

INSPIRE*CREATE*INVEST

RESULTS—GAMAA PROPRINT JOBS SURVEY

In October Proprint published the results of the GAMAA sponsored survey in which GAMAA contributed three questions—

Which customer segment buys the most print from you?

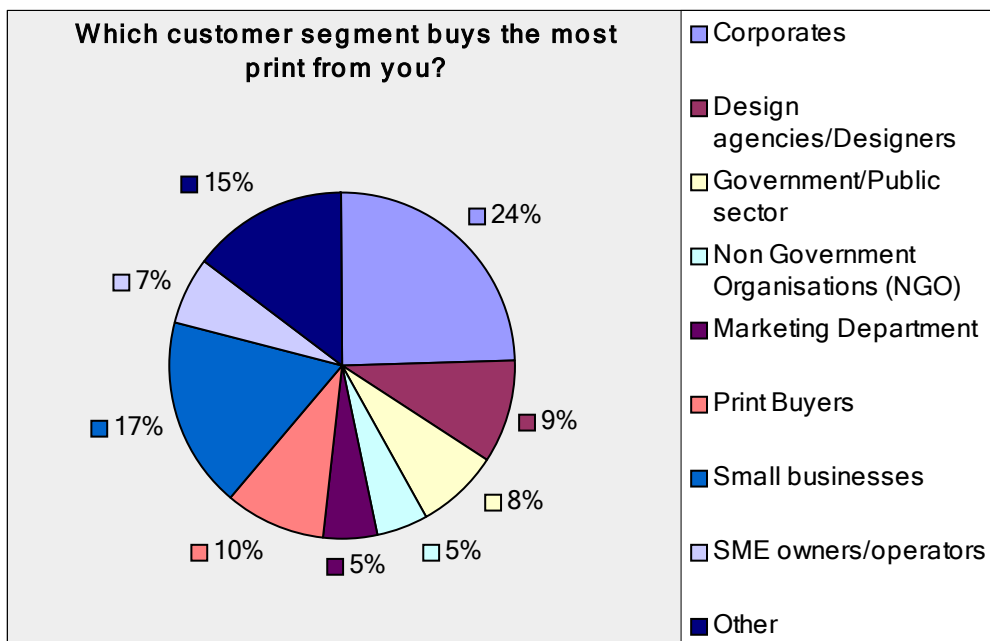
- Corporates
- Design agencies/Designers
- Government/Public Sector
- Non-Government Organisations
- Marketing Department
- Print Buyers
- Small Businesses
- SME owners/operators
- Other

When dealing with suppliers, how important are the following?

