

kosdown

we think in ink.





# Our Story.

## Creating First Impressions For Three Generations.

As a Kosdown client, you'll sense our underlying values from the outset. Kosdown first put ink on paper more than 40 years ago. Since then, we've repeated that process millions of times. When it comes to print, there's not much we don't know or haven't done.

From our humble beginnings as a family business, Kosdown has been evolving for three generations. Today we're a sophisticated, state-of-the-art pre-press, printing, finishing and distribution house.

While today's technology is radically different to back then, some things never change. Our values and focus haven't. Exceptional customer service and an unrivalled commitment to quality are still the cornerstones of our business. Our printing is still in-house, our directors are still fully hands-on, and we still give 100% to ensure every job enhances your brand reputation.

We're still a family-owned business with a big heart and have been for over 40 years.

# What we Print.

If you can think it, we can print it...

## Brochures

As the online space becomes ever more cluttered, brochures remain a great way to outline services and highlight your strengths. A great brochure will attract new customers and give existing clients a fresh perspective on your business.

## Promo & Point of Sale

We've created some amazing promotions and point of sale items over the years. Make your marketing dollars work harder with well thought out promotional and point of sale.

## Stationery

Caring about stationery probably isn't your life's work but why not take the opportunity to present your company in the best way? For stationery that emphasises professionalism we have a solution. Business cards, letterheads, envelopes, folders and more.

## Books

We print tens-of-thousands of books a year for businesses, schools and personal occasions. From small quantities produced on our digital press to large volume offset printed books, to elaborate hard-case leather-bound books with matching slipcases. Talk to us about your needs and we can also help with the layout.

## Posters

Well-designed posters catch the eye. On paper. On plastic. On foamboard, corflute, lightbox material, or direct to substrates like aluminium. Any sizes from A3 to A0 oversized. Whether it's 1 or 10,000 posters, the possibilities are endless.

## Stickers

Get creative with your sticker and decal designs. Stickers can be used for anything from Product Labeling to Wayfinding and Vehicle Signage. Or instead of standard stickers, print onto magnetic backing and turn your stickers into fridge magnets.

## Exhibition Displays

Don't settle for a boring stand at your next exhibition or trade show. Kosdown can help you plan, design and print a stand that will capture your audience's attention. Floors, walls, furniture, display stands and the brochures to go on them.

## Signage & Banners

As well as Exhibition Displays we produce a complete range of Signage and Banners. All sizes, all volumes, all materials. Make sure your message is always up to date with Outdoor & Coflute Signage, Vinyl Hanging Banners, or premium Pull Up Banners that can be reused with replaceable skins.

## Calendars & Diaries

Desk, wall & pocket calendars and diaries are great ways to keep your brand visible all year round. We can print your small run of personalised family calendars, or pocket diaries for every one of your thousands of workers Australia-wide.

## Plastic & Loyalty Cards

We take you from end-to-end in the card creation process. We can handle everything from design, data processing and despatch. Really, all you have to do is send us your spreadsheet! Speak to us about a monthly mailout of new-member cards with a welcome pack in branded envelopes—we will get it to Australia Post in record time.

## Binders & Presentations

Speciality boxes, presentation folders and packaging to ensure the perfect fit for your product. At Kosdown we can produce a single perfect box for a special presentation or a million cartons for the supermarket shelf. Over the past forty years we have worked with household name brands to build up a wealth of experience that we bring to every project—no matter how big or small.

## T-shirts & Clothing

Print your heart on your sleeve! Think in textures, think in colour, think in fabric. For events, staff uniforms, for fundraising or for sale. Apparel printing is done in-house at our Port Melbourne factory, using locally made and imported garments. We're experienced at printing on fabric, so you know your result will always be fabulous.

## Promo Items

Branded bags, printed pens, custom compendiums, bespoke badges and much more. Kosdown can print your brand front and centre on anything you like.

