

Welcome to Digital Print CIC

PrintYorkshire welcomes the UK's first Centre for Industrial Collaboration (CIC) in Digital Printing, which was recently established at the University of Leeds. Operating out of the University's world renowned Department of Colour and Polymer Chemicals, the CIC will be a one-stop-shop for printing and print related industries.

The Centre is headed up by Dr Long Lin, who has over 20 years' practical experience in the research and development of print and printed packaging solutions.

Digital Print CIC aims to help businesses improve profitability, enhance performance and give them the tools to flourish with digital technology.

The Centre can also help to integrate digital printing into a conventional printing operation and assist companies in the manufacturing of value-added products using digital technology.

The Digital Print CIC will oversee a wide variety of research projects, from anti-counterfeit print solutions and food packaging innovations, to the printing of bio-chemicals on blood glucose test strips for the health sector.

Congratulations on the launch of another business that has been set up to benefit our industry.



"PrintIT!"

has exceeded all our expectations. Our educational resource packs have been supplied to 545 schools across the country and nearly 23,000 students are learning about the printing industry by taking part in the competition. We have been working with PrintYorkshire to promote awareness of PrintIT! amongst print-based organisations in the Yorkshire and Humberside regions and a number of printers in the North East have signed up to "twin" with their local schools. Although the competition finishes at the end of December, we are still keen to speak to companies interested in working with their local schools which haven't yet been twinned" (see list of schools on right).

Steve Wicks
PrintIT! Project Manager

ProCo on show

Sheffield-based print production house, ProCo, unveiled its latest innovations for digital print at Showcase 2005.

ProCo recently moved to state-of-the-art premises in the regenerated Parkway area of Sheffield and has invested in the latest digital press technology to improve its offer to the three growth markets ideal for this service: web driven on demand production, manual production where on demand printing and print durability are strong features and photo related applications.

ProCo offers direct marketing solutions that are capable of merging creative and technical briefs for the advertising and design agency market and companies operating in CRM initiatives, direct marketing and data capture. They added considerable value to a very strong exhibitor base.

Graham Congreve, director of sales and marketing at ProCo, commented: "We were delighted to take part in Showcase. The digital print and direct mail market is seeing substantial growth and by raising awareness of our creative capabilities, PrintYorkshire will help us reach new clients and projects."

PrintYorkshire

NEWS in brief

PrintYorkshire was delighted to see Garnett Dickinson's Chairman, John Dickinson, receive a Lifetime Achievement Award at the Printing World Awards 2005. John has joined PrintYorkshire's Directors Circle.

Business Grants

- There has been a steady stream of grants over the year with a total of 43 applications.
- The total amount of funding given so far is £9,795.

Exhibitions

PrintYorkshire also attended North Print in January and Enterprise Week in November. Discussing "The Creative Gymnasium" of print-sector career opportunities, Enterprise Week was organised by Business Link South Yorkshire.

Printers interested in twinning within the Yorkshire region can apply through PrintYorkshire. A list of potential schools available for twinning is below. Please contact Steve Wicks on 01206 304 669 or email: printit@picon.co.uk

HUMBER

Vermuyden School, Goole
Cottingham High School, Cottingham
Beverley High School, Beverley
Headlands School & Community Science

NORTH YORKSHIRE

Brayton College, Selby

SOUTH YORKSHIRE

Handsworth Grange School, Sheffield

WEST YORKSHIRE

Salt Grammar School, Shipley
Almondbury High School, Huddersfield
Brigshaw High School, Castleford
Airedale High School Arts College
Castleford
Castleford High School, Technology College, Castleford
Birkdale High School, Dewsbury
Castle Hall School, Mirfield
Heckmondwike Grammar School, Heckmondwike
Crofton High School, Wakefield
Horbury School, Wakefield
Carleton High School, Pontefract

forum

PrintYorkshire FOR BUYERS AND SELLERS OF PRINT

SPRING 2006



VICTOR WATSON CBE, PRESIDENT OF PRINTYORKSHIRE WITH TOM RIORDON, EXECUTIVE DIRECTOR FOR STRATEGY AND POLICY, YORKSHIRE FORWARD AND PRINTYORKSHIRE'S ROBERT MCCLEMENTS PICTURED AT THE SHOWCASE OPENING CEREMONY

Book now for Showcase 2006

Following the tremendous success and demand for PrintYorkshire's event of the year, Showcase 2005, companies are already registering interest to book for this year's Showcase: 5th October 2006.

