have played a major part in ensuring food, drink and healthcare related packaging has been delivered to brand owners and retailers despite the huge disruption the pandemic has made to so many people's lives. The importance of the packaging sector has led to many governments around the world declaring packaging as an 'essential' industry and vital to maintain highly organised supply chains.

Jon Clark, BPIF Cartons' General Manager, said: "All our members have remained operational during these unprecedented times. They have had to adapt established working practices to safeguard the welfare of their employees. Many have also gone further and helped to manufacture vital PPE, made donations or organised activities to raise money for Covid-19 related charities. All these initiatives add up to make a huge difference."

These are some of the companies that have contributed: WestRock's MPS has also been repurposing some of its equipment and skills to help provide much needed personal protective equipment. WestRock's site at East Kilbride, that supplies cartons to the drinks industry, has been using its specialist 3D printers to produce some of the plastic components needed to create an effective face mask.

Graphic Packaging International (GPI), a supplier of food and beverage cartons, has designed, manufactured and donated 50,000 face shields to a number of hospitals, care homes and GP Practices around the UK, including the Buckinghamshire Healthcare Trust and the NHS Nightingale Hospital in Bristol.

Alexir Partnership, whose customers are largely in the food sector, ensured the supply chain was uninterrupted despite facing huge spikes in demand as consumers stockpiled goods. At the company's co-packing plant, a superfast response ensured food banks were stocked for the elderly and vulnerable groups – which is still on going.

Flint Group Offset Solutions Division has adapted production capabilities in its Varn Pressroom Chemicals manufacturing plant in Irlam, Manchester by starting to produce and supply alcohol-based hand sanitisers according to the World Health Organisation approved formulation.

RAP UK repurposed its food packaging operations to manufacture disposable PPE face-shields (conforming to Category 1 PPE EU Regulation 2016:425). The material used in the shield's construction is a high barrier protective film, commonly used in the packaging industry to protect food against bacteria, virus and other harmful pathogens.



Coveris, specialising in the manufacture of laminated filmic board products for the food to go industry, has dedicated several operational lines to produce Rainbow Visors for various single-use applications.

Harrison Packaging wanted to support its local community and partnered with Age UK Teesside, the company's nominated charity, to donate chocolate gift packs to raise the spirits of local elderly residents isolated due to Covid-19.

Transcend Packaging has adapted its manufacturing processes to produce protective face shields. Made from reinforced paper boards and recyclable materials, the inexpensive visors are designed for single use and to be recycled. Transcend collaborated with Life Sciences Hub Wales to meet all standards required for use by NHS Wales, frontline and key workers, and nearly three million shields have been manufactured.

www.bpifcartons.org.uk • jon.clark@bpifcartons.org.uk

THE STATIONERS' COMPANY'S APPRENTICE FUTURES WEBSITE IS LIVE

Building on the success of Apprentice 19, Apprentice 20 was due to take place at the City of London Guildhall at the end of June. This was cancelled due to Covid-19.

Past Master Helen Esmonde, Chair of the Company's Education Committee says, "Instead, we have created a new apprenticeship resource in the form of a website. This will enable young people and other stakeholders to explore the world of apprenticeships and some fantastic career opportunities. It will open doors to lead directly to over 40 employers offering an extraordinary and dynamic range of career pathways. We think those who make use of this website will be amazed.

"The site is simple, clear and easy to navigate. It also highlights information on apprenticeships, individual apprentice's stories and links to videos and webinars. "This website will lead towards Apprentice 21 which will be back at Guildhall as a central part of the London Careers Festival on the 5th and 6th July 2021.

"We encourage you to take a look. Just one click through to www.apprenticefutures.com could light up the explorer's future. Spread the word #apprenticefutures."

www.stationers.org • apprenticeships@stationers.org



PROFILE OF THE MONTH: SUPREME LABELLING



Supreme Labels supply a huge range of labels to suit any need, fast and efficiently and at a great trade price.

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NEW DGI HERCULES SUBLIMATION PRINTER

DGI recently launched their new super entry level 1.9m wide sublimation printer “Hercules” further strengthening their textile printer portfolio. The Hercules builds on the strong reputation of its industrial siblings the FT-1608, Poseidon and HSFT III high speed sublimation printers offering customers an entry level printer with class leading performance.

Hercules utilises twin staggered printheads and offers users a maximum print speed of 98m² per hour with a production speed of 51m² per hour 720x1200dpi four pass. It comes as standard with the very latest Ergosoft V16 DGI edition Rip software with features such as job costings and Improved User Interface. Enhanced Production and Workflow.

“We have already seen several successful installations into the UK market during these challenging times of this excellent sublimation printer as it offers the user attractive production speeds alongside an entry level price point and economical inks and medias.” Say Aaron Burton Digital Development Director

DGI Hercules is available to see in UK distributor Sabur Digital’s showroom alongside the range of DGI textile printers.

www.sublimationinks.com • sales@saburink.com



ROLAND EJ-640 DECO WATER-BASED DÉCOR PRINTER

The new EJ-640 DECO printer from Roland DG is available across EMEA. Designed specifically for the interior décor market, the EJ-640 DECO runs innovative water-based inks.

The Roland EJ-640 DECO meets numerous demands from today’s market: sustainability, health and safety, personalisation, economy and versatility. The solution is ideal for a variety of customised décor products including wallpaper, lampshades, blinds and posters, plus exhibition graphics, outdoor promotions and more.

Great quality for custom décor

For The Print Hive, the Roland EJ-640 DECO is integral to its bespoke digital wallpaper printing service, powered by its Online Designer tool. This allows customers to design their own personalised wallpaper and visualise it in their own home, receive a tailored quotation and place an order online.



“We have seen significant growth in demand for décor in the retail, commercial and domestic markets,” says Chaz Dobson, Director at The Print Hive Limited. “After testing the EJ-640 DECO for

six months we have switched completely from another brand to the new Roland for all of our décor and wallpaper.

“We’re convinced by the benefits of a water-based solution that meets all health and safety requirements without productivity or quality constraints. We’re positively impressed by the EJ-640 DECO’s fast turnaround speeds – prints are instantly dry, with no outgassing required – and the low running costs compared to alternative solutions.”

Ahlstrom-Munksjo, the leading manufacturer of wallpaper for digital printing under the WallStar Digital brand, welcomes the Roland EJ-640 DECO.

Jean-Loup Duran, Sales Manager, Digital Media, Nonwoven at Ahlstrom-Munksjo, comments: “Now is the perfect time for a dedicated décor device. All major projections see décor as a strong market for the future, with 20% year on year growth predicted for digital wallpaper alone. The market will be delighted that a printer manufacturer sees décor as more than a new application for existing ink types and has developed a dedicated solution.”

www.rolanddg.eu





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VIVID UNVEIL BOSS BLOC ANTI-BACTERIAL OPP



Vivid Laminating Technologies has announced the introduction of Boss Bloc. An anti-bacterial addition to its range of Boss laminating films. Within the Boss Bloc range, there is OPP film, available in matt and gloss. As well as, wide-format pressure-sensitive film available in matt.

Using a formula based around silver ion technology, Boss Bloc eliminates 99% of bacteria and is the perfect product for stopping the growth of bacteria on print. Another fantastic benefit is its durability, it is built to last the lifetime of the product it is added to. Therefore, you do not need to frequently replace the film for continued anti-bacterial protection. All you need to do is clean it as you usually would.

Martin Evans, Vivid's Managing Director said, "It's something we've been putting research and development into for a while. With an extended effort over the last few months. We're aware that many of our customers serve sectors such as leisure, hospitality, health and education which will benefit greatly from an anti-bacterial laminating film. Now more than ever, we need to be conscious of hygiene and protecting ourselves as well as everyone around us, Boss Bloc can be a great contributor to that".

Manufactured in Europe as well as tested and



verified by ISO, you can rest assured that Boss Bloc does what is promised. It has been proven to be effective against antibiotic-resistant bacteria such as Escherichia coli and Staphylococcus aureus (MRSA). Therefore, the scientific consensus is that it will work against other bacteria in the same way.

If you're familiar with the Boss range, you'll know to expect a premium finish, which is exactly what

you'll get from Boss Bloc. Vivid's Boss range comprises a huge variety of pouches, OPP, wide format, vinyl and much more. With premium-quality finishes across the board, no matter the job you're doing, the solution is in the Boss range.

To find out more about Boss Bloc or the rest of the Boss range, call 01530 510956 or email sales@vivid-online.com

PRINT4UK BRINGS PERFECT BINDING INHOUSE WITH HORIZON

London commercial printer Print4UK has brought perfect binding in-house with an Intelligent Finishing Systems supplied new Horizon BQ-270V single clamp perfect binder.

"We wanted the flexibility to be able to bind just one book on demand or as many 1000s of books as necessary," explains John Attard, Director or Corporate Services. "After some research and conversations with other SME printers we approached IFS and asked if we could see a demonstration of a machine in-situ rather than in the showroom. This was arranged and, after seeing the machine in action, we were persuaded with what we saw."

He continues: "We did look at other machines but felt that the BQ-270V was better suited to meet our business model. We liked the fact start up and close down are quick and hassle-free, there are very few make-readies required and the quality of the finish is consistently excellent. This machine has an authentic commercial feel to it with an outstanding cycle speed. The automatic cover feed and scoring is done efficiently and is a huge advantage compared with manual feed machines. It is really easy to operate and all of our staff on the shop floor love it."

As for return on investment he says: "Based purely on our current volume our projected return, over four years, is expected to be very positive. We also hope this will increase as we spread the word."

Print4UK's 500cph Horizon BQ-270V single-clamp perfect binder offers high-quality perfect binding and on-demand production of variable thickness books.



It includes an automated, sensor-activated digital caliper system which consistently measures book block thickness and automatically transfers this data to the binder for quick, automated set-up for books of different thicknesses. It features a large 10.4" intelligent colour touch-screen, job programming, and a compact configuration.

