



# UNIVERSAL SCREEN

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NEWSLETTER

## What's in it for me?

BY ADRIAN BENNETT  
MANAGING DIRECTOR

THIS YEAR WE CELEBRATE 21 YEARS AS A SUPPLIER TO THE SCREEN PRINTING INDUSTRY AND, LATELY, TO THE DIGITAL PRINTING INDUSTRY.

We have made a significant investment in the industry by way of technical input, laboratory equipment, technically qualified staff, new technology and seminars to name a few. If the industry does not thrive, neither do we.

It has always been our focus to provide valid solutions to problems, where a win-win partnership can develop and flourish.

We have invested heavily in training our own people: we employ our own engineers; send our technicians on courses to up-skill them in the latest technology and to support and grow our industry.

And still we grow...see the Paragon Inks story (opposite).

So what's in it for me?

- There's real satisfaction in making a difference in our industry.
- There's pleasure when we see the growth of a start-up, to become a significant player.
- And there's opportunity, to be an integral part of a fast moving, technically-based industry.

Thanks for your support over the past 21 years. We look forward to working as your business partner.

## Finance made easy

UNIVERSAL SCREEN HAS TAKEN ANOTHER STEP FORWARD IN CUSTOMER SERVICE, WITH THE INTRODUCTION OF ATTRACTIVE FINANCE OPTIONS.

Available to pre-approved clients, the finance offer is designed to make it even easier for Universal Screen clients to procure the right production equipment for their needs.

Because the finance is pre-approved, the whole buying process is 'streamlined' - enabling you to get on with your core business.

To arrange finance on your next purchase, simply talk to one of the Universal Screen team today.

It's that easy.

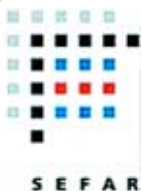
## New partner opens door to a world-beating ink range



PARAGON INKS' MANAGING DIRECTOR, GERRY MERTEN (PICTURED ABOVE RIGHT, WITH UNIVERSAL SCREEN'S WAYNE TROW) SAYS THE LAUNCH OF HIS COMPANY'S MARKET-LEADING PRODUCTS PROVIDES A GREAT OPPORTUNITY FOR NEW ZEALAND NARROW WEB PRINTERS.

▲ Story on page 3

UNIVERSAL SCREEN SUPPLIES - YOUR LONG-TERM PARTNER - REPRESENTS THE FOLLOWING LEADING BRANDS



# Go-ahead Mike buys another M&R machine

**MIKE MODGILL IS A FIRM BELIEVER IN OWNING MODERN MACHINERY IF YOU WANT TO GET AHEAD IN THE SCREENPRINTING BUSINESS.**

"You can't beat new machines," he said this time last year after buying a ten-colour M&R Sportsman automatic printer and an eight-colour Chameleon manual printer.

"The differences are speed and quality of output, and greater consistency and controllability."

For those reasons, Mike has now bought an M&R Sprint 2000 modular gas dryer to replace an electrical dryer, and as head of Grey Lynn company Embroidery Works he's well pleased with his purchase.

He says the new dryer is like a big gas oven which subjects the T-shirt or print to an absolutely uniform temperature of 160 deg C – "there are no cold spots or hot spots".

He is philosophical about a couple of post-installation problems involving a small motor and the speed control and says these were overcome with Universal Screen's support and co-operation.

Mike has studied architecture and commerce at different times at Auckland



Mike Modgill is well pleased with the M&R Sprint dryer.

University. But an enjoyable pre-varsity spell programming embroidery machines eventually led to his founding Embroidery Works in 1999.

The company began with embroidery manufacture but extended into printing in 2003. By the time Mike bought the two M&R machines a year ago he had a full order book and 32 employees.

Now he has 40 staff, has been operating a night shift since the start of the year, and still has a full order book.

The machinery-minded son of a mechanic, Mike is in no doubt that the M&R Sprint 2000 is a good buy.

"The M&R dryer is definitely making a difference to Embroidery Works' output. It's very useful," he said.

