

WhatTheyTh!nk

Technology Update Week
LunchNLearn Webinar Series
Production Inkjet

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Inkjet Insight

May 18, 2020



Get the most out of this webinar...

- SEND US YOUR QUESTIONS DURING THE WEBINAR
 - Question control is in the lower left corner
 - We may answer during the presentation
 - There is a Q&A at the end
- Video and audio archive will be uploaded later today along with PDF of slides



The latest inkjet solutions for the mail manufacturing industry!

www.mcspro.com



What good is a million-dollar inkjet press, if the envelope never gets opened?

MCS Condor 250 – Process Color Envelope Inkjet
Up to 15,000 per hour (works on most inserters)

Finally, an affordable production process color cutsheet inkjet for mail!

MCS Merlin K146c

Under \$200,000 and NO CLICKS!



1,000 Feet per minute piezo inkjet technology

MCS Hayabusa Inkjet – 4 ¼" and 8" solid heads
Stand alone and web press applications

Earth:

Opening Soon Near You

World-wide debt problems

Shifted consumer buying habits

U.S. market strong in 2019

Potentially quicker U.S. recovery

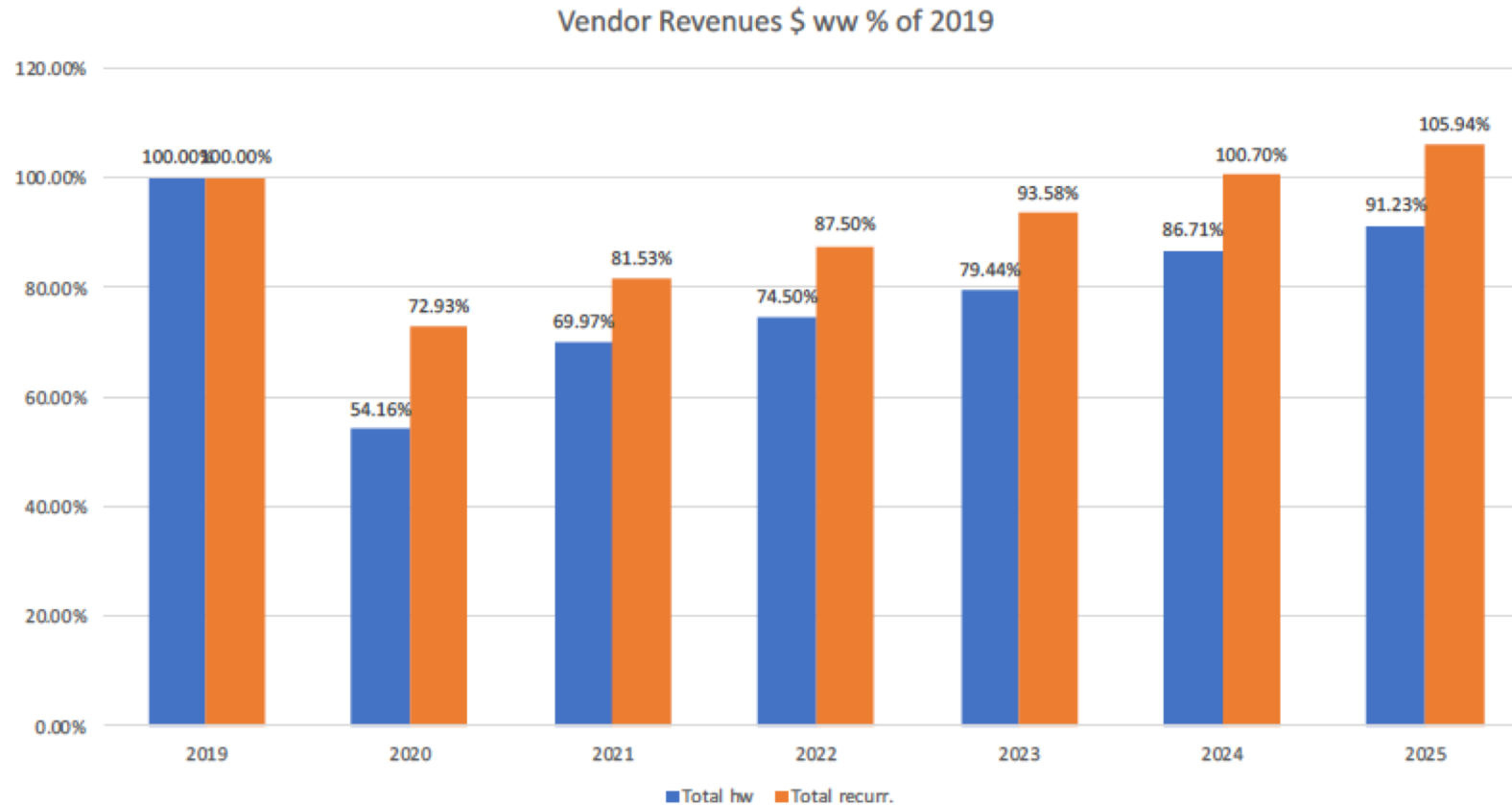
Many print markets hurt

OEMs share the burden



I.T. Strategies: Digital Production Print Markets: Financial Models for The Coronavirus Recession

