



Spindrift

...Savouring The Graphic Arts Industry Since April 2003

News Focus • Opinion
Reviews • Techno-Babble
Attitude

Volume 3, Number 7
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launch • **v. 1** set (a boat or ship) afloat, especially by sliding it into the water. **2** send out or hurl forcefully (a rocket or other missile) **3** begin (an enterprise) or introduce (a new product).

– From the Concise Oxford English Dictionary

Dear Reader,

If you like visiting Leipzig, you will have had a blast at this year's Ifra. If you didn't fancy a trip to Leipzig, you're not alone. Ifra 2005 was, as always, an interesting show, but it has to be said that Leipzig is not a popular venue despite the excellent local beers (one called Krosstitzer!) and abundant sausages. This may be why Vienna is on the cards as a future site for Ifra Expo. We spent much of our time at Ifra feeding our weblog and we've left the results up on the website, if you want a quick and somewhat grubby overview of what we saw and thought most worthy of note. Go to the Babble-on section of our website for the raw version. If you want to read something more thoughtful about what we saw, go to page 9 for the first part of our Ifra coverage; it concludes in the next issue.

As far as hot news from the show, for once a publisher, rather than a vendor, took centre stage. Fellner Medien in Austria announced that they are launching a brand new national newspaper from scratch within the year. "This is a truly innovative newspaper project, even by international standards", said Gert Edlinger, managing director of Innova, the development company responsible for the launch. The target group are well-educated young readers, who want something more than what the dominant Austrian tabloid press offers them. According to Edlinger, a vital feature of the operation of the new title (the actual name of which is yet to be published) is that "for the first time, print, online and other electronic media will be completely integrated". Well, it may be a first in Austria, but it's encouraging to meet such unbridled belief in the future of newspapers.

Enjoy the read and see you online @ www.digitaldots.org

Cheers from the Spindrift crew,

Laurel, Cecilia, Paul and Todd

In This Issue

Leipzig revisited

Two years later the great newspaper show was back in the city with a capital "L". Writes Laurel Brunner: "Media and content integration mingled with a wonderful whiff of innovation, imagination and old-fashioned nous. It drifted tantalisingly throughout the halls, so newspapers looking for inspiration to reinvent had plenty to ponder. There were some truly dazzling developments in integrated media production environments, digital newsprint and of course computer to plate output." Read the part one of our Ifra coverage...

see page 9

Dagens Nyheter starts again

In 2003 Swedish national newspaper Dagens Nyheter initiated a project to cast off all old custom-built and tailor-made systems and subsystems, in place of standard technology and XML. We have their story...

see page 15

Guy goes to Stockholm...

...where Digital Dots met him for an interview. Guy who? Well, Guy Gecht of course, CEO of EFI, once described by its founder Ephraim "Efi" Arazi thus: "If Scitex [which he also founded. Ed.] is like an Irish linen handkerchief ... Efi is the equivalent of a Kleenex tissue for colour production." Find out about the battle with Creo over Printcafé, and more...

see page 20

Fuji plate profile

As part of the Buyers' Guide series we publish a company profile of Fuji, and particularly of its plate business. A bit of it appears in this issue of Spindrift, the entire piece is, of course, on www.digitaldots.org

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Regular Columns

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News Focus

Kodak has made some serious declarations about its intentions for the graphics industry, along with its results for the last six months, i.e., when it closed the Creo acquisition.

We have a long profile piece on Kodak in preparation for next month's issue, but in the meantime here's the guts of the company's news: a 47% increase in Q3 05 digital revenues and a drop of 20% in traditional income, at €1.58 billion and €1.39 billion respectively; 2005 overall digital revenue is projected to be around €6,680 million, having grown by over 36% over the last two years; there will be an employment reduction of 7000 people in manufacturing and 2300 in general and administrative related positions by 2007; by 2008 the portfolio balance will be 50/50 commercial and consumers instead of the 20/80 that it has been; according to CEO Antonio Perez, Kodak only needs traditional earnings to make a meaningful contribution for the next two years; by 2008 revenues will be around €11.7 billion; 65 billion A4 pages were produced last year on Kodak devices; prices are rising on all conventional and digital products, with consolidation of several plate products.

Spindrift

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Canon has introduced its latest digital colour printing technology, the Image Press. The company didn't invite us to the launch (petty, petty Pixies) so we haven't seen output samples, however Canon is claiming that this new press demonstrates "its commitment to the professional print market". The press release also says that introducing "the Image Press brand is the next step towards the launch of Canon's highly anticipated entrance into the high-end, high-quality colour digital press market."

Global Graphics has entered into a strategic alliance with Quality Logic to provide the print industry with tools for testing and printing XPS-documents (XML Paper Specification, formerly code-name "Metro"). Microsoft's operating system, Windows Vista, is scheduled for availability at the end of 2006.

Gretag Macbeth has started shipping its long awaited holder for the Eye One spectrophotometer. The robotic holding arm is called iO, and makes automated measurements possible using the originally hand held Eye One measuring device. Among the features is the possibility to adjust the height from where the Eye One reads the substrate, making it possible to read up to 10 millimetre thick materials, including ceramics and fabrics. Even very large test forms, like the 1485 patch filled ECI 2002, will now be read in under three minutes using the iO Automation System.

Apple has introduced Aperture, presented as "the first post production tool for photographers". [Hardly – Capture One Pro from Phase One, among others, already offers excellent handling of raw files. Ed.] Aperture is said to offer an advanced and fast handling of raw camera image data, as well as "non-destructive" image processing. Aperture lets the user preview the images without actually processing them beforehand, making browsing large amounts of raw image-files easy and fast. Apple has also introduced some new Powerbooks with better battery life and improved displays. They still aren't cheap at around €1200 a pop.

Punch Graphix International, Belgium, has received an award from Radtech for the development of UV curable toner for digital printing. The UV curable toner developed by Punch Graphix can resist heat up to 280°C, while many other toners are said to only withstand up to 65°C.

▼ **Pitstop Automate**, from Enfocus, is an extension to the existing product offering better and more efficient handling of incoming files, be it via FTP or email. Among the new features is the possibility to split incoming PDFs into single pages.

The third winner of the **CIP4 award** called CIPPI (CIP4 International Print Production Innovation) has been announced, and it's Druckerei Bauer KG of Vienna, Austria. It was the Bauer Print's implementation of the Hiflex MIS system together with the Müller-Martini control system for post press equipment and Man Roland press control system Pecom which led to the award for "best innovative automation program".

CGS Publishing Technologies International's soft proofing solution, part of the **Color Tuner** proofing system, is now SWOP certified. The certificate is valid when using an Apple 23" Cinema Display and/or the Eizo Color Edge CG2200 displays.

