

2004

IN THE FRAME

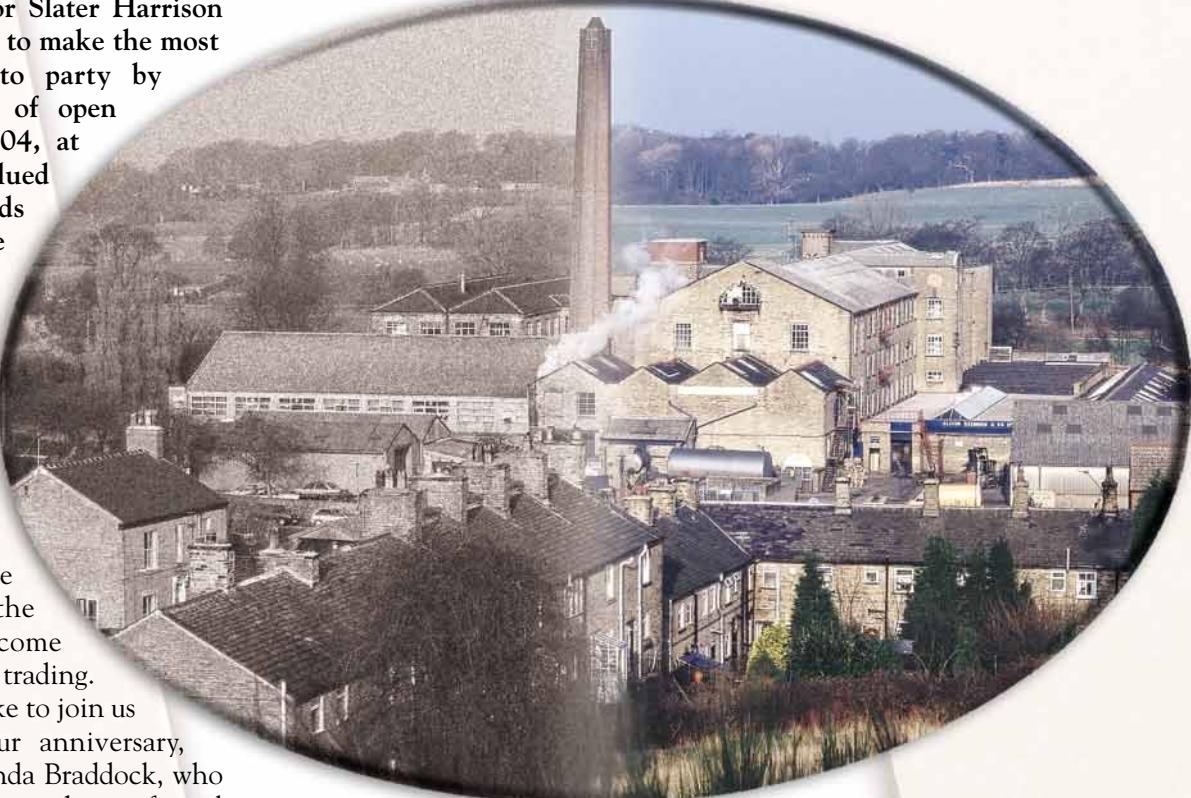
*Putting you in the picture with
news, views and essential product information.*

Help Slater Harrison to celebrate 75 years' success

2004 is an exciting year and a cause for celebration for Slater Harrison & Co. We intend to make the most of our excuse to party by holding a series of open days in June 2004, at which all our valued customers, friends and suppliers are very welcome.

These open days will take place from June 16th to 18th and will give visitors to our Bollington factory a unique opportunity to see just how far the company has come during 75 years of trading.

If you would like to join us in celebrating our anniversary, please contact Lynda Braddock, who will be delighted to send you a formal invitation. In the meantime, read Mike Braddock's reflections on the first 75 years on page 6 of this issue.



COLOURMOUNT
CREATORS OF FINE MOUNTBOARD



DAY-GLO
PAPER AND BOARD

EDJ
Craft

The EDJ range is made in England by
Slater Harrison & Co Ltd.

Message from the Editor

2004 is an important year for Slater Harrison - our 75th anniversary and a cause for celebration for the company and its 107 employees. Whilst the last few years have seen many UK manufacturers struggling to stay in business, and a growing number lose the battle, we continue to buck the trend with another successful year in 2003.

There are two key reasons for this: firstly, we have a very diverse range of products going into a number of different markets. This allows us to capitalise on growth markets whilst other markets are depressed, ironing out the peaks and troughs to maintain a similar level of business year on year. At the same time, we are continually improving productivity, which increases profitability, allowing us to invest in the latest technology to develop new products and service our growing customer base.

75 years is a long time for any company to maintain a successful record. We are very grateful to all our customers and suppliers for their support over the years and we are indebted to the large number of employees who have contributed to our success over the years. In June 2004, we are holding a series of open days to celebrate our anniversary and hope that many of you will find the time to travel to Cheshire to share this special occasion. For details of our anniversary celebrations and to add your name to the guest list, please contact Lynda Braddock on 01625 578909.

