

How to maximize your margins with
wide format inkjet



Feeling the pressures of better-faster-cheaper?

- Keep more work in-house
- Deliver faster turnarounds
- Offer outstanding color services and more value-added print services
- Stay relevant with technology
- Eliminate outsourcing
- Stay out of the budget crosshairs

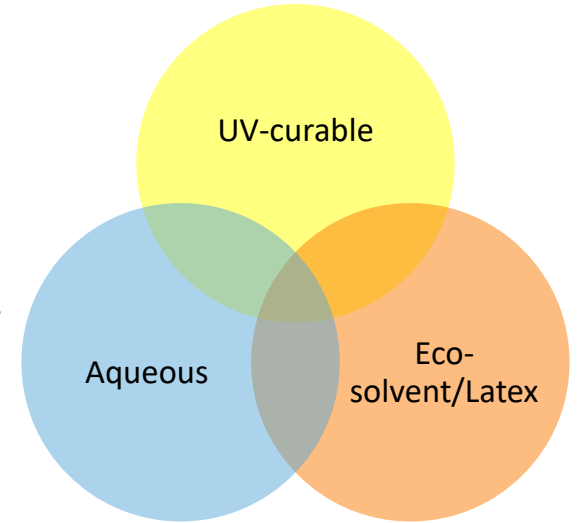


Why the change?

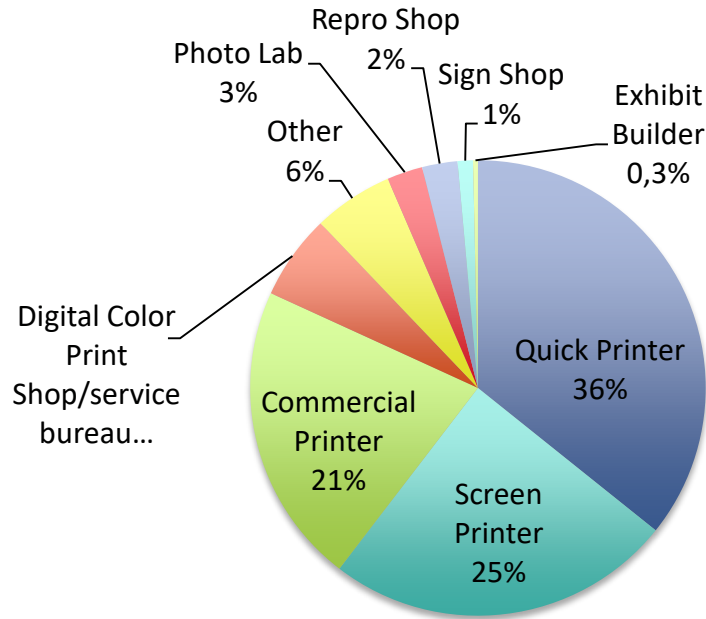
- **User and customer demands are changing:**
 - More versioning
 - Just in time or last minute jobs
 - Turnaround time and complexity of orders have changed
- **Financials need to be strong:**
 - Operational cost pressures (make you or break you)
 - Traditional analog technology investments are not suited to trends
 - Funds for investment are held for applications with high value

Wide format inkjet market definition

- >24 in. wide
- Flexible
 - Paper, Vinyl, Mesh Fabric, Other
- Rigid
 - Foam Board, PETG, Corrugated, Other

