



SGI DUBAI SHOW DAILY

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Jacky's participates in SGI Dubai with Canon Middle East

Dubai-based resellers Jacky's participated in SGI with their principals, Canon, as distributors of the Colorado 1640 in the entire GCC region, except Saudi Arabia.

Speaking to PrintWeek MEA, Ashish Panjabi, COO said: "At SGI this year, we are offering trade-in options for the Colorado 1640 along with some finance options. This particular printer has been popular with print service providers and retailers that are producing a large amount of POP materials. The UV-gel technology is very versatile and has low running costs. Its ability to print for both indoor and outdoor applications at high speeds helps guarantee savings in terms of space whilst provid-



Jacky's can be seen at Canon booth on C-69 in Hall 6

ing consistent colour output." A year after the Colorado 1640 started shipping commercially in EMEA, it has seen over 400 placements in the region. Giving his insight about the market condition, Panjabi said: "Overall we are seeing

things improve and since November, liquidity has improved somewhat. There has been a clean-up factor due to which a lot of the unwanted elements have disappeared. As we get closer to 2020, and see the innovative element of the

expo, the print and display solutions will also be innovative. We have already secured contracts of people building pavilions at the Expo site. The other areas that Jacky's is focusing on, is the emerging areas like interior decoration segment from Canon and HP."

Rebutting the negative impact due to presence of Chinese manufacturers, Panjabi said: "They are largely active in the solvent market and we have exited solvent a long time ago. The competition today is with the eco-solvent players, and the UV-gel and Latex technology that we have will potentially eat up the eco-solvent market. It is the Epson, Mutoh and Mimaki's that we are after."

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Danube participated for the first time at SGI Dubai

Danube participated for the first time at SGI Dubai 2019 show and created awareness about their new venture. They have products like acrylic, polycarbonate, LED & transformers, rigid substrates, adhesives and adhesive tape.

Madhusudhan Rao Tumpudi, CEO Danube Group said, "We are thrilled to participate in an internationally recognized trade show. From first day itself we got some brilliant response; with a complete



Tumpudi: "On the first day itself we got few brilliant responses"

cost effective solution display for signage with a wide range of Plastics, polycarbonate sheets, acrylic sheets among other material. Our

company Danube is a number one building material company in the region and we recently started a signage and acrylic division to meet

the growing needs in the Middle East."

He further added, "During the show, we have introduced 'Glow in the Dark one way vision' that is quite a delight to watch for all the visitors. It's an application, that can be used effectively both for outdoor and indoor signage. Last but not the least, I am sure this will be a never ending association as it's a platform for like-minded people to build relationship and be aware of the new market trends."

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TES Techno Coats highlighted the eco friendly products

TES Techno Coats Private Limited participated for the first time in SGI Dubai. During the show they have highlighted the importance of eco friendly products.

Speaking about their participation, S P Tata, from TES Techno Coats, said, "Our company is located in Hyderabad and we have started our operations in November 2018 but we have more than 16 years of experience. This is our first major show across the globe. We are the Channel partner for DuPont Tyvek. We use the DuPont Tyvek as a base product and use our water based coating over it. Generally, Tyvek material doesn't allow to print directly but after applying our coating it is possible. We are selling the coated product under our trade mark 'PRINTeS'. Today, the talk is all about environment friendly products. All our chemicals are water based and that shows our



TES Techno Coats is exhibiting at Hall 6-C120

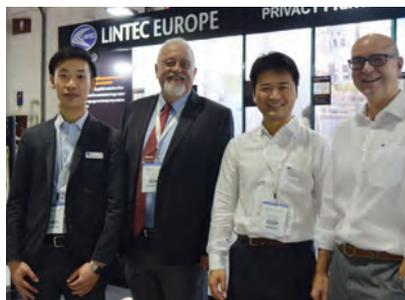
vision towards environment friendly products. We need to teach the users about the impact while using non recyclable products and encourage them to use only recyclable products. People may ask us that we are expensive but when it comes to reality that we are not too expensive when they care about the environment. The DuPont has more than 50 years of experience and we are happy to be a channel partner of them. In addition, we have IJ Plot 210 which is suitable for printing on HP and Epson or any other aqueous inkjet plotters."

He further added, "Our objective to participate in the event is to educate everyone about the environment friendly products."