News

Framing

Merchants

Education

Specialist

Including Graphics, Decorative Packaging & Self Adhesive Materials.

See the value in being two-faced

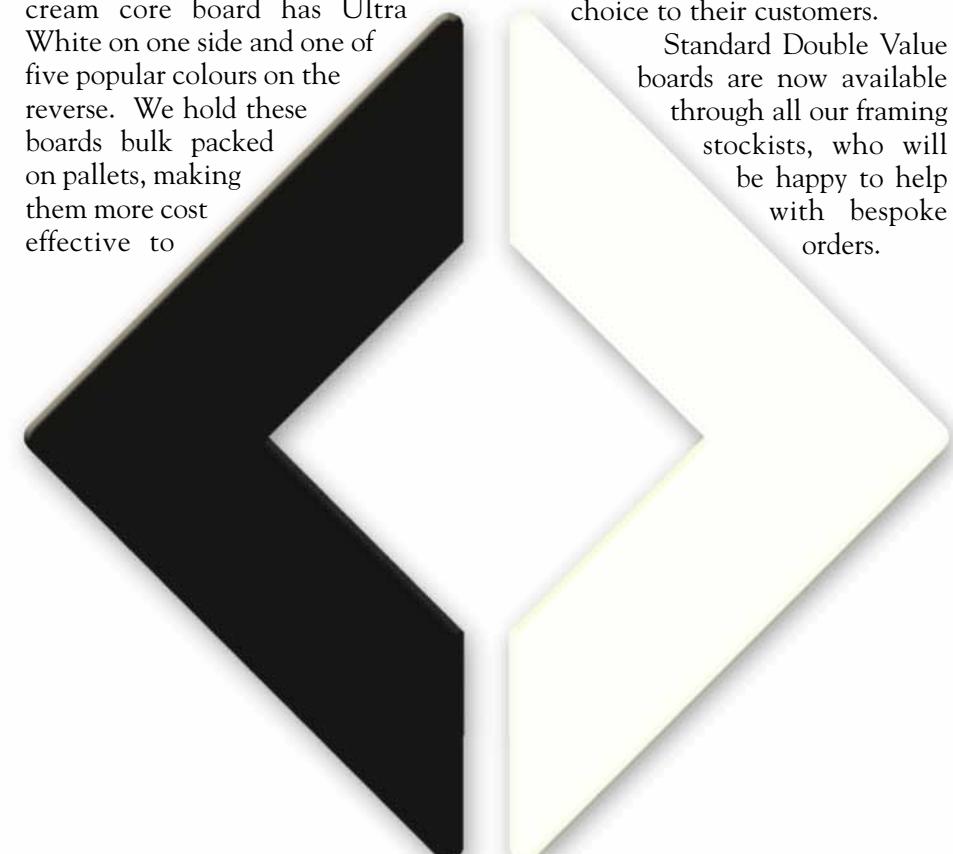
The vast majority of framers we know have an ongoing dilemma: they need to offer their customers a wide choice of mount board, yet they don't have the space to store it. This means that many framers have to restrict the range of board they hold in stock, reducing their buying power and making customers wait longer for specific boards to be delivered. But there is a solution at hand: Slater Harrison has introduced new Double Value Mount board, a simple yet effective way of doubling your stock without doubling your stockholding.

Our new board is double sided, giving framers a choice of two mount board colours from one board. Available from stock at 815 x 1125mm and 1250 microns, each cream core board has Ultra White on one side and one of five popular colours on the reverse. We hold these boards bulk packed on pallets, making them more cost effective to

produce and store, therefore more economical for the framer. The five standard colours are Silk White, Natural White, Gardenia, Cream Vellum and Ebony, and we are also able to produce bespoke double value boards in any combination of these colours subject to a minimum order of 500 boards. For example, you could order 500 boards with Gardenia on one side and Cream Vellum on the other. Similarly, we can produce any of these boards in white core at the same minimum order quantity.

The new Double Value board will make it easier for small and medium sized framers to compete with the large contract framers, as they will have less working capital tied up in stock and will be able to offer a wider choice to their customers.

Standard Double Value boards are now available through all our framing stockists, who will be happy to help with bespoke orders.



Silk White Natural White Gardenia Cream Vellum Ebony Ultra White

Add a new dimension to decorative packaging

The introduction of a new flexo printer and embossing machine at Slater Harrison is allowing us to add a new dimension to the paper and board we supply for decorative packaging uses.



The new, four station flexo printer prints up to 800mm wide, roll to roll, and enables us to print patterns instead of the usual flood coating. It is also possible to print a pattern on top of a flood coat, which can be very effective with some of our pearlescent and metallic colours.

We have also introduced a wide range of embossed patterns which can be ordered in small quantities (the minimum is only around 3000m). Whilst we have up to 70 embossing rollers, we are launching 14 standard patterns, including Starburst, Paisley, Spider's Web, Quilted, Shamrock and Basket Weave, to name but a few.

