

# PRINT BUYERS GUIDE 2014

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PROCUREMENT OFFICE

## Summary of suppliers who are able to provide print requirements to the University

Please see individual pages for further details on the suppliers

Key		Supplier	Page	Categories
<p><b>1</b></p> <p><b>Category 1</b> Small requirements eg single or 2 colour leaflets, 4 colour short runs etc</p> <p><b>2</b></p> <p><b>Category 2</b> Medium requirements eg full colour medium run booklets/brochures, etc</p> <p><b>3</b></p> <p><b>Category 3</b> High volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus</p>		B&B Press (Parkgate) Ltd	2	① ② ③
		Belmont Press Limited	4	① ② ③
		Cats Solutions Ltd	6	① ② ③
		CDP Print Management	8	① ② ③
		Chapel Press Limited	10	① ② ③
		County Print	12	① ② ③
		Craftprint Ltd	14	① ②
		Deltor Communications Ltd	16	① ② ③
		DXG	18	① ② ③
		Haslam Printers	20	① ② ③
		Hickling & Squires LLP	22	① ②
		Hudson and Pearson Ltd	24	① ② ③
		ImageData Group Limited	26	① ② ③
		John Baxter & Sons Limited	28	① ② ③
		MWL Print Group Ltd	30	① ② ③
		NB Colour Print Ltd	32	① ② ③
		Peacock Design and Print Limited	34	① ②
		Ratcliff & Roper (Printers) Ltd	36	① ② ③
		Sterling	38	① ② ③
		W&G Baird Ltd	40	① ② ③

## Print buyers guide

The following suppliers have been awarded contract to supply in this area and no other supplier should be used. Non-contracted suppliers will be removed from Oracle by the 31st October 2014 and if you have already placed orders with non contracted suppliers then please ensure that this work is completed before 31st October.

If you have artwork with suppliers not on this list then please contact them to return it so that re-prints/work can be undertaken by the approved contracted suppliers

The suppliers have not been ranked by the Procurement Office and it is up to the individual School/unit to determine which of the suppliers best meets their requirements but note that if you have a print requirement with a value of more than £5,000 + VAT then you must contact all the suppliers on the list to obtain a quotation.

**You are responsible for ensuring that expenditure complies with legal requirements and follows internal University regulations.**

## At a glance



**Oracle Supplier ID**  
B&BP0001



**Website**  
www.bbpress.co.uk

**Contact**  
Dan Dean, Business  
Development Director  
dan.dean@bbpress.co.uk  
Tel 01709 710000  
Mobile 07880 501554

**Company contact details**  
Aldwarke Road, Rotherham,  
South Yorkshire, S62 6DY  
sales@bbpress.co.uk  
Tel 01709 710000  
Fax 01709 710111

**FSC accreditation**  
Yes

**Secure printing**  
No

**Personalisation**  
Yes

**Speed for quote**  
4 hours

**Local rep**  
Yes



**Category**  
Category 1 – small  
requirements eg. single or 2  
colour leaflets, 4 colour short  
runs etc



Category 2 – medium  
requirements eg full colour  
medium run  
booklets/brochures, etc



Category 3 – high volume work  
eg 4 colour long runs, 4 colour  
magazine (ie Alumni magazine)  
and 4 colour Prospectus.

## B&B Press (Parkgate) Ltd

Please provide a brief statement about your Environmental policy eg only use plant based inks, FSC paper etc.

- Carbon Neutral Printer
- Certified to ISO 14001 Environmental standards
- FSC paper certified
- Carbon balanced papers available
- Plant based inks
- Zero waste to landfill
- 100% recycling of waste materials
- Zero V.O.C inks

Please briefly describe the services you can offer to the University e.g. Digital print, design etc.

B&B Press is a full service print provider, offering the following services from our one site production facility.

Design, Digital artwork correction, both digital and hard copy proofing, platemaking, B2 Litho printing, digital printing in both full colour and black only, personalised digital printing, laminating, creasing, drilling, tabbing, collating, saddle stitching, perfect binding, stab stitching, secure storage and stock holding, on line ordering.

What finishing services are you able to offer to the University?

B&B Press has an unrivalled range of finishing processes in house. We have invested heavily in this area as it gives us total control of costs, schedules and quality to the ultimate benefit of our customers. Among the services we offer are:

Folding, trimming, creasing, laminating, numbering, perfing, collating, drilling, stab stitching, saddle stitching, tabbing, perfect binding, cutting forms, embossing, UV varnishing, foiling and hand work.

Do you have secure printing facilities?

No

Do you have personalisation facilities?

Yes our digital presses can handle a wide range of personalisation of products from complex multi position personalisation of both text and images to simple numbering.

How quickly can we expect a quotation to be returned from request?

Very quickly. Our internal target for returning a standard quote, is to have them with client within 4 hours of receiving them.

How many proofs are included as standard in your quotation?

Normally two if required. Most proofing is supplied as post ripped high resolution PDF's to the client but we can provide high resolution digital proofs and/or made up dummy copies when required by the client.

What format do you require artwork to be supplied in?

Print ready PDF's with bleed would be the normal file supplied but we can also accept a wide range of other formats including InDesign or Quark files including all fonts and images. These will normally be supplied via a dedicated web link which we will provide on request. But we can also accept files via FTP, [www.mailbigfile.com/bbpress](http://www.mailbigfile.com/bbpress) CD/DVD or USB stick.

Do you have a regular sales/account presence in the Manchester area and are you able to visit the University within 24 hours of request?

Yes we have sales and/or account management staff in and around Manchester on a regular basis as we have several other major accounts in the city. Mr Dan Dean our lead manager on this account will be available to visit the University within 24 hours whenever required.

Which category (ies) do you wish to be considered for?

- Category 1
- Category 2
- Category 3

Please provide a brief summary of the service in each category

**Category 1 – small requirements eg. single or 2 colour leaflets, 4 colour short runs etc**

Our digital presses are set up to produce very short run products with a quick turn round time. Because we finish everything in house this makes these kinds of products very viable for us.

**Category 2 – medium requirements eg full colour medium run booklets/brochures, etc**

With our modern and fast bank of three B2 sheetfed presses, we can handle medium run length products with ease. Once again having all the finishing equipment in house enables us to turn these round very quickly. From June 2014 we have invested £1m in two LED UV presses, the first in the UK, these presses will allow us to produce this kind of work even quicker.

**Category 3 – high volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus.**

Because our litho machines are running on multiple shifts per day, we have the in-built capacity to deal with longer run 4 colour work as well. We are very experienced in Alumni and Prospectus work for other high profile higher education establishments across the north of England.

## At a glance



**Oracle Supplier ID**  
BELM0005



**Website**  
www.belmont.co.uk

**Contact**  
Jonathan Coe  
Commercial Manager  
Direct dial: 01604 596501  
j.coe@belmont.co.uk

**Company contact details**  
Switchboard 01604 596500  
Fax 01604 596540  
sales@belmont.co.uk

**FSC accreditation**  
Yes

**Secure printing**  
Yes

**Personalisation**  
Yes

**Speed for quote**  
24 hours

**Local rep**  
Yes

### Category



**Category 1**  
Small requirements eg single or 2 colour leaflets, 4 colour short runs etc



**Category 2**  
Medium requirements eg full colour medium run booklets/brochures, etc



**Category 3**  
High volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus

## Belmont Press Ltd

Please provide a brief statement about your Environmental policy eg only use plant based inks, FSC paper etc.

Belmont Press Limited is fully certificated to the following:

ISO 14001:2004 Environmental Management System (certificate and policy statement enclosed)

FSC – Chain of custody and sustainability standard – Accreditation to this standard ensures that paper and board materials are properly and responsibly sourced. (Certificate attached)

PEFC – Chain of custody and sustainability standard – Accreditation to this standard ensures that paper and board materials are properly and responsibly sourced. (Certificate attached)

As such we have stringent and documented procedures in place covering all administrative and production processes that take place at Belmont Press Limited.

Our environmental systems and processes are fully audited at six-month intervals by the British Standards Institute. In addition we conduct daily on-going audits.

All paper used by Belmont Press Limited is FSC accredited unless otherwise directed by our clients.

Please briefly describe the services you can offer to the University eg. Digital print, design etc.

Our main business activities include lithographic and personalised digital printing services, reprographics, proofing, binding/finishing, fulfilment, pick and pack, stock management, mailing, storage, despatch and delivery.

We have state-of-the-art reprographic, printing and finishing facilities to cater for all types of commercial printing, and have developed our capabilities in the specialist areas of private sector, public sector, educational and secure printing.

The range of literature that we produce embraces Annual Reports, Booklets, Book Covers and Jackets, Brochures, Calendars, Catalogues, Corporate Publications, Folders and Wallets (die cut), Guides and Maps, Labels, Leaflets, Loose Leaf Publications, Wallets, Magazines, Newsletters, Posters, Prospectuses, Stationery and Wall Charts.

We operate a total in-house solution to your requirements and we pride ourselves on our attention to detail in ensuring a first-class product is produced.

What finishing services are you able to offer to the University?

We offer a full range of print finishing, typically including guillotining, folding, saddle stitching, perfect binding, thread sewing, drilling, die cutting and creasing, automated forming, gluing and assembly of paper/board presentation folders and wallets, laminating, wire-o binding.

These processes all take place in-house at Belmont Press Limited.

Our finishing and binding capacity and capability fully compliments the comprehensive range of lithographic and digital printing presses that we have at our disposal.

Do you have secure printing facilities?

**Yes** - Belmont Press Limited is recognised as an approved supplier to Government Departments for secure printing of Key Stage 1, 2 & 3 Level Examination Papers and confidential, restricted and classified documents.

We have documented operational procedures in place when producing this category of work.

Do you have personalisation facilities?

**Yes** – Belmont Press Limited operate a full personalisation and digital print service. We are able to print personalised literature in 4 colour process plus up to three pantone colours as well as personalising in a 'raised print' effect and spot UV.

We have an in depth knowledge of producing personalised prospectuses, catalogues, invitations and marketing literature.

How quickly can we expect a quotation to be returned from request?

Belmont Press Limited will respond within 24 hours from receipt of your request for quotation..

How many proofs are included as standard in your quotation?

One full set of full colour Epson proofs.

What format do you require artwork to be supplied in?

Our preference is print ready PDF but we are equipped to receive artwork files in the following formats:  
PDF  
InDesign  
Quark Express

We can also receive files in the following formats but there would be a subsequent charge:  
MS Word  
MS Excel

Do you have a regular sales/account presence in the Manchester area and are you able to visit the University within 24 hours of request?

**Yes** – Our Northern Business Development Manager is John McLaughlin. John is on hand to visit the University within 24 hours of request and provide technical advice and discuss any ongoing or potential future projects.

Which category(ies) does you wish to be considered for?

We would like to be considered for categories 1, 2 & 3.

Please provide a brief summary of the service in each category

**Category 1 – small requirements eg. single or 2 colour leaflets, 4 colour short runs etc**

Belmont Press Limited offers a complete digital print and finishing service including printing in 4 colour process plus up to three special pantone colours. We also offer in line specialist finishes such as spot UV, raised print and lamination.

Complementing our digital print capabilities we offer a range of finishes including saddle stitching (standard), saddle stitching (square spine), perfect binding, and wire binding.

**Category 2 – medium requirements eg full colour medium run booklets/brochures, etc**

The range of literature that we are competitive on embraces Annual Reports, Booklets, Book Covers and Jackets, Brochures, Calendars, Catalogues, Corporate Publications, Folders and Wallets (die cut), Guides and Maps, Labels, Leaflets, Loose Leaf Publications, Wallets, Magazines, Newsletters, Posters, Prospectuses, Stationery and Wall Charts.

