Presentation by



Specialists in merging digital and print media so you can Engage, Educate and Influence your target audience

www.phprint.co.nz

www.thebestlittlebookstore.co.nz

www.videoinprint.co.nz

Welcome to Print House

the Print House Story

In 1988 Print House was formed by the merger between Printing Establishment Ltd and Express Print (Hamilton) Ltd. The merger combined the experience, knowledge and skills of five Directors and offered the market place a full spectrum of printing and ancillary services.

My goal as Chief Executive has been to build a team of staff who care about you and your business and to make all our customers look good by creating innovative, 'value for money' print solutions.

We aim to make a difference and create win-win scenarios for everyone - clients, shareholders, community and staff.

We are a service driven company that creates and provides print and print management solutions in all ranges of work from production runs of 1 copy to 1,000,000 copies.

Our services extend beyond printing to include design, imaging, personalisation and data management, distribution, specialised finishing, CD-Rom presentations, website development, patented Video-in-Print® technology and a vast range of multisensory products.

Technology is forever changing and by embracing digital technology, Print House has become a specialist in merging digital and print media to provide the most effective way for clients to communicate with their target audience.

We are the exclusive distributor of Video-in-Print® products in New Zealand and the South Pacific Islands and we also operate an on-line bookstore for self publishers and kiwi based authors.

I know we can make things happen for you and your company and I guarantee our entire team understands the true value of long-term business partnerships. We look forward to working with you soon.

Yours in print,

Brett Phillips

CFC

Print House - The Management

Board of Directors

Brett Phillips, (Working Shareholder) Bill Wiles, (Shareholder)

Jim Grainger, (Working Shareholder) Eric Hill, (Shareholder)

Stephen O'Toole, (Working Shareholder) Lynnette Hill, (Shareholder)

Chief Executive Officer Brett Phillips

Operations Manager Sales Manager

Jim Grainger Stephen O'Toole

Prepress Account Executives

Press Room Customer Services

Bindery/Dispatch Administration

A key benefit for our clients is that a Director/Shareholder is involved with your project every step of the way.

Print House - Management Team

Focus, commitment and attention to detail



Brett Phillips - CEO

He's been described as ambitious, intense, passionate and forward thinking - all accurate, and all necessary ingredients for success. But if you asked Brett what his qualities are, he would

say, "I tend to focus on doing the basics well and keeping things simple."

This strategy has worked well for Brett who entered the printing industry fresh from school, completing his printing apprenticeship in 1982 and in 1986 purchasing a shareholding in Express Print (now Print House). Brett's role in the company has evolved so that he now focuses on the strategic and financial planning requirements of the business rather than hands-on operations.



Stephen O'Toole - Sales Manager

Joining the team in 1995 as a printer, Stephen later purchased a shareholding in the company and has now moved into the role of Sales Manager.

Stephen says, "The Print House philosophy of having a 'can do' attitude has been the foundation of my ongoing customer focus. We have alliances with print companies in the UK, Australia and China, so the internet has become an integral part of our day to day operations.

"One of the keys to our success has been our ability to build close relationships with our clients while at the same time offering innovative products and a total solution."



Jim Grainger - Operations Manager

Jim and his family moved to New Zealand from England in 2003 when Jim joined the production team at Print House. He progressed quickly through the ranks at Print House, accepting the

role of Operations Manager and purchasing a shareholding in the company in 2006.

"At first I was impressed by the technology, systems, culture and people at Print House. I have continued to be impressed by the forward thinking of the management team in seeking out opportunities to grow the business. There is a strong commitment to producing high quality work, excellent customer service and staff development. I am proud to be a part of that." said Jim.



Jonathan Stevens - Prepress Supervisor

With a solid background in the prepress industry, Jonathan possesses an almost 'guru'-like understanding of prepress technology which is essential in today's progressive digital era.

