



PRO IMAGING  
GOLF CHAMPIONSHIP

# PRO IMAGING NEWS



PRO IMAGING  
GOLF CHAMPIONSHIP

## Pro Imaging News: Inside

Reminder of Dates for 2009 Pro Imaging Golf Championship  
 Invitations filling up fast  
 Featured Premier Sponsor  
 Tournament readies for Tucson  
 Special "Pro Imaging offers" to Tournament Participants

## Dates for 2009 Pro Imaging G.C. Tucson Arizona

The dates for the 2009 Pro Imaging GC are:  
**April 24-28 2009**

Friday April 24 - Practice Rounds - Social Gathering  
 Saturday April 25 - Practice Rounds - Welcoming Party  
 Sunday April 26 - Practice Rounds - Pairing Party  
 Monday April 27 - First Round of the Tournament - Flighting Party  
 Tuesday April 28 - Final Round of the Tournament - Awards Banquet

Welcome Party, Pairing Party, Flighting Party, and the Awards Banquet are all hosted by our sponsors. Prizes are awarded for 1st thru 4th in two flights. A full list of prizes will be posted on the website later.

## Invitations filling up fast.

The 24th Annual Pro Imaging Golf Championship, to be held in Tucson, AZ, is already attracting lots of interest. This invitation only event is filling up fast. Our generous sponsors have made this event possible and are more than ready to help you obtain your 2009 invitation. Contact the representatives listed below to make sure your invitation is forthcoming and that you are destined for Tucson!

If you have any questions or need help getting introduced to some of these sponsors, email me at [toren@proimaginggolf.com](mailto:toren@proimaginggolf.com) and I will put you in contact with a sponsor.

**Kodak:** David Shelp - [david.shelp@kodak.com](mailto:david.shelp@kodak.com) - 1-585-724-1900

**Fuji:** Dominic Insana - [dinsana@fujifilm.com](mailto:dinsana@fujifilm.com) or Marty Wells - [mwells@fujifilm.com](mailto:mwells@fujifilm.com)

**Durst US:** Christopher Guyett - [cguyett@durstus.com](mailto:cguyett@durstus.com) - 1-585-486-0340 ext. 5270

**Quality Media and Laminating:** Art Lyons - [art.lyons@qmls.com](mailto:art.lyons@qmls.com) - 1-800-552-9427

**ZBE:** Tim Sexton - [tsexton@zbe.com](mailto:tsexton@zbe.com) - 1-805-576-1600

**AIE:** Chad Munce - [cmunce@pmi.org](mailto:cmunce@pmi.org) - 1-517-788-8100

**Liberty Photo:** Mike Pearson - [mpearson@libertyphoto.com](mailto:mpearson@libertyphoto.com)

**Independant Photo Imagers:** Brenda DiVincenzo - [brenda@ipi.com](mailto:brenda@ipi.com) or Brent Bowyer - [brent@ipi.com](mailto:brent@ipi.com)

**Versadig Seemee:** Eric Tischer - [etischer@seemeeus.com](mailto:etischer@seemeeus.com)

Be sure to thank all our sponsors for hosting such a great event.

## Featured Sponsor

Each month Pro Imaging News features a premier sponsor. This gives you the opportunity to learn more about the products and services of our Sponsors and the exclusive offers available to PGC participants.

This month's featured sponsor is:



The **6Sight Future of Imaging Conference** is all about connecting trends to opportunities, ideas to strategy, and imaging leaders with each other.

6Sight® brings the imaging and communications ecosystems together for an unparalleled opportunity for networking, forming partnerships, and exploring new directions. Take this opportunity to build on thought-provoking discussions and make connections that help your business grow.

See the future of imaging November 18-20 in Monterey, Calif., with a stellar program:

- Keynoter Bill Lloyd, chief technology officer for Kodak, addresses the need for simplifying the digital experience for consumers
- Keynoter Guy Kawasaki reveals the strategic direction of businesses in the next three to five years
- The Future of Cameras
- Image Sensors
- Analyst Panel
- The Future of Camera Phones
- From the Worldwide Front Lines – An International Retailers Panel
- Printing at the Speed of Ink
- Veni, Video, Vici – A Look at High-Definition Displays
- The Future of Lenses
- Geo-Imaging
- New Technology Showcase – brief product demonstrations scheduled throughout 6Sight
- Networking events, including the Welcome Reception (Maritime Museum of Monterey), lunches, Gala Dinner Reception (Monterey Bay Aquarium), and the Farewell Reception