Lintec Europe showcased their range of products

Lintec Europe participated in the SGI Dubai 2019 show and highlighted their range of window graphic solutions, decorations, and privacy security related to window films. Apart from this, they have displayed some printed samples so that the visitors can understand the usage.

Talking about their participation, Kazuhiro Kusakari, general manager of Lintec Europe B.V., said, "We have used the show to promote our range of products and displayed some samples to make them understand the real time application. We have displayed products like: Retail printable films for glass decorations – Re Pop easy apply film: E 2 2 0 0 - Z C ; VisionControlFilms for privacy security and ingenuity: X-1515; Y-2555; W-0055; Z-2555. The film offers a simple, non-intru-



Lintec Europe is exhibiting at Hall 6-C95

sive way to control visibility from inside, outside, above or below – without undermining the integrity of the architect's creative vision. From one angle VisionControlFilm is optically clear. As the viewing angle changes, so does the transparency of the glass, transitioning from completely clear to frosted or reverse of it. The films maximise window light, reduces glare and eliminate the need for blinds, panels or other screening features. They can protect interiors from prying eyes or bring a new dimension to interior designs. All our products are easy to apply and few of them are almost scratch resistance."

GIFIC is expecting for new opportunities from SGI

GIFIC Printing Solutions Limited participated for the first time in SGI Dubai. During the show, they have highlighted their Plastisol inks, water based inks, digital heat transfer papers, machines and equipments.

Talking about their participation, Ukachukwu Ngozi, managing director of GIFIC Printing Solutions Limited, said, "We have been visiting SGI Dubai show for many years and this time we have taken a decision to participate in the event. The reason that we are participating in the show is to bridge the gap between the Asian and African market. Since, our company is located in Nigeria so we thought this place will be central hub for us. Apart from participating in SGI Dubai, we have participated several shows in West Africa. We usually come for the most of the events which happens in



Ngozi: Planning to open a plant in Nigeria

Dubai. We are specialized in heat transfer paper, heat transfer machines, Plastisol inks, water based inks, and sublimation offset inks. We are expecting a lot of customers through the show which will help us for our long run. During the show, we have received a lot of requests for inks, papers, and machines. Already, we have customers in Dubai, Kuwait and Oman. We have received a lot of genuine enquires for dealership and distributorship in the show and will be finalising soon. We have around 15 distributorship across the globe. We are planning to have a plant in Nigeria so that it would be easy for do reduce the production cost and currently, we are doing it in India."

Elevator pitches redefined by China's GX MEDIA

GX Media has come up with a unique solution that actually redefines the way elevator marketing is done. Their short-focus projection requires less distance and can project a larger video at shorter distances. It is also very convenient to install, it just needs to be installed in front of the projection screen. Compared to conventional projectors that can only be installed in the middle of the elevator, they have the advantage of being more space-saving, with less installation shadows and avoiding direct light to the eyes.

It can be used repeatedly in a loop, the machine failure rate is low, and it is not easy to be destroyed or tampered with; the time and cost of installing the replacement is lower than



GX Media is expecting good results from SGI

other forms, and it does not affect the clean and beautiful appearance of the elevator door.

The switch of the machine is controlled by the operation of the elevator. When the elevator door is opened, the screen will stop, and the elevator will start playing when the elevator door is closed. When the elevator is not used, it will automatically enter the sleep mode. It took a year to complete the test and technical breakthrough of elevator projection ultra-short-focus equipment and has 19 patented technologies.

Butterfly LED promoted their digital signages at SGI Dubai

Butterfly LED, located in Dubai participated for the third continuous time in SGI Dubai.

Syed Mujtaba, sales manager, Butterfly LED, said, "Since 2009, we are doing business in Dubai and we are one of the regions leading producer and supplier of LED Display screen and digital signage solutions. We have a range of indoor LED display, outdoor LED display, ultra HD LED display, floor screen, mesh LED screen and many more. Since, we are using the LED technologies so it is making easy for us to approach the customers. We are using the show to promote our brand and to interact with customers. SGI Dubai is an ideal platform to keep us updated with the latest technology. In addition, the show is allowing to meet customers not only from UAE but also from GCC countries. During the



Butterfly LED is exhibiting at Hall 6, C140

show, we have showcased our high temperature LED support outdoor display P7.8 model, P6, P5 and P4. We have also displayed our indoor LED display P3 and P2.5. In addition, we have even displayed dancing floor screen, LED poster P3 and mesh LED screen. We have good experience in the technology to support the local as well as GCC countries. The LED technology is still in the growing phase and may be in the next 5 years it will be saturated. Very soon it will capture all the display market. We don't come here to sell the product but we wanted to explain our technologies and get learned from the event as well."