The complexity of file preparation can sometimes be a concern to potential print buyers. It has always been a high priority for Print House to enable clients to benefit from problem free assistance when creating print ready files.

Jonathan's ability to assist clients with the correct procedure for file preparation is invaluable and ensures the job is right first

Print House



Our Work

At Print House we specialise in merging digital and print media so you can *Engage*, *Educate* and *Influence* your target audience. Our very talented team of print designers is supported by some of the most advanced computer software, digital printing, offset printing and finishing equipment available and our offshore partners.

Our services include:

- Graphic design and formatting
- Newsletters and Brochures
- District Plans & Tenders
- Annual Reports
- Multi-page Corporate Profiles
- Stationery
- Mailing and Distribution

- Patented Video-in-Print® Products
- Multisensory and Audio Products
- Epoxy Resin Dome Badges
- Catalogues and Diaries
- Training & Educational Manuals
- Book & Publication Production
- Print Management and Bulk Storage



Offshore Partners

Extending our products and services

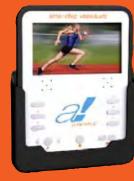
In recent years Print House has established working partnerships with companies in South Korea, United Kingdom and the United States, extending our product range and capacity immensely. By establishing sound partnerships with our offshore partners, we have assisted clients with being able to produce and distribute their printed material to international destinations with a limited amount of fuss and reduced cost.

Our South Korean partner is one of the largest printers in the world and is recognised as a leading publication, calendar and diary producer throughout much of the Western world. One major component of their business is producing educational publications that are distributed globally.

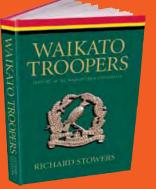
Our American partner, Americhip®, contributes towards our promotional material with the supply of Video-in-Print® (ViP™) modules and a range of other Multisensory products. Americhip® currently work with 300 of the American Fortune 1000 companies and have distributors located worldwide. Print House is proud to be exclusive distributors of Americhip® products in New Zealand and the South Pacific Islands.

Our United Kingdom partner assists us when New Zealand clients need print collateral distributed throughout the United Kingdom and to Europe. This enables cost effective production for the client and reduces delivery turnaround. This has proven to be extremely beneficial for clients attending export conferences and training seminars within the United Kingdom and Europe.













An Award Winning Company

Multiple Winner of NZ Pride in Print Awards

The New Zealand Printing Industry's prestigious Pride in Print Awards are held annually to recognise and promote the achievement of excellence within our industry. Print House has entered many outstanding projects since the awards were introduced in 1993 and have received due recognition for excellence in print numerous times.

Gold Medal - Video-in-Print® - Industry Innovation

Gold Medal - Danger at Devil's Cove, The Adventures of Josephine Mary Cresswell

Highly Commended - Christmas Gift Box, Magnetic Tag and Card set

Gold Medal - Integrity Business Cards

Highly Commended - Farmers Guide

Highly Commended - Clarke Scrivener Stationery

Highly Commended - Poronui Sale Booklet

Gold Medal - Kings School Strategy Booklet

Highly Commended - TCB Annual Report

Gold Medal - Chesterman Consulting Group

Highly Commended - Waikato University Annual Report

Highly Commended - Trust Power Annual Report

Highly Commended - Print House Profile

Highly Commended - Crown Institute Of Studies

Highly Commended - "Daring As" Calendar

Highly Commended - Mouse Pads

Highly Commended - Waikato Property Prospectus

Highly Commended - Beattie Rickman Corporate Profile

Highly Commended - WRTV Prospectus

Highly Commended - ECNZ Employment Document

Environment and Sustainability

Our Policy

Print House is committed to the protection of the environment and improving the reputation of the printing industry with regards to environmental concerns.

Sustainability covers all facets of our business.

The Shareholders, Directors and employees must all consider with equal importance the financial, social and environmental issues that will maintain and grow the business.

The following principals shall govern all practices in the production, development, manufacture, procurement, marketing, distribution, maintenance, reuse/recycling and disposal of products and related services.

