



North Isles Industries (NII) Limited

Baltasound Airfield, Unst, Shetland ZE2 9DT - VAT Reg: 878 2285 78 – Company Reg No: 295805
Phone/Fax: 01957 711682 - E-Mail: nii9dt@btconnect.com - Web: www.niiltd.co.uk
Hours of Business: 0930 – 1500 Mon to Fri



17-Sep-11

Dear All,

NII Ltd has been going through a period of restructuring this year. For a variety of economic reasons our original Business model was not working and we were faced with either a radical change to how we work or to cease trading by the end of the year.

With that in mind I put together a new plan that effectively splits the company into two parts as follows:

1. Local

An entirely local operation that allows maximum flexibility with minimal over-heads. This allows us to carry out tasks such as Business Cards, Show booklets, Calendars and small multi part form orders. It also establishes the capability to produce a small number of forms to cover clients immediate requirements as necessary.

2. Outsource

- a. A larger production working with our preferred partners on the Scottish mainland. In this way any number of multi part forms (such as your own) or larger specialist orders can be printed at a reasonable price. Of equal importance, for the first time we can offer a definite time to delivery, direct to you the client. I believe this service offers not only a better product within budget but reduces our own overheads to virtually nothing. A cost saving that mitigates most of our financial problems in one move, and inevitably results in a cost saving to you.
 - b. As an indication of this new system in progress:
 - i. You ask for a print job
 - ii. We return the proof and quote to you.
 - iii. Once you agree the proof and authorise the job we pass it to the mainland
 - iv. When finished the job is dispatched via Shetland Transport to Lerwick
 - v. From Lerwick it is delivered direct to you.
3. In all instances I will be your primary point of contact allowing both you and me to be able to track the jobs progress from start to finish.
 4. I believe the proof of the pudding is in the eating, therefore; several of these jobs are in progress or have been delivered already with limited or no problems. As we do more the task is becoming even easier.

Using technology and capabilities to maintain jobs in Shetland

The most Northerly Printers in the United Kingdom

I hope this heads-up into our rebuild has answered any immediate concerns you may have. If on the other hand you have any queries or need any further explanation, please do not hesitate to contact me by email or phone.

I look forward to assisting you in the future.

Yours Sincerely,



Ian Richardson
Director NII Ltd.