

YOUR #1 SOURCE FOR DIGITAL PRINT FINISHING

THE 2021

 **SYDNEYSTONE**  
PRINTFINISHING.COM

# TECH REPORT

YOUR GUIDE TO THE LATEST ADVANCES IN PRINT FINISHING TECHNOLOGY

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Why you need this  
print-shop-in-a-box in  
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**BONUS:**  
GET TO KNOW THE  
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UV PRINTERS

# News & Installations

## SYDNEY STONE LTD. CELEBRATES ITS 70th YEAR IN BUSINESS | MISSISSAUGA, ON

Sydney Stone is pleased to announce that November 2021 marks its 70th year in operation. The company was founded in Toronto in 1951 by Sydney R. Stone, selling binders, cutters and small format presses. He sold the business to Harry Day & Shirley McKay in 1980, who in turn sold it to David & Dorothy Marsh in 1989. Marsh hired Michael Steele in 1999 and Dylan Westgate in 2005, who purchased the business from David in 2008.

"We find it very interesting; the printing industry is always evolving," said Dylan. "As a company with 70 years of history, we are proud of the accomplishments of our predecessors and look forward to continue being a part of the future of Sydney Stone."

Their 70th anniversary marks the 2nd milestone decade they've celebrated since they took over the business in 2008. "Time really flies," laughs Michael, "Dylan and I both feel like we've done a lot with the company since we took it on, and we hope to continue our strategy of growth and improvement going forward."



Founder Sydney Stone at a TradeShow & Inset (L)

## HEMLOCK PRINTERS INSTALL DUPLO DC-618 SLITTER CUTTER CREASER | BURNABY, BC

Hemlock Printers of Burnaby, BC, recently installed a brand new Duplo DC-618 Slitter/Cutter/Creaser, complete with rotary tool module, which allows for perforation, micro-perforation and score tool with strike perforation capability. The compact, powerful precision finisher was combined with the DC-ST-3 conveyor stacker to allow for increased production capability. With its ability to slit/cut/crease and perforate in a single pass, the DC-618 delivers professionally finished applications up to 23 sheets per minute.

Kasey Baillie, Production Supervisor & Purchasing, Digital, says "We required a new piece of equipment that would replace an aging machine that was being used to crease only. The Duplo-618's handling of heavier stock gave us the advantage of faster production speeds and allowed us to expand our capabilities to include creasing, cutting, slitting and perforating. For these reasons, and for its ability to integrate seamlessly with Fieri Impose, the Duplo-618 was the clear choice for our digital finishing needs."



Kasey Baillie, Production Supervisor & Purchasing, Digital with the new Duplo DC-618 Slitter Cutter Creaser

## SYDNEY STONE ACQUIRES PHILIPS GRAPHICS SERVICES; HENRY STOJANOWSKI JOINS TEAM | MISSISSAUGA, ON

Sydney Stone is pleased to announce the recent acquisition of Philips Graphics Services Limited. Owner Henry Stojanowski will be joining the Sydney Stone Service team effective immediately.

"Dylan and I have worked with Henry for over 15 years, and his experience, knowledge, and approach to service is an invaluable addition to our service offerings," said Michael Steele of Sydney Stone. "His mentorship for our service team is an important part of our strategy to continue to grow increasingly skilled, professional, and nimble team members."

"It's been my pleasure to work with Michael and Dylan for many years," said Henry. "I have complete trust that they will continue to take care of my loyal and long-time customers, and believe that clients of Philips Graphics will benefit from having access to multiple technicians and support staff, including myself. I look forward to being an official part of the Sydney Stone crew and sharing my experience in field service to the benefit of both their team and their customer base."



Michael Steele (L), Henry Stojanowski (C) & Dylan Westgate of Sydney Stone standing outside of the company's Mississauga office and showroom.

## GLOBE PRINTERS INSTALLS DUPLO DC-646 SLITTER CUTTER CREASER | ABBOTSFORD, BC

Globe Printers of Abbotsford, BC, recently installed a Certified Series reconditioned Duplo DC-646 slitter cutter creaser, complete with rotary tool and cross perforation modules.

