DISTINCTIVE PRINT PRODUCTS THAT WILL ATTRACT YOUR CUSTOMERS ATTENTION

RETHINK TACTILE SENSATION

"IF I TOUCH IT I HAVE TO HAVE IT"

KONICA MINOLTA'S BRAND-NEW SENSORY EXPERIENCES WEBSIT

KONICA MINOLTA

CREATIVITY WITHOUT LIMITS.

THE MGI JETVARNISH 3D ONE

Why limit yourself to beautifully printed jobs when you could offer even more value and creativity. The JETVARNISH 3D One turns printed jobs into spectacular and irresistible print products that will immediately catch the attention of your customers.

The MGI JETVARNISH 3D One has a small operational footprint and provides printers, finishers and converters an easy and affordable way to embellish in-house without the need of having any screens, dies or plates.

With the MGI JETVARNISH 3D One you can produce eye-catching 2D & 3D effects and offer your customers vivid and tactile print products, which will immediately catch their attention.

Giving Shape to

Giving Shape

Giving Sha

Giving

Giving

TAKE YOUR CREATIVITY TO THE NEXT LEVEL
RETHINK PRINT EMBELLISHMENT

Going away from "me too" products is the right move for a successful future. To achieve incremental revenues, you need to take your creativity to a whole new level. High-end embellishment is a disruptive technology that enables you to increase your profits without leaving your comfort zone.

The impact of value added finishing on digital printing

The todays desire for customization and personalisation is positively affecting the digital print market. With our digital solution for tactile finishing, your profit margins on digital print enhancement can be very high (50% to 400%*) resulting in a rapid return on your investment.

* Beyond CMYK: The Use of Special Effects in Digital Printing, KeyPoint Intelligence (InfoTrends), 2016

– **PACKAGE DESIGN** has evolved into a key marketing tool

– **TACTILE EFFECTS** on product packages may increase sales of the overall brand image of a product

– **TOUCH** may increase impulse and unplanned purchases

– **FEELING** an object increases the percieved ownership and leads to greater valuation of the object[1]

[1] Joann Peck & Suzanne B. Shu. "The effect of mere touch on perceived ownership" & Joanne Peck & Jennifer Wiggins "It just feels good: Customers' Affective Response to Touch and its Influence on Persuasion"

THE LONGER INDIVIDUALS **FOCUS ON AN ITEM**, THE MORE LIKELY THEY ARE TO CHOOSE THAT ITEM AND GIVE IT A HIGHER LIKING RATING.[2]

PACKAGES WITH SPECIALTY PRINTING AND ENHANCEMENT HAVE **MORE THAN 46% HIGHER QUALITY PERCEPTION**.[3]
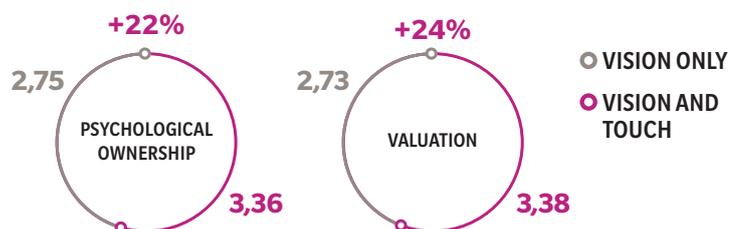
[2] Aradhna Krishna, Luca Cian, Nilüfer Z.Ayndnoglu: "Sensory aspect of package design", 2017
[3] The Foil & Specialty Effects Association (FSEA); Whitepaper: "The impact of High-Visibility Enhancements on Shelf Presence: A second study"