Markzware now offers Quark-to-Indesign conversion with a plugin for Adobe Indesign called Q2ID which makes it possible to import Quark Xpress documents directly.

Fujifilm has launched the Luxel V-6e, the latest addition to its B2 violet photopolymer CTP family. The V-6e is fully modular, with upgrade options for expanding the workflow and automation, improving productivity and taking advantage of the forthcoming no-compromise Fuji Brillia PRO-V chemistry-free violet plate. The new device outputs from 279 mm x 381 mm up to 765 mm x 686 mm at 2400 dpi and 1200 dpi standard resolutions, with others available as options, and introduces a top vertical load system in manual and semi-automatic versions for offline or online plate production. Throughput is 10 to 15 to 20 plates per hour depending on the options chosen.

Police can use secret codes printed on every page imaged with a laser printer to identify the machine on which it was printed. Apparently for a number of years laser printer manufacturers such as Xerox, Canon and others have added a special coded pattern to output pages. Investigators can read these patterns with a dedicated scanner, and work out the device's manufacturer and serial number.

Agfa has announced Arkitex Intelltrack for newspaper production tracking, a PC version (finally) of its Intellitune image enhancement software, Afirm Flexcam, which

has a universal flexible video camera [does that mean you can fold it? – Ed.] for reading plate control targets and barcodes.

According to research organisation **Mori** in the UK only 13 % of workers working for private companies and 9 % of people working in the public sector, currently use email capable mobile devices. So much for the mobile model.

ROI in the UK has introduced Packagemaster internet software for printers and print management companies serving the travel industry. Packagemaster automates the creation of travel related print collateral, so presumably it could be configured for any niche application.

Adobe has announced that its **Digital Negative Specification (DNG)**, an industry-wide initiative to create a single format for archiving raw digital images, is getting support from camera manufacturers and software developers. Ricoh is supporting DNG, with its new GR digital camera, along with Hasselblad and Leica, and Apple, Exteris, iView and ULead are supporting it in software.

Harris & Baseview introduced I Que 5 and Production Manager Pro at Ifra. New features include better tools for Indesign, such as squaring and aligning columns. Particularly interesting is the underlying database, a new addition for this technology.

Kodak Versamark has installed the first VT3000 printing system in Russia at the Russian Standard Bank, the country's largest retail lending private bank. During the first six months of operation, the VT3000 printing system has been handling the mass production of preset forms. These are then personalised and sent as direct mail to the bank's hundreds of thousands of customers in over 450 cities.

The Sunday Times in London is working with Newspaper Direct for an electronic version of the newspaper. The Smart Edition technology allows publishers to display newspapers on the web in their original formats, so the views count towards circulation figures. The Business newspaper has also embraced Newspaper Direct, but this title will use the company's technology to produce the digital newsprint versions of its title.

Atex has invested over US\$25 million in an equity stake in Mediaspectrum Inc. of Burlington, Massachusetts.

▼ **Adobe** has introduced a headless version of InDesign. InDesign Server CS2 lets system integrators and third party developers build automated, design driven publishing solutions. It's server-based composition provides the heart of a system that can be tailored to any sort of production application. The company's proposed acquisition of Macromedia has cleared the U.S. Department of Justice review. Closure should happen some time soon, assuming there are no European Union objections.

Web Proof has introduced version 4.5 of its eponymous software, which has a range of interesting features, such as Acrobat 7 support. Our fave is the global search support for gathering jobs ready for proofing – by the project, group or file – presenting all the thumbnails on the screen identified for what has to happen next. Role permissions look pretty interesting too.

Version 1.3 of the **Job Definition Format** is published. The latest version of JDF introduces features to support web offset printing, newspaper production and packaging. Specification 1.2 was optimised for sheetfed and digital printing, so now newspaper and packaging printers have more reasons to pay attention to JDF.

Presstek has reported Q3 2005 results that reflect the fact that the third quarter was “a challenging one for Presstek”. Revenues were up over the same period last year, but so were costs, particularly those related to restructuring.

Some committee has voted to select the top five **Eurovision Song Contest** hits of all time. At the top of the list is ABBA's still intoxicating and wonderful “Waterloo” from the 1974 competition, with the nearly equally intoxicating and wonderful “Volare” by Domenico Modugno, who sung it for Italy in 1954, in second place. It's amazing just what people will spend their time on.

Apple knew its **iPod Nano** was susceptible to scratching but chose to ship the product anyway – so claims a lawsuit filed against the company last week. The complaint was filed in US District Court in San Jose, California by Seattle-based lawyers Hagens Berman Sobol Shapiro (HBSS) on behalf of California resident Jason Tomczak. (However if you go to the lawyers website you can join the suit as well.) The suit alleges that Apple's new “iPod Nano is defectively designed, allowing the screen to quickly become scratched with normal use. The suit claims that the excessive, rapid wear renders the device unusable.” Apparently, Apple didn't want to admit there was a problem, and this

is part of the basis of the suit. We aren't clever enough to work out how a suit like this could count for much, since the capitalist world, rightly or wrongly, seems to turn on the idea of people having to keep buying things, especially digital things. Surely these whiney consumers are responsible for their own mistakes?

Energy saving is top of the list for most of us, but the Swedes get this afternoon's prize for most interesting use of a cow apart from milk production and landscape enhancement. They have apparently developed a **cow-powered train**. It's not cheap, and according to the boss of Svensk Biogas, it costs about 20 percent more to run a train on cow generated biogas than with diesel. The waste material from abattoirs gets simmered and stewed to produce methane to fuel buses in the Swedish cities of Linköping and Västervik. According to a story the BBC ran, they get a couple of kilometres per cow.

What's New(s) At...



digitaldots.org is about you. We scrapped our old site and started again from scratch because we got bored of the idea of websites being nothing but sales tools, when they can be so much more. So we've tried to create a place where everyone can contribute. It's early days yet, but we hope it will be a place where we can all learn something and also have a bit of fun.

And that's largely down to you. We need your help to build a community. So please take part when you get the chance. It won't happen without you!

What's new?

- **Babble-on** launched with live Ifra coverage: **By now you already know about the new weblog section of our site, unless you've skipped reading “Dear Reader” this issue (naughty). Stay tuned for off-the-cuff ramblings about all sorts of stuff.**

Ongoing:

- **Forums: Take part in discussions about hot industry topics like JDF, CTP, Digital Printing, the Newspaper industry, Colour Management and Proofing, Preproduction Management and the industry in general.**



- **Forums:** Want to talk about a topic that we don't have a forum for? Just let us know and we'll add it.
- **Site:** Download lots of free stuff, including the complete 2004 Buyer's Guides, volume 1 of Spindrift and exclusive editorial content.
- **Site:** Subscribe to Spindrift and pre order the Buyer's Guides 2006.
- **Forums:** Discuss food and recipes. Dazzle the community with your culinary prowess and contribute your taste sensations. The best recipes will go permanently into the Direct To Plate section of the website.
- **Site:** Salivate over the community's best recipes in Direct To Plate.
- **Forums:** Discuss, debate, rant and rave about the silly things that people say and write. The community's best contributions will be featured in the Say What? section of the site (see Coming Soon below).

