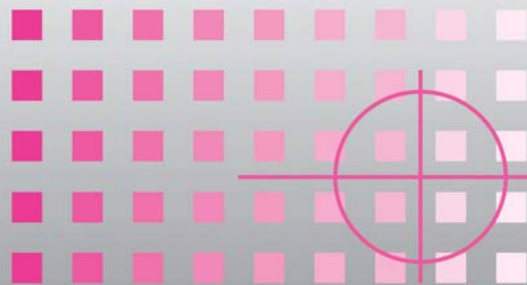


forum



PrintYorkshire

FOR BUYERS AND SELLERS OF PRINT

SUMMER 2006

Showcase2006 The Print and Packaging Buyers' Conference

Following the phenomenal success of the FIRST ever UK print buyers' conference, Showcase2005, PrintYorkshire has announced an expanded and enhanced exhibition and conference for 2006.

Showcase2006 will be held at the Royal Armouries, Leeds, on 5th October 2006 and will comprise of a contemporary and innovative exhibition and networking area as well as an extended programme of speakers, including; Michael Hallinan, Strategic Buyer for Northern Foods UK, Margie Gallo Dana – The 'US Goddess of Print' and Jill Connolly, US Corporate Communications Manager, Analog Devices.

The event is the UK's only dedicated forum for print buyers and sellers, – allowing them to come together and share best practice and new innovations. It will provide a genuine opportunity for anyone involved in the purchase of print to get a truly unique insight into the printing industry and many of the potential new ideas, technological advancements and print opportunities on the horizon.

"The event is the UK's only dedicated forum for print buyers and sellers."

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**
BUY. SELL. CREATE. ENJOY.

Can you afford not to be there?

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

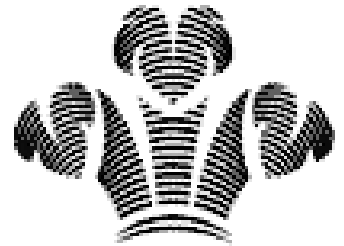
For further information contact the events team today:

Showcase2006
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E: info@showcase2006.com
www.showcase2006.com

PrintYorkshire has teamed up with the Prince's Trust to provide an opportunity for companies in printing and related industries such as creative and design to fund young people keen to enter the industry, encourage printers in the region to provide work experience for 12 young people; to help introduce them to the sector, develop their vocational skills and open up employment opportunities.

"Companies who are looking to recruit young enthusiastic and bright people have the opportunity to meet potential recruits through our Prince's Trust initiative."

PrintYorkshire seeks printers for the Prince's Trust



Prince's Trust

Printers in Yorkshire and the Humber are being urged by PrintYorkshire to provide opportunities for young people between the ages of 16 and 25, to provide one week of work experience as part of a three week programme.

Senior Executive at PrintYorkshire, Robert McClements said: "We've agreed to help the Prince's Trust initiate this worthwhile opportunity and hope that printers in the region, who feel they have something to offer, will come forward. At the same time they will have a chance to meet a potential enthusiastic recruit.

The programme will include team building activities, training and awareness sessions, the development of softer skills like confidence building, a challenging placement and the opportunity to earn certificates.

Robert continues: "During the programme the young people should be offered the chance to gain certificates or qualifications, which could take the form of a one day health and safety course, basic or key skills development or short courses accredited by organisations within the field. Emphasis must be placed on what the young person can show for their effort at the end of the course. "We hope many printers in the region will contact us for further information or to discuss, without

obligation, this worthwhile and important programme."

For further information about the Prince's Trust programme contact Caroline Copley at Print Yorkshire on 01924 203338 or caroline.copley@printyorkshire.com.

PrintYorkshire, a partnership between Yorkshire Forward and the British Printing Industries Federation (BPIF), is part-funded

by the European Regional Development Fund. It aims to ensure that the print and packaging sector in Yorkshire and the Humber maintains its position as a major national player, builds upon its successes and excels as a key business cluster in the region, by sharing best practice, encouraging training and development, seeking out funding and enhancing networking opportunities.



Blue Sky Thinking

When a well-meaning lawyer told John Buffoni: "wrong industry, wrong location" it's a good job he wasn't a gambling man.

Ten years later, The Ryedale Group in the picturesque North Yorkshire village of Kirkbymoorside, is one of the UK's most innovative print companies, with a client base which reads like a who's who of top retailers, manufacturers and finance companies.

Now taking his place as a member of the PrintYorkshire Directors' Circle comprising the heads of print and packaging firms across Yorkshire and the Humber, Ryedale's Managing Director John Buffoni says that "blue sky thinking" is one of the keys to success.