Tactile sensation increases impulse purchases

Demonstration of the endowment effect

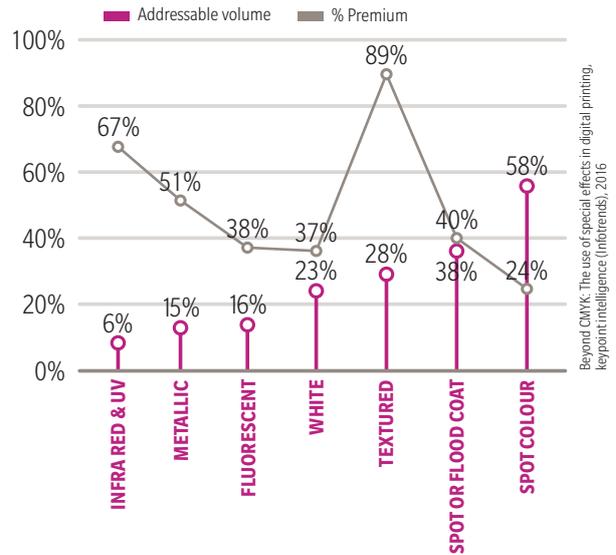Participants were asked to subjectively grade ownership and value on a 7-point scale

Peck, Joann and Suzanne B. Shu.: The effect of mere touch on preceived ownership, Journal of consumer research, 2009

+22%
2,75
PSYCHOLOGICAL OWNERSHIP
3,36

+24%
2,73
VALUATION
3,38

○ **VISION ONLY**
○ **VISION AND TOUCH**

Creativity commands a premium

The JETVARNISH 3D One provides the opportunities to add value to all print applications such as brochures, books, greeting as well as packaging and make them more profitable.

Research has revealed that European print buyers are willing to pay a premium of up to 89% for digital print enhancements over CMYK only.

Legend: ■ Addressable volume ― % Premium

Data points:
- INFRA RED & UV: 67% / 6%
- METALLIC: 51% / 15%
- FLUORESCENT: 38% / 16%
- WHITE: 37% / 23%
- TEXTURED: 89% / 28%
- SPOT OR FLOOD COAT: 40% / 38%
- SPOT COLOUR: 58% / 24%

Legend: ■ Print Buyers ■ PSPs

Data points:
- TEXTURED: 89% / 43%
- SECURITY: 67% / 42%
- SPECIALTY COLORS: 42% / 39%
- GAMUT EXPANSION: 0% / 37%
- SPOT COLORS: 24% / 37%
- SPOT OR FLOOD COATING: 40% / 35%

Print buyers

'Compared to standard 4-colour printing, how much more did you pay, or would you expect to pay for this type of enhancement?'

PSPs

'Compared to digital CMYK-only printing, how much of a premium or percentage increase can you charge for print enhancement?'

To what extent do you feel this enhancement would help you do the following?

ENHANCEMENT TYPE	SPOT FLOOD/ COATING	TEXTURED
Draw attention	↑ 3,5	↑ 4,1
Enhance your brand, corporate image	→ 3,3	↑ 3,6
Differentiate the brand of piece	→ 3,2	↑ 3,9
Print Quality	↑ 3,7	↑ 4,1
Protecting the piece from damage	→ 3,4	↓ 2,8
Provide security	↓ 2,8	↓ 2,7
Create an emotional/ physical connection	↓ 2,8	↑ 3,8

Source: Beyond CMYK: The use of special effects in digital printing, Infotrends, 2016

GIVE YOUR BUSINESS THE JETVARNISH 3D ONE ADVANTAGE
RETHINK EMBELLISHMENT

The JETVARNISH 3D One is using one single type of varnish for 2D as well as 3D tactile effects on a wide range of media such as paper, syntetics, plastics, etc.

