

# UNISCREEN

UNIVERSAL SCREEN SUPPLIES LIMITED

## NEWSLETTER

ISSUE NO. 43 - AUTUMN 2008

THE NEW YEAR IS WELL UNDERWAY AND IF WE DO EVEN HALF OF WHAT WE BELIEVE WE WILL DO THIS YEAR, 2008 IS GOING TO BE A YEAR TO REMEMBER.

Items on our agenda include:

New technology;  
New products; and  
New markets.

And the best part is that we are doing it with you, our customer, in clear focus. We believe it is our job to introduce you to the 'new'; strengthen the existing; and cast aside the obsolete.

We take seriously our responsibility to ensure that you and your business are so well informed that making the correct decisions for the future of your business becomes easy – and not just a 'lottery'. For example, in this first edition of our customer newsletter for the year, we highlight our successful expansion across the Tasman and the activities of some of our Australian customers.

This isn't about 'blowing our own trumpet' but rather is intended to inform you, our loyal New Zealand customers, about the internationally-recognised expertise we can offer for the benefit of your business. Here at the Uniscreen Group we're committed to going the 'extra mile' for you...so tell us how best we can assist you to make '08 a great year for you too!

**ADRIAN BENNETT**  
MANAGING DIRECTOR  
UNISCREEN GROUP

## Uniscreen move reflects growth in Aussie market

A KEY PART OF THE SCREEN AND DIGITAL PRINTING INDUSTRY IN NEW ZEALAND FOR AS LONG AS MOST PEOPLE CAN REMEMBER, UNISCREEN IS NOW A RAPIDLY-GROWING PRESENCE IN THE AUSTRALIAN MARKET.

First established in Sydney in 2004, Uniscreen's recent move into new premises in Auburn, Sydney, reflects the company's strong growth.

Four times larger than its previous offices, the extra space was required to enable the Uniscreen team to keep up with demand for its range of high-quality equipment and consumables from both digital and screenprinters.

The move – which followed Uniscreen's

appointment last year as sole agent for Thieme in Australia, after 21 years representing the world-renowned manufacturer in New Zealand - means that the company now has well-established offices in both Sydney and Melbourne from which it services clients nationwide. Other premium brands which Uniscreen represents across the Tasman include: M&R, Manoukian, Monti Antonio, Polymeric and Coldenhove Papier.

## Sydney success story Thiemes play their part for market leader

**FROM HUMBLE BEGINNINGS ALMOST 50 YEARS AGO IN A SMALL TIN SHED, A SYDNEY SCREEN PRINTING BUSINESS HAS DEVELOPED BEYOND RECOGNITION.**

Much of that growth has been hard won – requiring many years of substantial investment; the courage to move into new areas of technology; and the fortitude to fight back from the devastation of a major fire.

But as it approaches its half century in business, Allprint Graphics is now a thriving operation offering an in-house design and print service – 'from concept to completion'.

Housed in a purpose-built, 30,000 sq ft plant in Rydalmere, the company is one of the few in Australia that has screen printing, offset printing and large format digital printing all under one roof.

And Managing Director Trevor Cunningham - who has been part of the Allprint success story since its inception – and his 32-strong team are still committed to moving with the times.

"Time is the big issue these days," says Trevor. "It's the way the whole world is going – everyone expects work to be done faster and faster."

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UNISCREEN - YOUR LONG-TERM PARTNER - REPRESENTS THE FOLLOWING LEADING BRANDS



# Thiemes play their part for market leader

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"It's not unusual now for clients to expect work to be turned around overnight." In response to that demand, Allprint has invested in top-of-the-range Thieme printing equipment which has the capability to meet those tight deadlines while boosting productivity and reducing labour costs.

Allprint bought its first multi-colour Thieme some four years ago and soon found that the machine's unrivalled performance, speed and reliability helped it attract more business.

In fact, so much business that in January this year, Uniscreen installed another

Thieme – a two-unit Thieme 5050 into Allprint – which gives the company the ability to 'mix and match' the machines' output to best meet the workflow demands. Trevor, whose sons Grant and Scott also

“Time is the big issue these days,” says Trevor.”

work in the business, says the decision to buy the Thieme multi-colours wasn't made lightly.

"It was a major investment but we did our homework and we knew we were buying the world's leading screen print machinery."

Advantages offered by the high-tech Thieme include: multi-shift endurance and performance; up-time throughput; user-friendly operation; modern control design; and flexible software for diverse screen printing operations.

