

Showcasing a reputation to be proud of

Showcase2006, The Print and Packaging Buyers Conference

Following its unrivalled success across the industry, PrintYorkshire has announced the final line up for this year's event, an expanded and enhanced exhibition and conference with speakers from Europe, the USA and UK for 2006.

Once again Showcase2006 has attracted huge interest from the industry at large, with ten major sponsors secured, over three-quarters of the exhibitor stands booked and a series of international speakers have confirmed. In only its second year, it has taken the UK print/packaging industry and the creative business community by storm.

Showcase2006 will be held at the Royal Armouries, Leeds, on 5th October 2006, comprising a contemporary and innovative exhibition and networking area, as well as a full-day conference for buyers and influencers running in parallel. The event is the UK's only dedicated forum for print and packaging, allowing creatives, buyers and sellers to come together, share ideas, best practice and new innovations.

It will provide a genuine opportunity for anyone involved in the design, specification or purchase of print / packaging to have a unique insight into the industry and many of the creative developments, new ideas, technological advancements and print opportunities on the horizon.

Conversely, it provides the ideal platform for anyone involved in the supply of print and packaging to demonstrate their skills and services to both peers within the region and buyers from all over the UK.

Showcase2005 was warmly accepted by representatives from many of the UK's better known brands and will make a welcome return in 2006. Elaine Pooke, Print Buyer for English Heritage testified: "Showcase 2005 was inspirational with speakers of high calibre, namely Margie Dana. I learned a lot at this conference and will definitely be there next year."



"It provides the ideal platform for anyone involved in the supply of print and packaging to demonstrate their skills and services to both peers within the region and buyers from all over the UK."

"Margie Dana was fantastic and I'd certainly like to see more of her style and flair at next year's event – I'll be there." added Darren Aldred from Matalan.

New speakers confirmed for 2006 include Lisa Palillo, Communications Marketing Manager at Hallmark Cards and Michael Hallinan from Northern Foods. Margie Gallo Dana – The 'US Goddess of Print' will be back by popular demand, and will be joined by the Corporate Communications Manager from US firm Analog Devices.

Showcase2006

- International speaker programme
- Network with 400+ peers
- 55+ suppliers sharing ideas
- **BUY. SELL. CREATE. ENJOY.**

show case 2006

Showcasing Excellence – 2006 Exhibitor List

Forecasted to be a sell-out, below is an indication of the companies attending this year's show. Visit the website to see a complete list of exhibitors – www.showcase2006.com

Acorn Web Offset Ltd

Adline

Best Cover UV

BPIF

BREW

BroCard

Business Link

CIC Digital

Cobbetts

Diji Print

Evolution

Faraday Packaging

Fastek

GF Smith

GRG Print

Haymarket

IMPRESS

Inprint Design

IPIA

J&G Environmental

Jigsaw

Kall Kwik

Kingsway

Leach Colour

Lick

Platinum Print

POD

Pomeroy

Printing.com

PrintYorkshire

ProCo

Océ

Rotaset

Ryedale

SCR Envelopes

Screen Print

St Ives Direct

White and Farrell

XL Training

Yorkshire Bank

Yorkshire Forward

Delegates put their topics to
speakers at Showcase2005



*Showcasing a reputation
to be proud of*

(continued from front cover)

The keynote speakers bring a breadth of insight from both across the industry and from both sides of the Atlantic. This mix of local and international speakers is set to provide a combination of wisdom from experience, top tips and future ideas.

Supported by Yorkshire Forward, the Showcase exhibition, allows companies to promote their services and demonstrate excellence whilst making new contacts and securing business.

Tom Riordan, Chief Executive of Yorkshire Forward, said: "PrintYorkshire's Showcase is exactly the sort of event we want to see creating real business opportunities in the region."

Richard Pilling, Print Buyer for The Colour Company said: "The speakers provided insight and wisdom from a global perspective. Showcase proved that innovation is alive in the Yorkshire Printing Industry. It was particularly refreshing to see buyers, Printers & Print Management companies mixing at the same venue, this new approach can only be good for the industry, long may it continue."

There are many success stories from 2005, including a fantastic opening for the Sheffield based printer Pro Co, for which Showcase was the catalyst.