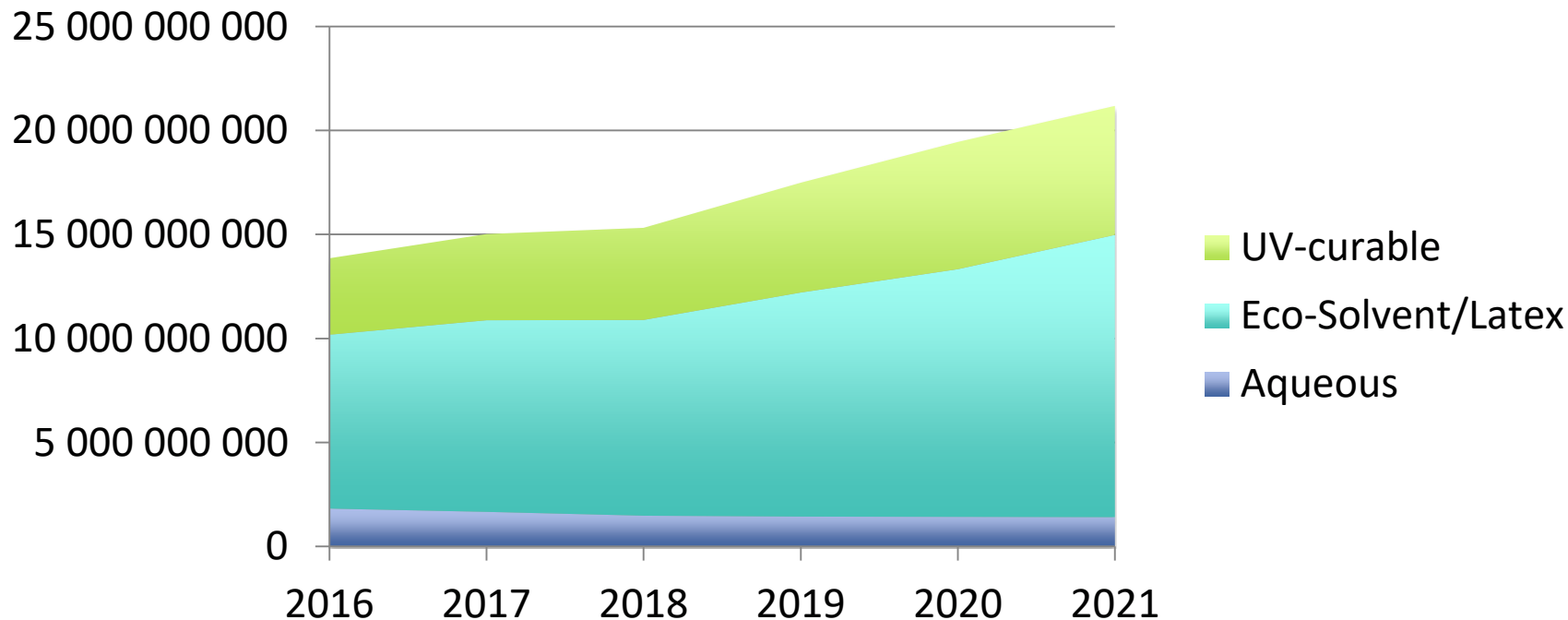


Who owns wide format printers?



- Definitions constantly changing
- Depends on volume
- Adoption growth is mainly among commercial printers

Total volume of WF inkjet output forecast, WW



Digital wide-format print by the numbers

- Average production price - of \$1.00 (\$2.50 to rigid) per square foot
- Average of 6 square foot print – 5-20 prints per day (240 days/yr) – \$70,000 to \$360,000 in gross profit annually
- A typical \$2M annual revenue shop, selling as little as 5 wide format prints per day, can add nearly 4% to annual net savings or operating income

Source: IT Strategies; Commercial Printers: The Wide Format Return-on-Investment Numbers
Speak Loud and Clear for those with a First Mover Advantage

High-value Wide Format Applications



Retail Storefront



Retail applications:

- Windows
- Walls
- Ceiling
- Substrates
- Signage

Window graphics



Lintec window film

- Optically clear
- Permanent and removable adhesive
- Wet installation

Yupo Jelly

- Micro-suction technology
- Can be used on glass and other surfaces
- Can be rinsed and reapplied
- Clear grade

Wall applications—Dreamscape



Wallcoverings

- Metallic finishes
- Print with CMYK or CMYK plus white ink

<https://www.dreamscapewalls.com>

Wall applications—Visual Magnetics



- Magnetic system with various materials, including shelving and office accessories
- Repeat printing opportunity

<https://foster.visualmagnetics.com>

Wall Applications—3M Scotchcal



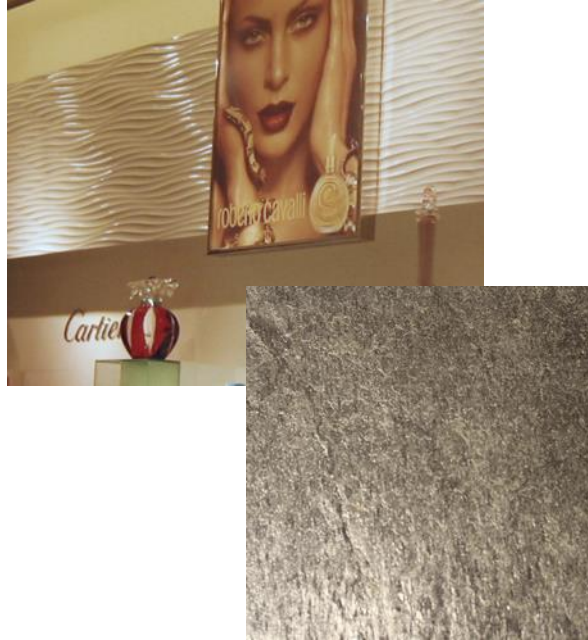
Combine with
Texture Plus

- Lightweight panels
- Numerous finishes
 - Brick
 - Stone
 - Barn board
 - Bamboo