"This is a beautiful village in a magnificent county and when I need inspiration there is no better place," said John. "My strategic planning meetings and business discussions with customers often take place right here, overlooking the rolling hills and countryside – weather permitting of course. Time is precious and this is a dynamic, fast-changing industry, but you need to allow yourself blue sky thinking time if you are going to pre-empt and continually exceed the demands of your customers. Strategic planning is vital and you need to train and develop your teams to implement that strategy and stretch your potential."

John has studied at the Cranfield School of Management and at an early stage in Ryedale's development took the decision to appoint a non-executive Chairman to help steer the Group's growth and business mentoring through nationally-renowned specialist Greg Tunesi.

"The Klauser programme teaches you that you can achieve what might seem impossible, by constantly initiating conversations which create relationships and drive change," he said. "That has been the hallmark of our continued expansion and is something our region's print industry could and should embrace to all our benefits. You can achieve more as a group than you can individually. It isn't rocket science. So the more we can learn from each other and get together to develop new business opportunities and markets, the more mutual benefits we can all enjoy. We shouldn't be afraid to have conversations with each other which create new relationships and drive change across the industry."

The Ryedale Group developed specific expertise in printing on numerous plastic substrates, creating innovative solutions for a range of products including promotional items, point of sale, and direct

mail. The company leads the market in printed plastic plant labels for garden centres and homestores, including B&Q and Homebase and is also now Europe's biggest producer of fixed line pre-paid telephone cards and gift cards.

Not a firm to stand still, Ryedale is now developing new markets with its investment in state of the art software for lenticular print, opening new opportunities in point of sale for retail and financial services sectors.

The Ryedale Group was one of the first companies in the region to take advantage of PrintYorkshire's practical and financial support to adopt "lean manufacturing" techniques. Delivered in partnership with independent industry forum Vision in Print and the Yorkshire and Humber Manufacturing Advisory Service, the process aims to radically improve efficiency and profitability by eliminating waste in every area of production.

"The Ryedale Group was one of the first companies in the region to take advantage of PrintYorkshire's practical and financial support."

"We have seen clear productivity benefits and improved customer service," said John. "It has enabled us to take on more business and compete on a global basis."

PrintYorkshire's senior executive Robert McClements said he was delighted that John Buffoni was adding his voice to the initiative's Steering Group.

"We are very fortunate to have someone with John's vision and leadership joining our Steering Group," he said. "He combines the latest business philosophy with innovative business planning and manages to release the creative ability of his team, through new thinking, training and development, realising real competitive advantage as a result. It is no coincidence that The Ryedale Group is one of our region's most successful printing companies."

Part of the Team

Leeds based creative design agency Spiral has been selected as PrintYorkshire's creative partner for the upcoming Showcase 2006 event.

"We rely heavily on the progressive development of our local printing industry, and look forward to being part of yet another successful Showcase."



Simon Turner, Managing Director at Spiral commented "We are delighted to have been chosen to be part of the team that delivers this prestigious event.

"As a well established agency we rely heavily on the progressive development of our local printing industry, and look forward to being part of yet another successful Showcase."

Spiral specialises in a range of creative sectors including corporate communications and brand development for B2B, B2C and publishing.

To find out more please contact Simon Turner on 0113 204 1500 or by email at simon@spiralcom.co.uk

Another Leeds first

Leeds based Best Cover UV has invested in the UK's first dedicated offline coater.

The Heidelberg CD102 LYLIX can coat up to 15,000 sheets per hour with the option of creasing, perforating and die-cutting in-line on the same pass at the same speed enabling them to specialise in high-volume, fast turnaround periodical work.

STOP PRESS • STOP PRESS • STOP PRESS • STOP PRESS • STOP PRESS • STOP PRESS

New sponsor sealed

Showcase2006's prestigious portfolio of sponsors has been joined by SCR Envelope Solutions Ltd.

Based in Leeds and founded in 2000 SCR specialise in providing a seamless envelope printing service to direct mail, stationery, transactional and B2B markets. Utilising litho overprint, flexo and flatsheet conversion processes, SCR provide quality printing solutions to a range of clients and Blue chip companies.



Massive Mosaic Dominates Sheffield Skyline

Sheffield-based Pinders supplied and printed all the paper tiles to help students from the University of Sheffield put up a huge daffodil design in the windows of the Arts Tower, Western Bank to celebrate the twentieth anniversary of cancer charity Marie Curie Cancer Care.



The eye-catching design uses more than 1,000 square metres of unique paper tiles in every window to make up a massive daffodil mosaic on the 255-foot high, Grade II listed building.

The design highlights Pinders' print capacity to provide bespoke solutions to large print jobs.