# Home-based T J thinks big with Chameleon ma

**TONY JORDAN – KNOWN TO EVERYONE AS T J – FELL INTO A SCREENPRINTING CAREER BY ACCIDENT ABOUT TEN YEARS AGO. AND EVEN THEN HE APPROACHED IT AS A HOBBY AND WAS ENTIRELY SELF-TAUGHT.**

It happened like this. T J was managing a rugby league team and decided to have some T-shirts screenprinted to raise money.

"I thought I would do it myself – and just kept on going," he said.

T J and a pal founded Two Dudes Screenprinting in Christchurch, but the other dude dropped out after just a few months and since then T J has run his home-based business on his own.

"It was a hobby for the first five years.

"But for the last three years it's been full on – seven days a week if I wanted it," he said.

So serious has T J's textile printing become that he recently paid a visit to Universal Screen in Auckland and came away with an eight-colour Chameleon manual carousel.

The Chameleon replaced a six-colour, four-palette manual carousel and is a bigger machine than most home-based business would buy.

But T J is very satisfied with his purchase, for several reasons.

"I had a look at a few machines in Auckland and thought this was the best one. It's living up to my expectations. It's very good," he said.

"It offers a lot better quality. The registration is perfect on all the heads.

"And it's a bit quicker. The eight palettes save time, especially on

## UNIVERSAL SCREEN SUPPLIES - YOUR LONG-TERM PART



omnitec®

Natgraph

PRECO  
INDUSTRIES INC.

RUTLAND  
PLASMA TECHNOLOGIES

polymeric  
imaging  
inc.

# Working together

**UV SPECIALISTS PARAGON INKS WERE INTRODUCED TO UNIVERSAL SCREEN SUPPLIES THROUGH BOTH COMPANIES' LINKS WITH SCREEN INK SPECIALIST, MARABU.**

In September last year, Paragon and Marabu entered a formal arrangement to work together to meet the increasing demands for compatible ink systems in combination presses.

"We're combining our efforts to offer a global ink package with proven compatibility," says Paragon Inks MD Gerry Merten.

"Specifically, we have worked with Marabu to fine tune the compatibility of their new silicone-free rotary screen white - the UltraRotaScreen UVRS 172 - to our successfully established Uvdry Flexo Series 7000 range.

"The result is that the screen white not only optimally accepts the flexo overprint, but an excellent surface flow can be achieved, even at speeds of up to 65 mpm.

"The flexo inks display excellent lay and gloss, as if printed straight onto a synthetic substrate."

# Paragon Inks now available

▼ from page 1

New Zealand printers now have access to the world's leading range of UV narrow web flexo inks and coatings.

Paragon Inks' range of product has been introduced to the local market, thanks to a new business partnership between Universal Screen Supplies and the Scottish manufacturer.

Here in New Zealand this month to meet with Universal's directors and local clients, Paragon Inks Managing Director, Gerry Merten, said he was delighted with the new relationship.

"Universal's philosophy and highly-professional approach to business is a good match for our own," he said.

"Years of experience within the narrow web field have armed us with detailed, in-depth knowledge of the problems that can be encountered. We work closely with our customers to provide them with unrivalled technical service."

Excited about the potential of the fast-growing local market, Mr Merten said this country's narrow web industry had the opportunity to accelerate its progress by adopting the best practice of the market leaders.

"Europe is leading the world in this field.

So, the industry here is in a position to be on a par with the most advanced technological developments in the world." Like Universal Screen, Paragon Inks is strongly committed to training. Wayne Trow, from Universal Screen's technical support team has already travelled to Scotland for intensive training on Paragon's product range and applications. He was blown away by the company's facilities and the level of expertise available to support Paragon's market-leading products.

As UV specialists, Paragon Inks only manufactures UV inks, lacquers and varnishes which have been developed for optimal performance on all narrow and medium web UV presses.

The products have a proven track record on a wide range of applications including labels, sleeves, sachets, wall coverings, tickets and boards.

This is largely because, where other manufacturers buy in their components, Paragon carries out the primary manufacturing of its own products from carefully-selected raw materials, to ensure excellent quality and consistency.

"This gives us the flexibility to formulate unique products to suit our customer's individual requirements," says Gerry.