Ken Giesbrecht, Owner and General Manager, says "with the current labour challenges in the marketplace we chose the Duplo 646 to add automation to our finishing department. The automation you get with the 646 allows the machine to operate almost unattended and produces a superior finished product."

The fully automated DC-646 is Duplo's mid-range, precision finisher that eliminates touchpoints and increases productivity.



Owner and General Manager Ken Giesbrecht (L), Bindery Operator Richard Bowling (C), and Director of Manufacturing Mark Dyck with the Duplo DC-646 Slitter/Cutter/Creaser





## HEMLOCK HARLING DISTRIBUTION INSTALLS STERLING DIGIPUNCH | RICHMOND, BC

Hemlock Harling Distribution Inc. of Richmond, BC recently installed a brand new Sterling DigiPunch, a high speed punch, from Sydney Stone.

"Our volume of punching and coiling increased dramatically over the past year so it was necessary for us to invest in an automated punching system," said Joe Pennell, Director of Production Services. "After researching several options, we felt that the DigiPunch was our best option."

Hemlock Harling provides direct mail marketing, postal and third party distribution services across North America.



Marifi, DigiPunch Operator (L) and Joe Pennell, Director, Production Services with their new Sterling DigiPunch

## LITTLE ROCK PRINTING INSTALLS THE FIRST VALIANI OPTIMA IN CANADA | CALGARY, AB

This machine is a vacuum flatbed plotter for die cutting, which allows it to cut a range of materials up to 20 mm (3/4 in.) thick. It is ideal for signage, in-house prototyping, point of sale displays, or short to medium runs of packaging – with high levels of personalization.

"Since installing the Optima it has become a staff favourite and is being utilized all day. Although it was initially purchased for signage cutting, it has now grown into creating new products and revenue streams within the company. The quality of the machine and the tools is second to none with precision cutting, and we have found ourselves moving jobs from another die cutting system to the Optima based on the quality of cutting and finishing. With the extremely easy-to-use software we were able to secure a new customer based on our ability to create a rapid prototype and present it to them, which has led to ongoing orders. We are very pleased with our purchase of the Valiani Optima V250 and are continuing to find new applications and revenue streams to capitalize on with it," said Brian Kroeker, president Little Rock Printers, in a recent interview.



Rick Nay, Production Manager (L), and Brian Kroeker, President, beside their Valiani Optima, the first unit installed in Canada



Owner Alan Dryburgh with the Morgana BM 5050

## PRINT PANTHER INSTALLS DUPLO DPC-600 AND MORGANA BM5050 | OAKVILLE, ON

Owners Christine Yardley and Alan Dryburgh have added a New Duplo DPC 600 and Morgana BM 5050 landscape bookletmaker to their finishing department. The DPC-600 is designed for producing short-run packaging, pocket folders, foam board displays, face shields, and so much more. Featuring smart technology without any physical dies required, it handles large media up to 23" x 31" and can cut, kiss cut, score, and perforate in one pass. It comes standard with press cut, active, and drag knives as well as scoring and perforation wheels to process paper, PET plastics, adhesive stock, corrugated, chip and foam boards up to 6 mm.

"The addition of both of these machines has allowed Print Panther to continue its quest to offer the highest quality output and most importantly in meeting the specialized needs of each one of our clients," says Alan.



Alan Dryburgh (R) and operator David with their new Duplo DPC-600

## ARC DOCUMENT SOLUTIONS TORONTO QUEEN EAST INSTALLS A XANTE EN/PRESS COMPLETE PRODUCTION SYSTEM | TORONTO, ON

ARC Document Solutions in Toronto recently installed the Xante EnPress Complete Production System at their location on Queen St. East. They needed a faster envelope solution that allowed them to do a full bleed on one side and fast, affordable turnaround, and the EnPress was the perfect solution.

The Xante EnPress can run up to 4,000 #10 envelopes per hour and has a print resolution up to 4800 DPI. It also has a built-in job cost calculator in its RIP workflow software, iQueue, making it easy to calculate costs and resources required for any given job. The RightON Colour Matching and Spot Colour Replacement feature also allow for quick changes to the colour output without having to go back and edit the art file or adjusting the CMYK settings.