Successful CRM sessions

Printers were offered an insight into profitability at customer service workshops on Tuesday 13 June in London and Wednesday 14 June in Wakefield. The workshops were organised by PrintYorkshire, Vision in Print, and the BPIF to help print and packaging companies improve their profitability through enhanced customer service.

Associate Consultant for the BPIF, Tim Wilkinson, hosted the seminars which highlighted the key techniques and processes involved in improving customer service including gathering information from customers, achieving effective communications and conflict resolution and negotiation.

Networking Success

PrintYorkshire has held a total of six Networking Events so far this year. The networking events in January and May proved to be a great success and provided a great opportunity for over 100 print company managers and directors to learn from the experts about topics such as high performance, making money from waste and the people side of process management.

Topics covered so far:

- High Performance
- How to make money from waste
- People side of Process Management
- IPEX de-briefing
- Launch of the Digital Printing CIC

Next round of Networking Events

Printers are advised to keep November clear in their diaries for the next round of PrintYorkshire networking events. Dates to look out for so far include: 1st, 2nd and 9th November. Topics will be confirmed at a later date.

For more information or to register your interest for the next networking sessions contact Caroline Copley at PrintYorkshire on 01924 203 338 or email caroline.copley@printyorkshire.com.

broCARD scores World Cup success

Yorkshire based broCARD has been enlisted by MasterCard to produce more than 400,000 fan packs specifically for this year's World Cup.

Specialists in patented compact printed communications broCARD designed 3 printed documents to complete the pack; a referee's card, a multi folded tournament schedule and a bespoke passport, accompanied by a specially manufactured clear vinyl wallet and a lanyard to carry the pack around the supporter's neck.

Translated into 5 languages, more than 400,000 fan packs were produced and independently packaged for bulk distribution to the FIFA/MasterCard appointed ticket distribution company in Germany, as well as individual purchasers of World Cup tickets in each of the 5 continents.

All 12 Stadiums to be used during the World Cup plus MasterCard main offices throughout the world were sent supplies for corporate and VIP entertainment.

The project was worth in excess of £250,000 to broCARD a member of The Printforms Group.

broCARD Group Director Shaun Stanley commented "We worked hand in hand with the Big Group, MasterCard's communications agency, in overseeing every challenge both MasterCard and FIFA set. We'd like to encourage Yorkshire printers to approach us with a view to looking at new markets we can target together."

broCARD unveiled its latest technology at last year's Showcase, attracting particular interest in its ability to make sure companies do not infringe on patents, copyright or trademarks.

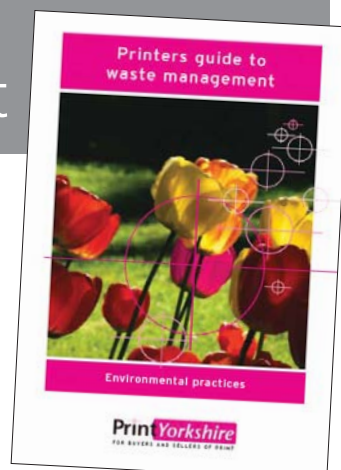
For more information visit www.bro-card.co.uk.



Printer's Guide to Waste Management

An essential 32 page booklet providing a simple guide on how to minimise waste will be officially launched on 23rd September 2006 at a reception hosted by Mitsubishi Press.