50M+  
BROCHURES

2M+  
POSTERS

35M+  
BUSINESS CARDS

750K+  
CALENDARS

21K+  
DISPLAY BANNERS



# What we Do.

We do the hard work so you don't have to.

## Bulk mail outs.

**Take the pain out of bulk mail. We speak 'Aus Post' as a first language.**

Kosdown specialise in the production and distribution of Unaddressed and Direct Mail. We know how to get your message in your customers mailbox fast, no matter how small or large.

**We will look after you every step in the way:**

- Book your job with Australia Post
- Print your envelopes
- Clean your mailing data
- Print your letterheads, postcards, brochures, flyers, membership cards & more
- Address and barcode your mail
- Insert with the brochures or flyers we've produced for you
- Pack it ready for lodgement, ensuring every Australia Post rule has been followed
- Keep you up-to-date on where your job is in the distribution process.
- We can even help with your post account issues

### Save money on your mail

Because we know Australia Post standards back-to-front, we will always advise you on areas where your costs can be reduced. Would you rather be paying \$1.10 or .71c postage on each promotional piece of mailing? Ask us about how to qualify for the Promo Post mail discount.

We don't have a minimum order quantity so whether you require a small and personalised mail-out to a select group of recipients, or you want to get something in the letterbox of everybody in your suburb or state, Kosdown can help.

We love tight deadlines and anyone who has ever used us knows that Kosdown can make the impossible happen. Talk to us about your next mailing job.

## Warehousing & Distribution.

### World-class and worldwide

As a true extension of your business, we can store, pack and send far more than just what we print for you. Think beyond ink and connect with a complete end-to-end supply chain solution.

### Distribution locally or worldwide

Kosdown can send your goods anywhere! We distribute all over Melbourne, Australia and the world. Locally, we have our own delivery vehicle and driver. This means that there is always someone on-hand to deliver your job, even at short notice. To distribute nationally and internationally we work only with top-tier freight companies, ensuring that reliability is never compromised. Everything we send out is trackable and reportable so you always know how your goods are traveling.

### Bulk stock warehousing service

Alongside the environmental benefits, our on-site warehousing facility allows us to order paper in bulk lots, and print in bulk lots, lowering the final cost to our clients. Not only is it cheaper to buy paper in bulk, it is also far more economical to print in bulk. Printing one run of 50,000 is cheaper and more environmentally friendly than printing 5 runs of 10,000, and our warehousing facilities allow us to store the additional material until you are ready for it.

### A complete end to end supply chain solution

From our warehouse we can manage the storage and distribution of all your goods – printed or not, and despatch them using our sophisticated pick and pack service.

Kosdown Printing can manage your entire supply chain in-house from beginning to end. Our warehouse has extensive storage and distribution facilities, which we offer to all our clients, whether they've used our printing services or not. We will assemble and package your goods to order, in any combination, before distributing them to your chosen destination. Our team will also monitor your stock levels, send you sales projections and even handle orders and customer enquiries on your behalf via dedicated phone lines or online—just a few less things for you to worry about. We can set your company up online so you can view your products, run stock level and usage reports and place your orders direct at the click of a button.



# Sustainability.

## What we save, saves us.

Kosdown are one of only a handful of printers in Australia to be certified by the Forest Stewardship Council®. FSC® is an international, non-profit organisation founded by, and representing the views of, environmentalists, social interest groups, responsible retailers and leading forest companies. Kosdown uses FSC paper with Chain of Custody certification from the forest to the mill, to the printer.

FSC standards ensure that environmental, social and economic needs are balanced, and that long-term forest management plans are implemented.

### On the ground, this means real benefits so that:

- Waterways are protected
- Wildlife habitat and species are protected
- High conservation value forests are preserved
- Forest management practices are monitored annually
- Pesticide use is reduced
- Worker safety and wellbeing is enhanced
- The rights of Indigenous Peoples are respected
- Communities are respected and valued

### Our ink saves water...

At Kosdown we have been committed to sustainable printing long before the environment became a talking point.