# XANTÉ

## SAVE TIME AND MAKE MORE MONEY

The En/Press Digital Multi-Media Press with the patented Enterprise High-Speed Feed System and the new Enterprise-SP Feeder offers users an affordable way to go digital and meet the demand for fast, full-color printing.

The Enterprise feeder's groundbreaking design features a straight multi-speed feed path for a faster and smoother delivery compared to other feed methods. The complete digital solution is powered by iQueue Workflow that offers new file editing options, a new variable data manager, advanced color correction tools and more.

# EN/PRESS

- Up to 4,000 full color envelopes per hour
- Print resolution from 600DPI up to 4800 DPI
- Print on sheet sizes up to 13" x 49.6"
- Print on media up to 18pt (400gsm)
- Duplex media up to 16pt (350gsm)
- Lower cost per sheet to reduce production cost
- Dramatically improved print speeds
- Run full color jobs including variable data in one pass
- Output is 100% waterproof & laser-safe
- Built-in Platemaker (Computer-to-Plate Technology)



True Adobe® PostScript® is at the core of iQueue and it's packed with advanced imaging features. iQueue could not be easier to use. With beautiful spot color matching, fast variable data, full imposition, and so much more, iQueue Workflow keeps your jobs on the shop floor and out the door. iQueue workflow software includes a site license which means you have unlimited installs for all the users at your shop. Everyone can use all the powerful features of iQueue and you can easily share jobs between users.

- Improve in-house productivity
- Design templates
- Royalty-free specialty fonts
- Advanced colour matching capability
- Sequential Numbering
- NCR & Multi-part forms
- Job cost estimator

## iQueue

Simply Brilliant Color Workflow



Additional Tray System



Standalone with SL Feeder



High Capacity Tray System

**5**  
CONFIGURATIONS



Standalone



Complete Production System with Enterprise Feeder





## **NEW Flatbed UV Printers are able to print on an incredibly wide variety of media and materials.**

Instant ink curing and taller print bed capacity means you're only limited by your imagination. Create signs, promotional products, custom stationary, plaques and awards, report and book covers, packaging, ornaments, coasters and more!

### **Why Choose UV LED Printing?**

UV Printing has enabled a whole new world of products to be printed. Traditional solvent printing requires a significant amount of time to allow products to cure and dry. Solvent printing also has a higher cost per print.

UV Printing allows for automatic curing, which means it's safe for immediate packaging or additional finishing when required. This also eliminates waste caused by smudging.

UV LED printers also use far less electricity to cure the ink. LED lights typically have a lifespan of thousands of hours. LED lights also generate far less heat on the media surface, allowing for greater flexibility when printing on heat-sensitive products. Plus, no warm-up time is required for UV LED printers.

### **Key Features**

**Vacuum Table.** A vacuum flatbed ensures that media stays still and lays as flat as possible during printing, allowing for a cleaner, sharper output and a lower rate of waste.

**White Ink.** The demand for white-ink printing is increasing. Even if you will be mostly printing signs on coroplast, the ability to print white allows you to accept a wider variety of jobs and substrates. Plus, you'll be able to ensure your customers' CMYK brand colouring is consistent, even when printing on a variety of products (such as plaques, backlit displays, wood or leather).

**UV Ink.** Unlike traditional printing, UV ink is cured and dried instantly after printing by a single or dual LED light. This means the output is ready to be packaged or further finished as soon as it comes off of the flatbed.

**RIP Workflow Software.** All printers require RIP software, but some models require you to purchase it separately, sometimes with an annual subscription fee, and represent an added expense to ownership of your UV Printer.



**PRINT ON MEDIA  
UP TO 6" TALL**





# Reconditioned Equipment

## CERTIFIED SERIES MACHINES NOW AVAILABLE

Sydney Stone takes pride in its high level of machine reconditioning and offers a standard reconditioned equipment warranty of 100 days parts and labour. Machines that qualify as one of our "Certified Series" pieces of equipment automatically include our 1 year, 5-Star Extended Maintenance Agreement at no additional charge. The 5-Star EMA includes a comprehensive 1 year parts and labour warranty and two on-site preventative maintenance calls\* to ensure your equipment is always working at its peak. At the end of the included 1 year, 5 Star EMA, you will be offered to renew this agreement at an affordable annual or monthly rate to ensure your investment remains fully protected in the future.