This exciting new department will be headed up by Michael Brauders. Michael's previous

experience was gained at JJ Makin (Robert Williams) where he worked his way up to General Manager during 37 years with the company.



Michael believes that our new embossing and flexo printing capability will greatly enhance our service. He says, "By combining a printed pattern with an embossed design, we can produce some very interesting effects, such as animal skins, for example, which are currently very fashionable."

Lowerhouse Mills get a face lift

A wave of construction work and an internal reorganisation at Bollington is set to make the Mill a more pleasant place to work as well as improve the flow of work.

The first project, to be completed early in 2004, is to replace the roof over our coating machines. The current roof is of Northern Light glass construction and is not only much lower than we would like, but also difficult to keep clean and safe. The new roof is actually being constructed above the old roof, preventing disruption to production. Once completed, the old roof will be removed during our Christmas break.

2004 will also see the completion of a new car park and unloading yard, something that local residents will



appreciate. The new car park will reduce the number of cars parked on

the road, and also to create space for the many wagons that visit our factory.

Educraft capitalises on the popularity of metallics



without any trouble, making them perfect for craft work, certificates and display use.

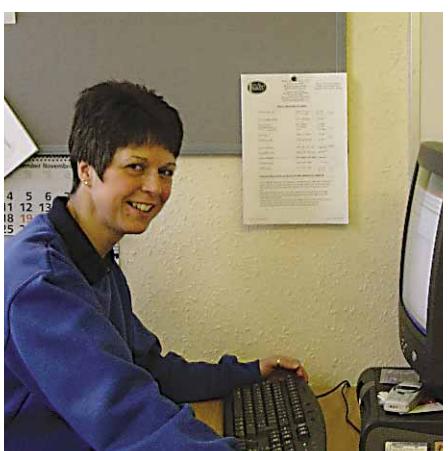
We have launched assorted 90gsm paper packs in extra wide rolls (1016mm x 10m, one of each colour) as well as in A4 packs of 100 sheets (25 of each colour) and Craft packs of 20 sheets (5 of each colour at 500 x 700mm). The 330micron card packs are available in A4 packs of 40 boards (10 of each colour) and Craft packs of 20 boards (5 of each colour at 510 x 635mm).



The education market has been through a difficult patch in the last year, with budgets diminishing and teachers having to find new ways of stretching their resources. We have countered this squeeze by working hard with educational distributors to maintain our existing sales and develop new products that are easy for teachers to use for a wide number of themes. Assorted packs have always offered great value and our new range of metallic paper and card capitalises on their popularity.

The range includes four metallic colours: Gold, Silver, Copper and Old Gold. The paper and card are laser printable and will accept glue

Welcome to Jenny



Another new face, Jenny Deaville, has joined our team as 'Digital and Special Projects Manager' to ensure the smooth implementation of speciality work for key customers.

Jenny joins us from Tullis Russell, where she worked in their technical department, overseeing quality both in production and in new product development. Jenny sees her move to Slater Harrison as a positive step, saying, "This is a family company with associated values, yet it is also progressive, which gives great opportunities for new products across the board - no pun intended!"

Cavalier makes its mark

It is only a year since we first introduced Cavalier in this newsletter as the newest member of the LS Dixon Group, yet the company is already making its mark on the Group's bottom line. The synergy between Cavalier and Webmaster was one of the reasons we chose to purchase the business, and we have strengthened this by making Ron Jones the General Manager of both.

Mike Braddock, Group Managing Director, is committed to further investment in Cavalier. As he says, "With a product range that fits so closely with the rest of the Group's, Cavalier is in a perfect position to expand its sales into new markets. We are already making significant investment in the business and will continue this in line with the expected growth over the next five years."



also purchased a new Ident rotary tape cutting machine, which allows us to produce self adhesive shapes and pads, an important development that has allowed us to expand our business in the automotive and security markets.

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In recent months, Cavalier has benefited from major improvements at its Birkenhead premises, with the installation of a custom built racking system for raw material storage and a mezzanine floor to house the tape conversion department. We have

Making it easier for retailers

One of the most popular uses for our Centura Pearl range of coated papers is for the gift wrapping market. We first began selling rolls of gift wrap three years ago, when pearlescent coating was relatively new and were amazed by the immediate interest. Since then, we have regularly introduced new colours into the range and now, for 2004, we have developed an initiative that will make it easier for retailers to stock and sell the range.

The new Centura Pearl gift wrap range, with matching gift tags, is presented in a specially designed display carton holding 36 rolls of gift wrap. A clear plastic display rack of matching gift tags is attached to the display carton, giving shoppers a clear view of the range and ensuring a gift tag is always available to match their chosen paper.

