

UNISCREEN

UNIVERSAL SCREEN SUPPLIES LIMITED

NEWSLETTER

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FIRSTLY, CONGRATULATIONS TO ALL THE WINNERS IN THE RECENT NZ PRIDE IN PRINT AWARDS.

A special mention must go to Original Screen Ltd for their achievement in taking the Supreme Award for the second time.

Such recognition shows that screen printing can lead the way in the world of print.

Now, let's talk about the economy for a minute... We are seeing a rapid tightening of the market both here and Australia and many of our customers are feeling it. The indicators are - debtors creep out another month; prices are under pressure; customers are holding back on their spend; and some customers are disappearing altogether. Fuel prices are up and this will impact on your business as a direct expense.

So, what do we all need to do?

Firstly, look hard at your business and trim any excess out of your operation. This will help to ride out tougher times.

Ensure you get paid - on whatever terms you have agreed.

Don't work for nothing - low pricing is difficult to change once it is set.

Spend only on essential items that will enhance your business' profit.

I believe that we will have this tighter economy with us for two to three years.

I'm not an economist, but the signs are there if you care to look.

ADRIAN BENNETT
MANAGING DIRECTOR
UNISCREEN GROUP

Tide turns for NZ textile printers

AFTER YEARS OF FRUSTRATION FOR NEW ZEALAND TEXTILE PRINTERS SEEING PLUM SCREEN PRINT CONTRACTS DISAPPEAR OVERSEAS, THE TIDE APPEARS TO BE TURNING...

In recent months, at least three major Kiwi manufacturers have taken the significant step of bringing their textile screen printing back onshore.

Delighted with the development, Uniscreen Managing Director Adrian Bennett, says it has been triggered by several factors:

- The rising cost of screen printing overseas; and
- The increasing demand for quality in the NZ marketplace.

"The decision to outsource the work offshore was only ever taken for cost reasons," he says.

"So textile screen printing work went firstly to Fiji and then to China because of their

significantly lower labour costs. But manufacturers paid a price for those cost savings, with ongoing quality issues, delivery delays and language problems. "Now, it seems, increased labour costs in China mean the margin between the costs of screen printing here or overseas has narrowed and the reduced price advantage just isn't worth the trouble."

Adrian says he's aware that three household names in the garment industry have brought their textile printing back to NZ this year alone and he expects more to follow.

"This textile revival is great news for the New Zealand screen printing industry," he says.

Uniscreen's showroom a first for NZ

UNISCREEN'S NEW SHOWROOM IS A FIRST FOR THE NEW ZEALAND SCREEN PRINTING INDUSTRY.

For the first time, a company has been prepared to make the considerable investment required to establish a working showroom.

Featuring market-leading M&R equipment, the new facility gives screen printers the opportunity to see a range of printing machines in operation and truly gauge

their impact on their own businesses.

Uniscreen Director Ross Clarke says the company is particularly keen to showcase the benefit of automatic screen print machines.

"There are a number of printers out there who could transform their businesses with the introduction of an automatic machine rather than persisting with labour-intensive manual methods" he says.

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



TJ's rapt with his Diamondback

SCREEN PRINTER TONY JORDAN, BETTER KNOWN AS T J, IS LIVING PROOF OF THE BENEFITS OF AUTOMATION.

The owner of Christchurch screen printing company Two Dudes sometimes had to work seven days a week until he bought an M&R Diamondback automatic screen printer from Uniscreen.

"I bought the Diamondback because I just wanted to make life a bit easier," he says.

And that's just what's happened, with the machine helping him process his usual volume of work in a shorter time - keeping his working week down to five days.

"I love it. It's an easy machine to operate."

Apart from when the Diamondback was installed, T J hasn't had to call on Uniscreen for help with the machine. T J's textile printing is focused mainly on company uniforms and promotional wear, plus a bit of sports gear.

He says business is increasing all the time and he has recently employed a part-time assistant 'to help take the pressure off.



T J's M&R Diamondback automatic has helped him reduce his working hours.

M&R machines on show and

RENOWNED FOR THEIR HIGH PRODUCTION STANDARDS, EASE OF USE AND RELIABILITY, THERE'S AN M&R MACHINE TO ME

M&R DIAMONDBACK:

If you've been waiting for the right price on an entry-level automatic textile press, your wait is over.

