



the newsletter of

SMITH & OUZMAN LTD

Commercial Print Solutions - Brampton Road, Eastbourne, Sussex BN22 9AH, England

Cheques for Nigeria Go-Karting Customers



Staff News New S&O Corporate ID Dinner Dance

Under the Microscope with Phil Ouzman - Managing Director

The Greens Six-a-Side Football Champions



Issue No.4

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September 2006

Providing the Ballot – supporting democracy ballotpapers forafghanistan ballotpapers foruganda

The United Nations Office for Project Services (UNOPS) working with the Joint Election Management Body (JEMB) in Afghanistan contracted S&O to manufacture and supply over 15 million ballot papers to 22 sorts for the Wolesi Jirga and Provincial Council Elections in Afghanistan in September 2005.

S&O were selected after a competitive tendering process for economic pricing, ability to meet the specification and attention to detail in providing additional options to the specification.

Ballot paper artwork was transmitted from Afghanistan to the UK where the ballot papers were printed in full colour on both sides with candidate photographs and incorporating a number of unique security features. The ballot papers were up to A2 in size and were numbered and folded before being stitched into books and packaged for dispatch.

This was an enormous task that required almost 600 tonnes of paper which was converted into ballot papers within a very tight timescale. There was only 5 weeks from the date of receiving the first batch of artwork to the final delivery.

The ballot papers were flown by 5 chartered AN124 cargo planes directly into Kabul, and were escorted on each flight to assist with the unloading and distribution process.



A delegation of JEMB Commissioners and Election Observers were invited to witness the arrival of ballot papers at Kabul International Airport

Smith & Ouzman Ltd was awarded the contract by the Uganda Electoral Commission for the Printing, Packing and Delivery of 11 million Parliamentary Ballot Papers for the multi-party elections in Uganda held in February 2006.

This was a complex task with over 80,000 candidate photographs and party symbols to scan and place in 215 Ballot Papers which were split over three different sizes. Complete production took just 3 weeks and dispatch was by a chartered DC10 direct flight in to Entebbe, Uganda.

The Ballot Papers were printed incorporating a number of special security features to ensure that counterfeiting or



forgery of the Ballot Papers would not take place. The Ballot Papers were packed and labelled for delivery to one of the 20,000 polling stations across the country, which meant that the packets of Ballot Papers did not need to be opened until the day of the election.

The Chairman of the Electoral Commission, Dr Badru Kiggundu went on to say "On behalf of the Electoral Commission, I take this opportunity to extend our sincere appreciation for the outstanding performance by your company in printing of the various categories of ballot papers for the 2006 general elections in Uganda. Your contribution, tireless efforts and timeliness in delivery, enabled the Commission to achieve its mandate of organizing and conducting Free and Fair elections that will render continued democratization and enhanced confidence building in the electoral management process of Uganda."

thesignofquality

S&O's commitment to the highest standards of quality and security are well known and the company has been accredited to the International Quality Assurance standard ISO9001 since 1993. This year the British Standards Institute has audited and accredited the company to the latest version of the standard ISO9001:2000 and at the same time accreditation was received for the Security Information Management System BS7799.



These new standards are more practical to administer and detailed monthly performance reports are shown on notice boards throughout the factory and offices.

abriefhistory ofthecheque

Cheques have been around for almost four hundred years. Early cheques began life during the English Civil War when Oliver Cromwell borrowed money from goldsmiths to fund his army. At that time people put their valuables into goldsmith's safes to prevent them being confiscated by either side of the military conflict. Written instructions to the goldsmith to pay another person from the customer's store of wealth developed into cheques.

As the banking system developed, so the use of cheques increased. Customers would pay cheques, drawn on other banks, into their bank accounts. This meant bank clerks visiting individual banks to exchange the cheques for cash. The clerks found it more convenient to all meet together and settle up in a chop house in the City of London.

source- msn.co.uk

securingnigeria's cheques

S&O has been supplying cheques to Nigerian banks for many years. However, there had been no formal standard or specification for the format or security features required which resulted in many different styles and levels of protection in the cheques. This made identification of fraud more difficult and as a result cheques were being fraudulently altered losing the banks and account holders a lot of money.



The Central Bank of Nigeria has taken control of the situation and after consultation issued a clear specification for banks and printers to follow to ensure that cheques are all printed to the same high standard.

Following a visit from the Central Bank of Nigeria's audit team, S&O received certification to the Nigeria Cheque Printer's Accreditation Scheme (NICPAS), joining only 10 other printers worldwide to have received this accolade. Orders in excess of 10 million cheques have already been produced as a result of this award.

grandprixgokarting



S&O arranged a free for all go-karting Grand Prix with customers from Alliance & Leicester on 11th January. Keith Conboy and Doug Martin (pictured) were the representatives from A&L, and Team S&O were represented by Mike

Avery, Eric Landamore, Ted Ryan, Pete Ellis, Warren Sanders and Sam Evans. The day was highly competitive and A&L threw down the gauntlet at every opportunity. Doug won the Grand Prix with Keith coming in second. They were awarded a marvellous trophy and a magnificent magnum of sparkling wine only fit to spray people with!!!

queen'saward officevisit

David Moore, Chairman of the Prime Minister's advisory committee for The Queen's Award, visited S&O in June as



part of a campaign to raise awareness of the benefits the Queen's Award has brought past and current award holders, and how it can help future winners secure new business and publicity around the world.

David Moore said: "The Queen's Award gives firms a crucial promotional and marketing tool in a competitive business world. It is an internationally recognised mark of a high-class business, which opens doors to new customers and suppliers. S&O is an outstanding example of a company which fully deserves the recognition of its staff's efforts."

donationtomaneb

S&O donated five computers to the Malawi National Examinations Board (MANEB) to assist in the processing of examination results and increase their capacity for data storage. MANEB's previous computers were donated by a UK charity but had come to their end of life. MANEB's requirements for improved computer capacity has in part been driven by an increase of 31% in awards of the Malawi School Leaving Certificate.