Showcase 2005 took place in October at the Royal Armouries, Leeds, as part of PrintYorkshire's commitment to bringing together buyers and sellers of print. The event, which hosted an array of international speakers, exhibitors and delegates, was completely over subscribed with more than 450 people having registered to attend on the day.

Supported by lead sponsor Yorkshire Bank and environmental sponsor the Robert Horne Group, top speakers included Jim Frey, Founder and Executive Vice President from the Print Industries of Northern California and Margi Dana, The US Goddess of Print.

Some 150 delegates joined the event's Great Print Debate for a topical discussion of a sensitive issue for the industry: print broking. PrintYorkshire brought together a selection of leading figures to lead the debate, including Yorkshire printer Martyn Duffield, Richard Taplin from international food giant Arla and Jason Cromack of leading print managers TripleArc.

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networking events

January Networking

West Yorkshire - 18 January
at Elland Road, Leeds:
HIGH PERFORMANCE TEAMS
Humber - 19 January
at Country Park Inn, Hull:
THE PEOPLE SIDE OF PROCESS
MANAGEMENT

South Yorkshire - 26 January
at Tankersley Manor, Barnsley:
MONEY FROM WASTE

Buffet and registration is 6.30pm for a 7pm start for all events - please contact Caroline Copley at PrintYorkshire to register: 01924 203338 or via PrintYorkshire's website: www.printyorkshire.com

networking success

PrintYorkshire has held a total of nine Networking Events throughout the year in association with the BPIF

Topics have been varied:

- Health & Safety
- The Impact of Large Investments on the Labour Market
- The people side of process management
- Virtual Enterprise Network (VEN) - The Printers Dream?
- Training and Careers
- Expense Reduction - A Success Story
- Training Your People AND Developing Your Business
- Selling and Marketing for Digital Printers

STOP PRESS

It's official - SHOWCASE2005 ground breaking success.

55+ exhibitors, 400 attendees, over £1million of potential business opportunities created

"We want to do it again, next year"



PrintYorkshire
FOR BUYERS AND SELLERS OF PRINT

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This project is part-financed by the European Regional Development Fund

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Watt-Gilchrist presented their customer service model for ASDA Walmart, whilst Toby Marchant, Managing Director of the Robert Horne Group led the "Profit from Environmental Awareness" session.

Print Industries of Northern California (PINC) is a long established association that has provided valuable development programmes for the industry in the US since 1932. PrintYorkshire wishes to emulate the success of PINC, which offers owners and employees' development programmes that will lead to successful and profitable businesses.

PrintYorkshire's Robert McClements, who directed Showcase2005 said: "We knew the Americans were at the cutting edge of our industry when we researched PINC last year and so we wanted to share some of their insight, but what we have been hugely impressed with is the response here in the UK. We have world beating technologies, right here in Yorkshire.

Businesses are going out and winning international contracts, because they are the best to do the job. This conference ended up also being about sharing information, learning and highlighting our own success as a region."

The day had a strong focus on how to maximise new technologies and 'new thinking' to create more impactful and more personalised communications, so that delegates and in particular buyers of print could be more targeted and ultimately more cost effective. Topics such as increasing response rates from 2% to 40% were discussed.

MetalFX demonstrated its new metallic printing inks and colours - a newly patented technology - whilst leaders in the field of digital printing such as Océ showcased how to create a more immediate and tailored direct marketing strategy.



THE GREAT PRINT DEBATE

To register interest in Showcase 2006 please contact Caroline Copley at PrintYorkshire on 01924 203338 or visit www.printyorkshire.com.

Networking events

Elland Road, Leeds, 18 January

HIGH PERFORMANCE TEAMS

High Performance Teams out-perform their rivals because efforts of the team members combine to produce results which exceed the sum of their individual efforts. Success in winning the Ashes did not happen by chance. The session will provide insights to your personal preferences and suggest ways in which they can be managed to improve your management team's chances of success. This is a practical seminar with a message for any manager who wants to improve performance - if you don't understand the potential you can't hope to achieve it."

The presenter will be PrintYorkshire's Robert McClements who has worked with High Performance Teams in a wide range of industries from service to manufacture - he has coached senior executives in the art of performance management and draws on his experience in sport to create an innovative and effective style. He is an Honorary Visiting Fellow in Business Development at Bradford School of Management, one of Europe's leading business schools and will draw on experience gained as Director of their Coaching Programme for the England & Wales Cricket Board.

**Country Park Inn
Humber Bridge, Hessele 19 January**

THE PEOPLE SIDE OF PROCESS MANAGEMENT

By popular request an opportunity for you to hear and join in a repeat of the lively session from renowned management trainers Dale Carnegie which was so well received at the May 2005 Networking Event at Elland Road.