April 2020

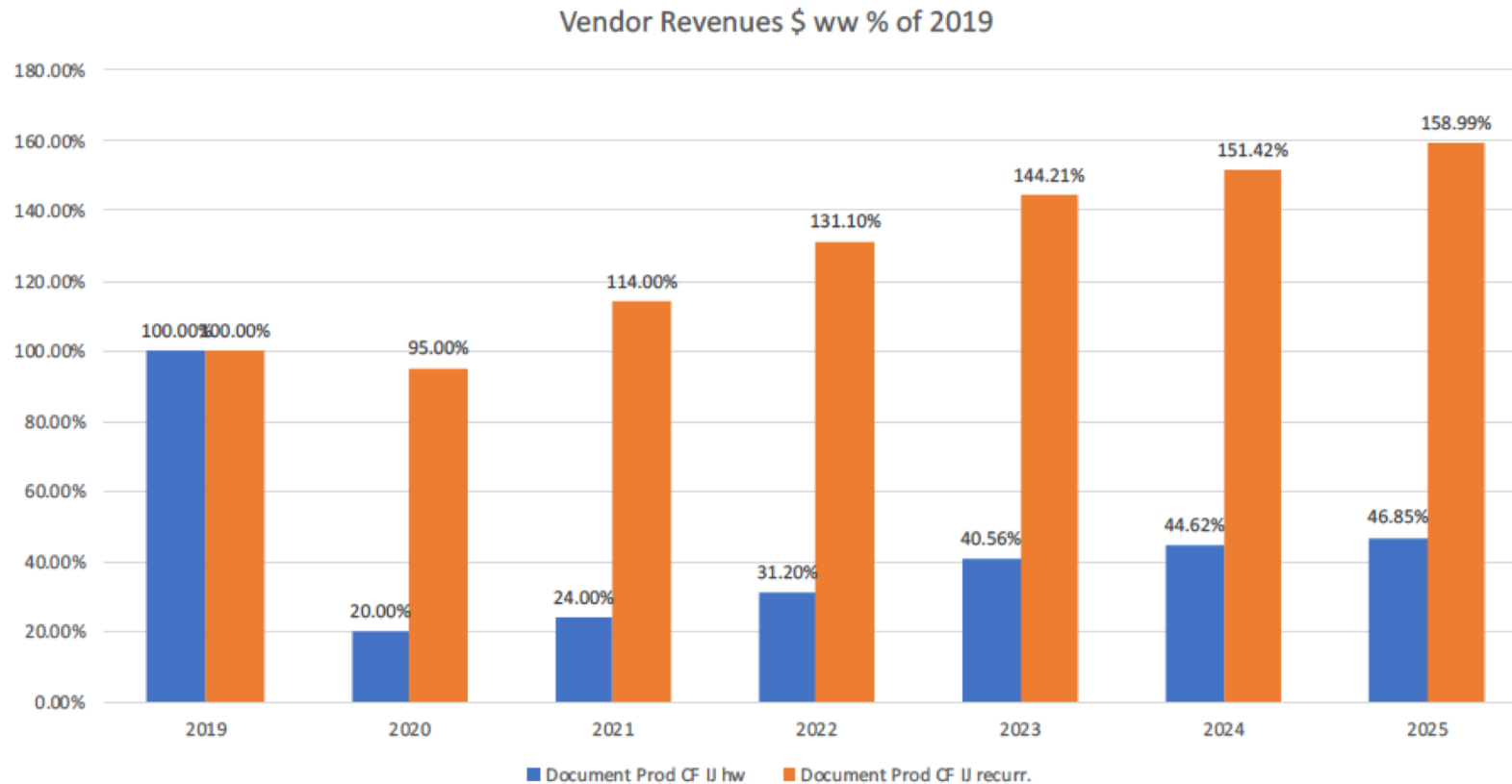


Suppliers
Recurring
Revenue as
Proxy for Print
Production

WW Digital
Print – all
markets

I.T. Strategies: Digital Production Print Markets: Financial Models for The Coronavirus Recession