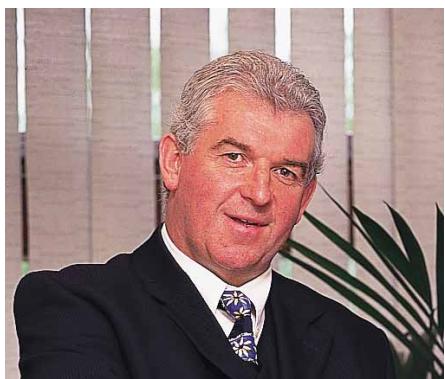
Retailers can choose from three colour themes for their display:



Standard Pastels, Christmas or Bright. Each display contains six colours, with six rolls of each, along with the corresponding number of tags. These display cases were developed in conjunction with

ColArt Fine Art & Graphics Limited, major wholesalers to the independent retail trade and longstanding customers of Slater Harrison. For details of ColArt and other stockists, please contact our sales office.

Two successful years for Mike



March 2004 sees the completion of Mike Braddock's two year term as Master of the Fine Art Trade Guild, a position that he has found both enjoyable and challenging.

The last two years have been an interesting period for the art and framing industry, with technological advances such as automatic mount cutting and giclee printing playing an important role in development.

The introduction of new mount board standards, spearheaded by the

Guild, has brought some welcome clarity to mount board descriptions, making it easier for both framers and consumers to choose the right board for the purpose.

Discussion continues on the subjects of limited edition printing and paper standards, and Mike is confident that the Guild will be instrumental in helping the industry find acceptable solutions for both.

As the art and picture framing industry's promotion, development and information body, the Fine Art Trade Guild draws its membership from both individuals such as artists or framers, and businesses including galleries and publishers. As the first trade supplier to be elected to Master of the Guild, Mike feels it is important that suppliers play a part in the future of the industry. Because of this, he has been involved during his term in recruiting major suppliers to the Guild.

During 2003, Slater Harrison actively sponsored the Guild's marketing and promotion initiatives, a move which has not only been of benefit to the Guild, but has also helped consolidate Colourmount's profile in the marketplace. Mike is keen to encourage other leading suppliers to follow suit, as he believes that a strong industry body is essential to the ongoing success of what is a very diverse and often fragmented industry.

The next Master of the Guild is expected to be Dave Woollas, a past winner of the Slater Harrison sponsored Framing Business of Distinction award. Mike wishes Dave every success in his new role, saying, "Dave is a very experienced picture framer who is well known in our industry. I believe his clear-headed approach will be of great benefit to the Guild and I hope he enjoys his term as Master as much as I have."

Isn't it amazing how things change?

Mike Braddock, Managing Director of Slater Harrison & Co Ltd, reflects on the company's 75 years of successful business.

If you had told Mr Slater and Mr Harrison in 1929, the year of the depression and the founding of Slater Harrison & Co, that in just 75 years their company would become a multi-disciplined business with state of the art machinery and employing more than 100 people, they would have been amazed and delighted.



The values with which Messrs Slater and Harrison started Slater Harrison & Co are the same today as they were in 1929, except that, like most modern companies with marketing advisors, we have turned them into a mission statement! Ours reads, "To provide excellent product and service through the efforts of our loyal and competent workforce."

This is in fact a true representation of how we at Slater Harrison aim to run our business. The product range may have changed, developed and extended over the years, but we have maintained the same commitment to quality that our founders established all those years ago. We have been very lucky in our workforce for many years. You will see elsewhere in this issue that we have notched up a massive 1,300 years service between just over 100

employees, an amazing level of loyalty and something of which we are all very proud. I should like to pay tribute to our staff, past and present, in this special anniversary year, and thank them for their continued efforts. Without this, we would not have achieved the success we all enjoy today.

Perhaps the most significant change in recent years is our level of diversification, both in terms of product range and the markets in which we operate.

In 1929, Slater Harrison specialised in pasting boards for hand-painted window bills and showcards. How different the product range looks now!

Although we still produce display boards for point of sale

applications, this is now a fairly small part of the business. As many of you will know, we also produce coated and laminated paper, board and synthetic materials for markets as varied as education, furniture making and picture framing.

Much of our recent diversification has resulted from either joint venture opportunities or the acquisition of



companies in complementary, related fields. We have also found ourselves in the happy position of being able to expand our business through helping other companies that find themselves in difficulties. On many occasions, we have purchased the machinery and order books of failing companies, enabling production to continue and saving many local jobs.

Slater Harrison is in a very strong position to move forward during the next 75 years. We expect to stay in Bollington, and have the capacity to maintain our growth. Innovation will continue to be a mainstay of our development, with the engineering of products to suit ever-changing market requirements at the top of our priority list. Watch this space!



Is there no limit to the versatility of Centura Pearl?



The range of colours for our hugely popular Centura Pearl coating has been reviewed again for 2004.

We have added seven new colours, which include some very subtle pastels, as well as some stronger colours which are ideal for a more dramatic effect, for example on luxury packaging. Dark Green and Gold have been replaced.

Customers can now choose from a total of 30 colours, including the new

Baby Blue, Peach Blush, Platinum, Bronze, Regal Blue, Fuchsia Pink and Snow White. This last colour is in response to demand from those using it for litho printing, as it delivers a brighter, whiter finish than our original white.