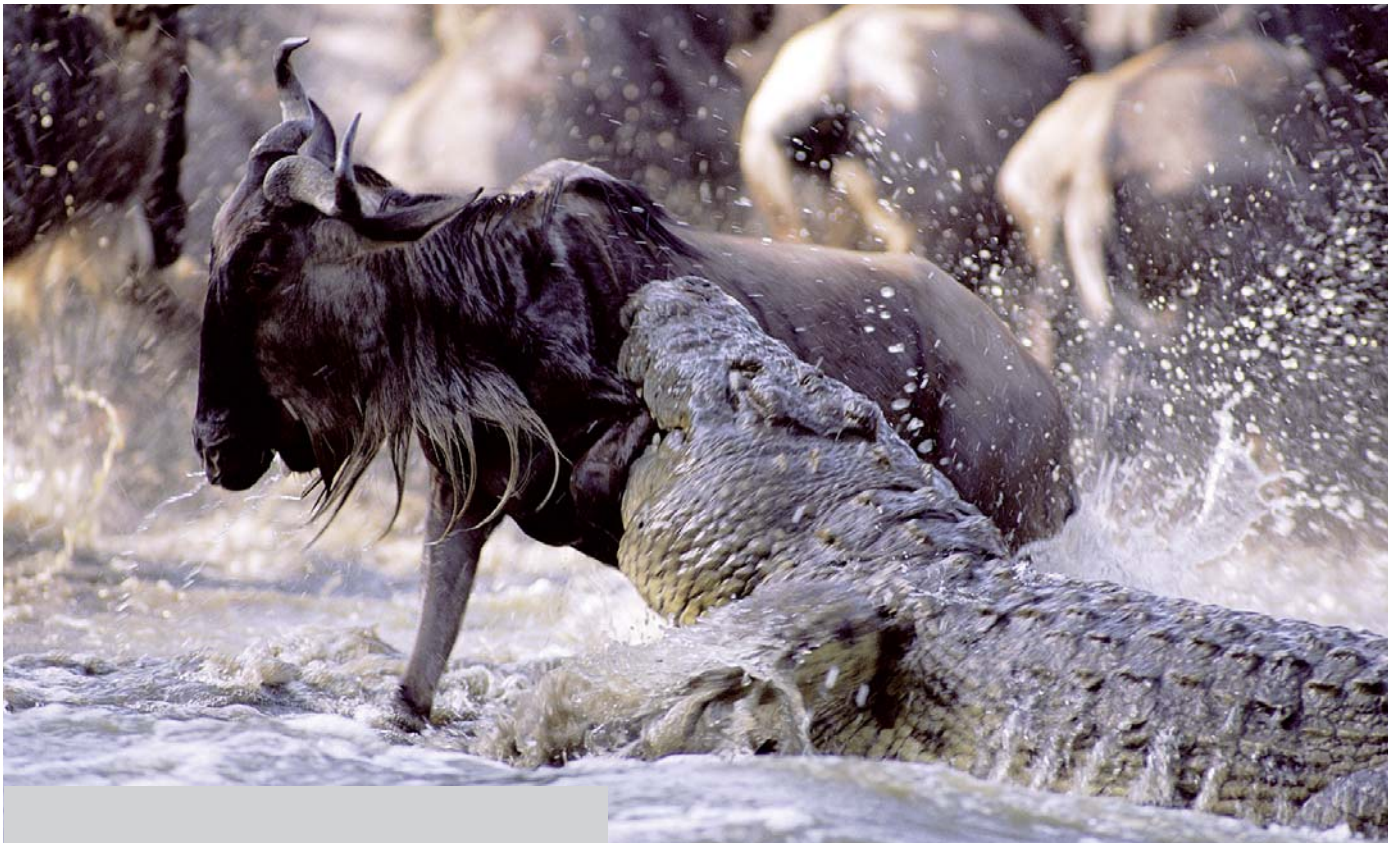
There are a limited number of advertising spaces left. For further information please contact Caroline Copley on 01924 203 338 or email caroline.copley@printyorkshire.com



ProCo thanks

Support for PrintYorkshire took on an extra dimension at IPEX this year when Proco produced an innovative handout promoting PrintYorkshire's service.

The press-out leaflet builds into a 3D Panorama. For more information please contact Caroline Copley on 01924 203 338 or email caroline.copley@printyorkshire.com



Garnett Dickinson goes Green for 'Planet Earth'

Garnett Dickinson Print sponsored the paper for a special wrap-around cover to promote the BBC's flagship wildlife series Planet Earth, on the BBC's weekly in-house magazine, 'Ariel.'

The wrap-around was an opportunity to demonstrate Garnett Dickinson's commitment to printing on environmentally friendly papers so the team featured this stunning picture entitled 'the jaws of death' (above) which was printed on Novatech 130gsm gloss paper.

The company prides itself on only purchasing paper from sustainable sources and has recently gained a Forestry Stewardship Council (FSC) Chain of Custody accreditation. Garnett Dickinson is one of only a handful of printers to be awarded this accolade. The company has also held the ISO 14001 Environmental accreditation since 2002.

Enterprising Printers invited to join PrintYorkshire Steering Group

PrintYorkshire is working in partnership with Business Link South Yorkshire, the Learning & Skills Council, ProSkills, JobMatch and Sheffield First For Investment to deliver its training and development initiatives and is seeking enterprising print firms across the county to join its Employer Steering Group.

Comprising a mix of small, medium and large printers, it will be chaired by Tiffany Barker, Assistant Chairman of Garnett Dickinson, who also chairs PrintYorkshire's training and development action group. The role of the Steering Group will be to identify training providers capable of delivering to the standards required, to contract with them, evaluate the quality of the outputs they deliver and to review course content to reflect the needs of the print sector. Advice and support will be available to the Steering Group from the Learning & Skills Council, and ProSkills and BPIF.

For more information please contact Caroline Copley at PrintYorkshire on 01924 203 338 or email caroline.copley@printyorkshire.com



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