<https://www.textureplus.com>

Wall Application—Interlam

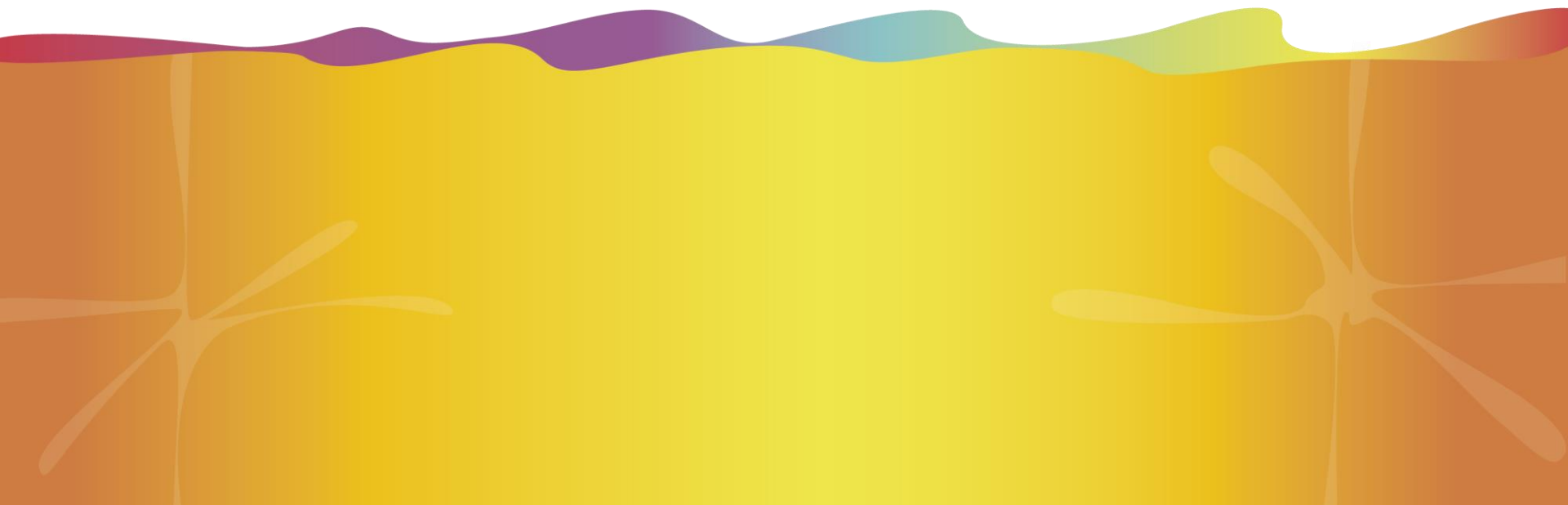


Slate veneer and textured panels

- Slate is printable
- MDF textured panels could be wrapped with 3M Scotchcal™

<http://www.interlam-design.com>

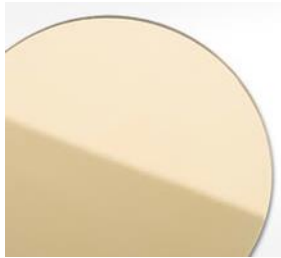
Graphic Materials



Innovative Laminations



ABS
Acrylic
Polycarbonate
PETG
PET



High quality
decorative plastic
laminates

- Film laminated styrene & PETG
- Thermoform-able materials

<http://www.innovative-laminations.com/en/>

FLEXcon SHIMMERcal



Self-adhesive glitter film

- 2.4 mil rigid vinyl
- Permanent adhesive
- Print with CMYK or CMYK plus white ink

<https://www.flexcon.com>

FiberMark Blox-Lite Chrome



Eco-friendly
silver paper

- Metalized blockout surface
- Does not contain film, recyclable
- Formerly conVerd