Attard concludes: "Our experience working with IFS has been very positive. Our sales representative was very accommodating, arranging a local demonstration and has continued to stay in touch. The training was excellent too and it was both knowledgeably and personably delivered."

www.ifsl.uk.com



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HAVE PRO
PRICES
BECAUSE
WE *ONLY*
HAVE PRO
CUSTOMERS**

EDIBLE PROMOTIONAL MERCHANDISE

There really is no better way to create a positive feeling towards a brand than to give the target audience something tasty to eat, however, it is also a product that is often overlooked or misunderstood by distributors as they can be used in lots of different ways to promote a brand either externally or internally.

In 2019 the market for edible promotional merchandise was just over £51 million and was the 7th largest market of the traditional product groups behind bags, pens, mugs, plastic and USBs and the suppliers and manufacturers of these products keep growing year on year.

The edible product options range from traditional sweets and chocolates with branded packaging through to products with actual edible logos including chocolate, cakes and biscuits and even fruit. Edibles are generally UK made and can be supplied quickly in both small and large quantities and are a great complimentary product to traditional promo products.

Distributors and customers often shy away from edibles as it is felt they cannot provide the long term 'subliminal' brand marketing of more traditional products due to the fact that they get eaten. However, the power behind edibles is that everybody loves to receive something nice to eat and as a result they are a favourite amongst those who receive it.

When someone receives something really tasty as a business gift it may not provide long lasting brand marketing physically, but the memory of that product and the good feeling it gave them when they ate it will stay with them for a long time as well as generating immense goodwill towards the brand they received it from. If it has a customer brand on it though it has to be good quality as if it is a poor tasting product it will reflect badly on the brand.

In the current climate where thousands of people are homeworking and



self-isolating, edibles are a great product to send in low volume and through the post to cheer up these employees and help keep them connected to their workplace.

Edibles are very social media friendly and can be used to create great coverage on the traditional platforms. If you want to generate social media coverage people are far more likely to post a fun picture of themselves with something to eat than with other products. We call it the #TweetBeforeYouEat principle and if used well it can create fantastic coverage for a brand on social platforms.

www.eatmylogo.co.uk

DECTEK INSTALLS 1.8X1.6M TITANIUM CUTTER

DecTek is one of Europe's premier manufacturers of domed resin labels, name badges and a range of specialist print products.

They manufacture and supply printed items to many of the world's most famous brands reaching all parts of the globe from their manufacturing base in South Wales.

To facilitate their growth DecTek is expanding their in-house manufactured product portfolio to include floor and window graphics, stickers and labels, increased offerings of signage products and printed giveaway items such as fridge magnets.

To support this growth plan DecTek continues to invest heavily with numerous machines from Muto, Mimaki, Epson, Gerber and recently a Canon Colorado printer. Printing technology is complemented by cutters from Summa and Zund plus a bank of laser machines for plastics, metal and wood.

Mike Beese Managing Director at DecTek said "We had looked at a range of cutting machine manufacturers to add additional capacity to our existing Zund, but after thorough testing and visiting an existing Titanium customer site very close to our office (Zenith Print and Packaging), the Titanium 1816 stood out as robust, adaptable and very competitively priced".

The Titanium 1816 was purchased from International Graphic Supplies who are a Monmouthshire based machinery supplier, and



are the Titanium distributor for UK and Ireland.

He continued "The IGS team managed the installation and training for the new cutter including optimising our workflow for the specific production needs and tasks of the varied customer requirements we receive on a daily basis. We are delighted with the machine so far."

The Titanium series offers an impressive range of cutting tables that start with the Titanium 0604 and Titanium 0906, ideal choices for the digital print market such as Konica Minolta, Ricoh, Xerox, HP Indigo, SRA3 and B2 litho presses and come

with full automatic as standard.

For the wide format print market cutting tables are available from 1.1 x 1.3 up to 3.0 x 3.2 metres.

With an automatic precision cutting tool, the exact cutting depth can be achieved quickly, precisely and efficiently.

Supplied as standard with all Titanium cutters is a high resolution registration camera which ensures cutting printed jobs accurately to register.

A range of specialty tools are supplied with each cutter. These tools offer speed, power and flexibility to handle a wide variety of materials, such as corrugated, folding carton, solid board, foam, coating blankets, textiles, carpet, wood and a long list of plastics.

Peter Flynn, Managing Director IGS comments "We are gaining significant traction amongst many blue ship companies including DecTek. Printing. Com, Phillips Digital, Zenith Print and Packaging, and Booths Printing who have identified our price/performance as hard to match".

We are busy with orders and enquiries from prospects who require a cutting solution to accommodate the surge in their order intake for social distancing signage on carpets and floor graphics and are looking for an affordable alternative to the main stream digital cutting suppliers."

Image shows Titanium 1816 at DecTek with Mike Beese Managing Director
www.igs-digital.com

Eliminate unsightly cracking with the NEW Morgana AutoCreaser Pro XL



The **NEW Morgana AutoCreaser Pro XL**, with its cost efficient vacuum top feeder, is an easy to use automatic paper creasing system that eliminates unsightly cracking on digital stock.

Running accurately at a maximum of **8,500 A4** sheets hour, this is our most productive creaser to date. The new AutoCreaser Pro XL takes a sheet size of **385mm x 1300mm** with the table extension, this comes as standard with this new machine. Morgana's new Adaptive Process Control (APC) monitors sheet feeding in a closed loop process, delivering the most outstanding performance and reliability.



PIXEL PROPHET INSTANT DIGITAL IMAGERY III

As **Martin Christie** is still furloughed and, as last month's look back to the year 2000 was so well received, here is another look into the past. The software and hardware may have moved on but some of the issues remain familiar...



APRIL 2000

I started to write about digital photography in *Copy Shop News* some months ago on the basis of 'you might want to take a look at this'. Now, as the whole thing picks up speed, it's more 'you'd better take notice of this'. I've been converted and, believe me, that took some doing. I was a fully paid up member of the dinosaur club. A year ago I didn't know how to turn a computer on let alone do anything useful with it.

Don't get me wrong. I still don't trust them. I have an innate dislike of anything that makes beep beep noises at me, and that includes everything from watches to reversing lorries.

Yet evolution has overtaken me and I have to admit, like ancient man picking up his first stone axe and eyeing up a wildebeest, it can be quite a useful tool.

It may be there is a copy shop out there without a computer, but if there is it probably has a working Gestetner machine and an abacus by the till.

We have to not only move with the times, but also try and be ahead of them to survive in business these days. The average copier now has controls modeled on Starship Enterprise (the original one).

“...the newsagent's shelf is the best source of current information on all related products because of the pace of developments.”

If you can get your head around the modern copier, then you can grapple with digital photography. It isn't rocket science. First and foremost, digital cameras are now so cheap and user-friendly there is no reason for not having one in the shop. Think of it less as a camera and more as a portable scanner. It's so useful for all those things that won't go into a flatbed because they are too big or are in three dimensions. Snap — and you can transfer the image to print or to a document with basic editing.

Windows 95/98 has a perfectly good imaging package with basic functions in it, or something like Adobe's Photo Deluxe has easy to read and use graphics.

The joy is all of this software is literally freely available with cameras, scanners etc, or stuck to the cover of the latest digital photography magazine. As we've mentioned before, the newsagent's shelf is the best source of current information on all related products because of

the pace of developments.

Essentially you don't have to go into expensive and exotic graphic design programs to perform basic functions that are not that much different from regular copy tasks. A digital camera will have a direct cable to download to a PC or Mac although this is relatively slow and, for commercial use, you need to opt for a memory card reader of some sort. This downloads the camera's 'film', a small hard disk drive with compressed memory.

A number of options are available and we'll be reviewing some of them in the next issue as well as other packages of use to copy shops.

If your computer is networked to one of your copiers then you can print straight through which is handy if you want an image on a document — a photo on a CV for instance.

Not every customer will want or need photographic quality prints for which you will need a good inkjet or other printer able to lay down a high-resolution image on card.

Once again, over coming issues we'll be taking you through the options as we road test them ourselves. It's all so new that only a tiny corner of the potential has so far been realised. The important step is being able to capture and transfer any type of image directly to print without the need of pre-scanning.

This means that actual quality of the original image is retained. Digital cameras have had an unfair reputation for poor quality, but the actual optical resolution — what the camera captures — is actually excellent, and getting better with every mega pixel crammed into the latest snappers. Where it all goes pear shaped is afterwards when the image is stored in the computer in a poor format and printed on cheap paper on a bottom range printer.

Does this have a familiar ring? Yes, it's the same digital dross that comes in your shop on floppy disk or ZIP drive and expects to be transformed into a work of art.

That's why you've got a head start in the digital photography business. You already deal with



the technology tantrums and traumas. That's why, the more people have these cameras, the more they are going to come to you to sort out the images. Get the picture? Watch this space.

MAY: DO YOU READ ME? A QUESTION OF SEEING THE WHOLE PICTURE

Ask any three experts on digital photography at the moment and you'll get four different answers. It all seems a bit like that. So you can understand camera owners being confused as confirmed by an increasing number of slightly baffled enquiries at the counter.

The starting point is how to get the pictures out of the magic box. All cameras come with some form of lead to connect to a PC together with the compatible software. This is very limited as the package will often only read pictures taken with that camera.

It's also very slow, and relies on the battery power of the camera to drive it. As most people will have forgotten to switch the camera off anyway, a dead power source will not yield any pictures, and unless you've got the correct charger or connectors, you may not be able to coax any life back into it. Why do they make them like that?

Hence you're not going to be able to help every customer that comes in grasping a digital camera of some sort and hoping you can wave a wand and magic some pictures out of it. Life is just not like that.