**2015 MOHR D66 ECO 26.4" Hydraulic Cutter**  
Was: \$22,500 **NOW: \$21,500**  
Exceptionally clean; incl. 2 knives/tools/manuals



**Morgana Digifold Pro (Demo Model)**  
Was: \$27,500 **NOW: \$26,995**  
HS combo creaser/folder; up to 400gsm/6k sph



**Challenge EH3C Hydraulic Drill**  
Was: \$6,995 **NOW: \$6,495**  
Factory refurbished by the manufacturer



**Bostitch Stitchmaster Deluxe**  
Was: \$2,150 **NOW: \$1,995**  
HD tabletop model; stitch up to 1/4" flat or saddle



**Morgana Autocreater Pro 33**  
Was: \$11,495 **NOW: \$10,995**  
HS creaser; 12.6" x 27.5"; up to 8500 sph; 380k sheets



**Watkiss Powersquare 224 Bookletmaker**  
Was: \$42,500 **NOW: \$39,995**  
Stitch, fold, spine form & trim; up to 224 pgs thick



**Duplo 150i Booklet System (Demo Model)**  
System: \$42,500 w/PC & PC ARM: \$39,995  
DSF2200 set feeder paired w/ NEW DBM 150/150T



**Flexa 260 103" Trimmer**  
System: \$3,495 **NOW: \$2,995**  
DSF2200 set feeder paired w/ NEW DBM 150/150T



**Challenge Titan 200A 20" Hydraulic Cutter**  
Was: \$10,995 **NOW: \$9,995**  
Programmable w/ light beams & side tables



**EBA/Triumph 5551 21.5" Hydraulic Cutter**  
Was: \$10,495 **NOW: \$9,995**  
99-memory programmable w/ light beams & side tables



**Challenge 265XG 26.5" Hydraulic Cutter**  
Was: \$11,495 **NOW: \$10,995**  
Programmable w/ light beams & side tables



**Triumph 4350 16.9" Paper Cutter**  
Was: \$3,995 **NOW: \$3,495**  
Electric w/ power clamp&cut; cut line, LED backgauge

RECONDITIONED EQUIPMENT WON'T LAST LONG - CONTACT U



**HD 7700 w/ new 4:1 Die, APES & PAL**

Was: \$8,995 **NOW: \$7,995**  
Includes Auto-ejection and Pick-A-Lift

**Horizon PF-P330 Folder w/stand**

Was: \$5,995 **NOW: \$5,495**  
Quiet & reliable; easy to use interface

**Bostitch M19 Stitcher**

Was: \$7,995 **NOW: \$7,495**  
Includes G20 Head; stitch up to 3/4"

**Morgana UFO High Speed Folder**

Was: \$7,495 **NOW: \$6,995**  
18" x 25" format; fully auto; batching/perfing

**Morgana Plockmatic 200E**

Was: \$16,495 **NOW: \$15,495**  
Hand fed; 25sheet capacity w/squarefold & trimmer

**Morgana Autocreater 33**

Was: \$6,995 **NOW: \$6,495**  
Crease up to 12.6" x 27.5"; up to 5500 sph

**DSF 5000 High-Capacity Digital Bookletmaker System**

Configured w/ DSF 5000 set feeder w/optional cover feeder, SCC side slit/crease module, DBM 500 Bookletmaker w/optional spine flattener & 500T face trimmer. **Please call to discuss configuration requirements and price.**

**RhinOTuff HD 7000 Punch**

Was: \$3,995 **NOW: \$3,495**  
Includes your choice of a NEW die

**RhinOTuff HD 6500 Punch**

Was: \$3,495 **NOW: \$2,995**  
Comes with a NEW 4:1 coil die

**DSF 600i Bookletmaker System**

Only: \$75,000 **ADD \*NEW\* OPTIONAL COVER FEED STATION: \$84,995**  
Includes DSF 600 sheet feeder, DBM 600 bookletmaker w/trimmer & DSS350 square spine unit

**Challenge Paddy Wagon**

Was: \$895 **NOW: \$795**  
This unit is in excellent condition!

