



ColorWave 600 Customer cases



Océ ColorWave 600 at Reprographers in Australia, France, Germany and Poland

At Creffield Digital Print in Australia

Victoria's oldest plan printing company, Creffield Digital Print, has become the first Australian printer to install Océ's newest wide format colour system, the Océ ColorWave 600.

Creffield, with offices in West Melbourne and South Melbourne, took delivery of the new system, the first to feature Océ's unique CrystalPoint technology, early in November. Five other Océ ColorWave 600 systems are due for delivery in the next few months, following their successful appearance at the Visual Impact Image expo in Sydney.

Paul Whitehead, Marketing Manager, Technical Document Systems of Océ Australia Limited, said that the Visual Impact Image Expo result was very gratifying for Océ as the product was not due to be officially launched in Australia until December.

"The expo gave us the opportunity to showcase the new technology in advance and we were overwhelmed at the response it received," he said.

"Creffield is a long time customer of Océ and we're delighted they are the first to implement CrystalPoint technology in Australia."



Frank Veltman, Managing Director of Creffield, said the new system fitted in well with Creffield's diversification plans.

"The Océ ColorWave 600, with its ability to print on plain and recycled paper, gives us speed, price and environmental advantages," he said. "The quality of the finish is exceptional and, to be able to provide printouts of this calibre on inexpensive paper at speeds of only 30 seconds for A0 size, opens up new markets to supplement our traditional plan printing customers.

"We now have a substantial customer base in retail and entertainment, who are delighted with the output we have shown them from the Océ ColorWave 600. This gives them the ability to produce promotional materials for sales or events at extremely short notice. Additionally, we can produce exceptional quality for government customers who demand work on recycled stocks."

Combining the strengths of inkjet and toner in the one system, Océ CrystalPoint changes the way wide format prints are made, converting colour Océ TonerPearls into a gel. This tonergel is then jetted and crystallised onto the media, producing crisp, waterfast high quality images with extremely accurate dot placement.

Frank Veltman said Creffield, which was established 120 years ago, owed its survival for such a long time to early adoption of new technology. "We see the Océ ColorWave 600 as a continuation of this philosophy," he said.

"It's great technology that enables Creffield to seek out new markets with an innovative product that's able to deliver economic and quality benefits even in the current economic downturn."

At Alain Gilles Repro in France

Alain Gilles Repro: eco responsible

With its 34 employees including a sales force of 7 representatives, this Lyon (2nd largest French city after Paris) based company is one of the most important in the region for digital printing and professional reprography.

AG R. has to deal with highly demanding customers such as architects or engineering bureaus or even advertisement agencies. For that reason AG R. recently decided to renew its ageing Océ TDS400 by a brand new Océ ColorWave 600. Thanks to the versatility of that new printer, this transition enabled AG R. to face an increasing customer demand for high quality line drawings or for fast printed and color rich display graphics.

This was the first Océ ColorWave 600 to be installed in France and after 2 full months of operations it's already keeping up to its promises. Guy Podvin, managing director of the company highlights the following strong points of the Océ ColorWave 600:

- highly productive,
- versatile for printing small format leaflets up to 42" width posters or A0 technical drawings,
- capacity to print on low weighted papers,
- its water proof printed output that attracts new customers,
- and the integrated on line folding.

More than delivering performances and quality to its customers, AG R. as carrier of the French eco label "Imprim'Vert" is proactively acting and promoting "eco responsible" behavior. The Océ ColorWave 600 as clean printing system supports this sustainable approach by providing capacity to print on recycled media without compromising on the print quality, emitting virtually no ozone and toner dust in the working environment thanks to the Océ CrystalPoint technology and the Océ TonerPearls.

Loyal to Océ, Guy Podvin rated the installation and the system startup as outstanding. He specifically praised the qualifications and professionalism of Océ's technicians. Moreover he acknowledged the simplicity of the equipment requiring basically no training for the operators.

Guy Podvin concludes by quoting: "using a cutting-edge equipment increases your risk exposure, however placing your trust in a support organisation such as the Océ Customer Services secures that path..."