Mark Schofield, Managing Director of Pro

Co, said: "We'll be back next year – at Showcase we were invited to join a preferred supplier list which will give us access to a Direct Mail/Digital account worth up to £1m each year. We had been targeting this account and this event has given us the opportunity we needed."

With this kind of positive result it is unsurprising that over a third of the 2005 exhibitors have reconfirmed. Fastek Printers is the latest company to reconfirm its presence.

Barry Singleton, Sales and Marketing Manager for Fastek, said "Fastek Graphic Services is delighted to be involved with Showcase in 2006. We found last year's event extremely useful in terms of generating new enquiries and we were able to socialise with many of our existing customers in a relaxed and enjoyable atmosphere."

Main sponsor, Yorkshire Bank, has once again confirmed its involvement and has already been joined by several repeat sponsors including PrintBuyer and two new titles at the Haymarket Publishing Group; PrintWeek and Packaging News. Yorkshire Bank's partnership as main sponsor indicates the financial value of the printing industry within the region. Mike Darlow, Managing Partner, at Yorkshire Bank, Tailored Financial Solutions commented: "Yorkshire Bank has worked together with

"We see the decision to sponsor Showcase2006 as an ideal way to raise the company profile and drive our marketing strategy forward"

PrintYorkshire from the beginning and is pleased to be main sponsor of Showcase for a second year. We are working closely with the print industry to help boost support and investment in the region's printers. There's real backing from many of the county's finest companies to help give our industry the investment boost it needs. "Additionally, new companies have already confirmed their support including; St Ives Direct, SCR Envelopes and Cobbetts.

Edward Welch, from SCR Envelopes, said: "We see the decision to sponsor Showcase2006 as an ideal way to raise the company profile and drive our marketing strategy forward. Although this is a new thing for us, the unquestionable success of last year's event and the new business opportunities it presents has filled us with confidence that the decision to sponsor Showcase2006 is the right one."

Mr Welch went on to say: "It's about time the printing community came together and talked more rather than battle against each other. Showcase2006 offers a great vehicle for this."

One such company to benefit is that of Dijji Print, one of the regions first and most forward thinking digital print companies who will be present at Showcase again this year, demonstrating their full range of services, latest ideas and new techniques.

"Showcase2006 will act as the ideal platform for us to promote our new leather effect embossed lamination. Dijji is the first company in the UK to offer this specialist lamination which is ideal for a diverse range of companies", commented Steve Cooper from Dijji Print.

According to Shaun Stanley, Managing Director of broCARD Ltd (part of The Printforms Group), specialists in patented, compact printed communications;

"Showcase 2005 provided the ideal platform in which to unveil broCARD's latest technology. In addition, by supplying the 'invitation to delegates' in broCARD format it allowed us to demonstrate innovative forms of retainable communication plus an opportunity to explain patent, copyright and trademark protection on our full range of products"

McClements concluded: "Showcase has an ever increasing presence and gravitas within the creative, print and packaging industries and is firmly making its mark as 'the Print and Packaging Event of the Year'."

Headline acts for Showcase2006

PrintYorkshire is pleased to announce the final line-up for this year's seminar programme with speakers from Europe, the USA and UK set to address, debate and discuss the printing industry's hot topics.



Margie Dana,
US Goddess
of Print

Including major players within the print and packaging industry, of particular note are Michael Hallinan, Strategic Procurement Manager for Northern Foods, Lisa Palillo from Hallmark Cards, Dawn Fitzgerald from The Environment Agency, Jeff Richards from npower and back by popular demand 'the US Goddess of Print' – Margie Gallo Dana.

The seminar programme has been carefully structured to appeal to anyone involved in the purchase of print or packaging, offering the opportunity to be inspired, learn from and network with peers.

Showcase2006 will take place at the Royal Armouries in Leeds, on 5th October 2006. The seminar programme is a full day running from 10.00 – 17.00 and is priced at £125 – Can you afford not to be there?

