

## WELCOME

The response from visitors was unanimous...

This year's PacPrint and FESPA trade shows have been two of the most successful ever, with a vibrant array of new products on show.

So what's new?

- Roland 545 EXW prints and cut Eco Sol printer producing a very acceptable white!

- Scitex Vision's Veejet printing everything available (doors, louvres, corflute, banners, curtain PVC - in fact, just about the whole stand's fixtures and fittings had been printed during the course of the show to demonstrate the true versatility of the UV Flatbed.

- Followed the crowds to look at the new T-Jet direct to textile digital printer. It would appear everyone wants one of these high-tech printers.

- Manoukian released the new Jumbo paper feeder/dryer for the serious digital sublimation printers.

- High-end finishing devices were everywhere, but Positive Camtech's Router system is superb and would make an ideal finishing device.

Between them, PacPrint and FESPA were a very clear reflection of the dynamic nature of the industry at present. We expect to see many of the products unveiled making an impact in the New Zealand market over the year ahead.



Regards

Les King

## Leap of faith pays off as Adgraphix team flies

**There's an old saying that you can't cross a chasm in steps but must do so in a single bound.**

That's what Jeff Gibson and Scott Shore did in 1999 when, from a background in screen printing and sign writing, they joined forces to form a large-format, digital-printing company.

Jeff admits he and his co-director took a chance, even though they saw an opening in the market.

"Not having done digital printing and taking the plunge involved a reasonably big learning curve," he says.

Six years on, the Gibson-Shore partnership is intact and their Adgraphix company regards itself as being among the leading large-format digital printers in the country. Its staff of six produce high-quality, four-colour images and graphics for display, identity and advertising

materials, and its clients range from small businesses to large corporates selling a diverse range of products and services.

Some of Adgraphix's work for a retail customer is used across the Tasman, while dye-sublimated graphics are supplied to a manufacturer of kite boards (sailboards with a parachute attached to the user), 90 per cent of which are being exported to meet the demands of a northern hemisphere summer.

Jeff attributes his company's growing success to two factors: a belief in thorough work, reliability, professionalism and technical expertise; and a commitment to add new equipment to keep pace with developing technology. In 2001 the company was the first in Christchurch to install a large-format solvent press, and recently purchased the first Scitex Vision Vee-Jet Plus printer in NZ.

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Adgraphix business partners Jeff Gibson (left) and Scott Shore...the colour and resolution have exceeded what we thought could be achieved.

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# Show highlights

Highlights of this year's FESPA and PacPrint shows (pictured on this page) included:

## Monti Antonio Heat Presses -

A very interesting new release from Monti Antonio Heat Presses, known as the Rolls Royce of sublimation transfer presses.

The company's new double transfer press, complete with Vacuum system (1500 x 1000mm) is ideal for printing flags.

The vacuum draws the sublimation gas through the fabric, making a true double-sided print.

Monti Antonio is represented in New Zealand by Digital Vision.

## Jetcol Transfer Paper -

Jetcol's new 'high speed' digital sublimation paper has been designed to take maximum ink loadings, while offering very fast drying properties,

"I have not seen any paper dry like this," says Les King. "If you have scuffing problems or ink set-off, this is the paper for you."

The properties of the new product include:

- High speed drying time;
- Excellent transfer yield;
- High rub resistance of printed image;
- High quality contour;
- Excellent detail printing;
- Superb uniformity;
- Available in wide variety of standard roll widths;
- Available in jumbo roll length.



## Pete joins our service team

**Service Engineer Pete McLean – who has more than 20 years of print industry experience – has joined the Digital Vision service team.**

Qualified as a Roland-certified technician, Pete says his extensive background in print has been a major benefit in his move into the digital arena.

"You can't stand still in this business," he says. "You've got to be prepared to learn new skills and take on new challenges."

Pete got his start in the industry as an apprentice with Heidelberg and over the past two decades has

extended his skills to an extensive range of printing machinery – including presses, guillotines, folders and auxiliary machinery.

He's honed his experience in print machinery installation and repair not only here in New Zealand but also internationally – in Germany, the United States, Asia and throughout the Pacific Islands.

Looking forward to meeting Digital Vision customers, Pete says one of the keys to the job is 'adaptability'.

"Especially when you're on-site, if you see something that needs to be done – you've got to be prepared to get stuck in and do it."

# Jumping in at the deep end is fun with a Fast T-Jet

**Imagine throwing in your job and buying a business in an industry you know nothing about.**

That's what Wellington couple Andrew and Louise Wills did late last year. And thanks to their go-getting initiative, it's working out just fine.

Andrew, a financial controller, and Louise, a cake decorator, decided they wanted to own and manage a production-oriented, creative company. So they bought a screen-printing business, Club 55 T-Shirts, and later moved to the heart of the capital's retail district, Willis St.

Recently they added what could turn out to be a really smart move. They bought one of New Zealand's first Fast T-Jet digital printers - cutting-edge technology which enables printing to be made directly on to the finished garment.

"The company's been going for 20 years and we've owned it for about eight months," Andrew says.

"We've been modernising everything and bringing it up to speed with the latest technology. That's why we bought the T-Jet printer.

"We're very happy with it. The big advantage is in not having to set up screens. The images come through from computers to the T-Jet, so jobs get done a lot faster."

Andrew says he and Louise knew nothing about screen printing when they bought their company.

"We learned a bit from the previous owner and we're picking it up as we go. We're enjoying what we're doing, even though it's been a steep learning curve."

With the help of the Fast T-Jet, Andrew and Louise hope to increase Club 55 T-Shirts' annual output of about 12,000 garments by 10 per cent over the next three years.