At Reprographers in Germany

Océ ColorWave 600: First experiences with TonerPearls to replace inks

Since its introduction in May 2008, the Océ ColorWave 600 and its completely new Océ CrystalPoint technology gain ground in the reprographic market. The success of the Océ ColorWave 600 and of the new printing technology at reprographers in Germany and Europe shows that anyone who wants to meet the challenges of a continuous growth in CAD color has to face this new printing system sooner or later.

We took a closer look at the Océ ColorWave 600 and asked three reprographers about their first experiences with this new system.

No more bottlenecks

Saxony (Germany): a local reprographer has his business and production facilities in a former mill house. Modern printing systems behind ancient walls - and in the middle of all a small revolution: the Océ ColorWave 600. For more than 6 months it is in use and the CrystalPoint technology accounts for almost all CAD color prints today - which is about 20 percent of the company's total turnover. "The

Océ ColorWave 600 allows us to complete print jobs much faster than on conventional inkjet”, says the company owner. “This means that we do not have any bottlenecks in production even at rush hours.” Other large format systems of a different brand are hardly used anymore.

Productivity was the main reason for this reprographer to purchase an Océ ColorWave 600. Productivity based on the superior printing speed as well as on the ability to print directly DIN sizes: in total six rolls ranging from DIN A4 (landscape on an A3 roll) to DIN A0 (extending to a maximum of 42”= 106,7 cm), are automatically driven without the need to cut the plots manually. The integrated on-line folder finishes the CAD drawings completely including reinforcement - manual handling is reduced to simply taking the drawings out of the tray and storing them in a box. “Using the ColorWave allows us to free up operators”, tells the co-owner. “Our staff gets more flexibility to take on other tasks and to improve overall customer service.”

Another positive property of the system – according to the reprographer – is the environmental friendliness. The ColorWave 600 emits no ozone, no fine dust and consumes very little energy. Also robustness of the prints is an advantage. “We can print on uncoated 80 gram normal paper and still deliver convincing quality to our demanding customers in the AEC market.”

Potential for new markets

Change of location: a reprographer in **Bremen** (Germany). The long standing company expanded steadily its large format printing activities over the last years and reacts fast and firmly on new demands in the market. “The CAD color volume is growing rapidly”, says the administrator responsible for pre-print and technology. “Color makes drawings more transparent, which allows for more layers on one sheet than on a standard black and white drawing. The customer gets more quality and saves even money in the end.”

Like in all industries the demand for shorter delivery times grows. “Conventional inkjet and higher labor costs because of cutting and folding are not able to keep up – and are more expensive”. To be able to deliver high quality plots in short times to AEC customers, this reprographer purchased an Océ ColorWave 600 including folder. “The productivity convinces absolutely. Like the Océ 9800 in the mid 90’s the Océ ColorWave 600 is a true milestone in the history of digital wide format printing - but now in color.” Fifty percent of all color wide format drawings are printed on the ColorWave – with an upward trend.

The productivity of the system delivers the capacity needed by the administrator to deliver reliably to existing customers as well as attracting new customers: not only in CAD but also in retail. “We even think of printing full color posters on the system. The way the ChrystalPoint technology works allows us to use thin paper without the fear of curling. The print outs are very robust and do not need lamination. The ColorWave has a huge potential for the poster market”.

Océ regards this cross-market potential of the Océ ColorWave 600 as its main benefit. “Reprographers need to diversify to be successful in today’s market”, says Lucienne Schuler who is the marketing manager for wide format products at Océ Germany. “With our Océ ColorWave 600 we cover CAD color prints and poster prints at the same time.” This expanded bandwidth allows reprographers to really address two markets with just one system. Next to conventional AEC jobs the ColorWave can also deliver on demand poster prints for point of sales applications needed by local retailers and other shops.

One more argument shared by Océ Germany: “The productivity of the ColorWave 600 can also be expressed in floor space. One service provider was able to replace four competitive systems by a single ColorWave. The freed up space can be used for example to place an offset printer, finishing equipment or house other activities that all contribute to more revenue and profit. And it should be noted that one ColorWave uses less energy than four conventional inkjet plotters.”