# chine

small runs. I got the Chameleon because it's as close as you can get to an automatic without going automatic - which I hadn't got room for and couldn't afford.

With this I have the space on the carousel to have someone working with me, if necessary. The Chameleon will see me right for quite a few years."

T J (Tony Jordan) says the Chameleon offers quality registration and faster speed



**PTNER - REPRESENTS THE FOLLOWING LEADING BRANDS**

**Sakurai**  
SONY  
CHEMICALS

**THIEME**

**ULANO**

**PARAGON INKS**  
UV SPECIALISTS

**Taiyo**

# Custom-built machinery meets local firms' needs

UNIVERSAL SCREEN'S ENGINEERS ARE SPECIALISTS IN CUSTOM BUILDING ANCILLARY EQUIPMENT FOR NEW ZEALAND'S SCREENPRINTERS.

Designed to meet the special needs of the local industry, the service is particularly cost-effective in situations where the available off-the-shelf equipment has been manufactured with far bigger markets in mind.

In fact, it's not uncommon for Universal's engineers to custom-build equipment for as little as a third of the price of standard equipment.

Recent examples of the skilled engineering team's output include:

- A large, scissor-lift, screen printing table for National Glass; and
- A solvent recovery pump, for Permark.

A vital piece of equipment for environmentally-conscious screenprinters, the pump will enable Permark to reduce its solvent costs by a process of recovery and recycling.

- For more information on how Universal's engineers can build a cost-effective solution to meet your specific needs, call Ross Clarke today.

## Simple sign says it all...

A SIMPLE WOODEN SIGN HANGS IN UNIVERSAL SCREEN'S OFFICES. IT SAYS:

*"The bitterness of poor quality lingers long after the sweetness of a low price is forgotten."*

Those few words sum up the philosophy that Universal Screen has brought to the New Zealand marketplace over the past 21 years.

In that time the company has grown from being a small supplier to screen printers into the country's premier partner to the industry.

The key to that growth has been Universal Screen directors, Adrian Bennett and Ross Clarke's firmly-held belief that business success is based on long-term partnerships.

That approach has resulted in the company setting the highest standards in terms of both the products it sells and the support it offers.

"We understand very clearly that for our company to succeed, the screen printing industry has to thrive too," says Adrian. "Our role is not only to ensure the industry has access to quality products at economic prices but also to provide the technical and engineering support which helps our customers maximise their investment."

That's why Universal Screen has spent years building the reputation and relationships which have made the company the partner of choice for international industry leaders such as Thieme, Marabu, KIWO, Ulano, Manoukian, M&R and now, Paragon Inks.

"We only represent manufacturers that share our commitment to growing the market," says Adrian.

Universal Screen also fulfils that promise with market-leading levels of support.

For example, its sales team members are not just order takers.

They've all had years of screen print industry experience and they spend most of their time out in the field providing technical support.

## FOR SALE

**Phone:**

**Ross Clarke 021 922-493**

ITEM	DESCRIPTION	CONDITION	LOCATION
■ FOSFAN MULTICURE 1200	Air/Radiant	Very Good	Auckland
■ FOSFAN MULTICURE 1200	Air/Radiant	Good	Auckland
■ BOTTEL PRINTER		Good	Auckland
■ SVECIA UV DRYER	SUVDCP 1600mm wide	Very Good	Auckland
■ SVECIA STACKER (SAP)	Sheet Size 1600x1200	Very Good	Auckland
■ THIEME 3040L YR 1996	Print Size 1600x1200	Excellent	Auckland
■ THIEME1000S	Print Size 2400x1250	Very Good	Auckland
■ M & R CHAMELEON	Print Size 2400x1250	New	Auckland
■ 50 LEAF DRYING RACK	1200x1000	New	Auckland
■ HEAT PRESSES (INSTA)	500x380mm	New	Auckland
■ UNISCREEN FLASHCURES	400 watt or 650 watt	New	Auckland/ ChCh
■ UNIPRINT 6540	Print Size 650x400	New	Auckland
■ UNISCREEN HOT AIR DRYER	500mm belt	Excellent	Auckland
■ SIAS NOVA PRESS	Year 1988/500x400	Excellent	Auckland



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