

UNIVERSAL SCREEN

ISSUE NO. 34 - WINTER 2005

NEWSLETTER

Welcome

BY ADRIAN BENNETT
MANAGING DIRECTOR
UNIVERSAL SCREEN SUPPLIES

AT UNIVERSAL SCREEN WE HAVE REAL PRIDE IN OUR INDUSTRY AND PASSION FOR THE JOB THAT WE DO WITHIN IT.

What better way for screenprinters to show their commitment to both of these values than to enter, and then win, the coveted Supreme Award in the national Pride in Print Awards? For two consecutive years a screenprinted entry has taken this prestigious prize against all other print mediums WOW!!

Our congratulations to Permark Industries Ltd in their achievement in this year's awards.

I know that their CEO, David Jack holds the qualities of pride and passion as being vital within his production team.

And it's no coincidence that we often see companies with those attitudes being the most successful.

What is it with: Pride - Trust - Responsibility - Respect - Honesty - Passion?

These are values, not things, and even in today's fast-changing world, they are definitely not irrelevant. They should be encouraged and cherished.

On behalf of Universal Screen, congratulations to all award winners in the Pride In Print awards.

Permark's Pride in Print strikes gold

'GOING FOR GOLD' WOULD BE AN APT MOTTO FOR INDUSTRIAL GRAPHICS DESIGN AND MANUFACTURING COMPANY PERMARK INDUSTRIES.

Glen Innes-based Permark continued its amazing record of success in the annual New Zealand Pride in Print Awards by winning four gold medals, including the supreme award, and three highly commendeds at this year's event in Rotorua.

The haul brought the company's total over the years to 15 golds and 20 highly commendeds.

Permark won the supreme award for its printing of a recently developed light-operated mouse and keyboard that will transform the lives of disabled people.

The judges' citation described Permark's work as 'fantastic screen printing for 13 colours. Special ink borders are equal, transparent colours are clean and fault free.'

"Preparation and printing posed problems in all the normal ways, such as registration, stencil sharpness and colour variation, but this panel was perfect in every way, especially considering it was printed on a single-colour machine with 13 passes. "Printing round images within a round border and maintaining perfect dimensions across a panel of this size would have been challenging."

Permark Industries managing director David Jack confirmed that was the case.



David Jack proudly displays the Supreme Award.

"This was one of the most demanding jobs we have ever had," he told the awards audience of 800.

"Research and development is not an area where you can drop a job in and expect it to be ready on time.

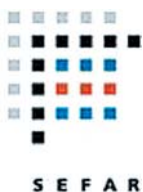
"This required a lot of work, but we had a customer who had faith in our ability to convert their concept into reality."

Mr Jack paid tribute to the people who made the supreme award possible - "the customers who challenged us, and the staff and suppliers who rose to the challenge."

Formerly a senior executive in the corporate world, Mr Jack bought Permark six years ago.

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



Time can't dim Dennis's passion for screen

EVEN AFTER 40 YEARS, DENNIS SCANLAN'S LOVE AND ENTHUSIASM FOR THE SCREEN PRINTING INDUSTRY IS UNDIMINISHED. STRAIGHT FROM ATTENDING THE PRIDE IN PRINT AWARDS IN ROTORUA HE'S OFF TO MUNICH TO VISIT THE FESPA INTERNATIONAL TRADE FAIR.

"It's a great industry - there's never a boring moment," he says.

Dennis bought Dominion Screen Printers Ltd (DSP) in Auckland in 1971, not long after joining it as manager.

Almost immediately DSP added offset printing to its screen-printing base.

Over time the offset work has steadily increased and now accounts for about 60 per cent of the company's workload.

Today DSP trades as DSP Print Group Ltd and produces printed materials for industrial, promotional and commercial markets. Its output tends towards large-

format printing and includes packaging and point-of-sale material for many of New Zealand's biggest and best-known retailers.

DSP is trialling a new website which will be interactive and allow customers to place orders and obtain quotes on line.

The company has a staff of 25 (reduced by computer technology from a peak of 35) and it operates partial shifts 12 hours a day, six days a week, with some shift overlaps.

Dennis Scanlan was one of Universal Screen's original customers when it was formed 21 years ago. DSP currently operates a Thieme 4030 press (the first in New Zealand), UV driers and pre-press equipment supplied by Universal, and Dennis values the company's after-sales service.

"One of Universal Screen's strengths is the partnership between the two principals, Ross

Clarke as an industry man and Adrian Bennett on the supply and business-administration side," he says.

"In the days of apprenticeship schemes, Ross ran the practical tests that the apprentices had to do."

