



## High Quality Mono and Colour Books and Journals

### Digital Printing

Winner of Océ UK 'Innovation Award for Automation in Digital Book Printing' March 2011



Our high-speed sheet and web fed digital printing presses eliminate the need for plates, storage and wastage associated with traditional litho book printing.

High quality perfect bound, wiro/spiral or notched bound books, printed in black and white or in full colour, are manufactured at our fully FSC certified production hub for distribution around the UK and Europe.

Digital quantities range from as low as one copy up to 2,000 copies competitively. Over 2,000 copies we offer a traditional litho solution.

*We offer affordable high quality digital printing for both books and journals including colour insert sections on coated papers. Colour sections can be inserted throughout the publication and on a wide variety of paper stocks.*

We believe our digital quality, coupled with our services and ability to think outside the box stands us apart from other digital short run and print on demand printers.

**Print what you want**

**When you want**

**How you want**

### Case Study

**Gareth Jarrett, Inventory Manager  
at Taylor & Francis Books**

*"Printondemand-worldwide is one of our core Print on Demand (POD) suppliers, and it has grown rapidly to become a very valuable partner for us, primarily because of its flexibility, outstanding customer service and excellent quality."*

*"We first started working with Printondemand-worldwide five years ago, when we decided we needed more options for supplying our growing POD list. We needed more variety and resilience, and Printondemand-worldwide was able to deliver that. The company is relatively new to the market, compared with other suppliers, but has grown very quickly and offers a high level of quality. Clear text and illustrations printed on good quality paper are important to us and to our customers, and we have deliberately placed some titles with Printondemand-worldwide to achieve that quality level."*

## Paperback Mono and Colour Books

### Formats:

148mm x 105mm (A6) up to 297mm x 210mm (A4)

### Binding Styles:

Notched binding (OCE only)	Loose leaf
Perfect binding	Drilled hole
Wiro binding	PUR binding
Stitch	

Matt or Gloss laminate

Specialist finishes and binds available on request.

## Hardback Books

High quality case bound from as low as one copy can be produced with a full colour printed paper case.

Our case bound books can be produced in black and white or full colour with a wide range of binding styles available for longer run lengths, including:

- Wibalin
- Dust jackets
- Printed paper case
- Printed end papers option
- Foil blocking
- Crusher panels
- Head and tail bands option
- Matt or gloss lamination

## Papers

We carry a large range of FSC and PEFC certified papers depending on your needs.

Stock papers include:

- 80gsm Bond
- 90gsm Bookwove
- 90gsm Bond
- 100gsm coated
- 130gsm coated
- 240gsm board
- 280gsm board
- 350gsm board

## Mailing and Distribution Services

We offer full mailing and distribution services to our publishers, including personalised full colour direct mail. For publishers wishing to have their short run mailed to an individual address UK/Europe or Worldwide we can help by taking the address files, generating the labels and mailing direct. If you wish to include any non PODW printed item with your parcels, for example marketing material, our mailing and fulfilment house can consolidate this with the printed product for mailing. Please ask one of our representatives for more detail.

## Looking to Find Out More?

### Contact Us

More information on our high quality mono and colour books and journals services can be found by visiting our website <http://www.printondemand-worldwide.com/publishers/>

Alternatively please contact a member of our sales team for more information by e mailing us on [publisher@printondemand-worldwide.com](mailto:publisher@printondemand-worldwide.com) or call 01733 237867.

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# e-book Conversion and Retail Distribution Solutions

## e-books? Simple!



With the growing popularity of e-books there has never been a better time to look at your e-resource strategy. As much as we all love a real book that we can hold lovingly in our hands, there's no escaping the fact that a growing proportion of the reading public prefer to have their books in a handy mobile format - so they can read on the go, on their laptop, iPad or mobile phone. So if your book's not available as an e-book, you could well be missing out on a growing market!

With our e-book retail distribution service, it's surprisingly simple and cost-effective to transform your original work into an e-book and sell it worldwide across multiple platforms.