**Category 3 – high volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus.**

The range of literature that we are competitive on embraces Annual Reports, Booklets, Book Covers and Jackets, Brochures, Calendars, Catalogues, Corporate Publications, Folders and Wallets (die cut), Guides and Maps, Labels, Leaflets, Loose Leaf Publications, Wallets, Magazines, Newsletters, Posters, Prospectuses, Stationery and Wall Charts.

## At a glance



**Oracle Supplier ID**  
CATS0001



**Website**  
www.cats-solutions.co.uk

**Contact**  
Russell Bishop  
Account Manager  
Direct line 01793 868809  
Mobile 07917 584144  
russel.bishop@cats-solutions.co.uk

**Company contact details**  
Cats Solutions Limited  
Two Rushy Platt,  
Swindon, Wilts  
SN5 8WQ  
sales@cats-solutions.co.uk  
Tel 01793 432913  
Fax 01793 490270

**FSC accreditation**  
Yes

**Secure printing**  
Yes

**Personalisation**  
Yes

**Speed for quote**  
3-4 hours

**Local rep**  
Yes

### Category



**Category 1**  
Small requirements eg single or 2 colour leaflets, 4 colour short runs etc



**Category 2**  
Medium requirements eg full colour medium run booklets/brochures, etc



**Category 3**  
High volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus

## Cats Solutions Ltd

### Please provide a brief statement about your Environmental policy eg only use plant based inks, FSC paper etc.

Cats Solutions constantly strive to reduce our impact on the environment, globally & within the community. To achieve this we encourage staff to value our resources through the use of sound practices to reduce waste, improving our resource & energy efficiency.

Cats are fully FSC Certified and registered and also are members of the Carbon Trust Standard and PEFC Chain of Custody Accreditation. We reduced our carbon footprint substantially by recycling all waste, using electric delivery vehicles & power saving technology. All paper is sourced from sustainable suppliers and we use recycled or FSC stocks by choice. All toners are vegetable based.

### Please briefly describe the services you can offer to the University eg. Digital print, design etc.

Cats Solutions offers the following services:-

- (1) In-house managed reprographics services
- (2) High volume black & white and colour digital print
- (3) High quality print, business cards, business forms, booklets and brochures
- (4) Large Format print including Signage, Display and POS
- (5) Binding, collating, finishing, lamination, envelope insertion and fulfilment.
- (6) Scanning, Archiving and Document storage

### What finishing services are you able to offer to the University?

Cats Solutions offer the following finishing services:-

Guillotining, Collating, Folding, packing, boxing, drilling, Custom Tab cutting, die cutting, FST (Fold, Stitch and Trim); Thermal Binding, Wire-o-Binding, Comb Binding, Hard Back Binding, Perfect Binding, PUR Binding, Drilled and ring, half-Canadian and full Canadian, stapling, stud and ring.

### Do you have secure printing facilities?

Cats Solutions have extensive experience of handling sensitive client data.

Any production carried out off-site from the University will be managed within the confines of the Cats Solutions Ltd security cleared production hubs. All confidential waste is securely shredded. CCTV is installed to the exterior of the building. The interior of the building is also alarmed and monitored and a security attendant is on site at all times.

### Do you have personalisation facilities?

Cats Solutions are one of the leading specialists in the provision of personalised products to corporates and the retail sector. We have invested significantly in the very best personalisation software, great people, web developers and creative. Our technology allows users to create their own designs online utilising your templates. As we are digital, everything is printed on-demand and delivered within 24-48hours.

### How quickly can we expect a quotation to be returned from request?

From agreed SLA's and timelines Cats Solutions will agree to supply the University of Manchester with quotations within 3-4hours on general enquiries.

### How many proofs are included as standard in your quotation?

Our pricing includes a PDF proof.

Additional PDF proofs will be FOC however our amends are charged at £60.00 per hour.

### What format do you require artwork to be supplied in?

Cats Solutions can utilise the following file formats:-

PDF, JPG, TIFF, PNG, GIF, Office Files

When being supplied the above artwork in the file format stated please ensure that fonts are embedded and that artwork has a minimum of 3mm bleed.

### Do you have a regular sales/account presence in the Manchester area and are you able to visit the University within 24 hours of request?

Cats Solutions are the contracted provider to the University of Salford. We have a print room located in Manchester and already have a daily distribution network already in place. Our internal account managers can attend within a few hours as well as the Universities Account Manager can be on site within 24hrs.

### Which category (ies) do you wish to be considered for?

Category 1, Category 2 and Category 3

### Please provide a brief summary of the service in each category

**Category 1 – small requirements eg. single or 2 colour leaflets, 4 colour short runs etc**

Our full range of services in this category include the following:-

- Reprographics; digital colour & black/white printing and copying.
- Business Stationery; Letterheads, business cards, Compliment slips, envelopes.
- Operational forms; invoice paper, forms and pads

**Category 2 – medium requirements eg full colour medium run booklets/brochures, etc**

Cats Solutions is the largest producer of Colour impressions in the UK and one of the largest in B&W impressions.

Our services:

Small Format Colour / Black & White printing  
Wide Format Plans & Plot printing  
Web Offset Newspaper & Magazine Printing  
Graphic Poster printing  
POS Material  
Exhibition Displays  
Hoardings and Signage  
Document Finishing  
Document Scanning and Archiving Services  
Brochures  
Folders  
Leaflets / Flyers  
Business stationery  
Online print ordering and cataloguing  
Fulfillment  
Mailing & distribution

**Category 3 – high volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus.**

Cats Solutions has built a reputation for being one of the UK's leading Digital Print Providers with the introduction of Litho Print Management.

## CDP Print Management

### Please provide a brief statement about your Environmental policy eg only use plant based inks, FSC paper etc.

We have a fully documented environmental system that complies with ISO 14001, with a goal to continually improve the environmental impacts arising from the company's business activities. Our product is mainly paper based which we source rather than produce. Environmental issues are high on our corporate agenda thus all of the paper based products we provide are made from sustainable, managed and accredited resources and are 100% recyclable. We are members of FSC and carry the full FSC accreditation. We only use plant based inks and actively encourage the use of environmentally friendly finishing techniques to make the end product as recyclable as possible.

### Please briefly describe the services you can offer to the University eg. Digital print, design etc.

Being a print management company we can cater for your every requirement. Our trade only suppliers provide us with access to vast amounts of modern plant and equipment, to enable us to be able to offer quality products at prices that provide value for money. We can provide the following products and services:

- Litho Print (Low to high volumes)
- Digital Print
- Web (contact University marketing first)
- Design (contact University marketing first)
- All aspects of print finishing
- Mailing work
- Personalisation
- Promotional products
- Signage
- Cross media solutions
- Storage and distribution.

### What finishing services are you able to offer to the University?

We can provide a full range of finishing solutions through our 600 strong supplier base. We are confident that we will be able add value in this area with advice and alternative methods to not only improve your products but also to make them more efficient.

### Do you have secure printing facilities?

Yes, CDP and all our accredited mailing houses are fully DPA compliant and carry ISO27001. We treat security of Data with the upmost respect and our staff receives regular updates and training in current best practice when it comes to processing personal data. Some of our suppliers are also APACS accredited, which is important when producing negotiable instruments such as cheques.

### Do you have personalisation facilities?

Yes, we can provide a full range of personalised products, which range from basic single page letters through to complex multi item fill personalised packages. We use OCR readers to ensure pack integrity and can if required insert seeds so that you know when they have reached the recipients doorstep.

### How quickly can we expect a quotation to be returned from request?

Always within 24 hours, but most jobs will be within a few hours. If your have an urgent requirement, that is not too complicated, then we can normally quote you within the hour.

### How many proofs are included as standard in your quotation?

As required, we will proof until you are completely happy to sign off.

### What format do you require artwork to be supplied in?

We accept artwork in Quark 8, Adobe Creative Suite 5, which includes Adobe Illustrator, Photoshop and Indesign.

### Do you have a regular sales/account presence in the Manchester area and are you able to visit the University within 24 hours of request?

Yes Matthew Riordan covers the North West along with a colleague and is in the Manchester area, most days. You are free to call on his expertise as often as required. Generally he can be with you within a couple of hours, but always within 24 hours. If Matthew is unavailable his colleague will be on hand to deal with any enquiry you may have.

### Which category(ies) does you wish to be considered for?

Please list the categories

We wish to be considered for all categories

### Please provide a brief summary of the service in each category

#### Category 1 – small requirements eg. single or 2 colour leaflets, 4 colour short runs etc

CDP can provide a full range of printing and finishing for your small run requirements. We can print in any number of colours, from single colour through to full colour and can print any volume as required with no minimums. We can also offer a full design service.

#### Category 2 – medium requirements eg full colour medium run booklets/brochures, etc

CDP have a wealth of experience and can offer you a full service for your medium print requirements. We can look after your booklets/brochures from concept through to delivery. We can offer a huge range of finishing options too, from laminates through to foiling and everything in between.

#### Category 3 – high volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus.

CDP have a long history of producing high volume work for our customers and we can offer a full design service as well as high class printing and finishing. We can provide you with a complete bespoke service including design work, full wet proofs delivered directly to you to check and delivery anywhere in the world. We can also provide a full mailing service if you would prefer your print to be delivered directly to your clients.

## At a glance



#### Oracle Supplier ID

CONT0013

Continuous Dataprint (UK) Ltd  
t/a CDP Print Management



#### Website

www.cdp.co.uk

#### Contact

Matthew Riordan, Director  
Mobile 07739 013994,  
Tel 0151 724 7023  
Matthew@cdp.co.uk  
Peter Knowles  
Personal Account Executive  
Tel 0151 724 7018  
Peter@cdp.co.uk

#### Company contact details

Tel 0151 724 7000  
Fax 0151 724 6478  
info@cdp.co.uk

#### FSC accreditation

Yes

#### Secure printing

Yes

#### Personalisation

Yes

#### Speed for quote

24 hours

#### Local rep

Yes

#### Category



#### Category 1

Small requirements eg single or 2 colour leaflets, 4 colour short runs etc



#### Category 2

Medium requirements eg full colour medium run booklets/brochures, etc



#### Category 3

High volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus

## At a glance



**Oracle Supplier ID**  
CHAP0017



**Website**  
www.chapelpress.com

**Contact**  
Lorraine Fallon  
Mobile 07711 015 406  
lorraine@chapelpress.com

**Company contact details**  
Tel 0161 406 9495  
Fax 0161 292 0200

**FSC accreditation**  
Yes

**Secure printing**  
No (moderate)

**Personalisation**  
Yes

**Speed for quote**  
In the working day

**Local rep**  
Yes

### Category



**Category 1**  
Small requirements eg single or 2 colour leaflets, 4 colour short runs etc



**Category 2**  
Medium requirements eg full colour medium run booklets/brochures, etc



**Category 3**  
High volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus

## Chapel Press Ltd

### Please provide a brief statement about your Environmental policy eg only use plant based inks, FSC paper etc.

Chapel Press endeavour to produce the least amount of harm to the environment at every stage of production right through to delivery.

All paper board and packaging meet our stringent environmental specifications and as a minimum these materials are Totally Chlorine Free (TCF). We actively encourage the use of FSC certified stocks and paper containing FSC fibre.

We actively reduce or avoid the use of chemicals by using Vegetable oil based inks and by using inert water based coating sealant ( which is an eco-friendly alternative).

We have reduced our unavoidable production waste of paper and chemicals by up to 85% and will continue to seek ways to further reduce such waste.

### Please briefly describe the services you can offer to the University eg. Digital print, design etc.

Chapel Press provide full in-house printing, production, delivery services and a comprehensive design service

- We have Digital printing for smaller run / smaller sizes and personalised jobs
- We have Up to 10 colour Litho sheet fed printing machinery for larger runs / larger sizes and multipage brochure work

### What finishing services are you able to offer to the University?

Chapel Press provide an extensive range of In-House finishing services which include –

Trimming / Multi way folding / Perforation / Die cutting / Saddle Stitching / Loop Stitching / Perfect Binding/Wire-o-binding / Canadian binding / Stab stitching / 3-ring binding / comb binding / Ram bundling /Shrink Wrapping / Matt and Gloss Laminating

We subcontract the following - Spot UV / foil blocking / Blind Embossing

### Do you have secure printing facilities?

Chapel press can supply secure printing facilities to a moderate level.