Robustness and water resistant

Changing location again, and this time to the far West of Germany. The company “Ense Consulting Reprografie GmbH” is one of the largest media service providers in **Aachen** (Germany) and its surroundings. Also here CAD color is a growing market that only productive printing systems can keep up with. And that is why the productivity of the Océ ColorWave 600 was the main reason to buy it. “We decided to purchase a ColorWave with folder because it helps us to produce folded and reinforced color prints in very short runs”, tells the owner Mrs. Marion Forbrig.

Since the installation of the ColorWave 600 color volumes are slowly but surely shifting to the new system. “The production speed is clearly the biggest advantage of the ColorWave. This takes away the pressure of peak workloads and makes it possible for us to meet even the strictest deadlines”, says Marion Forbrig – not only for color prints because Ense Consulting uses the system to print black and white in the case the monochrome Océ TDS700 is fully occupied.

The robustness of the color prints is another benefit in the eyes of Marion Forbrig: “Because the drawings are dry immediately after printing, finishing work is possible without any delay. And the water fast aspect ensures that the colors are not harmed by rain drops when used on open air construction sites.”

www.oce.de

(Below is part of a translated promotional text from Océ in the article)

The Océ ColorWave 600™ is the world's first wide format printer to use TonerPearls and the Océ CrystalPoint™ technology. It combines the advantages of toner and inkjet in one system to yield outstanding print quality, unmatched productivity, and a wide range of applications.

The Océ ColorWave 600 does not only produce crisp sharp lines, small details and smooth even area fills, but also gives a semi-gloss finish to ordinary uncoated paper and recycled paper. The prints are robust and water fast and hence perfectly suited for outdoor use.

Next to high quality the Océ ColorWave 600 also delivers overall productivity. A printing speed of up to 31 seconds for an DIN-Ao, a media capacity of up to six rolls of 200 meters each and a printing width of 42” guarantee that even tough deadlines will be met.

Furthermore, prints are instantly dry and can directly be folded, stacked or finished in other ways. This all makes the Océ ColorWave 600 to one of the world's most productive color wide format systems with the following highlights:

- outstanding print quality – with crisp sharp lines, fine details and even area fills
- semi-gloss finish on uncoated normal and recycled paper
- top of the world print speed of up to 31 seconds for a DIN-Ao
- extraordinary media capacity of up to six 200 meter rolls
- print width of 42” (106,7 cm)
- immediate dry and water fast prints on normal paper for direct use – also outdoors
- diversity in applications – from CAD/GIS color to full color poster printing
- Clean and sustainable system – no emission of ozone and fine dust, low energy consumption.

At A Roch Art in Poland

Another wide-format Océ ColorWave 600 printer, and at the same time, one of the first in the capital city, was installed in the premises of A Roch Art company from Warsaw. The newest technology implemented in the equipment - Océ CrystalPoint – arouses enthusiasm of printing house clients, who are using it.

The technology, which can now be offered to our clients arouses their admiration due to the speed with which we can complete their orders, and the high quality of prints produced by the ColorWave 600 printer – said Mieczysław Żaboklicki, owner of A Roch Art printing house.

A Roch Art has been present on the market since 1987; initially it functioned as a Xerox shop. The growing demand for copying and printing caused new printing equipment to appear in the shop, for both the wide as well as the small format. For several years now this digital printing house has relied solely on Océ machines. At the moment we possess 12 devices from this manufacturer, which occupy 60 m2 of our premises – said Mieczysław Żaboklicki. – We have invested in Océ equipment for many years, and without doubt I can say that machines from this manufacturer are the Mercedes of wide-format class of machines, available on the market. The similar can be said about the newest wide-format printer - Océ ColorWave 600.

According to the owner of A Roch Art printing house, the newest wide-format printer from Océ opens completely new range of possibilities for the wide-format printing business. He stresses at the same time, the innovative technology, Océ CrystalPoint, implemented in the machine, which enables much faster printing and guarantees excellent quality. The first clients of the A Roch Art company – claims the owner of the printing house – are enthralled with the speed of printing. Now, thanks to ColorWave 600, Ao prints can be printed, in colour, in as little as 30-40 seconds. The same print would take up to 5 minutes to complete on ink technology printers – said Mieczysław Żaboklicki. – Additionally, the innovative technology, as Océ CrystalPoint undoubtedly is, guarantees very high quality.