There is no way you can stock all the combinations of cables, adaptors, plugs, fixtures and fittings to service every manufacturer's little whim. You've already got a cupboard full of excess wiring for copier fittings and the like. Fortunately, most cameras have a removable memory card and this is where the adventure begins.

There are currently three main types of card in use, called CompactFlash, SmartMedia and PC. Cameras started out with cards with a relatively small memory from 4 to 8mb and most are fitted with these as standard.

Even these can hold more than a hundred photos at low resolution so a reader capable of capturing them quickly is a big advantage.

More importantly, cameras capable of higher resolution require more memory, and cards are available as aftermarket sales from 32Mb to

“Frustratingly, no one package does exactly what you need at any one time. That’s just the way it is.”

160Mb and more. These developments make the card reader an essential accessory.

We've been road testing Lexar's Digital Film Reader, newly introduced, which follows fashion with a trendy see-through plastic cover. More importantly, it can take any of the three familiar card formats either directly or with the adaptor provided.

SmartMedia cards as used in Fuji or Olympus cameras plug in, CompactFlash used by Canon, Nikon and Kodak use the PCMCIA adaptor.

Parallel or USB versions are available. When the card is inserted, it appears immediately on the computer screen directory as a separate disk drive and can be accessed the same way you would open pictures on a floppy or CD.

It's quick and reliable and will suit most needs without taking up much room on the desktop.

Along with the reader, we've been using one of Lexar's Digital Film cards, this one a 32Mb which has proved very handy for backing up files as we always have a spare drive in the shooting camera or in the design studio. Pictures can be transferred both ways, either downloaded into the computer to go to print, or uploaded into the camera card to use as a portable drive. All of the monthly series on digital doings have been done this way to prove a point.

Lexar have a complete range of digital film that can be stocked as a shop accessory starting from around £40.

Once you've got the pictures in the computer, you need to be able to do something with them, to display them on screen and then print them out, and there are loads of software available to help. Windows 95/98 comes with its own Imaging, which is a bit basic and cumbersome but will give you a good beginning. Some of the camera software, as mentioned, is just dedicated to files taken by that particular camera model. So there's lots of scope for frustration and confusion as photos are apparently lost, or just appear never to have existed. They may be there somewhere. You just have to look for them.

It's a whole new game for all of us, and we're learning all the time, so as we pass on tips, we'll be grateful for any horror stories from you. The more we know, the more we can help the customers as manufacturers are naturally shy on listing the limitations of their products. Often the problem may be a quick simple conflict of software, but if you don't know about it, it might as well be a banana.

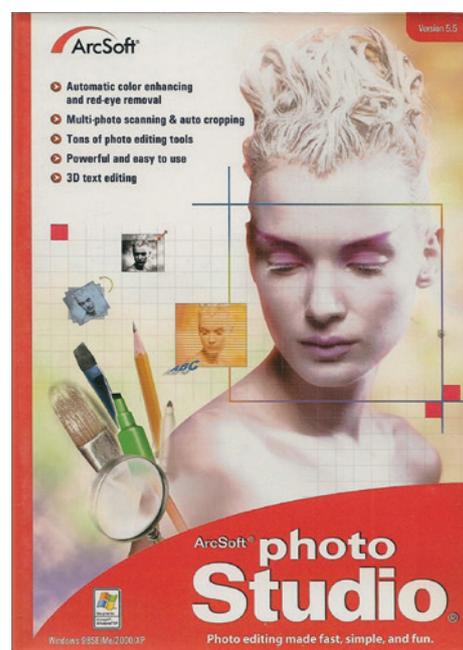
With software, what you get is generally what you pay for, but there's no sense in shelving out way over the top for specifications you don't need or, significantly, are massively complicated to use. The top end of the market is dominated by Adobe's Photoshop, used by the pros in the photo business, with graphics based CorelDraw having an excellent photo package in the box. But in the many hundreds of pounds league these are over-the-top unless you are sharing them with a design facility for which they are primarily aimed.

Adobe do a PhotoDeluxe basic package, which comes off the shelf at well under fifty pounds, which is really user-friendly with helpfully illustrated buttons, but still quite a sophisticated range of options. Arcsoft Photo Studio is very good value, and has gallery and slide show options for display. Frustratingly, no one package does exactly what you need at any one time. That's just the way it is. I find I may open photos in one option and then transfer to another, because some features are easier to work. I tend to use Ulead's PhotoImpact more than most, because of an easy preview facility that cuts down viewing time through files. But we are still looking for the one package we can recommend to copy shops, so again your comments and experiences would be appreciated.



State of the art in 2000 - a 32MB CF card and reader !

A card reader is still a useful accessory but now 32 GB is the norm



EPSON NEW SENIOR APPOINTMENT

Epson Europe has strengthened its OEM printhead sales operations across the EMEAR region with the appointment of a new business development manager. Paddy O'Hara will be responsible for the development of Epson's recently launched external printhead business for OEM customers in Europe, Middle East, Africa and Russia.

Paddy brings with him over 20 years' experience in senior technical and commercial development roles having previously worked for Xaar and Industrial inkjet Ltd, the sales agents for Konica Minolta printheads.

Epson launched its industrial inkjet printhead business in 2019 in response to increasing demand for digital printing in multiple applications. The company now offers an extensive range of high quality competitively priced printheads including a full range of printheads derived from its market leading Precision Core printchip technology, such as the S3200 printhead, designed for ease of integration in a line-head array. The PrecisionCore printhead technology delivers outstanding image quality, productivity, durability, and printhead scalability.

Duncan Ferguson, Vice President, Commercial and Industrial sales for Epson Europe, commented: "We are delighted to welcome Paddy O'Hara who

EPSON
EXCEED YOUR VISION

brings a wealth of experience in the industrial printhead market across EMEAR. His extensive knowledge and technical expertise will help expand demand for Epson's leading digital printhead technology and help forge further relationships with OEM partners across the region."

Epson seeks to expand the horizons of digital printing, which has a much smaller environmental footprint than conventional printing processes. With the opening of its new printhead manufacturing operations in Hirooka, Japan, the company is now accelerating inkjet innovation by growing its finished product business and increasing external printhead sales through new strategic partnerships. Epson will continue to invest in its PrecisionCore technology for printheads optimised for commercial and industrial applications and create new markets by embracing open innovation in a diverse and expanding range of printing applications and for emerging areas such as electronics and bio-printing.

www.epson.co.uk



ESKO AND AVT INTEGRATE BUSINESSES

Esco, a global developer of integrated hardware and software solutions for the print, packaging and label industries, and AVT Inspection Systems Inc. ('AVT'), global provider of print inspection, process control and quality assurance solutions, have announced the integration of their businesses.

Effective immediately, the integration is designed to deliver simplicity and extended connectivity for both Esko and AVT customers by incorporating automated quality inspection into the connected packaging and labelling value chains.

Sharing many of the same customers around the world, the combined business will see expansion of its sales and technical service teams with enhanced local representation, ensuring customers and OEM partners receive the same level of customer service and technical excellence they have come to expect from both companies.

Mattias Byström, President, Packaging & Color Businesses at Danaher (Pantone, Esko & X-Rite), commented, "We are on a mission to build trust in packaging for the long term. This means we are focused on continuously improving the specification, measurement and communication between parties across the global packaging value chain. By removing the organisational barriers between AVT and Esko, we are expediting

this vision."

The aim of the new organisation is for customers to communicate and measure print quality and colour, from end to end on a global basis, delivering easier, faster, and more accurate right first time production to boost operational performance and ultimately customer satisfaction.

Roy Porat, President of AVT, added: "Above all, this integration will absolutely deliver simplicity. It will be easier for printers to measure print quality and colour, easier for operators to hit quality and colour targets, easier for teams to track and share quality and colour data, and easier for business leaders to buy and implement these solutions. Bringing our combined strengths together to deliver a complete solution is an exciting opportunity for our customers and our business."

Esko and AVT have already released AutoSet, a digital link between Automation Engine, the Esko packaging prepress workflow server, and the AVT 100% print inspection solutions. Enabling Automation Engine to setup AVT inspection systems on conventional and digital presses, as well as on rewinders in an automated way, the development forged the path for the two businesses to work more closely together.

AVT was acquired by Danaher, the Esko parent company, in 2017 to support its vision of digitising the packaging value chain. Mattias Byström



expanded his leadership role from Esko President to include oversight of AVT in August 2019. This latest strategic move is the formalisation of the strategy to create a combined position to better serve brands and their print and packaging supply chain partners with comprehensive hardware and software solutions.

www.esko.com

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DRUPA ESSENTIALS FOR PRINT

BEING INNOVATIVE WITH PRINT

Five ways to persuade a client to be bold and innovative with their print. Making things happen — Silas Amos says...



This feature is written for anyone who has a new piece of printing technology to use, but no immediate queue of clients lined up who will either understand its advantages

or see why they should be the first to use it. In other words — you know you have a new solution to offer, but the challenge is your clients don't recognise a problem that needs fixing.

I'm a designer and design strategist. Much of the media I work with is packaging and my clients are typically marketing leaders and brand managers for big brands stocked in retail outlets such as supermarkets. Over the past few years I have become convinced of the benefits of digital print in delivering a more creative and agile approach to how marketers use the media of packaging. I've worked with HP quite a bit, creatively experimenting with their digital print capability and talking to their circle of print suppliers and the brands that use them.

Getting busy people on board to 'try something new' can be hard work. These aren't entrepreneurs, they are business professionals

trying to meet their targets efficiently and effectively and they are not prone to moving away from tried and tested approaches.

So it's not always an easy 'sell' — but here are some commonsense suggestions based on my own experience of trying to persuade my clients to have a go, to be bold, to try something new. Hopefully the things I have observed can act as general principles for anyone trying to get their clients to try something new and to then reap the benefits. It's not the whole story — being a great business salesman comes down to many factors and skills (many of which I lack) but here's how I try to make things happen...