M&R's Diamondback R Series has utilised simplicity of design, strong standard feature sets, highly-efficient manufacturing processes and volume production to break the price barrier between you and your first automatic.

Importantly however, there has been no compromise on the robust build standards which M&R has built its reputation on. Designed to reduce your labour costs and dramatically increase your productivity, the

Diamondback

is available in six and eight colour models, with

a maximum

image area of 41 x 46 cm and a maximum pallet size of 46 x 56 cm.

Available in base and enhanced configurations, all Diamondback models feature pneumatically-driven print carriages, a swiveling control panel arm with touch screen display, micro-registration and calibrated squeegee pressure adjustment.



M&R FUSION:

Easy and economical to operate, M&R's rugged, affordable Fusion is designed for years of dependable performance.

Available in a range of sizes, one of the dryer's most outstanding features is the thermal insulation which prevents heat from migrating into the workplace - which means more heat stays in the dryer, reducing energy costs.

That benefit is backed by fast cure rates and high product throughput to maximise dryer capacity.

The Fusion cures with height-adjustable

infrared panels and boasts a reliable, heavy-duty motor to power its heat-resistant conveyor belt.

Process temperatures are controlled digitally with consistency ensured by a fuzzy-logic controller which responds to ambient temperature changes and dryer load conditions.

As with all equipment from M&R, the Fusion is built with the company's unsurpassed attention to detail and commitment to quality.



NUARC MSP 3140 CTS:

A dual purpose computer-to-screen exposure system, NuArc's MSP 3140 CTS produces exceptional results on both conventional and computer-generated screens.

That makes it the logical choice for screen printers using both screen types - and for conventional screen users planning for the future.

Importantly, it is also simple to operate. In fact, the entire exposure process - from vacuum drawdown (on conventional screens) through to screen exposure and

vacuum release - is accomplished with a single keystroke.

For perfect exposure every time, NuArc's computerized and programmable integrator/controller ensures precise vacuum duration and lamp output compensation.

If space is an issue, the MSP 3140 CTS can be located in areas housing unexposed screens because the light source and vacuum frame are enclosed and the exposure lamp can't be turned on while the blanket frame is open.



UNISCREEN - YOUR LONG-TERM PARTNER - RE



I for demonstrations

MEET MOST TEXTILE PRINTERS' NEEDS.

M&R TRI-LOC AND DOUBLE TRI-LOC

No other registration system offers the ease of use and accuracy of M&R's revolutionary Rapid Registration Systems.

By designing equipment that works together seamlessly – products like Tri-Loc and Double Tri-Loc, NuArc's exposure units, manual and automatic presses – M&R equipment provides faster setup, improved quality, increased productivity and enhanced profitability.



Affordably priced and extremely cost effective, Tri-Locs are compatible with all M&R textile presses and can be used with wood frames, aluminium static frames and roller frames.

M&R SIDEWINDER:

The 'little brother' to M&R's highly-regarded Chameleon, the Sidewinder has been touted as 'the world's best entry-level manual press, at an exceptional price.'

Importantly, M&R has been able to achieve that claim without affecting the quality of the machine.

Built with M&R's rugged construction and innovative design, the Sidewinder sets a new standard for entry-level manual presses.

Its numerous proven design features include: multiple-bearing upper and lower carousel plates; a precise micro-registration system; machined counter shaft; and a three-point pallet leveling system.

The Sidewinder comes in 4-station/4-



colour; 4-station/6-colour; and 6-station/6-colour models.

Importantly, M&R's System Integration design enables the Sidewinder to integrate seamlessly with M&R's registration systems and any M&R automatic press.

This press appeals particularly to small businesses and those wishing to expand their production capacity while incurring modest capital costs.

M&R INFRARED FLASH CURE UNITS

Reno Flash is M&R's most economic flash cure unit for automatic presses. Its press-mounted shuttle design delivers smooth, dependable operation in a compact package. The Reno Flash's digital temperature controller delivers accurate results and its optional floor stand turns it into a

multi-use flash that will suit the needs of most operations.

Tabasco Flash is M&R's most economic, dependable flash cure unit for manual presses.

Featuring lever-lock rotation and floor leveling pads for easy setup, Tabasco Flash is height-adjustable and completely portable.