It combines the benefits of toner and inkjet printing. The Océ TonerPearls are turned into gel, which crystallizes on any type of paper, producing in effect vivid, and high quality, water-fast images on which individual dots are very precisely distributed. This property eliminates the need for overlamination of prints, which in turn minimizes costs and saves the time it takes to complete a printing order. This is a very important quality – says Mieczysław Żaboklicki – especially for the type of clients that we have, among which the majority are architectural studios, engineering and construction offices, and other companies from the GIS field. I think that the equipment will also find its enthusiasts among companies working in the field of DTP or advertising.

I saw the ColorWave 600 for the first time during the drupa fair. It has always been my priority to use the newest technology, but this one – implemented in this machine – has truly enthralled me. I think it should be stressed that during the first three days, we printed over 400 running meters of paper, in colour, on this printer. I will not hide it also that if the interest of our customers remains on the present level, I will purchase one more machine of this type – says Mieczysław Żaboklicki.

On this occasion the owner of A Roch Art company emphasized the good cooperation with Océ, and its reliable technical service, and the fact that sales representatives of the company have been his very good advisers for many years, who will encourage me to buy something on one time, and on another instance – which makes me think really highly of them – they will dissuade me from something which would not be as beneficial at the given moment – he said. This is why Mr Mieczysław Żaboklicki eagerly invests in Océ equipment; still – as he claims – his main reason is the fact that it is way ahead of all the competition present on the market.

All our investments are dictated by the needs of our customers, whom we wish to offer the highest, world-class level of services. The range of our equipment comprises not only of printing machines. We offer also photocopying services on paper widths up to 1270mm, hard binding of technical documentation, and various kinds of stamps. We possess also technical drawing equipment, perform adhesive binding of books, and most of all, we have at our disposal a team of highly qualified employees. All this, in order to meet our customers' needs – no matter if they are big or small, as every one of them is important to us and is approached with equal attention – Mr Mieczysław Żaboklicki sums up.

Additional information on A Roch Art Mieczysław Żaboklicki company:

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Océ ColorWave 600 at an Architect in The Netherlands and at E-ON in UK

At Architect Company Coenen in The Netherlands

The Océ ColorWave 600, which uses TonerPearls, is available in the market as of May 2008. CAD-Magazine visited a user: the renowned architectural company Jo Coenen in Maastricht (Netherlands).

The bureau goes beyond merely designing new buildings. They have a vision on urban development, whereby they involve other architects in the design process.

Jo Coenen was Chief Government Architect from 2000 until 2004, allowing one to easily state that he has made a name for himself as an architect. In his architectural bureau Danny Bovens and Lesley Ruijters both work as designers, and they talk about the bureau as well as the new Océ printer. Besides the headquarters in Maastricht, Jo Coenen has other offices in Amsterdam (Netherlands) and Luxemburg.

Urban development approach

Danny Bovens: "Our bureau designs everything from rebuilding a shop to large scale urban development projects. The majority consists of larger projects designed based on a vision of urban development. Examples of such projects are the Public Library in Amsterdam, Céramique in Maastricht, Zitterd Revisited in Sittard, the project "Smalle Haven" with the "Vesteda"-tower in Eindhoven, part of the

“Leidsche Rijn” near Utrecht and the Schalkstad in Haarlem. The design of the public area around the Maasboulevard in Maastricht, where traffic now travels through a tunnel, was designed by the bureau. A project currently in development is the urban development design of the Floriade 2012 in Venlo (Netherlands).”

C ramique, where as of the summer of 2008 the office of Bureau Coenen is situated, is a good example of the Jo Coenen approach. It used to be 23 hectare (about 57 acres) of industrial terrain owned by the former Sphynx factory near the center of Maastricht. Bovens: “Nearly all the old buildings were demolished, except for the Wiebingahall, villa Juanez, and the Bordenhall. The Bordenhall was then rebuilt to become a theatre, and the Centre C ramique in which a public library is located was built next to it, as was the Bonnefantenmuseum as well as the Dutch Architectural Institute. The request was to base the urban development plan on the old structure of the terrain. As a result it is based on the places where the old factories were located and the ‘old’ view lines have returned into the new development plan. Jo Coenen developed the plan for the entire area and sought collaboration with other known architects for the content development. Within the entire plan several building designs were done by the bureau themselves.” The remainder of the urban development consists of houses and offices, with amongst others offices for Vodafone and a regional governmental office from the ministry of transportation and water management.