### Do you have personalisation facilities?

Chapel press is at the forefront of personalisation, we offer more than just putting a person's name on a piece of paper. We have complete Personal Effect suite software, enabling us to produce powerfully personalised print items.

### How quickly can we expect a quotation to be returned from request?

We can turn quotes around very quickly depending on the extent of the request.

Usually quotes are turned around within a working day

But, if the quote is urgent we can usually turn it around straight away for you

### How many proofs are included as standard in your quotation?

PDF proofs are included in all our quotations

We will show hardcopy Epson proofs as an extra cost if required

### What format do you require artwork to be supplied in?

We can accept files on a wide range of media and produced in various software programmes on both Mac and PC. Our preferred format is Hi Res PDF.

### Do you have a regular sales/account presence in the Manchester area and are you able to visit the University within 24 hours of request?

Lorraine Fallon our account manager deals with several clients in the centre of Manchester every day and is therefore available within a couple of hours' notice

### Which category(ies) does you wish to be considered for?

We would like to be considered for Category 1 / Category 2 and Category 3

### Please provide a brief summary of the service in each category

**Category 1 – small requirements eg. single or 2 colour leaflets, 4 colour short runs etc**

We have digital and smaller Litho machines suitable for 1 colour, 2 colour and smaller size 4 colour jobs

**Category 2 – medium requirements eg full colour medium run booklets/brochures, etc**

We have full In house 4 colour printing ( B2 5 colour press) and extensive finishing facilities perfect Medium run booklets and brochures. Chapel Press offers very competitive prices on this kind of work.

**Category 3 – high volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus.**

We have a B2 10 colour perfecting press which is perfect for long run, multi-page booklets, magazines and prospectuses. Chapel Press offers very competitive prices on this kind of work.

## At a glance



**Oracle Supplier ID**  
COUN0022  
*Pinewood Repro Limited*  
*t/a County Print*



**Website**  
www.countyprint.com

### Contact

Samantha Pearson  
Mobile 07976563193  
Direct line: 0161 925 4248  
s.pearson@countyprint.com

### Company contact details

sales@countyprint.com  
Tel 0161 928 5333  
Fax 0161 927 7069

### FSC accreditation

Yes

### Secure printing

No

### Personalisation

Yes

### Speed for quote

Within 4 hours

### Local rep

Yes

### Category



**Category 1**  
Small requirements eg single or 2 colour leaflets, 4 colour short runs etc



**Category 2**  
Medium requirements eg full colour medium run booklets/brochures, etc



**Category 3**  
High volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus

## County Print

Please provide a brief statement about your Environmental policy eg only use plant based inks, FSC paper etc.

We have FSC chain of custody and all our paper stock lines are FSC certified. All litho print is produced using vegetable based inks. In addition, we have ISO14001 certification and are a "Green Business" member.

Based in Altrincham, the carbon footprint for deliveries to and from the University is kept to a minimum.

Please briefly describe the services you can offer to the University eg. Digital print, design etc.

We offer a complete printing service beginning with excellent design of various projects. We can produce a full range of stationery, pop up banners, leaflets, brochures, folders, magazines. In addition we have comprehensive knowledge & experience directly for the University to produce very large projects including large mailings. Our state of the art facilities gives you the very best in Digital, B1, B2 litho and large format print.

What finishing services are you able to offer to the University?

Full in-house finishing including trimming, folding, die cutting, saddle and loop stitching, laminating, wire binding, hand finishing and fulfilment. Spot UV, perfect & PUR binding, foiling, index tabbing are also offered. We can also offer bespoke project finishing for unusual promotions.

Do you have secure printing facilities?

No.

Do you have personalisation facilities?

Yes, we have high quality laser printers & inkjet machinery. We have lots of experience at producing mailings within The University.

How quickly can we expect a quotation to be returned from request?

Within 4 hours.

How many proofs are included as standard in your quotation?

1 set of Epson proofs and PDF.

What format do you require artwork to be supplied in?

PDF, Quark, In Design, Photoshop or Illustrator.

Do you have a regular sales/account presence in the Manchester area and are you able to visit the University within 24 hours of request?

Yes. Being based in Altrincham, our account manager (Sam Pearson) can visit the University same-day, within 1 hour if required.

Which category(ies) does you wish to be considered for?

1, 2 & 3.

Please provide a brief summary of the service in each category

**Category 1 – small requirements eg. single or 2 colour leaflets, 4 colour short runs etc**

Small quantities from 1 copy upwards can be produced litho or digitally depending on the requirement. This can include personalisation where requested. Examples include stationery, business cards, certificates, workbooks, invitations, bookmarks, stickers, posters, banners and bus vinyl's. All colour variations can be accommodated.

**Category 2 – medium requirements eg full colour medium run booklets/brochures, etc**

Medium run requirements can be produced litho or digitally depending on the requirement. This can include larger quantities of category 1 items as well as multi-page bound brochures, folders, student handbooks and prospectuses.

**Category 3 – high volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus.**

High volume requirements are generally printed litho. This can include very large quantities of category 1 and 2 items.



## At a glance



**Oracle Supplier ID**  
CRAF0005



**Website**  
www.craftprint.co.uk

**Contact**  
Andrew Tait  
Mobile 07710 789714  
andrew@craftprint.co.uk

**Company contact details**  
Craftprint Ltd  
Longworth Road  
Horwich  
Bolton  
BL6 7BL  
sales@craftprint.co.uk  
Tel 0800 854324  
Fax 01204 692184

**FSC accreditation**  
No

**Secure printing**  
No

**Personalisation**  
For small volumes

**Speed for quote**  
24 hours

**Local rep**  
Yes

### Category



**Category 1**  
Small requirements eg single or 2 colour leaflets, 4 colour short runs etc



**Category 2**  
Medium requirements eg full colour medium run booklets/brochures, etc

## Craftprint Ltd

Please provide a brief statement about your Environmental policy eg only use plant based inks, FSC paper etc.

- All of our lithographic inks are vegetable oil based
- All of the toners we use are environmentally friendly
- All of our waste is either recycled or re-used
- All of our waste is collected by a certified hazardous waste carrier
- FSC accredited paper is used where possible

Please briefly describe the services you can offer to the University eg. Digital print, design etc.

Spot colour print, full colour print, digital print, wide format print, direct mailing, exhibition displays

Creation of new artwork &/or updating of customer's own artwork

What finishing services are you able to offer to the University?

Guillotine, folding, numbering, laminating, foil blocking, perfect binding, booklet making, wire / comb binding, fulfilment & poly bagging.

Do you have secure printing facilities?

No

Do you have personalisation facilities?

For small volumes

How quickly can we expect a quotation to be returned from request?

Within 24 hours. More complex work may take longer.

How many proofs are included as standard in your quotation?

Two supplied as a PDF

What format do you require artwork to be supplied in?

Print ready PDF is our preferred format.

Do you have a regular sales/account presence in the Manchester area and are you able to visit the University within 24 hours of request?

Yes. Andrew Tait

Which category(ies) does you wish to be considered for?

Category 1 & 2

Please provide a brief summary of the service in each category

**Category 1 – small requirements eg. single or 2 colour leaflets, 4 colour short runs etc**

Leaflets, letterheads, posters, flyers, business cards,

**Category 2 – medium requirements eg full colour medium run booklets/brochures, etc**

Newsletters, hand books, booklets, magazines.

## Deltor Communications Ltd

### Please provide a brief statement about your Environmental policy eg only use plant based inks, FSC paper etc.

Our investment in modern reprographic and printing equipment is in response to environmental principles to reduce energy usage and to minimise the use of harmful solvents and chemicals in processing by implementing more water based solutions. Where ever possible we use printing ink which is produced from vegetable oil.

All equipment is regularly monitored and maintained to ensure optimum use and energy efficiency. Sustainable procurement is addressed by ensuring that all paper products are supplied from accredited merchants and are produced from sustainable and/or recycled material.

Our FSC & PEFC Chain of Custody accreditation provides an audit trail for the material used. All of our waste products are segregated, stored and disposed of by EA Licensed contractors who ensure recycling where ever possible. We monitor our energy and water usage and have recently installed a 120kw Solar PV system of 480 panels on our factory roof for electricity generation.

### Please briefly describe the services you can offer to the University eg. Digital print, design etc.

- B1 and B2 Lithographic printing
- B3 Digital printing
- Product personalisation
- Fulfilment and mail out services
- Publication storage and stock control
- Graphic Design solutions and artwork checking and amendment services
- Print finishing

### What finishing services are you able to offer to the University?

Trimming, Folding, Saddle stitching, Perfect binding, PUR binding, Wiro binding, Padding, Gluing, Spot UV varnish, Foiling, Laminating, Encapsulation, Cutting & Creasing, Die Cutting.

### Do you have secure printing facilities?

Deltor are able to offer a secure printing environment and procedures which identifies products and restricts access to designated secure production areas. All secure work is supervised and our employees are briefed on the implications of dealing with sensitive material and required to sign confidentiality agreements prior to work commencement. Our confidentiality and data protection policy ensures that we do not divulge information from any of our customers and show absolute discretion. All proof, test run and sub-standard copies are shredded and a certificate of destruction issued. If there is any unfinished security work on site, jobs are wrapped and placed into quarantine.

### Do you have personalisation facilities?

We have personalisation facilities. Utilizing our digital printing press and client data sets supplied, we can create a range of bespoke and personalised publications ranging from carrier sheets and personalised letters, to cards, invitations and booklets. Our data protection measures and secure print facilities ensure personal data security.

### How quickly can we expect a quotation to be returned from request?

Urgent requests for quotations can be supplied within 1 hour. All other quote requests will be supplied within 6 hours.

### How many proofs are included as standard in your quotation?

PDF proofs are included as standard within our quotations. High or Low resolution digital printed proofs can be supplied if specified.

### What format do you require artwork to be supplied in?

Artwork can be supplied as pdf, Microsoft Word, Microsoft Publisher, Abode InDesign, Adobe Photoshop, Adobe Illustrator or as QuarkXpress files.

### Do you have a regular sales/account presence in the Manchester area and are you able to visit the University within 24 hours of request?

We have an area representative based in Manchester who is available at short notice.

Contact Steve Head  
Mobile 07817 684202  
steve@deltoruk.com

### Which category(ies) does you wish to be considered for?

Categories 1, 2 and 3

### Please provide a brief summary of the service in each category

**Category 1 – small requirements eg. single or 2 colour leaflets, 4 colour short runs etc**

Using our digital and litho presses we can produce economic single to four colour short run services.