Print House is committed to excellence not only in its business performance but also in its environmental performance. This excellence is consistent with the company's objectives and essential to its continued business success.

Print House is committed to integrating environmental considerations into business wherever possible and will at minimum be in full compliance with applicable governmental requirements.

Print House is committed to working with customers, suppliers and contractors to enhance environmental performance and to communicate environmental excellence to its clients and the general public.

Our policy includes the monitoring and recycling of production waste that is recyclable and to ensure sustainable business practices are adhered to.



Environmental sustainability requires activities to only use nature's resources at a rate at which they can be replenished easily, with the ultimate aim to ensure renewable capacity to meet further activity.

Our policy is the preferred use of papers that have 'chain of custody' certification, a recycled content, along with the use of vegetable oil based inks.

Recycling of our paper waste, chemicals and production byproducts is standard component of our prepress, printing and finishing operation.

Print House will continue to advance it's environmental policy with the aim to lessen our impact on the environment and to assure clients that the use of paper and products sourced from 'renewable' or recycled sources is the first consideration.

If you are employed by Print House it will be your responsibility to ensure the initiatives and policies set within company procedures are adhered to.

Our commitment to the environment is substantiated by our undertaking to be audited each year by Environmark and SGS for our FSC, PEFC Chain of Custody certification.

Chain of Custody and Enviro-Mark Certifications

We take our environment seriously

Print House CEO, Brett Phillips, believes that taking the right steps towards making a difference is the key in determining how an organisation should 'tackle' their environmental policies.

Our approach was to gather as much information as possible so we could make informed decisions about how Print House could become part of the solution.

It was clear that there are many misconceptions in the market place about what is really going to lessen mankind's impact on the environment and what can be done to reduce green house gases and climate change.

While supporting initiatives such as Enviro-Mark to reduce waste within our organisation it was clear to us that it was essential to also offer our clients some real environmentally friendly choices when deciding to purchase paper and print products.

Our preference and recommendation is to use products that are sourced from responsibly managed forests where the management guarantees continuous replanting of trees at a greater level than has been harvested. To be able to assure our clients that we were not only 'talking the talk' but 'walking the walk' so to speak, we undertook the audit process for a 'Chain of Custody' certification from two globally recognised organisations - The Forest Stewardship Council (FSC) and The Programme for the Endorsement of Forest Certification (PEFC).

Print House is particularly proud to be the first company based in the Waikato and Bay of Plenty regions to have achieved certification.

We have endeavoured to lead the industry in this region for many years with the introduction of new technology and it has been important for us to take a leading role on environmental issues also.







Proud Supporters of the Local Community

Print House provides sponsorship for a number of local businesses and charitable organisations including:

- AIESEC
- Career Services Trust
- Hamilton Gardens Arts Festival
- The Radio Network Special Children's Christmas Party
- Media Arts Waikato Institute of Technology
- Chiefs Rugby Team
- Waikato Football Club
- Northern Districts Cricket
- Balloons Over Waikato
- Endometriosis Waikato

Print House management believe that assisting youth development is always important. Wherever possible we sponsor both charitable and educational projects that support this. For many years we have provided internships for polytechnic media arts students and educational tours for school and tertiary groups.



Online Book Store



Connecting Kiwi Authors with Kiwi Readers through our management and distribution systems

www.TheBestLittleBookStore.co.nz is an initiative by Print House with the objective to provide a simple tool to print, promote and sell books and publications.

Print House is a leader in the New Zealand print industry and over the past three decades the company has produced a wide range of publications including children's books, historical novels, medical journals to educational and story books.

Many of these publications have been for authors and organisations that were searching for a company that could offer a complete start to finish package - a one-stop shop!

After consultation with many authors we established that they often have difficulty with the marketing, selling and distribution of the books.