Around one table

Ruijters: “The plan for C ramique was based on the pre-determined structure of roads and view lines as well as the height and size of the buildings. Consequently a number of architects were invited to basically fill in the “building blocks”. A total of 25 architectural bureaus were involved from different countries such as Spain, Italy, Switzerland, Belgium, and the Netherlands. All the architects then gathered around one table to discuss their first designs. One architect may be shocked by the combination of their building design with others. Through co-operation we can then achieve more unity in the design.”

Bovens continues: “The idea to co-operate with several other architects in the design of one urban development plan, and initiating a dialogue based on the plan, is gaining more and more ground, also in the other projects we are undertaking in Haarlem, Sittard and Leidsche Rijn. The architects are invited to a meeting where the plan is explained with some directives. Consequently the first designs are evaluated side by side, and consensus is achieved in a friendly atmosphere based on mutual respect. By offering freedom and connecting several architects with each other, beautiful designs are realized.”

Ruijters elaborates: “The project Smalle Haven in Eindhoven was smaller with only 8 architects working on it.”

“Often Jo Coenen develops an initial design, which we then elaborate on.”, Bovens explains.

“Sometimes the directives come first, such as the functions a structure must have and then we make a first design. A final design is then created through an interaction between Jo Coenen and the employees.”

No Repro at night

Bovens continues: “Our bureau often enters into contests, which means that there is a fixed moment in time when the designs need to be handed over to the customer, in order to allow for simultaneous evaluation. These contests always create a lot of time pressure and often mean late nights in the final days before the deadline. Once finalized, usually literally in the middle of the night, no reprographer is open anymore. This has been the primary reason in the past to purchase our own wide format printer. This way we could design and make the prints right up to the last possible moment and then hand them to a courier, with no dependency on a reprographer whatsoever.

As of 1997 we therefore had an HP Designjet 1055 for the color prints and an Océ 9600 for the black & white prints, which consequently also was the first Océ 9600 to be delivered to the market. We have had this combination for over 10 years. The first Océ 9600 printer was a beta model, and as such was taken back by Océ Research & Development, and completely taken apart in order to analyze how it had performed and learn from the results.

The contest-related prints were always printed on the HP, which at first consisted of on average 2 A0 color drawings on gloss media, but nowadays they want 8 or 10 prints. As more is possible, customers also demand more. This meant that the printer was printing for a long time and each print would take at least 30 minutes to dry, during which time the courier would just be standing around and waiting. Another disadvantage of the HP is that it can handle only one roll which meant we had to trim the prints often. As a glossy inkjet print is wet, we had to make sure not to touch the print during the trimming and rolling. This sometimes led to strange antics trying to manage it in the middle of the night.”

Everything combined

Ruijters: "With the ColorWave 600 and the TonerPearls Océ has now introduced a completely new color printer. We can now use a slightly more gloss media with a matte finish: the Top Color 160 (gr/m²). This meets all our requirements, because we do not really want a gloss effect as the designs are often judged by hanging the drawings on the wall in sharply lit rooms, which would have a disturbing effect on the viewing of the prints.

This one Océ printer now combines all our wishes as it has 4 rolls (maximum is 6 rolls) and can print black & white as well as color at high speed. We have the desired ease of use and are not dependant on an external repro company. The HP has been reserved as a back-up system placed in our storage room, but since we have been here (end of summer 2008) it actually has not been used at all anymore. The development of media material still continues and soon there will be more media that we can use and print on with the ColorWave 600.

Usually we use plain 80 grams media and for presentations the mentioned Top Color 160, with a smooth satin-like finish. Printing in standard quality (production mode) is already good enough for us, and as a result the highest quality (presentation mode) is rarely ever used.