For products such as business cards, compliment slips, letterheads, calendars, diaries, cards, invitations, forms, NCR sets, leaflets, reports and personalised products. Typical runs would be 1 -1,000 copies

**Category 2 – medium requirements eg full colour medium run booklets/brochures, etc**

This requirement if facilitated by both our B2 Komori 5 colour Press and our Man Roland B1 Press. We are able to produce a wide range of full colour products such as brochures, booklets, leaflets, folders, subject prospectuses and learning resource materials. Typical runs would be 1,000 – 10,000 copies

**Category 3 – high volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus.**

Our ManRoland B1 10 colour perfecting press is ideally suited to high volume runs such as magazines, newsletters, brochures, leaflets, and university and college prospectuses. Typical runs would be in excess of 10,000 copies

## At a glance



**Oracle Supplier ID**  
DELTO019



**Website**  
www.deltoruk.com

**Contact**  
Alan Shannon  
Mobile: 07774995787  
alan@deltoruk.com

**Company contact details**  
Tel: 01752 841717  
Fax: 01752 850450  
enquiries@deltoruk.com

**FSC accreditation**  
Yes

**Secure printing**  
Yes

**Personalisation**  
Yes

**Speed for quote**  
1 - 6 hours depending on request

**Local rep**  
Yes

### Category



**Category 1**  
Small requirements eg single or 2 colour leaflets, 4 colour short runs etc



**Category 2**  
Medium requirements eg full colour medium run booklets/brochures, etc



**Category 3**  
High volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus

## At a glance



**Oracle Supplier ID**  
DXGM0001



**Website**  
www.dgxmedia.com

**Contact**  
Rob Irving  
Manchester University  
account manager  
Tel 0161 330 8500  
Mobile 07766 114252  
rob.irving@dxgmedia.com

**Company contact details**  
Tel 0161 330 8500  
Fax 0161 330 4848

**FSC accreditation**  
Yes

**Secure printing**  
Semi secure

**Personalisation**  
Yes

**Speed for quote**  
24 hours

**Local rep**  
Yes within 24 hours

### Category



**Category 1**  
Small requirements eg single or 2 colour leaflets, 4 colour short runs etc



**Category 2**  
Medium requirements eg full colour medium run booklets/brochures, etc



**Category 3**  
High volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus

## DXG

### Please provide a brief statement about your Environmental policy eg only use plant based inks, FSC paper etc.

At DXG Media, we have a firm environmental policy which includes:

- producing work only use vegetable based inks
- Using recycled, FSC or Carbon balanced papers as much as possible and informing our customers of their environmental benefits and options available
- We use Eco vehicles and are under 5 miles away from the University campus
- We run a very strict waste management system throughout our organisation and focus on recycling
- All our lighting is LED and has dramatically reduced our carbon footprint
- All water contaminated by chemicals used in the printing process if fully cleansed and reused on site via our eco clean system
- All office waste is recycled and split into correct recycling bins

### Please briefly describe the services you can offer to the University eg. Digital print, design etc.

B1 Litho Printing – Reports, annuals, prospectuses, brochures, magazine, long run leaflets, folders

B2 Litho printing – leaflets, flyers, magazines, brochures, documents, folders, handouts, forms

B3 digital printing – copy documents, dissertations, forms, letterheads, stationary, leaflets, brochures, magazines, same day print, flyers, variable data printing, personalised printing, direct mail.

Fast turnaround printing – same day print, 24 hour print, on demand print

Very high quality printing – We use brand new Heidelberg machines, they produce the best quality work

Same day printing – work that is required very quickly

Direct Mail – We can handle the print, fulfilment and mail out of any project you may have

### What finishing services are you able to offer to the University?

Cutting, folding, stitch and trimming, stapling, laminating, shrink wrapping, wiro binding, comb binding, Canadian binding, half Canadian binding, PUR Binding, perfect binding, burst binding, lock binding, notch binding, roll folding, concertina folding, gate folding, double gate folding, spine gluing, paper over board binding, book binding, counting, collating, packing, craft wrapping, gluing of NCR sets, collating and stapling of sets, French folding, Case binding, scoring, laminating, die cutting, perfin, creasing, gumming, remoist gumming, latex gumming, heat activated sealing, tabbing, folder make up, hand work, peel n seal application, envelope make up, calendar making, Z- Cards, pick and place hand work, hand gluing,

### Do you have secure printing facilities?

Semi Secure print facility.

### Do you have personalisation facilities?

Yes we have full personalisation facilities; this can be either single colour or full colour personalisation.

We also offer full colour and single colour variable data printing for personalised leaflets, brochures, catalogues, letters, presentations, certificates, projects, dissertations standard leaflets or brochure or even complex direct mail pieces.

This can be used for standard leaflets and flyers, letters or part of a complex direct mail pack or piece.

### How quickly can we expect a quotation to be returned from request?

Definitely within 24 hours maximum, unless there are specific outsourced elements that we would have to wait for prices on.

More often than not, quotes are supplied back within a couple of hours.

### How many proofs are included as standard in your quotation?

1 set at least, is free of charge and will be produced with every job we do for you

What format do you require artwork to be supplied in? Ideally PDF files, but we can support and are very happy to accept any type of file format the University uses.

### Do you have a regular sales/account presence in the Manchester area and are you able to visit the University within 24 hours of request?

Yes, we most definitely are able to visit the University within 24 hours.

Rob Irving is the main Account Manager who is on call for the Universities needs.

We are based just over 4 miles away from Manchester University so its highly likely we can make any meeting at any specified time the University requests, especially if the meeting is required with a short notice, we will be there.

### Which category(ies) does you wish to be considered for?

1, 2 and 3 please.

### Please provide a brief summary of the service in each category

**Category 1 – small requirements eg. single or 2 colour leaflets, 4 colour short runs etc**

We have a digital press, perfect for short run very fast turnaround high quality work which is needed to be produced in a very cost effective way. Our B2 press is the fastest press on the market and again is perfect for the jobs a little larger, but still deemed small, using this press gets you the best quality, fast at a great price.

Having more than one press to do this, give you added flexibility and us the ability to say yes every time.

**Category 2 – medium requirements eg full colour medium run booklets/brochures, etc**

We have both a B1 press and a B2 press, both of which are super for producing work in this job range. Not only are both presses Heidelberg, they are 5 colour and have a separate coating unit which allows you to have either gloss, silk or soft touch coatings applied to any of your jobs, free of charge.

This is the mainstay of our business and this area of work is where most of our very happy clients say we excel by producing all kinds of fantastic work, on time, on budget with great creativity and never let them down. We have such a wide range of internal finishing processes which help massively in keeping costs very attractive whilst also enabling us to effectively produce high quality work exactly when we say we will.

**Category 3 – high volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus.**

This is where our B1 press comes into its own, with running speeds of 15,000 sheets per hour, paper weight range from 80gsm – 700micron board, fully automated image control system to monitor and check colour is consistent to proof and sign off sheet, this range of work is again where we specialise and where we have recently been finalists in the print company of the year.

We produce for our customers brochures, magazines, prospectuses and other types of commercial work which is the same or incredibly similar to these publications. With 24 hours a day print and finishing production systems, we can often turn the best quality work around in timescales that leave other printers scratching their heads as to how we did it so quickly.

## At a glance



**Oracle Supplier ID**  
HASL0006



**Website**  
www.haslamprinters.co.uk

**Contact**  
Neil Potter  
Mobile 07974719557  
neil.potter@haslamprinters.co.uk

**Company contact details**  
Tel 01257 263777  
Fax 01257 261404  
sales@haslamprinters.co.uk

**FSC accreditation**  
Yes

**Secure printing**  
No

**Personalisation**  
Yes

**Speed for quote**  
12 hours

**Local rep**  
Yes

### Category



**Category 1**  
Small requirements eg single or 2 colour leaflets, 4 colour short runs etc



**Category 2**  
Medium requirements eg full colour medium run booklets/brochures, etc



**Category 3**  
High volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus

## Haslam Printers

### Please provide a brief statement about your Environmental policy eg only use plant based inks, FSC paper etc.

Haslam Printers actively promotes the production of all printed literature in an environmentally appropriate, socially beneficial and economically viable way.

We hold an number of certifications and accreditations including ISO14001 accredited.

FSC certified

World Land Trust Carbon Balanced Paper, approved supplier

ALL presses use vegetable based inks

No chemicals used in plate processing

### Please briefly describe the services you can offer to the University eg. Digital print, design etc.

Haslam Printers offer: Digital, Litho, Wide Format Digital and Variable data print solutions. Full in-house finishing facility. Mailing and Fulfilment services. Enabling us to cover all aspects of the University of Manchester's print requirements. We also have a design / artwork studio.

### What finishing services are you able to offer to the University?

Haslam Printers offer a full range of finishing services. That would cover all aspects of the University requirements. Services include: die-cutting, foiling, laminating, wire stitching, loop stitching, stab stitching, folding, scoring, sequential numbering, wire-o-binding, PUR binding, perfect binding, singer sewing, burst binding, gluing, folder make up, collating, banding etc...

### Do you have secure printing facilities?

We do not have a secure print facility. But do produce a variety of commercially sensitive literature.

### Do you have personalisation facilities?

Haslam Printers can personalise print whether it be a simple mail merge for a mailing campaign, through to more complex personalisation in printed literature.

### How quickly can we expect a quotation to be returned from request?

Quotes will be returned within 12 hours of the enquiry. If quotes are urgent please address the enquiry with Urgent in the title box and these will be quoted and sent back by return, often with in 10 minutes.

### How many proofs are included as standard in your quotation?

1 set off paper proofs will be included in the quoted price. However we do NOT charge extra for extra sets of proofs. We will PROOF check every job prior to the client receiving paper proofs. Any errors will be highlighted on the proof.

### What format do you require artwork to be supplied in?

Artwork can be supplied in the following formats, InDesign, Illustrator, Photoshop, Quark Xpress, Acrobat, Publisher, Word.

### Do you have a regular sales/account presence in the Manchester area and are you able to visit the University within 24 hours of request?

We are based 30 minutes' drive from Manchester, we have account managers in Manchester every day and can attend client meetings at very short notice.

### Which category(ies) does you wish to be considered for?

We would like to be considered for ALL the Categories listed

### Please provide a brief summary of the service in each category

**Category 1 – small requirements eg. single or 2 colour leaflets, 4 colour short runs etc**

We have digital presses and digital finishing equipment to handle to short run quick turnaround 4 colour jobs. A two colour litho press for the single and 2 colour jobs. Including leaflets, postcards, posters, banners, short run brochures etc...

**Category 2 – medium requirements eg full colour medium run booklets/brochures, etc**

We have litho presses for the medium run jobs. Such as booklets, brochures, leaflets etc.. We have full in-house finishing facilities to handle most finishing requirements in-house.

**Category 3 – high volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus.**

We have a litho press that can run at speeds of up to 18,000 sheets per hour enabling us to handle some of the higher volume jobs along with prospectuses.

## At a glance



**Oracle Supplier ID**  
HICK0004



**Website**  
www.hickling-squires.co.uk

**Contact**  
Lee Jordan, Sales Director  
Mobile 07702 369278  
lee.jordan@hickling-squires.co.uk

Steve Seddon, Commercial Manager  
Mobile 07590 033696  
steve.seddon@hickling-squires.co.uk

**Company contact details**  
Hickling & Squires LLP  
Unit One, Engine Lane,  
Moorgreen Industrial Park,  
Moorgreen, Nottingham  
NG16 3QU  
hi@hickling-squires.co.uk  
Tel 01773 536400  
Fax 01773 718646

**FSC accreditation**  
Yes

**Secure printing**  
We do not have the facility to print 'secure' or confidential work.

**Personalisation**  
Yes

**Speed for quote**  
24 hours

**Local rep**  
Yes

### Category



**Category 1**  
Small requirements eg single or 2 colour leaflets, 4 colour short runs etc



**Category 2**  
Medium requirements eg full colour medium run booklets/brochures, etc

## Hickling & Squires LLP

### Please provide a brief statement about your Environmental policy eg only use plant based inks, FSC paper etc.

Very high on our priority list at Hickling and Squires is limiting our impact on the environment. To ensure that this is kept to a minimum, we continually invert and implement the most environmentally friendly processes in all that we do. We are an accredited ISO 14001 printing company and also hold the FSC certification, both of which are externally audited annually to ensure compliance to both standards.

All our inks are vegetable based and we operate a comprehensive waste segregation and recycling programme. We have consistently reduced our consumption of chemicals and solvents in our processes and our investment in the latest press technology has resulted in reduced power consumption.

We actively encourage the use of FSC and recycled papers and work closely with our clients to meet our and their environmental objectives.

