

UNISCREEN

UNIVERSAL SCREEN SUPPLIES LIMITED

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NEWSLETTER

CHANGE IS CONSTANT IN BUSINESS TODAY..

But it's how you use the opportunities of change - particularly the commercial advantage that accompanies the uptake of new technology - which is often the major point of difference between one print provider and another.

In the fast-changing screen printing industry, for example, new technology may offer such advantages as: speed of print, improved quality, ease of operation, overall increased productivity, improved staff morale and output, to name just a few.

All this adds up to enabling you to hold or increase your profit margin in your business.

And let's be clear here - profit IS the reason you are in business.

The current strength of the New Zealand dollar makes the purchase of new machinery that much more affordable, so this is another reason to reinvest in new technology.

We all know that it is critical to keep the investment in your business as current as possible.

A wise mentor once told me: 'always have your business in the position that makes others want to buy your successes'. Is that where you have your company positioned, with current technology and real competitiveness?

ADRIAN BENNETT
MANAGING DIRECTOR
UNISCREEN GROUP

Uniscreen now agents for Thieme in Aussie too

UNISCREEN HAS BEEN APPOINTED SOLE AGENT FOR THIEME IN AUSTRALIA.

The move reflects Uniscreen's successful 21-year business partnership with Thieme in the New Zealand market and the world-leading German manufacturer's desire to increase its presence in this part of the world.

Delighted with the appointment, Uniscreen Managing Director Adrian Bennett says it will result in benefits for screen printers on both sides of the Tasman.

"With its supreme reputation for quality and reliability, Thieme recognises the importance of the high levels of service and support that we offer in this market and are keen for us to duplicate it in Australia," he says.

"Naturally, our experience of installing and supporting more than 60 Thieme printers in the New Zealand market over the years will benefit the Australian market, "But we also believe there will be benefits for our New Zealand customers, with extra expertise and resource available to provide even more after-sales assistance to ensure our customers are getting maximum return for their investment in Thieme equipment."



Just imagine how you can use these new Polymeric inks

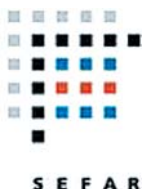
IMAGINE THE APPLICATIONS FOR AN INK THAT YOUR CUSTOMERS COULD WRITE A SPECIAL PRICE ON, THEN RUB IT OUT AND CHANGE IT THE NEXT DAY?

Or think how your customers could benefit from your use of a magnetic ink, an anti-graffiti clear ink to protect outdoor displays or a non-slip floor graphic ink.

These specialist application inks are among an innovative new range released by Polymeric Imaging - a world leader in specialty inks. Now available in New

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



THIEME

ulano®



New system slashes screen cleaning time

HOW WOULD YOU LIKE TO SPEND MORE TIME MAKING MONEY, PRODUCING WORK FOR YOU CLIENTS – AND LESS TIME CLEANING SCREENS?

That's the promise of KIWO's revolutionary new, eco-friendly cleaning system, which is slashing the time that New Zealand screen printers are spending on the chore. And when we say 'slashing' we're not just talking about a few minutes here and there.

Extensive trials have shown that the new system is more than four times faster than traditional screen cleaning methods.

For example, conventional reclaiming of a large format frame (3100 x 1750) takes an

experienced operator about an hour and a half. However, using the bio-degradable KIWO system enables you to clean the same-sized frame in just 20 minutes. The economic benefits are obvious in terms of time frame turnaround, but there are other advantages to shorter cleaning times too:

- * Minimising frame handling, which reduces the risk of ripping; and
- * Importantly in today's eco-conscious world, less exposure to chemicals.

That's because the new KIWO system is just so simple.

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 highly-effective solvent and haze remover paste – and a final water blast.

It's that simple and in just 20 minutes the normally time-consuming screen cleaning chore is completed.

Uniprint special offer

UNISCREEN HAS A LIMITED NUMBER OF NEW UNIPRINTS AVAILABLE AT A HEAVILY DISCOUNTED PRICE.

The result of a cancelled export order, the versatile semi-automated printers are now available for just \$15,000, plus GST. That's a saving of thousands of dollars on the normal price, and provides Kiwi screen printers with an outstanding opportunity to utilise the machine's revenue-earning ability. Built specifically to meet the local market's requirements, the Uniprint offers a host of benefits. They include:

- The ability to print on three-dimensional objects of different shapes and sizes;
- Outstanding ease of operation;
- The ability to handle a range of substrates;
- High standards of manufacture – resulting in a rugged and reliable machine; and

To take advantage of this special price, call Ross Clarke at Uniscreen today.

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Just imagine how you can use these new Polymeric inks

Zealand, through Uniscreen, the inks have been purpose-designed to fill specific niches in the market.

Dry Erase Clear:

Polymeric's researchers have developed this reliable, non-staining Dry Erase Clear ink for short-term merchandise promotions. Suitable for all commonly-used point of sale substrates, the ink provides a surface which can be written upon, erased and written upon again and again.