1. FIND THE RIGHT OPPORTUNITIES

The 'new thing' you have to offer won't be for everybody. The majority of customers will be happier as followers of a proven approach than as innovators of something less tried and tested. So the first task is to find amongst your contacts those people who like to feel brave and who get inspired by trying something different. The ideal candidate is someone young enough to want to make their reputation, but senior enough to make their own decisions! They also need to be passionate about what they are

doing — because they genuinely want to make it better, not just more efficient.

Having found this rare person, you now need to identify and understand two things about their professional working lives. What is it that keeps them awake at night, and what is it that would make them jump excitedly out of bed? Once you understand their big 'problem' and their big 'I wonder' questions, you can then figure out if the innovation you are championing can be overlaid onto these things as a potentially smart solution. The principle is simple — ask the right questions of the right people and listen to the answers — look for the 'win-win'.

One other thing — you need to be a passionate, informed and inspiring spirit yourself. You won't convince others if you are not convinced yourself!

2. LEAD BY EXAMPLE

As Henry Ford put it "You can't build a reputation on what you propose to do." In order to ignite interest you will need to show successful applications of the tech you are championing. The reality is that getting to these first concrete examples often comes from the first work being 'given away' to prove its worth.

In blunt terms you have to put some skin in the game — on your own time and from your own energy. The Smirnoff work I developed with HP and the Yarza Twins came from an email I sent the Diageo design team headlined ‘Free Lunch?’

I simply asked them to lend me a brand on which I could prove the equipment’s capabilities. I was asking for a chance for us to prove ourselves. Happily, they obliged.

3. EXPLAIN THE VALUE

“We can deliver better, faster and cheaper, but can only do any two of these at a time” is a classic way of explaining ones offer to clients. But more and more they are demanding “all three please.”

The value the innovation can bring needs to hit several targets in order for your client to become truly interested in it... In cost and speed it should be competitive or provide an affordable alternative to typical processes in the right context. In output it should produce something of equal or greater quality to typical alternatives. In application terms it should enable the client to do something they could not do before.

This is the key factor: How can you creatively ‘up the game’ with the final product. Will people pay more for it? Love it and buy more of it? Notice it (when before they were blind to it)? Will it make your clients competition look average by comparison?

If you can offer comparative evidence against

these basic points you have a good position to then look at how to tailor your pitch to your client.

4. REDUCE THE RISK

Only the reckless would bet their career and core business or brand on an untested new approach. There are two magic words that can unlock the proposed project: ‘Pilot scheme’. Start small, think of the first steps as a low risk experiment — if it fails, the only thing it has really cost is some time and energy. But if it works, the process can be reviewed, streamlined and made fit for larger and larger projects. Build trust, learn on the job, and there’s a good chance more work will develop organically from the process.

5. JOIN FORCES

Be it with competition amongst creative agencies or amongst solution-providers in the print world, we are all used to a ‘dog-eats-dog’ approach to business. But with innovation, if you only stick to selling the one thing that you alone can do, there’s a chance you will become disconnected from your client’s bigger challenges and processes, especially when looking forward. So, if you can learn to play ball with other key suppliers or teams you will more likely get to bigger and bolder solutions that can be truly game changing.

My analogy is the stained-glass window — arguably the world’s first example of mass

communication. Engineers figured out how to put big holes in lead bearing walls using flying buttresses. Craftsmen figured out how to colour glass and work it into images. And the ‘marketing department’ had a whole story to tell about ‘I am the light’. Put them all together and the Sunday worshippers got to see the world of their faith in a whole new way.

When I wanted to promote HP’s SmartStream software that underpins their digital printing solutions, I would have got nowhere without recruiting the talents of a great artist, Sir Peter Blake, and a great printer, F E Burman, to help connect the dots. Together with some HP Indigo software developers we pushed the tech and opened up a conversation about the cultural relevance of the technology. Connect the dots with the help of others and you can truly change the business we work in.

In conclusion, I’d observe that there’s really nothing new under the sun. And success in promoting any radical leap in technology relies on very simple human values. Have passion, be positive, embrace new technologies, be open for partnerships and teamwork and care about genuinely resolving your client’s challenges. That way you’ll be well set to pick up new business whilst also having some fun along the way.

And last but not least — do visit drupa 2021 in Düsseldorf as that’ll be the place where many innovations can be seen and touched.

www.drupa.com

MIMAKI LIVE EVENT SERIES LAUNCHED

Mimaki Europe has announced it will host a three part virtual event – entitled the Mimaki Live Series – to support customers looking for inspiration and advice on how to maintain or revive business after the COVID-19 crisis.

Building on the success of its Virtual Print Festival in March and April this year, Mimaki has created an exciting and insightful three day programme for three market focused virtual events:

Event I: Sign Graphics – 30th June 2020

Event II: Textiles – 14th July 2020

Event III: Industrial Printing – 27th August 2020

Each event will provide a platform for Mimaki representatives, customers, and suppliers to discuss the impact the COVID-19 crisis has had on their business and the wider industry, as well as share their experiences, challenges, and success stories.

“COVID-19 is undoubtedly having a negative impact on many businesses, but lots of our customers and industry peers have been able to find ways to remain in business and even support their local communities during this challenging time. Their stories are incredibly inspiring,” Danna Drion, Senior Marketing Manager at Mimaki Europe explains. “Our goal is to demonstrate how creative and resourceful businesses across the print industry have been



in the face of a global crisis. Through these stories and the wider event programmes, we hope to play our part in helping to re-energise this incredibly tenacious and resilient industry and support printers as they navigate a new business landscape.”

The Mimaki Live events will feature a host of engaging panel discussions, opinion polls, live chats and Q&As, all designed to prompt important, topical discussions and share information and advice across the print community.

Danna concludes, “This unprecedented time has

changed the way we do business, possibly for the long term. One of the most important things we need to do now is to find new ways to connect and communicate as an industry. Virtual events, such as the Mimaki Live Series, provide an opportunity to do that and we’re looking forward to being able to, once again, engage with our entire customer and partner network and initiate some crucial discussions about how the industry moves forward from here.”

For the Mimaki Live event series, please register www.mimakieurope.com/mimaki-live-event

MORGANA AUTOCREASER PRO XL

This year's drupa should have been the 20th birthday celebration for the Morgana AutoCreaser and the platform to launch the latest version – the AutoCreaser Pro XL.

Since its introduction at drupa 2000, the AutoCreaser has solved the problem of material and toner cracking for many thousands of printers around the globe and is still the benchmark creasing technology in its class.

The latest, sixth generation machine is packed with new features to meet the changing demands of the current market, whilst retaining the key heavy duty, robust blade and matrix system which has served it so well over each of the previous versions of the AutoCreaser.

Commenting on the release, Ray Hillhouse, VP Sales & Marketing for the Plockmatic Group Offline Business Unit, said: "The original AutoCreaser released back in 2000 put Morgana at the vanguard of digital finishing. This latest Pro XL model demonstrates that we continue to listen to what the market needs. There have now been nearing 10,000 units of all versions of this market leading family of creasers sold since the original in the year 2000. With this new addition we can show that the ever reliable creaser simply gets more versatile, easier to use and above all more productive."

The Morgana AutoCreaser Pro XL is an easy to use, highly automated paper creasing and perforating system with a newly designed intelligent vacuum top feeder. The unique creasing rule in the AutoCreaser eliminates paper tearing and therefore cracking in printed materials. This new variant of the machine has been developed to handle the ever increasing demand for long sheet finishing, while the new Adaptive Process Control (APC) monitors sheet feeding in a closed loop process, delivering outstanding performance and reliability.

The new AutoCreaser Pro XL is specifically designed to handle the widest range of media. The feeder continuously checks the paper float zone and automatically makes adjustments on the fly. This is an industry first for a product of this class and ensures highest ever feed reliability. Operators of all skill levels can get the most out of the AutoCreaser Pro XL.

With a maximum running speed of 8,500 A4 sheets per hour, with no loss of accuracy, this is Morgana's most productive creaser to date. The new AutoCreaser Pro XL takes a maximum sheet size of up to 385mm x 1300mm with the table extension, which comes as standard with this new machine.

The new intuitive user interface controls all the main functions of the AutoCreaser Pro XL. Using the screen is simplicity itself. Key in the sheet length, though popular sizes are pre-set, touch the fold type required for the finished



product (letter, gate etc.) and press enter. The AutoCreaser Pro XL will automatically calculate where the creases need to be and set them accordingly. All settings and adjustments are made using the user interface so operation couldn't be easier. An alpha-numeric memory allows an unlimited number of jobs to be stored and named as you choose. Any changes to the feed method, crease position and engineering settings can all be made through the user interface which has been developed and designed to make the AutoCreaser Pro XL easy to operate. You will simply process more jobs in less time.

The AutoCreaser Pro XL can be linked to the Morgana AutoFold Pro to provide an even more complete finishing solution. The Morgana AutoFold Pro is an automatic folding system designed specifically for the professional printer. Specially designed for folding digital stocks, it uses the patented "Flying Knife" technology, developed to prevent scuffing and marking on digital stocks. The AutoFold Pro is simply wheeled up to any creaser and the height of its vacuum feed conveyor adjusts to the height of the creaser.

Any changes to the feed method, crease position and engineering settings can all be made through the user interface which has been developed and designed to make the

AutoCreaser Pro XL easy to operate. You will simply process more jobs in less time.

PERFORATIONS REQUIRED?

Rotary perforation comes as standard on the AutoCreaser Pro range, with a wide variety of wheels available to suit all requirements. An optional cross perforating unit can be added for more complex jobs, and multiple perforation layouts can be achieved with the cross-perforation option.

Beginning with the launch of the revolutionary AutoCreaser in 2000, Morgana Systems has led the way in developing new and innovative solutions to cope with the special requirements of the digital printer. Since its acquisition by Plockmatic in 2013 the product portfolio has been extended with a wide range of bookletmaking systems to meet every production requirement.

