

Year 2005 is almost over!

WE NOW LOOK FORWARD TO OUR HOLIDAYS IN THE WARMTH OF OUR SUMMER, ENJOYING THE GOODIES THAT HOPEFULLY SANTA WILL BRING. IT'S A GOOD TIME TO:

- ▲ Recharge the batteries;
- ▲ Catch up with family and friends;
- ▲ Commence or complete a project around home.

Personally, the holiday gives me time to think and reflect on the past year, and to broad-brush plan for the year ahead.

That's important to me, as the holiday affords a quieter space to factor in the needs and aspirations of my family, our staff and our customers.

This year has seen the acquisition and merging of new companies into the Uniscreen Group, both in New Zealand and Australia. This gave us the economy of scale we required in many aspects of the business, which will translate into better options for us and our customers.

Combine this with the current installation of new management software to assist us in driving the group forward, and we are well placed for 2006.

Thank you for your valued business throughout the year. We wish you and your family a very Merry Christmas and a safe and enjoyable holiday.

Confident APC Innovate ignores the pessimists

AMID REPORTS THAT BUSINESS CONFIDENCE IN NEW ZEALAND IS FALLING FAST, AN AUCKLAND COMPANY IS STRIDING BOLDLY INTO THE FUTURE WITH A NEW NAME, NEW PLANT, AND NEW PREMISES.

Formed in 1974 and formerly Auckland Packaging Co, APC Innovate moved recently from Manukau to 7000 sq metres of leased factory and office space at East Tamaki.

The name change reflects APC

Innovate's ongoing expansion from

supplying corrugated-board packaging into designing and making semi-permanent point-of-sale display stands and large-format printed promotional material.

The company's five-year business plan envisages 80 per cent growth, including 7-10 per cent in Australia. To enable it to achieve that goal it has bought a four-colour Thieme 5070 printer from Uniscreen.

Buying new plant, outfitting new premises, and rebranding itself has cost APC Innovate



APC Innovate chief executive Tim Houlden is delighted with the Thieme 5070's performance.

more than \$4 million. But the steps had to be taken.

"We needed to send out a message that we're not just a packaging company but an innovative company doing point-of-sale and promotional materials," says chief executive Tim Houlden.

"Our plan is for growth across all of our product segments. The packaging side will be the lowest growth because corrugated box board is generally highly competitive, low value, low margin and barriers to that

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



SGIAA Conference a 'must' for screenprinters

NEW ZEALAND SCREENPRINTERS ARE INVITED TO ATTEND THE UPCOMING SCREENPRINTING AND GRAPHIC IMAGING ASSOCIATION OF AUSTRALIA (SGIAA) 2006 CONFERENCE.

To be held at the Hyatt Regency, Coolumb, on Australia's Sunshine Coast, from March 10-13, the conference offers an appealing blend of learning and leisure.

A strong supporter of the SGIAA, Uniscreen Managing Director, Adrian Bennett, says the annual event provides a one-off opportunity for this country's screenprinters to 'rub shoulders' with industry leaders. "There's always an excellent lineup of top speakers – including, this year, Michel Caza, of FESPA, and Marci Kinter, of the SGIA.

"If you want to stay in touch with what's happening in our industry and where it's heading, this conference is a must," he says.

▲ For more details, check out the SGIAA website www.sgiaa.asn.au

UniPrint designed for needs of local market

LOOKING FOR A VERSATILE, SEMI-AUTOMATED PRINTER THAT'S BEEN SPECIFICALLY DESIGNED TO MEET THE NEEDS OF KIWI SCREENPRINTERS?

The new generation UniPrint machine could be just what you're looking for.

Built here in New Zealand by Uniscreen after intensive research into the local market's requirements, the cost-effective UniPrint offers a number of benefits. They include:

- 1 The ability to print on three-dimensional objects of different shapes and sizes – with or without a vacuum base;



- ▲ Outstanding ease of operation;
- ▲ The ability to handle a range of substrates;
- ▲ High levels of control and ease of printability;
- ▲ High standards of manufacture – resulting in a rugged and reliable machine; and
- ▲ A reasonable price.

Sold internationally, after featuring at an SGIA Show, in Atlanta, the UniPrint is already making its mark around New Zealand with industrial screenprinters, in particular.

▲ For more information on the versatile UniPrint, contact Uniscreen today for a copy of their new promotional DVD.