*See the wonders of the Monterey sea canyon as you dine with your 6Sight colleagues at the Monterey Bay Aquarium*



*The Monterey Conference Center welcomes the 6Sight Future of Imaging Conference to one of the best conference venues in the U.S.*



*Monterey Maritime Museum hosts the 6Sight Welcome Reception.*

## Tournament Readies for Tucson

For 2009, The Pro Imaging Golf Championship offers attendees and unparalleled opportunity to experience golf in an awe-inspiring location. The beauty of natural canyon views and lush desert surroundings extends beyond the golf course. There is something special about Tucson's blend of Southwestern history, culture, and diverse scenic beauty that makes Tucson the best place to experience Arizona.

We have added a couple of great events for attendees who choose not to golf with us. The Hilton El conquistador and Pro Imaging Golf will be hosting a Chef's table wine and cooking session on site, where guests will have the opportunity to create exceptional Southwest cuisine alongside culinary experts. We will also be arranging transportation to and from the boutique shops nearby, providing a relaxing and worry-free experience without the hassle of driving. Look for other great excursion ideas including discounted spa services in the current events section of the Proimaginggolf.com website. For questions, contact toren@proimaginggolf.com

### Layout of Tucson Golf Courses

Each of the courses is exciting and plays very differently from the other. Both the Canada and Conquistador courses wind through numerous stands of mesquite trees, offering a park-like feel in a desert landscape. The Conquistador is an exceptionally playable course with a lush feel. From the depth and range of the courses, you will quickly understand why the El Conquistador has been named one of the top Arizona golf resorts in the Southwest.

On Pusch Ridge, the golfer plays from elevated tees to sloping fairways and, more often than not, backs up to an elevated green. El Conquistador golf makes full use of the ravines and ridges as well as indigenous cactus and trees to challenge any player.

### Courses at a Glance

The Conquistador - 18 holes, 6,801 yards, Par 71, Rating 72.7, Slope 126

Cañada - 18 holes, 6,713 yards, Par 72, Rating 72.2, Slope 146

Pusch Ridge - 9 holes, 2,788 yards, Par 35, Rating 65.6, Slope 110

### Tucson, Arizona

Pro Imaging News will not only keep you informed of happenings related to the tournament but will also include facts about this year's location. Stay posted and get great information about Tucson, Arizona, home of the 2009 Pro Imaging Golf Championship. With such a great location, you just might want to extend this trip beyond the tournament!

#### Tucson Facts:

- 1) Just a heads up, you can receive a 25 year jail sentence for cutting down a Saguaro Cactus.
- 2) Did you know that Tucson has both a light ordinance and a lighting curfew. Lights are positioned to show in a downward direction only, never upwards, and lighted signs have to be turned off after 11pm.
- 3) Tucson is world renowned for its star gazing, and clear skies making Tucson one of the best places to view the stars.

## Stay Updated

Invitations will be going out the second and third week of January, so make sure you are on the sponsors lists and keep an eye out for your invitation.

If you have any ideas or suggestions on the tournament please feel free to contact [toren@proimaginggolf.com](mailto:toren@proimaginggolf.com)

## Special Pro Imaging Sponsor Offers

Please check out the special Pro Imaging Sponsor offerings on following pages. Sponsors have graciously made attractive offers available exclusively to attendees of Pro Imaging Golf Championship.

As we enter into the fall season, for those of you in the northern regions, stay warm and dream of green fairways. For those of you in the southern climates, work on your drives, these fairways may be green, but if you are not in the middle you are in trouble. If you have any questions feel free to email [toren@proimaginggolf.com](mailto:toren@proimaginggolf.com) or I can be reached at 616-452-3941.

Toren Prawdzik Chairman



INDEPENDENT PHOTO IMAGERS

Congratulations to the Pro Imaging Golf Championship Board of Directors for an unsurpassed 24 year history of providing the longest running client appreciation event in the industry! Independent Photo Imagers (IPI) is proud and honored to have been accepted as a 2009 sponsor of this classic event. For those that may not be familiar with IPI, here's a brief synopsis. IPI is North America's largest buying group/trade association composed of independent businesses operating in both the image capture (photography) and the image archiving (printing of all kinds and preserving) industries. As a community of over 500 members owning and operating close to 750 locations in all 50 United States, the District of Columbia, Mexico, Canada, and Australia, IPI is THE Network for independent businesses in terms of providing its members with purchasing and expense management, cyber and face to face meeting, and educational opportunities. Founded in 1982 in Southern California and spreading today around the globe, IPI is well recognized in the photo industries and many allied industries as being a leader in innovation and execution of a wide range of programs and initiatives for the benefit of its members and consumers.