Current product ranges include the Morgana DigiBook range of PUR perfect binders, and the recently introduced collection of bookletmakers, which have been developed jointly with Plockmatic. These include the BM3035/3050 and BM5000 models, and the Watkiss developed PowerSquare™ 160 and 224 models, all delivering market-leading, cutting edge binding solutions.

www.morgana.co.uk



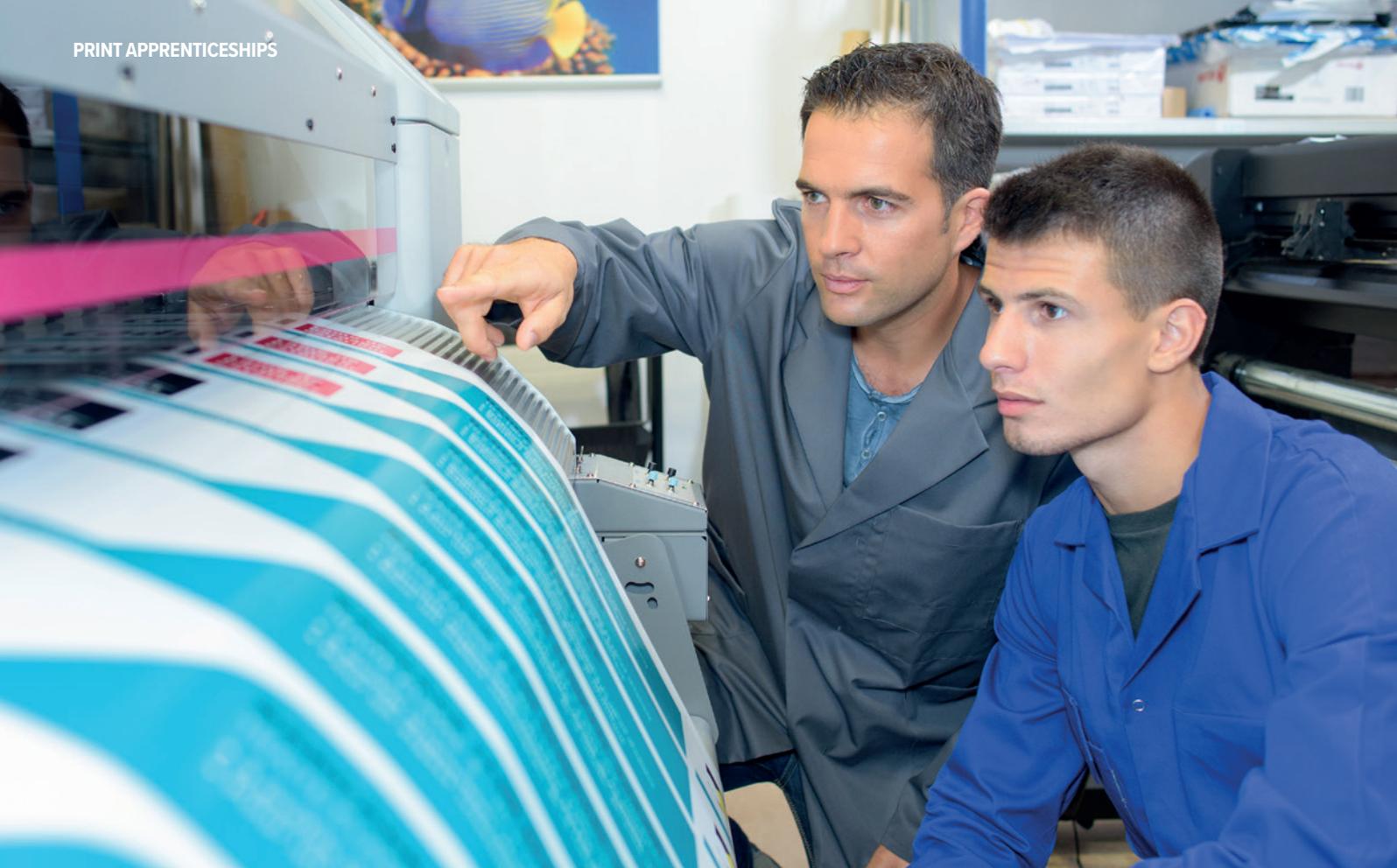
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BPIF LEVEL 2 PRINT APPRENTICESHIP STANDARD

The BPIF, along with the help of their consortium members, the industry, their training division and other training organisations have submitted an updated application to the Institute for Apprenticeships and Technical Education (IfATE) to develop a Level 2 Print Apprenticeship Standard.

For over 12 months, the BPIF consortium has worked tirelessly to respond to all of the issues and queries identified by IfATE throughout the preparation for this submission. They have managed the changing requirements, as the process and structure of the standard have changed, ensuring that the standard now includes the knowledge, skills and behaviours that are required of a candidate.

One of the challenges has been to present the application to ensure that others who do not know our industry can understand the important differences between Level 2 and Level 3. Under the new regime it is not sufficient they are similar at different levels – there must be a complete distinction in the nature of the role. This has required the BPIF consortium to define duties for Level 2 that clearly distinguish it from Level 3 by producing a document that maps the differences for Level 2 to ensure absolute clarity in the standard.

The Level 2 print apprenticeship is a vital path for young people taking their first steps into our industry and their careers. It provides candidates with a route into the work environment, at a level that they feel comfortable at, ensuring they can thrive and grow in confidence, becoming great assets for employers. While, for those who may have lacked confidence in a more formal school or academic environment, it provides a stepping stone to achieving valuable skills, as well as core maths and English qualifications, at a pace they are happy with. Many employers agree that putting all young apprentices straight on to a Level 3 is simply too much for them. This is something we hope the IfATE strongly take into consideration when reviewing this application.

Ursula Daly, Programme Director, BPIF and main contact for the consortium proposal said, “We could not have done this without the input of our industry and we would like to thank everyone for responding to our

many surveys as we have worked through this process. The information that you provided us with was key to our ability to build a compelling application, and the strength of your support is what gave us the determination to continue.”

The next steps will be that our application is reviewed by the Engineering and Manufacturing route panel within IfATE, The chair of the consortium, James Buffoni of The Ryedale Group may be invited to attend this review. Pending their decision it will then pass to the funding panel who will also review. This review process typically takes six weeks but in the current circumstances this timeline may be extended.

We are hopeful that we will secure the approval and if you would like to get involved with the consortium that will then go on to develop the standard and the End Point Assessment Plan then please contact Ursula Daly at ursula.daly@bpif.org.uk www.britishprint.com

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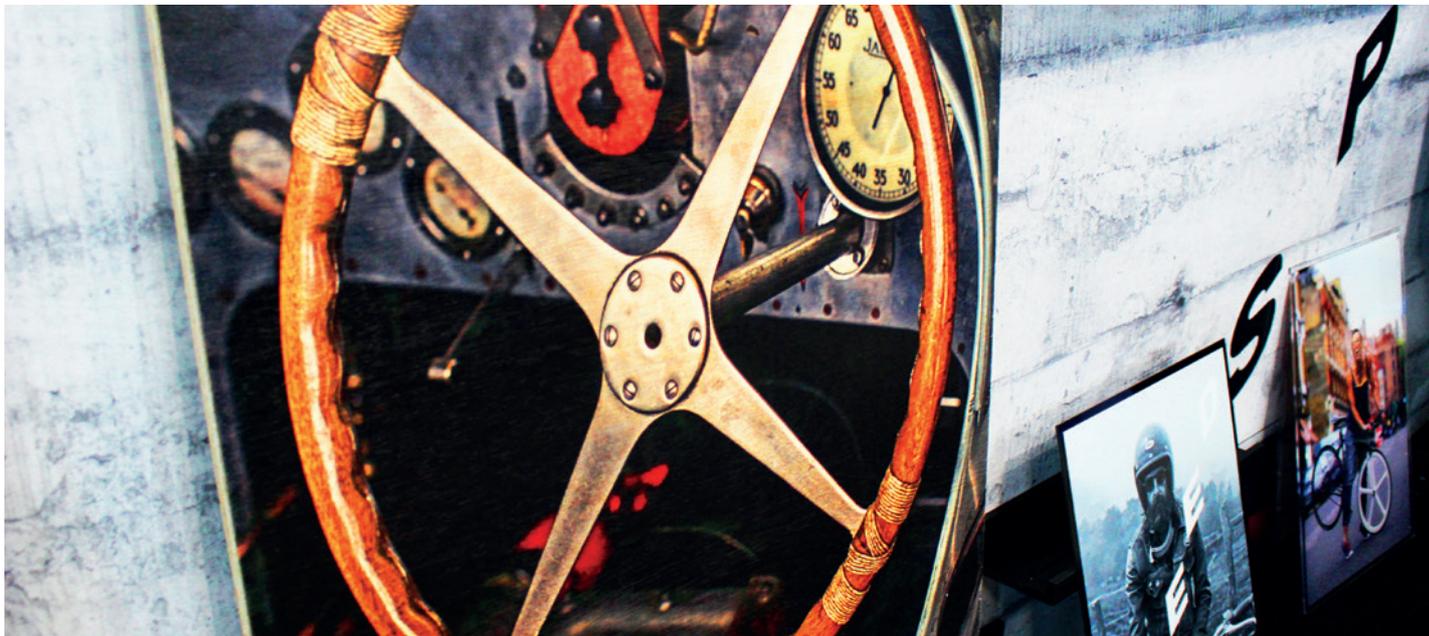


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JOINING FORCES

IPIA AND BAPC MERGE

The Independent Print Industries Association (IPIA) and the British Association for Print & Communication (BAPC) have combined forces as part of their shared mission to raise the tide for print in the long-term. The move will see the two embark on a new journey and bring together the strengths of both organisations to create an enhanced trade association.

