



How it Works
The e-STUDIORD306LP applies heat to a thermally sensitive toner, causing the colour to disappear. The toner is simply erased, meaning there's no need to collect or remove waste toner.

What's more, before it's erased the e-STUDIORD306LP scans the output and archives the content. Once the content is erased, the document is even scanned again to make sure everything has been wiped.

It means that the paper can be reused for printing, saving you money and reducing your carbon footprint. All reusable paper is simply restored to a collection bin. While any paper that can't be fully erased, say because of pen or pencil marks, is also stored so that you can recycle it conventionally. See why we say 'revolution'?



Printing. Join the green revolution

These days in business, you can't escape the pressure to go green whenever possible. Which is why the new Toshiba e-STUDIO306LP is such a breakthrough. In fact, this brand new design promises to revolutionise the way we use paper when printing.

Incorporating a unique erasable toner, the e-STUDIO306LP allows you to actually erase print and re-use the paper many times. This helps to drastically reduce paper consumption, as well as solid waste streams and other pollutants.

TOSHIBA
Leading Innovation >>>



welcome...



Here at Sharples Group we're now into our 37th year and I'm pleased to say that life remains as exciting as ever. I started way back in 1989 and, as you would expect, in that time I've seen many changes in the industry. However, there are certain things that never change. These are the stringent values on which our business has been built, including a consultative approach, sound ethics and great customer service.

We now wish to share our experiences and vision as a business with you, and this newsletter provides the ideal vehicle. It will allow us to keep you up to date with the projects, products and services that drive our success. As this is also your newsletter, your feedback on any of the content would be most welcome. Simply email: info@sharplesgroup.com

*David Griffiths, Director,
Sharples Group*

They beat the Atlantic!

Would you fancy spending two months at sea in an open boat, rowing 3,000 miles and negotiating 50 foot waves? With just three equally bedraggled men for company?

No chance, you say?! Strictly for professional rowers and budding James Cracknells?

Well, four intrepid Bolton businessmen took on all this and more in the aptly named Talisker Whisky Atlantic Rowing Challenge. What's more, they did the business. See inside for more about how Sharples Group MD Mark Brocklehurst and his three companions undertook this challenge of a lifetime to raise £250,000 for the Bolton Lads and Girls Club.



Sharples have arrived

In Manchester, that is. In conjunction with KYOCERA, we are delighted to announce the opening of the new Technology Suite and offices in central Manchester. Located in prestigious Chancery Place, they showcase the latest innovations in document production and management. The Technology Suite also allows you to experience hands-on demonstrations of the latest printing, copying and scanning technologies.

To mark our move into Manchester, we're inviting key local businesses

to join us at our new offices for an hour's seminar dedicated to you and your business. We'll give you a brief introduction to Sharples Group and KYOCERA, and explain the innovative Sharples Quick View audit. What's more, you'll have the opportunity to get hands-on in the Technology Suite, with a personal consultation.

Altogether, Sharples will be delighted if you can join us in Manchester.

To book your place, simply call us on 0800 195 0955.



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Who's Who in Sharples? Colin Barnes: Service Director

1. You have been at Sharples for over 20 years. Do you have any memorable experiences that you'd like to share with us?

Doing the challenges with my team. We train together during lunch breaks and also outside of work. We've been speedkarting, and quadbiking. We take part in charity events like cycling races and we've entered a triathlon in May this year.

2. What do you do in your spare time?

MOTORBIKES. I have three altogether. A Superbike, motor cross bike and a super motard. I also like keeping fit. I spend a lot of time cycling and now the weather is picking up will start cycling to work again. I recently started snowboarding and I'm really enjoying that. As I've entered the triathlon with my colleagues I've also had to learn to swim. This is still work in progress but I'm getting there and hopefully will be ready by May.

3. Does Sharples help at all with this?

We have the Cycle Scheme which has encouraged many of the staff to get themselves bikes and that gives us a team to go out with at lunchtimes. We have a small gym at work with changing facilities, lockers and a shower. We also have Sharples Tri Suits so that when we enter a race as a team we look professional and uniformed which is brilliant.