Coming Soon:

- **Direct To Plate:** Lots more recipes and a partial redesign. Also PDF versions of all recipes!
- **Site/Say What?:** Read about silly things that people write and say out there. Like an expanded version of Say What? and Spindocs from Spindrift, rolled into one, but dealing with the world at large, not just the Graphic Arts. And guess what? You can contribute too (see above)!
- **Site/News:** RSS feeds of industry (and possibly other) news.
- **Site/Boomerangs:** Your e-mails and our replies as in Spindrift, but expanded. Also the best posts from the forums will be featured, including "Post Of The Week".

But none of it will work without you, so head on over to www.digitaldots.org now!



Letter From... Leipzig

Dear Geschpinnistisches Freuden,

Ich bin ein auto mekanische von Leipzig und wir have just gehad ein grosse big, messe, das war called Ifra. Es was alle uber neuspapers und es ware sehr interestingisches.

But ich bin schreibing to you to finden out about warum meine handy dandy auto manuals, was we put im alla die auto's glove geboxes sind going ganz gewrong.

Wannever es gets hotisch, die buchs get abgemeltd und go alle gooey und harditz. Es it beecause of die printing gemethod? We print unser auto manuals mit ein gross big digitalischeste pressmaschinen.

Mitt gross und sloppfishers gut will,

Fritz N. Geschpritzten-Strumpfenßnoodeln

Driftwood

(Useful stuff washin' in on our shores)

XML Indexing for Databases

It seems that both IBM and Oracle are adding XML indexing to their latest database technologies. The simplest way to understand what this means is to consider that without XML indexing, database searches and analysis require custom coding to parse the XML. This sounds like a much streamlined approach for content orientated database applications and one that is suited to driving multiple output channels.

Quite how the indexing works depends on whose database technology you choose. IBM's Viper database has

three ways of XML indexing, including indexing all the elements and their attributes in the database, complete indexing including a full text search, and path specific indexing which finds fixed schema and known access patterns. Oracle's 10g seems to have pretty much the same sort of approach, with path indexing that includes searching and analysis using XML indexing to manage stored XML documents.

It all sounds like a steroid enhanced version of what we've got at the moment, and will be especially interesting for companies into content management, which is all of us and all of you.

Spindocs

(Where the spinner gets spun!)

We picked this up at Ifra as part of Atex's press kit. Reading it makes us feel even older than usual.

"Ifra expo White Paper

The Technology: Why Media Businesses Need a Service Orientated Architecture

Reducing the true cost of IT

Today information technology is at the very core of printing and broadcast, as well as online media organisations. Whether in use for news gathering, formatting output and automating delivery or in selling advertising and increasing sales, computers are essential tools for cost control and catalysts for business transformation.

For 40 years or so, investment in IT systems can be typified as long-term project-based, with implementation aimed at adding new functionality often as part of replacing older systems. Long-term projects like this carry a high cost, not only in the development of the systems, but in 'hidden' costs within the organisation such as training and disruption to service. The question must surely be: how do media organisations move beyond lengthy project-based implementations? How do they create an agile environment in



▼ which additional functionality is added, on demand, to deliver business advantage?

To do this logically media organisations need to stop engaging in large project-based implementation. Flippant though this may sound, it is the principle behind modern IT philosophy. The logic states that if one particular section of a software program doesn't do what is needed, then that, and only that, section needs enhancing."

... and so it continues for three pages dedicated to arguing that an SOA, essentially task specific modular software architectures, is what newspapers need. Is it just us, or does this sound like Atex got stuck in a particularly nasty wrinkle of the time space continuum?

Boomerangs

(Your feedback fed back)

We've had this email from Screen correcting our over-hasty copy in the last issue. Sorry about the error, and hopefully this sets things to rights.

Dear Todd,

I have found some wrong information in your latest Spindrift publication.

It is about the Screen PlateRite Ultima 16000.

The new machine is called PlateRite Ultima 16000S and its productivity is 14 plates/hour at 1448 x 1143 mm. The 16000 does 23 plates/hour at this size.

If you have any questions please let me know, I would be happy to answer them.

Best regards,
Rob Hageman

European Product Manager CTP
www.screeneurope.com

Acrobites

(Something to get your teeth into)

VHCI

Virtualised Hosted Client Infrastructure is a virtualisation technology that can be set up to replace a group of stand-alone PCs. It basically is a means of reducing the number of high end PCs on peoples' desktops so that they can use cheaper machines. These work as virtual machines, as clients to powerful servers. The idea is to use cheap and cheerful PCs and operating systems, but to give them the full functionality generally associated with more powerful computers. The servers host the desktop clients, much as early computers hosted dumb terminals.

IBM is pioneering VHCI technology and has set up partnerships with VMWare and Citrix to develop it. They expect to have some pilot implementations early next year.

ASM

Automatic Storage Management makes for easier database management. ASM is a means of simplifying file system and volume management so that storage is simplified, both when the database is being created and when the database is up and running.

ASM is an Oracle technology that basically provides a means to easily add or remove storage from the database, with automated balancing of the distribution of the database and without downtime.

Say What?

(Iffy Writing Award Presented in the Ether for Obfuscation, Confusion, Misinformation or All Out Pretentiousness)

This month, rather than a specific example of gobbledey gook, we have more of a general plea to vendors who hand out material at exhibitions:

1. Whatever language you write in, it's a good idea to stick to the spelling conventions of that language.

▼
Some hints for English as she is spoken:

<u>Right:</u>	<u>Wrong:</u>
product	produkt
children	childrens

2. Keep your metaphors and your grammar in order!

“Escenic is the technological stage on which beautiful digital landscapes are created.”

“It enables the publisher to tie up their existing customers as well as online users into fee-based online subscribers.”

“This web based system creates proof-ready documents that can be individualized with the help of plug-ins, and integrates external service providers like agencies or print shops across flexible interfaces.”

“And it is done from a brand new angle, which combines modularity and independence of each solution with its corresponding integration capacity until it becomes part of the entire workflow, maintaining consistency in the advertising contents.”

“To automate the communication and the output process in the environment of publishing production supposes a basil objective for a company that is looking for the optimums profit in the use of their technologic structure.”

When in doubt pay a native speaker of the language to check the copy!



