

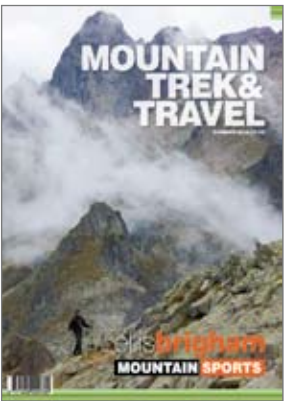


> Catalogue Printing & Mailing Specialists



Catalogue Printing & Mailing Specialists

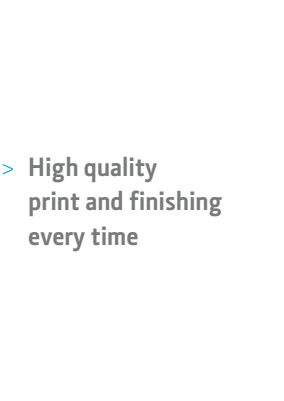
Our vast experience in dealing with catalogues means:



> Consistent print quality using Closed Loop Colour Control



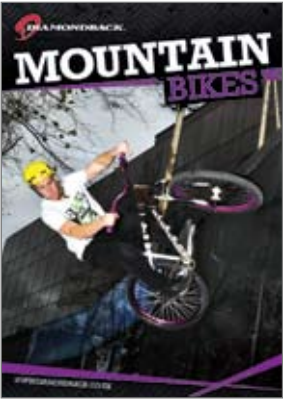
> Passionate customer service



> High quality print and finishing every time



> 4 web-offset presses & 1 sheetfed



> Speedy turnaround times with all finishing in-house



> Complete direct mail solutions



> Competitive printing of 25,000 - 3 million brochures & mail order catalogues <

ECMOD Award Winning Catalogue Printers

Award winning Garnett Dickinson Print and **Acorn Web Offset** have a wealth of experience and capability of printing a wide range of different formats of catalogues and brochures and will work with you to suggest the most appropriate size, paper and pagination to minimise your printing, finishing, mailing and postage costs but ensure that it is printed to the highest quality with consistent colour quantity.



Types of formats: Digest Spine Glued

- > A4 Portrait
- > A5
- > Digest
- > Perfect Bound
- > Spine Glued – Press finished
- > Electronic versions available using YuDu or PageSuite
- > A4 Landscape
- > Square
- > Delta Fold
- > Stitched

At Garnett Dickinson Print, we print a wide range of press finished products quickly and cost effectively minimising production lead times to market. Our easy to produce press finished products eliminate binding costs and provide the perfect product for low cost postage. At GD Print, we have developed our internal systems and working practices to be the lowest cost producer of spine glued products.

- > Ideal pagination for mail order catalogues
- > Spine glued & finished on press
- > Eliminates binding costs
- > Very strong on low weight paper
- > Less time to print
- > 235mm x 155mm minimum size
- > 298mm x 170mm maximum size
- > 100,000 copies minimum print run
- > Optimum paper weight 60gsm
- > Digest size 64pp (240x155mm, 60gsm blade coated weighs only approx. 72g)
- > The above falls into the Small Letter category for PiP
- > NEW GD Mailing can help with all your mailing requirements

Popular press finished formats:

8 Page



32 Page



64 Page



Passionate Printing People

Garnett Dickinson Print

specialises in producing high quality catalogues, magazines and brochures with exceptional customer service. We offer web-offset and digital printing, along with stitching, perfect binding and mailing under one roof.

We provide very competitive printing in the following areas:

- > 25,000 – 3 million+ mail order catalogues
- > 10,000 – 100,000 magazines
- > 10,000 – 1 million+ brochures
- > Personalisation of any of the above



Investment

In 2006, Garnett Dickinson Print invested over £20m in a purpose built 120,000 sq ft state of the art factory with a new MAN Roland Lithoman IV 48pp press, a 16pp Rotoman press and comprehensive bindery. Our investment provides you with greater capacity and new value added services, as well as complete automation, efficiency and faster turnaround times. Other benefits of using Garnett Dickinson Print include;

- > We have arguably the UK's lowest cost operation
- > Fast turnaround – to get your catalogues and magazines out to your customers and sell more product or advertising
- > Fastest remote approval and product tracking using Agfa Portal
- > Consistent print quality using Closed Loop Colour Control
- > 5th Colour, In-line UV, Spine gluing and rotary trimming
- > Join a group of demanding, high quality clients for whom we print 270 catalogues

- and magazines each month, including Tesco Ireland, Glasses Direct and BrightMinds
- > Award Winning Catalogue products - CatEx/ECMOD Supplier Awards 2009 'Most Innovative Cost Saving Solution'
- > Improve your environmental credentials as we are accredited to PEFC, FSC and ISO 14001
- > Environmental Company of the Year 2007 in the Quality in Print Media Awards
- > Award Winning Customer Service – Finalist – Customer Service Team of the Year – Print Week Awards 2009
- > Winner of the Excellence in Manufacturing Award 2009
- > Increase your customer base with Pagesuite E-Brochure for £1,000 per brochure for a whole year (with as many updates as you like). Free no obligation trial available.

