



by Claus Nielsen

Since its inauguration last November, PGM Graphics Solutions has not been resting on its laurels, and is strongly on the move forward. – Here we bring some highlights since its start a year ago:

### What have we achieved so far?

#### PRE-OWNED LABEL PRINTING EQUIPMENT:

With the prime objective of offering its clients a global market platform for buyers and sellers of pre-owned Gallus & Arsona machinery, PGM Graphics Solutions can proudly report about a very hectic first year in business, having delivered already a variety of Gallus & Arsona machines, bought and sold on behalf of existing and new Gallus/Arsona clients in various countries in Europe:

#### Sale of Gallus EM510 to Magenta Labelling, England



Loading of a Gallus EM510 5-colour 20" flexo machine this summer



The Gallus EM510 during installation at Magenta Labelling in England, where it joins 2 other EM510 machines, now totalling 3 x 20" EM510 machines plus a number of Gallus EM410 and EM280

machines. Due to continued success, Magenta Labelling has recently been through a major expansion and is proud of its latest addition to its installed base of Gallus / Arsona machines.

#### Rhodes Labels, UK:



A Vectra 410 turret rewinder was bought by Steve Moore of Rhodes Labels, UK to enhance its production capacity with more automation

#### Timsons machine for Tanto Systems (UK):



A Timsons 20" Flexo Machine, was delivered by Microweb Ltd. to Tanto Systems (UK), an existing Timsons client, needing double capacity of same technology

#### Scan-Figus, Sweden:



2 R160F Gallus flexo machines, bought from Scan-Figus and sold to a customer in Poland



The Gallus EM280 flexo machine before dismantling at Scan-Figus, sold to Novalia Ltd., Cambridge, UK (see story below)

Pre-owned (Gallus) Machinery Ltd., trading as



Lantern Lodge, Smiths End Lane, Barley, Herts. SG8 8LL, United Kingdom, Company No. 542 0744, VAT Reg. No. 895 5022 02; Tel:/Fax +44 01763 849982, e-mail: [sales@pgm-graphics.co.uk](mailto:sales@pgm-graphics.co.uk)

Member of BUPMSA, British Used Printing Machinery Suppliers Association





## Novalia Ltd., Cambridge Science Park, England:

Novalia has over five years experience in the field of printed electronics. Novalia develops applications and processes that will enable the printing industry to add value to its products with the inclusion of electronics. Using its pilot production equipment consisting of Screen, Offset and a 5-colour Gallus EM280 Flexo label press, Novalia takes printed electronic/electrical concepts and shows how they can be realised on industrial scale equipment. Novalia believes creative development of new product concepts using available technology based on existing and widely available manufacturing techniques is the way to take printed electronics to the mass market. Printing is all about communication, addition of electronics will enable product designer to communicate using print in a way that has never been seen before.



Dr. Nick Stone, owner and Man. Dir. of Novalia Ltd. in Cambridge Science Park, bought a Gallus EM280 flexo press for R & D purposes, involving test

printing of his own designs and developments of electronics printing, including folding cartons.



## CCL Package Label S.N.C., France & Intergrafipak, Holland:

A Gallus R160 during acceptance test at CCL Package Label in Paris. The machine was bought by



Intergrafipak, Holland to complement an existing R160, due to market expansion.



Automatic register control working perfectly

## Printcom, Sweden & TS Etiketten, Germany



The complete machine line at Printcom, Sweden, before delivery to TS Etiketten, Germany

The Gallus EM410 Compact with TR450 automatic turret rewinder and automatic core dispenser was sold and delivered from Printcom, Sweden to TS Etiketten, Germany for production of blank and 1-colour labels





**As it is of greatest importance for us to be able to offer a complete service to our clients, whether buyers or sellers, we are pleased to inform you of our following competent co-operation partners:**

### SERVICE:



In order to be able to offer qualified service and machine moves with specialized Gallus & Arsona experience, we have entered close co-operation with TQM Services, Ireland, founded and run by Mr. Tony Quinn, an ex Gallus UK service engineer. Tony has many years' experience with Gallus and Arsona machines, both letterpress and flexo, and he has been involved in moving most of the machinery handled by PGM Graphics Solutions until now. Tony is also capable of offering commissioning and training on installed machines.