4. If you didn't work at Sharples what would be your ideal job?

I'd love to drive a school bus. I have children and grandchildren and really enjoy the banter you can have with young people. They're on my kind of level I think! They understand me. I'd love to own an adventure centre for kids. That would be great fun.

5. What words would best describe the team at Sharples?

Loyal, honest and hardworking. I couldn't wish for a better bunch of guys to work with.

Last Book Read

Autobiography of Carl Fogarty

Favourite Tittle

Navy's Rum and Guinness (although not together)

Hero

Richard Branson for his ethics

Favourite Holiday Destination

Australia

Favourite Film

Fast & Furious



The Toshiba Masters Degree

Education, training and people development are recognised as the most effective way of producing sustainable results in business, and the Toshiba Masters Degree programme is a great example of a transformational education initiative. Sharples Group regard the programme as a unique way of effecting change and collaboration throughout the company. It's also an excellent way to offer real added value to our customers and their people.

Sharples Group Director David Griffiths is currently studying for the Toshiba Masters Degree himself, aiming to complete the seven modules over the next three years.

He says, "I've always believed that education and training is a key differentiator, benefitting not only the individual and the business, but ultimately my customers. I am delighted to take on this opportunity."

Take a 'Quick View'

It's true. Two printers may look the same but the cost per printed sheet can differ dramatically. That's the reason why all Sharples clients are offered a 'Quick View' survey of their document output. This is proven to be the best way to establish true cost effectiveness.

SAVE 50% ON PRINT

By taking an educated, informed and consultative approach, we focus on your business to create an individually tailored managed print solution, one that aligns with your core values, strategies and objectives. On average, our clients reduce costs by a minimum 20%, with savings of as much as 50% not uncommon.

HOW QUICK VIEW WORKS

We work with you every step of the way to achieve results. Using 'non-invasive' print output measuring technology, a floor plan, a complete business walk-through and scheduled interviews with your users, we create a complete Quick View. This immediately zooms in on your company's current print environment usage and costs. We then analyse the data to offer recommendations to realign your print environment's technology and processes.

'We reduced our print costs by 63%. Based on our annual usage, this amounts to a significant five figure saving. We're delighted.'

Mark Lockett, Operations Partner,
George Davies Solicitors (pre-merger), Manchester

Building the case for change

It's safe to say that most companies still don't know what their 'Total Cost of Print' actually is.

However, if you are one of them, do not despair. Expert help is at hand!

Sharples Group offers you professional help to find your way around the print environment. We can assist you to review and realign your operations, control costs and increase productivity. It's all part of our policy of making life easier and more efficient for our clients. Indeed, as every Sharples Group employee knows *'Our success is measured by your success.'*

With all this on offer, it only makes sense to use the experts.

Rowing 3,000 miles to raise £250,000

Not for nothing is the Talisker Whisky Atlantic Rowing Challenge tagged the toughest race of its kind on earth. It's more than a handful for even the most experienced professional rower. Yet three of the four Bolton businessmen who took on the 3,000 mile slog from La Gomera in the Canaries to Antigua had hardly rowed any further than across their local park lake!

Passionate about a project at the Bolton Lads and Girls Club to provide life-changing guidance to local youngsters, they took on this ultimate challenge to raise much-needed funds.

Now, serial challenge enthusiast (and Sharples Group MD) Mark Brocklehurst and his crew knew right from the beginning that this was going to be no pleasure cruise.

However, even they did not bargain for quite how tough things were to work out. In fact, when their 29' boat capsized, some sincerely wondered whether their time had come!

Still, 59 days, 18 hours and 9 seconds later, the guys crossed the finishing line a very creditable eighth.

Now the only figure they need to think about is the £250,000 target for the project.

Contributions are still very welcome, and you can make one at any time by visiting www.boltonatlanticchallenge.co.uk or www.boltonladsandgirlsclub.co.uk



In the community