



Giving Shape to Ideas

# Digital Finishing

## Success Profile



## PRINT PANTHER - OAKVILLE, ONTARIO

### Print Panther Leads the Charge with the First MGI JetVarnish 3DS and iFoil in Canada

**CHALLENGE:** For years the Canadian printing industry has struggled with stiff competition and eroding profit margins. Many have adopted high-end digital technology to augment offset and provide short-run, personalized, high-value print. But, even this arena is getting crowded as printers look for new ways to differentiate.

Print Panther, a fully digital boutique printer in Oakville, Ontario started as Binders Galore back in 1997. From the beginning, the company has been singularly focused on high-impact print applications. Although well ahead of the digital curve, they were seeking a creative way to stand out from the crowd and give their clients a product that is truly unique.

**SOLUTION:** Print Panther co-founder, Christine Yardley, found what she had been searching for when she saw Konica Minolta's MGI JetVarnish 3DS and iFoil Digital Finishing System. As Christine worked with the Konica Minolta team to define the type of change she wanted to create for her business and its clients, the path became increasingly clear.

**RESULTS:** According to Christine "the technology is actually far beyond our expectations. We can now manage complex projects flexibly, more efficiently, and in less time. When clients see the output from our new system, they are simply amazed!"

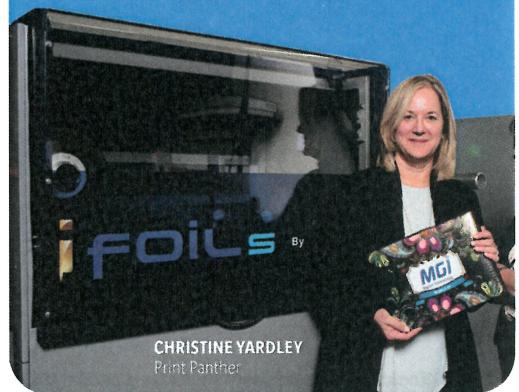
The MGI JetVarnish 3DS and iFoil is helping Print Panther:

- Pioneer and develop an entirely new market in Canada
- Produce on-demand and personalized foil and varnish work previously impossible using traditional methods
- Organically extend a specialty business already offering innovative, high-value applications
- Differentiate in a highly competitive industry while driving higher revenues and profitability
- Charge a premium for a product customers view as a good investment for the value received
- Become a go-to industry partner for commercial or in-house printers who have the need but can't do it themselves

### PRODUCT HIGHLIGHTS

The MGI JetVarnish 3DS and iFoil Digital Finishing system is a game-changing technology that offers the following:

- **Operating Speed:** Fast start-up without plates, screens or waste - runs up to 3,000 A3 pages per hour.
- **Instant Drying:** Integrated UV curing dries sheets in-line through a conveyor belt without ozone or solvents, in runs from one to thousands of sheets.
- **Short-run Personalization:** Digital spot UV coating process that is 100% variable-data capable. Also, barcode reader options enabling custom spot varnished prints with unique graphics, text, and numeric data.
- **Substrate Flexibility:** In-line digital hot foil and embossing with the varnish application handling substrates and sheets from 21x27.9 cm to 36.4x102 cm and weights from 135-450 gsm.
- **Precision:** Drop-on-demand precision piezo print heads allow for line widths as fine as 0.5 mm.



CHRISTINE YARDLEY  
Print Panther

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According to Christine, "our digital focus is really giving us an edge in the marketplace, and our plan is to help lead that charge. So far we see the initial wave of applications being custom packaging, pocket folders, custom binders, wine labels, shopping bags, business cards, and brochures - but that's just a start. There are so many possibilities waiting to be explored."

"I've been taking existing client work and adding a little varnish to some samples. When they pick up their order, I show the samples and tell them that next time you should try this. They absolutely love what they see but jump to the conclusion that the price is going to be too high. However, they are pleasantly surprised when they find out the difference is really not that much and well worth it."

Christine continues, "since we first started talking with Konica Minolta, they have been there to guide us. They seem as excited as we are about the technology and what it can offer the Canadian printing and packaging industries. We have been very impressed with their commitment to service and their responsiveness - we have every reason to believe this is going to be a great partnership in the years ahead."

### TECHNOLOGY:

#### MGI JetVarnish 3DS and iFoil Digital Finishing System



Visit Print Panther at [printpanther.ca](http://printpanther.ca).

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