Of course that involves all our expertise in converting your typescript into professional e-book formats - but equally importantly, we never forget that books are about words and their meaning, not technology for technology's sake! Because a computer can't grasp the subtleties of style and syntax that make your work unique, we use actual human beings to make sure the electronic version of your book's every bit as elegant and readable as your printed version. But it doesn't stop there. Once your publications are in a secure digital form, we throw our considerable logistical clout behind it utilising global e-book retail channels that put your title online, on phones, on social networking media and much more!

We offer e-book publications and distribution in Epub, Kindle, PDF and legacy formats to suit the material and retail channels existing today but also guarantee future compatibility.

We offer online, mobile, mobile internet and library sales channels. We can also offer a bespoke service for embedded audio and video and app creation.



First class e-book conversion capability into multiple formats

## Benefits

- We believe that we have the most comprehensive e-retail channels and we are continually growing them.
- Access to international markets.
- First class e-book conversion capability into multiple formats.
- Expert preparation of metadata – ensures fully search engine optimised allowing you to pick up more sales through discoverability.
- Buy links and publisher/author facebook links (if required).
- Speed of access to market.
- Free key word preparation if using our e-retail and e-conversion services.
- Our commission structure is clear and upfront with no hidden charges. Other e-book distributors may look like they make no charge for feeding out your data and downloading your files to retailers but remember the old adage 'Nothing comes for free'!
- Publishers can sell the e-book and the print on demand version through our complementary retail services.

## e-book Retail Distribution Services

Once your e-book is set up in our digital repository we feed title availability information via direct feeds to some of the largest e-wholesalers and e-retailers multiple markets.

You decide the sell price .....	£12.99
You decide the discount .....	35%
Net price .....	£8.44
We deduct 20% of net.....	-£1.68
<b>We pay you .....</b>	<b>£6.76</b>

## How Does it Work?

- Publisher supplied pre-converted e-book files or uses our e-book conversion services.
- Publisher sets up their files in the PODW virtual digital library and supplies metadata.
- Publisher decides retail price together with the retail discount.
- PODW feeds the title metadata (and any image and author biography information) out to the leading bibliographic agencies and wholesalers/retailers via our e-commerce system.
- For every copy sold PODW pays publisher sales revenue calculated as retail price less discount (net revenue).
- Full reporting on every sale made to ensure total visibility.
- No download fees – pure revenue back to you.
- A totally non-exclusive service.
- PODW deducts a 20% commission fee from the net final balance due to the publisher.
- Our handling charge for handling multiple feeds to e-retails, supplying your files, and processing multiple payments (including multiple currencies) from different e-retailers is upfront and clear.

## Looking to Find Out More?

### Contact Us

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Alternatively please contact a member of our sales team for more information by e mailing us on [publisher@printondemand-worldwide.com](mailto:publisher@printondemand-worldwide.com) or call 01733 237867.

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## Print on Demand Retail Print and Distribution Service

### Retail Print and Distribution Service

We offer single copy order fulfilment via retailers and wholesalers in the UK and USA markets for publishers of all sizes. Our retail print and distribution services helps publishers efficiently handle the supply chain by providing tools whereby publishers can maximise revenue streams via print on demand whilst reducing costs associated with warehousing stock, reprint under consideration status, freight cost and inventory management.

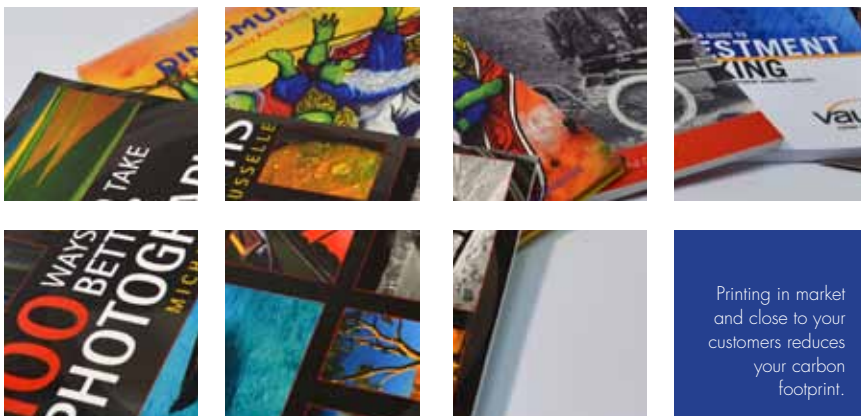
### It's Easy to Get Started!