In the mid-1980s Ross and Adrian helped form New Zealand's first screen-printing association, SPANZ, now part of the Printing Industries Association, and Dennis was its first president. He has also been on industry committees and is a long-time member of the Australian and United States screen-printing associations.

Two of the biggest changes Dennis has seen in the industry over the years relate to stencilling and inks.

He remembers when it took up to seven of his people to hand-cut stencils and, later, to prepare film positives and screens. Now the

See what these machines can do for your business

SCREENPRINTERS ARE INVITED TO REGISTER THEIR INTEREST IN PRIVATE DEMONSTRATIONS OF TWO DIGITAL PRINTERS THAT ARE GUARANTEED TO BROADEN YOUR HORIZONS.

New from Scitex Vision, the Vee Jet+ and Tee Jet - a specialist tee-shirt printing machine - are no ordinary printers.

The Vee Jet+ has the ability to print on an extensive range of rigid and flexible media, from corrugated cardboards to ceramics, which makes it the digital printer of choice for an extensive range of applications.

Universal Screen Managing Director Adrian Bennett says the Vee Jet+ is ideal for samples and short production run work and he expects it to have widespread appeal across the New Zealand printing industry.

"We've brought this machine in as the demonstration model, because we can see it appealing to a cross-section of the

market," he says. "This particular machine fits well with both the screen printing industry and the packaging industry."

But even if this isn't the machine for you, it will definitely give you a good idea of the quality of Scitex Vision's offering.

"The quality of Scitex Vision's printers is just outstanding and we're very keen to expose them to the marketplace," says Adrian.

"That's why we've chosen to put the Vee Jet+ and Tee Jet into our showroom.

"We want to provide an environment where interested screenprinters can make a time to come in, see them in operation and take the time they need to assess the machines' capabilities and their value to their operation.

"We believe the showroom environment enables them to do that without the pressures of a trade fair."

If you'd like to register your interest in a private demonstration of the Vee Jet+ or Tee Jet, call Universal Screen today.



UNIVERSAL SCREEN SUPPLIES - YOUR LONG-TERM PARTNER



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imaging
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en print

work is done electronically.

Similarly, inks were so slow to dry that jobs often had to be hung on racks overnight. Now inks are UV cured so the drying is instant.

Dennis believes the next significant change will see the short run ceasing to be 'a bane of the industry' by being carried out digitally.

The DSP group includes an imaging-solution company which uses CTP (computer to plate) generates film positives for screen printing, and will probably do more digital printing in the future to accommodate short runs.

Outside work Dennis's passion is collecting and restoring veteran cars. His 'fleet' includes a 1904 Dedion Voiturette, a 1906 Cadillac and a 1909 Talbot.

If his hobby sounds like hard work, that's not quite the case. "I do the easy bits and pay people who are professionals to do the hard work," he says.



Dennis Scanlan with his Thieme 4030 press

About the Vee Jet+

A dedicated flatbed with stationary vacuum table, the Vee Jet+'s market-leading 2 metre x 3 metre image size supports an extensive variety of applications.

It has the ability to print on an extensive range of media - rigid or flexible; fragile or heavy; smooth or textured; small or large - up to 40mm thick.

And Scitex's new-generation UV200 Supreme inks offer enhanced adhesion to even the most challenging media.

What's more, the the Vee Jet+ is supported by Scitex Vision's customer care programme, VisionSupport.

Your guarantee that you'll be able to enjoy ongoing productivity, VisionSupport is operated in New Zealand in conjunction with Universal Screen and means that you've got rock-solid backup every step of the way - from installation, to training on-site personnel and ongoing support.

Permark's Pride in Print strikes gold

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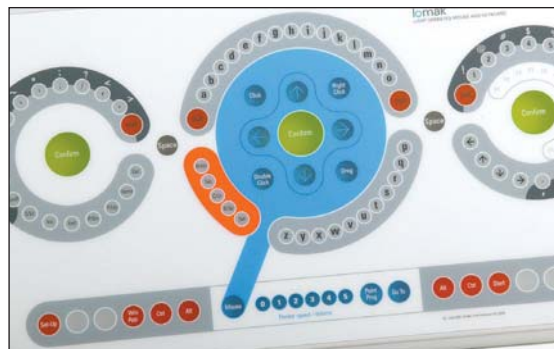
He has always aimed for industry awards, believing that to do so lifts standards by giving staff pride in their work and increasing their focus on the customer's desire for excellence.

Permark's supreme-award job was printed on one of a Thieme 520 press, one of three Thieme machines it operates.

Did the company see the job as a potential award winner?

"The short answer is no. When your head is down you're concentrating more on registration, colour matching, and achieving what the customer is after," Mr Jack said. "It's usually only afterwards that you think, 'that's a very demanding job and would be a good entry!'"

