

*Total Print Management
Print & Design
Storage & Distribution*

A Total Solution

“A subtle blend of personal service and leading edge technology is the hallmark of David Richards Ltd. - one of the leading names and founders of print management.”

Paper and printed products - they are still vital elements of modern business. In fact, there is hardly a section of business where paper and printing is not involved - which is where we come in.

We pride ourselves on providing a total service to both major blue chip customers and smaller organisations, built on a philosophy of flexibility and rapid response that delivers big benefits across the print supply chain.

We tailor our services around customer needs, from print production to the warehousing and distribution side. Combined with our internally developed internet based management system, *David Richards Online*, we are able to provide total print management solutions.

Since 1970 we have been a major supplier of print and print management, our comprehensive service covers all aspects of printing and related products with a commitment to progress and teamwork that is reflected in the wide range of service we provide.



Design and Print

Here at David Richards we have over 35 years experience of putting customers' design, print and promotional ideas into practice. With changing market needs, our print service offers traditional litho through to the latest digital offset machines.



A blend of traditional skills alongside the latest technologies means we offer our clients a complete service, from the conception of a job through to completion, supplying all types of print.

This, combined with our storage and distribution expertise, means David Richards offers a very rounded service.



Storage and Distribution

The principle is simple. We store your printed items and deliver them for you, whilst providing full management information via our internet based system, *David Richards Online*. It is a perfect solution to keeping costs under control.



David Richards Online

David Richards Online is our internally developed, Internet based management system, providing realtime transaction statistics.

Access Control

Access to our system is via a secure Internet connection. User Accounts may be configured to allow or restrict access and functionality to all areas of the system. Clients have complete control over who logs on and which items and quantities are available for requisitioning.

Cost Centres

- ✓ Cost Centre record maintenance
- ✓ "Top 10" stock items requested based on usage/value
- ✓ Full transaction history drill-down

Stock Catalogue

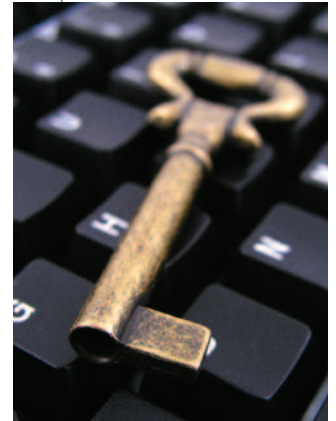
- ✓ Stock Catalogue record maintenance
- ✓ "Top 10" Cost Centres based on usage/value
- ✓ Full transaction history drill-down
- ✓ "Shopping Basket" facility
- ✓ Facility for Stock Components e.g. "Packs"
- ✓ Automated "Reorder reminder" email for low stock items
- ✓ Artwork store and recall facility
- ✓ Support for "obsolete" and "replacement" stock items

Template Styles

Online artwork creation and proofing with support for multiple template styles.

Reporting

- ✓ Cost Centre "Recharge" Statement
- ✓ Distribution Addresses
- ✓ Distribution Charges
- ✓ Stock Deliveries Due
- ✓ Stock Deliveries Received
- ✓ Stock on Back Order
- ✓ Stock at/below Minimum Level
- ✓ Stock Usage
- ✓ Stock Valuations





The Future

A bright outlook

Over recent years the face of British business has changed. Now, more than ever before, it's the company with the right products and the right services that comes out on top.

Awareness of customers' needs and the ability to respond to those needs is crucial. This approach is nothing new here at David Richards Ltd. Since we opened our doors for business back in 1970, we have continued to seek new ideas and meet fresh challenges along the way.



Best Imports Ltd

David Richards Ltd



Background

Best Imports are a highly successful UK company that franchises famous American brands that includes the Jelly Belly beans confectionery range and assorted other brands. With such a high profile brand it was vital that the UK image was of high quality to complement the product.

For example, The Taste Bud Club is a fan club for children and adults who love jelly beans. A quarterly fanzine is produced by Best Imports and printed by David Richards and is sent out to all members of the club.