Glimpses of the newspaper of tomorrow

Newspapers have been in something of a confidence crisis for several years, but like it or lump it, media market fragmentation is inevitable and successful media producers are investing in technologies that help them support rather than compete with it. We move ever closer to cross platform, web driven media delivery to computer screens, mobile devices and print. Digital delivery and direct output reinforce media messages across all platforms, leveraging a newspaper's core competence and encouraging readers to trust media service providers for their information needs. It is what the modern newspaper is all about.

Technologies supporting this model simmer slowly, however they were evident at Ifra Expo. Media and content integration mingled with a wonderful whiff of innovation, imagination and old-fashioned nous. It drifted tantalisingly throughout the halls, so newspapers looking for inspiration to reinvent had plenty to ponder. There were some truly dazzling developments in integrated media production environments, digital newsprint and of course computer to plate output. The output focus was on cost reduction in platesetting and digital newsprint.

Digital newsprint jogging along

Most newspapers are conservative and cautious, reluctant to break habits and traditional supplier relationships, particularly when it comes to presses. But digital newsprint is the way of the future and although this is a slow burning market, it isn't fading. Océ has plodded along for years with moderate success in digital newsprint, stepping now into colour with the addition of cyan to its otherwise monochrome output. Hardly a jaw dropper, but progress nonetheless. There are some interesting developments in both the Kodak Versamark and Agfa camps, and although Agfa's Dotrix technology is still far from viable for newspapers, we believe this will change now that the formidable Kurt Smits is responsible for Dotrix sales and marketing. Emma Isichei takes on his newspaper role.

Kurt and Polaris platesetter sales are virtually synonymous, and there is every reason to trust that what Kurt has done for Polaris he could also do for digital newsprint, if indeed that is the plan. There are currently some 25 Dotrix engines in the field, mostly used for industrial print applications. Although this isn't yet a machine for newspaper production, it is hard not to expect to see this sector as an Agfa development priority before long.



There were lots of rumours flying around this year's Ifra Expo about where the 2007 installment might take place. Vienna was the clear favourite, but Cologne was also mentioned. Qui vivre verra, as they say.

▼ Dotrix doesn't yet even begin to come close to where Kodak Versamark is for newspaper output however. Versamark started paying attention to newspaper applications several years ago and reckons that the cost of a digitally printed newspaper has now fallen below the golden one euro figure. Versamark has set up an alliance with Müller Martini to develop a go-to-market strategy for digital newsprint, with a hybrid press based on conventional press technology plus a digital head to print variable data. It's a new twist on the old "stop press" concept, except that the press doesn't stop, so content variability is instantaneous. As Dr Markus Pahler of Kodak Versamark explains: "The market is ready for digital printing and cost per copy is getting to an acceptable range". It looks like newspapers will soon have several fierce competitors intent on winning business and intent on getting a return on their digital newsprint research investments.

CTP developments

A transition to digital newsprint won't happen fast though, and in the meantime most newspapers are making the transition to direct to plate output as a first step, with processless output to eventually follow. At Ifra several suppliers introduced low cost machines but nothing much was to be seen of processless platesetting for newspapers.

Agfa reigns supreme in the newspaper market with some 1500 Agfa plate-setters installed for newspapers, 1000 of them Polaris. With visible light imaging dominating newspaper CTP, Agfa has seen it grow 12% 2004 to 2005, with over 200 violet imaging devices sold to newspapers in 2005, and has had a 15% growth in software sales such that the company now claims that 75% of newspapers use Agfa technologies.

Agfa's new Advantage is a violet imaging engine developed by and built for Agfa by Strobbe (now part of Punch Grafix), which also developed and continues to build the Polaris. There are two versions of Advantage, the manual Advantage Xm and the semiautomatic Xs. The engine images 85 plates per hour and supports multiple resolutions from 1000 to 2540 dpi, for any format to a maximum of 1040 x 690 mm. The machine images either Lithostar silver or N91 photopolymer plates. Pricing will be determined based on market response at the show.

Advantage is based on technology developed by Bart Wattyn of Strobbe (Punch Grafix) for Agfa. Kurt Smits calls Bart the "grandfather of all the Polaris we have installed". Bart told us that the Advantage uses the same laser and imaging technology as the Polaris, but that it has been scaled down for entry-level markets. The machines cannot be upgraded to Polaris, and the deal is exclusive to Agfa. Agfa has extended its deal with Punch for another five years.

As well as enhancements to its CTP Easy and LS Jet devices, Krause introduced the violet imaging LS Performance for imaging plates from 290 x 450 mm to 640 x 940 mm. This platesetter is designed for small to medium newspapers looking for fully automatic plate production and is ▶



Dr Marcus Pahler from Kodak Versamark showed quite convincing statistics at Ifra for why newspapers should invest in digital printing.



Emma Isichei has been appointed Director of Newspaper Business worldwide for Agfa.

available in two different versions, outputting 90 or 120 plates per hour in berliner format at 1016 dpi. The Performance's automation mechanics are based on components of the LS Jet and CTP Easy, with a trolley holding 300 single or panorama plates, with automatic interleaf removal and output to the processor. The LS Performance uses the same imaging technology as the LS Jet and CTP Easy devices and images at resolutions from 1016 to 2540 dpi. Krause call its imaging technology Juwel and it can expose both violet, silver and photopolymer plates. Pricing has yet to be determined.

ECRM's Newsmatic 250 is a new configuration of ECRM's Newsmatic device now with an integrated plate cassette and trolley that can hold up to 250 plates from 290 x 470 mm to 635 x 927 mm. The overall footprint of this fully automated device remains the same and interleaf removal is incorporated. The device is supplied with a TIFF server, so it can take output from any RIP or workflow management system. Pricing will be "competitive".

These introductions suggest to us a couple of things, particularly for smaller newspaper publishers and regional titles. Performance and imaging options are no longer contentious; a healthy supply of imagers and plates means choosing a machine that's fit for purpose isn't a big risk any more. Developers now focus on keeping technology competitive, reconfiguring and modifying it for different sectors. In the commercial market, which has led the way for direct to plate, we are seeing a move to processless output. Processless hasn't yet hit the shores of newspaper production but when it does, we can expect to see revived innovation in newspaper computer to plate imaging. In the meantime, the cost of ownership for CTP will be the more important consideration for CTP investment.

Cost of ownership and investment protection are far from straightforward. They depend on consumables contracts, current and future plate-setter purchasing expectations, and cooperative development between suppliers and newspaper groups. Agfa has built its newspaper business on cooperations of this kind, working closely with companies such as Associated Newspapers, the Toronto Globe & Mail and more recently the New York Times. No one wants to even hint at the details involved in all this wheeling and dealing. Whatever the scale though, it is the basis for peoples' investment choices and it will determine processless plate-setting's uptake rate. Whether it becomes viable for newspapers sooner rather than later is technologically incidental, even though it could yield huge savings in time and in processing chemistry costs.