### Please briefly describe the services you can offer to the University eg. Digital print, design etc.

At Hickling and Squires we have invested in an extensive and flexible range of technologies to cater to a wide range of customer needs.

We can offer short to medium run lithographic printing, utilising our 3 Heidelberg B2 presses; and short run mono and colour digital printing, utilising our Xerox Nuvera and iGen 4 presses.

We offer web2print and personalisation solutions, storage, distribution, fulfilment and mailing too.

Recently we have added large-format printing to our list of capabilities. Our large format press compliments our other print services enabling us to produce outdoor banners, pop-up banners, posters, stickers on various materials including PVC, paper, canvas and mesh.

### What finishing services are you able to offer to the University?

At Hickling and Squires we have extensive in-house capability to produce a wide range of finishing formats – these include saddle stitching, PUR and wire binding.

We also laminate and die-cut in house as well as having hand finishing for those tricky jobs.

### Do you have secure printing facilities?

Our site in Moorgreen is a purpose-built printing facility. We have secure gates surrounding the factory as well as CCTV cameras on all external exits.

We have key-pad entry and exit points for all employees.

### Do you have personalisation facilities?

At Hickling & Squires we have invested in one of the industry's leading digital printing machines, the Xerox iGen 4 as well its complimentary XMPie software solution.

Our machines are renowned for their quality, consistency and reliability, with the addition of the XMPie software we can also provide a complete solution, utilising personalisation and cross-media marketing.

We receive data files and personalise posters, postcards, leaflets and even prospectuses for our clients enabling them to be more targeted with their marketing campaigns.

### How quickly can we expect a quotation to be returned from request?

Depending on the complexity of the job, quotations are returned within 24 hours of the request. More urgent specific requests are dealt with, and those deadlines met by our Account Management team.

### How many proofs are included as standard in your quotation?

We include a high-res pdf as standard on our quotations.

Depending on the nature of the job or the client preference, high-res digital proofs and/or laser proofs can be produced, and these would be costed at a nominal additional charge.

### What format do you require artwork to be supplied in?

Our preference would be high-res pdf, although we will always help and offer guidance in processing artwork in the clients preferred method.

### Do you have a regular sales/account presence in the Manchester area and are you able to visit the University within 24 hours of request?

Yes, Hickling & Squires are based north of Nottingham so a sales/account manager can be on-site at the University within 2 hours if required. So, any request to visit the University within 24 hours will be easily achievable.

### Which category(ies) does you wish to be considered for?

1 and 2.

### Please provide a brief summary of the service in each category

#### Category 1 – small requirements eg. single or 2 colour leaflets, 4 colour short runs etc

Strongly within our scope of capability. Our B2 lithographic and colour digital will cater for short run requirements from 10-2000 copies.

We have a range of presses ranging from a 6 colour to an 8 and 10 colour, plus our in-house finishing enables this Category to fit perfectly within our capability

#### Category 2 – medium requirements eg full colour medium run booklets/brochures, etc

Strongly within our scope of capability. Our B2 lithographic and colour digital will cater for medium run requirements from 2,000-10,000 copies.

We have a range of presses ranging from a 6 colour to an 8 and 10 colour which are extremely suitable for multi section booklet and brochure work. This, together with our in-house lamination and die cutting facility and our ability to saddle-stitch, PUR and wire bind in-house enables this category to fit perfectly within our capability

## At a glance



**Oracle Supplier ID**  
HUDS0006



**Website**  
www.handp.co.uk

**Contact**  
Craig Hunt  
Mobile 07721 457 213  
Craig.hunt@handp.co.uk

**Company contact details**  
sales@handp.co.uk  
Tel 01706 210 582  
Fax 01706 215 692

**FSC accreditation**  
Yes

**Secure printing**  
No

**Personalisation**  
Yes

**Speed for quote**  
4 hours

**Local rep**  
Yes

### Category



**Category 1**  
Small requirements eg single or 2 colour leaflets, 4 colour short runs etc



**Category 2**  
Medium requirements eg full colour medium run booklets/brochures, etc



**Category 3**  
High volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus

## Hudson & Pearson Ltd

Please provide a brief statement about your Environmental policy eg only use plant based inks, FSC paper etc.

Hudson and Pearson are an FSC certified printer as well as offering a large stock of recycled and fully recycled papers and vegetable based inks on request.

Please briefly describe the services you can offer to the University eg. Digital print, design etc.

- Design
- Digital
- Lithographic printing single to 8 colour
- Full print finishing

What finishing services are you able to offer to the University?

folding, stitching, cutting and creasing, numbering, collating, stitching, perfect binding, PUR binding, thread sewing, wiro binding, collating, inserting, enclosing and mailing.

Do you have secure printing facilities?

N/A

Do you have personalisation facilities?

Yes

How quickly can we expect a quotation to be returned from request?

4 hours

How many proofs are included as standard in your quotation?

1 hard copy and unlimited PDF proofs

What format do you require artwork to be supplied in?

- Single page PDF
- Quark
- In design

Do you have a regular sales/account presence in the Manchester area and are you able to visit the University within 24 hours of request?

Yes

Which category(ies) does you wish to be considered for?

Category 1,2 and 3

Please provide a brief summary of the service in each category

**Category 1 – small requirements eg. single or 2 colour leaflets, 4 colour short runs etc**

We offer single colour to 4 colour short run work. Sra3-Sra2.

**Category 2 – medium requirements eg full colour medium run booklets/brochures, etc**

We offer single colour to 6 colour print and finishing on short to medium machines up to 500mm x 700mm sheet size

**Category 3 – high volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus.**

We offer single colour up to 8 colour printing including 4 colour perfecting and finishing on our long run machines up to 1000mm x 700mm sheet size

## ImageData Group Ltd

### At a glance



**Oracle Supplier ID**  
PUBL0010



**Website**  
www.imagedata.co.uk

#### Contact

Simon Hallworth  
Business Development Manager  
Mobile 07825095410  
simon.hallworth@imagedata.co.uk

#### Company contact details

imageData Group Ltd  
Grange Park Lane, Willerby,  
East Yorkshire, HU10 6EB.  
enquiries@imagedata.co.uk  
Tel 01482 652323  
Fax 01482 652611

#### FSC accreditation

Yes

#### Secure printing

Yes

#### Personalisation

Yes

#### Speed for quote

24 hours

#### Local rep

Yes within 24 hours notice

#### Category



**Category 1**  
Small requirements eg single or 2  
colour leaflets, 4 colour short runs etc



**Category 2**  
Medium requirements eg full colour  
medium run booklets/brochures, etc



**Category 3**  
High volume work eg 4 colour long runs,  
4 colour magazine (ie Alumni magazine)  
and 4 colour Prospectus

### Please provide a brief statement about your Environmental policy eg only use plant based inks, FSC paper etc.

imageData Group is committed to reducing its impact on the environment and to the prevention of pollution. As a company we have actively sought the means to carry out our business with the minimum negative environmental impact. This has led to our being accredited to FSC and PEFC standard for pure, mixed and recycled materials and this also enables our customers to gain the benefit of this to meet their own environmental targets and allows them to use the appropriate symbols when using these products.

Our lithographic processes are VOC free with the use of vegetable based inks and water based sealers having been implemented several years ago and this has been further enhanced by our acquiring the latest H-UV lithographic B1 Press technology that enables low energy usage in the production and drying processes.

Our commitment to continual improvement has also meant that we operate at the leading edge of technology in standard and large/super wide format digital production with print on demand systems in place to maximise the benefits of being able to undertake short run jobs with the perfect points of cross over from digital to litho volumes and with little if any reduction in quality.

### Please briefly describe the services you can offer to the University eg. Digital print, design etc.

We are able to offer B1 sheet fed lithographic print including H-UV litho for a range of special effects and special substrate production such as litho on plastic and foil printing.

Our extensive and comprehensive in-house range of digital print presses means we are able to produce everything from business cards and labels to the largest of printed signs and wraps with our largest press having a capacity of up to 5m width and lengths only limited by the substrates being used.

In addition we have 2 large format screen presses that giving a fully rounded service to our customers and this is additionally increased through our highly experienced I.C.T. department capable of developing highly specialist systems for use by our customers, capacious warehousing at our Howden based storage and fulfilment facility which is ideally located for access onto the M1/M62/ M18 network for effective and speedy National coverage.

### What finishing services are you able to offer to the University?

imageData are able to provide a broadly inclusive range of finishing services that includes saddle and stab stitching, ring binding, laminating, folding, creasing, cutting, perfect binding, tape binding, punching, booklet making, drilling, encapsulating, stringing, UV varnishing, ram punching, gluing, shrink wrapping and polybagging.

### Do you have secure printing facilities?

We have a secure printing facility for the production, storage and handling of all personalised printed matter and print of a secure nature. As a long standing supplier of retail print we have a proven track record of maintaining exceptionally high levels of security across all our production facilities and these are all covered by a number of security features that include bio-metric entry systems, CCTV coverage, secure areas, no mobile phone policies and we are currently working toward achieving ISO 27001 information security standard.

### Do you have personalisation facilities?

imageData Group has large scale personalisation capability and has produce highly personalised printed matter for over 25 years. Our Brighton, digital site specialises in this type of production and has a number of high volume contracts that range from the production of rent statements to health plans and pension information.

### How quickly can we expect a quotation to be returned from request?

imageData strive to turn around all requests for quotes within 24 hours of receipt but this is often carried out much faster for our regular and contracted customers and this provides voluminous capacity for print and fulfilment of orders.

### How many proofs are included as standard in your quotation?

ImageData Group normally supply proofs in PDF format and will carry out up to 3 amends.

### What format do you require artwork to be supplied in?

ImageData can accept artwork in any major format but the preference is for high-resolution PDF's, Quark Xpress or indesign files and these can be sent by e-mail, via our secure FTP or supplied on disk.

Do you have a regular sales/account presence in the Manchester area and are you able to visit the University within 24 hours of request? Our Business Development Manager lives locally to Manchester and has a remit of developing contact and business in that geographical area. This means he is ideally located to work with the University to identify the most appropriate methods to provide the highest quality products through the most cost effective processes.

As stated the day to day contact for this contract would be local to the University and would be able to arrange visits to the University within short timeframes including attending within 24 hours if required.

### Which category(ies) does you wish to be considered for?

We wish to be considered for categories 1 (small requirements), Category 2 (medium requirements) and Category 3 (high volume requirements)

### Please provide a brief summary of the service in each category

**Category 1 – small requirements eg. single or 2 colour leaflets, 4 colour short runs etc**

imageData Group is able to produce a full range of single and 2 colour and 4 colour short run printed matter and we have extensive capability to produce leaflets, brochures, greetings cards, wall planners, reports, etc

**Category 2 – medium requirements eg full colour medium run booklets/brochures, etc**

imageData has extensive capacity for the production of full colour booklets with our 3 Komori B1 sheet fed lithographic presses which can produce over 2million A4 equivalent images per day. This is supported by a broad range of collating, trimming and finishing equipment that can complete the jobs in-house to ensure maximum speed for completion of orders.

**Category 3 – high volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus.**

imageData has considerable experience of producing high volume printed matter and provides these services to many large cross sector organisations that includes retailers, schools, colleges and universities, councils and housing associations with many of these regularly requiring large volume production and distribution of magazines, catalogues, newsletters and prospectuses.