The presenter will be Michael Barker. Michael is a multi programme trainer within the Dale Carnegie

Business and has been recognised worldwide as a top performing sales professional every year for the last 10 years. He has delivered over hundreds of workshops and seminars during a 15-year career with Dale Carnegie in Leeds. Currently the Regional Director for North Yorkshire and Humberside. Married with 2 sons and a passionate Bradford Bulls Rugby League supporter.

**Tankersley Manor
M1, Junction 36, Barnsley 26 January**

MONEY FROM WASTE

Print companies are faced with ever-tighter restrictions on waste management and clients who insist on suppliers who have sound environmental strategies. This session looks at how printers can turn this to their own advantage and find ways in which to make money from waste. Practical ideas and sensible strategies will be illustrated with real examples.

The presenter Dale Wallis has worked for the Printing Industry for 28 years. He started out as HS&E manager with company who manufacture newspaper magazine printing presses, responsible for the H&S and all environmental issues for a 12-acre site in Preston, installation for safety world wide, and product safety.

Dale achieved zero landfill over two year period by involving the waste management organisation and local authorities to either recycle, reuse and through waste minimisation.

Dale joined the BPIF four years ago and chairs the PIAC advisory committee and also sits on the Integraf committee looking at future European Legislation for the printing industry.

Training and Career Development Action Group - update following the Training Needs Analysis.

Excellence in region

South Yorkshire is right at the forefront when it comes to training and careers in the print industry. A seminar held in September brought the printing industry together to discuss training and careers issues at Tankersley Manor in Barnsley.

Since its last meeting in South Yorkshire, PrintYorkshire's Training and Careers Advisory Group (TACDAG) has been working closely with the Learning and Skills Council, Business and Enterprise South Yorkshire and Thomas Rotherham College, to put together a strategy to help fill the skills gap in the county.

Delegates heard about the Group's progress and saw a demonstration of Printdynamics: Sheffield printer Polestar's market-leading interactive training programme.

They also learnt about a unique staff recruitment initiative, JIGSAW. The focus of JIGSAW is on both employer needs and job opportunities for those wanting to start a career or find a better career. It aims to address the skills training and employment

needs of employers in the high growth sectors of South Yorkshire and deliver individuals trained in the workplace to employers creating new high-skill jobs.

PrintYorkshire Director Mike Hopkins explains:

"We've recognised for several years that the industry's continuous investment in new technology has had an impact on the skills levels of those we need to recruit. What we are looking for are high calibre applicants, particularly from schools, colleges and universities."

"We need to promote our industry as modern, dynamic and progressive, with varied career choices but well defined vocational and higher level qualifications such as NVQs, diplomas and degrees. As a result, we will be developing new activities that will match the opportunities in the industry to those people with the right aptitude and potential, who are seeking a rewarding career."

For more information about JIGSAW contact Kerry Moorcroft on 01709 300627 or kerry.moorcroft@thomroth.ac.uk

Profitable printers

December saw two major seminars in Wakefield and London to discuss the findings of two new reports for the print industry.

"Competitive advantage through customer service excellence" commissioned by PrintYorkshire and Vision in Print gives valuable insight into the relationship between customer service and profitability.

The presentations: "Who cares for the customer? Profitable printers do!" organised by PrintYorkshire, Vision in Print, the

BPIF and BSI were aimed at companies who wanted to learn more about improving their profitability through enhanced customer service. There was a waiting list for the well oversubscribed Wakefield event and some 100 delegates attended.

A new Kitemark scheme (PAS 75), developed for printing companies by the BPIF in conjunction with the British Standards Institution (BSI) and in response to the findings of both reports, has also been launched.

In response to the high level of interest, a series of workshops are planned in the Spring working with printers to discuss implementation of the report's findings. Early adopters are also being sort by PrintYorkshire for the new kitemark scheme

Showcase opens door for Pinders

Sheffield-based digital print experts Pinders was able to tell delegates at Showcase about their latest investment. The company has invested more than £300,000 in new print and finishing machinery that has been specially imported from the USA and Norway.

This pioneering combination of equipment will now allow Pinders to produce print work across a wide spectrum of promotional and marketing initiatives from personal work to huge advertising billboards and building wraps.

Visitors to Showcase saw a demonstration of the new capabilities of the investment with an image of a rocket launch printed on to a house door.

The machines are central to the company's ambitious expansion plans and job creation programme and attracted funding from Yorkshire Forward and Sheffield First For Investment.



Think big... Anna Chambers and Luke Knowles from Pinders in Sheffield show off their latest banner work