Results

David Richards has dealt with Best Imports for the last fifteen years and supplied many products including stationery, advertising material, price lists, button badges, printed plastic bags and much more. We have worked with them on sometimes, very short deadlines, but always come up with the goods.

Best Imports is a company expecting and receiving the very best service that David Richards can offer...we look forward to a bright future together.

"We consider David Richards as part of the Team.

We expect: A fast, infinitely adaptable, innovative, original and above all professional and of course friendly and efficient service.

We receive: Precisely that!"

Antonietta Metlikovec



Background

The British Heart Foundation was founded in 1961 by a group of medical professionals who were concerned about the increasing death rate from cardiovascular disease.

The BHF plays a vital role in funding pioneering heart research in the UK, which in turn has a huge impact around the world.

David Richards were able to offer BHF substantial cost savings and increased data security on their large and regular volunteer and shop mailings.

Results

As a result of these savings and the increased security, David Richards were awarded a long term contract to provide print, mailing and fulfillment for BHF.

Due to the efficient processes introduced by David Richards, BHF has significantly reduced its costs over the past 5 years.



"David Richards approach to business has made my job so much easier. Any issues/queries raised are dealt with in a prompt and efficient manner and the solutions to those issues can often be quite innovative."

Liz Daley



Background

BNP Paribas Fortis has a UK Head Office in the City of London and employs over 500 specialist banking staff, plus branch offices throughout the UK. We proposed our online business card ordering and proofing module, part of our *David Richards Online* management system, to streamline this essential part of their customer facing business.

All a user has to do is pick a card template and enter personalised details. If required, an approval email may be sent for compliance checking prior to production.

Results

Since its inception many thousands of business cards have been produced, and by using our online system for ordering and management, it has taken away the headache from this often tiresome procedure. Four colour double-sided business cards are produced and delivered within three days or sooner on demand.

This service provides an answer to a small but vital part of their operation.

David Richards Online enables the smooth running of updating and processing business cards as well as providing full management history for costings.

"David Richards provide an all-round service for us. Their Online system is invaluable and they always give a prompt response to urgent requests."

Jim Lawrie
Facilities Manager





Background

Coutts Bank are one of the oldest private bankers in the world. Some years ago they were reviewing the way they ran their internal print department and the distribution of print and marketing items.

David Richards were asked to tender for the Print Management Contract and were successful. As a key supplier for Coutts, this business partnership has proved beneficial from many aspects.

Results

Coutts needed a streamlined supply chain for all of their printed items that are requisitioned by their home and overseas branches on a daily basis. Our internet based computer system, *David Richards Online*, allows ordering and full budget controls for Coutts management. Close analysis via our management system of stock levels and product duplication, has led to huge savings and economies.

The long-term partnership of David Richards and Coutts has been beneficial for both parties.

David Richards has gained experience in helping Coutts develop a completely new strategy for print purchasing and management whilst Coutts have made savings on this vital aspect of their business.

“David Richards have proved to be an excellent partner in meeting and developing our forms management requirements.”

Terry Peach
Operations Manager



mortgagesplc

Background

“When we were first introduced to David Richards we were using three different print firms and were looking to consolidate this into one single-source supplier who could meet all our needs.

We were, and still are, a growing company with offices in London and Glasgow, and so distribution is a key factor for us. David Richards presented us with a solution that nobody else we spoke to could offer - top quality printing, online stock management, and excellent distribution processes.”

Results

The benefits to Mortgages plc have been immense in terms of efficiency and streamlining our internal processes. They no longer have a marketing department filled with cardboard boxes and their staff no longer spend time each day making up marketing packs and sending out stocks of brochure ware to our field sales team.

Everything that is ordered online each day is dispatched, without fail, the same day and delivered the following morning.

Not only that, but they get a mass of management information from our *David Richards Online* system and this has helped Mortgages plc monitor usage and plan their print buying in a much more cost effective way.

“Our relationship with the people at David Richards is excellent and is a key factor in the success of our business partnership. We feel like they are part of the team here at Mortgages plc”

Julian Wells
Head of Marketing