Print House has established www.TheBestLittleBookStore.co.nz to provide these organisations, authors and self-publishers an application to get their publication from concept into the readers' hands.

Our service includes, typesetting, design, proof reading, print and binding production, ISBN and barcode allocation, project management and our on-line sales and marketing facility - www.TheBestLittleBookStore.co.nz.

With the experience we have gained over many years of operation we are able to supply a high quality professional product that is competitively priced and enables peace of mind.

We have the warehousing and distribution processes so this is a logical step for us to take and we not only assist individuals, there are many businesses and organisations who need to produce manuals and other documents and the print management and distribution systems we have developed will make the logistics of document delivery 'hassle free' for anyone.

Our print management and distribution store holds hundreds of titles that will be delivered throughout the country at designated schedules and these can range from a single document delivered through to 1000 training manuals or books... no task is too big or too small.

www.TheBestLittleBookStore.co.nz

Epoxy Resin Dome Labels/Badges

Promotional Branding Products... make your name stand out with these glass like domes

The most recent addition to the Print House product range is the custom made self adhesive Epoxy Resin Dome Badge.

This versatile product is ideal for promoting and branding accessories, furniture, appliances, cars and much, much more.

The glass-like dome adds light and dimension to brands achieving a stylish finishing touch.

Badges can be printed in full colour with your brand, logo and other relevant information and can be supplied with self adhesive or magnetic backing at a surprisingly affordable price.

Standard sizes and shapes are as per the samples below, however designs can be customised to meet your requirements.

General turnaround time for most epoxy badge products is 2-3 weeks from sign off approval of artwork and we can produce any quantity from 1,000 units upwards.







Video-in-Print® and Multisensory Technology



Exclusive distributors in New Zealand and the South Pacific Islands

Video-in-Print® (ViPTM) technology is the latest in a line of products we are now able to offer. This is truly leading edge technology! We can now present your message on a mini TV screen that is embedded into print material and provides a revolutionary new way to communicate.

The applications for this technology are limitless and almost every industry and business sector could benefit from using Video-in-Print[®]. This unique technology has been developed and patented by Los Angeles based innovators, Americhip[®].

They have simply combined TV, Radio, Internet and Print into one extremely powerful and easy to use application.

This exciting technology can be adapted for a range of products including point of sale, books, magazine inserts, brochures, profiles - in fact, if it can be printed, it can also now include video content!

Partnering with Americhip®, a future driven company whose client base extends to many of the companies on the American Fortune 500 list, is a significant achievement for Print House and we are very proud to have been chosen by Americhip to distribute their technology.

If you want to *engage*, *educate* and *influence* your target audience in a whole new way, Video-in-Print® and multisensory technology is the answer.



Integrated communication and marketing tools

Engage, Educate and Influence with Video-in-Print®

Testimonials

- "Publishing New to New Zealand with Print House has been a smooth process from start to finish with the design bringing a fresh new look to the fifth edition."
- Daphne Bell, Ethnic New Zealand Trust
- "Having dealt with Print House for many years, I have always found it a pleasant experience, as their team is extremely helpful and the finished product is consistently excellent. Thank you."
- Ben Thomas, Unex Systems
- "The quality of our product must be reflected in our printed material and we are very pleased with what Print House provide. This quality is matched by professional, enthusiastic and personable staff."
- Ian Brodie, Media & Communications Manager of Hobbiton Movie Set
- "We chose Print House to publish Nourish because we wanted to use a local company and also use a sustainable paper. Print House have been great right from our first enquiry through to making sure Nourish looks perfect."
- Vicki, Nourish Magazine
- "Print House were such a pleasure to deal with on this project. Their attention to detail and time management was nothing short of spectacular."
- Wayne Attwell, CEO of Bold Horizon
- "I have enjoyed a longstanding relationship with Print House and have always been thrilled with their attention to detail and customer service ethos. Jennifer, Steve and the whole team help us meet tight deadlines while still producing top quality printing every time. We're huge fans!"
- Ree Varcoe, Hamilton Central Business Association

References

Waikato Tainui

Private Bag 542, Ngaruawahia

Phone: 07 824 8686

Website: www.waikatotainui.com

Contact:

Parekawhia McLean - Chief Executive Officer

Email: reception@tainui.co.nz

Supplied print collateral such as Annual Reports, Publications, Newsletters and Confidential reports since 2005.

