

# PrintWeek

December 2011 US\$2.75

Middle East & Africa

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## SHOW PREVIEW



## First edition of IPEX hosted in Abu Dhabi

Regional edition of UK show inaugurated by Mohamed Omar Abdulla, the Undersecretary of the Department of Economic Development, Abu Dhabi. IPEX Digital ME featured 46 exhibitors and 2416 visitors PAGE 3

## PRODUCT OF THE MONTH

## MGI's multi-substrate digital press

Claims to be "conceptually different" to inject margin back into print jobs

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## PROFILE



## Workaholic CMD is hands-on honcho

Ajay Goenka, CMD-Rainbow Paper is upbeat about the future PAGE 24

## REGIONAL NEWS



## Kimoha expects 25% growth in '12

Printer moves to new 20,000 sq meters premises in Jebel Ali PG 5

**LEBANON PRINT MARKET**  
Extensive review  
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# Product Portfolio

## Star product

# MGi Meteor DP8700 XL

Four-colour press offers bespoke options for printers of all kinds **Words Tim Sheahan**

### What is it?

The Meteor DP8700 XL is the latest member of the Meteor toner-based family of four-colour multi-substrate digital presses. The manufacturer says it has proved popular with customers worldwide including commercial printers, plastic card manufacturers, book printers and photo production facilities.

### When was it launched?

MGi launched the Meteor DP8700 XL in June this year and debuted the machine at that month's Grafitec show in Paris. Since then, the French manufacturer has showcased the press at shows such as Graph Expo in the US and at an open-house event at distributor MGi Technology in Hemel Hempstead.

### Who is the system targeted at?

According to Kevin Abergel, director of marketing at MGi, a large number of digital printers have suffered from a 'me too' mentality where a saturation of companies offering the same range of print products has helped erode margins.

MGi says that Meteor DP8700 XL customers can capitalise on utilising a digital press for day-to-day applications but also produce a large number of other products.

"We see the Meteor DP8700 XL as a way for companies to offer their customers something different," says Abergel.

### What is its USP?

Abergel says MGi decided to develop the Meteor DP8700 XL press, which he considers "conceptually different" from other digital presses, so it could inject margin back into print jobs by competing on applications where they could charge more than for just ink-on-A3-paper.

One area that the manufacturer has



### Specifications

#### Speed

Up to 4,260 A4/Letter pages/hour or 2,280 A3 pages/hour

#### Max print area

318x1,011mm

#### Formats

Min: 100x148mm

Max: 330x650mm

#### Resolution

3,600dpi and 270lpi

#### Substrates

Paper, plastic, polycarbonate, vinyl and PET substrates, envelopes

#### Footprint

5x1.5m (LxW)

#### Contact

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been particularly happy with is that customers can use the press to operate in four different market segments: XL-format printing, with the press able to print up to 1,011mm long for applications such as banners and landscape A4 brochures; plastics printing, with the ability to print onto PVC, PET, polycarbonates and vinyl for applications such as hotel keys, gift and loyalty cards; the ability to print envelopes in a variety of formats; and offset personalisation.

### What are its other main features?

The DP8700XL can print the standard jobs a digital production press can output and Abergel is keen to stress that the machine is not simply a 'niche' press.

Also important is that printers will still be able to print the normal bread and butter jobs, as the Meteor DP8700XL is a production digital press that is designed to compete on everyday applications.

### How easy is it to use?


According to Abergel, the machine is not a push-button press, but operators will quickly understand how it works.

"Whether an operator comes from an offset press or a pre-press background, MGi's team of engineers will teach the operator everything he or she needs to

know about how to manipulate colours, substrates and formats," he says.

### What about training and support?

Training lasts five days and is done on-site. MGi tends to complete the training with some production shadowing, returning later, if needed, for additional training.

MGi's remote diagnostic tools in conjunction with a webcam also allow certified technicians to walk the operator through most maintenance procedures. 

### Alternatives

#### Xerox 1000

Launched at Ipx2010, the Xerox 1000 can print up to 100 A4 pages per minute on a maximum sheet size of 330x488mm. It can handle stocks ranging from 55-350gsm.

**Resolution** 2,400x24,000dpi

**Stock thickness** 55-350gsm

**Colours** Up to five colours

**Speed** Up to 100ppm

**Contact** Xerox ME +971 4 368 1880

#### Kodak Nexpress 2500

The Kodak Nexpress 2500 digital production colour press can output up to 83ppm and is an attractive entry point to digital printing.

**Resolution** 600dpi

**Stock thickness** 60-350gsm

**Colours** Up to five colours

**Speed** Up to 83ppm

**Contact** Kodak ME +971 4 344 4910

www.graphics.kodak.com

**"The quality is fantastic. It doesn't have a digital look to the print. It's difficult to tell whether the print has come from the MGi or our six-colour Komori"**



**Pete Nelson** director, Print Select