Packaging and Functional market sectors are better placed than Publishing and Commercial. North America remains buoyant but confidence has slipped in Europe and across all other regions. Developing regions are held back by concerns about political instability and corruption, while developed regions are nervous of an inevitable cyclical economic downturn. There is constant pressure on margins but increasingly the better companies counter this by continual innovation. Investment plans remain strong, as printers and suppliers all recognise the need to remain competitive.

Sidney Bobb, who assumes the role of BAPC President following more than three decades as Chairman, comments: "In these times of unprecedented change it is important that the leading industry bodies work together.

"That is why we have chosen to merge the BAPC with the IPIA, combining all our respective strengths and values, to support all the members and deliver the most comprehensive range of services possible."

The BAPC was founded as the key trade association more than forty years ago, representing the newly developed retail and quick print sector. It provides access to a huge amount of resources in expertise, knowledge, new technologies, ideas as well as assistance. As a collective group of print outlets, it provides members and associate members access to smarter ways of working, a wide range of

support services and all kinds of stimuli to encourage business growth.

EMPOWERING PRINT

Graeme Smith, Chairman of the IPIA and long-standing Council Member comments: "We believe this is the next step in our evolution as we as look to build a stronger organisation that supports the business of print as it creates a new normal.

"What is absolutely critical to this endeavour is that we empower our members to realise the value they represent to the end customer, and how they can leverage that to improve their long term business prospects, and ultimately, their profitability."

The IPIA was formed in 1990 as a not for profit trade association focused on helping its members grow and develop their businesses. Constantly evolving and adapting to contemporary market demands, it delivers ongoing value, support and counsel to members through a comprehensive range of benefits, services, events and publications. In particular, the IPIA assumes a crucial role as an industry ambassador championing print.

SHARED VALUES

Brendan Perring, General Manager of the IPIA, and now Chairman of the BAPC adds: "I have worked with Sidney and the BAPC for more than a decade, and our two organisations have already developed a strong bond and

partnership. Both trade associations will retain their unique values and character, but by combining our operational assets and conducting platform sharing, the whole will no doubt be greater than the sum of its parts.

"I would also like to extend a personal debt of gratitude to Sidney, who has been a business mentor to me for many years. I have watched how he and the BAPC has helped thousands of businesses in our sector to navigate a sustained period of intense and rapid evolution, and he is held in very high esteem by us all. Working closely with him as President will be another great adventure for us both."

IPIA & BAPC

Founded in 1992, the IPIA is a print industry, not for profit, membership association. It is deeply committed to supporting its members and helping them excel by expanding their business horizons, grow using targeted member collaboration, adapt to ever evolving market forces, and thrive through mutual support.

The BAPC, run by printers for printers, provides members with a wealth of knowledge and hands-on experience. Being frontline the Association has concentrated on developing services and facilities that will directly help BAPC members survive and succeed. It is the aim of the Association to cultivate a "community of print" that acts as a forum for the graphic arts industry to work together for mutual benefit.

www.bapc.co.uk • www.ipia.org.uk



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TWO SIDES QUARTER ONE HIGHLIGHTS

Welcome to the first quarterly Campaign Update, a new report to inform valued members and wider stakeholders of the key successes from across the Two Sides and Love Paper campaigns.

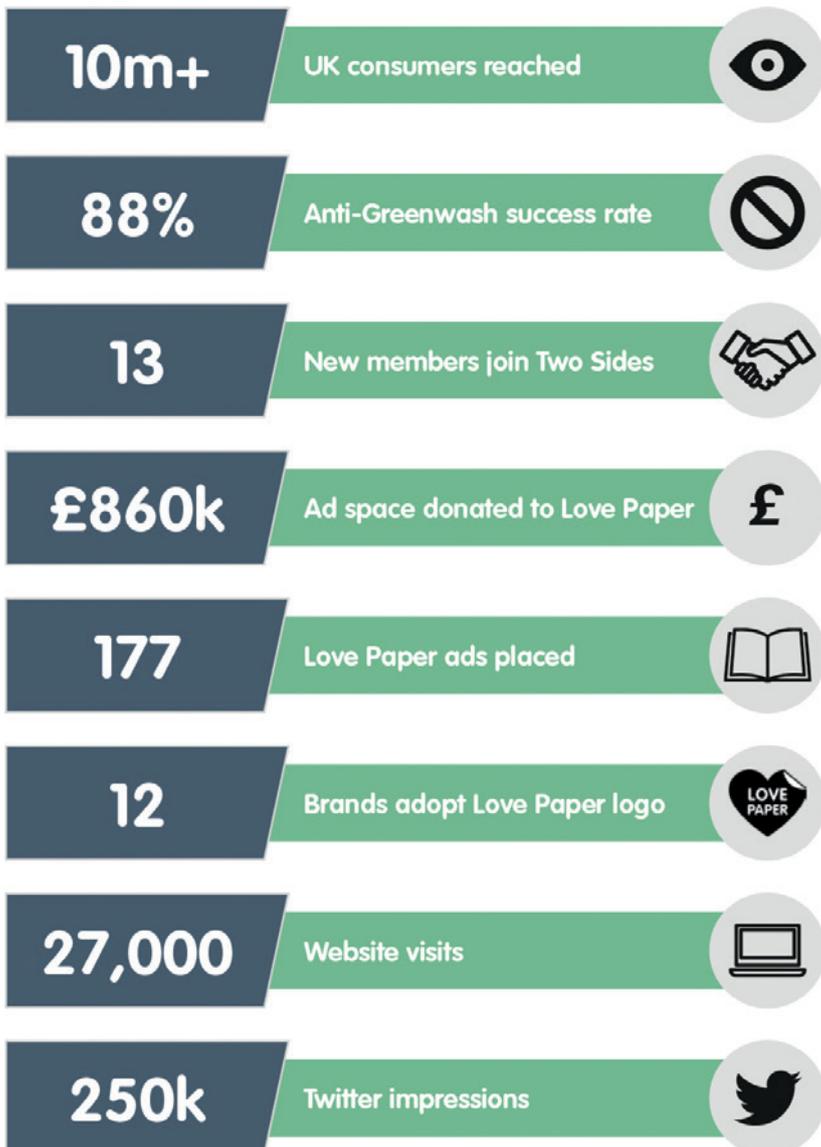
2019 was a fantastic year for Two Sides UK, with a record number of Anti-Greenwash successes, the new Love Paper campaign launched and dozens of new members joined.

The momentum continued into Q1 of 2020. By the end of March, the world began to look like a very different place. Whilst our team, like so many others in the industry, began to adjust to working from home, our efforts to deliver the campaigns and support our members remained resolute.

Despite the challenges, the first quarter of 2020 shaped up to be one of our most successful to date, with both the Anti-Greenwash and Love Paper campaigns performing strongly.

The Two Sides website also experienced its 7th consecutive quarter of website traffic growth.

Two Sides welcomed 13 new members in Q1, raising the total UK membership to over 200 companies.



Jonathan Tame, MD for Two Sides campaigns told QPP that, the second quarter of this year will be challenging. "Two Sides, with the support of our members, remains committed to promoting the great sustainable story of print, paper and paper-based packaging."

LOVE PAPER

The Love Paper campaign underwent an extensive transformation for its relaunch in late 2019. The new campaign features its own identity, logo, newly designed print ads, dedicated social channels and an inspirational and informative consumer-focused website: www.lovepaper.org

In Q1 of 2020, Two Sides continued to build awareness of the new campaign amongst publishers, members and industry stakeholders.

CAMPAIGN REACH

177 Love Paper ads featured across 43 publications in Q1 including *Quick Print Pro*, *Daily Mail*, *Metro*, *Evening Standard*, *Guardian*, *The Economist*, and dozens of popular consumer and B2B magazines (Source: Nielsen). Thanks to the continued support of publishers, the Love Paper ads reached at least 10 million readers in the first quarter of 2020 (Source: PAMCo/ Newsworks).

BRANDS LOVE PAPER

FatFace, the British clothing and accessory retailer, joined over a dozen brands using the new and highly impactful Love Paper logo on their printed marketing media. The Love Paper logo, a registered trademark of Two Sides, demonstrates a company's dedication to paper, its qualities and their commitment to sustainability. Two Sides aims to get the mark on as many paper and card products as possible, spreading the positive word of paper to new and wider audiences.

The logo is free to use by Two Sides members. Members can use the logo and supporting Love Paper assets (graphics, fact sheets, videos and more) with clients to add to their own value proposition.

www.twosides.info

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INTEC RELEASES FLATBED CUTTERS

Intec is launching a raft of new flatbed models into its manual flatbed cutter range for mid-volume producers, aiming at customers wanting to handle a more diverse range of media for varied applications.

The new flatbeds now offer a much improved user experience via new touch screen controls and the flagship FB1150 comes with an upgraded registration system to include 7th generation ARMS sensing, for faster job retrieval and 300% faster job registration, making it great for multiple sheet cutting.

Offering an unparalleled production capability the flatbeds use either a CCD video camera or optical sensor (model dependent) and can cut mixed sheets, placed together on the cutting table, in a seamless and uninterrupted flow and with SmartMark registration the cutter ensures superb crease and cut accuracy, every time.

Both creasing and cutting capabilities are generated via a multi-tool holder with interchangeable tools, that can apply up to 1kg of pressure, supporting the immediate finishing of packaging, POS, prototypes and kiss-cut labels — with NO dies or setup costs users can cut any shape, in an instant!

Three new flatbed models; FB550, FB750 and FB1150, cater to a variety of stocks and sizes ranging from 350 x 520mm and up to 740 x 1040mm and can handle paper, boards, synthetic materials, vinyls and kiss cut applications from 0.5mm to 1200 micron, cutting at up to 600mm per second with an SRA3 taking between 30 - 45 seconds per sheet, depending on job complexity.