<http://www.fibermark.com/products/blox-lite>

KDX Lenticular



Lenses & technology

- Registration is not as crucial
- Can be used as a backlit

<http://www.kdxamerica.com>

Graphic Wood Technologies



Plastic-backed
wood veneer

- Available in cherry & birch
- Print with CMYK or CMYK plus white ink

<http://www.graphicwoodtechnologies.com>

Sign Application—Thermoforming



Mixed media sign

- Thermoform is inset in printed material
- Sign can be backlit
- Digital process

Sign Application—LED



Mixed media sign

- Printed material can be integrated with LED lighting
- Easy to install
- Plug and play

<http://www.ecolocityled.com>

EFI Armor Coatings



Protect your
prints

- EFI Armor UVT
- EFI Armor WB
- EFI Armor UVF
- EFI Armor UVR
- EFI Armor UV

EFI Wide Format Printer Portfolio



EFI Pro 16h



The ultimate stimulus package of features
for growing print professionals



EFI Pro 16h



- Lowest total cost of ownership
- Superior image quality
- Access to the widest range of substrates /applications




EFI Pro 16h



- Hybrid platform prints flexible and rigid substrates up to 65 in (165 cm) wide and 2 in (5.08 cm) thick
- Powerful LED technology for lower operating cost, a wider range of printable substrates and multiple environmental benefits

EFI Pro 16h



- Four colors plus white ink and single-pass, multilayer printing
- Up to 1200 dpi and true four-level grayscale print capability
- Production quality printing at 476 ft²/hr (44 m²/hr)
- Includes EFI Fiery[®] proServer Core digital front end, featuring  **FASTRIP**

EFI Pro 24f



A sharp competitive edge with a
powerful pro flatbed



EFI Pro 24f



- True 4 ft x 8 ft (1.2 m x 2.4 m) flatbed architecture with moving carriage, gantry and vacuum system
- Powerful LED technology for lower operating cost, a wider range of printable substrates and multiple environmental benefits




EFI Pro 24f



- Four colors plus dual channels of white **standard**
- Single-pass, multilayer printing
- Up to 1200 x 1200 dpi
- Up to 4 levels of variable-drop grayscale



EFI Pro 24f

- Four user-selectable vacuum zones
- Easy edge-to-edge printing
- Multi board printing, including different size boards
- Includes EFI Fiery® proServer Core digital front end, featuring 



EFI H1625-SD

Produce thermoforming application
super fast and super efficient with the
EFI H1625-SD and
EFI SuperDraw UV Inks



EFI H1625-SD

- Four colors plus white standard
- Eight-level true variable drop grayscale for near-photographic image quality
- Two channels of white and multi-layer printing capability for superior post-draw opacity



EFI SuperDraw UV Inks



- Offer outstanding elongation characteristics, excellent adhesion, and consistent post-draw opacity
- Withstands forming, heating, stretching, cracking, and chipping



EFI H1625-RS



A complete road sign solution



EFI innovation



- 2015 – H1625 LED is SGIA product of the year
- World class development partnership with 3M

Introducing the EFI H1625-RS



EFI H1625-RS overview

- 65” (1.6m) wide UV hybrid (64” full bleed print)
- 8-level variable drop grayscale printheads up to 1200 dpi
- Arc lamps & CMYKRB (traffic specific colors)
- Speeds (warranted modes are measures at 48” wide):
 - Warranted HQ Roadway Signage – 111 ft²/hr (10.3 m²/hr)
 - Warranted Quality Roadway Signage – 198 ft²/hr (18 m²/hr)
 - Unwarranted Quality - 247 ft²/hr (23 m²/hr)
 - Unwarranted Express – 458 sqft/hr (42.3 m²/hr)
 - 3MTM MCSTM Warranty up to 12 years



H1625-RS system configuration



**EFI H1625 LED + Computer + Fiery XF + Starter Kit =
Complete System Pricing**

EFI H1625-RS – 3M Ink

- Manufactured by 3M in Minnesota, USA
- Sold directly by 3M in sets of two (2) one liter bottles per color
- Approved for regulated signage in the US, Canada, Mexico
- Engineered to work specifically with 3M reflective media
- 3M™ MCS™ Warranty for up to 12 years



Why go digital?

- Cut production time and waste by up to 40%
- Add profit by reducing manual processes
- Just in time/on-demand
- Best in world ink and media performance
- World class warranties backed by 3M and EFI



Why go digital?

- Eliminate print and mount process and set-up costs
- Direct print
- No pre-treat or mounting
- Print on demand, no make ready
- Grayscale technology for stunning images
- UV, water and moisture resistance enable durable, lasting images



Thank you.

Ken Hanulec, VP Marketing, EFI Inkjet