Permark's other golds at this year's Pride in Print awards were for a Pelican temperature monitor keypad, Silvermist collar and decal, and Porsche resined



Permark's award-winning work.

digital decal. The highly commended were for an IR3000 membrane keypad, Minibar label set, and Souvenir resined digital decal sets.

"It was good work by the staff across the board - the seven awards we won were across all categories of our work," Mr Jack said.

"We've got some very capable competitors out there in screen printing. To be chosen for the supreme award from ten finalists was truly an honour and very humbling."

TNER - REPRESENTS THE FOLLOWING LEADING BRANDS

Sakurai
SONY
CHEMICALS

THIEME

ULANO

PARAGON INKS
UV SPECIALISTS

Taiyo

New machine unveiled at PacPrint

UNIVERSAL SCREEN HAS BEEN INVOLVED IN A WORLD FIRST AT THE PACPRINT SHOW IN MELBOURNE.

The company's stand - which was run in conjunction with sister company, Manoukian Australia Pty Ltd - featured the first public unveiling of Manoukian's new flatbed printer.

One of four new models, the printer features the latest in digital printing technology and attracted wide interest.

Held from May 24-28, at the Melbourne Exhibition and Convention Centre, PacPrint showcased the world's latest and most innovative printing and graphic communications technologies.

Universal Screen's team of Adrian Bennett, Ross Clarke and Les King headed straight from PacPrint to FESPA

2005, in Munich.

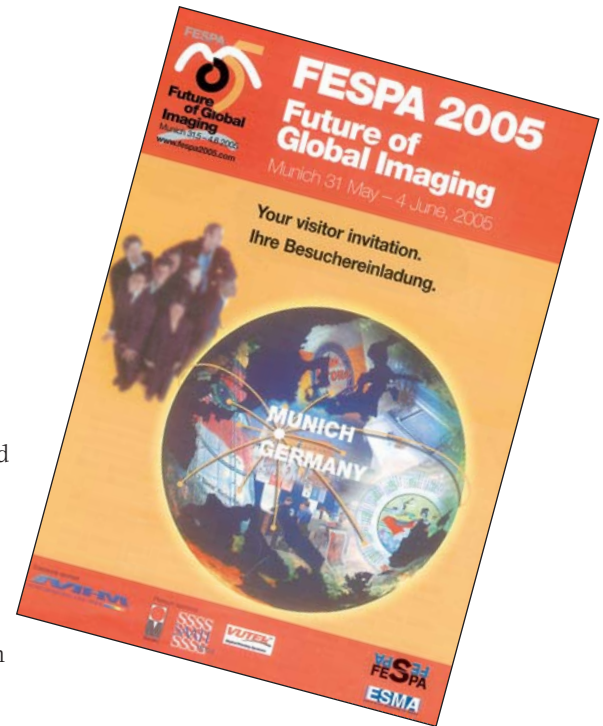
Called 'The Future of Global Imaging', FESPA 2005 was the world's largest event for screenprinting, pad printing and larger format digital imaging.

Over the five days of the show, it attracted some 30,000 visitors from more than 100 different countries.

On show were exhibits from 350-plus manufacturers and suppliers of machinery, consumables, pre-press technology and print services.

Very much a 'working' show, FESPA had everything from inks to laminating machinery on display.

This year, for the first time FESPA also featured a programme of seminars, workshops and debates to educate attendees on the latest developments in screen and digital printing.



FOR SALE

Phone:

Ross Clarke **021 922-493**

ITEM	DESCRIPTION	CONDITION	LOCATION
■ FOSFAN MULTICURE 1200	Air/Radiant	Very 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 1000S	Print Size 2400x1250	Very Good	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	Print Size 650x400	New	Auckland
■ UNISCREEN HOT AIR DRYER	500mm belt	Excellent	Auckland
■ SIAS NOVA PRESS	Year 1988/500x400	Excellent	Auckland
■ THIEME 3000S	Print Size 2000x1250	Very Good	Auckland
■ NATGRAPH UV DRYERS	Belt width 600mm/1 lamp	Very Good	Auckland
■ SVECIA MINI MATIC	Print Size 400x300	Very Good	Auckland
■ DYNACHEM UV DRYER	Belt width 700mm/3 lamp	Very Good	Auckland
■ M & R CHAMELEON	6 colour 4 station	New	Auckland
■ M & R RENO FLASHCURES	IR heat/plus stand	New & Secondhand	Auckland
■ SVECIA SMA	Print Size 1200x800	Good	Auckland
■ SVECIA 2 STAGE DRYER	1 x hot, 1 x cold belt/1400mm	Good	Auckland
■ SVECIA PRINTMASTER	Print Size 1020x760	Good	Auckland



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