Submit your digital file or hardcopy for scan to us along with your title metadata. We securely store your publication in our digital repository and feed out title availability information to wholesale and retailers we work with, together with the leading bibliographic agencies. Publishers can market restrict publications and we provide a UK and USA retail print and distribution service or a UK only service.

Once you have signed our non-exclusive contract and completed your account form we will discuss with you the best way for you to send us your files and upload your metadata to us depending on how many titles you want to put into the service. It really is that easy!

### Benefits

- Sell before you print.
- Reduce stock inventory and release revenue.
- No warehousing/inventory and depreciation costs.
- No order processing costs or administration – just cash your cheque!
- No freight or handling costs.
- Printing in market and close to your customers reduces your carbon footprint.
- Publishers can sell the e-book and the print on demand version through our complementary retail services.
- Easy access to international markets.



## How Does it Work?

- Publisher sets up their files in the PODW virtual digital library and supplies title metadata.
- Publisher dictates UK or USA markets by loading either Sterling or Dollar retail prices together with the retail discount.
- PODW securely stores the digital file and feeds the title metadata out to the leading bibliographic agencies and the wholesalers and retailers we work with.
- PODW receives orders direct from the retailers and wholesalers and we print and ship the books direct.
- For every copy sold PODW pays publisher sales revenue calculated as retail price less discount less print cost.
- No handling, order or credit control administration, no freight overheads and no risk - pure revenue back to you.
- A totally non-exclusive service.

## How Do You Pay Me?

Below is an example of how the revenue is calculated and paid to you:

You decide the sell price .....	£20.00
You decide the discount .....	40%
Net price .....	£12.00
We deduct (example print cost) .....	-£2.49
<b>We pay you .....</b>	<b>£9.51</b>

## Looking to Find Out More?

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## Global Print Production and Distribution Channels

### Global Production

Making your books available internationally has never been easier. Rather than printing in the UK and exporting books our partnership programme with two large North American book and journal manufacturers enables us to combine electronic data libraries for printing, distribution and fulfilment in America. We work carefully with our print partners to ensure that they meet our high book production quality standards and our own approach to environmental stewardship.

In 2011 we will expand this network to include Australian print partners.

PODW offers European fulfilment from our UK print facilities.

### Services Offered:

We offer two services using our partnership printers:

- Direct ordering - single copy, short run and offset book and journal printing.
- USA retail print and distribution services.
- Distribution Services.



Reduce your carbon footprint - no more shipping stock overseas.

### Benefits

- Convenience of dealing with one UK based printer for all UK and US stock.
- Easy access to international markets.
- Print in market and reduce lead times and drive down cost.
- Reduce your carbon footprint - no more shipping stock overseas.
- Benefit from the specialist knowledge of in-market printers of the particular country's postal and freight systems.
- One print price, two markets - depending on your product and which service you use, you may be able to benefit from our negotiated single sterling rate regardless of if printing in the UK or USA.
- Use the same print ready pdf file for UK and USA - no need for multiple specs for different printers.
- If you have an exclusive USA distributor you can still use our direct ordering service.
- No additional set up fees for the USA if using our UK POD services.

## Print on Demand U.S. Retail Print and Distribution Service

We offer single copy order fulfilment via retailers and wholesalers in the USA markets for publishers of all sizes. Our retail print and distribution services helps publishers efficiently handle the supply chain by providing tools whereby publishers can maximise revenue streams via print on demand whilst reducing costs associated with warehousing stock, reprint under consideration status, freight cost and inventory management.

### How Does it Work?

- Publisher sets up their files in the PODW virtual digital library and supplies metadata.
- Publisher dictates USA market by loading Dollar retail prices together with the retail discount.
- PODW feeds the title metadata out to the leading bibliographic agencies and the wholesalers and retailers we work with.
- PODW receives orders direct from the retailers and wholesalers and our US partner printer prints and ship the books direct.
- For every copy sold PODW pays publisher sales revenue calculated as retail price less discount less print cost.
- Sell before you print - no risk - pure revenue back to you.
- A totally non-exclusive service.