The compact Fast T-Jet should be up to the task. It can print a vibrant,



**Andrew and Louise Wills...the new T-Jet ensures speedy throughput of jobs.**

washfast 30cm x 35cm image on a white or light shirt in under two minutes.

The printer is designed to be equally effective for small and large jobs - which suits Andrew and Louise just fine. While their contracts include supplying T-shirts sold by the TradeMe website, they also want to build up a large client base of small orders.

"We want to do custom-made and one-off T-shirts, and even while-you-wait T-shirts, which big screen printers won't take on," Andrew says.

## New M-Press unveiled to invited guests

**While visiting Germany for FESPA, Digital Vision General Manager Les King was invited to a limited showing of the M-Press (pictured) at the Thieme plant in Teningen.**

A joint effort of Thieme and Agfa, the M-Press sets a new standard for the future direction of screen printing multi-colour lines.

Available as a fully automatic line or a three-quarter automatic, to suit individual requirements, it is a state of the art UV 4-colour digital flat printer.

"With a price of somewhere around \$3 million, complete with advanced driver software, it is not for the faint-hearted," says Les.

"However, it has been designed to make you money and the return on your investment figures (ROI) are outstanding."

Incorporating automatic feeder, stacker, UV flash and full UV dryer, the M-Press features 64 Agfa print heads with 764 nozzles per head producing ink droplets starting at 3 Pico litres.

Able to print substrates up 10 mm max thickness (with a weight of less than 3 kgs per sq metre) an automatic substrate detection

system moves the printing bed up and down to enable the press to print up to 400 sq metres per hour at 509 x 509 dpi resolution.



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## LEAP OF FAITH PAYS OFF

"We had known about flatbed technology for a long time and had been looking round for what was available and what had evolved," Jeff says.

"There are other machines around but we wanted a true flatbed where the job is held on the bed and the printed head moves. With the Vee-Jet we can double-image and print onto shapes that are already cut out."

Jeff says the press has surpassed Adgraphix's expectations.

"We knew it was production-oriented, but the colour and resolution have exceeded what we thought could be achieved."

Adgraphix's workload has really picked up in the past year and Jeff expects the company to continue to grow.

## FINANCE SOLUTIONS

Digital Vision clients can now benefit from attractive finance options. Available to pre-approved clients, the finance offer is designed to make it even easier for Digital Vision clients to procure the right production equipment for their needs.

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

# See the **VEE JET+** for yourself

**If you didn't get to FESPA or PacPrint but would still like to see the wide-format, flatbed digital printer that's got everybody talking, Digital Vision has great news.**

The company is running private demonstrations of Scitex Vision's remarkable Vee Jet+ in action.

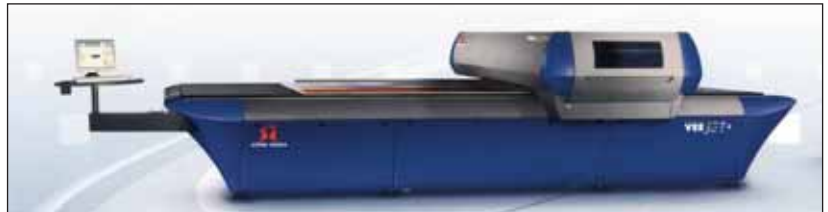
As it showed at PacPrint, the machine has the ability to print on an extensive range of rigid and flexible media - from corrugated cardboards to ceramics - with its market-leading 2 metre x 3 metre image area.

Digital Vision General Manager Les King 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," says Les. "We've chosen to put the Vee Jet+ into our showroom because we want to provide an environment where interested printers can see the printer in operation and take the time they need to assess the machine's capabilities and its value to their operation."

If you'd like to register your interest in a private demonstration of the Vee Jet+, call Digital Vision today.



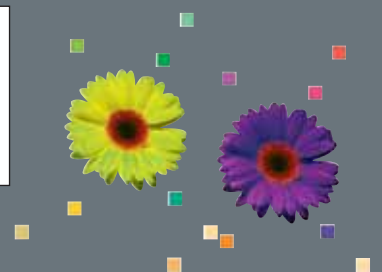
**FOR SALE**

## USED EQUIPMENT

| Make   | Model   | Description   | Ink Type | Age  | Condition                          |
|--------|---------|---------------|----------|--|------------------------------------|
| Roland | CJ 500  | Print and Cut | Pigment  | 2 years  | excellent con                      |
| Roland | SC 500  | Print and Cut | Eco Sol  | 18 months  | excellent con - \$14,995, plus GST |
| Roland | FJ50    | Print         | Pigment  | 5 years  | good con                           |
| Roland | SC540EX | Print and Cut | Eco Sol  | 18 months  | excellent con                      |
| Roland | SP300   | Print and Cut | Eco Sol  | Several to choose from - with balance of 5-year warranty |                                    |

## NEW EQUIPMENT IN STOCK NOW FOR IMMEDIATE DELIVERY

| Make   | Model  | Description   | Ink Type | Media width |                                  |
|--------|--------|---------------|----------|-------------|----------------------------------|
| Roland | SP300V | Print and Cut | any      | 760 mm      |                                  |
| Roland | SJ1045 | Print         | Eco Sol  | 2500 mm     | New bulk ink system T/A          |
| Roland | 545EXW | Prints White  | Eco Sol  | 1300 mm     | Yet to arrive - book a demo now  |
| Roland | FJ540  | Print         | any      | 1300 mm     | ex demo model (positive printer) |
| Roland | SP540V | Print and Cut | any      | 1300 mm     |                                  |



### Digital Vision Limited

A member of the Universal Screen Group

7 Basalt Place, East Tamaki • PO Box 58-673, Auckland, New Zealand

P: 09 272 0044 • F: 09 274 3833

e: digital@uniscreen.co.nz • w: digivision.co.nz