**Akiles Flexicloser Auto Wire Crimper**

Was: \$995 **NOW: \$795**  
Excellent condition tabletop wire closer

**WBM 532 Tabletop Wire Crimper**

Was: \$295 **NOW: \$250**  
Excellent condition tabletop wire closer

**Challenge Handy Jogger**

Was: \$395 **NOW: \$350**  
Tabletop jogger; sheets up to 11" x 17"

**CALL TODAY! 1-800-668-6055 or SALES@PRINTFINISHING.COM**

(\*) Certified series and on site EMA visits are subject to geographic restrictions – please inquire for details.

# Top 10 Supplies for 2022



## Instafoil

This low-cost, high customer value product makes it easy to produce beautifully-foiled products with your existing single roller or independent control dual-roller laminator. Less than \$0.01 per 18" of length (on a 12" wide roll)!



## Soft-Touch Laminate



Soft-touch has excellent contact clarity and actually enhances the appearance of the original printed colours. It has soft, peach skin-like texture, and is widely used in touch/feel applications such as business cards, menus and book covers. It is particularly well-suited for additional finishing processes, such as spot UV, hot stamping and gluing. Plus, it's thin enough that, once applied, the laminated product can actually be safely fed through your digital print device.



## Laminator Roller Cleaning Block

A hard rubber block used to remove and clean melted adhesive from your laminator's rollers.



## MultiLoft

MultiLoft is a great way to create thickness and add value to your printed products, especially business cards, postcards and invitations. The MultiLoft Sheets have a special cohesive on one side that will only bond to the cohesive on another sheet. Print graphics on the non-cohesive side, jog front and back sheets together, and cut with your power paper cutter - it's that easy! Plus you can add additional thickness using the MultiLoft inserts for finished products that are 24pt, 38pt, 52 pt or 66pt thick! Assorted colours are available in both the sheets and the inserts.



ORDER ONLINE 24/7 AT [WWW.PRINTFINISHING.COM](http://WWW.PRINTFINISHING.COM)





## Gloss Laminate

Gloss laminate is durable, easy to clean, and looks great on your finished products. Available in both PET and OPP for all of your customer's applications.



## Gallery Wrap Kit

Our hottest product right now! Transform a sheet of laminated digitally printed paper or a printed canvas into a professional wrap frame. All this is done without the use of any special tools or equipment! The wrap frame system is Made in Canada and makes it easy to accurately assemble every time, regardless of size.



## Xante Supplies



Sydney Stone is your Canadian supplier for Xante equipment & supplies in Canada! We have everything you need for your Xante En/Press, Impressia, X-16/X-33 and more. Sign up for our newsletter to receive special discounts and promotions!



## Laminating Pouches

Laminating pouches are a quick and easy way to protect your documents using your tabletop pouch laminator. They come in all different shapes and sizes. We offer a wide range of pouches to cover all of your needs. The high-quality pouches provide great protection for photos, documents, and more. We carry pouches in matte and gloss finish, with varied thickness and sizes.



## Glue

Whether you're perfect binding, PUR binding, NCR or regular padding, we're your source for the glue you need. We carry Dural, Henkel, Planatol and more!



## Padding Kit

Everything you need to start padding!  
Our all-in-one kit includes: 1x 2L jug of Sydney Stone brand padding glue (suitable for almost all padding applications); 1x Moon Shaped Padding Knife; 1x 3" Pad and Paper Counting Spoon, and; 1x 2" Paint Brush



# A Brief History of Valiani

Valiani was founded in Italy in 1974 by Franco and Franca Valiani. The company is now a leader in developing and distributing high-quality cutting and framing equipment, with a diligent focus on excellence in both the technology employed and the materials used in their machines. Valiani is constantly working to adapt and improve their product lines to best meet the needs of today's print shop, from revolutionary technology (such as the world's first interchangeable heads system) to streamlining operations and components sourcing (they recently redesigned their Mat Pro ULTRA to use more readily-available components, resulting in decreased production costs and a stronger, lighter finished product). The driving force behind their culture of innovation is a deep commitment to customer satisfaction. They believe that "innovation has no end point," and that philosophy has pushed them to continue to advance cutting technology to move the industry forward, empowering customers and competitors alike to do more, strengthen their capabilities and change the world.

