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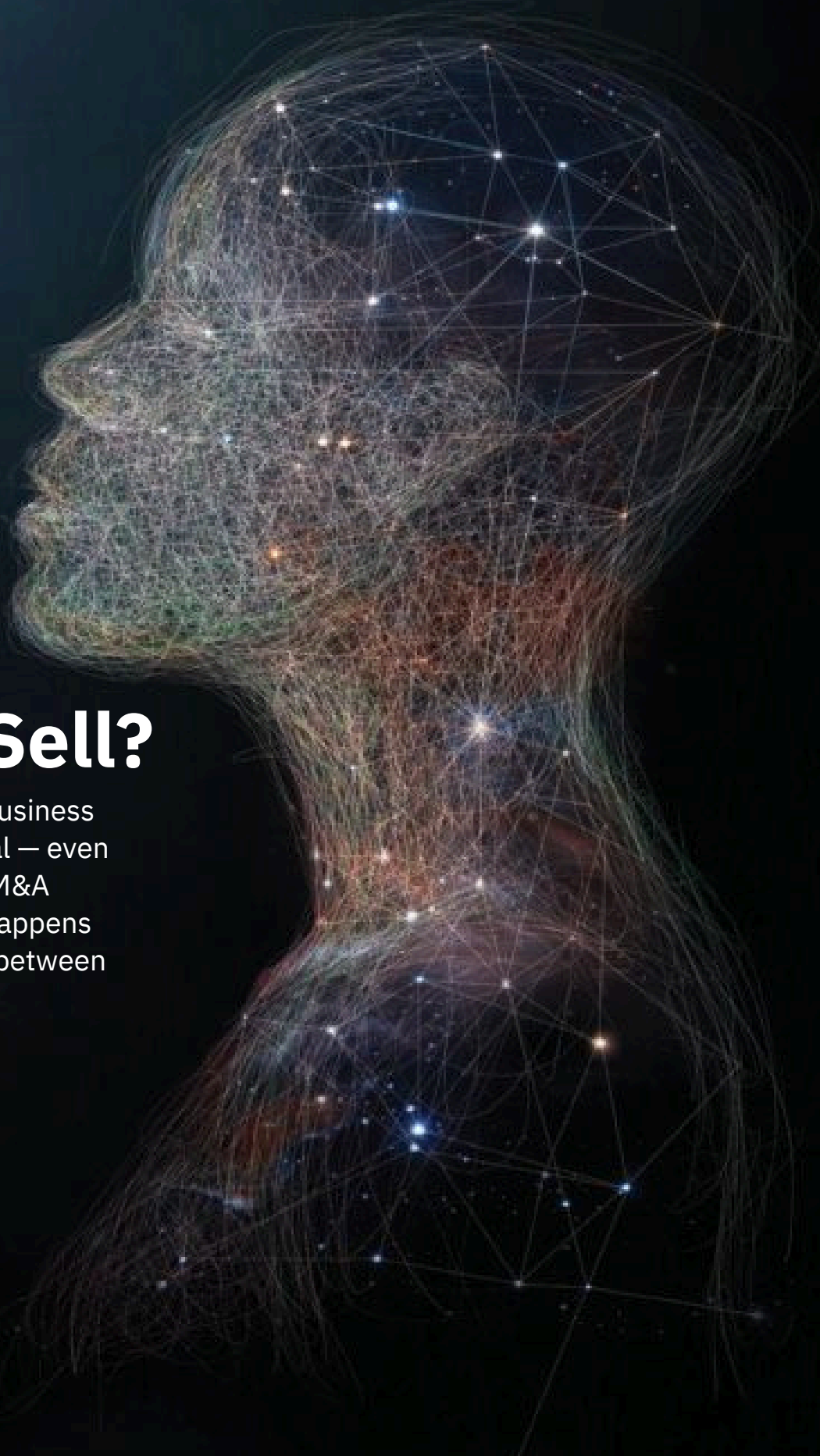
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PRINTINGUNITED Journal

December 2023, Volume 27, Issue 4

Are You Ready to Sell?

The decision to sell one's business is complicated and personal — even when the stars align. Four M&A consultants discuss what happens when there's a disconnect between the heart and mind.





PRINTING UNITED
ALLIANCE

PINNACLE AWARDS

2023 Pinnacle Technology Award Winners Revealed

Celebrating game-changing software, hardware, materials, and innovations transforming the future of commercial print, packaging, textiles, wide-format, and beyond.

The printing industry continues to innovate and push boundaries with new technologies that advance quality, capability, and productivity. The 2023 PRINTING United Alliance Pinnacle Technology Awards (formerly known as the InterTech Awards) recognize

these pioneering products shaping the future of printing. With submissions across diverse categories, these awards highlight the ingenuity driving growth in commercial printing, digital textiles, packaging, screen printing, wide-format, and related industries.



This year's winners represent transformative solutions that address key pain points for print providers and enable new capabilities. Take Alchem-e by Racami, a software platform that optimizes operations for printers of all sizes. By connecting disparate technologies and providing data insights, Alchem-e gives companies the command of the production environment they need to maximize efficiency. Canon UVgel White Ink is another game-changing technology, leveraging the company's gel ink formulation to deliver a stable, reliable white ink that reduces maintenance requirements for an exceptional print experience.

Beyond hardware and consumables, software is also advancing the industry. ColorBase Profile Search, with its database of more than a million printer profiles, makes color management easier for any printing workflow. Meanwhile, solutions like PlanProphet's CRM integrate directly with print MIS platforms to automate critical marketing and customer communication tasks.