Centura Pearl coatings can be applied to paper, board and synthetic substrates, and new colours can be developed for specific brands subject to a minimum order quantity.



An exciting new development in our Centura Pearl product range is the introduction of blank cards and matching envelopes for the art and craft market.

Available in three sizes and a wide range of stunning pearlescent colours, these packs of five cards and envelopes are ideal for card-makers, whether professional or hobbyist.

David to focus on overseas potential



Slater Harrison's competitors in Europe will have to be on their guard in 2004, thanks to the recent appointment of David Wood as our new Export Sales Executive for speciality papers and boards. David joined in November and has been tasked with developing new markets and opportunities for our wide range of products in Europe.

Hailing from Bristol, David is an experienced, professional salesman with a committed approach to the development of new business. Although he has experience of the mount board market, he will focus on our speciality products rather than

Colourmount, which is already well managed overseas by Keith Hewitt. David is enthusiastic about his new role, saying, "There is a great opportunity for Slater Harrison to expand its business in Europe, particularly with some of the new, textured finishes that can be combined with coatings such as Centura Pearl to great effect."

We wish David every success in his new role and are delighted to welcome him to the team. You can meet him at Paper World in January, where he will be involved in the launch of our latest Centura Pearl colours and the new embossed patterns for 2004.

Kanban makes the most of opportunities for Centura Pearl

One of Slater Harrison's fastest growing customers, Kanban Card and Paper Limited, is capitalising on the popularity of Centura Pearl for art and craft applications throughout Europe.

Kanban's success in the last few years has enabled the company to undertake a major investment programme, in both property and machinery. A move into new 50,000 square feet premises is underway, which will improve efficiency and increase production capability.

Kanban has also recently invested £50,000 in a

new Heidelberg Cylinder. Installed in July 2003, the new machine will quadruple production in diecutting and foiling, giving Kanban vastly increased capacity to help meet the growing demand from its customers.

Slater Harrison is delighted to be working so closely with Kanban on the development of applications for Centura Pearl in the art and craft market. Slater Harrison's Sales Manager, Lynda Braddock enjoys working with this innovative company. She says, "Kanban is always looking for - and producing its own - new and exciting ideas for product. This is exactly the approach that suits Slater Harrison, especially as we are continually developing new colours and finishes for our Centura Pearl range. Kanban's expansion into Europe also ties in very nicely with our own sales strategy, as our research tells us that the European market is ripe for a product as distinctive as Centura Pearl."

Kanban Card and Paper Limited can be contacted on 01274 582415 or see www.kanbancardandpaper.com

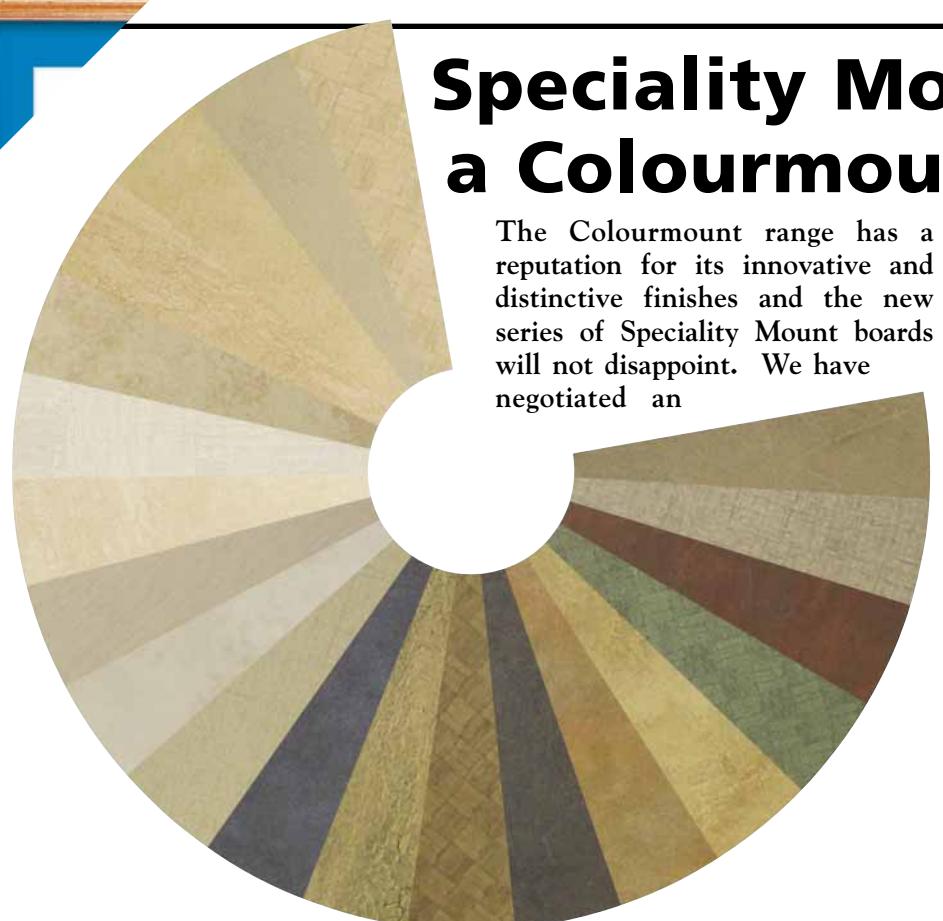
Speciality Mountboard - a Colourmount exclusive