Whether newspapers shift to processless output or direct digital output depends on how quickly coating advances can outstrip digital newsprint developments, and, sadly, on the politics governing newspapers' back end investments. Smaller newspapers could well be first to take the initiative to processless output or digital newsprint, because they are not so embroiled in the brain deadening politics and monolithic purchasing habits that so limit the progress of large groups. Smaller newspapers are



Punters perusing the Agfa Advantage platesetter, with violet imaging.

▼ looking to cut cost and production times, while developing market reach, with an eye increasingly focused on the cost of ownership and per copy costs. Once inexpensive processless CTP fits the bill, and once the direct workflow and multi-channel on demand business models are established, newspapers have the foundation for stepping to digital newsprint. Direct output is the way of the future, initially to plate but ultimately to press, but it is still a long, long way away.

Front End Shift

Even though digital presses are still woefully slow compared to the likes of the KBA Commander et al printing in the region of 80,000 copies per hour, in the future their ability to print variable content will give them an unassailable advantage as the media market continues to fragment. However increased speed at the backend will demand increased processing power and further front end system improvements. Thus fast digital output of variable data on demand is as much about front end system and data processing design as it is about output engines, and although five years ago it seemed that advances in front end systems had virtually ceased, things have changed dramatically.

Effective media business models assume direct delivery to the point of use, anticipation and immediate fulfillment of the customer's information needs. The ideal newspaper production environment should therefore support all planning, editorial, advertising and output management, plus associated tracking and business resource management. It should have a self-service orientation for whomever interacts with the newspaper and provide an intuitive information and news gathering environment. It should support all external feeds to the newsroom and manage all resources for news and content development and production. It should also drive open output configurations and provide accurate and timely business reporting for all aspects of the paper. These are our base criteria for evaluating the suitability of a given technology for a given editorial production model.

Various technological characteristics are needed for front end systems to fill this order. Transparent media integration, with synchronicity of content development for all output types is vital, so everything needs to be database driven with XML for data management, using standard hardware and software tools wherever possible. Wherever not, the environment should have interfaces to standard applications to ensure universal content availability, with security controls and production quality control management at every point in the workflow.

With this model in mind DTI has moved almost all of its technologies to the Caché multidimensional array database (see Spindrift volume 2, issue 7). The first sites are due to go live imminently, most likely at DTI's UK national daily customers. DTI also announced a new version of News-speed. Version 6 of the Newsspeed editorial pagination system uses Indesign Server and has Incopy fully integrated, with workflow automation for web content origination and delivery, particularly for breaking news. ►

Even though digital presses are still woefully slow compared to the likes of the KBA Commander et al printing in the region of 80,000 copies per hour, in the future their ability to print variable content will give them an unassailable advantage as the media market continues to fragment.

▼ The integrated newsroom message is central to Eidos Media's development ethos and its emphasis at Ifra was on XML fuelled multiple channel publishing with support for a range of editorial applications and production. The company has added a news management module for planning news coverage and allocating resources. CCI Europe is also advancing this approach in its Newsgate system, incorporating all forms of media including print, television, radio and, of course, web.

CCI Europe has introduced a migration strategy for moving to an integrated content development environment. Come next summer, newspapers will be able to install a version of Newsgate which includes a pagination engine, so they can set up Newsgate as an independent but complementary editorial system. Also customers will have the option of installing Indesign with Incopy for pagination instead of Layout Champ with Word, which will be attractive to smaller sites which don't need Layout Champ's features.

Indesign and Incopy are being added to Newsdesk and Newsgate. Both the Tampa Tribune and Orange County Register sites will be using this technology, as will VG in Norway, CCI's first European site for Newsgate. The latest version of Newsgate also incorporates a page shadowing feature so that the commitment to a particular page design and content can be left until closer to deadline, enhanced line style functions and a pen tool for Bézier curves.

Both CCI Europe and DTI are well known, but a less familiar name in this field is Protec. This Spanish company has only recently taken an active interest in markets beyond Spain, Portugal and Latin America, however sales in the US and in most recently to Der Standard in Austria have encouraged Protec to take a more engaged stance.

The Milenium Cross Media environment is based on SQL server and SQL databases, with XML databases thrown in when needs must, plus XML tagging. It is therefore infinitely configurable which makes it very tricky to describe. Within the environment is an almost overwhelming number of application modules supporting everything imaginable to do with editorial, advertising, planning, production and so on, with all archiving and asset management fully live and dynamic at all times, and even a module for risk management. Business analysis tools are incorporated, as are ERP (Enterprise Resource Planning) tools and all interfaces are custom designed according to how different applications and users like to work. Protec's technology has the scope to reach into every aspect of newspaper production, right down to page pairing, RIPping and output management. The company bases its modules as much as possible on standard components, so it can be very competitively priced.

All of these companies develop systems based on their own implementations, integrating other technologies according to application requirements. There is however a whole tribe of technologists who prefer to do things the other way around, starting off with a standard tool such as ►



Quark Xpress or Indesign. These developers build systems around the core, generally using extensions, other software utilities and their own developments. Following Adobe's long overdue announcement of Indesign Server, first mooted at Ifra in Lyons in 1998, we expect to see much more of this type of development.

We'll go through some of these systems in our next issue, with our concluding part of the Ifra Expo coverage. Part 2 will also look at workflow management and the role it plays in integrated media delivery.

– **Laurel Brunner**



Dagens Nyheter's clean systems' slate

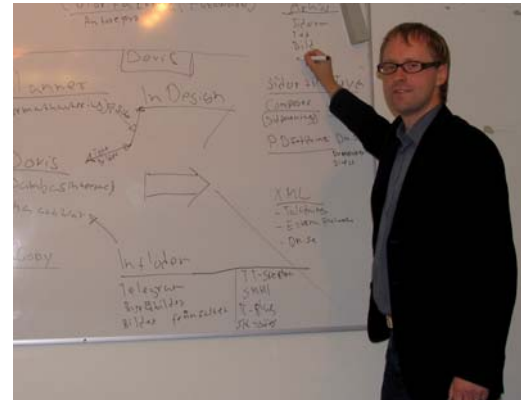
Sweden's biggest daily paper, Dagens Nyheter, has just completed the installation of a new editorial and page planning system. The main objectives when the project was initiated in 2003, were to find a system which represented tried and tested technology, was based on XML and was a standard product – the newspaper did not want to repeat the mistake of sitting on a lot of tailor-made functions.