April 2020

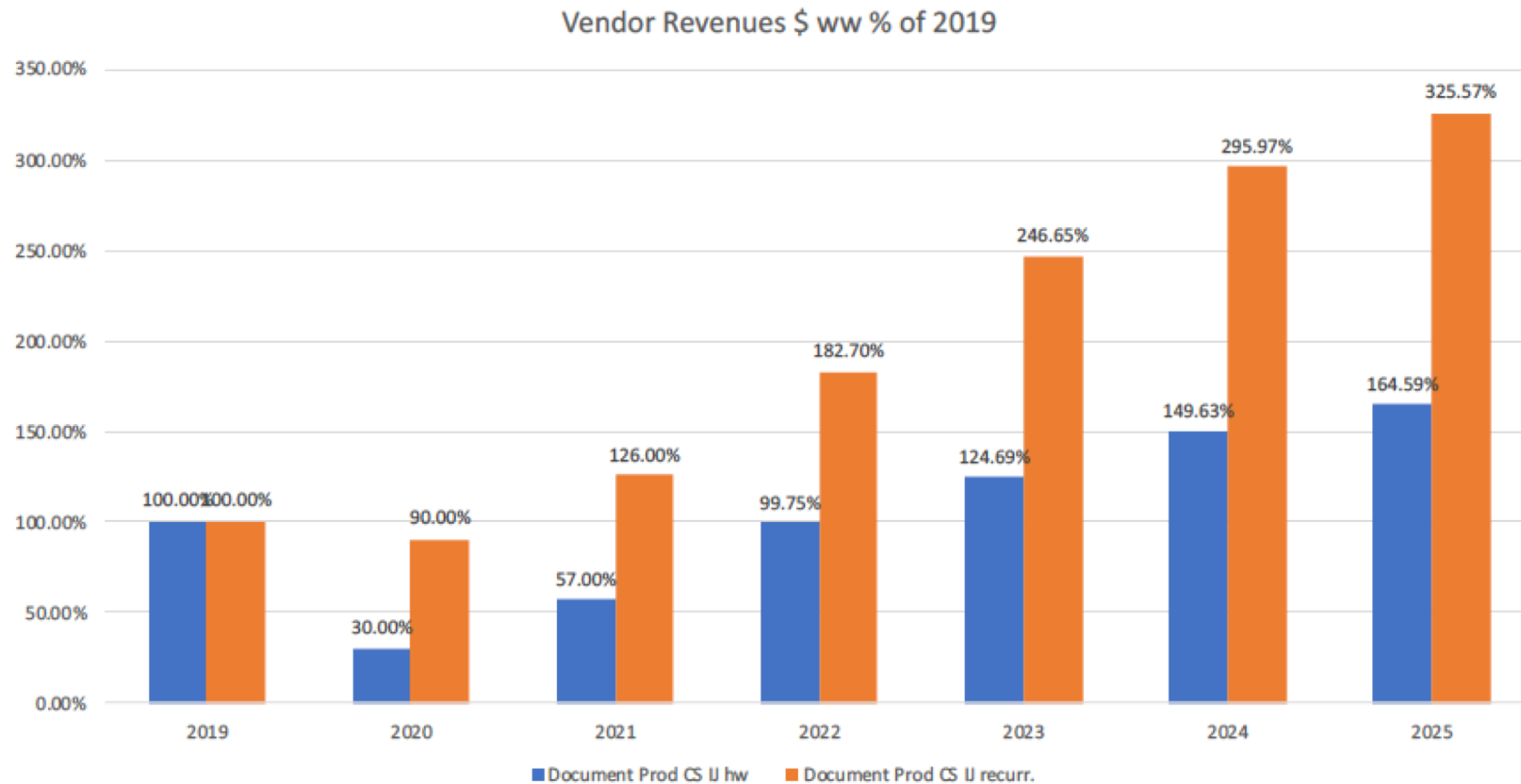


Suppliers
Recurring
Revenue as
Proxy for Print
Production

WW
Continuous
Feed (Web-Fed)
Inkjet
Document
Market

I.T. Strategies: Digital Production Print Markets: Financial Models for The Coronavirus Recession

April 2020



Suppliers'
Recurring
Revenue as
Proxy for Print
Production

WW Cut-Sheet
(Sheet-fed)
Inkjet
B1, B2, B3



Are Inkjet OEMs
Mind Readers?

83% of
new were
Sheet-Fed
Devices

2019 Releases	Graphic Arts Focused	Reducing Cost in Transaction Print and Direct Mail Markets
Web-fed	Ricoh Pro VC70000	
Sheet Fed	Fujifilm JPress 750S Landa S10P Xerox Baltoro	MCS Merlin K146c RISO Valezus

Significant upgrades delivered on Canon ProStream 1000 and Screen Truepress Jet520HD line (web-fed)