Speaker programme

- 10.00 Seminar One – Learning from the US**
Margie Dana, US Goddess of Print. Jill Connolly, Analog
- 11.00 Seminar Two – Effective Tendering**
Michael Hallinan, Northern Foods
- 12.00 Lunch Break**
VIP Opening Ceremony of Exhibition
- 13.00 Seminar Three – The Internet – Opportunity or Threat?**
Lisa Palillo, Hallmark Cards. Nicholas Green, Tangent Communications
- 14.00 Seminar Four – Environmental Seminar**
Andrew Hartley, Programme Director, Re-cycling Action Yorkshire
Dawn Fitzgerald, Corporate Designer, The Environment Agency
- 15.00 Break**
- 16.00 Seminar Five – The Great Debate**
Hosted by PrintBuyer, Showcase2006 is delighted to confirm that this year's debate allows buyers from the US and Europe to share the stage, their knowledge and expertise.

Hear first-hand from each of these individuals their views, discuss the issues and fuel the debate yourself. This session will conclude the speaker programme and will no doubt act as a lively finale.
- 17.00 The Entertainment Networks Session**
FEELING IRIE?
Be entertained, fed and watered, as this unique event changes format. The Entertainment Networks Session will act as the grand finale to this year's event, offering everyone the opportunity to meet old colleagues and make new contacts whilst enjoying a drink, complimentary food and entertainment – Caribbean style!
- 18.00 Close**

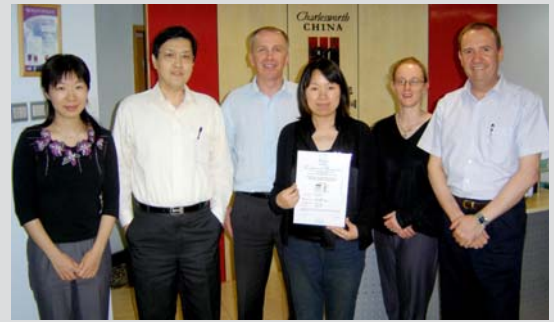
Official launch of the Printer's guide to Waste Management

Make a note in your diaries to be at the official launch of the PrintYorkshire's Printer's guide to Waste Management at Mitsubishi Lithographic Presses Ltd in Leeds, on the evening of the 11th October. All attendees will be presented with a free copy of the guide.

This booklet has been produced to provide all those within the printing industry who are concerned with waste and its management, with an easy guide to minimising printing waste and to the many and various regulations with which our industry has to comply. It is intended that this publication will make the waste manager's life a little easier providing a summary of the waste regulations which are currently in place in England & Wales. There is also a useful checklist to make sure you do not miss any of your obligations.

There will be a reception buffet after which PrintYorkshire's Chief Executive Robert McClements and PrintYorkshire's President Victor Watson CBE DL will give presentations as well as speeches from the hosts Mitsubishi Press. A short tour of the presses will be available to attendees following the presentation.

For more information on the launch or to register your place please contact Caroline Copley at PrintYorkshire on **01924 203338** or email **Caroline.Copley@printyorkshire.com**



Graham Lawley and the team receiving the ISO certificate in China. Pictured from left – Xiaoying Chu of Charlesworth China, Shieng Ngak Hiong, Graham Lawley, Tao Tao, Amanda Laverick also of Charlesworth China and Brian Sainsbury.

Charlesworth receives ISO seal in both UK and China

Well done to The Charlesworth Group for achieving the ISO 9000:2001 quality standard at both its UK and China operations. The Wakefield printing and book binding plant produces perfect and case bound work for clients including publishers, Government depts, not for profit and commercial organisations.

Chief Executive Graham Lawley said, "The fact that we have achieved ISO status in both our locations across two cultures is a huge credit to all our staff and demonstrates our ongoing commitment to quality."

The Charlesworth Group employs 115 staff in its UK printing and binding operation plus 120 in its wholly owned typesetting production office in Beijing, China. The Group also has also a sales office based in Philadelphia, USA, promoting the services offered through Charlesworth China.

Yorkshire's Printing Companies – 30% discount

PrintYorkshire will again be gaining region-wide profile for Yorkshire and the Humber and has negotiated a 30% discount on advertising rates. During September Sheffield Newspapers will be publishing within its Business Supplements, an editorially led focus on Yorkshire's Printing Companies appearing in the Sheffield Star on 13 September and Sheffield Telegraph on 15 September.