### How Do You Pay Me?

Below is an example of how the revenue is calculated and paid to you:

You decide the sell price .....	\$20.00
You decide the discount .....	40%
Net price .....	\$12.00
We deduct 20% of net.....	-\$2.49
<b>We pay you .....</b>	<b>\$9.51</b>

## Looking to Find Out More?

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## Print on Demand Direct Distribution and Inventory Management

### Print on Demand

We offer a true print on demand model for both mono and colour books and journals across a range of bind styles and paper choices. Offering you the flexibility of placing orders and managing your virtual stock inventory via our BookVault web front end at your desk, publications can be ordered in any quantity and delivered direct to any location you tell us.

BookVault allows publishers to upload files and metadata and place orders via a web based secure virtual digital repository. Managing your virtual inventory has never been easier! With its real time reporting and order tracking, placing print on demand orders and getting them directly into the hands of your customer has never been easier.

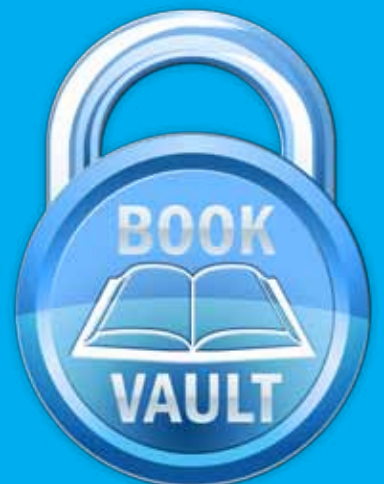
Don't have the resource to place individual orders yourself? Not a problem, our order fulfilment software can bolt on to your website's e-commerce enabled shopping cart to take orders direct to our print floor or we can take in a direct order stream from your own systems. Our BookVault service does it all!

### Working With Your Distributor

For publishers wishing to work directly with us via their distributor PODW can integrate directly with any distributor. PODW already works with a number of UK book distributors either as a short run printer supplying stock into the distributor or taking feeds direct from their order system and shipping direct to the end customer (with invoice paperwork.)

### BookVault Service

- Full visibility via your own web based digital repository to place orders and upload titles.
- Direct integration with your e-commerce cart on your website in order to take orders direct from your shopping cart direct to our print floor. Real time order information can be fed directly back into your in-house order processing system.
- Direct Integration with your in-house order software.
- Direct Integration with your distributor order processing software.



## Book Types

- Case and paperback, mono and colour
- Black and white printing
- Perfect bound paperback with matt or gloss laminate
- Notched bound paperback (Océ printed only)
- PPC hardback
- Notched bound or perfect bound case with dust jacket
- Landscape and portrait orientation available on case and paperback.
- Text colour inserts available
- Saddle-stitched 2 wires
- Wiro-bound
- CD/DVD duplication on demand available

## Trim Sizes

- 148mm x 105mm (A6) up to 297mm x 210mm (A4)

### Example Trim Sizes

- 197mm x 132mm (Standard)
- 216mm x 138mm (Demy)
- 210mm x 148mm (A5)
- 234mm x 156mm (Royal)

## Finishing

Matt laminate

Gloss laminate

## Papers

### Text Stock

80gsm bond (PEFC)

90gsm bookwove (FSC)

100gsm bond (PEFC)

100gsm coated (FSC)

130gsm coated (FSC)

### Cover Stock

280gsm board (PEFC)

350gsm board (PEFC)

140gsm coated (FSC) – PPC covers

240gsm coated (FSC)

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## Plant List

### Printers

HP Indigo 3050 .....	DPI 800 by 800
HP Indigo 5000 .....	DPI 800 by 800
Epson Stylus Pro 9880 .....	DPI 2880 by 1400
Xerox Docucolour 8000AP.....	DPI 2400 by 2400
Xerox Docutech 6180 by 2.....	DPI 600 by 600
Xerox Nuvera 288 .....	DPI 1200 by 1200
Océ VarioPrint 6320 (Reel Fed) by 2 .....	DPI 1200 by 1200
Océ Varioprint 6250 .....	DPI 1200 by 1200