In October 2003, the editorial management team and the IT manager of Swedish national newspaper Dagens Nyheter decided it was time to change the editorial and advertising systems. The existing systems were unstable (pages regularly disappeared), the newspaper depended on specific individuals to sort out custom-built functions. It seems that many of the old solutions were built exclusively for Dagens Nyheter by small companies or even individuals. This meant that the newspaper depended heavily on a few people, which carries with it no small risk. Even if the software originated with standard hardware and software tools, it was difficult to upgrade these tailored systems since the Dagens Nyheter implementations differed so much from everyone else's. The integration between all these disparate components was also poor but changing systems was no small undertaking. "We were a bit reluctant to get started – there was so much functionality and technical interdependency between systems," says Stefan Näslund, editorial IT manager. "As soon as we had sorted out a problem at one end, someone else, at the other end, would complain that they had lost functionality as a result. Not surprisingly, because of this, the systems change had been postponed." He also adds that the specific details of these difficulties "would need more space than you have for the whole article."

In 2003, however, the mammoth task of finding replacement systems began. A steering group was formed and tasked with documenting the existing systems' functionality. Based on this document, the steering group created a specification for a new system to replace the aging technologies then used.

The transition

When Dagens Nyheter embarked on the project in 2003, the newspaper was using Quark Publishing System (QPS) for page layout, Lotus Notes for text, Fotoware systems for image handling and a number of other systems for various tasks. Many of these had been developed by companies which have subsequently gone bankrupt, leaving the newspaper to fend for itself when things went wrong. "Since the project started, three people have worked virtually full-time on specs and development. In all, I would



"We wanted WYSIWYG functionality, with the same templates and H&J through the entire system, and Incopy gives us that," says Stefan Näslund, editorial IT manager at DN.

say about 35 people have been involved in some stage of the project,” says deputy editorial manager Nils Öhman, who has been involved in the project from the outset. “The systems we ended up choosing were not the most advanced or technically cutting-edge”, he adds. “Rather, we wanted a tried and tested solution from a stable supplier. Another requirement was that the system should be operating in several other newspapers already.”

Four completely different options

In April of 2004 the initial specification was completed and at the time new Anygraaf technologies were installed on trial. A year later the entire newsroom was converted to Anygraaf systems, however the selection process began with twelve possible suppliers. Four of these made it to the last round of evaluations: CCI Europe, Anygraaf, Tieto Enator which made it to the final round because they are not only consultants, but highly experienced system suppliers and integrators, and DTI.

“Tieto Enator is a consultancy firm and their message was that they would build whatever we wanted – but that was precisely what we didn’t want,” says Stefan Näslund. “CCI’s system is running on most big newspapers in the world. The system is very expensive and is limited by the fact that [what was proposed for us] only handles the editorial material. In order to fully use a CCI solution, you have to have their layout programme Layout Champ [it is no longer true that CCI Newsdesk requires Layout Champ as a page layout programme, Adobe InDesign is also an option. Ed.] With our 350 regular editorial staff and 90 substitutes, we can’t use a proprietary system which requires special training. DTI, finally, was eliminated because their system is the opposite of Anygraaf’s. DTI is a very modern solution, which was not really proven at the time – a year later we might have chosen it.” For an overview of the systems currently running at Dagens Nyheter, see separate box at the end of the article.

XML & standard technology base

Fundamental to Dagens Nyheter’s system choice was that it be based on XML. “The basis for all the new components we have added is that they should be XML based,” says IT manager Daniel Lindén. “With XML as a base, we are set up to export any material into any media. This has been particularly useful for, for example, the audio version of the paper. Before, there was a lot of manual intervention every night before the audio newspaper could be transmitted by our supplier Teracom. Teracom still transmits it, but now it happens completely automatically. Dagens Nyheter has about 120 subscribers for this service.

“XML was one vital aspect of any new system”, adds Stefan Näslund. “Another was using standard systems. We didn’t want any tailor-made solutions for Dagens Nyheter. We have asked Anygraaf to develop a lot of specific functions, but we have also demanded that these should then be included as standard functions in the system, so that we are not alone in using them and don’t have to depend on specific individuals to help us if there is a problem.”

“Choosing PCs as the platform was not a difficult decision. We could not abolish it as a platform in the company, and it is cheaper to run one platform than two. Also, the vast majority of our Macs were written down so the change had no cost implications – a rare situation to be in.”

Daniel Lindén, DN IT manager

Editorial workflow

With Incopy, journalists can edit a text that has already been placed on a page. “Things are often tight near the deadline,” says Nils Öhman. “In such a situation the sub can mark ten different items on the front page and send these to different departments for puffs. When next he opens the front page the texts – written by a number of people in parallel – are in the right places.” In the previous system, a journalist would have to change their original text and re-send it to the sub, not knowing whether it was of the right length. “We wanted WYSIWYG functionality, with the same templates and H&J through the entire system, and Incopy gives us that,” says Näslund. “The reporters had one day of training, subeditors a week.”

Through Anygraaf’s Doris, all journalists can see what has been done in Planner i.e., you can instantly find out how many pages are planned for Friday, which stories are reserved for a specific purpose and which are going to be printed in colour. Subeditors work with Doris running in the background and through Doris they import material for the pages: images, text, external feeds etc.

Flexibility

As mentioned previously, XML is a cornerstone of the new system because it provides such flexibility. Another cornerstone is the use of standard equipment, which has determined the choice of computers, software and training. It was decided that everyone except ad reception should use PCs. “Choosing PCs as the platform was not a difficult decision,” says Daniel Lindén. “We could not abolish it as a platform in the company, and it is cheaper to run one platform than two. Also, the vast majority of our Macs were written down so the change had no cost implications – a rare situation to be in. And since PCs were cheaper, the choice was a given. It was surprisingly easy to change platforms; many members of staff had PCs at home and were already used to them.”

Finished pages are sent as TIFF files and page pairing is done in Anygraaf’s Composer, prior to page transmission. Integration X:s X-flow takes care of page transmission to all the printers around Sweden printing Dagens Nyheter.

Only one ICC profile is generated for all presses, and used by all printers. “This is possible thanks to the Newspaper Publishers’ Association project Färgpressen (Colour press), through which all newspaper printers in the country calibrate their process to print a given file in exactly the same way,” says Näslund.

Tough transition

Although the newspaper managed to go through this project with a relatively small impact on daily production, according to Daniel Lindén, it has been the most challenging IT change of his career. Matters were further complicated because the newspaper’s format was changed to tab-



According to IT manager Daniel Lindén, most of the staff have PCs at home so the switch of platforms away from Apple Macs was not really an issue.