In 1978, Valiani released their first manual mat cutter, the Cuttermatec. This was followed by the Squadramatec (a wall cutter) in 1981 and the Ellissomatec (an oval cutter) in 1982. Then, in 1983, they released their first pneumatic mat cutter with a manual head; the Cuttermatec Special - CMS. Two years later, they improved this technology and released the Cuttermatec Special - CMS with a pneumatic head.

In 1996, their first electric cutter, the K2 Electronic matcutter was introduced; a fully computerized cutter which was, at the time, considered the flagship machine for Valiani. Then in 2000 they released the "Future", a more affordable computerized mat cutter with extremely easy to use Mat Designing Software. In 2004 they revolutionized the industry again with the introduction of their GTO High Production Machine, which was a two-station Computerized Mat Cutter (CMC).



The Valiani Family

In 2007, Valiani introduced the world's first Interchangeable Head system, with six different cutting heads for each model of CMC. This advancement would earn them the F.A.T.G. Innovation Award in 2008. That same year, Valiani launched their North American operations, then turned their spirit of innovation from their hardware to their software. In 2009, they released their first Professional Packaging Creator Software (M3) which included a library of 500 different box templates, followed by their new Mat Design Software "V-Studio Suite" in 2010.

They began launching vacuum table machines in 2011, which ultimately led to the release of their Omnia, Optima Series and Integra Series of digital die cutters. These model are the pinnacle of digital die-cutting in today's equipment landscape, and combine all the best features of Valiani's technological innovations to date - the vacuum bed table, the interchangeable heads, and their easy-to-use software.



**1974**

Company was founded by Franco & Franca Valiani

**1979**

Introduction of first manual matcutter - the Cuttermatec

**1985**

Introduction of first pneumatic matcutter - Cuttermatec Special (CMS)

**1993**

Nico Valiani joins the company

**1996**

Introduction of first electronic matcutter - K2

**19**

Giadi Valia  
com





### Valiani Omnia

Omnia has been designed to automatically feed and contour cut media. The operator can load material up to 60 cm x 80 cm in size. Omnia will feed media to the cutting arm using a suction system that lifts media from the feeder (up to 500 sheets) and drags it onto the conveyor. Once in position, the camera will detect crop marks and execute the cut file for the pre-printed graphics, and the completed sheets drop into the catch tray.

#### Key Specifications:

Media Size: 23" x 31"

Media Depth: up to 3/8"

Speed: 32" / second

Tool Slots: 2



B2 Format

### Valiani Optima Series

The Optima series has been designed for the printing and packaging industry, with the aim to manage and simplify complex die-cutting processes. It is available in 4 sizes, with a wide range of tools and accessories. Characterized by extreme versatility, the Optima series can be used with a wide range of materials and cut up to 3/4" in thickness. It is a vacuum flatbed plotter for die cutting, and is ideal to be combined with a digital printer to start producing in-house prototyping, or managing short/medium runs.

#### Key Specifications:

Media Size: See Chart

Media Depth: up to 3/4"

Speed: 33" / second

Tool Slots: 2



**5-Year  
Warranty**



### Valiani Integra

Integra is a new digital cutting system combining the ability to manage packaging and post-printing processes with the ability to mill heavy materials generally used in the visual communication industry.

It is designed and built to cope with the processing of cardboard, foam, rubber, plastic, Forex, acrylic, Al-Dibond and many others. It can also be personalized with large variety of cutting tools to manage complex die-cutting processes and a system to detect crop mark to perform contour cut operation.

The new machine is equipped with two tool holder modules, and can cut substrates up to 3/16" thick with a tangential head or up to 3/4" with the oscillating blade. Aluminum composite / dibond, plexiglass, acrylic and forex more than 1/2" thick are no longer a problem! Plus, the optional powerful vacuum cleaner eliminates the processing residues left by the router.