A feature of the machine is its modular design. This makes it possible to expand the machine to print up to six colours in line by adding extra printing and drying stations as required.

Certainly the Thiemes have played their part in helping Allprint Graphics become 'a complete service provider'.

"With our commitment to lead the market we are confident that the company's future looks even brighter," says Trevor.

## Automation – a key to business growth

AS YOU PLAN FOR THE CHALLENGES OF THE YEAR AHEAD IN YOUR BUSINESS, ONE OF THE DECISIONS YOU COULD BE FACING IS: 'AM I READY TO AUTOMATE?'

Ross Clarke, of Uniscreen, says for most screen printers, the right time to automate usually comes when one manual machine is not enough to handle the workload.

At that stage in the development of your business, an entry-level automatic can dramatically increase your output.

However, says Ross, some manual press operators hesitate to take the step up to automatic because of the price issue.

"But now there's a new machine on the market which has broken the price barrier between manual press operators and their first automatics.

"It's M&R's Diamondback which brings the benefits of an automatic press within your reach."

Those benefits include: Quality and consistency; Ease of operation; and Speed and productivity - manual presses average 300-400 pieces per day while automatics average 3000 to 5000 pieces a day.



M&R's Diamondback – an affordable entry-level automatic textile printer.

So here's the bottom line, says Ross: "The cost of an automatic press is generally no more than that of hiring an additional employee to print on the new manual.

"The return, however, is much greater. In fact, you get 3 to 8 times more production

with an automatic press. That extra production capability will enable you to build the business at a much faster pace."

For more information on how the M&R Diamondback can kick-start your business growth, call Uniscreen today.

UNISCREEN - YOUR LONG-TERM PARTNER - RE



# Sean is only halfway to paradise

**PITY THE POOR SCREEN PRINTER WHO'S ENJOYING A MEGA BUSINESS BOOM BUT BECAUSE OF A LABOUR SHORTAGE IS ALSO HAVING TO TURN DOWN A HUGE AMOUNT OF WORK.**

That's Sean Bell's current lot in life, and he could be excused if he didn't know whether to laugh or cry.

"I've looked at the option of importing staff from overseas. We've had to tell customers we can't service their needs because we can't get enough staff," Sean says.

"I could run another machine with the amount of work I turn down. It's been like that for about 18 months."

You won't find this halfway-to-paradise setting in New Zealand. Sean lives in Perth, Western Australia, where he and his wife Alexandra are directors of Blue Print Screen Art.

They're also Universal Screen customers. In 2004 they bought a Sportsman E six-colour printer after Sean had conducted an internet search to find a machine which would best serve his textile screen-printing needs.

It has performed so well that last October the Bells bought a Sportsman E eight-colour printer.

"We'd had three years of very good service out of the six-colour E, and to this day it still hasn't missed a beat," Sean says.

"We figured it would be a smart move to

get the same machine again.

"Having the extra two heads on the eight-colour increases your production capabilities.

Eight colours means you reduce the number of laps you have to produce the finished garment."

Sean says the machines' Tri-Loc registration system means they're easy and quick to set up and enable smaller jobs to be run automatically. He also likes their pneumatic clamping system and says his six staff are impressed with the printers' smooth,

consistent and quiet operation. Blue Screen Print Art, which Sean founded in 1996 after ten years in the industry, is based in Malaga, 10km north of Perth city centre. The company services the promotional products company market and has about 20 customers, who each spend between \$A2000 and \$A15,000 a month. Blue Screen's smallest print run is 50, runs rarely exceed 3000, and the average is nearly 250.



*Blue Print Screen Art founder Sean Bell... "We'd had three years of very good service out of the six-colour E, and to this day it still hasn't missed a beat."*

"To say there's plenty of work around at the moment is an understatement," Sean says.

The main reason for the economic boom is that metals are currently earning top dollar globally and many mining and mining-servicing companies have their head offices in Perth.

"It's a boom-bust economy over here, and at the moment it's at the top of the biggest boom of all time," Sean says.

## A loss for the industry

Just prior to Christmas the New Zealand screen printing industry lost one of its characters, when Milne Jellie passed away after a short illness.

A former West Coaster, Milne was one of the owners of successful Christchurch operation, Market Graphics.

In paying tribute to a man well-known throughout the industry, Uniscreen MD Adrian Bennett described Milne as 'an innovator', a gentleman and a man of principle. "Screen printing in New Zealand will be the poorer for his passing," he said.