# FUJIFILM

## **FUJIFILM USA INTRODUCES FUJICOLOR CRYSTAL ARCHIVE ALBUM PAPER**

Fujifilm Professional Labs have always been on the cutting edge of silver based output technology and today is no different. To complement our line of output products including our new Fujifilm/Xerox Docucolor solutions, Fujifilm Professional now offers a solution for those who want a step above the printed photo book. Our new Crystal Archive Album Paper is precisely that, a Crystal Archive solution. Fujicolor Crystal Archive Album paper is a silver halide color paper designed to produce quality prints. The base of this paper is specially designed for assembly and mounting of prints after processing, in double-sided photo album pages. Like all of our Fujicolor Crystal Archive Papers, this new silver halide paper incorporates advanced color coupler and layer design technologies to deliver enhanced color reproduction, excellent image stability and easy handling. Expanded options are what the new imaging world is all about and Fujifilm Professional is here to deliver those options for you and your customers.

## **WIDE FORMAT INKJET COMES TO FUJIFILM USA**

Fujifilm USA has recently added wide format inkjet media to its range of Professional lab products. With substrates ranging from nanoporous, resin-coated photo papers to fiber-based fine art papers, canvas as well as graphics substrates like scrim vinyl, Fujifilm wide format inkjet products offer professional labs quality and image excellence comparable to Fujifilm Crystal Archive silver halide papers.

Do you want to provide a new twist to your classic product offerings with black and white inkjet printing? For fine artists, this means fiber-based B&W prints. With Fujifilm Talbot Museum Fine Art paper, you now have the perfect solution. Offering a Semi-Gloss appearance that simulates the "look" of an air dried, glossy, fiber-based silver halide print, this 300 gsm alpha cellulose paper is as close as you can get to a fine art B&W print without getting your hands wet. The lignin-free, pH neutrality of its base makes Fujifilm Talbot a great archival alternative and it doesn't need a matte black ink to achieve a DMax of >2.65. Available in popular sheets and roll configurations, Fujifilm Talbot is a great way to keep your B&W fine art offerings fresh.

## **DIGILAB SOFTWARE**

Fujifilm continues to offer DigiLabs software to photo labs that want a private label solution for photo specialty products that are locally printed by the lab. Featuring modules specifically for Photo Books, Photo Calendars, and two sided folded cards, the DigiLabs software is available in several different licensing schemes, for specific production arrangements. In store PC workstations can be set up to output to either a low volume, affordable Xerox Phaser printer, or to a higher capacity Xerox DocuColor system. Fujifilm USA provides turnkey bundles for these various printers, and DigiLabs is the ideal front end software solution for labs who want to launch a fully functional offering with minimal development requirement or set up. The real value with the DigiLabs software comes with the remote ordering version, which provides the lab with a private label licensed product that can be distributed in an unlimited basis. Users receive the software via download from the lab's website or on CD's provided by the lab, and the software is loaded on the photographer's computers (Mac and PC versions are provided). Customers submit orders to the lab via secure FTP web upload. The turnkey solutions for photo specialty printing offered by Fujifilm USA also include a line of Xerox Digital printing papers that are optimized for use in the Xerox printer, and available in sizes that match the template products offered in the DigiLabs software for books, calendars and cards. For photo book products, Unibind book covers are available in these same standard sizes, including 8-1/2" x 11", 8" x 8" and 12" x 12". Licensees receive full support and upgrades for the first year, and full service support plans are offered on an ongoing basis.

Contact Dom Insana at Fujifilm USA – [dinsana@fujifilm.com](mailto:dinsana@fujifilm.com) or your Fujifilm USA sales representative to find out about how a DigiLabs solution or any of our other products can expand your business offerings and bring in extra revenue.

The real value with the DigiLabs software comes with the remote ordering version, which provides the lab with a private label licensed product that can be distributed in an unlimited basis. Users receive the software via download from the lab's website or on CD's provided by the lab, and the software is loaded on the photographer's computers (Mac and PC versions are provided). Customers submit orders to the lab via secure FTP web upload.