Golden March used the show to educate the customers

Golden March participated in the SGI Dubai 2019 edition and created brand awareness. Golden March for Trading (GMT) is subsidiary of international investment group specialized in several segments like recycling industries, trading, retail and educational sectors covering Saudi Arabia, United Arab Emirates, Egypt and Algeria. During the show they have sold textile machine DGI FT1608, two eco-solvent 1908 machine, 3204 X eco-solvent machine, and one laser machine.

Speaking about their participation, Tharwat Abu Hantash from Golden March, said, "We used the show to educate about the product and let the customers know that we are distributors of DGI for GCC



Golden March is the new distributor of DGI

region. In this show, we focused on textile and eco-solvent for signage, and machine for gift items Combus UV600. We are the only distributors of DGI and it's a good platform for us to let everyone know about the new distributorship. We are giving importance to laser technology. We wanted to be a one stop solution for the customers so that they shall find everything in one place. The company was started in 2017 July but after seeing our ability and connections we have received the DGI distributorship. We are expecting more growth in the coming years."

Prime Sign used the show to create brand awareness

Prime Sign used the show to create brand awareness and promoted their products. They are one of the specialized manufacturer of indoor and outdoor advertisement materials.

Tian Shili from Prime Sign, spoke about their participation, "We have visited the SGI Dubai for the first time in 2004 and we have been participating in the show for the last 5 to 6 years. Through this participation, we are expecting to expand our brand presence. In addition, we are also looking for distributors from the show. The SGI Dubai is one of the biggest exhibitions in the world. The main purpose of our participation is to promote our products and to create brand awareness among the visitors. During the show, we have received many



Prime Sign will be present on D-06 in Hall 7

potential customers. We have showcased banner material, self adhesive, special material for different application. We have unveiled printable textile solution for windows, flags, displays, and backlit. In vinyl product, we have total solution for shop signs and vinyl for outdoor application. We are expecting some good show for the next 2020. It's little hard now for the sign industries but we have to promote new solutions to the users so that they get benefitted. We have around 10 to 15 big customers in UAE and through the show we will be increasing the numbers."

The Flag planned to start their office in Dubai

The Flags and Signage Pvt Ltd participated for the first time in SGI Dubai. During the show they showcased their products like flags, banners, fabric signage, backlit fabric light box, and promotional fabric products.

Talking about their participation, "Dalvir Singh Nagi, director of The Flag, commented, "Our India factory is being built at 55,000 square feet. We have offices in seven cities in India. Our production capacity is 25000 square metre per day. We do silk screen printing, disperse die printing, sublimation printing, and many more. All fabrics are PVC free products. We are a made in India company and we are planning to start a company in Dubai in the coming months. We may start our venture in Saudi Arabia as well. We are doing all the production pro-



The Flag is planning to start office in Dubai

cess in-house and we thought that this is the correct time for us to seize the global market. We are exporting to three governments across the globe. We are even supplying to major games. Our turn around time and quality is far superior even though the price is little expensive. There are few companies here where they are importing the fabrics from China but we are doing it entirely in India. The idea is to grow through the event. Test the market and the we believe that place is having a lot of potential. We first wanted to participate in the SGI to create awareness about the product before starting our own office."

DAY THREE



SGI Dubai 2019
Sign & Graphic Imaging Middle East

SGI Dubai SHOW DAILY

PrintWeek

Middle East & Africa

Winners of 'Wall of Fame'



Winner: Blue Rhine



Runner up: OKI Europe



Second runner up: Danube

Asia Print Association members discussed the future collaboration prospects to grow the industries in Asia



Knowledge Series

The Knowledge Series which happened on Day 2 was attended by Philippe Husni from Heliozid Oce, Ayman Aly from Canon Middle East, Anand Joseph from Blue Rhine, Duncan Ferguson from Epson, and Dr. Nicholas Hellmuth.



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