Added Value

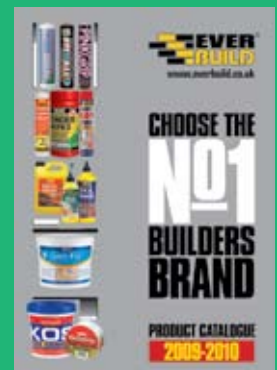
At Garnett Dickinson we do our utmost to keep our customers and keep them happy! We believe we secure repeat business through our high level of customer service, technical leadership and responsive investment in new technology. In addition to the standard services that you would expect in magazine and catalogue production, below are some of our additional value adding services we can provide:

- > Customer Scheduling Service – for customers new to Mail Order/Publishing
- > Customer Training Days – technical seminars and factory tours
- > Hybrid Products – digitally personalised covers with web printed text
- > Graphic Design – have your catalogues or brochures designed in-house
- > Web Based Solutions – catalogues/brochures on-line – PageSuite & YuDu
- > Print Sourcing - our GD Global division can buy your worldwide print





Acorn Web Offset is a specialist printer of catalogues, periodicals and brochures. We understand that the relationships we have with our customers and the service we provide is just as important as the quality of the finished product.



Therefore at Acorn Web, customer satisfaction is our priority. We do this by producing a quality product on time, every time and by offering personalised customer care with staff who are committed to the customer, the company and the environment in which they work.

At Acorn Web we are passionate about delivering excellent service that is tailored to the individual needs of our customers. From the moment you seek information, present an idea or established specification, we ensure your needs are immediately supported by a dedicated Sales Executive working in your location.

Upon placing a valued order with us, your dedicated Sales Executive will prepare a brief for the internal departments at Acorn Web, triggering the scheduling of capacity and the sourcing of materials.

At this point the live production of your order and any future account management will be undertaken by a dedicated Customer Service Executive (CSE). Our CSEs carry a wealth of knowledge and where deemed appropriate and prior to any job input, your Sales Executive will propose to visit with your appointed CSE for a pre-production meeting. This is to ensure a clear understanding of the job requirements and define the appropriate contacts for communication. Your appointed experienced and knowledgeable CSE will oversee the production process from input to final dispatch or mailing and will deal with any changes or issues in a very responsive manner.

Following the printing of your job, your Sales Executive and/or CSE would propose to revisit (where applicable) for a post-production meeting. Whilst we strive to deliver high quality and service from day one, we recognise that often lessons are learnt from experience and this shapes future production requirements and works instructions. Thereafter we do encourage regular account review meetings but these are tailored to individual customer requirements.

Our flexibility and quick turnaround along with dedication and a focus on customer care means that we can put you first. So why not give Acorn Web a call, where red carpet treatment comes as standard.

Web: www.acornweb.co.uk **Tel:** 01924 220633



Working with Acorn is like having our own printing department on the end of the phone. Of course, we like the prices and the quality – but, above all, we appreciate that we're dealing with people who know us and look after us. ”

Mark Smith, Total Pages.co.uk



GD Mailing

ECMOD Award winning supplier, Garnett Dickinson Print has more than 20 years experience of providing comprehensive mailing services and is pleased to announce an extension of its services to create its brand new fully integrated Direct Marketing division – **Garnett Dickinson Mailing**.

Building on award success last year as “Most Innovative Cost Saving Solution – Offline”, Garnett Dickinson Mailing is an exciting and innovative new service designed to provide the Mail Order, Commercial and Publishing sectors with the latest technology and progressive approach to help increase your sales and speed up your turnaround times. We maximise your returns on your printed and electronic media distributed to customers by keeping your costs to a minimum. We can help realise the full potential of your mailing data by developing and delivering a true multi-channel communication strategy.

Garnett Dickinson Mailing offers a standalone Direct Marketing facility with its main base at Normanton, near Wakefield and a second facility at the Rotherham factory making it one of the UK’s largest Mailing Houses with the ability to handle over half a million items a day. As you have an option to have all your promotional material printed in-house through Garnett Dickinson Print, Garnett Dickinson Digital or Acorn Web Offset, we can provide a fast and flexible solution helping reduce your time to market. This and still benefiting from the latest techniques and thinking in direct mailing campaigns, be it printed or electronic communication. GD Mailing is a natural extension of services we have provided for more than 20 years and offers:-



- > Full data bureau services including intelligent database management & manipulation
- > Intelligent targeting and profiling of customers
- > Successful campaign delivery through multi-channel communication
- > Email & SMS promotional campaigns
- > Delivery of personalised cross-media communications
- > Simplex/Duplex continuous stationery lasering using Océ Variostream 7650
- > Three envelope enclosing machines
- > Five Sitma polywrapping lines with Domino Bitjet and inkjet capability
- > Selective messaging
- > Selective inserting
- > Bound In inserts
- > In-house Digital printing & personalisation using HP Indigo & KBA Karat for smaller volume highly personalised mailings

This comprehensive offering means that Garnett Dickinson Print/Acorn Web can provide you with the full solution for all your Print and Direct Marketing needs from our 48pp web offset press, our three 16pp web presses and a B1 Speedmaster sheetfed press. Alongside all this we offer in-house finishing capabilities including:-

- > Folding
- > Perfect Binding
- > Saddle Stitching
- > Spine Gluing – offering a wide range of press finished products

Garnett Dickinson Mailing provides you with the right strategic solution to help your marketing campaigns succeed every time. Its people are some of the most experienced and talented in the industry who are passionate about print and mailing and will handle your business with precision and integrity. To discuss your requirements and how we can help you please contact Dave Molloy, Key Account Director on:

Tel: **0845 113 0009** Email: **info@gdmailing.co.uk** Web: **www.gdmailing.co.uk**

Plant List

Specifications for Enclosing lines

GD Mailing's multiple Envelope Enclosing lines provide a cost effective and fast solution for mailing and can achieve up to 200k per day.