The turnkey solutions for photo specialty printing offered by Fujifilm USA also include a line of Xerox Digital printing papers that are optimized for use in the Xerox printer, and available in sizes that match the template products offered in the DigiLabs software for books, calendars and cards. For photo book products, Unibind book covers are available in these same standard sizes, including 8-1/2" x 11", 8" x 8" and 12" x 12".

Licensees receive full support and upgrades for the first year, and full service support plans are offered on an ongoing basis.

Contact Dom Insana at Fujifilm USA – [dinsana@fujifilm.com](mailto:dinsana@fujifilm.com) or your Fujifilm USA sales representative to find out about how a DigiLabs solution or any of our other products can expand your business offerings and bring in extra revenue.

# LIBERTY

## Lifestyle Photo Products

Transform your product offering from boring to bold. Move beyond traditional t-shirts and mugs decorated with square photos. Bring your customers products that deliver options for self expression, high-fashion, and superior quality. Adorn Lifestyle Photo Products with personal photographic compositions to create products that your customers will be proud to make a part of their everyday lives.

Liberty has everything you need from heat presses and printers to sublimation inks and transfer papers, we carry it all. You will be surprised at how easy it is to create beautiful, high-quality products when you have the right equipment and instruction. Even better is the ability to control the quality and ensure that your customers are always getting the best.

Put your customer's photos on the latest performance apparel. We offer three different fabric types that are specifically engineered to withstand the rigorous production environment of digital decorating. Call us today to find out more about our complete starter packages.



800-572-3600  
[www.libertyphotoproducts.com](http://www.libertyphotoproducts.com)



Quality Media & Laminating Solutions markets a comprehensive line of laminates, adhesives, and digital print media for wide format printing finishing and display. We offer a complete range of laminators for every application and production requirement. We distribute AGL, Ledco, and Quality brand laminators, ranging in sizes from 25 to 80-inches wide. So if you are laminating a six foot wide backlit or an ID card our team of sales and technical specialists can match you with the right laminator.

Brilliant Banner and the Accenta Roll it Up 4 Banner Stand An award winning combination, Quality offers a complete line of print media for tradeshow and retail displays. Brilliant Banner is our most popular product for retractable banners stands. A flame retardant, flexible and water fast-coated polyester banner formulated for water-based ink jet printers. Lighter than vinyl but highly tear resistant, Brilliant Banner is the right choice for indoor banners when a lighter, more flexible drape is the goal. Combine Brilliant Banner with the Roll it Up 4 from Accenta for an elegant portable display that is perfect for tradeshow and point of purchase advertising. The Roll it Up 4 is a reddot design award winner. The top bar and the base unit of the system disappear behind your graphic so customers see all banner, no banner stand. The stylish construction has a uniquely sparkling finish that is as durable as it is attractive. A spring-loaded roller mechanism lets you adjust the tension if needed. Brilliant Banner will lay completely flat when installed in a Roll it Up 4, no cupping or edge curl.

Quality Media's partnership with Accenta allows us to offer you a total solution for your display needs. Select from our extensive offering of print media for solvent, water-based and UV curable printing and match that with one of the innovative display products from Accenta including modular aluminum displays, portable displays, front-loading frames and other unique display solutions.

Quality Media & Laminating Solutions 800-552-9472 www.qmls.com info@qmls.com



ZBE's newest printer is the Chromira 5x ProLab, designed to increase the workflow and profitability of any imager. It is an affordable, high speed, all-purpose, integrated printer/processor that will meet any professional imager's small-to-large format digital printing needs. Ideal for professional, retail, commercial and fine-art markets, this labor-saving all-in-one printer utilizes ZBE's patented LED technology to image beautiful, high quality prints that exit the machine XY-cut and collated into finished orders. It's printing-processing speed (24 IPM) in combination with ZBE WorkStream software's ability to create murals, album pages and nested portrait packages, results in great adaptability and flexibility for both your lab and your customers. Efficient and fast, Chromira 5x ProLab can produce 300 sq. ft. of individual images in one hour - printed, cut and collated. That's 1440 4x6 prints, 480 8x10s, 35 30x40 large-format images or anything in between (Capable of printing 30" x 160 feet, it'll also print a lot that's beyond, too.). And every one of those prints will be perfectly matched, every time.

