

Welcome

So far, 2005 has been an extremely busy year for all at The Needham Group and once again it is that time of year to tell you all about it! So please, sit back, relax and enjoy!

- CORPORATE IDENTITY AND WEBSITE RE-DESIGN
- CODING SYSTEMS DIVISION
- FLUIDS SYSTEMS DIVISION
- FARE COLLECTION SYSTEMS DIVISION

Corporate Identity and Website Re-Design

The past twelve months have un-earthed a huge number of opportunities for The Needham Group. Having expanded our product range by being appointed distributors for both Citronix Continuous Ink Jet Printing Systems and Macsa Laser, we have now successfully entered complementary markets to our core business of industrial fluids manufacture.

To support our rise in profile we have recently completed a project to re-vamp and modernise our corporate identity. This included:

- *Producing all new corporate literature*
- *Complete overhaul of our website*
- *Re-decorating our Head Office*
- *All new livery on company transport*



Launched in September at the PPMA Show 2005, this new identity has received nothing but positive feedback, but what do you think? Please visit www.needham-group.com

Coding Systems Division PPMA Show 2005 – The Launch Pad

Earmarked as the platform on which to launch The Needham Group into the coding and marking industry, the PPMA Show 2005, held at the NEC, did not disappoint and proved to be a major success.

Described by many as one of the most attractive, eye catching stands at the show, there was a constant flow of interest and the products exhibited (Citronix CIJ and Macsa Laser) attracted much attention and were paid many tributes.

The number of enquiries received exceeded expectations; however one in particular, an invitation to participate in a forth-coming tender from the Royal Mail, confirms The Needham Group as a recognised supplier within the industry and re-enforces the quality and high regard for the equipment supplied.

The contract is for the supply of up to 1000 CIJ Printers and consumables over a period of 3 to 4 years.



The Needham Group stand at the PPMA Show 2005, held at the NEC, proved a great success

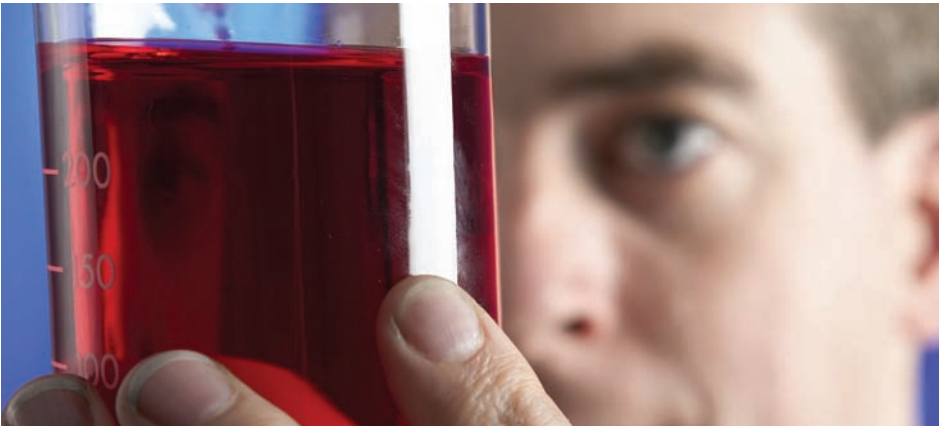
Fluids Systems Division

R&D Formulates New BRITINK Health-Marking Ink

Following extensive research and development, we have recently launched a new health-marking ink, BRITINK MMF, which is specially formulated to mark frozen meat. Our existing range of Health Marking inks have been used throughout the meat industry, for some time, to identify meat as it enters the food chain. Putting a permanent code onto frozen meat, however, presented a new challenge.

When meat is frozen, a layer of ice often builds up on the surface. Applying a conventional Health Marking ink with a stamp, to the frozen meat would not leave a permanent mark, as the ink would be removed once the meat was defrosted. The challenge for our R&D team was to come up with a solution which would leave a permanent mark on the surface of the frozen meat.

Formulating a Health Marking ink presents unique challenges as the ink is applied directly to the surface of the meat. This means it has to be completely food safe and manufactured using only ingredients which are suitable for human consumption. The new BRITINK MMF has been developed to enable it to penetrate the layer of ice that is often found on the surface of frozen meat and mark the meat below, ensuring that the meat products can be identified at all stages of the food production process.



To receive one of our **NEW** brochures please complete and fax back your details below to **01948 665045**.

Name:	Address:
Position	
Company	
Tel:	
Email:	Postcode:
Comments:	

Fare Collection Systems Division

From Ticket Vending Machines (TVMs) to Gating Systems to Smartcard Schemes; *Where next?...*

As exclusive UK agents for Scheidt & Bachmann (S&B) GmbH Fare Collection Systems since 2001, we have played a vital role in S&B's penetration of the UK rail industry. The Needham Group has assisted S&B in supplying and installing self service TVMs with 10 Train Operating Companies in the UK. Scheidt & Bachmann now have over 670 TVMs either installed or on order in the UK and Ireland.

Following their success with TVMs, S&B is now also active in the UK rail Gating market. Having previously supplied Irish Rail and the Dublin Light Rail System (LUAS) with TVMs, S&B has recently been awarded the contract for the supply of fare gates to Irish Rail and is currently responding to a number of gating tenders within the UK.

With the emergence of Smartcard schemes throughout the UK, such as the Oyster card in London and the numerous ITSO schemes nationally, our level of involvement as an agent for S&B has increased dramatically and we are currently project managing the S&B bid for the Yorkshire Smartcard scheme (Yorcard). This scheme aims to contribute by offering a multi-modal, multi-operator smart card ticketing scheme to South and West Yorkshire.



Aled Ellis

Marketing Manager