For our Irish customers, this means we offer local service and advice, and Tony represents PGM Graphics Solutions in Ireland.



Tony in action, loading sections of an EM280

In mainland Europe we have started co-operation with other Gallus competent service partners, in order to be able to cover the local areas.

### REFURBISHMENTS:



Although our philosophy is mainly to deal with machines, which are well maintained and running quality production up until the point of the machine move, refurbishment is occasionally required. For this purpose PGM

Graphics Solutions has entered into a co-operation partner-ship with the German company ATIQS GmbH, who have specialized in refurbishing Gallus & Arsona and Nilpeter label printing machines. In addition to refurbishing machines, which is offered at 3 different levels, we are able to offer re-building and re-configuring of machines for special application purposes. We welcome any inquiries for special application purposes and will normally find suitable solutions.



EM410 w. TR450  
refurbished by ATIQS

In the UK we are establishing new partnerships enabling us to offer refurbishments for UK & Irish customers.

### Membership of BUPMSA

M E M B E R

**BUPMSA**

BRITISH USED PRINTING MACHINERY  
• SUPPLIERS ASSOCIATION •

We are pleased to advise our clients that as of end of October 2007, PGM Graphics Solutions became members of the UK organisation BUPMSA, British Used Printing Machinery Suppliers Association.

Membership of BUPMSA gives clients the assurance that we comply with the trading standards and business ethics of the organisation. For further information, go to their website:

[www.bupmsa.org.uk](http://www.bupmsa.org.uk)

### Security dealing with PGM Graphics Solution

It is believed that well over half of all printing machines supplied are pre-owned. It is our philosophy and experience that most top brand label printing machines like Gallus and Nilpeter have many years of good service left in them – and we also firmly believe that this trend will continue. Although most machines are sold without warranty, we endeavour that our clients feel secure when dealing with PGM Graphics Solutions, be it commercially as well as technically, and we will always give an honest opinion and report of all machinery sold. Against a small fee, we also offer to carry out “pre-inspection status reports” and health checks if desired.

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## WATCH THIS SPACE!!

COMING SOON: PGM WILL OPEN NEW DIVISION FOR PRE-OWNED SHEET FED MACHINES:  
HEIDELBERG / MAN-ROLAND & KOMORI

ANY INQUIRIES ARE WELCOME ALREADY NOW!

### AGENCIES FOR NEW MACHINERY & EQUIPMENT:

Referring to previous Press Releases, PGM Graphics Solutions has been appointed exclusive UK/Ireland agents for FlexoWash (narrow web) cleaning products and SMO in Germany has appointed us their exclusive agents for UK/Ireland, Scandinavia and France for their complete product programme, most importantly the new EDM200, servo-driven, semi-rotary UV-flexo over-printing machine and their new "LDU Unwind units" featuring a specially large unwind diameter, allowing long runs with less machine stops and therefore a better operation economy.

#### FlexoWash News:

At Labelexpo Europe 2007, FlexoWash showed the following new products for economic cleaning solutions: "EasyClean" Plate and Parts Cleaner and the new Rotary Screen Wash:



Also exhibited was the "Handy" anilox cleaner, which was introduced at last Labelexpo in 2005. All 3 machines are today the world-wide best sellers from FlexoWash, Denmark.

**Essential message for all flexo printers:**

***The importance of "good house keeping" cannot be stressed enough. Without it, you cannot ensure top quality printing and repeatability, and your machine down time will be too high! The cleanliness of the anilox roller has never been as important as it is now, and the use of non-aggressive cleaning systems is more important than ever!***

***FLEXO WASH has the answer!***

#### SMO News:

SMO exhibited at Labelexpo on the Booth of Baumüller their new EDM200 semi-rotary UV-flexo overprinting machine, which has proved to be very suitable indeed for the wine label industry. In our next newsletter we bring a special report on the EDM200 as **the** wine label printing machine!