Left to right: Stefan Näslund, editorial IT manager, Daniel Lindén, IT manager, and Bo Joholt, MD of Anygraaf, who supplied the editorial and page planning systems to Dagens Nyheter.

loid during the same period, which required new templates and routines. However, both he and Nils Öhman stress that the transition has been comparatively smooth: “I think we controlled the process very well, even though the transition was carried out under huge time pressure and was done more quickly than Anygraaf recommended,” says Öhman. “Today, all functionality that was developed specifically for Dagens Nyheter is a part of Anygraaf’s standard product. All other Anygraaf customers can have the same functionality as we do.”

Dagens Nyheter has made a complex transition but managed it successfully and with relatively little compromise to daily production. The main reasons for this are thorough planning, knowing at the outset what was needed and sticking to those goals and, as Stefan Näslund, manager of editorial IT and production at Dagens Nyheter puts it “last but not least: hard work”.

– Peter Ollén with Laurel Brunner

The main parts of Dagens Nyheter’s system:

- **Ad bookings:** All ads are booked in an Atex system. Dagens Nyheter uses Atex Enterprise. However the Enterprise system is old and not part of the upgrade project this article was about.
- **Classifieds** booked on Atex Enterprise are automatically sorted, according to publishing date and category, and passed as EPS files to Anygraaf’s new Planner component in Anygraaf’s Doris pagination system (see below).
- **Ad delivery:** Dagens Nyheter uses Infomaker’s Adstream for electronic ad delivery. This technology includes a database, PitStop, Proscript and a number of other workflow tools.
- **Pagination planning:** Anygraaf’s Doris system now includes a Planner module that is the heart of the new system. This is the pagination planning module, where numbers of pages and colour pages are specified for the whole paper, apart from classified ad layout. Ads are imported from Adstream and placed on the relevant pages. Planner is integrated with Indesign and layout editors use it to release pages when they are ready. It is also possible to create different newspaper sections in Planner.
- **Text creation:** 350 journalists use the new Doris technology from Anygraaf, writing stories with the newly installed Incopy running on PCs. (There are no longer any Macs in the newsroom). Articles are stored as Incopy documents and information about them is stored in an Oracle SQL database. The Incopy document is stored on a file server, and the file path is stored in the database. The Anygraaf Doris client browses the database to retrieve stories.
- **Page layout:** Once an article is finished, it sits on Doris where it can be retrieved, via Indesign, by a sub-editor accessing the database.
- **Images:** Photographers on an assignment use Fotostation from Fotoware to sort out their images and send them to the newsroom where they are imported into Doris. Fotoware’s Colorfactory manages the



images and Doris is used for automatic image preparation and storage functions. All images are imported in basically the same way, with IPTC information in image headers and thumbnails imported into the same database that holds text information.

- **External feeds:** External feeds, such as news agency material, are imported into Doris as well, and handled in the same way.



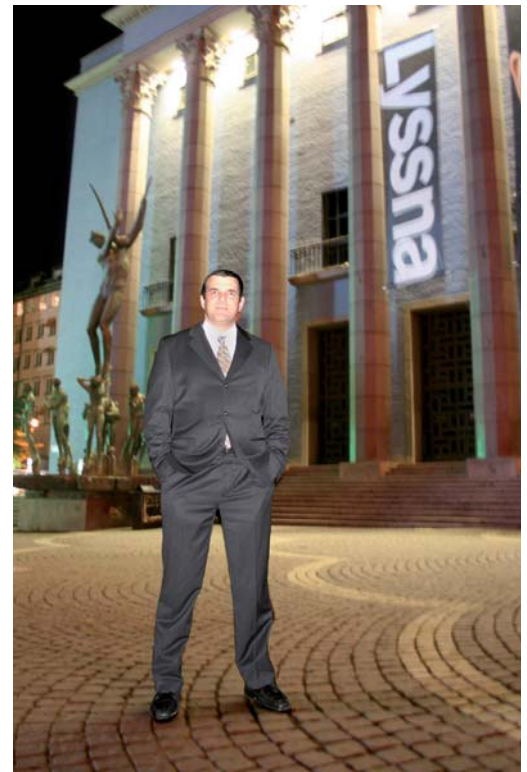
10 years with EFI – a meeting with Guy Gecht

EFI, Electronics for Imaging, has come a long way since Ephraim “Efi” Arazi founded the company in 1989 having previously founded Scitex. Efi once compared his view of how the two companies differed thus: “If Scitex is like an Irish linen handkerchief ... Efi is the equivalent of a Kleenex tissue for colour production.” At the time, EFI was primarily known for its award winning Fiery technology for digital colour printing.

Guy Gecht joined EFI in 1995 and became CEO in 2000. One of his first actions was to buy Splash, a RIP and colour management solution company, and since then a stream of companies and products has been brought under the umbrella of EFI. All of these acquisitions were part of a clear strategy and purpose. “We wanted to get away from being ‘just’ a one product, hardware only company”, explains Guy Gecht, when Spindrift met him stopping by in Stockholm, Sweden recently. Although revenues have been good over a longer period they have sometimes been uneven during shorter intervals, he explains. “With Vutek in the portfolio we now also have a steady income from consumables, which is nice. Another leg to stand on is our great involvement in Print MIS-systems – we now have four different MIS systems to meet demands from different target groups.”

Spindrift wanted to know more about the Printcafé acquisition in 2003, and whether EFI had realised how central MIS would be for printers. We were especially interested in JDF integration and the streamlining of print production. According to Guy Gecht, “When we started to look closer at Printcafé, I soon realised that it had lots of potential, but that the business model was wrong. Too much of the emphasis was on print auctioning – printers bidding for jobs using a low price as the main selling tool. This wasn’t what they wanted or needed, and very much against building closer relationships with print buyers. Together with Marc Olin, the former CEO of Printcafé, we have worked hard to turn Printcafé around, and EFI is putting a lot of research into developing the MIS systems to become an even more useful tool for business development. Proof of the success companies can realise from MIS is that, of the twelve printing companies in the US that recently were appointed ‘best managed’ by the National Association of Print Leadership, ten use EFI MIS systems.”

A number of people within Creo, with which EFI competed for the acquisition of Printcafé, spoke of EFI’s “hostile takeover” of Printcafé. Now that Creo has been bought by Kodak, with whom EFI has had a long and successful collaboration, how, we wonder, will this cooperation work? Guy Gecht is circumspect but pragmatic: “Well, I guess that there are



EFI CEO Guy Gecht, who is content to focus the company on consolidation after a period of acquisitions, in front of the Concert Hall in Stockholm during a recent trip to Sweden.

▼ some former Creo people who still might be cross with us, but business is business and life goes on. I think that when they look at how we have developed Printcafé and the MIS systems around it, they will understand why we were so determined to acquire it. And I think they now recognise that we have done well with Printcafé.”