This year's winners also highlight the breadth of printing applications. Kornit's Atlas MAX Poly enables direct-to-garment decoration on polyester with technology for vivid, high-quality

images. Heidelberg's Plate to Unit system automates the plate logistics process for offset printing to reduce manual steps and bottlenecks. On the packaging side, Fujifilm's J Press FP790 produces high-quality digital inkjet printing — suitable for small batches and customization.

Sustainability is also top of mind, evident in HP PageWide Web Press Advantage 2200, which slashes energy consumption by up to 60% over previous generations. Durst's P5 Robotics maximize production automation for reduced downtime and waste.

As exemplified by these leading solutions, innovation is thriving in print. Companies are addressing perennial challenges like color consistency and operational efficiency while opening doors to new applications.

With technology advancing on all fronts — from software automation to print head electronics — the future looks bright for printing, with these Pinnacle Awards setting the pace. They showcase how forward-thinking companies equip printers to succeed and push the industry to new heights. Congratulations to all of the recipients!

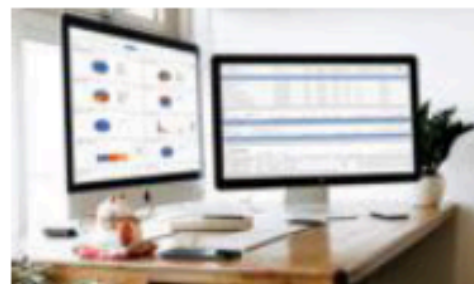
Alchem-e by Racami

Printers have many tools, technology, equipment, and software, yet most must run more efficiently to compete. Alchem-e helps printing companies and organizations that produce hardcopy and electronic communications to do it better. It makes your tools work together, and gives people information and control to do their jobs better.

Alchem-e combines the capability to glue business systems together, orchestrate data processing and physical tasks, report on the activity, and provide people with dashboards that help them with daily responsibilities.

Designed for the digital era, it transforms the print, mail, and book manufacturing industries through a dashboard that connects to all the critical systems in the business, empowering businesses to take full command and control of their operations. With its automated setup processes and advanced workflow management system, Alchem-e accelerates productivity, enhances data security, and equips teams with the tools and insights needed to excel in their roles.

A key benefit of the system is that users can retain existing equipment, technology, and production software, eliminating the need for migrations. The platform provides the flexibility to choose between on-premise deployment or hosting in the cloud, ensuring that it aligns with an organization's infrastructure and preferences.



Canon UVgel White Ink by Canon USA

Canon UVgel ink is unique because it is a gel-based, pigmented, high-viscosity fluid. By design, it remains in a highly stable gel state at ambient temperatures. Still, when heated to jetting temperatures in the print head, it transforms to lower viscosity, then instantly gels again on contact with the media.

Generally, white inks are more complex than most because the pigments used are made up of titanium oxides, which tend to be heavy. White inks also have much higher pigment loading than other colors because more pigment is required to achieve sufficient opacity. As a result, these heavy pigments, suspended in higher concentrations, tend to settle from the solution. This

explains why manufacturers employ ink recirculation and agitation systems for white ink that are not required for other colors. Some systems even require operators to remove print heads from the printer during idle periods to prevent pigment separation.

Canon's UVgel ink technology offers an advantage in that the gel composition better resists the settling tendency, making UVgel ink more stable in suspension and much more reliable in the printer.

The stability of UVgel 460 white ink makes it easier to use and maintain than other commercially available inks. UVgel ink remains in a print-ready state in the print heads longer, and is much more resistant to post-idle-time nozzle dropout. This characteristic translates into fewer maintenance actions required to restore nozzle function and less ink lost to maintenance. It also ensures that the UVgel ink remains in a jettable state during the printing process, thereby negating the need for in-print maintenance employed by other technologies, some as often as every six printing passes; again, more ink is lost to maintenance. Finally, the natural stability of UVgel white ink also ensures efficient area coverage, meaning that less ink is required to achieve equal opacity.



Pinnacle Product Awards

The Pinnacle Product Award competition is focused on manufacturer products in both output and non-output categories. These two main categories are then divided into sub-categories to ensure similar products are judged accordingly with similar feature set.

Companies receiving a Pinnacle Product Award this year in the non-output category include, with many companies receiving multiple awards, are: Agfa; **Bodaq Interior Finishes**; ColorLogic GmbH; Cutworx USA; Drytac; Durst Image Technology US LLC (Durst North America); Fiery, LLC; Fisher Textiles; Imaging Solutions AG; KIWO Inc/ULANO Corp.; Kommerling USA Inc.; Lawson Screen & Digital Products; M&R Printing Equipment Inc.; Marabu North America LP; Media One Digital Imaging Solutions; Ricoh USA; Siser North America; and TVF. Visit the non-output winners' gallery online here <https://pinnacleawards.printing.org/gallery/non-output/>.



Bodaq Interior Film

LAMINATES, ADHESIVES, FILMS,
COATINGS

Bodaq Interior Finishes

Bodaq Interior Film is an innovative surface film designed to transform interior spaces with its wide range of design possibilities. It offers an extensive selection of colors, patterns, textures, and finishes, allowing for creative freedom and customization. The film can be printed with high-resolution graphics and custom designs, enabling stunning visual effects on various surfaces such as walls, ceilings, furniture, and fixtures. Not only does Bodaq Interior Film provide a cost-effective alternative to traditional printing methods, but it also offers efficient installation, durability, and sustainability benefits. With its versatility and ability to enhance interior aesthetics, Bodaq Interior Film stands out as a leading solution in the industry, deserving recognition for the Pinnacle Award.