

UNISCREEN

UNIVERSAL SCREEN SUPPLIES LIMITED

ISSUE NO. 40 - SUMMER 2006

NEWSLETTER

MERRY CHRISTMAS TO ALL OUR CUSTOMERS AND FRIENDS THROUGHOUT NZ AND OTHER PARTS OF THE WORLD

The Christmas Season means so much to so many.

The gifts we receive

The gifts we give

The family and friends together

The holiday we so richly deserve.

What ever it means to you - enjoy it to the fullest.



Our sincere thanks to you all, for making another year memorable for us all at Uniscreen. 2006 has been filled with challenges to refocus the screen printing industry as other print mediums cross over our traditional boundaries. Evolving technology challenges the status quo, however we are well equipped with with a superb product range that lets you the customer, expand the capabilities of screen printing into areas that remain the preserve of screen. Thank- you for the business we have had together this year, and we know 2007 will be another good year for our industry. Have a safe enjoyable and relaxing Holiday Season.

Adrian, Ross and Team

Rutland's special effects inks offer printers the edge

FOR SCREEN PRINTERS KEEN TO PRODUCE PRODUCTS THAT STAND OUT IN THE MARKET, RUTLAND HAS GOT THE ANSWERS.

The companies recent purchase of Union Inks -a specialist manufacturer of high-opaque hand printing inks - means Rutland has a world beating ink range including their stunning range of special effects inks. At the SGIA show, M&R were printing Rutland innovative inks, demonstrating the huge advantage screen printing has over other print technologies.



One sample tee shirt, for example, includes as many as four different techniques - foil, flock, high-build and puff - all produced in one pass.

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An invitation to screen printers

TECHNOLOGY SEMINAR TO PROVIDE AN EXPERT VIEW OF THE FUTURE

Want to know where the fast-moving digital printing industry is heading and how it can offer complementary opportunities to your existing screen printing business? Then you must grab the chance to attend the upcoming HPScitex Technology Seminar 07.

To be held in Auckland, on February 20, the half-day event will bring together experts from a company that's acknowledged as one of the international leaders in Grand Format digital print technology. To be hosted by Uniscreen, at the Hilton Hotel, the seminar will begin with lunch followed by a series of presentations from HPScitex. A highlight will be the

company's unveiling of new, low-cost print heads, which do not require realigning when they are replaced.

Other presentations will cover a range of key topics relevant to screen printers keen to understand the complementary opportunities offered by digital print technology and will be followed by site visits to two recent HPScitex installations. The event will conclude by 7pm, which will enable out of town visitors to catch flights home.

Attendance at the HPScitex Technology Seminar is limited to just 60, so please urgently mail your intention to attend to HPScitex.registration@uniscreen.co.nz

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



THIEME



Couple's smart move pays off

THERE'S AN OLD SAYING THAT YOU SHOULD NEVER GO INTO BUSINESS FOR YOURSELF BECAUSE YOU WANT TO MAKE MONEY OR YOU'RE GOOD AT WHAT YOU DO, ONLY IF YOU PERCEIVE A DEMAND FOR WHAT YOU INTEND TO OFFER.

Husband-and-wife team Lance and Raewyn Smith followed the golden rule when they formed Xposed Screen Printing in Rotorua in 2003, and it's paying off handsomely.

The couple was working for another screen printer, one of whose work lines was high-visibility clothing for people who work in the bush, such as forestry contractors, truck drivers and machinery operators, as well as other workers in hazardous occupations, such as transport-company staff.

"We felt there was more of a market there than he was prepared to chase, so we went out on our own," Lance says.

It was a shrewd move. Three years after they formed their company - with a quarter of a century's industry experience between them - the Smiths

employ three full-time staff and enjoy a healthy order book that includes not only high-visibility garments but themed clothing.



Lance Smith (right), wife and partner Raewyn, and head printer Jason. They say the M&R Sidewinder is "like driving a Ferrari after a Mini."

Lance says he and his wife are continually 'building the business' and in June had to move to bigger premises.

"Our market hasn't reached saturation. We were very busy over winter," he says, explaining that Xposed was kept at full stretch during the world mountain-biking championships in Rotorua when it printed clothing for which another local company held the supply contract.

In September the Smiths bought an M&R Sidewinder printer, which has had Lance complaining it is getting through the work faster than he can find it.

Joking aside, he says the Sidewinder is a very capable machine and that its precise micro-registration system has made life much easier for his staff.

"Our main printer, Jason, says it's like driving a Ferrari after a Mini."

Rutland's special effects inks

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Other samples brought back from SGIAA, include a leather look, mock 'embroidery' and a sewn-on label.

At first glance these samples are stunningly realistic. However closer inspection shows they are, in fact, the result of clever use of Rutland's plastisol inks.

Keen to share these leading edge ideas with New Zealand screen printers, Uniscreen's Technical Representative, Grant Wilson, says Rutland's special effects inks enhance the versatility of the screen printing process.

"Screen printing has the ability to produce products on one press that can't be matched by digital," he says. "And nobody has a wider range of special effects inks than Rutland."