In 2003, before buying Vutek and Printcafé, EFI bought T/R Systems and Best. So does the company intend to continue its growth through acquisitions? Not just at the moment, according to the man in charge: “I’m quite happy to focus on consolidation for the moment. We have at least three legs to stand on now, all of them are growing and we are very busy with both future development and integration. Some of the systems we offer are very advanced, for example the recent Executive Information System, which works in parallel with an installed MIS System. You mentioned JDF integration, and this comes to play in almost every EFI server at the moment. With the EFI JDF connector, we can connect our RIP systems to more or less any MIS system. We are also using JDF to help facilitate print production and distribution, as for example, in our Digital Storefront product. JDF or JDF related technology has to be considered and integrated in all commercial printing systems.”

With 22 offices worldwide and around 1700 employees in all, Guy Gecht has a specific approach to leadership. He served five years in the Israeli army so to what extent has the training he received influenced his management style? “When I started my officer training, I knew that I wasn’t supposed to serve in the regular army, so I wasn’t sure why I needed to go through the same training as the other combat officers. But it was useful, and it taught me a lot about why and how a leader motivates his or her co-workers. It’s not about discipline, force or other kinds of pressure. It’s basically about trust and leadership. Soldiers that risk dying in a mission need to trust their officers to know what they are doing and that they have made well-founded decisions. I also believe in being easy to reach, being available to my fellow co-workers. I often participate in meetings with customers to keep in contact with the market, the ‘real’ day to day work. In EFI we try to keep the administrative part of work to a minimum.”

Efi Arazi’s name still resonates for many of us in the graphic arts, including Guy Gecht: “During my first years, Efi was still active in the company, although not on a day-to-day basis. Quite recently we held a birthday party for him at our offices, with both present and past employees attending.” Sadly Efi is now suffering from Alzheimer’s disease, but according to Guy, “considering the circumstances, he is OK physically and he still has that very special gleam in his eye. Efi will always be EFI!” In more ways than one we suspect. During his ten years with EFI, Guy Gecht has brought EFI from being an innovative digital printing company to face ever increasing challenges as it continues to lead innovation across the commercial print market.

– Paul Lindström



“Well, I guess that there are some former Creo people who still might be cross with us, but business is business and life goes on. I think that when they look at how we have developed Printcafé and the MIS systems around it, they will understand why we were so determined to acquire it.”

Guy Gecht

Fuji Plate Profile

The story of how Fuji got into the plate business is not an easy one to tell. In common with many Japanese companies, Fuji is intensely private, and especially so when it comes to the specifics of its sales and profitability. The company was founded in 1934 to develop and produce film for the then emerging motion picture business. The company didn't start exporting products until the early 1960s, but ever since then Fuji has been one of Japan's leading export companies. Fuji was also one of the country's first companies to establish overseas manufacturing operations, as well as an international network of local marketing businesses. These companies sell various combinations of Fuji products, including plates. Fuji has a wide product portfolio for both violet and thermal imaging, and is the only developer of a violet chemistry-free plate.

Fuji's first venture into platemaking was with conventional plates, introduced in Europe in 1991. The company has been in the digital plate business since 1997, and digital plates are a key part of the company's future strategy. Since 1997 Fuji has seen double digit growth in digital plate sales, which now account for around 80% of current plate production with a split of 60/40 thermal to violet, and a steady shift in the balance towards violet.

Company Organisation

There are three Fuji divisions: imaging systems, document systems which is Fuji Xerox, and information systems, which includes medical imaging, information systems, flat panel display materials and media, and graphic arts technologies. The company employs around 75,600 people worldwide, but does not disclose how many work in each division. We estimate that the information systems division employs around 23,000 people based on its roughly 30% contribution to Fuji's consolidated revenues for fiscal 2005.

Fuji has over 200 consolidated subsidiaries around the world, including manufacturing, software development, marketing, procurement, and finance companies, and offices in more than 20 countries. Apart from its Starlight facility in China, all manufacturing sites are 100% owned by Fuji.

Over 50 % of Fuji's revenues come from overseas, with European CTP sales particularly strong. According to Shigetaka Komori, president and CEO of Fuji Photo Film Co, speaking at the opening of new Fuji facilities in America, "The printing business is in an explosive growth mode with CTP demand at an all-time high."

This article can be read in its entirety on www.digitaldots.org, where we also publish other material not seen in Spindrift, so check it out!

It is produced as part of an international graphic arts industry collaboration between Digital Dots, its publishing partners and its clients.

It is part of a special project to address business and technology issues crucial to digital print media production. The series of educational articles explains print media technologies, business issues and market drivers for print media production, in both existing and new markets. These articles will be published as a series of individual Buyer's Guides due for print publication in April 2006.

- *The Buyer's Guide to JDF*
- *The Buyer's Guide to Colour Management & Proofing*
- *The Buyer's Guide to Digital Printing & Direct Imaging Presses*
- *The Buyer's Guide to CTP*
- *The Buyer's Guide to Preproduction Data Management & Quality Control*

Further information is available at the Digital Dots website: www.digitaldots.org

This project is supported by several organisations, including the following:

Agfa	BPIF
CIP4	Enfocus
Esko-Graphics	Screen
Fujifilm	Ipex



▼
In common with its major competitors however, Fuji is facing rising raw materials costs and difficult trading conditions as markets evolve. The company is working to reduce the cost of operations and sales. It is also improving manufacturing and procurement processes and has introduced Vision 75. This five-year initiative is about efficiency and restructuring, as well as building new growth strategies. The company is strengthening research and development and pursuing mergers and acquisitions and strategic alliances with third parties.

Revenue is expected to rise from €18.7 billion to €25.9 billion by 2008, a rise of 40%, with €1.4 billion to be spent in 2005 on research and development and €1.57 on capital investments. Fuji is planning to increase its market share through prepress product portfolio expansion and strengthening its press chemicals business through Fuji Hunt. It is also increasing its activities in wide format, UV, screen and inkjet printing markets through its recent acquisition of Fujifilm Sericol, its relationship with Epson and in print on demand.

Fuji is of course also working on maximising its CTP market share. A substantial proportion of Fuji's future growth will also come from flat panel display revenues, but recent announcements suggest that plates will be a very important part of Fuji's growth plans. According to Masahiro Kosaka, president of Fuji Europe: "CTP is the most important area of our existing portfolio and the main driver for the future of our business ... we wish to continue to offer highest customer satisfaction by offering the widest product portfolio" which suggests both violet and thermal will get equal attention from Fuji's research boffins.

– Laurel Brunner



Go to www.digitaldots.org to read the full article. It includes information about Fuji production facilities, R&D, revenues & sales and products.

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