

Green Corner - welcome to our regular look at environmental issues here at Reproprint.

Following the development of a waste recycling programme at our Southampton branch, we are now recycling 90% of all waste. No mean feat in a business revolving around paper and paper products. This programme is the result of an audit of waste which means that we now separate, according to the type of material: paper, plastics or cardboard and all categories are collected once a week.

“We wanted a system that was easy to operate and not time consuming. We believe we have come up with the answer. Recycling our waste has made us more aware of the material used and focused our minds on just what is thrown away.”

Southampton manager, Warwick Seymour.

Currently operating at our Southampton and Portsmouth branches, the system is now being introduced at Woking with Heathrow and Guildford branches following imminently.

In an effort to cut down on the production of unnecessary paper, we now make all invoices available via email. In other words, if you agree, we email our invoices to you and you decide whether you file them on disc, or indeed print them out for retention. For further information email julie.butler@reproprint.com

Finally, in this edition of Green Corner, let us tell you about our range of 2nd User Machines. These machines come with a six-month warranty and despite having been saved from the landfill site, they have been fully reconditioned and as such, represent tremendous value for money. Maintenance Contracts are available on all machines. For more information go to www.reproprint.com and follow the links from 'Equipment' through to 'Refurbished Equipment' on the home page.



Colour Scanning and Copying via a Mono Machine - clever!

The KIP 3000 comes with multifunction simplicity and performs a wide range of mono tasks but, wait for it, is colour capable!

When linked to any one of a range of ink jet printers, the KIP 3000 provides the capability to reproduce the total range of wide format full colour tasks. Based on true 600 dpi optical resolution and 24-bit colour imaging technology, the KIP 3000 offers colour accuracy through a closed loop system which includes the 3000 machine, an inkjet printer with its associated inks and a specific media type. The unique KIP "closed loop" colour calibration system delivers outstanding copy and scan colour accuracy.

Operators can choose between single and multiple colour copies using draft, normal or high quality modes to get the right results, first time! The integrated colour scanning menu at the KIP 3000 touch screen operator panel, presents users with preset scan quality controls to easily accommodate a wide range of original types.

The system scans colour technical documents, maps, posters, graphics and photos into a variety of file formats appropriate for either email, archive or printing purposes. In addition, a scanned image view, at the touch screen operator panel, provides instant quality assurance.

If you would like to attend a one-to-one demonstration with our KIP experts, or would like any further information about the KIP 3000, please ring Oliver Gosden on 01483 596203 or email him at oliver.gosden@reproprint.com



“We have no hesitation endorsing this new machine from KIP”

Reproprint Chairman Mike Webb

Woking (01483) 740483

Guildford (01483) 564888

Portsmouth (023) 9236 4900

Southampton (023) 8063 7311

Heathrow (020) 8570 9393

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What's better than 1 Indigo Press 5000 - why, 2 of course!

At the end of last year we took delivery of our second Indigo Press 5000, part of our £300K investment programme in new equipment purchases and the way things are going, two Indigo's might not be enough!

The Reproprint digital print room is currently the largest digital print room in the south of England. The HP Indigo Press 5000's are our flagship colour presses and they use wet ink technology to produce unbelievably high quality printed results. One of our 5000 Presses prints in 6 colour process, which enables us to match a much greater percentage of Pantone® colours than a standard CMYK digital press. Furthermore, if you require an 'exact' match to a Pantone® colour, we can order it in and install it on our Press.

We also operate high-speed laser toner based mono and colour printers alongside our traditional litho printing presses. All of our printed work is finished here under one roof in Woking, which means that not only do we have the LARGEST digital printing facility in the south, but we are the FASTEST as well. Try us out - ring 01483 596203 and find out more about Indigo Digital Printing.



“The Reproprint digital print room is currently the largest digital print room in the south of England.”

Dan Bennett Reproprint Sales Director

NEW from the 'Z' Series Large Format Photo Printers



HP have launched two new large format DesignJet Photo Printers called the Z Series 2100, with 8 pigment inks and the Z Series 3100, with 12 pigment inks. Aimed at professionals in the graphics, photographic and proofing industries, HP claim that these machines, "reproduce your vision accurately and consistently with magnificent colour and museum quality — delivering 24 to 44 inch results with colour that can resist fading for as long as 200 years." That's certainly been our experience, (notwithstanding the 200 years tag), and if you would like to receive a print sample or learn more about these two new additions to the HP DesignJet range, telephone Oliver Gosden on 01483 596203, or email him at oliver.gosden@reproprint.com.

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“...they do what they say they will do.”

We have just completed a huge copying task for a customer.