To see samples or for more information on Rutland's special effects inks and how you can utilise them to enhance your product range, call Grant Wilson at Uniscreen today.



UNISCREEN - YOUR LONG-TERM PARTNER - RE



All-purpose ink aids Aztech

Fifteen months after buying their own company, Aztech Sign, Screen & Digital Print in Tauranga, Aidan Dowrick and Jamie Merson are forging ahead.

Aztech's business has grown 35% and employs five staff - two in art and design, an apprentice, a junior, and a part-time office worker.

Aidan's skills as a qualified screen printer and Jamie's sales expertise appear to be a winning combination, helped by a willingness to invest in machinery that will move the company forward.

The bulk of Aztech's work is printing real-estate corflute signs and stickers for the Tauranga, Hamilton and Rotorua region. It also does other self-adhesive work such as labels, plus signwriting and digital printing. Aztech's plant purchases include a jumbo Thieme machine for large-format jobs and a UV dryer. The latter has led Aidan and Jamie to switch to Renegade GP ink.

"Of all the UV inks I've worked with in the past, from different suppliers, I haven't found one that sticks as well as Renegade does," says Aidan, whose career has included spells in England, Australia and Auckland.

"Once it's had that 24-hour curing time, you just can't move it.

"Even solvents don't wipe it off. In using it for



Jamie Merson (left) and Aidan Dowrick...aiming to make Aztech self-sufficient

real-estate signs we haven't had any fade issues yet, or warping."

Aidan says Renegade also doesn't chip when guillotined, unlike some UV inks.

Aztech's other purchases are a film machine, a second-hand die cutter, and a second-hand digital flatbed to print onto media two metres wide by any length and up to 50mm thick.

This will enable the company to produce photo-boards for real estate and widen its service to all sign markets.

"We're trying to make ourselves more self-sufficient and not rely on other companies to do finishing and other parts of our processing," Jamie Merson says.

"When customers come in here we want to be able to design a job and put it straight out the door to them."

Renegade GP – an all-purpose ink

POLYMERIC'S NEW RENEGADE GP SERIES INK HAS A MARKET-LEADING ABILITY TO KEY TO JUST ABOUT EVERYTHING.

It can be used on a wide range of substrates, which include:

pressure sensitive vinyl; top-coated and print-treated polyesters; polystyrene; ABS; polycarbonate; rigid vinyl; coated and uncoated papers; polyethylene coated card stock; ; and foam board.

That advantage is enhanced by competitive pricing and other benefits. Specifically formulated for point of purchase applications, Renegade GP is a high-performance, fast-curing UV screenprinting ink.

Offering opacity and high gloss, while maintaining rapid cure rates, Renegade GP also provides a durable, high-slip surface, with excellent outdoor durability.

Lightfast up to three years, the ink comes with ink usage quantifying software – which makes it easy to evaluate ink usage on any job.

Nice work Ben

A young South Island screen printer has won recognition from the judges in the Mainland series print industry Apprentice of the Year competition. Up against the South Island's best apprentices, Ben Ramage, of Foster Graphics 1999 Ltd, come second overall.

Delighted with Ben's success, Foster Graphics' owner Darren Patterson says his achievement is 'well-deserved'.

"He's a self-motivated guy, who just

gets in there and gets the job done."

It's that sort of approach that has seen Ben (28) – who has now completed his apprenticeship – recently promoted to leading hand with the six-strong team at Foster Graphics.

Darren says Ben's success is also a boost for the screen printing industry as a whole.

"We're stoked – it's great to see screen printing getting this sort of recognition."



Ben Ramage is congratulated by Foster Graphics 1999 Ltd's owner, Darren Patterson.

PRESENTS THE FOLLOWING LEADING BRANDS



Finance solutions

UNISCREEN CLIENTS CAN NOW BENEFIT FROM ATTRACTIVE FINANCE OPTIONS.

Available to pre-approved clients, the finance offer is designed to make it even easier for the company's 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 Uniscreen team today.

Special offer on UniPrint

The UniPrint is a versatile, semi-automated printer that's been designed to make you money. And right now, the new generation UniPrint machine is available for the special New Year price of \$17,995 plus GST.

Available at this price only until January 31, the UniPrint is built here 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;
- 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



To take advantage of the special New Year price of \$17,995 plus GST, or for more information on the versatile UniPrint, contact Uniscreen today.

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

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 | SUVDPCP 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 | 1200 x 1000 | New | 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 |
| ■ UNIVERSAL EXPOSURE UNIT | Self Contained 1 Kw | New | Auckland |
| ■ SVECIA SM | Sheet size 900 x 600 | Very Good | Auckland |
| ■ SVECIA SM | Sheet size 750 x 550 | Excellent | Auckland |
| ■ UNISCREEN SQUEEGEE SHARPENER | Size 180cm | Very Good | Auckland |
| ■ RACKS WOODEN | 55 Leaf | New | Christchurch |
| ■ 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 |
| ■ 3 STAGE DRYER | 130cm belt / 2 hot / 1 cold | Very Good | Christchurch |
| ■ UNISCREEN TEXTILE DRYER | 90cm belt / IR / Air | Very Good | Christchurch |

UNISCREEN

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