S & O Staff News...

... new staff

Peter Ellis, Divisional Director of Finance, joined S&O in September 2005 taking over the financial reins from Len Smith. Pete was previously Finance Manager at the University of Sussex and has experience working in pharmaceutical manufacturing. Pete's responsibilities include the management of the accounts department, IT department, HR and QA office as well as being Company Secretary.



Jenny Filsell has joined the company in the newly created role of HR/QA Officer. She will be responsible for all aspects of our Integrated Management System and our International Standards Accreditations. This involves ensuring our systems and policies are correct and up to date, leading external audits and helping the company towards new achievements such as ISO Environmental Accreditation. In addition she will handle Staff Administration such as recruitment and induction.



Jane Wickens
Origination Department



Tim Steer
Business Development Manager



Warren Sanders
Customer Account Manager

retirements...



Len Smith (Finance Director) retired in October 2005, having originally joined the company in 1961 as an apprentice compositor. Len switched to estimating and then finance, eventually becoming Financial Director known for his common sense approach. Len played a significant part in ensuring the company's continuing prosperity.

... weddings

Nick Smith (Sales Director) managed to negotiate 3 weeks leave in February for his wedding to Leanne McDougall. The wedding was held at Holmbush House with 50 close friends and family attending. The evening reception was held at the Roebuck Inn in Laughton which is owned by Nick's sister and brother-in-law. The happy couple honeymooned in the Bahamas and are now expecting their first child at the end of October.



Sam Evans (Customer Account Manager) and Simon Cahill were married in July at a ceremony in Florence, Italy, attended by close friends and family. The couple went on to enjoy their honeymoon on the Italian Riviera and are expecting their first child in February.

Mark Brooks (Sales Executive) wed Shelley Burns in April at a ceremony in Bath, Somerset and honeymooned in Egypt.

... service recognition

Achieving **5 years** service - Pete Gower, Alan Jones, Tony Marshall, Sam Martin, Kate Norwood, Dean Pugh, Ken Young and Allison Key.

Achieving **10 years** service - Emma Erridge, Jean Faulkner, Steve Hancock and Nick Smith.



Paul Strevens (Platemaker) retired after 29 years service. A staff collection raised over £120 which will enable Paul to invest in some new fishing equipment, allowing him to enjoy his favourite pastime to the fullest. Phil Ouzman gave a most memorable speech and left many people wiping away a tear of laughter and emotion.

we are the champions ...

England may not have won the World Cup but the S&O six-a-side football team have tasted success.



The season before last The Greens set themselves the target of promotion from Division 2. This was achieved in spectacular fashion by going through the entire season of 20 league games undefeated, which gave us our first ever trophy as we were crowned Division 2 champions.

Promotion to the 1st Division inevitably led to a higher standard of opposition but the team decided to stick to the tried and tested formula that had yielded success; strong goalkeeper, experienced steady defence, nippy midfield and powerful front line.

We began the Division 1 season with the view that surviving without relegation would be deemed a success. The team continued to play good football and went on to win the next three games which left us sitting pretty at the summit of Division 1 against all our wildest expectations.

As the games went by we kept piling up points from games that could have been lost and despite a couple of defeats we arrived at the last game of the season hoping that victory would give us our second championship in a row. A hard fought game saw The Greens win 2-0 and claim the Division 1 championship.

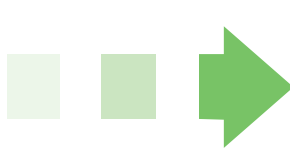
new corporate logo



To commemorate S&O's 60th birthday, Jane Wickens from the Origination Department was tasked with updating the company logo and corporate identity.

The final design updates the logo with a much brighter appearance whilst still retaining links to the tradition and history of the last 60 years.

The logo has a graduated screen background instead of of the marble mottled effect and uses the Goudy typeface which is now used on all of the company's stationery.



**stop
press**

the Smith & Ouzman Annual Dinner Dance will take place on Saturday 20th January 2007 at Langney Sports Club - put it in your diary!



**under the
microscope**
**philouzman
managing director**

Why did you get into printing?

Having been exposed to it from a very young age it got under my skin and became part of my life.

What would be your dream job?

Professional footballer.

What is your proudest achievement?

Professionally, being part of the increasing success of S&O. Privately, my family.

What is your favourite food?

My wife's lasagne is fantastic.

Who or what makes you laugh?

Peter Kay - one of the most awkward things that can happen in a pub is when your pint to toilet cycle gets synchronised with a complete stranger!

Where is your dream holiday destination?

The Seychelles.

Have you got a hobby?

I still play six-a-side football and run to try and keep fit.

Do you have any hidden talents?

I have recently taken up cooking and I enjoy trying out new recipes, but as to whether it is a talent - ask my victims.

Who do you admire most?

Anyone who overcomes adversity to succeed.

What is your greatest fear?

Swimming in the sea and seeing a large fin!

What really annoys you?

People who whinge about their lot in life but do nothing to change it.

What type of music do you enjoy?

Bruce Springsteen, Elvis Costello & The White Stripes.

What is your favourite car?

Porsche 911.

What is your favourite film?

Lord of the Rings trilogy.

Life is

There to be grasped.



S&O has a talented food artist - this was only discovered when the photographs taken at the company's annual dinner dance in January were developed. All we can say is DON'T GIVE UP YOUR DAY JOB!

Views expressed in this newsletter are not necessarily those of the Board.