BUHRS BB300 x 2

- > Envelope size C6 to C4
- Paper quality min 75gsm - max 110gsm
- > Insert size
 - Min 105mm x 148mm
 - Max size 229mm x 324mm
- > Number of stations 8
- > Maximum thickness of supplement materials 9mm

BUHRS BB600 x 1

- > Envelope size DL to C5
- Paper quality min 75gsm - max 110gsm
- > Insert size
 - Min 80mm x 100mm
 - Max size 176mm x 250mm
- > Number of stations 8
- > Maximum thickness of supplement materials 6.5mm
- > This machine also has the ability to selective enclose from stations 1/3/4/5/6/7/8.

Specifications for Sitma lines

GD Mailing's multiple Sitma polythene wrapping lines provide a cost effective and fast solution for mailing and can achieve over 500k a day.

Sitma One (750)

Packaging Range:		
Min/Max length	mm	150 - 420
Min/Max width	mm	100 - 330
Min/Max height	mm	1 - 50
Min/Max weight	gr	10 - 2500

Film Type:

Min/Max thickness	mic	13 - 50
Min/Max width	mm	250 - 750
Max reel diameter	mm	600

- > 5 Stations and has a Jetary Inkjet system and capable of selective inserting.

Sitma Two (905)

Packaging Range:		
Min/Max length	mm	150 - 420
Min/Max width	mm	100 - 330
Min/Max height	mm	1 - 50
Min/Max weight	gr	10 - 2500

Film Type:

Min/Max thickness	mic	13 - 50
Min/Max width	mm	250 - 750
Max reel diameter	mm	600

- > 6 Stations and has a Domino Bitjet Inkjet system.

Sitma Three (750)

Packaging Range:		
Min/Max length	mm	150 - 420
Min/Max width	mm	100 - 330
Min/Max height	mm	1 - 50
Min/Max weight	gr	10 - 2500

Film Type:

Min/Max thickness	mic	13 - 50
Min/Max width	mm	250 - 750
Max reel diameter	mm	600

- > 8 Stations and has a Domino Bitjet Inkjet system with Mosca In-line strapper.

Sitma 950E-1/0

Packaging Range:		
Min/Max length	mm	150 - 420
Min/Max width	mm	100 - 330
Min/Max height	mm	1 - 50
Min/Max weight	gr	10 - 2500

Film Type:

Min/Max thickness	mic	12 - 50
Min/Max width	mm	250 - 750
Max reel diameter	mm	600
Sealer width	mm	360

- > 8 Stations and has a Domino Bitjet Inkjet system with Mosca In-line strapper.

Specifications for Laser Printers

OCÉ VarioStream 7650's x 2

- > Lasers at 600 dpi
- > With Duplex capabilities
- > Run speed up to 18k feet or 36k A4 per hour per machine
- > Enhanced graphics capability
- > Mono or highlight colour/MICA toner via swappable developer stations
- > Pin-less systems including support for imperial or metric sizing

GMC Personalisation Software Systems

- > Extremely flexible laser setup/imposition/drive systems
- > Supports all Truetype fonts and all barcodes including two dimensional
- > **PDF proofing and ability to create client return PDFs of full mailings**
- > Optional outputs include AFP files and PPML files
- > Built in colour support enabling printing on mono continuous or GD digital systems

Specifications for Data Bureau

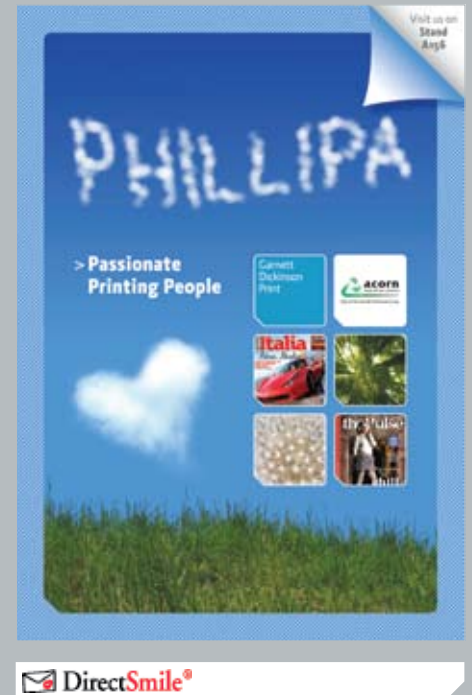
- > Multiple UNIX based bureau systems enabling very large file handling at very high speeds. Redundant system and disaster recovery in place.
- > Custom built software platforms enabling customer specific applications to be developed. All data formats handled both input and output.
- > Full data hygiene facilities available including gone-away handling, mover tracking, deceased suppression and MPS.
- > Data modeling, profiling and geo-demographics available
- > Received file data audits run to identify issues at earliest possible stage.
- > All postal services supported including all Royal Mail services and all downstream access providers. Postal optimisation services offered.

