

# Lamson Paragon

GROUP OF COMPANIES

Issue: May 2016

## Health Fears over BPA in Thermal Receipts

The role of a receipt in our life is to prove we have spent too much, then some fade before tax time and now there is a suggestion they could be bad for our health.

Thermal Receipt Paper may be a significant source of Bisphenol A or BPA (about 20mg per gram of paper) which has been a health concern for some time.

In 2010 the Australian Government announced the voluntary phase out by major retailers of polycarbonate plastic baby bottles containing BPA. Studies have shown cashiers have higher concentrations of BPA in their urine than the general public.

Some manufacturers of thermal receipt paper have replaced BPA with BPS but the jury is still out on its toxicity.

PAPER ROLLS AUSTRALIA, part of the Lamson Group, is now giving our partners the choice of phenol free thermal paper. It is more expensive, but it gives certainty to the fact of being toxic free.

There are some applications where this is more relevant, i.e. food outlets where the receipt touches the food. Europe has embraced this scenario and the majority of food outlets are now stipulating phenol free paper.

**Again the Lamson Group is trying to HELP YOU HELP YOUR CUSTOMER.**



## Integrated Office Solutions Celebrating 5 Years with a larger office space



Your partners at Integrated Office Solutions can facilitate a flexible solution that is both time and cost effective for you or your client's business. Integrated Office Solutions coordinate and customise your own dedicated professional team entirely owned by you in the Philippines. Your team will operate as a direct extension of your business working towards your company's ultimate outcomes.

Your team will operate in the time zone that you or your client exist in and can cover 24 hours if needed to expand or process items outside of your normal business hours. Drawing from a pool of highly competent talent your team is staffed with skilled personnel

in a diverse range of specialist fields providing flexibility and reducing labour-related risk.

## How Integrated Office Solutions Works

- Shared services – Accounts receivables – Accounts payable
- Pre-auditing services – Superannuation – Payroll
- Administration – Reporting
- IT programming – CRM entry
- Data processing and entry
- Web Market Research
- App design and development
- Graphic and creative design
- Website development – Digital advertising
- Search engine and local optimisation
- Campaign and content management
- Any task a person can perform without sitting at your site

## Case Study

**IOS is currently saving one Channel Partner in excess of \$300,000 by developing a highly skilled dedicated team with Integrated Office Solutions in Manila. This has allowed use of their local resources in a vastly more productive way driving quicker turnarounds and higher customer satisfaction whilst enhancing profit.**



**INTEGRATED OFFICE SOLUTIONS**

Enhance Your Back Office For Profit

# Ask yourself four questions...

1

What is your average cost to serve a digital job? Our insights show most printers and print managers are losing money in this area.

2

Why commit to more capital yourself when you can integrate with a Trade Partner with no risk at all?

3

Why put a noose around your neck of a volume commitment to your vendor when you can integrate with a Trade Partner with no risk?

4

How much time and money do you spend punching quotes and jobs into someone else's system to do Trade Work? Why?



**We will integrate into your system and save you all of the costs. Our value-add here is how we optimise visibility and end client experience!**

- Offset Quality 2400 x 2400 dpi
- High Speed
- Sheet Size 
- Up to 400gsm 
- In-line finishing
- Specialty Stocks – no problem

## Introducing your NEW state of the art Fuji Xerox iGen 150 Press

On behalf of our Partners we have invested, once again, this time in the shape of an iGen 150. Now it's really serious! Cheque-Mates commitment to our customers remains unwavering. Two-way integration with our Partners systems has significantly reduced cost to serve, whilst increasing speed to market. Each day we have more and more Partners that want to get on board and integrate – this model is the key to future growth.

*"We want to showcase the new Fuji Xerox iGen 150 Press as the top end,*

*truly professional device. We have a responsibility to alert our Channel partners to be wary. Don't risk your brand by placing work on a toy", Group General Manager Rodney Frost.*

The award winning Xerox iGen 150 Press inherits the reliability of the previous model, and delivers faster print speed as well as enhanced print quality.

While the need for on-demand printing is growing with the expansion of personalized marketing, there is an increasing demand for higher quality, shorter lead time, lower cost and improved value added for prints.

If you'd like to discuss how we can drive profit in to your business, please contact our team on +61 2 9743 9547 or email via [sales@chequemates.com.au](mailto:sales@chequemates.com.au). It costs you nothing to meet and discuss!