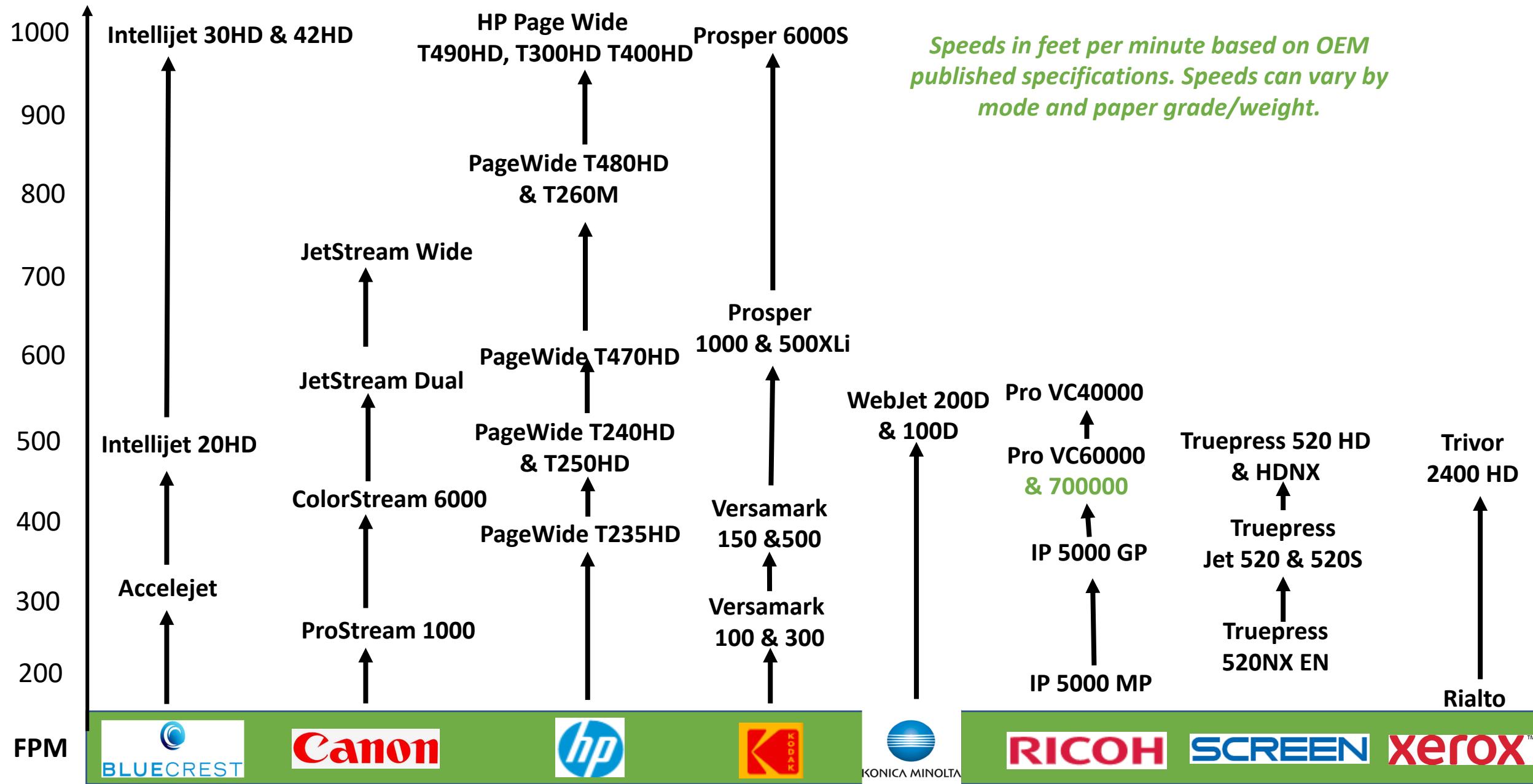
170+ Inkjet Devices Tracked on Inkjet Insight Device Finder