The Océ Print Assistant allows an automatic choice for the optimal print quality per print. You can actually adapt numerous settings to customize the system, but this is hardly necessary. Usually, simply choosing the media type is enough, and the system will choose the correct roll and media width to print on.

Publisher Select, the software standard delivered with the system has a viewer that enables you to see exactly how the print will be printed including the orientation. This ensures that the folder folds the drawing exactly they way you want it to, with the legend on top."

There is however also still a wish: a timer, so that the printer is ready for use in the morning as soon as the work starts. This wish has been picked up by Océ R&D.

At Central Networks of E-ON in United Kingdom



Part of E.ON UK Plc, Central Networks is the second largest electricity distribution network within the UK serving 4.9 million customers in the East and West Midlands geographical areas. CN is not an Energy Supplier but is paid by Suppliers to deliver electricity through their network to homes and business.

The Move to MV Colour

The decision to integrate the Océ ColorWave 600 and Folder into the Asset Information Management (AIM) section has its roots in their GIS Data Improvement Project. Andy Davis explained 'our old GIS systems were based on Ordnance Survey (OS) LandLine mapping. Withdrawn as a product by OS in 2008 and replaced by OS MasterMap, we needed to improve our Analogue and Digital assets to reflect the opportunities MasterMap presented. One of the improvements of the new system meant printing in colour becoming the norm. At that time, our print capabilities were biased to high speed, medium volume monochrome printing backed up by low volume colour print. What we were intending to do would mean our print facility would have been overwhelmed because what we needed was the exact opposite of what we had.'

CrystalPoint Technology

'We had two large format colour printers only capable of low volume work and an Océ TDS MV Mono printer. Océ introduced a revolutionary printing technology called CrystalPoint that, on the surface, promised to deliver everything we needed. Our first demonstration of this technology left us absolutely speechless. There it was, in Océ's Birmingham Showroom, doing exactly what we needed. Medium volume, high-speed, high quality colour prints with superb detail and accuracy and capable of replacing all of our printers'

Double Productivity Gains

Central Networks have always produced a lot of prints and had, up until purchasing the ColorWave, relied on manual folding, a tiresome and thankless job at the best of times. Vicky Bailey, Data Technician, Technical Service & Projects, 'when we discovered there was a folder option for the ColorWave printer, we began to realise we could achieve productivity gains in the folding process. I calculated that, with our current print volumes, we were effectively employing 1 person for 7 hours a day, 5 days a week for 6 months of the year to fold prints!

Totally Waterproof

The AIM section has no knowledge of how their prints are to be used or under what conditions they are used. All they do know is that prints must be accurate, fit for purpose, and be delivered on time. The ColorWave allows their drawings to be reproduced meeting all current requirements. Andy commented 'if the prints are going to be used outdoors, it's nice to know that they are 100% waterproof. The paper may not be but if that's a problem, ColorWave can print onto Tyvek and if you've ever tried to rip Tyvek then you'll know how tough it is.'

Responsible Printing

The Océ ColorWave 600 has allowed CN to provide a print solution within the AIM section using an innovative and totally unique technology belonging to Océ. But there were one or two things that that technology could do they didn't expect. Andy goes on to say, 'within E.ON, reducing our environmental impact is one of the 6 Corporate Responsibilities that is driving our actions. ColorWaves CrystalPoint printing technology is specifically geared up to print onto uncoated bond and unbleached recycled paper. If all color printers were capable of this then there would be a significant reduction in the environmental impact from the coating and bleaching process's, so ColorWave became very interesting to us on environmental grounds.

"The AIM section of Central Networks is the guardian of the digital and analogue assets. Our vision is to advance the master asset data we hold today, to improve our business for tomorrow. The ColorWave 600 printer and folder is an integral part of that improvement process we are currently working on"

There are many users of ColorWave prints from the AIM system. Internally, they would be those departments involved with inspection, maintenance, repair, design and modification. Externally, they could be Architects, Builders, Engineers and members of the public, indeed anyone who intends to dig a deep enough hole that could expose a power distribution cable. As a testament to the workload of the AIM section, they produced a staggering 25,000 prints in the first three months after commissioning the Océ ColorWave 600 printer, mostly folded.