## Our model reduces all costs

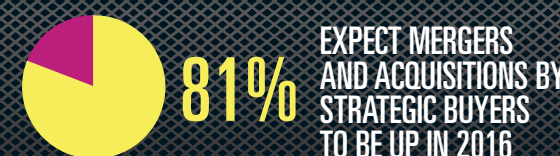
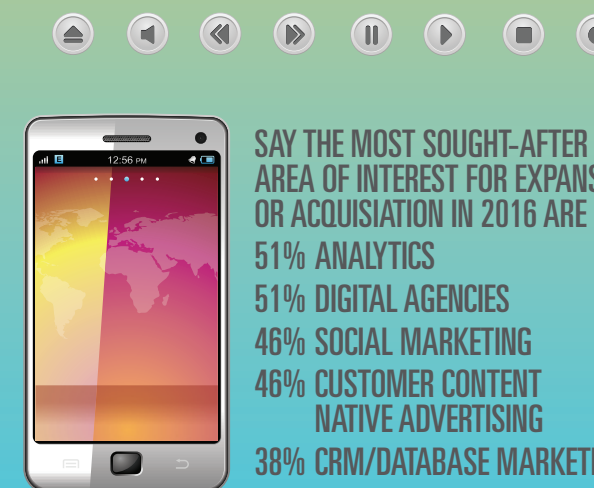
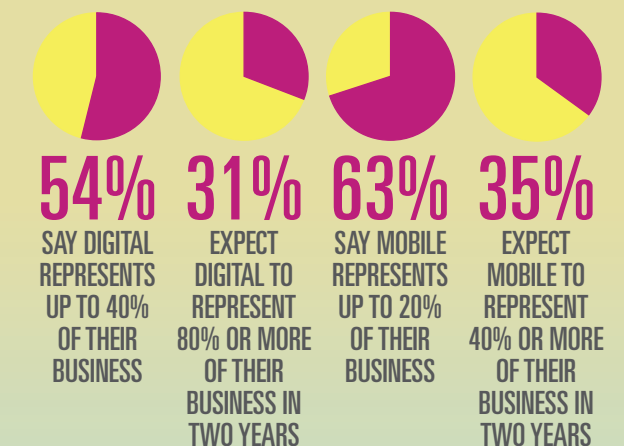
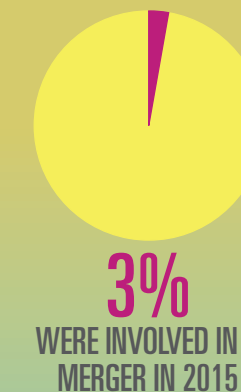
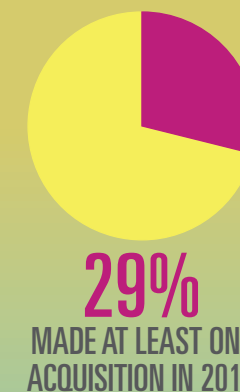


# PLAN TO INCREASE YOUR DIGITAL AND MOBILE CAPABILITIES

Social and mobile marketing tools are powerful ways of engaging users on websites or sending a message to selected groups or demographics. When messages are tailored to specific online communities, they prove more effective as they have the power of a stronger emotional appeal. Print needs to be involved here also.

Cheque-Mates can tailor and launch a targeted campaign for your business or your end customer. From your brief we will create an exciting and engaging campaign that will create leads that turn into sales. Take the first step and call us today!

## EXECUTIVES FROM MARKETING SERVICES, MEDIA AND TECHNOLOGY COMPANIES WHO



EXPECT GROWTH RATES OF 15% OR LESS IN THE FOLLOWING AD SPENDING OR BUYING AREAS FOR 2016





# Let's show our support!

On the 18th June 2015, 1300 CEOs slept out in the cold. Experiencing for one night what over 100,000 Australians experience every night.

Their commitment has increased the profile of homelessness and your generous support has raised crucial funds for Vinnies homeless services.

Let's get involved again this year!

The Vinnies CEO Sleepout® began as a local community venture in Sydney's West in 2006. Since then, the event has raised important funds for Vinnies Homeless Services across Australia and heightened awareness of homelessness. Our goal is not just to service the homeless, but to bring about an end to homelessness.

In 2015 the Vinnies CEO Sleepout® reached a significant milestone, marking its 10 year anniversary. In 2016 an ambitious target of \$10,000,000 has been set for this years fundraising campaign.

Homelessness is an issue close to our heart at the Lamson Group with our founder spending time on the streets as a young man, no one should have to live like that.

Rodney Frost, Group General Manager for the Lamson Group will be attending his 8th event by sleeping out on Thursday 23rd June in the 2016 Vinnies CEO Sleepout®. Due to the generous kindness of sponsors Rodney has raised over \$60,000.

**In 2016 why not nominate yourself or your Managing Director or CEO. Registration is now open.**

To learn more about this worthwhile cause and see how you can assist visit <http://www.ceosleepout.org.au>

Your generous support and donations will not only provide immediate and emergency assistance but pathways to a brighter future. Sleep out or donate this year and show your support.



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**To improve and enhance the lives of others in the community, The Lamson Paragon Group supports and participates in many charitable events. This focus informs the culture of the entire group. Giving Back is one of our core values and we'd like to share some of the causes closest to our hearts.**

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Leukaemia Foundation

**WORLD'S  
GREATEST  
SHAVE™**

*"Today, 34 Australians will be given the devastating news that they have leukaemia, lymphoma or myeloma."*

Although survival rates are improving, blood cancers are the third biggest cause of cancer death in Australia.

Each March more than 150,000 people are sponsored to shave or colour their hair to support Australians with blood cancer and fund research.

The Lamson Group are so proud of Leanne, Kim and Aimee for leading

the charge for the World's Greatest Shave by dying their hair Cheque-Mates green for the day!

The money raised will go towards research, which is needed to discover kinder and more effective treatments for blood cancer. It also supports families when they need it the most, providing people with leukaemia, lymphoma and myeloma with a free home-away-from-home

near hospital during their treatment.

As well, this money assists the Leukaemia Foundation in transporting patients and families to appointments and provides practical assistance and emotional support, all free of charge.

Top job girls! Great leadership, great people, great cause! Sponsor now!!!