*Revolutionary*  
One Printer Does It All



chromira<sup>5x</sup> ProLab

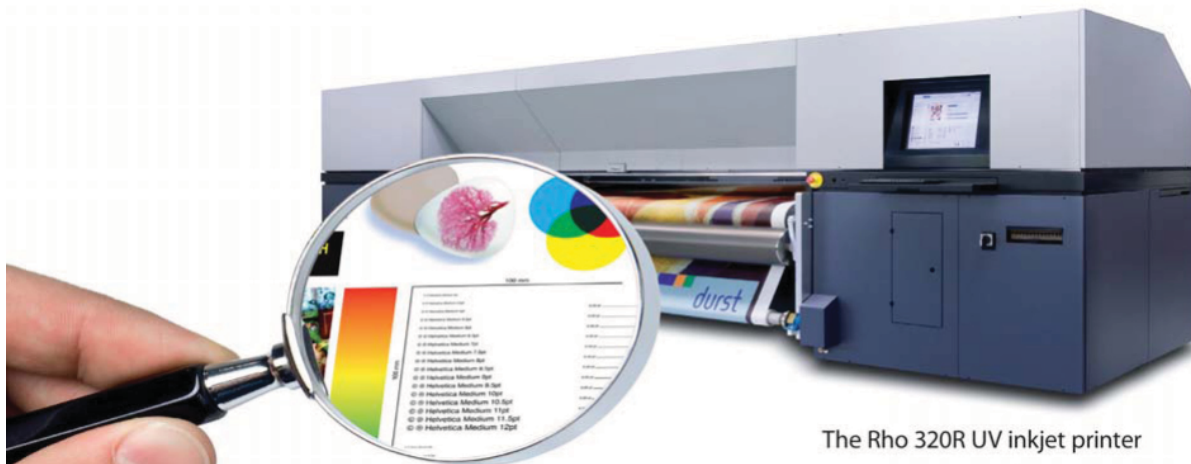


# durst

Durst Image Technology U.S., LLC is a world class manufacturer of professional large and wide format digital imagers for the printing industry. Durst is a worldwide company involved in the production of high quality products and solutions for the reproduction of images on paper and other media. No one knows how to help the professional imaging industry produce high-quality images in a highly efficient workflow like Durst.

We would like to invite you to stop by the Durst booth (#1861) at the 2008 SGIA show, October 15-18 in Atlanta, GA

## The **NEW** Durst Rho 320R: A new quality standard for large format roll-to-roll printers



**10.5-ft Grand Format UV Printer**  
**The Highest Quality Roll-to-Roll Printer Available**  
**Magnetic Linear Drive System**  
**Extremely Productive, 710 sq ft/hr in 2 pass setting**  
**Simultaneous RIP, Transfer and Print Workflow**

### The Rho 320R UV inkjet printer

Thanks to Durst's own Quadro® Array 30 printhead technology and a new print carriage magnetic drive system, the Rho 320R offers the highest roll-to-roll printing quality available at high production speeds.

Now, demanding and profitable applications such as lightbox displays, illuminated posters and window graphics can be achieved quickly and economically.

Other features include the environmentally friendly, VOC free, Rho Roll Ink, with options of Durst's proven white printing and additional light colours.

The Rho 320R prints widths up to 320cm with options for printing two rolls side by side and another for perfectly registered double sided printing.

As with all Rho systems, Durst offers with the Rho 320R the highest reliability, the capability of 24/7 production and best service support in the market.

### Durst. Depend on us

888-480-3588  
[www.durstus.com](http://www.durstus.com)  
[info@durstus.com](mailto:info@durstus.com)

Booth #1861



# Kodak

Kodak is extremely proud to be affiliated with the Pro Imaging Golf Championship. Not only does it afford us the opportunity to connect with friends in the Pro Imaging business, but it also allows us to draw upon Kodak's sponsorship with the Pro Golfers' Association of America. The PGA Tour has appeal for all golf enthusiasts.



Kodak and the PGA Tour announced the creation of the Kodak Challenge, a first-of-its-kind competition for PGA TOUR players that celebrates beautiful holes and memorable moments on the PGA TOUR – the 'Kodak Moments'. The Kodak Challenge begins in January 2009. Select PGA TOUR tournaments will feature a Kodak Challenge hole. Players must play at least 18 Kodak Challenge holes throughout the season to be eligible to win. Players will post their lowest score relative to par on 18 of the Kodak Challenge holes to compete for the Kodak Challenge title and \$1 million.