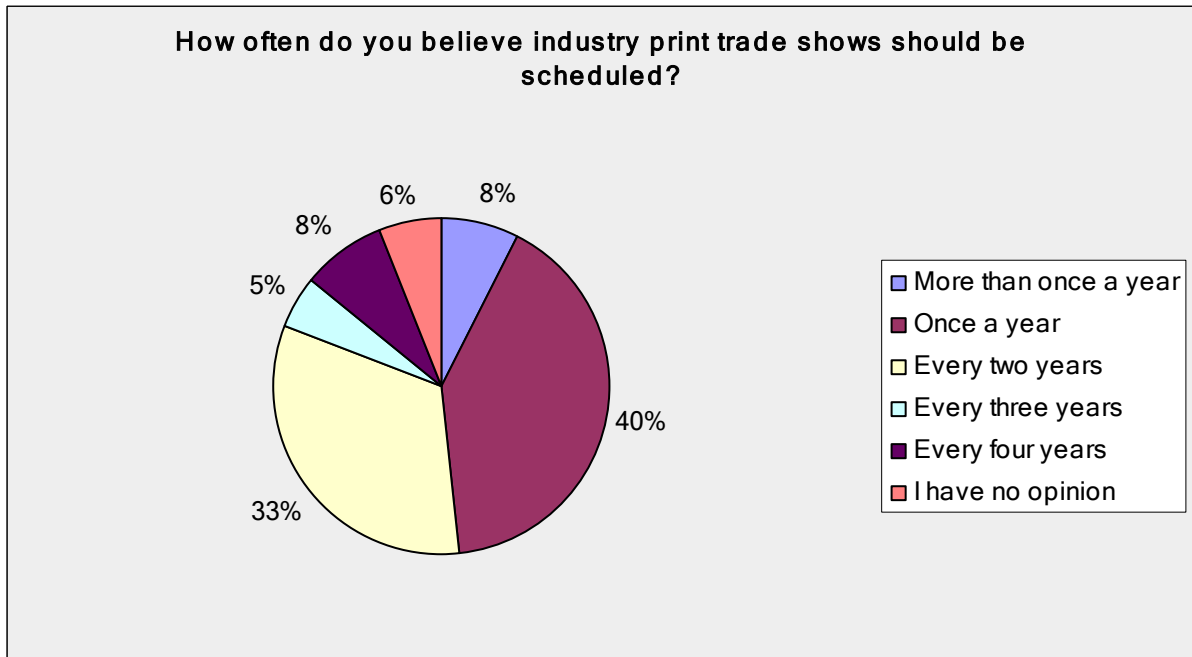
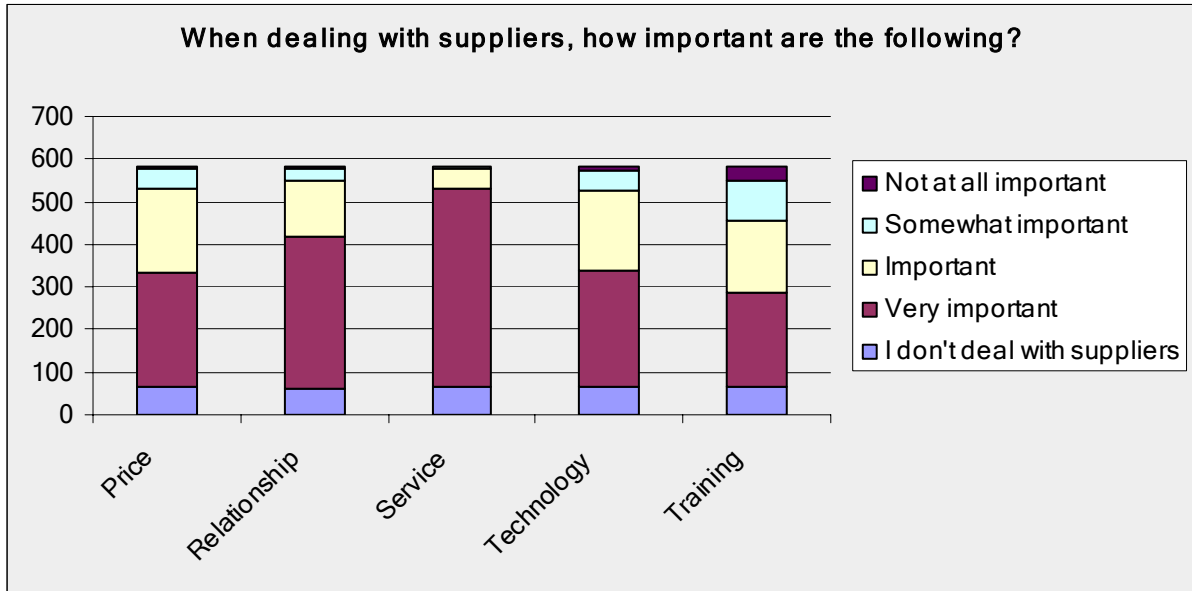
- Price
- Relationship
- Service
- Technology
- Training

How often do you believe industry print trade shows should be scheduled?

- More than once a year
- Once a year
- Every two years
- Every three years
- Every four years
- I have no opinion



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GAMAA MEMBER PROFILE SCREEN

Screen (Dainippon Screen) has been a member of GAMAA for more than 20 years. Its original representative was well-known industry identity Gary Seidl who is now retired. Today Screen is represented at the GAMAA table by Peter Scott and Keith Atherton.

The major benefits of being a GAMAA member, says Peter (pictured right), include "the satisfaction of contributing to the future development of the industry through the scholarships and training programmes that GAMAA sponsors; having a say in how trade shows and exhibitions are run - the member discount isn't bad either; being part of a group and therefore a more powerful voice in dealing with issues that affect us and our industry; and access to assistance and advice from other suppliers".



Established in 1937, Screen is known for innovative technology and outstanding products that help printers and graphic arts companies achieve higher quality output in an efficient, cost-effective manner. Its large range of equipment includes workflow systems, RIPs, proofing systems, platesetters, digital offset and digital inkjet printing presses. The company is also a well-known manufacturer of equipment for the semiconductor and flat panel display manufacturing industries.

Thermal printing plates imaged with Screen computer-to-plate (CTP) systems are used by web and sheetfed offset printers in the production of books, magazines, brochures, catalogues, newspapers and other printed materials.

A variety of software applications and upgrades offering customers greater value and flexibility have been introduced, such as the Equios Pre4m advanced workflow and SPEKTA hybrid screening.

The Truepress Jet series of inkjet devices has been developed in response to the fast growing POD/Inkjet printing industry. Screen is covering a wide range of market sectors including transpromotional, on demand books and newspapers, sign and display, and industrial printing by combining its cutting edge colour inkjet technology with its image processing and printing knowledge.



"We are proud of our ability to provide industry-focused solutions to advance the future of print. We believe in developing long-term relationships that enable our customers to be better prepared for the increasingly competitive marketplace of tomorrow," says Keith (pictured left).

GAMAA Contacts:

Executive Director
Karen Goldsmith (02) 9869 0010
karen@gamaa.net.au

PR Consultant
Alison Stieven-Taylor, Reality & Illusion Productions 03 9527 9684
media@gamaa.net.au