LIC

Private Bag 3016, Hamilton

Phone: 07 856 0700

Website: www.lic.co.nz

Contact:

Adrian McCreesh - Purchasing Manager

Email: amccreesh@lic.co.nz

Supplied print collateral and graphic services for catalogues, publications, newsletters and a range of communication material

for over 20 years.

Fonterra

PO Box 3333, Hamilton

Phone: 07 839 8242

Website: www.fonterra.com

Contact:

Andy Goodwin - General Manager of Food Safety & Sustainable Products

Email: andy.goodwin@fonterra.com

Supplied print collateral such as Diaries, Posters, Hand books, Catalogues in 2012 and 2013

Gordon Chesterman

PO Box 932, Hamilton

Phone: 07 834 3130

Contact:

Email: gordon@chesterman.co.nz

Currently Deputy Mayor of Hamilton. Has extensive background in advertising and PR communications of 30 + years. Owned Chesterman Communication Group.

Adidas

PO Box 22-061, Otahuhu, Auckland

Phone: 09 259 7700

Website: www.adidas.co.nz

Contact:

Sarah Satterthwaite - Retail & Trade Marketing Manager

Email: sarah.satterthwaite@adidas.com

Supplied In-Store Video Display Units with 7inch video screens 2011/12.

Imagine the possibilities...

...when you
Engage, Educate and Influence
your target audience

Winning attention is the challenge:

Create the WOW factor in your corporate messaging, branding, promotional displays and other print collateral.

Almost everywhere you advertise, your competitors are advertising too.

Television, Internet, Radio, Signage... there is a clutter of brands and products competing for attention.

Video-in-Print® cuts through that clutter

Deliver your message and brand directly to the target audience, without interference...

and the message is not only received, it is passed on to others, due to the memorable and unique system of delivery.

Video-in-Print® products create the ability to market, display and communicate in a non-intrusive, appealing, yet convenient and direct manner.

Truly captivate and deliver a compelling story with visual, sound and touch association for the recipient.

Present up to 45 minutes of high definition video footage and sound on a mini TV screen contained within the page of a print or display.

Also include up to five chapter buttons for a variety of video presentations.



ViPTM Standard Range of Products

An asset for every organisation

ViP™ Brochures, Recruitment Packages, Magazine Inserts and Mailouts







Wall Unit & Kiosk Combo

The easy view 10" screen is built into a customised, dual use unit that allows you to take your ViP™ Wall Unit to expo's, exhibitions and conferences to use with the matching kiosk stand.

The graphic skins on both the Wall Unit and the matching Kiosk Stand can easily be replaced with new designs and updated information as required.



Video Slates

7" Video Slate

4.3" Infinity

This sleek design is the perfect tool to communicate with customers, staff or patients. Whether you place the slate in the reception area, in the field, on the retail counter or in the exam room, this fully branded slate allows you to communicate critical information instantly at the most important moment.



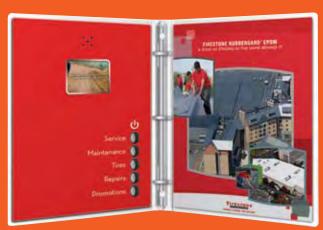
Video Media Players Speak from the shelf with persuasive

video storytelling



Unit assembled with branded sleeve and protective cover. Ideal for conveying product information and in-store displays where demonstrations are useful.