▲ Continued from front page market are reasonably low.

"We want to be recognised as top-end suppliers of promotional and display materials and we intend to expand that side of the company."

APC Innovate installed its first screenprinting machine about 12 years ago. With the purchase of the Thieme 5070, the company has gone from having four single-colour machines to two single-colour machines (a Thieme 5060 and a 530) and one four-colour printer.

"The 5070 has quadrupled our print capacity and its quality is outstanding," Tim says.

APC Innovate has its own design team and the plant upgrade means the company can develop large cost-effective designs, a wider variety of display material, and markedly faster turnaround times.

A 500-unit four-colour job that formerly might have taken six hours can be completed within an hour.

Further, because the Thieme 5070 uses



APC Innovate's four-colour Thieme 5070 printer and, at right, its single-colour Thieme 5060.

different types of ink, corrugated-board point-of-sale material can be produced without the risk of cracking or distortion along the fold lines.

APC Innovate, owned since 1999 by Wellington-based investment company Rangatira Ltd, has around 60 employees to

serve its 2000 customers.

Tim Houlden believes that staff total will be sufficient to cater for business growth of 40-50 per cent - thanks in part to the efficiency and labour-saving productivity of the Thieme 5070.

UNISCREEN - YOUR LONG-TERM PARTNER - RE



Owners broaden Wellmarque's base

WHEN BRENT AND HELEN GOLDSMID BOUGHT CHRISTCHURCH COMPANY WELLMARQUE IN 2002, GRAPHIC SCREEN PRINTING FORMED 95 PER CENT OF ITS BUSINESS.

Today, graphic screen printing is still important but is now only 40 per cent of the company's workload. More than half their work consists of textile printing, pad printing and outwork such as print broking and promotional goods.

The Goldsmids have broadened the scope of Wellmarque's work mainly by acquisition, having absorbed a company a year during their three years as owners. And the process isn't over.

"We have a vision as to where we want Wellmarque to be. There will be other acquisitions to further broaden our base and leave us less exposed in a competitive market that has too many printers and too few clients," Brent says.

Wellmarque's intention is to present a

customer organisation's image consistently across all areas and locations that carry the organisation's name - formal marketing and advertising, and clothing, vehicles and promotional products.

"Your image is our business," proclaims the Wellmarque website.

Wellmarque's plant includes a number of machines sourced from Uniscreen. The Goldsmids have bought Roland and UniPrint machines and a Chameleon carousel to add to the Natgraph UV dryer that pre-dated their arrival, and they have gained a second UniPrint through one of their company acquisitions.

"Uniscreen is the only place I've bought plant from," Brent says. "It's good machinery and it's also well backed up - that's the important thing for us. We're pleased with the after-sales service."

Although Brent has been in the printing industry for 25 years, he had no experience of screen printing before



Brent and Helen Goldsmid with one of their UniPrints... "We have a vision as to where we want Wellmarque to be."

buying Wellmarque. His background was in offset and commercial stationery printing. Now helped by a staff of seven, he's enjoying being a company owner in a fresh field.

"The change has been brilliant," he says.

Who wants another white?

WE DO! THAT'S BEEN THE UNANIMOUS RESPONSE FROM THE TEXTILE SCREEN PRINTERS WHO UNISCREEN INVITED TO TRIAL SKYLAR WHITE, A HOT NEW PRODUCT FROM RUTLAND PLASTIC TECHNOLOGIES.

To a man, they were blown away by the ink's opacity, which ensures excellent coverage on dark garments. That the ink is such high quality is hardly surprising for screenprinters familiar with the Rutland brand. A big name internationally, Rutland inks haven't been available in New Zealand for some years. Now represented by Uniscreen, they're definitely about to make an impact in the market.

Leading the way is the Skylar White, which offers a host of benefits.

An economical, high-performance white for poly/cotton blends, it is a creamy, short-body plastisol that's designed for easy printing.

Able to be printed through high mesh counts, its low-tack formulation ensures fast shearing action.

For more information on how this ink could improve your products, contact Uniscreen today.

New KIWO screen cleaning system slashes turnaround times

KIWO'S REVOLUTIONARY NEW SCREEN CLEANING SYSTEM IS PROMISING TO SAVE YOU TIME AND MONEY BY SLASHING SCREEN CLEANING TIMES.