Cut jobs are instantly recognised with Intec's unique job retrieval software, ColorCut Pro. ColorCut Pro integrates with Adobe® Illustrator® or CorelDRAW® so users have a smooth transition to creating the necessary cut files. When users create their job, ColorCut Pro applies an auto assigned (editable) barcode or QR code to each of the designs and saves the cutting file to the ColorCut Pro Job Library which is automatically retrieved when cutting. All flatbed models are supplied with a version of ColorCut Pro.

Mark Baker-Homes, Director of product development states; "The launch of the new flatbed range of cutters represents an exciting new phase, in terms of the development of our cutters with a significantly improved user experience through the more responsive and immersive five inch touch panel screens.



Additionally the 7th generation Vision3 ARMS sensor provides almost instant job recognition and lightning fast registration and alignment, enabling any user to cut jobs, which places the Intec cutters at the top of their class. We are ensuring users faster set up and production times providing the ability to deliver a more on-demand environment for the promotional and packaging market".

Most print environments struggle with enough space to place a new piece of equipment so the flatbeds are designed to use minimal floor space, ensuring that they can easily be accommodated in any print shop with the smaller footprint tables ideal for packaging sample making and mocks ups to improve design and approval processes.

www.intecprinters.com/products/digital-cutting-devices-for-print-work/manual-flatbed-cutters

NEW CHX'S HYGIENE HOOK KEYRING

Following the successful launch of the Hygiene Hook keyring at the end of April, that is registered design to CHX. A new version has been released that now contains an antimicrobial additive, as a way to help tackle the everyday issues we are all now faced with.

This additive has as its main ingredient, ionic silver, which is well known for its natural sterilising properties.

WITH THIS ADDITIVE, THE SPREAD OF BACTERIA AND GERMS ON THE SURFACE OF THE HYGIENE HOOK KEYRING IS REDUCED BY 98%.

The Hygiene Hook keyring is a great solution for brands to gift to their consumers especially in retail and restaurant environments, as non-essential shops start to open in line with Government advice.

As well as being a practical aid for delivery worker employees.

The Hygiene Hook Keyring features:

- Made from antimicrobial recycled plastic
- Door handle / lever hook for doors and gates



- Flat stylus tip for keypads, switches etc.
- Finger hole for ease of use
- Made from 100% recycled plastic which is antimicrobial, helping to prevent the spread of germs.
- Available in eight different colours
- With free full colour printing as standard with UV resistant ink

- The Hygiene Hook Keyring can be branded both sides in full colour
- Product size: 90 x 50mm with Branding Area: 40 x 30mm

Contact the team on sales@chxproducts.co.uk or 01208 813813 (samples available). www.chxproducts.co.uk/product/hygiene-hook-keyring-antimicrobial-version


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ROLAND DG TRUEVIS VF2-640



Roland DG has further expanded its award winning TrueVIS range with the new TrueVIS VF2-640, engineered to deliver incredible colour reproduction and outstanding performance on signs, backlights, posters, vehicle wraps and more.

Building on the success of TrueVIS VG2 and SG2 printer/cutter solutions, the new TrueVIS VF2-640 large format inkjet printer features GREENGUARD Gold certified TR2 ink in green, orange, white and CMYKcLmLk. This extraordinary colour gamut works with the new True Rich Colour pre-set to make it simple to combine vibrant shades with neutral greys, smooth gradations and natural skin tones to achieve unrivalled colour quality. In addition, the bundled RIP and print management software, VersaWorks 6, is designed to simplify operation while maximising the power of your VF2-640.

An early adopter of the TrueVIS VF2-640 is WLM Design BV, a specialist in motorsport graphics and clothing based in the Netherlands. Owner Wisja Lamers comments: "We have been using the TrueVIS VF2-640 for the past few months to produce custom stickers and have been surprised by its performance. Its ease of handling and ability to match spot colours is a fantastic benefit to us and our customers."

Paul Willems, Director of Business Development and Product Management, Roland DG EMEA, adds: "The TrueVIS VF2-640 is an exciting addition that



will elevate the work of sign businesses and print service providers. As a print only device the VF2-640 offers ultimate flexibility to users who may want to upgrade their existing printer or invest in just the technology they need.

"For a host of applications, the TrueVIS VF2-640 will push production to the next level while delivering astonishing colours. The addition of green, as well as orange and white, really does allow the creation of stunning graphics."

The TrueVIS VF2-640 is available to customers in the EMEA region.

cases. Recently, Roland DG has embarked on a promising new retail frontier by capitalising on individuals' increasing desire to create their own, uniquely designed and decorated items. The company's COTO business division has developed proprietary design and print management software which enables customers to design their own gifts, apparel and treasured mementos, and to enjoy an unforgettable creative experience.

www.rolanddg.co.uk

XAAR 1003 INDUSTRIAL 3D PRINTING PRINthead



The Xaar 1003 printhead is proving instrumental for industrial 3D printing manufacturer dp polar GmbH, enabling its revolutionary AMPolar i2 to print Additive Manufacturing parts on a truly industrial scale.

Based in Germany, dp polar designs, develops and delivers industrial 3D printing systems for the automotive, aerospace, mechanical engineering, and consumer industries.

The AMPolar i2's patented Additive Manufacturing process uses an array of Xaar 1003 printheads to jet parts at volume, and at a significantly reduced cost when compared to traditional 3D printing machines.

The highly productive single-pass printing process delivers build volumes of up to 700 litres across its pioneering, continuously rotating print platform. For example, the AMPolar i2 machine is able to produce over 500,000



automotive electronic power-plugs per year at the lowest costs per part. Achieving the same output with traditional 3D printers would require the operation of multiple machines, requiring substantially more initial investment, and increasing costs and complexity across production.

Hans Mathea, managing director and founder of dp polar said, "The AMPolar i2 delivers unparalleled output of printed parts per hour, resulting in a significant reduction in cost per part.

"The Xaar 1003 is integral to the machine's design and performance and the ability to handle multiple fluids means that 3D Printing and Additive Manufacturing are now a reality for the volume production of parts for many industries."

As part of Xaar's extensive printhead portfolio, the Xaar 1003 is proving invaluable for the industrialisation of 3D Printing with its speed, reliability and ability to jet a variety of fluids, over an increased viscosity range. This ensures a suitable fit for a wide range of Additive Manufacturing applications.

Mike Seal, Xaar's Business Development Manager, Advanced Manufacturing and 3D Printheads said; "dp polar's use of the Xaar 1003 printhead and the innovative design of the AMPolar i2, shows the natural progression of photopolymer jetting from a prototyping technology to a true manufacturing process; a transition we are seeing more and more within functional inkjet applications. We are delighted to see the AMPolar i2 utilise Xaar's printhead technology and make the volume production of industrial parts through 3D Printing a reality."