The supplement reads like a who's who of the printing industry and is a great way to celebrate some of the successes in the region. To support the supplement you should contact: Edward Cavanagh on **0114 252 1367** or email **Edward.cavanagh@sheffieldnewspapers.co.uk**

Looking to the future

The entire Garnett Dickinson Group has now completed its move to Manvers in Rotherham as part of the £20m investment in South Yorkshire. The 125,000 square foot site is one of the most technologically advanced in the country for example: automatic light sensors in the building to power the plant when required and recycling heat from the dryers to reduce unnecessary wastage at the premises.

A warm welcome

PrintYorkshire would like to welcome Paperworks' new manager Emma Holland to the Printing network. Paperworks, based in Harrogate, provides crucial work experience and training to people with a range of learning or physical disabilities. Trainees gain valuable experience of working in a commercial environment by helping to deliver 'print-finishing', packing and mailing services which benefit a range of private and public sector businesses and local organisations.

I Choose... Print

I Choose... has been developed in association with Business and Education South Yorkshire in order to encourage new blood to the printing industry.

Part of a series of individual sector career pathways developed after consulting with 16 -19 year olds about education and careers, it will act as a direct link into local business and answer questions such as:

- Which qualifications do the Printing sector employers' value?
- Why are the key skills taught in schools so important to employers?
- What career progression opportunities exist in this sector locally?
- Where can I access the training and courses the employers value?

South Yorkshire's CEG Development Manager Keith Glanvill comments: "I Choose aims to be a flexible, local employer-led framework that dispels myths and updates people's knowledge about jobs, skills requirements and local career opportunities, designed to make individuals think about taking control of their personal situation by making informed choices and driving their own success."

In September, 500 binders each containing over 110 pages of sector and local company information will be provided free to all secondary schools around South Yorkshire and 15,000 introductory booklets will be issued to every pupil aged 14 upwards so that they can take a copy home to discuss with parents or guardians.

A PDF of this document will be made available on the Business and Education website at **www.be-sy.co.uk**



Networking with a new concept...

PrintYorkshire's next round of networking events will take place in November across Yorkshire and the Humber, providing a great opportunity for all print company managers and directors to learn from the experts.

Events during this autumn and winter will follow a new concept with a planned programme from November to May. As a result of member feedback, there will be a strong focus on business growth and cost reduction and CRM techniques.

November's networking events will take place at the following venues:

- West Yorkshire – Oulton Hall, Leeds (Jct 44 M1)
- South Yorkshire – Tankersley Manor, Barnsley (Jct 36 M1)
- Humber – The Country Park Inn, Hessle (Nr Humber Bridge)

Delegates attending this programme of events will learn about:

- Marketing and aggregated purchasing techniques, including a chance to discuss current and future markets and aggregated purchasing issues including energy, insurances and also how to obtain government grants.
- Lean manufacturing methods and what they can do for your business including the role of the industry's own specialists ViP
- The role of E Commerce in the sales front line
- How CRM can not only help you retain customers but also be used as a hidden sales force
- BPIF core services including HR and HSE and how they can help you save money

The BPIF and PrintYorkshire have pooled their resources for the first time to come up with this new exciting programme, to find out more about the joint networking events please contact Caroline Copley at PrintYorkshire on **01924 203338** or Rachel Burland at the BPIF on **01924 203336**. Alternatively visit our websites to keep up to date with the programme www.printyorkshire.com or www.britishprint.com

A Royal welcome for PrintYorkshire

Chief Executive of PrintYorkshire Robert McClements recently met with HRH Prince Charles and Camilla Duchess of Cornwall at Buckingham Palace, following the collaboration between PrintYorkshire and the Prince's Trust to offer valuable industry work placements to young people in Yorkshire.

The Getting into Print initiative aims to help support young people introducing them to the print sector, developing vocational skills therefore opening up employment opportunities. This is achieved by practical work experience with selected Yorkshire print firms. If you would like to participate in the initiative, please contact Caroline Copley on **01924 203 338** or email caroline.copley@printyorkshire.com



Pinders go on a mini adventure

Sheffield based digital print experts Pinders will be creating a buzz around Yorkshire with one of their latest methods of technology: smart vehicle graphics. The company has used high spec print and finishing machines to transfer creative ideas onto 'Mini Ones', transforming the vehicles into promotional tools that are sure to be spotted on the road.