Garnett Dickinson Digital

Garnett Dickinson Digital is the digital printing division of the Garnett Dickinson Group. At the forefront of digital print technology, we offer the very latest in full colour HP Indigo Digital printing. From just one copy to many thousands, we provide highly responsive, high quality on-demand digital print to satisfy our customers varied printing requirements.

Direct Marketing has now moved up a level, where by combining variable data such as your individual customer details along with infinite creative possibilities, your mailers can go out in a truly unique and focused way, ensuring maximum return on your investment. Where cost restrictive by conventional means, digitally printed media opens up a world of promotional opportunities to your business.

Like non-other out there, the Garnett Dickinson Group of companies has the broadest of capabilities – including print finishing – ink jet mailing and fulfillment. We have other Group services too such as Creative Design and Internet based print procurement for business cards and stationery.



Things we can print:

- > Mailers & Leaflets
- > Newsletters
- > Personalised Magazines
- > Calendars
- > Business Cards & Stationery
- > Folders
- > Labels
- > Menus
- > Packaging
- > Point of Sale Material
- > Postcards & Invitations
- > Questionnaires
- > Price Lists & Guides
- > Posters & Signs
- > Promotional Brochures
- > Annual Report & Accounts
- > Carrier Sheets
- > Inserts

Advantages of going digital:

- > No minimum quantity, print on demand and fast
- > Print & Personalise in quantities that suit your needs best
- > Personalise using colour – make your messages stand out
- > Personalise using Direct Smile technology – variable images and text for bespoke targeted marketing
- > Every page can be different – communicate on a truly one-to-one basis
- > Print on a variety of stocks including plastic, acetate, exciting papers
- > Proofing – test proof on same press and stock as your final job
- > Total flexibility and greater impact

Our Digital Press Room:

HP Indigo 5000 press facilities

5 colour digital offset press, featuring colour personalisation and variable data exchange of text and graphics, high definition imaging and 4-colour duplexing facility.

KBA Karat 74 with coating unit

Four Colour Direct Imaging litho press capable of running a maximum sheet size of 520mm x 720mm on substrates ranging from 80gsm – 400gsm, so is capable of printing on board. A diverse product range can be competitively serviced and delivered. Ideal for leaflets, flyers, direct mail, poster, covers, magazine inserts, POS and business stationery.

Tel: 01709 768001 Email: info@gddigital.co.uk Web: www.gddigital.co.uk



The next 5 pages are extracts from an article in 'The Print Business', November 2009.

GDP mines a rich seam

Garnett Dickinson moved to a brownfield site three years ago and endured the teething problems associated with the move. But it has recovered and is running one of the greenest and most efficient web offset operations in the country.

Three years ago Garnett Dickinson moved from central Rotherham to a spanking new site on land reclaimed from the mining industry with new presses and space to expand.

Even allowing for the disruption caused by any move, in the months after the entire company must have wondered if it had done the right thing. At that time the new Lithoman, Rotoman and 120,000sq ft plant might easily have become an albatross around the neck of the business.

Today those thoughts are long gone, even if the effects of the massive investment continue to be felt in the group's p&l account. But the business has regained its confidence. The factory is humming with work; it has upgraded its prepress area; the Kolbus Publica installed last year is proving a winner and the business is delivering manufacturing efficiency levels from the presses that are the best in the industry.

Chief Executive, Nick Alexander comments "When we tell competitors our make ready times and Manufacturing Efficiency figures, they can't quite believe us and a couple of them have even questioned whether it's true." Charts pinned on notice boards by the presses provide the evidence.

"With the move there were new presses, new people and had been a lot of management changes. It was a steep learning curve." The focus on manufacturing has been crucial to settling down GDP and delivering what was promised from the plant.

The renewed confidence flowing through the business was seen in the deal to buy Acorn Web Offset in September 2009. Alexander admits that this was a consolidation play, but says it was no hasty decision. He had run the rule over a number of other web offset businesses before deciding that Acorn, nearby in Normanton, offered the best fit. "Acorn is a similar business to ours, but there is very little cross over in customers. It is well run, has good people and their customers love them. We are already creating synergies and efficiencies," he explains. "The additional facilities give us the firepower to challenge

for major contracts. Before this we were battling hard but we never quite achieved first or second choice." The deal brings the group to sales of £45 million from 320 staff, including those in the newspaper publishing side.

Where Garnett Dickinson Print has a 48pp Lithoman web lined up alongside a 16pp Rotoman with fifth colour and uv coating, Acorn has two Rotomans. Work is moving between the two sites, with mailing taking place in Rotherham and Normanton. Acorn now has its own perfect binder following installation of a Muller Martini Corona shortly after the take over. He continues: "The culture there is not about buying the very latest equipment, here we are very much about buying the latest in order to improve our processes. If we think there's technology that will give us a bit more we will buy it."