ECO-FRIENDLY IN-LINE LED DRYER

– On-the-fly drying & curing with integrated LEDs

– No additional drying time required

– Ozone-free and without heat thanks to LED technology

– Low power consumption

HIGH PRODUCTIVITY WITH SINGLE PASS PRINTING

– Up to 2,077 A3 sheets/hour
  with varnish thickness of 21 µm (2D/flat mode)

– 1,260 A3 sheets/hour
  with varnish thickness of 51 µm (3D mode)

– Up to 547 A3 sheets/hour
  with varnish thickness of 116 µm (3D mode)

ENVIRONMENTALLY FRIENDLY

– Ink is in a closed/circuit system – No ink and varnish residues

– No cleaning in-between jobs

– No material waste between jobs

– Reduced paper, varnish and electrical consumption

KONICA MINOLTA PRINT HEADS

– Exclusive MGI's inkjet technology

– With genuine Konica Minolta piezoelectronic printheads

– Produce any line thickness from 0.5 mm to as wide as the sheet

SOFTWARE SUITE INCLUDED

– On-the-fly job manager for last-minute changes

– Intuative handling of varnish jobs

– Reprint function

– Image editor

– Catalogue with different patterns

– Cost calculation

– Saves time and money

– Ease of use

CORONA TREATMENT SYSTEM (CTS)

– Optional In-line system, which enables the JETVARNISH 3D One to use a higher viariety of different media (e.g. plastic, etc.)

– Improves the adhesion of the varnish and maximizes the embellishment quality on digital prints

– With optional ozone filter cabinet

AIS SCANNER

– Full page scanner

– No crop marks required

– For on the fly coating registration from sheet to sheet

– For on-the-fly paper skew, shift, contraction and stretch adjustment

VARIABLE DATA OPTION

– Barcode reader option available – For Variable Data Printing

UNIVERSAL VARNISH

– one varnish solution for all types of prints (dry toner, wax based, offset, etc.)

– No need to change varnish between different jobs

– No cleaning between the jobs

– No waste

– Varnish comes in a 10 liter tank

– Saves time and money

ARTIFICIAL INTELLIGENCE SMARTSCANNER® (AIS)
RETHINK TECHNOLOGICAL REVOLUTION

The MGI AIS SmartScanner is a revolutionary registration tool for the printing and finishing industry:

– Eliminates more than 80% of operator setup time spent on registration processes, and reduces make-ready waste

– Decreases production time and increases productivity

– Reduces waste and makes the machine environmentally friendly

The AIS system uses Artificial Intelligence to create an automatic varnish registration for inkjet heads over the preprinted sheet. It is fully compatible with Variable Data Printing (VDP) jobs.

Without operator intervention, it makes corrections and adjustments for any defects generated by the original offset or digital print process:

– Sheet and image skew

– Sheet and image shift on X and/or Y direction

– Sheet and image stretch – partial or total

– Sheet and image contraction – partial or total

DIGITAL EMBELLISHMENT
RETHINK DIFFERENTIATION

The JETVARNISH 3D One allows a quick and easy set-up without the need of having any plates or screens. It produces anything from one to up to a thousand sheets per hour with ease. On the same sheet, the JETVARNISH 3D One can vary the caoting thickness from 21 to 116 microns, depending on the user's defined areas. You can use the JETVARNISH 3D One to add eye-catching 2D and 3D effects to each one of your regular printed jobs and turn them into spectacular added value print applications.

SOFTWARE SUITE AND TOUCHSCREEN INTERFACE

The entire JETVARNISH series has an innovative software suite that includes management tools such as: a job cost calculator, workstation image editor, reprinting utility, AIS SmartScanner setup and variable data controller. All job management functions operate via an intuitive touchscreen interface. This software suite allows operators to manage all activities related to the production and maintenance directly via the workstation interface.

Job cost calculator

Based on your image file, the job cost calculator is able to forecast varnish consumption and calculate precise production cost before the actual production starts.

Spot varnish editor

An easy to use graphical tool for editing job files directly at the workstation. This tool allows the operator to quickly modify the job on the fly without going back to prepress. It clearly saves time and allows the operator to set up jobs in only a few minutes.