Inkjet technology trends

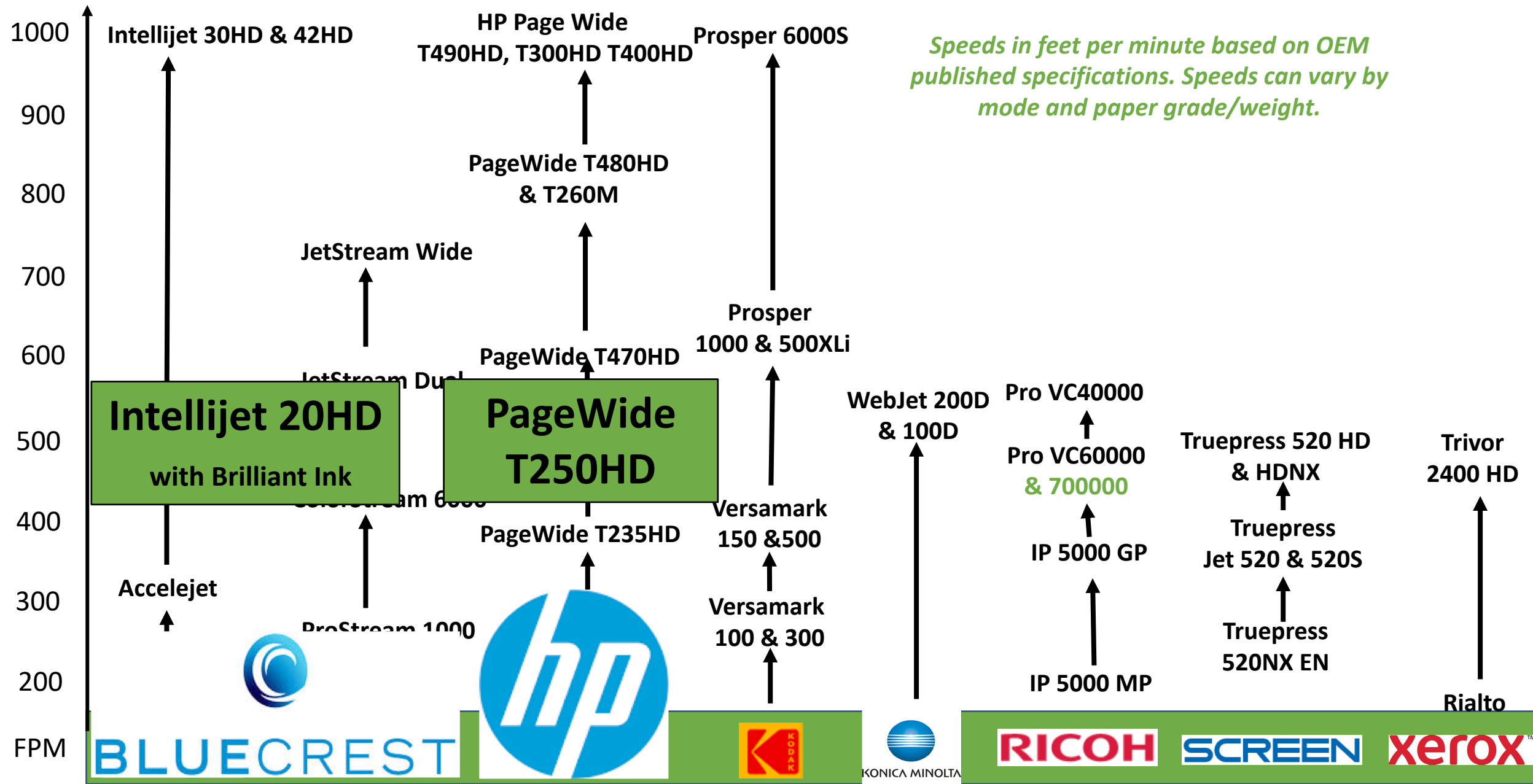
New production inkjet
products

New features, capabilities,
and applications

High Speed Color Web – 2019 North America



High Speed Color Web – 2019 North America



HP PageWide Web Press T250 HD with HP Brilliant Ink



What's New:

- Upgrade to its popular T240 HD press
- HP Brilliant Ink
 - Increases color gamut on both uncoated and coated medias
 - Enables the ability to print directly on offset medias
- HP Optimizer is distributed via a TIJ Printhead in a dot to dot digital process
 - Uncoated Media: Optimizes optical density & reduces show through
 - Coated Media: Controls coalescence & bleed on the closed surface paper
- Upgraded HP Color Vision system
 - Every image captured now measures 4 color planes and delivers nearly 3x the inspection as the T240 HD with mono cameras.



HP PageWide Web Press T250 HD with HP Brilliant



Market Focus:

- Commercial offset print work for coated and uncoated stocks

Specifications:

- Runs up to 500 color fpm
 - Duty Cycle: 62 million letter-size pages per month
 - Up to 113K 6"x9" postcards in an hour
- 22" wide web
- 2400 native print resolution (multiple options)
- 40 to 250 gsm
- Offers three print modes — Performance, Quality, and Performance HDK
- Completely upgradeable from any of the T200 series PageWide Web presses



Canon varioPRINT iX-series

More Profit. More Business.