ViPTM Product Catalogues, Training Manuals, Recruitment Packages















Engage, Educate and Influence your target audience with Video-in-Print®

ViPTM Corporate Profile/Presentation



Engage, Educate and Influence your target audience with Video-in-Print®

In-Store ViPTM Displays















ViPTM Brochures, Mailers and Inserts















Radio Broadcasting and Audio Brochures



Live Streaming Radio

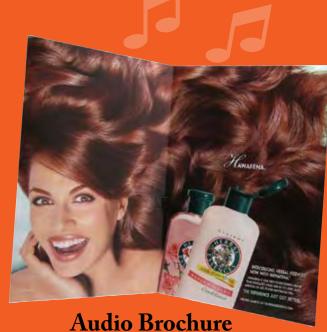
Broadcast your message live and in print. The new Live Streaming Radio allows you to deliver the hottest radio station directly to the readers of any print collateral.

A perfect technology to extend your advertising message for a product/event launch, live sporting event, special promotion or sweepstakes or simply to stream live music.



Pocket Player Audio

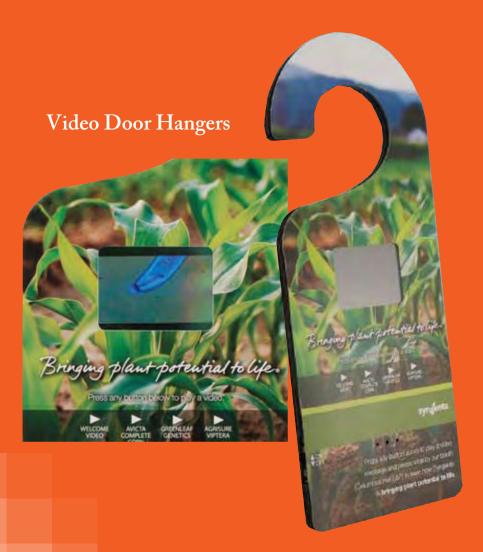
Not much larger than a business card, and no thicker than a pack of gum, the 'Pocket Player' features several pages of custom printed content along with your ten-minute-long audio message.



Slide tongue activated audio. Brand jingle plays on opening.



ViPTM Conference and Expo Prop's





Video Lanyards/Badges



Engage, Educate and Influence your target audience with Video-in-Print®

Case Study

Project: Pfizer 2.4" Video-in-Print® Multiple-Page Brochure

Client: Pfizer Australia

Vertical: Healthcare



forum that took place in Sydney. With many renowned professors speaking at the forum about their innovative research and breakthroughs in the field, Pfizer needed a unique vehicle that would allow them to share these informative lectures with their own team and other leading researchers in the

field.

Solution: Pfizer worked with Americhip to produce an innovative, multi-age brochure which included

Americhip's Patented 2.4" ViP Screen. This was no ordinary brochure because it took advantage of Americhip's patented navigation model that comes complete with volume control and the ability to fast forward and rewind through the video content. Two of the keynote speakers from the forum were highlighted and recipients were able to view the lectures just as they would on a DVD player

- with full control over the content and playback. The video content was supplemented on the five

spreads which summarised the important data.

Impact: Pfizer was able to share important insights and information with its own team and key researchers

through an innovative communication tool. Pfizer received strong feedback both from its sales team in the field and the targeted audience who received the forum hand delivered in the innovative ViP

brochure.

"...The final product was innovative, engaging and educational which was our goal."

Project Marketer, Pfizer

Additional case studies and research reports can be viewed at www.videoinprint.co.nz



Case Study

Project: Discovery Life VIPTM

Client: Discovery

Brand: Life

Solution: For the launch of its highly anticipated mini-series Life, Discovery Channel

wanted to create a media kit that was as amazing as the show itself. Life, an 11

part mini-series narrated by Oprah Winfrey, features various animals in their natural habitat and the challenges they face. The spectacular video images of nature are beautifully broadcast on Americhip's patented 4.1″ VIP™ screen. The VIP™ player is housed in a beautifully appointed 8″ x 8″ hard cover book. The VIP™ book was placed into a larger media kit which housed additional information including two DVDs and a pocket for printed materials. The

impressive kit was sent out to media outlets and schools across the United States.

