

# Technology consulting

**I**n today's print world the need to optimise production is of paramount importance, getting the right mix in the pressroom can be the difference between profit and pain. For printers looking for solutions outside those available from the major suppliers, but which are proven and commonly used in Europe and other parts of the world, Pegras Technology Consultants provides the answer.

Pegras is comprised of staff with decades of experience in print, the Australian arm for instance is headed up by Ian Byrne and Stephanus Peters, both of whom have a track record of more than 30 years in the industry. It is these staff who are able to come into a print business, assess the situation, and provide the solutions that are most appropriate, rather than what is in the van outside.

Pegras says in today's production critical print world it offers expert advice and solutions to printers

Ian Byrne says, "We are technology consultants. We understand the pressroom, we understand what printers are trying to achieve, and we can bring in a wealth of networked global experience to stand alongside print businesses to ensure they have access to the optimal solutions for their needs."

Pegras represents a host of world-class print technology developers whose products are simply not available here through anyone else. Byrne says, "We have a range of European and Japanese suppliers on our books, covering inks, chemistry and equipment, both conventional and digital. For instance with technotrans they have the engineers here but we act as their sales consultants. Often the solutions they have are specialised and will be just what an Australian printer is looking for but doesn't know is available or where to get it."

The Pegras team works with both web and sheetfed businesses and are becoming increasingly well known

in Australia, particularly in the web (heatset and coldest) world. Byrne says, "In our consolidating market, the web printers are large even by international standards, and are always looking at ways to optimise their productivity, and technotrans provides proven engineering solutions for bulk and safe control of chemistry and inks. Pegras is providing the expert advice on how best to go about this and what kind of results they should be looking to achieve. Other examples are Toyo UV inks in newspapers for improved quality, to TKS digital presses to profitably produce very short newspaper and magazine runs.

"Each printer is a complete new project to us, we do not go in with any preconceptions, we do not have a one size fits all mentality, we assess each job on a case by case basis to ensure that the printer receives the best advice that is specific to that company, and that is why we have a host of satisfied customers in Australia and the Asia Pacific."



*Pegras International is a network of Technology Professionals with extensive management and line experience in executing successful business development strategies into the Asia Pacific region. This includes business restructuring and optimisation for supply partners to extract maximum value from joint ventures.*



## Print Media TECHNOLOGY CONSULTANTS

Market solutions delivered via multiple pathways

Sourcing	<ul style="list-style-type: none"> <li>- Digital inks</li> <li>- Coldset uv inks</li> <li>- Low migration uv</li> <li>- Specialised coatings</li> </ul>
Representation	<ul style="list-style-type: none"> <li>- TKS</li> <li>- Toyo</li> <li>- <b>technotrans</b></li> <li>- Schwegmann</li> <li>- DLS lubrication systems</li> </ul>
Development	<ul style="list-style-type: none"> <li>- Specialist coatings</li> <li>- Digital optimisation</li> <li>- Paper enhancements</li> <li>- Turn key digital systems</li> </ul>