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Printware

A Division of Vanguard Graphics International



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A Note From Tim



Summer has ended with an unusually quick end here in Minnesota. The kids are back at school and

that means my favorite time of year - Fall!

It also means that all those great books you promised you'd read during summer should now be put to into practice. If you are like any of the other business owners I talk with we all know that with the change in the weather comes changes in the business cycle. I found the following article of good help even if you don't feel times are all that tough. You can download a copy by clicking on the link below.

[Selling in Tough Times](#)

We've been busy with some great new projects and ideas that we look forward to discussing with you and hope you'll plan a visit to Graph Expo in October to see the latest from our industry. Who

Public Speaking Lesson:

How Smart Do **YOU** Sound?

www.justsell.com

Misused words and phrases can make us sound less intelligent than we'd like to sound.

Correct!

"All intents and purposes"

*The phrase all intents and purposes is a shortening of the legal phrase "all intents, constructions and purposes." The phrase denotes every practical sense.

"Champing at the bit "

*Champing at the bit implies an eagerness or anxiousness to do something and impatience at being held back; chomping at the bit is considered acceptable to say, by some.

"Couldn't care less"

*If you could care less, it means you still care. Couldn't care less signifies an utter lack of interest

[View the source ...](#)

Visit us at Graph Expo!



Join [Printware](#) and [Xitron](#) in Chicago, October 26-29 at

knows maybe a Chicago baseball team will even be playing baseball.

Wishing you a great Fall!
Give me a call anytime to find a way we can help you grow your business and make it more profitable.

Regards,

Tim Murphy
Printware, LLC
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tim.murphy@printwarellc.com

McCormick Place, South Hall, Booth 5211, to see the latest in pre-press solutions to help you increase productivity and profitability in your business!

[Click Here to Register!](#)

**Request
Discounted
Tickets to
Graph
Expo!**



Offer Expires: September 15, 2008

Cool Print Video Links

Frank Romano's History of Printing

in 15 Minutes

*By Adam Dewitz on July
17th, 2008*

Released at Drupa 2008
Frank Romano gave
WhatTheyThink.Com a
video on the history of
printing he created with his
students a few years back.
In the video, Frank walks
you through major
milestones in the history of
printing. From Johann
Gutenberg to papyrus to
important contributors in
the development of type to
Ben Franklin to
Mergenthaler to Frederic
Ives.

[See the History of
Printing Video](#)

Xitron Announces Graph Expo Highlights

Ann Arbor, Michigan - August 25, 2008

Xitron, the prepress industry's leading independent developer and integrator of Raster Image Processors, RIP



management software and workflow solutions, today announced that its will debut a new online job submission and proofing solution along with demonstrating advanced workflow solutions based on the latest Adobe (Stock Price Web Site Executives Related Articles Google) PDF print engine and Harlequin RIP technologies at the Graph Expo show October 26-29 in Chicago. Highlights of the exhibit include:

- **Navigator GPS 8** workflow for Harlequin RIPs
 - Xenith Sierra workflow based on the Adobe PDF Print Engine technology
 - PrinterNET web submission and online proofing solution
- Navigator GPS 8 incorporates Harlequin core RIP technology from Global Graphics Software along with Xitron's widely adopted Navigator RIP Manager workflow solution. Navigator GPS 8 includes native support for PDF1.7 and XPS v1.0. In addition, a PDF soft-proofing plug-in option creates a raster PDF of jobs for final client approval.

Xenith Sierra, based on the Adobe PDF Print Engine, is Xitron's premier offering in the Xenith workflow family. Xenith Sierra will accept and process PDF files in their native mode providing a true end-to-end PDF workflow.

PRINTERnet, an automated online job submission and proofing solution automates prepress departments by providing:

- Online job submission and proofing
- Integrated preflighting

Industry News

Graph Expo JDF Workflow Feature Shows Profit Potential

www.whattheythink.com

Reston, VA (August 11, 2008) - Demonstrating to printers JDF's potential for profit, GRAPH EXPO 2008 will showcase for the first time ever a JDF workflow live on the show floor this October 26 - 29, 2008, in Chicago's McCormick Place South. Involving several vendors and the CIP4 (Web Site Related Articles Google) Organization, JDF Works Print Shop Live! is designed to show attendees exactly what can be accomplished with technologies that are already available today.

- Automated job status notification
- Workflow integration
- Expandability
- Integrated PDF option

PRINTERnet enhances the printer's prepress department capabilities by extending its operation from normal business hours to a 24/7 operation. PRINTERnet automatically accepts, preflights the file and generates a soft proof of the job.

"Xitron is pleased to be one of the first vendors to deliver on the technology demonstrated at drupa earlier this year" stated Mark Eisenschenk, Xitron's President and Chief Executive Officer. "Our software products offer customers the features and productivity enhancements they need to be competitive in today's market." Xitron is the largest independent provider of RIPs in the market.

[Learn More...](#)

Plan Ahead! Take control of your up-time!

PlateStream® Advanced Technical Training Schedule

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October 20-22 (PlateStream SC/SCX)

November 17-19 (PlateStream 46/34)

December 8-10 (PlateStream SC/SCX)

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