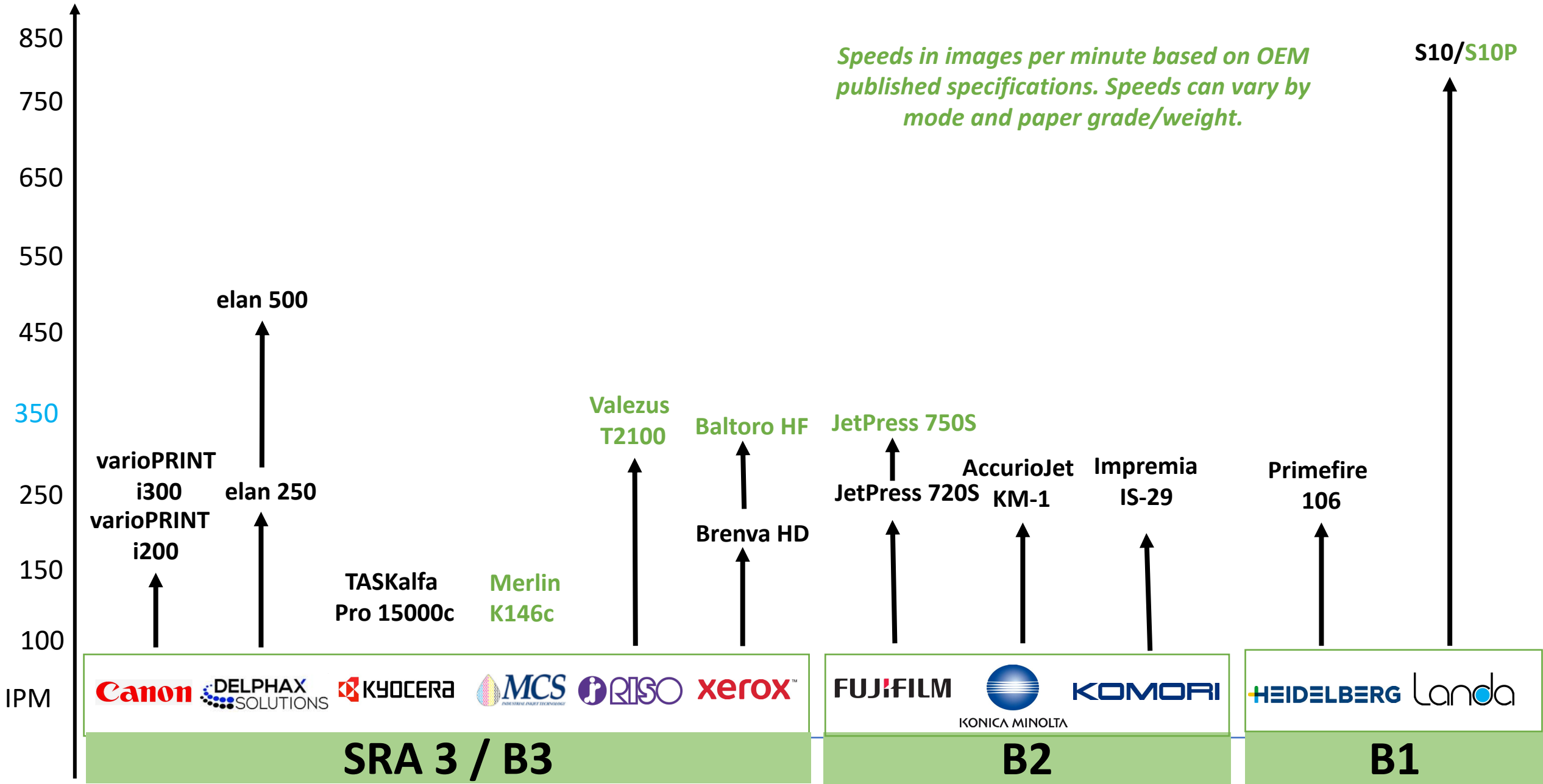


- **Highly productive sheetfed inkjet printing:**
 - 1200 dpi print heads and processing
 - 312 images per minute (8 ½" x 11")
 - 4500 12 x 18 sheets 4/4 per hour
 - Duty cycle up to 10 million impressions per month
- **Innovative iQuarius Technologies for Production Print Performance & Commercial Print Quality:**
 - Proprietary aqueous-based Inks & ColorGrip
 - Innovative 2 Step Drying Process & Inkfusion Technology
 - Precision sheet control
 - Inline & automated nozzle control
- **Large application versatility:**
 - Expanded media 60 GSM – 350GSM (Coated/Uncoated)
 - Mix media within a run (size/weight)
 - Full speed on evaluated media

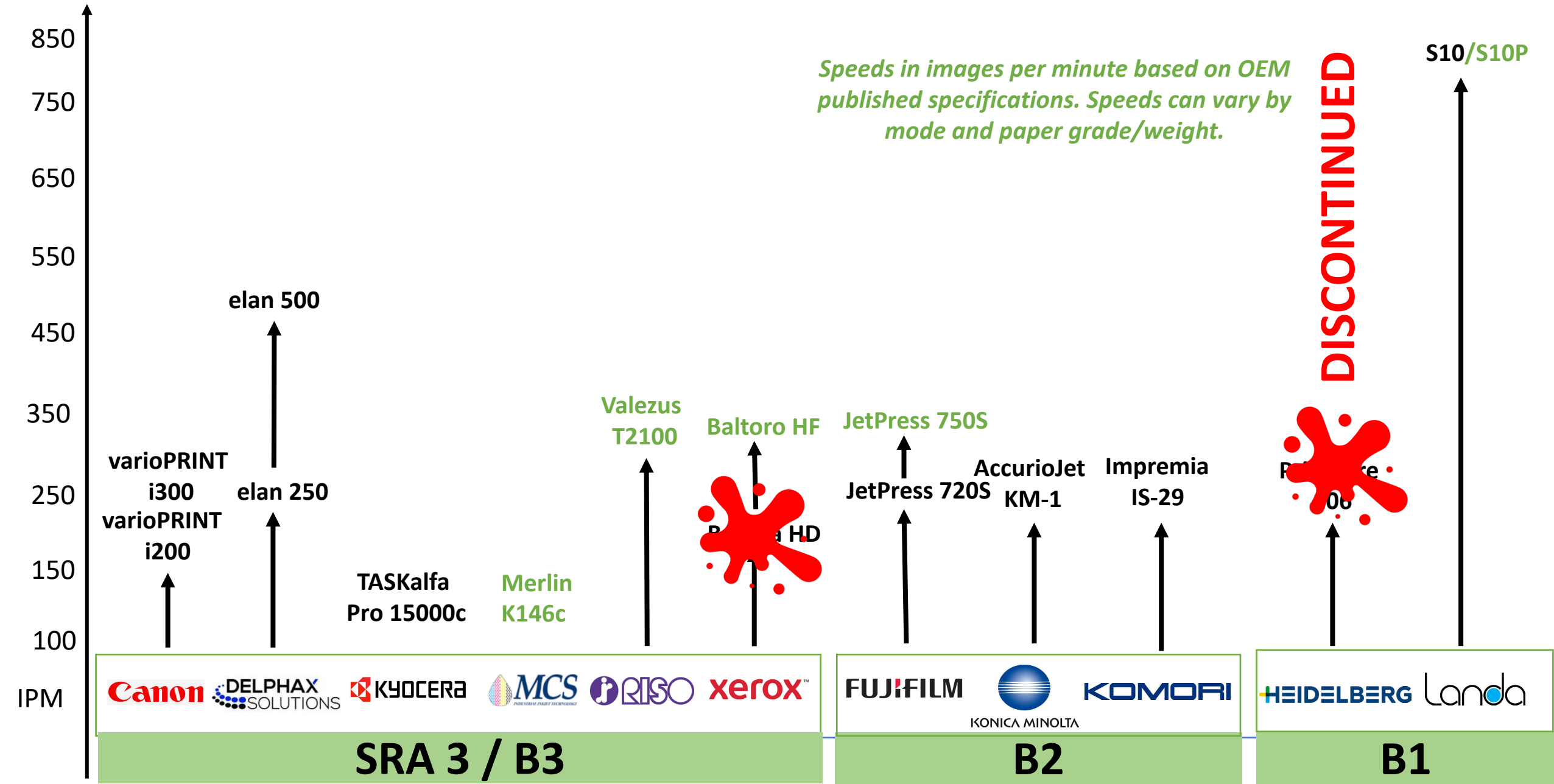
EXPLORE THE NEW VARIOPRINT iX-SERIES

[HTTPS://WWW.PPS.CSA.CANON.COM/IXSERIES](https://www.pps.csa.canon.com/ixseries)

