



Stallion Repro's MD, Jeff Cutler (right), and platemaker, Storm Meyers, with the Esko CDI Spark 4835. It images all digital photopolymer plates, ranging from 0.76 to 6.35mm in thickness and up to 1 200 x 900mm in size.

Partnering for platemaking success

SINCE Rotocon was appointed as the distributor of the DuPont Cyrel brand of flexographic plates and platemaking equipment four months ago, it has set up a dedicated division to cement the new business relationships created with the narrow-web industry's repro houses.

One of these new business relationships includes Durban-based Stallion Repro, which has supplied printing plates to the industry since 2000. Production manager, Jesse Jeffrey, points out that Rotocon's well-established name in the industry gives Stallion Repro peace of mind. 'Quality, service and customer relationships are of utmost importance to us, and we believe Rotocon shares the same outlook.'

MD, Jeff Cutler, adds that the team has been using the DuPont Cyrel plates for the past 20 years so it's important that Rotocon, as the distributor, creates a stable supply and customer support environment. 'Although this is the first time we are working with Rotocon, and the relationship is still in its infancy, we look forward to building on it.'

Jeff goes on to explain that he established Stallion Repro in 2000 after he was retrenched as factory manager at Afripack. 'Creating an opportunity from a setback laid a strong foundation for the company and is one example of our team's ability to handle adversity. Another example is successfully navigating an unexpected challenge

like the pandemic. Now we can only go from strength to strength,' he comments.

Dynamic digital imagers

'As one of the leading trade-shops in South Africa, we have the know-how and the latest flexographic solutions for producing the highest quality printing, colour separation and digital flexo plates,' Jeff asserts.

In 2009, Stallion Repro invested in the Esko CDI (Cyrel Digital Imager) Advance to image digital plates. Jeff notes that Esko invented digital flexo in 1995 and has kept leading its development. Esko's products are used in about 90% of high-quality flexo production, the main contributor to Stallion Repro's investment in two CDI units, including the Spark 4835.

'With these CDIs, we're able to produce plates to the highest standards with a minimum dot of 1%, providing our customers with consistent runs,' he reports. 'Additionally, Esko HD Flexo certification requires the team to uphold high standards, and sets it apart from competitors.'

Jeff claims DuPont Cyrel has always been at the forefront of innovation. 'I've noticed at exhibitions, such as drupa, most delegates are excited to see the DuPont stand because of the company's track record as the first to develop so many innovative solutions.'

He adds that quality is more important than quantity. 'Having many plates is not important; what matters most is having the best plate for a particular process.'

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