'Big deal' you might say, but we are talking about 600+ manuals and a tight delivery schedule. Each manual was labour intensive, dividers to be inserted, lots of coloured sheets and plenty of pages made up of a mixture of colour and mono originals. Our best estimate for completion was ten days. This included evening and weekend working and involving our five branches to get the job finished. Unfortunately for us, our customer needed completion within eight days!

Jason Bendall and Dave Pascoe supervised the job out of our Heathrow branch. The workload was spread around five branches and some two hundred and sixty odd man-hours later, the job was completed and delivered. John Day, Document Services Manager for our customer, breathed a sigh of relief. We delivered one day later than his requirement but one day earlier than our best estimate!

Massive amounts of document copying might not turn you on, but what might be the networking of large jobs so as to achieve complex finishing requirements and stretching delivery expectations.

We were delighted to learn that John Day felt there was only one supplier capable of meeting his company's standards and requirements. "That's right," said John, "my years of experience in this business has taught me there are lots of companies capable of

“ my years of experience in this business has taught me there are lots of companies capable of saying they will meet deadlines, but few who actually deliver.”

John Day

saying they will meet deadlines, but few who actually deliver. Reproprinter is a digital printer who does what they say they will do. I was impressed with Dave Pascoe, who ensured that he fully understood our requirements and objectives, and communicated progress twice daily."

Ring Sue Steere on 01483 596203 if you require any quality digital printing, promotional literature, exhibition and display work, plan printing or plotting, or even six hundred binders required in nine days - and she will do her best to make sure it happens for you too!

Massive error % with artwork files



Sad to say, but over 80% of artwork files received by us for digital output contain 'errors' of one type or another and require time spent on pre-flight examination prior to printing. More often than not, this extends lead times and alters budgeted costs. Reproprinter would far rather everyone fully understood how to prepare artwork for print in the first place, but we realise that this is an 'educational' process and it isn't going to happen overnight.

In an effort to get the ball rolling we have made fundamental changes to the Download Centre on our website. Go to www.reproprinter.com and click on the 'downloads' icon on the menu bar. There you will find a vast selection of files in pdf format aimed at helping you to prepare artwork for print correctly - and getting it right every time. Our objective of course, is to get you to help us, but in the end it's you - our customers who will reap the best rewards. If you need any further help or any more information whatsoever, just email alex.north@reproprinter.com or phone him on 01483 596229

Sales Force expansion right on target

As part of our planned expansion, which will include the establishment of new branches in Brighton and Bournemouth, we have appointed two new Account Executives to identify customers in these two influential areas. They are Clive Saunders and Michael Vines and between them they have more than thirty years experience in our market. They bring with them a wealth of knowledge, aimed at improving customer understanding and purchase requirements, in the minefield that is today's leading edge digital print technology. Clive is responsible for an area centred on Bournemouth and Michael on Brighton.

Dan Bennett, our Sales Director says, "We are looking to these Account Managers establishing new customers in these areas. More and more these days our Account Managers are being called upon to act as consultants rather than salespeople, helping, guiding and advising on the best solutions to individual digital print requirements. You can't offer the right advice if you don't have the experience in this marketplace to back it up."

If your business is located in any of these areas and you would like to discuss your print requirements with either Clive or Michael, please ring 01483 596203 and speak to Sue Steere.



Clive, (left) and Michael, are eager to achieve.

Spot The Ball Winner gets £500 worth of print

At the end of last year we staged a Spot The Ball competition on our stand at the Woking Means Business exhibition and out of the 376 entries, Matt Gaskin, technical consultant with Unigold 2000 was adjudged the winner.

Here we see Matt (right) accepting his £500 Print Voucher from Richard Franklin, his Reproprinter Account Manager. Watch out for our next Spot The Ball - Woking Means Business Exhibition, Wednesday 17th October 2007.



Upgrade NOW to a HP Designjet 500 Plus and make some cash

The HP Designjet 500 Plus printer is a great value professional printer for architectural, engineering, construction and mechanical design. It delivers ultimate line quality with continuous tones and smooth transitions when printing renders and graphics and there has never been a better time to trade in your HP Designjet 450 to get one. We are able to offer you up to £500 trade-in on your existing HP Designjet 450 when you upgrade to a HP Designjet 500 Plus, or if you prefer it, a lease agreement is available at £55.14 + VAT per month, (t & c's apply), and you can still get the trade-in offer.

The major benefits of the HP Designjet 500 Plus over your current HP Designjet 450 are ...

- faster print speed - A1 colour or mono drawing in 90 seconds
- faster processor
- higher quality - up to 1200dpi
- extra memory - up to 160Mb
- 20 - 25% lower ink cost

Ring Oliver Gosden now on 01483 596203 or email sue.steere@reproprinter.com for a demonstration or even an on-site free trial.



web: www.reproprinter.com email: info@reproprinter.com