In fact, trials conducted by Uniscreen Sales Manager Wayne Trow show that the new system is more than four times faster than traditional screen cleaning methods. Conventional reclaiming of a large format frame (3100 x 1750) takes about 85 minutes, says Wayne.

"However, using the KIWO system enabled us to clean the same-sized frame in just 20 minutes.

"In an eight hour day, that means you could process six frames using the old process. But using KIWO means you could process 24 frames." The benefits are obvious in terms of

frame time turnaround, but there are other key advantages is shorter cleaning times:

- ▲ Minimising frame handling - which reduces the risk of ripping; and

- ▲ Less exposure to chemicals. Delighted with the efficiency of the new process, Wayne says it's easy to use too.

Kiwoclean AQ508 and Kiwoclean AQ808 are mixed with water, then applied, removing the ink and stencil in one hit, prior to a five-minute water blast. Next comes an application of Mega Clean - a solvent and haze remover paste - and a final water blast.

It's that simple - and in just 20 minutes the job is done.

PRESENTS THE FOLLOWING LEADING BRANDS

Taiyo
SONY
CHEMICALS

ZENTNER

ULANO
PARAGON INKS
UV SPECIALISTS

MONTI ANTONIO

RUTLAND
PLASTIC TECHNOLOGIES

QX-1 - just tap and go

IN BUSINESS THESE DAYS, TIME IS MONEY.

That's why the new generation of 'single-pot' emulsions like Ulano's new QX-1 are proving so popular.

There's no time spent mixing with QX-1, it's just tap and go.

Clean and easy to use, the new product is an affordable, dual-cure 'hybrid' that combines the exposure speed and shelf life of pure polymer emulsions with the durability, versatility and imaging properties of dual-cure emulsions.

Features of QX-1 include: wide exposure latitude, easy decoating and superb printing performance under both high and low humidity conditions.

Undoubtedly however, the major benefit of QX-1 is its sheer convenience. Pre-sensitised with SBQ, there's absolutely no measuring or mixing involved, which not only saves time and hassle but also reduces the risk of human error in the process.

The good news for screenprinters is that all this convenience is now available at good value prices.

Previously, the manufacturing costs of such single-pot products resulted in prohibitive pricing. However Ulano's QX-1 is available from Uniscreen in a four-gallon Trade Pack at just \$121, plus GST, per gallon.

To order, contact Uniscreen today.

Jill's our new receptionist

MEET JILL MAGON - THE FRIENDLY VOICE ON THE END OF THE PHONE WHEN YOU CALL UNISCREEN'S CHRISTCHURCH OFFICE.

While Jill is new to Uniscreen, she's definitely not new to the screenprinting industry. In fact, Jill has notched up some eight years of experience working in South Island screenprinting and promotional products businesses.

Keen to provide Uniscreen clients with a high level of Customer Service, Jill looks forward to getting to know you all in the months ahead.



FOR SALE

Phone:

Ross Clarke **021 922-493**

ITEM	DESCRIPTION	CONDITION	LOCATION
■ FOSFAN MULTICURE 1200	Air Radiant T-Shirt dryer	Very Good	Auckland
■ SVECIA UV DRYER	SUVDCP 1600mm wide	Very Good	Auckland
■ SVECIA STACKER	Sheet size 1600 x 1200	Very Good	Auckland
■ THIEME 1000S	Print size 2400 x 1250	Very Good	Auckland
■ 50 LEAF RACK	1200 x 1000	New	Auckland
■ HEAT PRESS	500 x 380mm	New	Auckland
■ UNISCREEN FLASHCURES	400 watt or 650 watt	New	Auckland
■ UNIPRINT MACHINES	Print size 600 x 400	New/Used	Auckland
■ NATGRAPH UV DRYER	600mm Belt 1 lamp	Very Good	Auckland
■ SVECIA MINIMATIC	Print size 400 x 300	Very Good	Auckland
■ DYNACHEM UV DRYER	700mm Belt 3 lamp	Very Good	Auckland
■ WASHOUT BOOTH	Plastic (2200 x 1800)	Good	Auckland
■ THIEME SQUEEGEE CUTTER	2600mm	New	Auckland
■ M&R FREE STANDING QUARTZ	Flashcure	New	Auckland
■ M&R RENO FLASH	IR Heat	New	Auckland
■ UNIVERSAL 6 COLOUR	4 Station Carousels	New	Auckland

UNISCREEN

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