PiP advice at Showcase from SCR

Showcase sponsor SCR Envelope Solutions has recently invested over £500,000 in new, revolutionary overprinting equipment which is attracting direct mail specialists, marketing, print management and finance companies, which need bespoke envelope printing solutions.

Marketing Manager Karen Forsyth comments: "The new technology allows us to overprint onto matt coated envelopes and perfect four back one colour envelope printing in one pass. This was previously unachievable via overprint. With the recent introduction of Royal Mail's Pricing in Proportion (PiP) we're expecting to see a rise in the use of C5 envelope printing on our machines due to their cheaper mailing cost. At Showcase we'll be explaining the benefits of our new equipment as well as offering visitors advice on Royal Mail's recent introduction of Pricing in Proportion (PiP), demonstrating how SCR and our innovative solutions can help companies meet the challenges PiP may bring."

JUST CONFIRMED JUST CONFIRMED JUST CONFIRMED

Vision has just signed up to exhibit at Showcase2006

St Ives Joins the Party

St Ives Direct, one of the UK's leading suppliers of commercial print, mailing and related services to financial, media and commercial markets has announced its support of Showcase2006.

The £450m group, which operates in the UK, Europe and US, is to sponsor The Entertainment Networks Session, which acts as the grand finale to this year's Showcase agenda providing all attendees the opportunity to network whilst being fed, watered and entertained – Caribbean style. Steel band, beach babes, beer and BBQ offer a flavour of what this year's party has to offer.

"Showcase will act as the first step towards raising our profile both on our doorstep and nationally. As a key player in the UK with a strong foothold in Yorkshire, it is important for us to not only support PrintYorkshire, but help raise the profile of the region as a centre of excellence", commented Dave McGolpin, Divisional Managing Director.

Russell Thomas, Sales Director went on to add "Never before have we had a vehicle through which we can promote our breadth of services nationally whilst supporting our strong local partnerships. At Showcase we will be demonstrating the full range of St Ives Direct services including: digital, print, graphics services, photography and sheet-fed printing. Our philosophy is to consistently invest in a better service, which is exactly what we aim to show in October at the Royal Armouries".



Lean techniques achieve National success

Congratulations to Northend Creative Print Solutions and Loxleys Print – both based in Sheffield for jointly winning national Best Lean Printer at the recent BPIF 2006 Excellence Awards. Northend was one of the first companies across Yorkshire and the Humber to benefit from PrintYorkshire's training and business development grant initiative and used their £1000 grant to fund lean manufacturing technique training.

PrintYorkshire's Chief Executive Robert McClements says: "Our region's printers have excelled once again and we're delighted to see our grant initiative play its part in lean manufacturing success for the industry."

For further details of PrintYorkshire's grant scheme please contact Caroline Copley at PrintYorkshire on **01924 203 338** or email caroline.copley@printyorkshire.com

BRINGING THE PRINT INDUSTRY TOGETHER

Thursday 5th October, Royal Armouries, Leeds

In 2005, the print and packaging industry experienced a new forum which brought together buyers and sellers. The result, Showcase, exceeded all expectations and was undoubtedly a huge success, endorsed by many of the leading industry players.

The aim of Showcase2006 is to tackle topical issues, create debate, showcase excellence and enable professionals like you to network.

SOMETHING FOR EVERYONE

Inspiration from around the world

With speakers already confirmed from both sides of the Atlantic, the seminar programme will appeal to anyone involved in the purchase or specification of print and packaging. It offers the opportunity to be inspired and learn whilst networking with peers.

Excellence in Print and Packaging

The Showcase exhibition, a sell-out in 2005, offers buyers the opportunity to see the diversity, quality and breadth of print, packaging and related services within the region and beyond.

show case 2006

THE PRINT & PACKAGING BUYERS' CONFERENCE

**THE PRINT & PACKAGING
BUYERS' CONFERENCE**

BUY. SELL. CREATE. ENJOY.

Can you afford not to be there?

Exhibition tickets £10 + VAT
Seminar tickets £125 + VAT

For further information contact the events team today:

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www.showcase2006.com

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