Teams from both businesses have been formed to share best practice and to help understand each other's business. Procurement is going to be based centrally and Ian Cooke has joined as group sales director with a remit across the business as a whole. Customer services will operate under a single head, though individual customers should see no immediate change.

And, says Alexander, the strategy is paying off. "We have had a client that Acorn was working for and were looking for a larger job to be produced. Some were printed in Normanton, some here and some needed to be placed outside, which we handled through GD Global, our print procurement business."

That is housed on the upper level away from GDP's presshall and operates in a different way to normal print management Alexander is at pains to point out. The company prints for HH and Webmart and would not jeopardise these arrangements. Last year however GD Global contributed sales of £3.5 million through print organised for customers. "We worked with printers in Mexico, China and Spain. We have positioned what we do very carefully to avoid any conflicts with existing customers," he says.

GD Global is not the key to the company's current position. That must be attributed to taking on lean manufacturing principles and running the plant as efficiently as possible. Hand in hand with lean is green. The plant was designed to be as environmentally friendly as possible and it achieves this. For example, roof mounted fans extract hot air during the summer, and blow it down in the colder months. Conveyors remove unwanted paper, while other waste is carefully segregated.

“ We call what we do under ‘lean management’ or ‘projects’; we don’t call it ‘root cause analysis’ – we call it ‘what went wrong’. We find people in Rotherham don’t speak Japanese. ”

Nick Alexander

That the environmental concern is about elimination of waste, so too is the lean manufacturing stance which pervades the plant.

Some of the language used at GDP might make a lean management consultant pause: there is no mention of kaizen, kanban and so on. "We call what we do under 'lean management' or 'projects'; we don't call it 'root cause analysis' – we call it 'what went wrong'. We find that people in Rotherham don't speak Japanese," says Alexander.





Garnett
Dickinson
Print

The denial of foreign terminology is taken further. In homage to the history of the new site, Alexander discusses production figures in terms of 'shovelling coal'. It is perhaps brutal to those used to the craft aspect of printing, but it underlines the importance of achieving production figures.

And he explains why GDP came to adopt lean management. "A couple of years ago we wanted to know why we weren't making any money. We have a high fixed cost base, so in reference to being on the site of an old mine, we realised that how much money we made was similar to how much coal we could drag out of the ground. Everything is now measured in terms of how much coal the equipment could have moved, how much it should move and how much it did move. Our production planner works not just to customer expectations but equally to how much coal we can get out of the ground today."



Alongside the coal analogy is the concept of the 'perfect product'. This is a job that is ideally suited to the manufacturing set up, that runs efficiently and can be produced at maximum speed and covers production run as well as format. "It's something that hits the sweet spot of every piece of equipment," Alexander explains. The greater the percentage of production covered by the perfect product, the happier the company is. He says: "In essence it's a doctrine about keeping it simple."

It is working. The print group is making money says Alexander. And it is being recognised for its implementation of lean management both inside the print industry and on a wider level.

A recent example of this was being shortlisted alongside the likes of Toyota and Boeing for manufacturing in a regional industry awards,

"We don't benchmark ourselves against others in the industry. Instead we look at what we are doing now and try to find ways of how we could do it better," Alexander says. "We are always looking for projects that meet either of two criteria: does it improve the customer experience, or does it increase our profitability. If the answer is no, the project doesn't happen."

Each also has to be describable on a sheet of A3 paper, listing the reasons, the actions and the outcomes. Once put in place these are posted around the factory on the notice boards. The company is prepared to back a project with the necessary cash to see it through. Evidence comes with the investment in new platesetters, handling systems and front end from Agfa.





Even though the prepress set up was new with the move to the plant, the shift to short runs and the sheer efficiency of make readies meant that at times the platesetting department was struggling to keep up. Vince Brady, prepress manager, says that before the £1 million installation “plate production could easily become a bottleneck”. Two Avalon N24 platesetters are newly installed. Both can produce plates for either press, but tend to be setup for one of the webs. That dedicated to the larger Lithoman press is fitted with what is only the second skid loading system in Europe and the first in the UK. The plates are rolled into the unit on the delivery pallet, 300 at a time. The handling system picks up the plate, removing interleaf sheets and presents it to the imaging units. At full pace (24 plates an hour) and constant running, there are enough 24pp plates in the unit to run unattended for a day. The factory gets through 7,000 plates a month.

With the installation, GDP switched to Agfa’s Energy Elite plate, with two clear benefits. Firstly there is no baking stage, reducing energy consumption and improving the environment in the plate area; secondly chemistry consumption is improved to the point where the weekly strip and clean of the processor is no longer necessary.

“ The bar code is also used to log the position of every pallet of work in progress on the factory floor, saving hours of time. ”

At the front end, the Apogee Portal is both fully spec’ed and loaded with the latest version of the software. “We did look hard at Kodak before deciding to stay with Agfa. We wanted to have the most advanced system in the UK. It provides confidence when customers know we have the latest technology to support their business,” says Alexander.