The Colourmount range has a reputation for its innovative and distinctive finishes and the new series of Speciality Mount boards will not disappoint. We have negotiated an

exclusive arrangement with a leading American manufacturer to market an array of patterned and textured boards in the UK. The range includes 20 stunning finishes which can be purchased exclusively from Colourmount.

Our new Speciality Mount boards are available packed in 25s, at 815 x 1120mm or as an assorted pack of 10. Each board is 1350 microns and is pH neutral, making it suitable for all types of framing other than conservation and museum.

To see how these unique boards can bring a new dimension to picture framing, contact our sales office for a swatch, or complete the order form on the back page of this issue.



The three musketeers

Slater Harrison owes its success to the large number of employees, past and present, who have contributed so much in terms of ideas, hard work and enthusiasm over the years. We employ over 100 people with a combined service of more than 1,300 years - a level of commitment and loyalty that, we believe, very few companies enjoy.

Three people who deserve a special mention in this, our 75th anniversary year, have been with us for 40 years or more. They are Martin Perry, Norman Crone and John Booth, all of whom hold senior positions at Slater Harrison. Their experience and knowledge of our business is invaluable and they are a source of inspiration and wisdom for younger, less experienced staff.

Martin joined Slater Harrison at the tender age of 15, working in the purchasing department. During his 41 years with the company, he has worked

in production, personnel and safety, and is now Administration Manager for the Group. Martin has two children and enjoys playing golf in his spare time.

Norman retires this year, after an amazing 49 years, and will be sorely missed. He joined as an apprentice and has worked in our engineering department throughout his career. Norman is married to Jenny and has one daughter. We wish him and his family a happy retirement.

John is our Works Manager and has been with us for 42 years. He also joined us at only 15, as an office junior, and has worked in sales as well as production during his career. He is married with two daughters and, along with his family, is a keen Manchester United supporter.

We congratulate Martin, Norman and John on their long service record and look forward to many more years of their support and friendship.



Martin Perry,



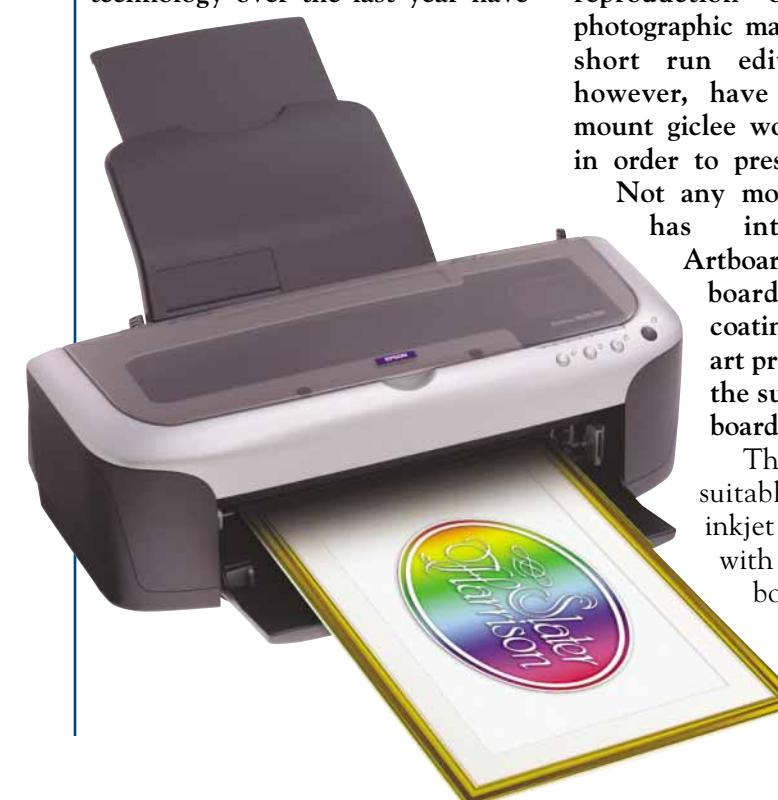
Norman Crone



John Booth

Fine art printing directly on to mountboard

The advancements in inkjet technology over the last year have



been phenomenal, allowing superb reproduction of fine art and photographic material for single or short run editions. Framers, however, have still had to dry mount giclee work before framing in order to present it at its best.

Not any more! Colourmount has introduced Inkjet Artboard, a unique mount board with an inkjet coating that accepts fine art printing directly onto the surface of the mount board.

