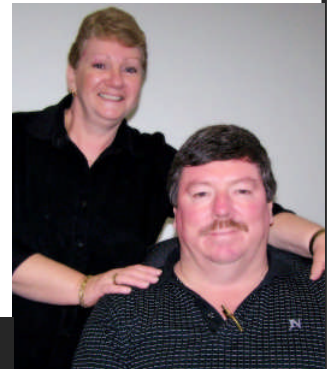


INTERprint

Perth printer installs INTERprint xceed press

ACS Swan Express Print, Malaga, WA have installed a nine color xceed press supplied by Print-Partners. Owned and managed by Brian and Gai Ambrosius, this dynamic family business manufactures both sheet and web-fed products, in addition to supplying contract printing services to the local industry.



Brian explains why he chose an xceed flexo press.....

"Early in 2007 I decided to breathe some new life into my business and expand into new markets – and the first decision I needed to make was what type of press to buy. ...I needed to go wider and with more colors to win new contracts. I visited some shows, talked with the usual agents for flexo equipment, but everything was either too expensive or limited in its capabilities. I wanted a machine that would take me through the next ten years so it needed to be strongly built and with good service backup.

In discussion with Geoff Peady of Print-Partners, he suggested I consider their INTERprint XCEED range of flexo presses. Sure, I was initially a bit nervous about the machines being built in China – but they were offering an extended three year warranty with service calls each year. I also noticed they came with features such as turn-bars, camera and Cold Foil which most of the presses I had previously looked at only fitted as expensive options.

What really convinced me to investigate further were the installations of these presses in the USA. I figured if they could sell in that competitive market I had to give them consideration.

Print-Partners offered me a refund up to AUD\$5,000 on the cost of travel to China if I bought a press. They set up an itinerary for me and had me accompanied by one of their Chinese colleagues – who spoke good English – throughout the visit. We had quality accommodation and there were no language problems. The blokes at Ekofa, the manufacturer, made me very welcome and showed me everything. It's an impressive operation and the quality of their engineering was as good as any I've seen.

Returning to Australia I thought about it for a while – it all felt and looked good, so I gave Print-Partners my order for a nine color UV machine with certain other items I wanted. It's now recently been commissioned – the Chinese technicians came down, installed everything and spent a couple of days training us with its use.

The INTERprint XCEED is a beaut machine, well designed and constructed. If you are looking for a new flexo press I heartily recommend you give it a long, hard look".



xceed

**FOR MORE DETAILS CONTACT
PRINT-PARTNERS**

GEOFF PEADY MOB: 61 0421 561 352
BRYAN NUGENT MOB: 61 0413 021 609



WWW.print-partners.com.au
info@print-partners.com.au