Full Color Sheet-Fed - 2019 North America



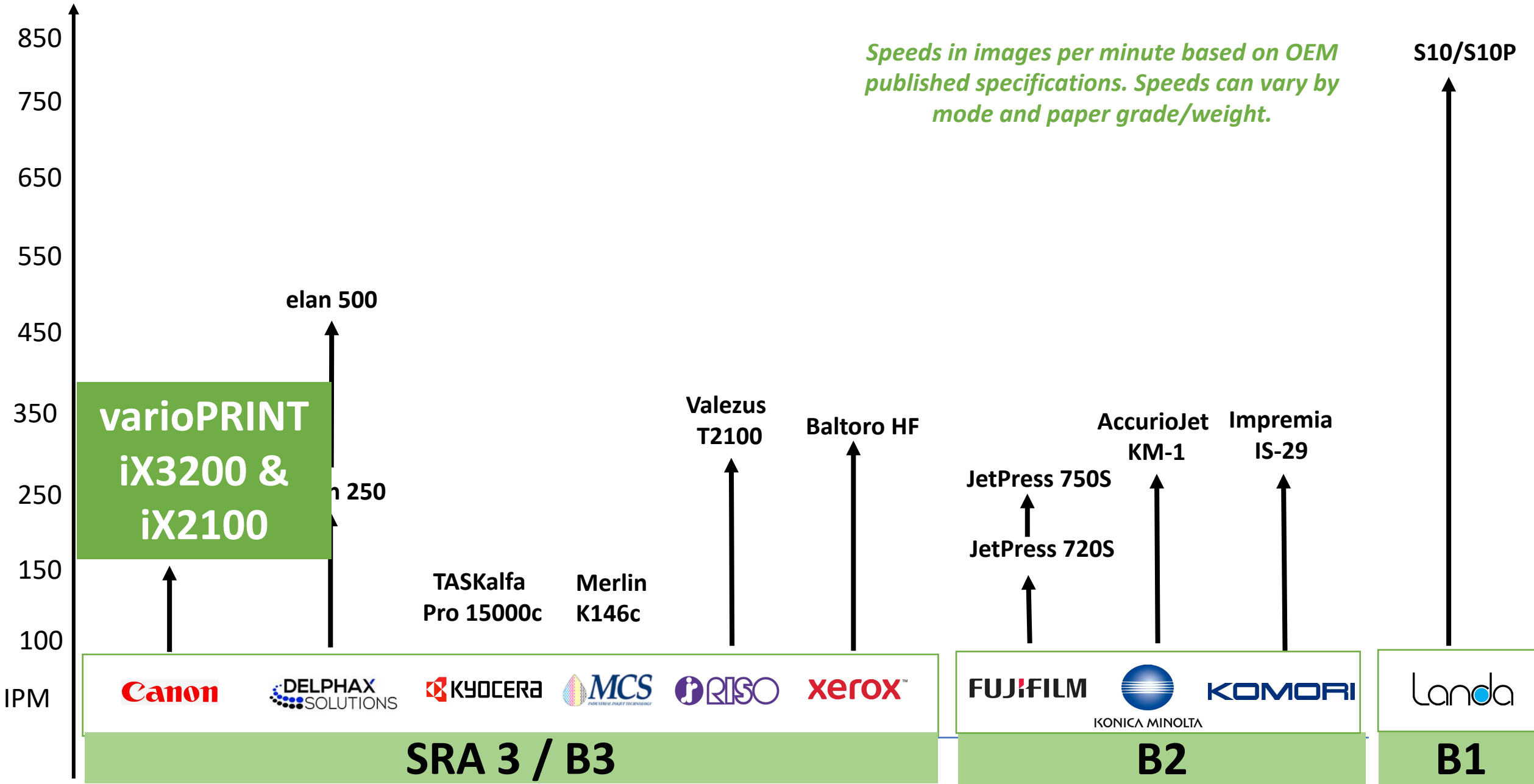
Full Color Sheet-Fed - 2019 North America



Full Color Sheet-Fed - 2019 North America

Speeds in images per minute based on OEM published specifications. Speeds can vary by mode and paper grade/weight.