The inkjet artboard is suitable for all digital inkjet or giclee printers with flat feed capability, both desktop and wide format, and gives the same superb quality

that is now expected from inkjet technology. We have introduced this new product in four shades, giving printers freedom to deliver a different result depending on the base colour of the mount board: White, Ivory, Chalk White and Buttermilk will each add a different dimension to the same picture. Chalk White and Buttermilk are textured boards which can be used to give the appearance of canvas.

Inkjet Artboard is packed in 10s at 815 x 1125mm in size and 1250 microns in thickness. It is also available at A4+ and A3+ sizes for desktop machines, making it a versatile choice for fine art reproduction, displays, signage and photographic applications.

Colourmount Inkjet Artboard is available from all leading framing distributors and stockists.

Self adhesive alternative to hot press mounting

Slater Harrison has made two new additions to its Colourmount range of self-adhesive backing boards, giving framers a wider choice of mountboards suitable for dry mounting applications.

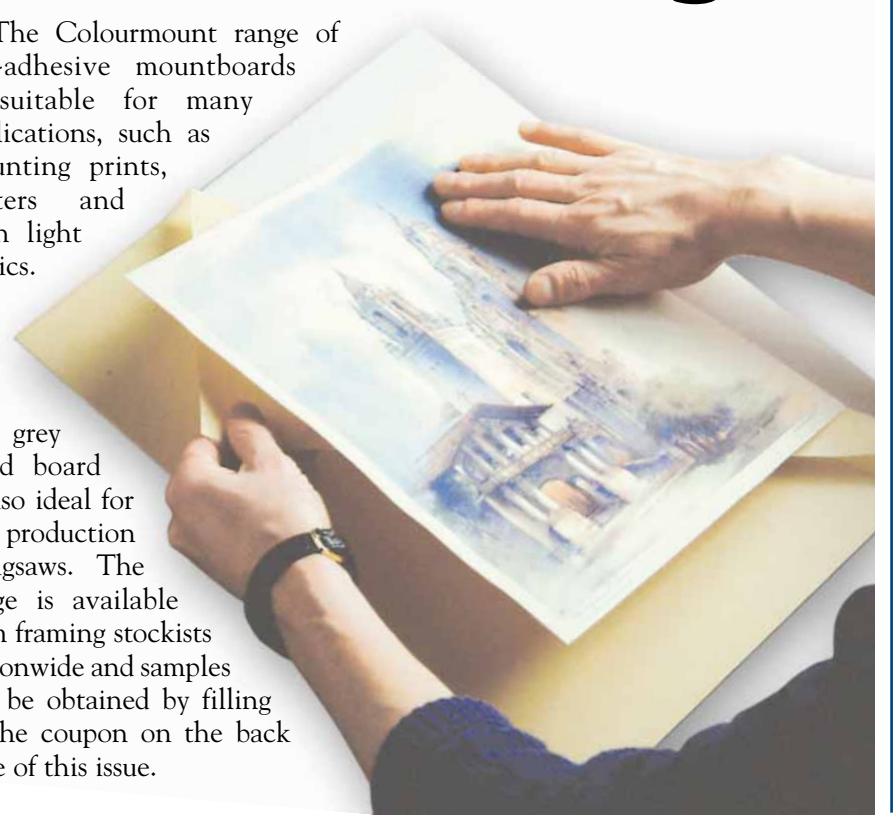
In addition to existing products such as Speedmount and self-adhesive, white lined, cream core board, Colourmount can now offer self-adhesive, grey core boards with either white or grey lining.

The new boards are available with white lining at 1500 micron thickness or with grey lining at 1200 micron thickness. Both are bulk packed on pallets in a sheet size of 1000 x 1200mm.

The simplicity of self-adhesive boards makes them incredibly economical to use and an effective alternative for framers who have no access to a hot press.

The Colourmount range of self-adhesive mountboards is suitable for many applications, such as mounting prints, posters and even light fabrics.

Our grey lined board is also ideal for the production of jigsaws. The range is available from framing stockists nationwide and samples can be obtained by filling in the coupon on the back page of this issue.



Educraft adds texture as well as colour to border rolls range

The Educraft range of border rolls continues to be one of our most popular products, with schools, nurseries and playgroups using them for more and more applications all the time. This year, we are adding to the range yet again, with the introduction of corrugated scalloped border rolls.

This exciting new product is ideal for a wide range of craft work, giving teachers and pupils the freedom to experiment with texture as well as colour.

Educraft's new corrugated border rolls have one straight edge and one scalloped edge and each roll contains 15m. Teachers can

choose from either an assorted pack of five colours (one roll of each of red, yellow, green, blue and black) or a metallic four-pack (two rolls of each of metallic silver and gold).

For more details, ask your usual educational distributor, or contact our sales office.



JV promotes synergy in LS Dixon Group

JV Synthetic Coaters, Slater Harrison's joint venture with Tullis Russell Coaters, has now completed its first full year of business and we are pleased to report that our confidence in the new venture was justified. Having completed a large number of trials to ensure that our range of coated synthetic products was fit for purpose, the company's coating machine has been running continually for the last six months of 2003.