Pretty exciting, huh? Well at the 2007 ProLab Golf Classic at the Sea Pines Resort in Hilton Head, SC, we hosted a little Kodak Challenge of our own; offering two packages for an entire week's activities to a 2007 PGA tour event to the golfer with the closest to the pin tee shot on each of the Par Three holes. Eight packages were awarded in total to the 'expert' shot makers to be enjoyed at a PGA event of their choice.

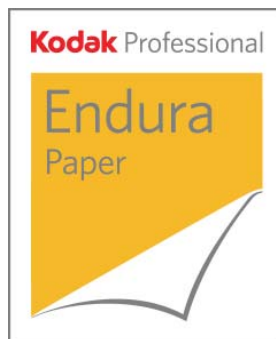
For those of you who are members of our Digital Print Production software family (DP2), you were also treated to a little Kodak Challenge fun at Kodak's annual Pro Lab Workshop held this past June at the Hyatt Hotel in Rochester, NY. Each year, Kodak's plays host to customers of our DP2 software at a 2 ½ day event that delivers business information to Pro Lab owners and General Managers on market trends, growth ideas, and thought-provoking concepts to help fuel business growth in today's challenging market. In addition, the Workshop offers valuable technical content to production and IT staff members to drive productivity improvements, enhance image quality and increase operational throughput. Our award winning software, DP2 version 10, took center stage. Version 10 represents our latest release of the software and it is loaded with new features, benefits, and all the vitamins and minerals a lab needs to grow strong and healthy!





The Workshop opened on the eve of Kodak's public announcement of the PGA sponsorship. We capitalized on the excitement and featured a golf décor including putting greens and who can forget the six - 52" plasma Wii golf stations set up in the middle of the grand ballroom where many a Kodak Challenge was held during the evening. And of course, we all found their way to the numerous 19th holes available and took advantage of the great food and refreshment along with the opportunity to connect with old friends.

The fun with golf hasn't stopped since! Others within our Kodak family of customers have been treated to golf packages including the opportunity to play in a PGA Pro-Am event. For most of us, this is a once in a lifetime opportunity; to walk a championship course and play along side of a PGA Tour professional. Truly a Kodak moment!



Enough about golf news. Here's some product news that may be of interest regarding Kodak products and services, like our new Kodak Professional Supra Endura VC paper that features an expanded color gamut for exceptional image quality; or other enhancements to our media portfolio including our new wide format inkjet products and our improved Kodak Professional Ultra Endura paper for commercial display applications; and our Kodak Professional Endura Metallic paper that provides rich, vibrant colors and flattering flesh tones that appeal to photographers, display designers, and your customers who seek a premium look. This is just a fraction of what Kodak has to offer. For more information, please contact your local Kodak Professional Account Manager.

We look forward to seeing everyone in Tucson, Arizona! In the meantime, it's back to the course for a little practice. I keep having the same problem: I only play in the low 80's. Any colder than that, I won't play.



Verseidag Seemee is adding to their Mesh product line with the addition of Mesh Extra. Mesh Extra is the ideal solution for those applications requiring the highest quality of color brilliance and appearance. Its light weight and reduced wind-resistance combined with brilliant, precise color acceptance makes it ideal for in front of walls, scaffolding and backdrops for theater and television. It is a specially designed knitted fabric that has no distortion during welding, achieved by thermal fixation of the raw material during the coating procedure. Mesh Extra is available in 126” and 196” width.

Verseidag is also pleased to announce our new generation of competitively priced fabrics designed for various digital printing outputs. Our Transfer Dye Sublimation line includes a Flag, Satin and 2 fold material. These products offer excellent print results with brilliant color clarity, outstanding contour and precise definition. Also available are several coated fabrics developed for direct dye sub, solvent and UV outputs. Flag PFR, Display PFR, Voile PFR and Banner PFR are all German coated fabrics that produce excellent quality for your POP/POS, tradeshow and display markets.

Call us about our Fall Product Sale at 973.252.1189!! We are offering special savings on a number of our best selling Flexface products, such as a Backlit, Frontlit and Mesh product. These German PVC coated products give you superior color and print quality and are compatible with solvent, eco solvent and UV outputs. We are also offering a number of textiles at special savings. Gem, Showtime and Flash all create a bold and innovative look for your soft signage advertising. These textiles are excellent for POP/POS, tradeshows, wall coverings and theatrical applications. Take advantage of these special savings while supplies last!