

# ufe



## Ah... the sandwich lady has arrived!

Over the past 15 years, we have done business with companies from different sectors of the printing industry; plastic cards, security print, folding cartons, CD packaging, greetings cards, business forms, to name a few. In the last few months, we have been called the "DOD ink people", "the wipe guys"(!) or the "huge roll label company". I was even asked for a coronation chicken baguette at a particular customer. I won't name names, to spare their blushes.

Some people know that we have undertaken the distributorship for Otto Künnecke. This has opened up markets for us in which we are not so well known. Although we may be familiar faces in a factory amongst the plastic card sales and production people, the guy in charge of all the PIN mailings might not have a clue who we are.

So, we thought it would be a good idea to reintroduce Unique Finishing Equipment to those companies which we haven't visited for a while. Most customers have heard of us and are familiar with us in some form...

**Ga-Vehren** - the original card attaching machine. In the mid nineties, we imported our first "hand built in the USA" machine to the UK and in time we built Ga-Vehren into a household name. Unfortunately, we can no longer sell the equipment. However, we can support existing equipment and are very good at deciphering the old black and white photographs to identify that troublesome gearbox, or find a source for those rubber rollers that were last manufactured before the opening of the Channel Tunnel.

**DOD** - our great grandchildren will learn how CPST was responsible for ye olde UVDOD boom of ye mid noughties. Before the Versa, the CPST MJ7500 was the choice for DOD card personalisation. We still support the few MJs in the UK when the GT controller throws a hissy fit, or when urgent consumables are required because an operator has spilled 10 litres of ink and used five bags of wipes to mop it up.

**Künnecke** - Otto Künnecke are known in the card industry for their MAILok card affixing and mailing systems which we now sell and support, but (sit down for this one) they also sell other stuff! Secure PIN systems, card inspection and sorting systems and thermal card perso equipment for example. We will be focusing our newsletters on some of these hidden gems.

**Web-Tech** - labelling's best-kept secret. Web Technology built a labeller specifically for the plastic card industry. Most card lines use labellers which were originally designed to stick labels onto shampoo bottles. Web-Tech's dedicated approach means speed, reliability and accuracy is unsurpassed. They also pioneered Cross-Core labels; unsnappable high capacity reels of scratch off labels. We sell and support both the labels and the equipment.

**Pack-Smart** - the inspector gadget of the print finishing industry. They supply carton windowing and DVD packaging systems and are constantly working on their eco credentials, using components which require less energy to run. They are also very good at building custom machinery for when you want to fold an antelope and attach a half full bottle of washing up liquid to its hind legs. Pack-Smart build machines that, if you didn't know better, you would swear were Ga-Vehrens. Their servo-driven rotary placers are a wonder to behold.

All jokes aside, if people are not aware of the markets in which we are active, we need to step up our marketing. This is a friendly warning that every few weeks, we plan to write a short, irreverent piece on the type of work we like to do... So if you would rather keep us out of your inbox, please click [here](#) now.

If you cannot wait to find out about our lottery-predicting labeller or the latest installation of our chocolate chip cookie generator, you can always visit our website [here](#).

Until next time...

Kind regards,  
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