S10/S10P



varioPRINT iX3200 & iX2100

Canon

What's New:

- Wider paper grade compatibility
- Double the resolution from iSeries
- Expanded media weight range
- Able to run mixed media job
- Enhanced drying
- Improved registration control



varioPRINT iX3200



Market Focus:

- Offset quality work for commercial printers
- Ready to ship July 2020

Specifications:

- 320 letter pages per minute iX3200 and 210 for iX2100
- Sheet size 8 x 8 to 13.78 x 20
- Media range (60 – 350gsm/40# text – 130# cover uncoated and 90 – 350gsm/60# text – 130# cover offset coated)
- 1200 dpi native resolution
- Duty cycle: 1 – 10 million images per month



Inkjet Outlook

- More sheet fed entrants
- Additional solutions for low cost options in mature inkjet markets
- Rising importance of integrators and hybrid solutions
- Continued R&D into higher speed, higher coverage, higher quality

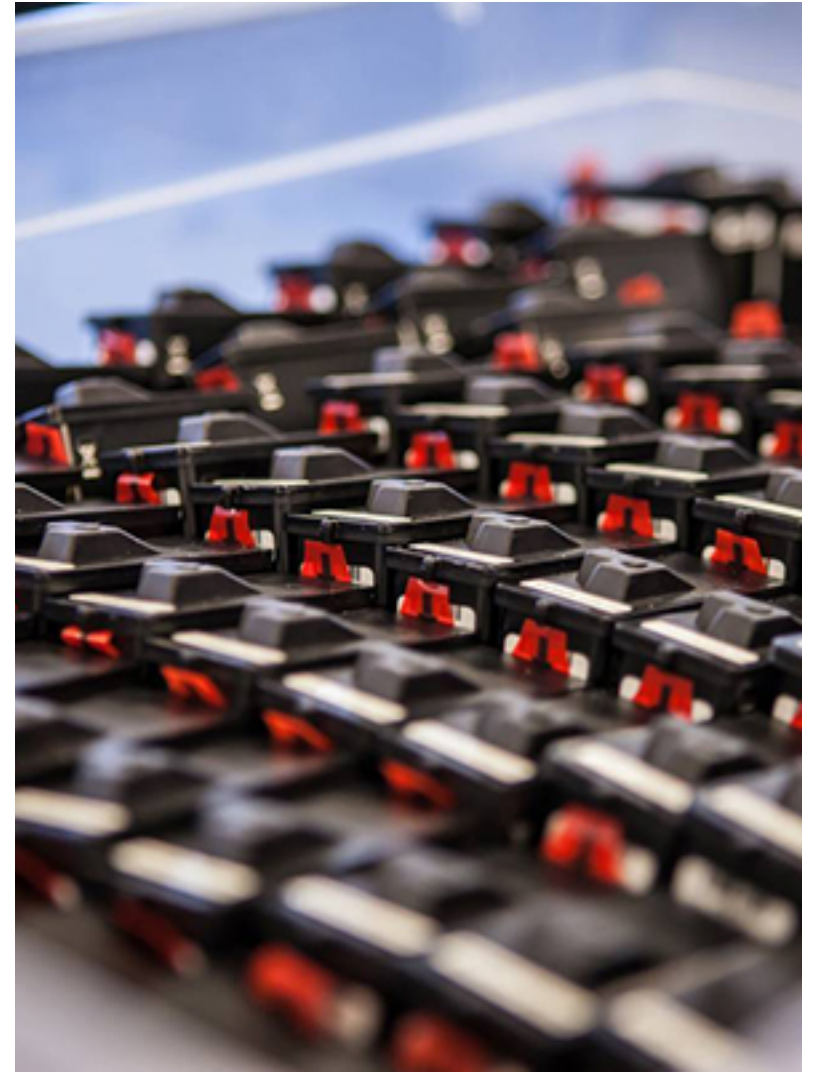


Kao Collins Inc.

INNOVATING INKJET for all applications

Kao Collins manufactures industrial inkjet inks that help you reduce cost, increase productivity, and expand your printing capabilities.

Visit them online at <https://www.kaocollins.com>.



Inkjet Innovation Week June 15 – 19, 2020

- Driving Innovation in Web-Fed Inkjet Systems
- Opening New Markets with Sheet-Fed Inkjet Innovations
- Packaging 2020 - Inkjet Drivers and Innovations
- Essential Software for Inkjet Innovators
- Innovation Foundations: Inkjet Paper and Specialty Media

[Learn more and register](#)



Questions?

Inkjet Insight provides valuable tools and resources to help companies objectively **evaluate** the potential of inkjet for their business, **optimize** their operations and **grow** their businesses using production inkjet.

Our Message to Printers, OEMs and the Industry at Large

Evaluate. Optimize. Grow.

Repeat

Coming Up This Week!

- Technology Update Week—May 18–22
 - May 19—Software and Workflow (Hosted by Pat McGrew)
 - May 20—Labels & Packaging (Hosted by David Zwang)
 - May 21—Wide Format Signage and Apparel (Hosted by Richard Romano and Cary Sherburne)
 - May 22—Finishing (Hosted by Trish Witkowski)



Printing Outlook 2020 Special Report

Featuring:

- The results of our Fall 2019 Business Outlook Survey
- Industry and macroeconomics data
- Industry trends and forecast

Includes COVID-19 Update

WhatTheyTh!nk

 @whattheythink

Thanks for joining us!



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Thank you for your time and attention.

We look forward to the opportunity to help you reach new customers through valuable technical and educational content and to grow your business through market analysis and expert media qualification support.