Today 80% of customers use Apogee says Brady. When they do there is no GDP touch point until the plate is produced. This way of working has eased the way to working with customers from Australia or New Zealand, helped too by the rapid acceptance of screen proofing.

Efficiency gains are not restricted to prepress. One early ‘project’ resulted in a cure for all-too frequent web breaks; another ensures that the correct sized end boards are used on gathered logs; a PDF of each insert is sent to the client and to the mailing line operators to cut out errors.

Tracking is also organised through the application of barcodes. These are applied to every reel of paper, so tracking exact usage per job and how much is left on a reel. The bar code is also used to log the position of every pallet of work in progress on the factory floor, saving hours of time.

Nor is innovation just about manufacturing process. One award the company has picked up was made by Ecmob, the cataloguers and directories conference, where GDP picked up the innovation award. This was for a 64pp product that is produced on the 48pp press. Where it scores is that the format meets the requirements of the Royal Mail’s Pricing in Proportion rules. It is proving an





ideal product for catalogues sent out by internet based retailers. "We have produced 13 million catalogues to this size since January 2009," he says. "It is something that we developed ourselves, it saves the catalogue customer a lot of money and has become a real USP. It's not unique to us, but we have worked very hard to make it viable."

It reduces costs further down the line, rather than producing them in two up sections which needed to be separated.

Single section catalogues are stitched and trimmed inline using the extensive Gammerler handling equipment. Perfect bound editions go through the Kolbus and multi section stitched products are handled through three saddle stitching lines. One is configured with inline stacking, strapping, shrink wrapping then a further strapper before an automatic palletiser. It's about minimising labour where possible. The presses are run by a crew of six per shift, one man at the reel stands, two on each control console and the last as a floater to ensure that the crew is viable during holidays or training.

Each crew competes to achieve the best ME figures (currently running above 75%) for the quarter and to make sure make-readies do not exceed 20 minutes. The automation of folder, register and closed loop colour control are vital. "We keep strictly to maintenance schedules," Alexander says. "The only way to generate maximum efficiency is to look after the equipment." While trying to achieve the 'perfect product' he is prepared to print as low as 7,000 copies - hence the plate bottleneck - in order to keep the presses running.

“ We keep strictly to maintenance schedules. The only way to generate maximum efficiency is to look after the equipment. ”

Some while ago, in an initiative to motivate press crews, GDP named its presses after Formula 1 teams. It led to print work with McLaren and a sponsorship deal with the Grand Prix team. Alexander also got to see at first hand the fanatical obsession with detail that the best in the world have. He would like to transfer that kind of thinking to print.

However, he says: "We have a long way to go before we are perfect. That's the thing that drives everybody, the search for ways to be better spurs everyone and drives the enthusiasm."



Our comfortable Customer Lounge

The Garnett Dickinson Profile

Garnett Dickinson Group comprises Garnett Dickinson Print as the largest company in the group, enlarged through the acquisition of Acorn Web.

Garnett Dickinson Digital is a digital print business running an HP Indigo 5000 and KBA Karat, offering short run and personalised print and generating sales of around £1 million.

Garnett Dickinson Publishing is the custodian of the Rotherham Advertiser and associated newspapers. Circulation

has held steady despite the rise of the internet, showing the value of a highly local approach. Copies are sent to subscribers overseas.

Garnett Dickinson Global as an outsourcing business for customers needing to have jobs printed overseas or specialist services provided.

Garnett Motor Company does what it says, offering MOTs, car servicing, tyre and exhaust replacement from a unit only a few yards from the print factory.

Printing that doesn't need to cost the earth

Responsibility for the environment runs like a vein through everything we do in the business and Garnett Dickinson has always taken a strong stance on minimising the impact of its operations on the environment. This was foremost in the company's thoughts as its new plant was designed and built during 2006. We believe we're one of the most environmentally friendly printers in Europe and we have been on a mission to prove it! This hard work and investment resulted in our proud achievement of being named:

Environmental Company of the Year



Forward Thinking

Our environmental strategy and ethos means that we are continually developing and improving all aspects of our environmental policy and performance and we are pleased to have already achieved the following:

- > 100% recycling record – quite simply, everything that can be recycled is
- > FSC & PEFC approved printers
- > Holders of ISO 14001 Environmental standard since 2002 (UK's first web printer)
- > ISO 9001 Quality Accreditation
- > A substantial reduction in energy/carbon 'footprint' statistics
- > Output is 75% more than at our old site & even with our second press we use 30% less electricity per unit of output in comparison
- > Carbon emissions reduced by 5,917 tonnes per annum
- > Achieved a £35k reduction over the last three years in landfill
- > Over 97% of waste paper recycled (2009)
- > All water used in the factory is recycled
- > We use Environmentally friendly inks on all our presses
- > An Environmental Officer service is offered to all customers and we can help provide information on their publications' carbon footprint

The new factory is one of the most environmentally friendly prints works in the country, if not Europe. The new site boasts the following environmental features:

- > Carefully positioned louvered blinds outside the building help maintain temperatures in an environmentally way
- > The sophisticated factory management system controls compressed air and monitors the building's systems, alerting managers if any problems
- > Fans and grills re-circulate heat and draw in fresh air from outside to maintain ideal temperatures in the building
- > Automated lighting in the offices which only come on when occupied
- > Extended dryers on the presses, reduces the temperatures required whilst also helping to heat the building



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Acorn Web

We have achieved Forest Stewardship Council (FSC) and Programme for the Endorsement of Forest Certification schemes (PEFC) Chain of custody certification for responsibly sourced paper. This will allow you to track your print job from the forest, through the pulp producer, paper mill, paper merchant, Acorn, to you the customer. We can do this when you choose an FSC, PEFC certified or recycled paper to print your publication on. You can also have the option of an environmentally friendly laminate on your covers should you want the glossy look without harming the planet. Please specify if this is a requirement when you request your quotation.