## At a glance



**Oracle Supplier ID**  
JOHN0043



**Website**  
www.baxterstheprinters.co.uk

**Contact**  
Wayne Platt  
Mobile 07975 667090  
Wayne@baxterstheprinters.co.uk

**Company contact details**  
wayne@baxterstheprinters.co.uk  
Tel 01455 637126  
Fax 01455 612757

**FSC accreditation**  
Yes

**Secure printing**  
Yes

**Personalisation**  
Yes for mailing

**Speed for quote**  
24 hours

**Local rep**  
Yes

### Category



**Category 1**  
Small requirements eg single or 2 colour leaflets, 4 colour short runs etc



**Category 2**  
Medium requirements eg full colour medium run booklets/brochures, etc



**Category 3**  
High volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus

## John Baxter & Sons Ltd

### Please provide a brief statement about your Environmental policy eg only use plant based inks, FSC paper etc.

John Baxter & Sons Limited (referred to as Baxters) recognises it has a responsibility to conduct business with minimal impact on the environment, and to support our customers to make environmentally friendly choices with their print solutions. To this end, we have a policy of considering the impact of the work which we undertake and sourcing sustainable solutions to support a green operation across the firm.

We have eliminated all hazardous chemicals for any element of the production and supply of our product by:

- We have used vegetable instead of mineral based inks since 1998
- We use a water based sealant which is a green alternative to the harsh chemicals formerly used
- We use alcohol free font solutions in our Heidelberg presses thereby reducing toxic emissions
- We have eliminated all isopropyl alcohol (IPA) use in offset litho graphic printing reducing volatile organic compound emissions, substrate and ink waste, and fire risk. These also improve working conditions and enhance print quality

Baxters is Forest Stewardship Council (FSC®) accredited and can support its clients' environmental targets; we ensure that an agreed percentage, or all of their work, is printed on paper or board produced using FSC® stock. As part of our FSC accreditation, we also source packaging from sustainable sources, minimizing the environmental impact. We can supply boxes made from 100% recycled post-consumer waste.

### Please briefly describe the services you can offer to the University eg. Digital print, design etc.

Baxters is recognised as one of the UK's leading public sector and educational print providers.

The main services we can offer are:

- The supply of secure lithographic and digital print.
- Artworking and design service.
- Secure warehousing and fulfilment of printed items.
- Direct Mail and postal optimisation.

We have inherent production flexibility and operate 24 hours a day to achieve delivery deadlines. This enables us to provide a responsive service to an urgent request and to meet our customer SLAs when prioritising multiple print projects.

### What finishing services are you able to offer to the University?

We can supply the complete range of finishing, ensuring that the most suitable finish is applied to your printed products. These include saddle stitching, perfect binding, PUR binding, folding, sealing, wire & comb and spiral binding, guillotining, die cutting, creasing, perforating, drilling, UV, laminating/varnishing and shrink wrapping, plus hand finishing.

### Do you have secure printing facilities?

Yes, Baxters has secure printing facilities, we have the following physical security arrangements in place:

- Baxters premises have an access control system via a key pad.
- All networks and PC's require password and user names to access them. Regular changes to passwords are applied by network policies and rules
- Client data is stored on dedicated production servers
- Access to files is recorded. Server room access is restricted and access recorded
- Servers are stored in a secure room with strictly controlled access via a key pad.
- There is a secure data area accessible via password, a secure enclosing room and a lockable storage room. Job bags and proofs are stored in the lockable rooms, and after a given period securely destroyed
- Security awareness and training is completed during induction
- Data protection education is completed at induction

In addition as a major supplier of to the public sector we are fully aware of the essential requirement to hold any customer stock in a controlled clean, dry and secure environment.

### Do you have personalisation facilities?

Baxters can provide a direct mail service and provide variable data printing/personalisation in both mono and colour. The direct mail service is carried out in a secure environment fitted with access control and monitored by security cameras; we are also registered under the Data Protection Act.

We also have extensive experience of working with all the Royal Mail and Down Stream Access [DSA] mail providers such as UK Mail, TNT and the new Sustainable Mail and Responsible Mail products which can provide our clients with substantial savings on their mailing activities.

### How quickly can we expect a quotation to be returned from request?

We respond within 24 hours with a price; however quotations can be supplied quicker if required.

### How many proofs are included as standard in your quotation?

Baxters sees the proofing process as a normal service and therefore do not impose any restrictions on the number of proofs we supply to obtain approval prior to printing.

Proofs can be supplied in any format required such as colour laser, digital, Epson and PDF proofs. The only additional charges are for wet proofs, for which the costs are provided upfront based upon the number of pages etc.

### What format do you require artwork to be supplied in?

Baxters can accept artwork in any formats. We have a full suite of Apple Mac and PC facilities and can successfully work with both hi-res pdfs or Adobe package files.

### Do you have a regular sales/account presence in the Manchester area and are you able to visit the University within 24 hours of request?

Yes, our account manager Wayne Platt is based in the local Manchester area (Knutsford) which is only 19 miles away from the University and we are able to visit the University within 24 hours of request.

### Which category(ies) does you wish to be considered for?

Baxters wish to be considered for all categories - 1, 2 and 3.

### Please provide a brief summary of the service in each category

**Category 1 – small requirements eg. single or 2 colour leaflets, 4 colour short runs etc**

To fulfil category 1, we have litho presses as well digital presses which enable us to supply a huge range of print formats and colour combinations to produce single or 2 colour leaflets, 4 colour short runs etc. Our capabilities range from multi-page publications to complex small-run mailers with hand assembly components. This ensures that we can offer projects, which are ideally matched to the specifications of each job undertaken, to an extremely high standard at competitive rates.

**Category 2 – medium requirements eg full colour medium run booklets/brochures, etc**

The majority of our work falls in this category; we have two of the latest and most advanced Heidelberg B2 litho presses and one SRA3 press as well digital presses which enable us to supply a huge range of print formats and colour combinations economically.

**Category 3 – high volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus.**

To achieve this we have two of the latest and most advanced Heidelberg B1 litho presses for high volume work to produce colour magazines, Alumni and prospectuses etc. On four colour printing we are able to produce economically over 1 million printed sheets per day.



## At a glance



**Oracle Supplier ID**  
MWLP0001



**Website**  
www.mwl.co.uk

**Contact**  
Huw Evans (Main contact)  
Tel 01495 750033  
Mobile 07545 929162  
huw@mwl.co.uk

Steve Hopkins  
Tel 01495 750033  
sho@mwl.co.uk

**Company contact details**  
Tel 01495 750033  
Fax 01495 751466  
sales@mwl.co.uk

**FSC accreditation**  
Yes

**Secure printing**  
Yes

**Personalisation**  
Yes

**Speed for quote**  
4 hours

**Local rep**  
Yes within 24 hours

### Category



**Category 1**  
Small requirements eg single or 2 colour leaflets, 4 colour short runs etc



**Category 2**  
Medium requirements eg full colour medium run booklets/brochures, etc



**Category 3**  
High volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus

## MWL Print Group Ltd

Please provide a brief statement about your Environmental policy eg only use plant based inks, FSC paper etc.

MWL Print Group has been accredited to ISO 14001 since 1999. MWL uses only vegetable based inks and recycles over 400 tonnes of paper every year.

MWL is also accredited to FSC and can provide "chain of custody evidence" on every print job if required. MWL uses over 2,000 tonnes of FSC approved and sourced paper every year.

Please briefly describe the services you can offer to the University eg. Digital print, design etc.

MWL can provide design, reprographics, print, finishing and fulfilment for lithographic, digital and large format printing. The factory operates 24 hours a day, 5 days a week employing 116 people working across the 40,000 sq ft facility.

MWL can offer 5 colour B1, mono and colour SRA3 digital presses and large format print up to 60 inches wide printed in 8 colours.

What finishing services are you able to offer to the University?

MWL has a complete finishing facility providing the following:

- Folding
- Saddle stitching
- Perfect binding
- PUR binding
- Wiro-binding
- Laminating
- Die-cutting
- Mailing
- Fulfilment

Do you have secure printing facilities?

Yes

Do you have personalisation facilities?

Yes, personalisation is carried out on our mono and colour digital presses. Personalisation is a very useful addition to our mailing facility. Carrier sheets are printed in our digital section and used to mail publications around the UK and world.

How quickly can we expect a quotation to be returned from request?

All quotation requests will be responded to within 4 hours. Quotations will be generated by Steve Hopkins

How many proofs are included as standard in your quotation?

One proof is included in our costs. This proof is printed on the actual material, coated or uncoated, that will be used on the final job. The proofs are made up into books to give a feel for what the actual job looks like.

The proofs are printed on a press calibrated using FOGRA colour management to ISO 12647-2 standards.

These proofs are then used on press to match for colour.

What format do you require artwork to be supplied in?

The preferred format for all artwork is PDF. We can accept artwork in all formats and native file versions.

MWL can set up an automatic file transfer facility. This remote facility may be set up on any users' pc. This would be carried out FOC by MWL reprographics staff.

Do you have a regular sales/account presence in the Manchester area and are you able to visit the University within 24 hours of request?

Huw Evans covers the Manchester and North West region for MWL. Huw is available for a meeting given 24 hours notice.

Which category(ies) does you wish to be considered for?

MWL would like to be considered for every category

Please provide a brief summary of the service in each category

**Category 1 – small requirements eg. single or 2 colour leaflets, 4 colour short runs etc**

MWL has a B2 four colour lithographic press. We also have a SRA3 4 colour digital press. Either of these presses would easily handle the work. We can print quantities as low as 1 on the digital press and the B2 lithographic press specialises in short run leaflets and posters of 1 to four colour.

**Category 2 – medium requirements eg full colour medium run booklets/brochures, etc**

All medium to long run work would be produced by our B1 lithographic presses. These presses are five colour and both have inline coating capabilities. The presses run at an average speed of 13,000 sheets per hour and are manned 24/5 each week.

As stated above, MWL provides a comprehensive finishing facility with binding, stitching, folding, laminating, mailing and fulfilment all in-house.

**Category 3 – high volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus.**

MWL produces a huge amount of this work every year for many education establishments across the UK. All the equipment is in-house at MWL to handle large projects such as prospectuses and alumni magazines. In February 2014 MWL produced 8 undergraduate prospectuses for universities across the UK.

All of the printing, finishing and distribution of these publications would be handled in-house by MWL employees.

## NB Colour Print Ltd

### At a glance



**Oracle Supplier ID**  
NBCO0001



**Website**  
www.nbcolourprint.co.uk

**Contact**  
Steve Galvin  
Mobile 07753 684735  
steve.galvin@nbcolourprint.co.uk

**Company contact details**  
sales@nbcolourprint.co.uk  
Tel 01257 265726  
Fax 01257 262304

**FSC accreditation**  
No but a Carbon Balanced Printer

**Secure printing**  
Yes

**Personalisation**  
Yes

**Speed for quote**  
2-4 hours (max 24 hours)

**Local rep**  
Yes within 24 hours of request

#### Category



**Category 1**  
Small requirements eg single or 2 colour leaflets, 4 colour short runs etc



**Category 2**  
Medium requirements eg full colour medium run booklets/brochures, etc



**Category 3**  
High volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus

### Please provide a brief statement about your Environmental policy eg only use plant based inks, FSC paper etc.

We are a fully Carbon Balanced business. All of our carbon emissions have been measured, verified and offset through investment in environmental projects through the charity The World Land Trust. We also sell paper that has been fully Carbon Balanced, at no extra cost to our customers. Our print can carry the 'Carbon Balanced Publication' logo issued by the World Land Trust.

In accordance with the European Union Timber Regulations (2013), all of the paper we sell has originated from a sustainable source.

Waste recycling programmes in force to reduce land fill. Modern presses using vegetable based ink and reduced need for chemicals and alcohol during production processes.

Please briefly describe the services you can offer to the University eg. Digital print, design etc.

Our services are primarily print related – both digital and litho print – and their associated finishing processes.

We have two digital presses including a six colour Indichrome HP5500 (max sheet size SRA3+)

And one litho press - Heidelberg Speedmaster74 (max sheet size 740 x 530mm)

### What finishing services are you able to offer to the University?

- Folding
- Binding (saddlestitched, loop stitched, perfect bind, PUR binding, wiro binding, spiral binding, thread sewing, case binding)
- Die cutting and creasing
- Foiling and embossing
- Drilling and a variety of hand finishing options

### Do you have secure printing facilities?

Yes. Access to print room limited to Employees and authorised visitors only. Entrance to Print room controlled by security door code.

