



werbetechnik

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DAS FACHMAGAZIN

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Reprint Signtrade

Elevated Exclusiveness

Not only the material and the system of Biodome are new – the distribution is too. In Germany, Igepa is now selling the systems.

Inventors are always under pressure to improve the product they created before the competition can catch up or, at worst, overtake. In spring 2009 we presented the Biodome doming system of the part-

on rights for Biodome. After good sales in Switzerland, Biodome also caught the attention of the Igepa Group. "The result was that in the spring of 2010, initial discussions took place – and Igepa finally beca-

Fast drying, no cleaning

Two years ago the manufacturer emphasised that the UV doming system was „designed for really simple and rapid handling.“ The focus was also on the newly developed 2-K-resin for the coat, which did not involve polyurethane (PUR) like other doming systems. As a result the material dried faster and had a less inten-

over the past two years. This was done with the new single-component resin that Signtrade wants to establish as an alternative to the two-component materials, which have been on the market for over 20 years now. Ralf Timm from Signtrade explains that at present, only Biodome offers single-component resin exclusively. The benefits here, he says, include the fact that mixing of the components is no longer necessary and also that the single-component resin is immediately ready for use. „With two components, air bubbles are formed during mixing. That is why a waiting time of at least two hours is necessary.“ Furthermore, there are no more material losses, which happen if too much material is mixed. As a result the material saving is around 30 per cent and the rate of complaints arising



The prefabricated sheets are guided automatically to the conveyor belt. They are laid on the belt, the system puts single-component resin on the stickers, and the belt then transports the sheets into the ultraviolet light tunnel.

ners Evotec and Signtrade. Evotec focuses on development, and Signtrade on distribution, marketing and logistics (see article in *WERBETECHNIK*, edition I.2009). Several improvements and innovations have now been presented that affect the product range as well as the distribution: last year, the Igepa group took over sales of the Biodome systems and components for Germany. Ralf Timm from Signtrade says: „In summer 2009 Signtrade began to work with Igepa Adoc in Switzerland, who had exclusive distributi-

me the distribution partner for Germany. Signtrade is appointing dealers in all other countries as well and currently has more than 10 dealers for Biodome.

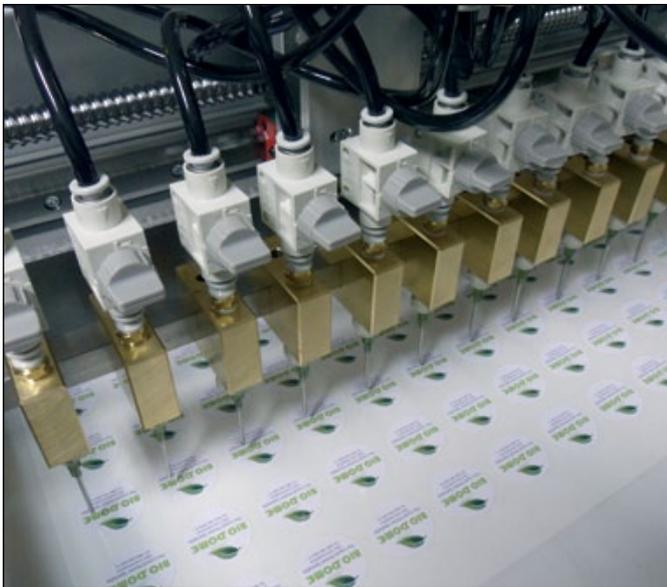
sive odour. Depending on the thickness of the doming, it hardened within around seven minutes under ultraviolet light. This „speed“ aspect has been improved even more

from reduced processing quality due to an incorrect mixing ratio is zero. In addition the single-component resin dries under UV light in just three to five minutes



At the distribution head, the Biodome material is distributed evenly across the dispenser heads.

and working in a clean-room climate is also no longer necessary. In addition, two-component material sometimes lasts only three months, while its single-component counterpart has availability and storability of up to twelve months. Ralf Timm adds: „Because of its lower viscosity, the single-component resin can flow better. This results in faster and more even processing, as well as higher productivity. The im-



The dispenser heads that apply the single-component resin to the stickers: in the AS400, a maximum of twelve heads can be used across a width of 420 millimetres.

proved flow properties result in lower material consumption.“ He says that further disadvantages, especially where two-component polyurethane materials are concerned, are the high energy expenditure for additional drying ovens and the fact that the production of short runs is too expensive, as well as the fact that different two-component resins have to be used for different applications. Another plus is that the single-component resin can be left

in the system for up to six months and that cleaning of the lines and needles is no longer necessary, while two-component material, and PUR in particular, requires poisonous cleaning agents because of the toxic and harmful isocyanate it contains. These agents have to be specially disposed of, while the single-component resin can be disposed of as ordinary household waste.

As Ralf Timm says, Biodome has fulfilled the stipulations of the EU Chemicals Directive REACH (Registration, Evaluation, Authorization and Restriction of Chemicals) since 2009. REACH is based on the industry commitment to take personal responsibility for their products and to use only chemicals which have been pre-registered and their manufacturers or importers must have a registration number – according to the principle of „no data, no market.“

New system, new distribution

At the Fespa 2011, in addition to the single-component resin, Signtrade will also be presenting a fully-automated ro-

pieces per day,” he adds. „It runs fully automatically and the reject rate is under 1 per cent.“ In addition to the pressure containers, the system components include a light curing tunnel for continuous dry-



The robot system AS400 is new, and can handle large runs up to 40,000 per day.

bot system, the AS400. This system, with two pressure containers each with 15 litres capacity, complements the systems used so far: the Manual System Easy Start and the Manual System Light with hand dispensers as well as the Professional System with hand- and timer-controlled dispensers; the robot RDS-3000 AZL is no longer on the market.

With its doming speed of up to 6,500 parts per hour, the robot system AS400 is ideal for manufacturers who have high demands on the production quantity; the target groups here, according to Ralf Timm, include signmakers, screen printers, advertising material producers and industry in general. „The system is suitable for producing large quantities with constant quality – from 3,000 up to 40,000

ing, an automatic dispenser system with twelve heads and also an automatic stack feeding including the storage – the AS400 works just like a photocopying machine. The software control is geared towards enabling rapid setup times. „And it can run with the same resin as the manual devices,” says Ralf Timm. A new robot system, a new single-component resin and a new distribution structure – the developers from Biodome have not been resting on their laurels ever since the successful market rollout. After all, these days even the best invention has to work hard to remain exclusive. ■

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