We were the first in Victoria to introduce water and chemical free plate making, and we only use 100% vegetable and soy based inks; technologies which save up to 150,000 litres of water a year, whilst being far safer for our staff and the environment.

We buy our paper and print in bulk lots wherever possible, reducing delivery and CO<sup>2</sup> emissions; resulting in cheaper and more environmentally friendly runs.

In 2020 we installed a massive solar array. Kosdown now returns more power to the grid than we use, even when running at machine capacity. What's good for the environment is also good business.

We are proud to say we will continue to embrace and develop further environmentally sustainable print practices for the benefit of everyone's future.

**Kosdown Printing have been committed to sustainable printing long before it became a talking point. To us sustainable printing is more than just being environmentally aware, it also makes economic sense and is a smarter way to do business.**

# 100%

NON-TOXIC VEGETABLE  
& SOY BASED INKS

# 100%

WATER & CHEMICAL  
FREE PLATE MAKING

# 97%

WASTE RECYCLED  
OR REUSED



# How we're Different.

## Family owned

We're not a franchisee, or part of a chain or multinational organisation. We've never been bought or sold, we have been continuously owned and run by the Downie family since 1981.

## Local

Kosdown are one of the few local printers committed to keeping jobs, manufacturing and skills within Australia. We also strongly support responsible forestry and local paper makers. Because the future belongs to all of us.

## Genuine

We have a real factory with real workers. We are not a backyard operation or a shopfront which outsources all its work to others. Best of all, every bit of our printing is done right here in Melbourne; there's no sending it overseas for a low-quality job!

## Stable

We have an incredibly stable team, many of whom have worked with us for a very, very long time! This means that you don't have to explain yourself over and over again to new people, plus we get to know your particular preferences.

## Flexible

We operate 24 hours a day, giving you a great deal of flexibility. We are renowned for our fast turnarounds and our constant communication with our clients.

## Accessible

Kosdown is one of the few printers left in the inner suburbs of Melbourne, in easily-accessible Port Melbourne, making press checks and face-to-face meetings convenient. In fact, we encourage our customers to come in and visit us, so we can show them the processes behind our printing.

## It's personal

We don't expect you to be a printing expert—that's what we're here for! Just bring us your idea or problem, and we'll work with you to find a solution. We give our customers immediate and personal attention. That's one of the advantages of working with a business that's not too big.

## Kosi Community

**Kosdown Printing has a proud history of supporting community events, organisations and grassroots sports teams.**

A proud member of the Port Phillip community since 1981, a recent project included a pop up playground install in Albert Park. Kosdown has supported a local cycling team since 2009, and we were involved in initiating and helping set up the RW Scholarship Fund in honour of a local community figure. We love our communities.

- ABC Friends
- Port Melbourne Football Club
- Port Melbourne Primary School
- Port Melbourne Neighborhood House
- Port Melbourne Historical Society
- Mordialloc College

# Awards

## Real Media Collective Winner

Kosdown was the 2019 Print & Finishing winner in the Real Media Collective Real Estate & Property category. This stunning sales brochure included debossing, foiling and a wrap-around sleeve.

## FSC Print Services Award

Kosdown has won the FSC® Australia Print Services winner in a category with stiff competition from Lonely Planet, K.W. Doggett Fine Paper and Scott Print.

## Port Phillip Business Excellence Award for Sustainability

This award acknowledges and celebrates the achievements of Port Phillip's most outstanding businesses. Kosdown was thrilled to be recognised for our sustainability initiatives.

## Silver Medal Printing Industries Craftsmanship Awards

We're running out of wall space to hang all the PICA awards Kosdown has won. Ask to see some of our award-winning print creations next time you're in.





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03 9646 1177 | [info@kosdown.com.au](mailto:info@kosdown.com.au)  
10 Rocklea Drive, Port Melbourne, VIC 3207  
[kosdown.com.au](http://kosdown.com.au)

**Sustainable Australian Print & Manufacturing**