

Press Release - May 2000 - 2 (DRUPA):

## **IMPRESSIVE RESPONSE TO NEW PRODUCT**

TECHSAGE AND GRAPHIC RESOURCES MAKES A STRATEGIC MARKETING- AND DISTRIBUTION ALLIANCE FOR THE SALE OF THE **SPINJET 1000** DOUBLE-SIDED IMPOSITION PROOFING SYSTEM IN THE CANADIAN MARKET.

Drupa was the worldwide launch pad for a unique double-sided proofing system called the SpinJet 1000, developed by **TechSage**. TechSage was formed last year with the purpose of creating new concepts and solutions for strategic areas of the pre-press workflow.

**Graphic Resources** is a premier supplier of fine paper, graphic arts, industrial supplies and digital media products to Canadian industry. 14 distribution centres provide quality service and products under the banners Graphic Resources, Resources Graphiques, Roll-O-Vert Paper Sales and Barkwell Paper from Vancouver to Dartmouth.

The SpinJet 1000 is a snap-on solution for the Hewlett-Packard DesignJet 1050C or 1055CM large format inkjet printer, with no impact on the printer's standard functionality or warranty.

The combination of the new SpinJet 1000 and the DesignJet printer enables users to produce double-sided, eight-up full-colour imposition proofs - SpinProofing - at the maximum speed of the printer.

The SpinJet 1000 is fully automatic and seamlessly integrated with the design of the HP DesignJet. It utilises the DesignJet's advanced paper handling system and built-in sensor for alignment and front-to-back registration, and captures the roll fed and cut front page from the printer paper, and reloads the cut sheet for print of the reverse side.

### **SEYBOLD SAID (The Bulletin – Vol. 5, No. 34):**

"After many years of offering two-sided imposition proofers, TechSage has created a remarkably simple product because of its full automation and lack of complicated printer modifications.

The SpinJet 1000 could quickly become the leading product in this market."

### **GRAPHIC RESOURCES**

"We search the world for suppliers that offer the best possible selection with the best possible value," says Darren Plumbe, Division Marketing Manager at Graphic Resources, "In our company, we

recognise the need for our customers to streamline their production and trim waste.

We are committed to remaining the strongest link in the Canadian paper and graphic arts chain. For this reason we have deployed all of our human and material resources to support the growth of our employees, our suppliers and our customers".

## **TECHSAGE**

"The amazing response we have met at Drupa has exceeded all our expectations and with the agreement with Graphic Resources we have found the ideal partner for one of the major markets for the SpinJet 1000" says Erik Kasper, MD of TechSage.

## **MEDIA PROGRAM**

TechSage and Graphic Resources will supply a new media called SpinPaper, which is a high-quality 90 gsm double-coated stock. SpinPaper has the ability of being able to be printed on both sides without risk of bleed-through of ink.

Delivery of SpinJet 1000 will commence September 2000.

TechSage and Graphic Resources are with this agreement offering an ideal solution to a missing link in the prepress workflow to the Canadian market with a potential of more than 10.000 end-users.

**END**