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Bespoke Envelopes.....	GFSmith	Large Format Printers.....	Stanford Marsh
Binder Covers (Printed).....	Sovereign	Large format Printers and Cutters	Roland DG (UK)
Binders	Duraweld	Large Format Printers (Dye Sub).....	Listawood Trade Supplies
Binding Machines & Supplies	Elmstok	Large Format Scanners.....	Allied Images
Binding — PVC Coils in 45 colours.....	PDC	Large Format Scanners.....	Stanford Marsh
Binding — Thermal Strips.....	Renz	Large Format MFP Solutions.....	Allied Images
Binding — Wires / Plastic Combs / PVC Coils	Renz	Large Format MFP Solutions.....	Stanford Marsh
Binding Wires / Combs / Fastback / Velo and more	Vivid	Large Format Printers from HP.....	Perfect Colours
Bizhub Pro Production Press.....	Production Print	Large Format Printers from HP.....	Stanford Marsh
Booklet Makers.....	DUPLO	Laser Labels.....	Supreme Labels
Booklet Makers & Trimmers	Morgana	MakerBot 3D Printers	Art Systems
Brochures.....	The Magazine Production Company	Magazine Design.....	The Magazine Production Company
Business Card Cutters.....	Morgana	Magazine Production	The Magazine Production Company
Business Card Cutters.....	Caslon	Magazine Printing.....	The Magazine Production Company
Busienss Card Cutters.....	UMG UK	Mouse Mats	Listawood Promotional Products
CAD Plotting.....	Allied Images	Mugs.....	Listawood Promotional Products
CAD Printers.....	Metro UK	Multifunction Devices.....	OKI Europe
Café Pads	Abbot Print	NCR Books.....	NCR Pads
CD Packaging	Duraweld	NCR Pads.....	NCR Pads
Canon Wide Format Printers.....	Art Systems	NCR Sets.....	NCR Pads
Canon / HP Large Format Printers.....	Perfect Colours	New and Used Digital Presses	Production Print
ChromaBlast Consumables and Equipment. Listawood Trade Supplies		Newsletter Design.....	The Magazine Production Company
Coasters.....	Print On	Paper Drills & Punches	Elmstok
Collators.....	Morgana	Paper Supplies.....	Océ Imaging Supplies
Coloured and Textured Media.....	GFSmith	Pencils	Pen Warehouse
Colour Printing Systems	Production Print	Pens.....	Pen Warehouse
Colour Printing Systems	OKI Europe	Perfect Binders	DUPLO
Colour Printing Systems	Sharp Electronics	Photocopier Supplies.....	Océ Imaging Supplies
Colortrac Scanners.....	Art Systems	Plan Printers.....	Metro UK
Continuous Forms	Abbot Print	Plastic Pockets and Wallets	Duraweld
Continuous Forms	NCR Pads	Plotters	Metro UK
Creasers.....	Morgana	Polypropylene Boxes.....	Duraweld
Creasers.....	UMG UK	PosterJet Software	Perfect Colours
Cut Sets.....	Abbot Print	Presentation Packaging (Printed)	Duraweld
DC Cutter-Creasers.....	DUPLO	Print Finishing Equipment	Caslon
Design Services.....	Colourfast Web Studio	Printed Carrier Bags.....	Custom Printed
Digital Press	Production Print	Printing Systems.....	Production Print
Digital Printers.....	Production Print	Printing Systems.....	OKI Europe
Digital Printers.....	Xeretec	Printing Systems.....	Sharp Electronics
Digital Print Finishing	Caslon	Promotional Printing	Print On
Display Graphics Printers	Stanford Marsh	Promotional Products.....	Listawood Promotional Products
Document Management	Allied Images	Puzzles.....	Print On
Draw Tickets.....	Nelson Press	Raffle Tickets	Nelson Press
Duplicate Books & Pads	Abbot Print	Raffle Tickets	Raffle Tickets Direct
Dye Sublimation Consumables & Equipment..Listawood Trade Supplies		Receipt Books.....	Abbot Print
Embossing and Diecutting.....	Baker Labels	Register Sets.....	Abbot Print
Engravers	Roland DG (UK)	Ring Binders	Vivid
Finishing.....	UMG UK	Ring Binders	Duraweld
Finishing Products and Systems.....	Morgana Systems Ltd	Screen Printing	Sovereign
Finishing Products and Systems.....	Caslon	Screen Printing Labels	Baker Labels
Flexible Contracts.....	Production Print	Secondhand Printers.....	PrintersXchange
Foil Blocking	Nelson Press	Second User Finishing Ki	PrintersXchange
Foliant Vega 400.....	IFS Intelligent Finishing Systems	Security Labels.....	Calf Hey
Foiling	Baker Labels	Self Adhesive Labels	Calf Hey
Foiling Equipment.....	Caslon	Self Adhesive Labels	Supreme Labels
Folders.....	UMG UK	Self Adhesive Pockets.....	Duraweld
Folders and Booklet Makers	Elmstok	Sensory Coaters.....	DUPLO
Folders & Files Plastic.....	Duraweld	Shredding Machines — Document Shredders, all types	Elmstok
Guillotines.....	DUPLO	Signs (Printed).....	Sovereign
Guillotines — Manual and Electric.....	Elmstok	Speciality Papers.....	GFSmith
Heat Press Equipment.....	The Magic Touch	Stickers and labels, rolls, sheets or singles.....	Baker Labels
Heat Presses	Listawood Trade Supplies	Sublimation Solutions.....	The Magic Touch
Horizon AFC-566F	IFS Intelligent Finishing Systems	Thermographic Equipment and Supplied	Caslon
Horizon BQ-480	IFS Intelligent Finishing Systems	Tickets	Nelson Press
Horizon StitchLiner Mark 111.....	IFS Intelligent Finishing Systems	Trade-in Equipment.....	PrintersXchange
HP Designjets.....	Art Systems	Transfer Paper.....	The Magic Touch
HP Indigo and UV inkjet labels	Baker Labels	Transparencies	Vivid
Incentive Marketing.....	PrintOn	USB Flashdrives	Listawood Promotional Products
Indexes	Duraweld	Vinyl Cutters	Roland DG (UK)
Inkjet Consumables for LFP.....	Perfect Colours	Vinyl Labels.....	Calf Hey
Insurance	Lucas Fettes	Vinyl Labels.....	Supreme Labels
Labels.....	Calf Hey	Wedding Stationery Stock.....	GFSmith
Labels.....	Supreme Labels	Xerox Office Equipment	Xerox UK
Labels (Flat Sheet).....	Sovereign	Xerox Digital Press	Xeretec
Laminating Machines and Supplies, all types.....	Elmstok	Xerox LFP	Xeretec
Laminator Pouches & Supplies.....	Vivid		

READERS' SCRIBES SOMETHING TO SHARE?

JOB WELL DONE

"This little computer," said the sales manager, "will do half of your job for you."

Studying the machine, the salesman said, "Fine. I'll take two."

THE BIG SECRET

An engineer and a psychiatrist meet up for their 20th school reunion. The engineer says, "I'm surprised to see you still looking so young. I'd have thought listening to people's problems all day would have given you a mass of wrinkles."

The psychiatrist says, "You think we listen?"

MY WIFE

My wife is mad at me. She says I have no sense of direction. So I packed all my bags and right!

SCHOOL TEACHER IN COURT

When asked for her occupation, a woman charged with a traffic violation said she was a schoolteacher.

The judge rose from the bench. "Madam, I have waited years for a school teacher to appear before this court," he smiled with delight. "Now sit down at that table and write 'I will not pass through a red light' five hundred times!"

SHE CALLED HIM AVERAGE

My sons math teacher called him average. I just think she's mean.

MISSING EDINBURGH?

The Swedish funster Olaf Falafel was the winner of the 2019 festival receiving the Dave funniest joke of the fringe award for this joke:

"I keep randomly shouting out 'Broccoli' and 'Cauliflower' – I think I might have Florets."

Runner-up was Richard Stott with:

"Someone stole my antidepressants. Whoever they are, I hope they're happy."

PAST RELATIONSHIPS

I made a graph of all my past relationships. It has an "ex" axis and a "why" axis.

IT'S IN THE PROOF

A climate scientist and a climate-change denier walk into a bar. The climate-change denier goes to the bartender and asks for the strongest drink in the house.

The bartender takes out a bottle and says, "This is Absinthe, about 75% alcohol. Can I sell you a glass?"

The climate-change denier gets all upset and leaves the bar in a huff. The climate scientist says to the bartender, "Those climate-change deniers! You can show them the proof but they still won't buy it!"

HIRE A CHURCH SINGING GROUP

Man: "Do you know how much it is to rent a church singing group?"

Priest: "My son, do you mean a choir?"

Man: "Fine Father, do you know how much it is to acquire a church singing group?"

ALBERT EINSTEIN

We all know Albert Einstein was a genius, but his brother, Frank, was a monster.

NEW TYPE OF JOKE

"Do you know the new type of knock knock joke that starts with 'no, me neither'?"

"No?"

"Me neither."

NEW SECURITY JOB

I started a new job as a security guard last night.

Before my boss left he told me I had to make sure I watched the office all night.

I am on season two already but I don't know what it has to do with security.

BIRTHDAY GIFT

When my three-year-old son opened the birthday gift from his grandmother, he discovered a water pistol. He squealed with delight and headed for the nearest sink.

I was not so pleased. I turned to Mum and said, "I'm surprised at you. Don't you remember how we used to drive you crazy with water guns?"

Mum smiled and then replied, "Oh I remember!"

MEDICAL EXAM

During her physical examination, a doctor asked a retired woman about her physical activity level. The woman said she spent three days a week, every week, in the outdoors.

"Well, yesterday afternoon was typical; I took a five hour walk about seven miles through some pretty rough terrain. I waded along the edge of a lake. I pushed my way through two miles of brambles. I got sand in my shoes and my eyes. I barely avoided stepping on a snake. I climbed several rocky hills. I went to the bathroom behind some big trees. I ran away from an irate mother deer and then ran away from one angry badger. The mental stress of it all left me shattered, so I drank a scotch and three glasses of wine."

Amazed by the story, the doctor said, "You must be one heck of an outdoor woman!"

"No," the woman replied, "I'm just a really bad golfer!"

HIGH WATER BILL

My friend couldn't afford to pay his high water bill... So I sent him a "Get 'Well' soon" card.

RINGING MY DOORBELL

My neighbour rang on my doorbell at 3 am... can you believe it?

Luckily I was still up playing the drums.

WORK EVALUATIONS

Some of you might like to know what the supervisor is really saying in all those glowing employee work performance evaluations she or he keeps cranking out.

A keen analyst: Thoroughly confused.

Expresses self well: Can string two sentences together.

Spends extra hours on the job: Miserable home life.

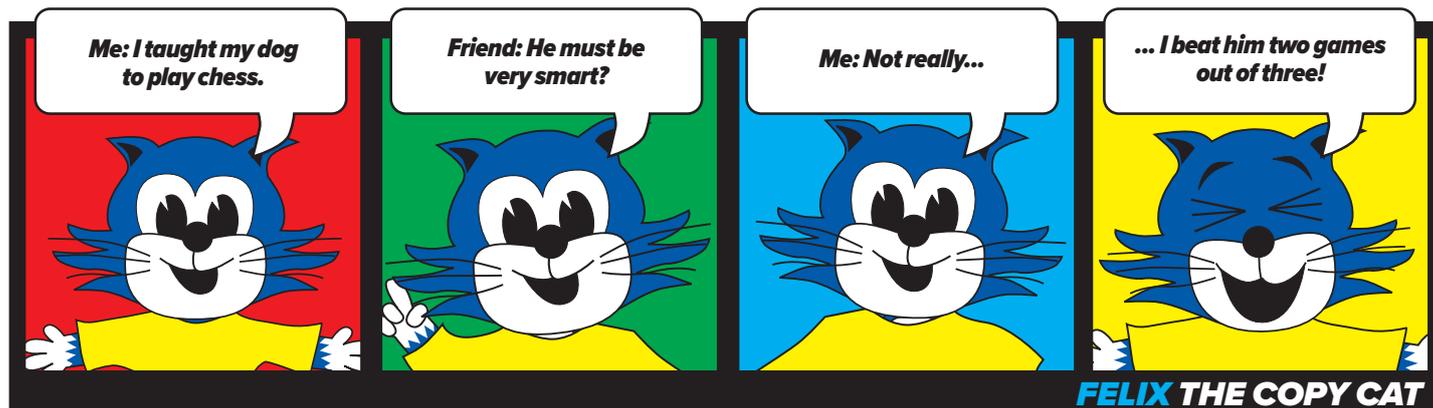
Conscientious and careful: Scared.

Meticulous in attention to detail: A nitpicker.

Demonstrates qualities of leadership: Has a loud voice.

Judgment is usually sound: Lucky.

Keen sense of humor: Knows lots of dirty jokes.



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