We hold the following accreditations: ISO 18001 for our Health and Safety Management System, ISO 9001 for our

Quality Management System and ISO 14001 for our Environmental Management System.

Our electricity is supplied from 100% renewable resource to limit our carbon impact.

We constantly strive to reduce our chemical usage and have eliminated the use of alcohol completely in our web printing. Any chemical waste generated in the process is collected and dealt with by accredited waste contractors.

We are constantly looking at reducing our waste paper and all waste that we produce both in the manufacturing plant and in the office is segregated and sent for recycling.

With Acorn Web you can be assured that we are working towards a better environment.



At Garnett Dickinson and Acorn Web, we believe that Printing doesn't need to cost the earth...



Plant List & Technical Information

Pre-Press

Computer-to-Plate System

1 x Kodak Prinergy v3.x Workflow

Prinergy workflow systems are innovative, flexible workflow solutions that leverage state-of-the-art technologies and open industry standards such as Job Definition Format (JDF) and PDF to organise page processing, proofing and CTP output.

2 x Kodak Lotem

800v Quantum Thermal CTP

The LOTEM 800 II Quantum draws on the finest CTP technologies available, including thermal imaging, automation, and industry-leading workflow systems. SQUARESPOT imaging technology maintains sharp resolution and end-to-end data integrity, from the original file to the press, despite variations in production.

Hard Copy Proofing

Kodak Matchprint 800 – B1 contract proofing
HP5500 – double sided content proofing

Staccato Screening

Available on request – advanced notice required

KODAK STACCATO software is advanced, second-order FM screening technology. STACCATO screening produces high-fidelity, continuous tone images that exhibit fine detail and an extended colour gamut, creating a photographic experience free of visible printing artifacts, such as subject moiré and rosettes.

STACCATO screening eliminates gray level limitations and abrupt jumps in tone, while improving colour and halftone stability.

Printing Presses

Web Offset (Heatset)

Rotoman 40 (4 unit web)

Cut Off: 630mm
Maximum web width: 965mm
Minimum web width: 420mm
Paper Grammage: Min 40gsm/Max 130gsm
Formats Available: Tabloid/Quarterfold/DP Fold/Magazine Fold (2up)

Printing 8pp and 16pp Quarterfold Sections full colour throughout.

Rotoman N (4 unit web)

Cut Off: 630mm
Maximum web width: 965mm
Minimum web width: 420mm
Paper Grammage: Min 40gsm/Max 135gsm
Formats Available: Tabloid/Quarterfold/DP Fold/Delta Fold

Printing 8pp and 16pp Quarterfold Sections at 60,000 i.p.h. full colour throughout with high speed make-readies, auto power plate loading and auto folder change facilities.

Sheetfed

Heidelberg Speedmaster 102V (4 unit)

Max sheet size:	720mm x 1020mm	Min sheet size:	450mm x 640mm
Max weight:	300gsm	Min weight:	70gsm

Used for printing high quality full colour work.





Bindery

Max sheet size:

Stahl T56 Folder	560mm x 1150mm
KC Proline 76 Folder	720mm x 1020mm
Wohlenberg MCS- Programmatic Guillotine	914mm x 1320mm

- > 1 x Muller Martini 300 Stitching Line with Trimmer with facility for on line four loose inserts. 9 hoppers plus cover feeder.
- > 1 x Muller Martini 335 Heavy Duty Stitching Line with 251 Trimmer with facility for on line four loose inserts. 9 hoppers plus cover feeder.
- > 1 x Muller Martini 335 Heavy Duty Stitching Line with 251 Trimmer. 7 hoppers plus cover feeder.

Max size:	420mm x 297mm
Min size:	210mm x 99mm
Max fore-edge trim:	40mm
Max head/tail trim:	30mm

Muller Martini Corona Perfect Binder

- > 12 Station Collator
- > 20 Clamp Binder
- > Book Block Feeder
- > 4 Station inserter
- > Zenith S Trimmer
- > CB16 Stacker
- > Inline Shrink Wrapping
- > Inline Strapping

Max size: 420mm x 297mm trimmed
 Min size: 210mm x 148mm trimmed

Finishing

Perfect Binding up to fifteen sections.
 Saddle Stitching up to eight sections. On line loose inserting up to size loose inserts for both Saddle Stitching and Perfect Binding. Shrink wrapping.