### Do you have personalisation facilities?

Variable data personalisation available on digital presses

### How quickly can we expect a quotation to be returned from request?

Usually 2-4 hours max from receipt of enquiry.

Upto 24 hours for more complex work

### How many proofs are included as standard in your quotation?

One proof as standard unless more requested at quote stage.

Online Insite proofing available for rapid proof approval if required.

What format do you require artwork to be supplied in? Working files can be supplied in Illustrator, Quark or Indesign but all fonts and images need to be. PDF can also be supplied with 3mm bleed and tic marks included.

### Do you have a regular sales/account presence in the Manchester area and are you able to visit the University within 24 hours of request?

Yes. Steve Galvin is your dedicated Sales Rep. We will facilitate all requests for face to face meetings within 24 hours of request.

### Which category(ies) does you wish to be considered for?

Category 1,2 and 3

### Please provide a brief summary of the service in each category

**Category 1 – small requirements eg. single or 2 colour leaflets, 4 colour short runs etc**

High quality digital print available for short run print requirements. Eg Business cards, Postcards, Posters, self adhesive labels, short run stationery, leaflet or booklet work. Mono, two colour or full colour can be printed. Variable data personalisation available

**Category 2 – medium requirements eg full colour medium run booklets/brochures, etc**

Mono, two colour and four colour litho printing available upto B2 size Brochures, Folders, Leaflets, Direct Mail, Newsletters, Broadsheets.

**Category 3 – high volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus.**

Full colour plus spot colour printing available  
Brochures, newsletters, prospectuses, magazines

## Peacock Design and Print Ltd

### Please provide a brief statement about your Environmental policy eg only use plant based inks, FSC paper etc.

In accordance with our ISO14001 certification our Environmental Policy and our Environmental Management System is focussed on:

1. Complying with or exceeding requirements of all relevant Regulatory Legislation.
2. Offering a range of environmentally papers and plant based inks and encourage our customers to utilise these resources.
3. Minimising waste wherever possible through efficient utilisation of resources and seek to promote our principle of reducing, reusing and recycling our office waste and packaging.
4. Evaluating our supply chain against environmental standards for suitability and conduct review assessments to ensure environmental standards are maintained.

We only purchase materials from suppliers who have attained the Forest Stewardship Council (FSC) and Programme for the Endorsement of Forest Certification accreditation (PEFC) and who hold ISO14001 certification.

Peacock Design & Print Limited are able to source biodegradable and compostable gloss or matt laminates, FSC or PEFC approved papers, carbon neutral papers, 100% cotton papers, ECT (Elemental Chlorine Free) or TCF (Totally Chlorine Free papers), Windpower papers, and papers with labelled with the Nordic Swan or Blue Angel symbol or the NAPM Recycled Paper Mark. We also offer a range of recycled paper options paper with 20%, 25%, 30%, 50%, 55%, 80% and 100% recycled fibre, in silk and gloss and from 100gsm to 350gsm in weight.

We can also discuss the use of different inks, such as plant based inks and can provide information to customers on inks used, or meet any specific requirements you have.

All our packaging and boxes are made of recycled card. Peacock Design & Print also discuss individually with clients the suitability of reusing boxes for delivering goods.

We have recycling systems in place for waste paper, toners, packaging, general waste. Peacock Design & Print are also committed to minimising waste through efficient utilisation of resources with targets in place to monitor emissions, electrical, fuel and water usage, and minimising the use of chemicals.

### Please briefly describe the services you can offer to the University eg. Digital print, design etc.

Graphic Design including brand design and marketing

- Typesetting
- Digital Print: colour and black and white
- Lithographic Print
- Finishing: Folding, laminating, embossing, bespoke cutting forms
- Binding: saddle stitch, wiro bindings (including half Canadian), perfect binding, stabbed, comb binding.
- Foiling
- Packaging
- Proof Reading

- Fulfilment and direct mailings
- Stock Management of final printed products.

### What finishing services are you able to offer to the University?

- Folding
- Laminating
- Embossing
- Bespoke cutting forms
- Bindings: saddle stitch, wiro bindings (including half Canadian), perfect binding, stabbed, comb binding
- Foiling

### Do you have secure printing facilities?

In accordance with our ISO27001 data management certification we offer all our customers secure storage of their data and final product.

We currently produce numerous examination papers and professional certifications, all of which are printed, quality checked, stored and transported within strict 27001 guidelines.

### Do you have personalisation facilities?

Peacock Design & Print Limited does offer a personalised printing service for a number of existing clients. This currently involves both short and long-run production.

Examples include:

- individualised certificates,
- clocking-in cards,
- multiple black laser outputs from databases onto stocked items.
- Personalised mailouts

This could certainly be developed, in accordance with our ISO27001 data management certification, to offer a bespoke printing service for prospective students.

How quickly can we expect a quotation to be returned from request? All quotations are provided within 24 hours of request as standard. However we are able to provide shorter turn around times if required e.g. return quotes within 4 hours.

### How many proofs are included as standard in your quotation?

All PDF proofs are included as standard in the original quotation. The quotation also includes the cost of three standard printed proofs, defined as either: Laser (colour or black and white), or digital. Chromalins or wet proofs would incur an additional charge

What format do you require artwork to be supplied in? Artwork can be supplied in a number of formats:

- Quark
- Indesign

- Adobe pdfs
- Microsoft office including word, excel and powerpoint.
- Picture files including .eps, .jpeg, .bitmap, .tif
- Files using Compression Software WinZip (PC) or Stuffit (PC or Macintosh)

### Do you have a regular sales/account presence in the Manchester area and are you able to visit the University within 24 hours of request?

As we are based in Warrington with our lithographic facilities warehoused in Manchester we are a local supplier for the University. With local clients we undertake regular formal and informal visits which can include meetings to discuss design requirements and set up, to dropping off hard copy proofs as well as final deliveries.

Visits to the University within 24 hours of request can definitely be arranged, and where necessary same day visits can be organised.

### Which category(ies) does you wish to be considered for?

Categories 1 and 2.

### Please provide a brief summary of the service in each category

**Category 1 – small requirements eg. single or 2 colour leaflets, 4 colour short runs etc**

Onsite digital and lithographic capabilities, with good raw material stock levels, ensure quick turnarounds at a competitive price. Our 2 colour presses are ideal for small runs with limited colour palettes and our suite of digital copiers and printers is perfect for full colour short runs. With dedicated client managers and stringent QC measures at every stage of production, Peacock Design and Print is ideally placed to offer this range of work within both strict deadlines and budgets.

**Category 2 – medium requirements eg full colour medium run booklets/brochures, etc**

Onsite and subcontracted lithographic capabilities, with excellent onsite finishing and binding services, ensures Peacock Design and Print offers high quality products and services on medium length runs. Excellent long-standing relationships with our suppliers generates cost effective options for our customers on these longer length runs. Our B1 and B2 5 colour presses can run 24 hours a day, giving flexibility to our customers schedules. Good onsite storage for loose, and offsite storage for palletised items, reaffirms our ability to offer customers a full service, from concept and design through to distribution.

## At a glance



**Oracle Supplier ID**  
PEAC0003



**Website**  
www.peacockdesingandprint.co.uk

**Contact**  
Kate Bates  
kate@peacockdesignandprint.co.uk  
Tel 01925 212 350  
Mobile 07721 094739

**Company contact details**  
sales@peacockdesignandprint.co.uk  
Tel 01925 212 350  
Fax 01925 861717

**FSC accreditation**  
No

**Secure printing**  
Yes

**Personalisation**  
Yes

**Speed for quote**  
4 hours (max 24 hours)

**Local rep**  
Yes

#### Category



**Category 1**  
Small requirements eg single or 2 colour leaflets, 4 colour short runs etc



**Category 2**  
Medium requirements eg full colour medium run booklets/brochures, etc

## At a glance



**Oracle Supplier ID**  
RATC0001



**Website**  
www.randrprint.co.uk

**Contact**  
David Smith  
Mobile: 07710 170054  
david@randrprint.co.uk

**Company contact details**  
Ratcliff & Roper, Kilton Road,  
Worksop, Notts S80 2EE  
Tel 01909 500444  
Fax 01909 500614

**FSC accreditation**  
Yes

**Secure printing**  
Yes

**Personalisation**  
Yes

**Speed for quote**  
2 hours (max 24 hours)

**Local rep**  
Yes

### Category



**Category 1**  
Small requirements eg single or 2 colour leaflets, 4 colour short runs etc



**Category 2**  
Medium requirements eg full colour medium run booklets/brochures, etc



**Category 3**  
High volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus

## Ratcliff & Roper (Printers) Ltd

Please provide a brief statement about your Environmental policy eg only use plant based inks, FSC paper etc.

We are FSC Accredited and are able to offer a full range of substrates with full FSC chain of custody.

We are also able to offer a range of recycled substrates.

We use vegetable based inks and aqueous coatings

Please briefly describe the services you can offer to the University eg. Digital print, design etc.

We print Litho to 5 colour B2 plus seal, Litho from single to 2 colour B2

We also print digitally and produce large format banners, bannerstands and graphics.

We have in-house origination and are able to produce in-house original design.

What finishing services are you able to offer to the University?

We finish all our print in-house, including Saddle Stitching, Padding, wiro and comb binding. We also laminate in-house and die cut

We offer the full range of NCR pads and books and have full shrink wrapping facilities.

Do you have secure printing facilities?

Yes, we are contracted suppliers to many NHS Trusts as well as the Health & Safety Laboratories and South Yorkshire Police and have secure print and warehousing facilities.

Do you have personalisation facilities?

Yes, we can personalise digital print

How quickly can we expect a quotation to be returned from request?

We will always return a quote within 24 hours, but generally within 2 working hours of request.

How many proofs are included as standard in your quotation?

We include a single colour matched digital proof within our quotations

What format do you require artwork to be supplied in?

We accept all standard Mac and PC programmes and can accept all common file types.

Do you have a regular sales/account presence in the Manchester area and are you able to visit the University within 24 hours of request?

We manage accounts across the country and are only thirty miles from the University, so can visit same or next day when required.

Which category(ies) does you wish to be considered for?

Please list the categories.

Category 1, 2 and 3

Please provide a brief summary of the service in each category

**Category 1 – small requirements eg. single or 2 colour leaflets, 4 colour short runs etc**

We have single, two colour and four/five colour litho presses from SRA3 to B2 and are able to produce the full range of short run stationery, pads, leaflets and brochures.

We also produce four colour digital work.

**Category 2 – medium requirements eg full colour medium run booklets/brochures, etc**

We have capability to 5 colour B2 with inline seal. We finish in-house, including Die cutting, assembly, laminating, wiro and saddle stitching.

We are contracted printers to the University of Nottingham for this range of products.

**Category 3 – high volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus.**

We are competitive upto 30k on brochures and newsletters upto 36pp.