ACCEPTANCE OF DIFFERENT TYPES OF MEDIA

– Media thickness from 135 to 450 g/m^2

– PVC, PET, various coatings and primer

– Increases the number of different applications, which can be created and number of jobs, which can be accepted

– Generates higher margins

DIGITAL ADVANTAGES

– Fast make-ready

– No plates or screens needed

– All that's required is a digital mask

– Ideal for lucrative short and medium print runs

– Wide range of substrates possible

– Varnishing on toner without lamination

– Varnishing on offset prints

– Accurate sheet-to-sheet registration with the AIS SmartSanner technology

– Quick and easy setup supports digital printing business model

TYPICAL APPLICATIONS
RETHINK ADDED VALUE/ DIFFERENTIATION

BOOKS, BOOK COVERS, MAGAZINES, BROCHURES

Offer on-demand printing and embellishment to reduce storage costs.

EYE-CATCHING GREETING CARDS, BUSINESS CARDS AND EXCLUSIVE INVITATIONS

Added value of business cards or greeting cards with special effects on different substrates in small, medium and large amounts.

PACKAGING, CARTONS

Appealing and eye-catching packaging design can be produced on-demand, with the ability for personalisation and versioning in small and medium amounts.

DIRECT MAILINGS, POSTCARDS

Eye-catching designs for more customized and personalized mailings to differentiate yourself from the world of electronic communication.

OTHER APPLICATIONS

– Personalized calendar
   (wire-o-type, strip type, table calendar,
   book calendar)

– VIP Tickets
   (VIP tickets, admission tickets etc)

– Point-of-purchase and promotional material

10 GOOD REASONS
TO INVEST IN HIGH-END EMBELLISHMENT

1. TURN PLAIN PRINTED JOBS INTO REMARKABLE PRINTS

Our digital varnish technology enables you to upsell your day-to-day print jobs and increase your profit.
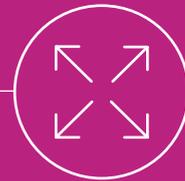
3. TAKE ADVANTAGE OF TACTILE FINISHING TO CREATE A SENSORY EXPERIENCE

Apply variable varnish thicknesses in a single pass to easily create irresistible 2D and 3D applications.

2. PERSONALISE WITH SPOT COATING

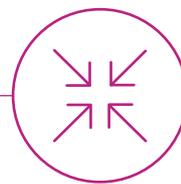Make each job unique and amazing.

4. DIFFERENTIATE YOUR BUSINESS

Add value to your existing print services and attract new customers by offering a wider variety of print and embellishment jobs.

5. UPGRADE YOUR SERVICES

Offer a broader range of substrates like matte or glossy laminated surfaces, layered paper, plastic, PVC and other coated materials.

8. SMALL DIMENSIONS

Varnishing does not require much space and can be installed in any location.

6. SIMPLIFY YOUR WORKFLOW

MGI digital varnish technology is the straightforward way to offer offline print enhancement. With the AIS SmartScanner you can easily create print files with perfect front to back registration on every sheet – without operator intervention.
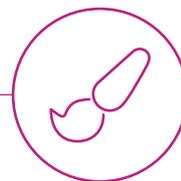
9. GO GREEN WITH ON-THE-FLY TECHNOLOGY

Integrated UV lamps provide 'on-the-fly' drying and curing with lower energy consumption than traditional UV systems.

7. SHORTEN YOUR LEAD TIMES

Our digital solutions reduce setup times to save you time and money. There's no need to invest in expensive plates or dies either. All you need is a digital file.

10. BE CREATIVE WITH NEW PRINT APPLICATIONS

Impress your clients with attractive 2D and 3D applications.