### Guillotines

Polar 92	Polar 66
Polar 90	Ideal S221-95EP

### Binders

Horizon BQ 470	Fastnet 700 Barcode Driven
Bourg BB3002	3 Knife Trimmer
Duplo DB200	Horizon HT-30 1 knife 3 side trimmer
	Judd MR720 PUR Binder

### Capabilities

- Digital Mono Printing
- Digital Colour Printing
- Perfect Binding
- Printed Paper Case (PPC)
- Wibalin
- Dust Jackets
- Foil blocking
- Head and tail bands
- PUR binding
- Saddle stitched booklets
- Wire-o binding
- Coil/Spiral binding
- Drilling for binder sets with tabs
- Shrink wrapping
- Die-cutting
- Spot UV
- Embossing

## Case Making Equipment

CMC Casemaker	PreForm Pressing Unit
Ashgate Fastbind	Praleg Casing in Machine
Ashgate Fastbind Casing in Machine	Hunkler Pneumatic Clamp
Marshall PT-100 Foil Blocker	

## Laminators

D&K Pegasus	GAE Delta
GMP Protopic 520 by 2	

## Stitcher/Folders

MBO Folders By 2 (online with Océ 6320's) Horizon SPF-10 Duplo DB-80H Duplo DB-48TW Duplo DB-48T

## Wiring Machines

Fingerprint Punches by 3	PDC P33 Docupunch Auto Puncher
CBC AP-Auto Punchers	PBS 3000 QS Coiling Machine

## Misc

Daewoo B15T Forklift	DEM Shrinkwrapper
Rimage 2000i CD/DVD Duplicator	Rochman Shrinkwrapper
Fujitsu Fi5750 Scanner	Phillipsberg 10000 Series Inserter by 2
Powerstrapex Auto Strapping Machine	Neopost S1520 Inserter
Creasematic 150 Autocreaser	PFE 1206 Burster
Packer CP320S2 Card Shredder	Ricoh Priport HQ9000 Envelope Inserter
Iram 16 Drill	

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## ■ Case Studies

### Customer Case Studies

## Rachel Cartwright, Operations Director at Osprey Publishing

**OSPREY**  
PUBLISHING

Osprey Publishing, based in Oxford, specialises in the publication of military history books, often featuring full-colour artwork, maps and photographs. The company is best known for its Men-at-Arms series, which comprises more than 400 titles, each of which is dedicated to a particular army or unit.

*"We switched to digital printing three years ago. It was something we'd considered for a long time but every year that we approached it, the quality just wasn't there. As a specialist publisher of military history titles, accuracy and quality are absolutely crucial. Our readers will not accept anything less and have no qualms about writing to us if the precise colour of a uniform, for example, is incorrect. Our books are considered by many readers to be historical records. They are seen as a source of reference that can be relied upon not just now but for many years to come. Our refusal to compromise on that is one of the reasons why our books are frequently used as source material for designers working on films or TV productions, which is something we're very proud of."*

*"It wasn't until 2007 that we discovered two digital printers that were producing very good quality books, and that's when it became a viable option. We initially worked with another supplier but were hugely let down by the standards of scheduling and the appalling communication. That's when we moved over to Printondemand-worldwide and since then we haven't looked back."*



Osprey Publishing acquired local history specialist Shire Books in 2007 and in the process took on a backlist of 1,500 titles. These are likely to be transferred into the Printondemand-worldwide system in the future, says Rachel.

## Gareth Jarrett, Inventory Manager at Taylor & Francis Books



Taylor & Francis, building on two centuries of experience, has grown rapidly over the past two decades to become a leading international academic publisher. Based in the UK, the group has offices in London, Hove, Basingstoke and Abingdon, as well as international offices in New York, Boca Raton, Philadelphia, Singapore and Melbourne. The group publishes more than 700 journals and 2,500 new books each year, with a backlist of well over 60,000 specialist titles.

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Taylor & Francis has been producing a growing proportion of its titles through on-demand digital print for several years. Gareth says the benefits are clear. "The advantages are twofold - you can make better use of your backlist by having more titles available and therefore increase your potential revenue