Plant List & Technical Information

Pre-Press

Complete scanning and repro facility which includes:

- > Agfa Apogee Pre-Press
- > Portal/Pagemaster
- > PDF Workflows
- > Virtual Proofing
- > Agfa Grand Sherpa
- > Avalon N24-50 VLF Thermal Platesetter (x2)
- > Automated pallet loader

Printing

Web Offset

48pp MAN Roland Lithoman IV

Key specifications and features:

- > Cut Off: 1240 mm
- > Maximum Web Width: 1460 mm
- > Maximum Production Speed: 45,000 iph (A4)
- > Min Paper Weight: 40 gsm*
- > Max Paper weight: 135gsm*
- * (Dependent on format and pagination)
- > Spine Gluing
- > Rotary Trimming
- > Closed Loop Colour Control with System Brunner Auto Register

16pp Rotoman

- > Single circumference, single web 1600, 5 unit heatset web offset press enabling application of special colours or 2 sided sealing
- > Numerous fold variants available including tabloid, delta, double parallel and A4
- > Single side UV coater for application of UV gloss in line
- > In line gluing and rotary trimming for a range press finished copies
- > Vits sheeter

Key Specifications

- > Cut Off: 620mm
- > Maximum Printing Speed: 50,000iph
- > Maximum Web Width: 965mm
- > Recommended Paper Range (folder): 51gsm to 130gsm (dependent on format)
- > Recommended Paper Range (sheeter): 70gsm to 170gsm

Special Features

- > 5th Unit for application of special colours or sealer
- > In line UV coater (single sided)
- > Sheeting
- > Spine gluing
- > Rotary Trimming
- > Closed Loop Colour Control

Range of products:

- > A4 format: 48pp, 32pp, 16pp
- > Tabloid Format: 24pp, 12pp
- > Special folds: Delta, A5

Digital

HP Indigo 5000

The latest digital printing technology is available on site through the use of HP Indigo Digital press. The Indigo press features colour personalisation of both text and graphics in up to 5 colours up to SRA3 size, with high definition imaging and automatic duplexing. They are ideal for short run flyers or "emergency" copies of magazines for exhibitions or presentations. They use a Digital ink producing quality that is equivalent to litho.

Key specifications and features:

- > Sheet size: 320 x 460mm
- > Maximum image area: 306 x 437mm
- > Resolution: 812dpi
- > Screen ruling: 144lpi
- > File Formats: Pdfs preferred but we can handle almost anything!

Personalisation

By working together with some of our customers we have successfully combined web-offset sections with personalised digitally printed covers, personalised digitally printed order-forms and perfect bound them all together to create truly personalised catalogues and magazines. The Marketing Departments of the customers involved have been delighted with the results.





Range of products:

- > 4pp personalised covers:
Literally everything can be changed from copy to copy – names, addresses, colour images, cover strap-lines (maybe you want to emphasise certain editorial features to certain customers?).
- > Short-run magazines:
Extremely short-run multi-page magazines and books. For example anything from a few copies up to 1000, is feasible. Again, they could be personalised.
- > Flyers, inserts, posters:
A variety of sizes and formats available.
- > Business Cards:
We offer extremely competitive rates on full & Stationery colour business cards and stationary. 48-hour service – printed on demand. Customers can take advantage of our on-line ordering system, and allow each employee to order their own, on demand. This allows your Purchasing Manager to keep a check on the total business card spend, hassle free.

KBA Karat 74 with coating unit

Four Colour Direct Imaging litho press capable of running a maximum sheet size of 520mm x 720mm on substrates ranging from 80gsm – 400gsm, so is capable of printing board.

The 74 Karat is a sheetfed offset press with integrated digital plate imaging for four colour printing in the short to medium-run sector. The coating unit permits immediate printing on the reverse of the sheet, after renewed imaging of the plates. The high production speed of up to 10,000 sheets per hour also makes it possible to print jobs of 15,000 copies with the same cost effectiveness.

Variety of Work

Stationery Sets, Leaflets, Flyers, Direct Mail, Posters, Covers, Magazine Inserts, POS and much more.

A diverse product range can be competitively serviced and delivered.

Finishing

General

- > Guillotine cutting, folding & saddle stitching
- > Muller Martini Prima Amrys saddle stitcher - 6 stations plus cover folder-feeder,
- > Muller Martini Prima S - saddle stitcher - 7 stations plus cover folder-feeder,
- > Muller Martini Prima saddle stitcher 8 stations plus cover folder-feeder.
- > All lines fitted with signature recognition systems to help prevent duplication of sections.

Perfect Binding

Kolbus Publica perfect binder

- > 12 station gatherer and in-line shrink wrapping
- > Upto 15,000 copies per hour
- > In-line inserting and cover mounting
- > Cross strap capability and fully automated
- > Automatic shrink wrap/strapping
- > Static nailing upto 3 loose inserts in-line

Mailing

Please see GD Mailing section on pages 6 and 7 for full Mailing Plant List.

Packing/Despatch

- > Bulk packed on pallets
- > Bundled and strapped
- > Carton packed
- > Shrink wrapped
- > All postal services supported including all Royal Mail services and all downstream access providers. Postal optimisation services offered.





Part of the Garnett Dickinson Group

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