Impact: "Life was a huge, huge success for Discovery Channel - watched by over 33 million viewers." Discovery Channel

Production Manager

The Internet began buzzing about the Discovery VIP™ Media Kit as soon as it landed. Numerous entertainment sites posted stories about the unique announcement kit and blog posting and Tweets followed quickly. A small sampling of feedback included:

ZD Net: "Coolest. Promo. Kit. Ever."

TV Worth Watching: "Open the cover and - OMG! There's a tiny TV screen on which full color video and sound begin running automatically...This elaborate press kit is one of those jaw dropping moments we so rarely encounter...Who's not gonna watch?"

@RobMoynihan: Discovery, you have truly outdone yourself with the Life press kit. Incredible! (TV Guide Magazine online editor)

@fitzwillie: Just got the press kit for @discovery's "Life." So awesome. (Ken Denmead, Wired.com)

@drabtshirt: The press kit that @Discovery sent me is about the coolest thing I've ever gotten in the mail.

@cerebus19: Love the press package for LIFE that arrived today from @Discovery. I can't wait to watch the video! (Matt Blu, Wired.com's GeekDad)

Heather Russell, Good Day LA: "THAT press kit is one of the best press kits I've received. I've shown a bunch of folks in our office and they're all impressed by it."

Additional case studies and research reports can be viewed at www.videoinprint.co.nz



Case Study

Project: adidas New Zealand VIP™ Display Stand

Client: adidas New Zealand

Brand: adidas New Zealand - miCoach SPEED_CELL

Challenge: Launch technologically innovative miCoach SPEED_CELL product into large

stores where there is a lot of competition for attention. A high impact, self

contained medium was required which can operate independent of an AC

power supply.

Solution: Custom built display stands were designed and produced with 7" VIP™ screens

which have the option of running from battery power or AC power supply.

The stands are completely self contained, compact and free standing.

Impact: Retail and Trade Marketing Manager for adidas New Zealand, Sarah

Satterthwaite, says, "With an increasing crowded media market where

people's attention is constantly being sought, a multi media device like VIP™

that is slick and relevant can be very powerful.

"We have had great success with the technology in our Newmarket store

in particular, with the store reporting that many of its sales are directly

attributable to how the miCoach SPEED_CELL product can be seen on screen."





Why spend big money on a hope and a chance that your campaign will actually reach your intended audience?

With ViPTM you can personalise campaigns and guarantee they make it into the right hands.

Impressions on Original and Pass-Along Readers:

- You "own" the magazine. Virtually every reader turns to your insert first, as it is printed on heavier paper and has added dimension.
- Your insert cuts through the clutter of flat ads and grabs immediate attention.
- In a typical Multisensorised insert, nearly 100% more readers stop at the insert, identify the brand and interact with it, as compared to a traditional ad.
- With an Americhip Multisensorised insert, you get 100% of the original reader recall, plus up to 81% pass-along to family members, friends and colleagues.
- 17% of consumers shared our Multisensory insert with 10 or more people.
- 33% of consumers shared our insert with 6 or more people.
- 81% of consumers shared our insert with 2 or more people.

Do Video-in-Print® Products Really Work, and Can I Justify the Extra Cost?

"In the many years of looking at print advertising readership scores, no one currently working for Starch can remember ever seeing an ad that earned a 100% level for any of the Starch measures – never mind three of them. We believe that [Americhip's Multisensorised Insert] is the highest scoring ad that we have studied in the past 30 years."

Phil Sawyer, Sr. Vice President, Starch
 Communications GfK NOP

For any additional information regarding Video-in-Print® please refer to

www.videoinprint.co.nz

or contact Print House CEO,

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