

Talbographic evolves and progresses to meet customer requirements.

Dear Talbographic Customer,

Since 1997, Talbographic has grown into a successful and respected quality supplier of office imaging solutions. Increasingly, we are being asked for a wider choice of products and solutions with a combined requirement to be even more competitive for the challenges we all face in the future. We are also very mindful of the need to balance all of this with maintaining the highest standards of service via a local structure.

Following a long term strategic review of the best route to meet our customers' ever changing needs and provide the platform for our next evolution of growth, Talbographic on 21st May, merged into Europe's largest independent copier, printer and solutions company – The Danwood Group of Lincoln.

Danwood, formed in 1971, is today a £200 million UK company with a very strong nationwide structure, including an unrivalled portfolio of products and solutions. For example, Danwood has recently concluded a global first with Xerox to offer the whole Xerox copier and Production Print range, including service support, direct from Danwood. Xerox, in its 70 year history, has never before allowed a third party supplier to service its total range of equipment from solid ink desktop devices to full production print equipment. In addition to Xerox, The Danwood Group are Gold Partners for HP, along with brands such as Sharp (Danwood are their largest dealer in the world), Samsung and other leading technology offerings. The benefit of this strong product portfolio is that Talbographic customers can in future select 'best of breed and value' via the existing Talbographic relationship and local service.

Existing customers will be pleased to know Danwood are one of Ricoh's largest UK Dealers. You will therefore directly benefit from this purchasing power with Ricoh, including technical support. Our education customers will also be pleased to learn that Danwood are one of the fully accredited suppliers on the government framework Buying Solutions list, which means all of our existing schools and colleges can further benefit by our relationship with Danwood.

Danwood already operate from five offices in the East Midlands Area, and look forward to adding Talbographic staff and customers to its profile. This change does not require any actions by you, our customer, as all arrangements and contracts remain live and will be looked after via the Leicester Regional office of The Danwood Group.

We and the existing Talbographic team are proud to be part of the stronger Danwood structure and welcome the opportunity to talk to you in the near future, to see how the Danwood organisation can be of benefit to your business.

With best regards.

Yours sincerely,



Cliff Best



Tony Barrowcliffe