



NEW BUSINESS GROWTH CULTIVATED BY POSITIVE ATTITUDE OF RISET, INTEC DEALER FOR POLAND



Jaroslav Szablowski, general director of Riset, the Intec dealer for Poland, believes the premium quality and innovation of Intec products is a perfect fit for Riset customers seeking to exploit modern business opportunities.

"Intec plotters are top quality, yet very affordable - and more importantly, offer our customers a route into new avenues or work when many find old sources have dried up, especially following the COVID-19 pandemic," says Jaroslav.

Riset has over 30 years' experience in the industry and has enjoyed an excellent relationship with Intec.

ColorCut opens doors

As both Jaroslav and his customer, Krystof have observed, the print industry is in a state of flux, whereby certain areas of traditional print work have declined, as online options become prevalent. The astute customers are seeking new ways to increase print and finishing workflow and turnover.

ColorCut holds the key to this; being very affordable and wholly digital, these cutters enable the production of many kinds of new opportunities - from boxes and cartons, to point-of-sale items and labels - the options are endless and the value can be added to, by making them totally bespoke and on demand. Producing either prototypes or a long production run.



FB8000PRO offers self-sufficiency

One such customer seeking to move into new areas of business is **Megraf Printing House of Warsaw**. With a long history of bookbinding and offset print, the firm wanted to invest in shorter-run digital equipment and start to exploit new lines of work in digital print and finishing.

"Our family business has 28 years' history and our desire is to expand with digital technologies, to increase our share of the evolving print business," says Krystof Burzec, owner of Megraf Printing. "Not only this, but we wish to keep pace with the demands of modern customers and we also believe by keeping services in-house, will offer the

most competitive service. The FB8000PRO is a top-of-the-range product and will enable Megraf to offer premium results at very competitive prices.

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JAROSLAW SZABLOWSKI
Megraf Printing House.