## Uniprint – designed to make you money

The Uniprint is a versatile, semi-automated printer that's been designed to make you money.

Built in New Zealand specifically to meet the local market's requirements, the benefits offered by the cost-effective printer include: The ability to print on three-dimensional objects of different shapes and sizes – with or without a vacuum base; Outstanding ease of operation; High levels of control and ease of printability, The ability to handle a range of substrates; High standards of manufacture – resulting in a rugged and reliable machine; and A reasonable price.

For more information on how the versatile Uniprint can make you money, contact Uniscreen today.

**PRESENTS THE FOLLOWING LEADING BRANDS**

**Taiyo**  
SONY  
CHEMICALS

**ZENTNER**

**PARAGON INKS**  
UV SPECIALISTS

**MONTI ANTONIO**

**CYTEC**

## Dual – the best of both worlds

World-renowned Manoukian's Digistar PES Dual sublimation inks give screen printers real flexibility.

Designed for direct printing onto polyester fabrics, the versatile inks can also be printed onto a transfer paper before being transferred onto the fabric.

Printing direct to the fabric, of course, enables printers to achieve better ink penetration into the fabric during fixing. It also saves the cost of the transfer paper.

However, printing onto a transfer paper gives better results in terms of brightness and printing definition.

Whichever method suits your processes best, the results are predictably perfect, providing brilliant and clean colours with good general fastness.

Other advantages offered by Manoukian's Dual include: Fast drying – whether on fabric or transfer paper; Excellent edge; Very high coverage – either on fabric or on paper; Plus, fabrics do not need washing after fixing. For more information on how this versatile ink can benefit your business, call Uniscreen today.

## Thieme founder celebrates his 80th birthday

From fitter's apprentice to international technology leader – that's the remarkable achievement of Thieme founder, Werner Thieme, who recently celebrated his 80th birthday.

Mr Thieme began his working life serving his apprenticeship as a fitter; he then worked as a draughtsman before going on to become a wholesale merchant. In 1960, he went out on his own with the formation of the Thieme Maschinenfabrik OHG. Today Thieme GmbH & Co. KG, with its two business divisions for polyurethane and print systems, can look back on decades of success on the international market.

One of the keys to the company's success has been its flexibility to meet customer needs. Thieme has always been prepared to change to

meet the requirements of the evolving markets it services.

Today, Thieme employs about 500 people around the world and achieves total sales of approximately €85 million annually. As well as its headquarters in Teningen, Germany, Thieme also has sales and service locations in France, Great Britain and in the USA and agents, like Uniscreen, worldwide.

As open as he has always been to modernisation and global developments, Mr Thieme has always adhered with great focus to basic values, such as credibility, reliability and honesty, which he believes, unfortunately, don't receive enough attention in today's world. It is those values which have underpinned Thieme's 21-year relationship with Uniscreen in New Zealand and, more recently, in Australia.



*Pioneer and entrepreneur, Werner Thieme, celebrates his 80th birthday.*

## FOR SALE

Phone:

Ross Clarke **021 922-493**

ITEM	DESCRIPTION	CONDITION	LOCATION
■ SVECIA UV DRYER	SUVDCP 1600mm wide	Very Good	Auckland
■ SVECIA STACKER	Sheet size 1600 x 1200	Very Good	Auckland
■ UNISCREEN DRAPE BACK	Frame size 210cm x 175cm	Very Good	Auckland
■ UNISCREEN FLASHCURES	400 watt or 650 watt	New	Auckland/Christchurch
■ UNIPRINT MACHINES	Print size 600 x 400	New/Used	Auckland
■ SIAS VERTO MOVEX	Print size 1600 x 1200	Very Good	Auckland
■ UNIVERSAL 4 COLOUR	Bench Top Carousel	New	Auckland/Christchurch
■ SIAS SIMPLEX	Print 1020 x 760	Very Good	Auckland
■ MEDIA RACKS	12 Rolls	New	Auckland
■ M&R SIDEWINDER	6 Colour 4 Station	New	Auckland
■ M&R TURNABOUT	Ink Mixer	New	Auckland
■ M&R FIRST LIGHT	All in one exposure light	New	Auckland
■ THIEME 3000S	Print size 240cm x 125cm	Very good	Auckland
■ THIEME 3040	Print size 160cm x 120cm	Excellent	Auckland
■ COLOUR DRY UV	2 Lamp /IR	Good	Auckland
■ METALNOX HEAT PRESS	1000 x 800	Very Good	Auckland

# UNISCREEN

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