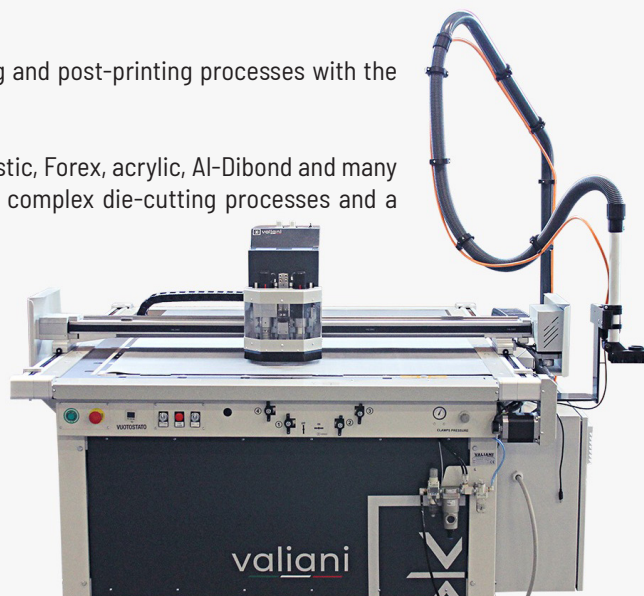
#### Key Specifications:

Media Size: See Chart

Media Depth: up to 3/4"

Speed: 46" / second

Tool Slots: 2



Integra can be equipped with all tools compatible with the following tool holders:

• **Multifunctional Tool Holder**

• **Versatool Holder**

• **Fixed-Tool Holder**

98  
ni joins the  
pany

**2007**  
Introduction  
of world's first  
interchangeable  
heads

**2008**  
Valiani receives  
Innovation Award  
for Interchangeable  
Heads

**2008**  
Launch of Valiani  
North America LLC

**2011**  
Introduction of first  
entry-level vacuum  
table machine  
(MatPro CMC ixV)

**2020**  
Introduction of Optima  
and Omnia Digital die  
cutters

# Sydney Stone, at your Service



## DEPENDABLE, WORRY-FREE MAINTENANCE

As your full-service dealer, Sydney Stone's experienced, factory-trained technicians can completely manage your maintenance on all models of equipment via our Extended Maintenance Agreements, Knife Change programs or as required time and materials service.

## WE SERVICE WHAT WE SELL... AND MORE

We offer complete service on everything we sell. Whether it is warranty work, repair service, extended and preventative maintenance, installation, training or equipment moves we can serve your print finishing needs with complete satisfaction.



**EBA**

**MOHR**  
CUTTING ON DEMAND

**XANTÉ**

**RS** Royal  
Sovereign

**TL**  
TEC LIGHTING

**Count**  
MADE IN USA

**valiani**  
your perfect cut

**m**  
morgana

**Duplo**

MEET  
THE  
TEAM

**Gary Potter**  
Technical Sales Specialist



Gary is a newer addition to the Sydney Stone team, joining the West Coast Vancouver office earlier this year as a Technical

Sales Specialist. A perfect addition to our crew, Gary wanted to work with Sydney Stone because he valued the company's commitment to customer service. Gary enjoys working with customers to identify and deconstruct their needs in order to provide them with the best possible solution for their print finishing. He also enjoys doing genealogy research and exploring the trails on Vancouver's Northshore. In fact, if Gary could travel anywhere in the world, he'd like to go to Devon in South West England to explore the ancestral origins of his family tree.

Favourite Colour  
**Pantone 312C**

Favourite TV Show  
**Yellowstone**

Favourite Movie  
**Shawshank  
Redemption**

Favourite Artist  
**Bruce Springsteen  
& the E Street Band**

Favourite Food  
**Braised Short Ribs**

Favourite Equipment  
**No favourite;  
he enjoys every  
step of the print  
process, from  
design to print to  
finishing.**

Favourite Quote  
**If you're on time,  
you are late**

**SAVE 15%  
ON XANTE  
SUPPLIES**

with coupon code  
**15XANTE2021**

Valid for phone and online orders until January  
15th, 2022. Some exceptions may apply.



**SYDNEYSTONE**  
PRINTFINISHING.COM

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