Polymeric Magnetic Receptive:

An innovative alternative to magnetic sheeting, Polymeric's magnetic receptive inks are suitable for printing on a wide variety of substrates and are ideal for the point of purchase market. However, Uniscreen's Ross Clarke points out that the UV curable ink does not transform graphics into actual magnets. "Magnetic Receptive ink allows graphics to be held in place by magnetic surfaces in such situations such as kiosks, shelf strips and modular displays, where



graphics need to be easily interchangeable," he says.

Ross explains that once the magnetic receptive inks are printed on the back of graphics, they will be firmly held in place.

Anti-Graffiti Clear:

At last, a reliable anti-graffiti clear UV-curable ink that's suitable for styrene and other commonly-used Point of Purchase substrates.

The ink has a one-year exterior life and spray paint can be removed with acetone, alcohol or high-pressure water.

Polymeric Shurfoot:

A printable, anti-slip floor graphic coating, Shurfoot has been specifically designed for use with all approved floor graphic vinyl base films. It is a UV screen-printable coating that eliminates the need for costly anti-slip floor graphic laminating films.

A non-glare, satin coating Shurfoot provides excellent contact clarity and is compatible with most inkjet ink systems. For more info on these new Polymeric inks, contact Uniscreen today.

UNISCREEN - YOUR LONG-TERM PARTNER - RE



Thieme enhances work quality for MESH

PETONE-BASED SCREEN-PRINTING COMPANY, MESH LTD, HAS EXPERIENCED ONLY ABOUT ONE WEEK A YEAR WHEN IT HAS NOT BEEN WORKING OVERTIME IN THE NEAR TWO DECADES SINCE MIKE DOUGLAS FOUNDED THE BUSINESS.

"We have about six machines going at any given time," says Mike, who has a staff of 22.

The best of those machines is a recently purchased Thieme 5050, a Rolls Royce among printers, which will enhance MESH's position as a leader in its field not only in the Wellington area but nationally.

"The difference will be better quality of work and more efficiencies in manufacturing," says Mike, who bought his first Thieme printer three years ago.

"The Thieme 5050 is a very accurate machine, which will provide efficiencies in our production flow. The emphasis really is on enhanced quality."

He says he bought the 5050 from Uniscreen as "an adjunct to what we're already doing...to update existing, older machinery".

For the same reason, MESH has acquired an M&R Vitran UV dryer, which will work in conjunction with the printer.

Mike says the dryer is excellent:

"Everything was installed and away it went. It's good value for money."

He is optimistic about his company's future and says it will be trying to consolidate its position as a premier screen printer producing work mainly for advertising agencies and design companies.

"We want to refine what we're doing and produce better quality and better service for our clients. And we see ourselves as being innovative as far as offering point-of-sale solutions," he says.



Leading Wellington screen print company, MESH Ltd, is already counting the benefits of its recent installation of a Thieme 5050 printer and a Vitran UV curing system.

M&R Vitran – the benefits

M&R'S VITRAN UV CURING SYSTEM - RECENTLY INSTALLED BY MESH LTD - SPEEDS THE CURING PROCESS WHILE SAVING ENERGY AND PROLONGING LAMP LIFE.

Thanks to M&R's patented dual-reflector technology, the Vitran avoids the energy loss typical of most other hotter-operating units. The difference is a secondary reflector, positioned at the top of the primary reflector, to capture the energy that normally bounces down onto the lamp.

The secondary reflector redirects this UV energy onto the substrate - saving time and money.

Another key feature of the Vitran is its open-top reflector chambers which allow heat and ozone to escape, prolonging lamp life.

Available in eight standard belt widths, from 61cms to 213cms, the M&R machine also has adjustable UV lamps which can be focused to cure heat-sensitive substrates (like vinyl) or unfocused for heavier substrates (like glass or metal).

PRESENTS THE FOLLOWING LEADING BRANDS

Taiyo
SONY
CHEMICALS

ZENTNER

PARAGON INKS
UV SPECIALISTS

MONTI ANTONIO

CYTEC

Kiwi screenprinters investing in growth

TurboJet 8500



Vitran II



Monti Antonio
Mod. 200

Thieme 3000



Uniscreen clients nationwide are taking advantage of the strength of the NZ\$ to invest in new technology and boost their competitive advantage. Sales in recent months have included:



M & R Sidewinder



M & R
Chameleon

M & R Sprint 2000



Thieme 5050



Uniscreen
Slitter

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
■ 50 LEAF RACK	1000 x 700mm	Very Good	Auckland
■ UNISCREEN FLASHCURES	400 watt or 650 watt	New	Auckland/Christchurch
■ UNIPRINT MACHINES	Print size 600 x 400	New/Used	Auckland
■ DYNACHEM UV DRYER	700mm Belt 3 lamp	Very Good	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
■ UNIVERSAL 4 COLOUR	Bench Top Carousel	New	Auckland/Christchurch
■ SVECIA SM	Sheet size 900 x 600	Very Good	Auckland
■ SVECIA SM	Sheet size 750 x 550	Excellent	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

UNISCREEN

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