## At a glance



**Oracle Supplier ID**  
STER0007



**Website**  
www.sterlingsolutions.co.uk

**Contact**  
Aidan Kidson, Business Development Manager  
akidson@sterlingsolutions.co.uk  
Mobile 07855 278085  
Tel 0870 084 2100

**Company contact details**  
manchester@sterlingsolutions.co.uk  
Tel 0870 084 2100  
Fax 0870 084 2099

**FSC accreditation**  
Yes

**Secure printing**  
Yes

**Personalisation**  
Yes

**Speed for quote**  
Within hours of request

**Local rep**  
Yes

### Category



**Category 1**  
Small requirements eg single or 2 colour leaflets, 4 colour short runs etc



**Category 2**  
Medium requirements eg full colour medium run booklets/brochures, etc



**Category 3**  
High volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus

## Sterling

### Please provide a brief statement about your Environmental policy eg only use plant based inks, FSC paper etc.

Sterling holds the following Environmental Accreditations:

- ISO14001:2008 Environmental Management Standards
- FSC Forest Stewardship Certification Chain of Custody
- PEFC Programme for the Endorsement of Forest Certification Chain of Custody

Sterling helps its clients understand and reduce the impact of their activities on the Earth and its resources. Through the processes, design methods and materials we use, we can help make sustainability a legitimate part of any brand:

- Sterling will strive to minimise waste and ensure its safe disposal where applicable. Waste streams will be segregated and recycled for use again providing sustainability for natural resources. We shall only use companies for the recycling or disposal of our waste who are licensed waste contractors.
- Sterling will manage transport and develop a corporate strategy and action programme that will play a part in managing our transport and travel requirements to reduce carbon emissions and use of fossil fuels.
- Sterling will ensure that all materials and supplies are sourced from responsible and sustainable suppliers where possible and that the supply chain is kept to a minimum.

To meet our environmental commitments we recommend the use of FSC, Recycled and Carbon Balanced papers to our clients, we use vegetable inks throughout our Litho Print process and wherever possible use recycled, biodegradable and recyclable packaging.

### Please briefly describe the services you can offer to the University eg. Digital print, design etc.

Sterling provides creative communication and production solutions through both traditional and new media. We offer a fully integrated service, spanning marketing strategy, design, new media, print, direct mail and fulfilment. Because the vast majority of what we do is delivered 'in house', clients receive cost effective solutions, without compromising their competitive or creative edge. Dealing with a single supplier reduces the amount of time and resource clients need to dedicate to projects and campaigns. Full quality control systems, accredited to BS EN ISO 9001:2000 run through every stage of production – from pre-press through print, finishing, storage and dispatch. We achieved full accreditation to the print colour management standard ISO 12647-2 during 2011.

#### Design Credentials

coordinated approach and exceptional creativity across a wide range of activity, such as corporate identity, design for print, direct mail, exhibition displays, point of sale and advertising. Our strength is the ability to combine graphic design and new media to produce truly integrated, intelligent and practical solutions across an increasing array of platforms. Working with many large corporate clients and professional bodies, our design team is accomplished and adept at following and adhering to corporate style and brand guidelines. In some cases these guidelines have been set by us, for use by other agencies and/or internal design teams.

#### Print Credentials

- Offset Litho Print Production:

Sterling operates three 10 colour B1 presses, incorporating reel to sheet converters that operate 24 hours a day and in 2011, Sterling became one of the first printers in the UK's to install new revolutionary Heidelberg XL 105 10

colour press, to compliment the existing Heidelberg XL 105 presses already in place. Sterling produces millions of high quality colour publications annually.

- Digital Print Production

In 2013 we purchased our third, new HP Indigo digital press, which further enhances our production flexibility and provides a high quality solution for low volume runs with the option of incorporating variable data personalisation if required. Our 24-hour shift pattern enables us to offer ultimate flexibility for a wide range of digital printing requirements.

- Large Format Point of Sale Print Production

Following recent investment and the recruitment of industry experts we are now able to consult, advise and provide competitive solutions for pull-up and nomadic banners, 3D display stands and large format print, all of which we know our education clients use for a wide range of activities and events.

### What finishing services are you able to offer to the University?

Sterling offers the following finishing services:

- Matt and Gloss Lamination
- Die cutting
- Saddle stitching
- Loop stitching
- Perfect Binding
- PUR Binding
- Tape binding

### Do you have secure printing facilities?

Sterling has experience in handling highly confidential data and produces numerous direct mail pieces for large financial institutions such as RBS and NatWest. We have produced examination papers for various bodies through both COI and TSO for over 10 years. Recently Sterling were contracted by the Qualifications and Curriculum Authority ('QCA') and its business division the National Assessment Agency ('NAA') to print and distribute test materials relating to Key Stage 1, 2 and 3 statutory and non-statutory tests.

Sterling's Information Systems and the integrity of its data are protected by a multi-tier approach to internal and external risk management, backed by a rigorous I.S. Policy and procedures.

### Do you have personalisation facilities?

Yes Sterling's in-house state of the art digital print engines, HP Indigos, provide mono and colour personalisation of publications. Personalisation can be a simple name and address to a more complex multi-field personalised pack. Sterling also has Direct Smile software to allow image personalisation if this is of interest to the University. Sterling's Web to Print facility allows the on-line ordering of personalised printed items, we are keen to show you this service in more detail.

### How quickly can we expect a quotation to be returned from request?

Quotations will be returned within hours of the request for standard work. For more complex print enquiries such as prospectuses, fulfilment, direct mail and design the quotations will be provided and returned based on a target of next day.

### How many proofs are included as standard in your quotation?

In Sterling's standard quotations one digitally printed book proof on the same stock as the job is included.

### What format do you require artwork to be supplied in?

Sterling requests that artwork is supplied as print ready PDFs ideally sent via secure FTP.

If clients cannot supply artwork in this format we work with clients to find the optimal solution to have artwork provided. Our experienced Account Manager and Pre Press team will liaise with the client to allow this to be completed.

### Do you have a regular sales/account presence in the Manchester area and are you able to visit the University within 24 hours of request?

Yes, it is now proposed that Aidan Kidson, Business Development Manager who is located near to Manchester will be able to visit the University within 24 hours of request.

### Which category(ies) does you wish to be considered for?

Sterling wishes to be considered for all categories of this contract.

### Please provide a brief summary of the service in each category

**Category 1 – small requirements eg. single or 2 colour leaflets, 4 colour short runs etc**

Sterling's digital print facility is in place to provide the cost effective and quality production of items required by Category 1.

Over the past year Sterling has produced millions, often on-demand, printed items for our wide range of clients. Sterling has the Web to Print facility to allow the online ordering of short run printed items and we are keen to show you this in more detail.

**Category 2 – medium requirements eg full colour medium run booklets/brochures, etc**

Sterling's offset litho print production and finishing equipment are in place for the cost effective, quality and quick turnaround of items required by Category 2.

During the past year Sterling has produced and delivered millions of booklets and brochures for our HE clients as well as our clients in the Financial, Retail, Professional Membership and Public Sectors.

**Category 3 – high volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus.**

Sterling's offset litho print production and finishing equipment combined with our highly advanced fulfilment and direct mail facilities are in place to meet the cost effective production, storage and distribution of items required by Category 3.

Over the past year Sterling has printed and delivered 2.5 million Undergraduate Prospectuses for 32 HEIs as well as printed and mailed over 2 million Alumni Magazines for our HE clients.

## At a glance



**Oracle Supplier ID**  
W&GB0001



**Website**  
www.wgbaird.com

### Contact

Derron Rafter  
Mobile: 07918742161  
Derron.rafter@wgbaird.com

### Company contact details

Tel 028494 463911  
Fax 02894 466250  
wgbaird@wgbaird.com

### FSC accreditation

Yes

### Secure printing

Yes

### Personalisation

Yes

### Speed for quote

24 hours or same day on request

### Local rep

Yes

### Category



**Category 1**  
Small requirements eg single or 2 colour leaflets, 4 colour short runs etc



**Category 2**  
Medium requirements eg full colour medium run booklets/brochures, etc



**Category 3**  
High volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus

## W&G Baird Ltd

### Please provide a brief statement about your Environmental policy eg only use plant based inks, FSC paper etc.

W&G Baird is committed to environmental responsibility and operating sustainably.

We are certified by the Carbon Neutral Print Supplier Programme.

We are FSC Accredited (Forest Stewardship Council) and can supply a complete chain of custody for all the FSC papers we print on. All our Inks are vegetable based inks.

W&G Baird has been awarded the Environmental Printer of the year award for two consecutive years.

### Please briefly describe the services you can offer to the University eg. Digital print, design etc.

W&G Baird are pleased to offer the University a wide range of services including Litho print, short run digital print, wide format print, storage facilities, options for mailing, postage and if required personalisation services:

- Digital Printing 1-500 Copies
- Short Run Litho from 250 – 1000 Copies
- Medium Run Litho Printing – 1000 copies to 10,000 copies
- Long Run Litho from 10,000 Copies to 300,000 copies
- Language Variants (Multiple Plate Changes)

What finishing services are you able to offer to the University?

W&G Baird can offer a wide range of finishing services including but not limited to:

- Folding
- Cutting
- Saddle stitching
- Perfect binding
- PUR binding
- UV varnish
- Punching out folders and die shapes
- Creasing and folding heavy card and paper
- Thread sewing
- Case binding
- Passport stitching
- Wirobinding
- Spiral binding and Comb binding
- Open Back Thread Sewing
- Foiling blocking
- Embossing and Desbossing

### Do you have secure printing facilities?

Yes, W&G have secure printing and warehousing facilities monitored by twenty-four hour surveillance. In addition keypad codes are required for entry to all office sites.

### Do you have personalisation facilities?

Yes, W&G Baird can offer the University of Manchester personalisation options on a variety of different types of printed products. We also have the ability to make one book into several languages in an economical way.

### How quickly can we expect a quotation to be returned from request?

W&G Baird will guarantee that all quotation requests from the University of Manchester be returned within twenty four hours. However should there be an urgent request this can be turned around on the same day

### How many proofs are included as standard in your quotation?

W&G Baird include one set of hard copy colour calibrated proofs as standard within every quotation. InSite, our online proofing system allows for multiple soft copy proofs to be supplied at no extra charge.

ISO Calibrated FOGRA proofs are also available for projects that are colour critical.

### What format do you require artwork to be supplied in?

W&G Baird can receive a number of electronic file formats including high-resolution PDF files, InDesign files and Quark files. W&G Baird can supply In-Design and Quark PDF Settings for optimum output.

### Do you have a regular sales/account presence in the Manchester area and are you able to visit the University within 24 hours of request?

Yes. Derron Rafter, the University's assigned Account Manager is based in our Nottingham Sales office and is available at short notice (within two hours) should the University require an urgent meeting.

Derron would be available to meet with University staff, to deliver and discuss proofs, provide dummies, collect artwork and discuss projects face-to-face. Derron would work closely with W&G Baird's internal account management team to ensure the smooth processing and on time delivery of every project.

### Which category(ies) does you wish to be considered for?

Please list the categories

- Category One
- Category Two
- Category Three

### Please provide a brief summary of the service in each category

**Category 1 – small requirements eg. single or 2 colour leaflets, 4 colour short runs etc**

W&G Baird can offer the University of Manchester single colour work, digital short run printing, digital wide format and B2 litho printing including but not limited to: leaflets, booklets, letterheads, business stationary, NCR books, duplicate books, etc. This also extends to high quality rollup banners, popup stands and wide format capabilities.

Digital Turnaround 24 hrs to 3 days

Short Run Litho Turnaround 4-7days

**Category 2 – medium requirements eg full colour medium run booklets/brochures, etc**

W&G Baird have worked closely with a range of Universities, private companies and government bodies to produce a range of medium requirement printed products including but not limited to full colour printed course guides, student diaries and Oversize A4 folders, leaflets, magazines, annual reports, etc

W&G Baird are pleased to be able to offer the University of Manchester a range of highly specialised and unique finishing options to ensure the final product delivers maximum return on investment including foil blocking, UV varnish, etc.

Medium Run Litho Turnaround 5-7days

**Category 3 – high volume work eg 4 colour long runs, 4 colour magazine (ie Alumni magazine) and 4 colour Prospectus.**

W&G Baird have extensive experience working with Universities and Higher Education Institutes throughout the UK and Ireland in producing high volume work including but not limited to undergraduate, postgraduate and international prospectuses, alumni magazines and high volume print work of strategic importance.

- ISO Colour Calibrated Printing
- Heist Gold Award Prospectus Printer
- High Definition Printing
- Storage and Call-off facility
- High Volume Litho Turnaround 7-14 days (dependent upon the project)

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