TECHNICAL SPECIFICATIONS
RETHINK CREATIVE PRINTING

PRODUCT SPECIFICATIONS – JETVARNISH 3D ONE

Printing technology	MGI's exclusive inkjet engine technology; Drop-on-Demand (DoD) technology; Piezoelectric printheads,developed and manufactured by Konica Minolta; Single pass printing; Flexible & scalable printing architecture
Coating thicknesses	Depending on your file, the inks used and the type of surface of your sheet, the coating thickness can vary. On laminated and aqueous coating: 21 µm – 116 µm for 3D raised effects and tactile finish. On toner and coated paper: 30 µm – 116 µm for 3D raised effects and a tactile finish
Production speed	In 2D/flat mode: Up to 2,077 A3 sheets per hour (with 21 µm) In 3D/raised mode: Up to 1,260 A3 sheets per hour (with 51 µm) Up to 547 A3 sheets per hour (with 116 micron)
Registration	SmartScanner coupled with Artificial Intelligence (AIS) for fully real-time automated sheet-to-sheet registration process. No crop marks required.
Formats	Min. 21 x 29.7 cm Max. 36.4 x 75.0 cm Max. Printable Width 35.3 cm
Substrate thickness	Min: 135 g/m² and not less than 150 µm or 6 mil before printing & lamination; Max: 450 g/m² and not more than 450 µm or 18 mil before printing & lamination; Motorized height-adjustment print heads
Substrates*	Printing on most matte or glossy laminated surfaces, with or without aqueous coating, layered paper, plastic, PVC and other coated materials.
Varnish on toner	Spot 3D One coat directly onto most digital prints with no lamination or coating required.
UV coatings and capacity	varnish delivered with a 10-litre tank capacity
High capacity Automatic feeder	Feeder able to handle a paper pile up to 30 cm; 2,500 sheets at 135 g/m²
Paper Tray	Tray able to handle a paper pile up to 15 cm or approximately 1,250 sheets at 135 g/m² All paper formats from A4 up to 36.4 x 75 cm
Paper path	100 % flat paper path; Vacuum feed system; Air feed system; Automatic double sheet detection; In-line LED dryer; ''On-the-fly'' drying & curing via integrated LED

Maintenance & remote technical support	Daily maintenance completed in less than 10 minutes; Majority of procedures are automated; Automatic cleaning system; From cold start to production in less than 10 minutes; Remote troubleshooting & support via included video/web camera (high speed internet connection required)
Operator panel	Integrated user-friendly LCD touch-screen
Options	Automatic PDF File Converter (including RIP); VDP barcode camera (requires Automatic PDF File Converter); AIS SmartScanner Lighting for metallized substrates
Additional Option	Corona One for JV3D One/JV3DS Ozone Filter Cabinet for JV3D One/JV3DS
Dimensions (L x W x H)	4.02** x 1.41 x 1.80 meter; 1 meter clearance required on all 4 sides
Weight	± 1,200 kg
Electrical requirements	V: 220-240V 50-60Hz; A: 20; plug: 2 plugs CEE 17 IP44 32A (32A 250V, 1P+N+PE); RCD 30mA; C curve 32A breaker
Operating	Temperature: 18 to 30°C Environment Relative humidity: between 30 – 55% (no condensation)
Respecting the environment	Eliminates resource waste (wasted electricity, paper and varnish); No plates (offset) or screens (screen printing); No cleanup or preparation between jobs; Drastic reduction in amount of consumables and use of bulk packaging; Coating without volatile solvent.

The default sheet format is A3, unless otherwise stated
1) with an additional option installed
2) speed will vary according to printing parameter used
3) confirm substrate/toner compability with KM
* The used substrate needs to be either coated or laminated.
  Otherwise the media is absorbing the varnish and the desired effect might get lost.
** No paper extensions available.

– All specifications refer to A4-size paper of 135 gsm quality.
– The support and availability of the listed specifications and functionalities varies depending on operating systems, applications and network protocols as well as network and system configurations.
– The stated life expectancy of each consumable is based on specific operating conditions such as page coverage for a particular page size (5% coverage of A4). The actual life of each consumable will vary depending on use and other printing variables including page coverage, page size, media type, continuous or intermittent printing, ambient temperature and humidity.
– Some of the product illustrations contain optional accessories.
– Specifications and accessories are based on the information available at the time of printing and are subject to change without notice.
– Konica Minolta does not warrant that any prices or specifications mentioned will be error-free.
– All brand and product names may be registered trademarks or trademarks of their respective holders and are hereby acknowledged.