The range of products produced by JV Synthetic Coaters under the Syn-Coat brand includes both clear and white film that is coated with speciality water-based formulations to provide specific properties. Virtually any colour can be achieved to match a customer's requirements, even fluorescent colours, for which we have found a niche market in bus destination blinds. Other successful markets include the horticultural industry, which has great demand for synthetic plant labels, and the digital printing industry, which uses inkjet coated synthetics for wide format outdoor banners and posters.

Syn-Coat products are not restricted to niche markets, however, and we have found that there is a great deal of crossover with some of our existing markets. A good example is in the decorative packaging and gift wrapping industry, where we have been undertaking some innovative work on filmic gift

wrap with coloured and pearlescent coatings. This stunning product is considerably more expensive than paper to produce, but offers an inspired addition to a high quality display of luxury gift wrapping. Another area in which we are discovering potential is in the use of synthetics for stationery and sales literature. Non-woven formats such as Tyvek® are very popular for envelopes and tags as they cannot be torn, but many companies are now using synthetics for business cards, literature and membership cards.

The LS Dixon Group actively encourages synergy between the businesses within the Group, and JV Synthetic Coaters is no exception. The new company has been working closely with Webmaster, developing self-adhesive synthetic stock, and we have enjoyed some success to date producing labels to withstand extreme temperatures and to suit applications requiring immersion of the label in liquid.

One of JV Synthetic Coaters' strengths is its ability to develop coatings for particular applications.

We always welcome enquiries from businesses with specific objectives and will work closely with customers to produce a coating that will achieve those objectives. If you are interested in how coated synthetics could be used in your business, please contact Mike Braddock or Carl Smallwood through our sales office.



Webmaster completes the move to Bollington



In our last issue, we announced the removal of Webmaster's administration and accounting departments to our Bollington site. This move was successfully completed and we will shortly begin phase two of the operation, which involves moving the equipment and other processes to Lowerhouse Mills. The entire Webmaster business will from then on be run from Bollington, allowing much greater consolidation of resources.

Ron Jones (pictured above), whom many of you will know as the selling face of Webmaster, has been promoted to General Manager and is leading the way in the development of new markets for our products. This year has seen some considerable success in the security market, where innovation is key to staying one step ahead of potential fraud.

Ron is pleased with developments at Webmaster, saying, "The move to Bollington will certainly improve our facilities, which will have a positive effect on our ability to meet growing customer demand. We are also working very closely with other companies within the Group to maximise synergies and a good example of this is the development of self adhesive pads and shapes for the automotive and security industries."

Exhibition previews for 2004

Not only are we exhibiting at our usual exhibitions early in 2004, we are also celebrating our 75th Anniversary with a series of open days. All are welcome, so for an invitation, contact Lynda Braddock on 01625 578909.

Paper World, Frankfurt, Germany
January 31st to February 4th 2004
Hall 4.3, Stand no. B50A (Aisle B)

SACA, Bologna, Italy
19th to 22nd February, 2004
Hall 29, Stand number A16

International Spring Fair, NEC, UK
1st to 5th February, 2004
Hall 2, Stand number C14

75th Anniversary Open Days
Bollington, Cheshire, UK
June 16th to 18th, 2004

Do you have everything



We offer a wide range of swatches and samples for all our products, including Educraft, Colourmount, Optimat, Centura Pearl and Colourcard to help you choose the right product for your business. You can order the items you need by simply completing and returning the form at the bottom of this page.



FAX or POST back for more information

Fax back to 01625 578972 or post to Slater Harrison & Co Ltd.
Lowerhouse Mills, Bollington, Macclesfield SK10 5HW.

Name _____

Company Name _____

Address _____

Country _____

Tel No. _____

Fax No. _____

Email _____

Please send me future issues of "In The Frame"

Please send me more information on the following:

Membership of the Fine Art Trade Guild

Please send me the following:

- Colourmount Printed Wall Chart
- Colourmount Mini Chevrons
- Colourmount Window Stickers
- Colourmount Speciality Mountboard Swatch
- Colourmount Self-adhesive A4 Sample Pack
- Optimat Mountboard Chevrons
- Double Value Mountboard Swatch
- Centura Pearl Paper and Card Swatch
- A4 Inkjet Sample Pack
- Day-Glo Paper and Board Swatch
- Day-Glo Copier Paper and Board Swatch
- Educraft Poster Paper Swatch
- Educraft Colourcard Swatch
- Educraft Foil Lined Papers and Boards Swatch
- Ingersley Coloured Ticket Board Swatch
- Ingersley Coloured Surface Paper - Bloom Finish Swatch
- Inglevale Display Board Swatch

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Web: www.syn-coat.co.uk

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Email: sales@webmasterltd.co.uk

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Tel: 0151 6472323 Fax: 0151 647 2111
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