#### New products coming from SMO:



The new "LDU" unit (= Large Diameter Unwind Unit) will soon be available for delivery for various web widths: 260mm – 520mm and with reel diameter of 50". More information will follow shortly in our next News Letter and on our next website update. We expect new products from SMO in the near future and will keep you informed!





### WANTED PRE-OWNED MACHINERY:

At present, we have particular high demand for the following machines, and all offers are of interest:

- Arsoma EM340, EM410 and EM510 UV-flexo presses, no older than year 2000
  - Especially EM410 & EM510 8-9-colour UV-flexo for filmic substrates
- Gallus / Arsoma EM280 UV-flexo machines
- Arsoma Turret Rewinders, TR250, TR450 and TR510
- Loose printing and die cutting units as well as ancillary modules for EM280, EM410 and EM510
- Gallus Screeny Pre-press equipment, any models
- Slitter / rewriter machines, 13", 16"

### SPECIAL OFFERS FOR PRE-OWNED MACHINERY:

All our machines and equipment for sale are on our website. However, at present, we would like to highlight the following special machines and equipment :

PGM REF. NO.	MACHINE TYPE	SPECIFICATION	YEAR	COMMENTS
07-2110-GA	Arsoma EM410 UV-flexo machine	7-colour UV-flexo with rotary die st. w. GAP Master, web video, corona, web cleaner, many tools	1998	Available end 2007
07-2151-GA	Gallus EM280 UV-flexo machine	7-col. with GEW UV, 7 x water cooled chill rollers, 7 x hotair dryers, web cleaner, corona, BST web video, guidel rail and some tools	2005	Available immediately
07-2171-GA	Gallus KM410 Folding Carton UV-flexo machine	8-colour UV-flexo in-line folding carton machine with FSM410 flatbed cutting and creasing unit, screen unit, tools	2002	Available end 2007
07-2174-GA	Gallus EM280 Flexo machine	4-colour Waterbased flexo machine with hotair drying, length slitting, web video	1996	Available early 2008
07-2183-GA	Gallus EM410 Compact w. TR450	EM410 16" Compact machine for blank label production, incl. Arsoma TR450 turret rewriter	2001	Available January 2008
07-2188NP	Nilpeter F2400	7-Colour UV-Flexo machine, incl. rot. Die station, web cleaner and web video + many tools	1999	Available immediately
07-2185MA	Mark Andy 4150 16" UV-Flexo	6-colour 16" UV-Flexo machine with 3 rot. Die positions, web cleaner, web video, delam/relam, turner bar	1999	Early 2008
07-2130-G	Gallus R160 Compact	4-colour letterpress machine with rotary die cutting unit. Optional: flatbed die station and screen unit.	1990	Early January 2008

Coming soon: Gallus R200 and R250 machines, as well as Nilpeter MO3300 Offset machine



## SPECIAL MESSAGE:



Claus Nielsen:

This was just a small selection of the activities happening at PGM Graphics Solutions the past year.

We would like to update you with any developments happening in our world of the graphics industry, whether in the pre-owned market or concerning new products offered, and we shall partly do this via our website, partly via our newsletters.

If you have any wishes or needs, which you think we might be able to assist you with, please do not hesitate to contact us – we will do our very best to help.

When you have machines for sale and wish PGM Graphics Solutions to help you, please ask for our standard questionnaire and return it to us with as much information as at-all possible. We have experienced that misunderstandings easily can occur, unless there is a clear agreement between the parties from the start.

This News Letter will normally only be distributed electronically by e-mail. If you do not wish to receive news from us, please send us a short email to advise us, and we will delete you from our database. If you wish other members of your staff to receive our news, please advise us with their name and contact details. Thank you for your co-operation!

Finally, we seize this opportunity to thank all our business partners, who have shown us faith and support during our first year of trading – be it buyers, sellers and suppliers. We hope for and strive towards a strengthening of our business relationships with all of you in the years to come and hope to build many new relationships.

FOR FURTHER DETAILS, PLEASE SEE OUR WEBSITE:

[www.pgm-graphics.co.uk](http://www.pgm-graphics.co.uk)

OR CALL US FOR A DISCUSSION ABOUT YOUR REQUIREMENTS:

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