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Uniscreen's showroom a first for NZ

The biggest impact is in set-up time. "Most manual printers spend 60 per cent of their time in set-up and only 40 per cent in actual production," he explains. "Stepping up to an automatic will dramatically increase their productivity by reducing set-up time to just 20 per cent – leaving 80 per cent for actual production time."

Come on in and we'll take the 15-minute challenge

IMAGINE HOW PRODUCTIVE YOUR BUSINESS COULD BE IF YOU COULD SETUP A JOB IN JUST 15 MINUTES?

If you're like most screen printers who spend hours on setup, that will sound downright impossible.

But, it's not. And to prove it, the team at Uniscreen are prepared to put themselves on the line.

When you visit the new Uniscreen showroom, ask to see the 15-minute challenge demonstration. And then stand back and prepare to be amazed as an operator sets up and prints on the new M&R Diamondback in just quarter of an hour.

"I know people will say it can't be done. But this is the best way we can think of demonstrating the massive time savings in setup that automatic presses offer," says Ross Clarke.

PRESENTS THE FOLLOWING LEADING BRANDS

Taiyo
SONY
CHEMICALS

ZENTNER

PARAGON INKS
UV SPECIALISTS

MONTI ANTONIO

CYTEC

When is the right time to automate?

THERE IS NO 'RIGHT ANSWER' FOR A SCREEN PRINTER THINKING OF MAKING THE STEP UP FROM MANUAL TO AN AUTOMATIC PRESS - BUT IT'S NOT AS DIFFICULT A DECISION AS YOU MIGHT THINK.

For most screen printers, the 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.

Automatics also minimise labour costs and they largely eliminate the tedium and hard physical effort involved in hand-pulling squeegees.

What's more, in a business where the owner does much of the printing, an automatic's high-speed production can free up time to work with existing clients - and seek out new ones. So, what keeps manual press operators from buying an automatic?

In many cases, price is the issue. But there's now 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 relies on

simplicity of design, strong standard-feature sets, highly-efficient manufacturing processes, and volume production, to bring the benefits of an automatic press within your reach. Those benefits include: Quality and consistency; ease of operation; and speed and productivity.

So here's the bottom line:

- 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: 3 to 8 times more production with an automatic press.
- The time saved, as well as the extra production capabilities, will allow you to build your business at a much faster pace.

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

4 reasons to go auto

If you think an automatic press is out of reach, consider these facts:

- A new manual press will cost between \$3,500 and \$12,000. That could represent a large down payment on an automatic press.
- Then there's the cost of an additional employee to operate the new manual press.
- The new manual press will only increase production by 35 to 120 pieces per hour compared to automatic press output of 400 to 700 pieces per hour.
- **The automatic represents a 500% to 1000% increase over manual-press productivity!**

Ulano product a positive step

A new product from Ulano has been specifically designed for screen printers who output positives on Epson inkjet printers rather than high priced imagesetters or low quality laser printers.



Called Pigment Inkjet Film (PIJF) it features an absorbent coating on clear film to ensure good results from a low-cost output device. Developed by Ulano, this coating overcomes the issues - including slow drying and stencil staining - screen printers have previously faced in using this cost saving technology. Ulano's PIJF is available in both sheets and rolls in a range of sizes. Contact Uniscreen today for more information.

Cotton White spot on

Ask Ryan Smith, of Hamilton-based Trio his opinion of Rutland's new Cotton White ink and he's got a quick answer:

"I've just ordered 30kgs of it," he says. "That will tell you what I think - it's just so easy to use."

His comments are echoed by Karl Quinn, of New Plymouth's Screen Art, who is also now using Cotton White commercially, after trialling it on behalf of Uniscreen.

"We couldn't fault it," he says. "It's a nice flat white, that's really easy to print - either on automatic or manual." Karl also liked the fact that Cotton White didn't require any thinning so he could use it straight from the pail. Recently launched by innovative ink manufacturers, Rutland, Cotton White has been developed specifically for printing on 100% cotton items.

Uniscreen Technical Representative, Grant Wilson, says a key feature of the new ink is its smooth texture and low build.

"It flashes quickly with no after-tack and its matt finish allows speedy application of the second colour."

To order this excellent new product, call Uniscreen today.

UNISCREEN

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