

## Business Networking events score a major hit

Thanks to a series of exciting events organised by the BPIF and PrintYorkshire, companies throughout the Yorkshire region are reaping the rewards of networking.

Acting on advice shared at a recent Business Networking for Printers event, Leeds printer John Blackburn made operational changes that will save the company £200,000 per year. And many more are following suit.

Print Yorkshire Chief Executive Robert McClements was pleased to hear that networking has had such a positive impact.

"These events were filled with innovative ideas and practical advice that people were able to apply to their businesses. It's really no surprise that companies are now enjoying the benefits of attending."

First introduced in November 2006 as a networking event for up to 20 key delegates, Business Networking for Printers soon grew in both reputation and popularity.

Word of mouth quickly spread and by the time the third networking evenings were held during May 2007, the number of attendees had almost trebled. Beziers alone sent eighteen members of their management team.



BPIF's Mike Hopkins - attendance up by 30%

Key industry figures covered topics such as Marketing Strategies, Better Buying, Lean Manufacturing and Customer Relationship Management during separate events at venues in West, South and East Yorkshire.

The highlight was undoubtedly the contribution made by independent print consultant Tim Wilkinson.

"Delegates were still talking about Tim's impact weeks after the events," said BPIF's Mike Hopkins. "His knowledge, experience and insightful solutions to the problems faced by our entire industry were priceless."

PrintYorkshire and the BBIF intend to build on the successful Business Networking for Printers with similar events to be held later this year.

For more information, or to book your place, please contact caroline.copley@printyorkshire.com.

### HOT PRESS Autumn Networking Dates

**WEST YORKSHIRE**  
Oulton Hall, Leeds  
Wednesday 7th November 2007  
5.30pm Buffet & Registration  
6.00pm Presentations  
7.30pm Opportunity for further networking

**HUMBER**  
The Country Park Inn, Hessle  
Thursday 8th November 2007  
8.00am Buffet & Registration  
8.30am Presentations  
10.00am Opportunity for further networking

**SOUTH YORKSHIRE**  
Tankersley Manor, Barnsley  
Thursday 15th November 2007  
5.30pm Buffet & Registration  
6.00pm Presentations  
7.30pm Opportunity for further networking

**Hurry! To book your place, contact Caroline Copley on 01924 203338.**



# forum

PrintYorkshire FOR BUYERS AND SELLERS OF PRINT

SUMMER 2007

## Movers and shakers head for Yorkshire Conference

The venue for one of our industry's most high profile business conferences has once again confirmed Yorkshire's growing status as the UK's print capital.

Thorpe Park in Leeds will host the second annual BPIF Finance and Investment National Conference on 25th September, and many of print's movers and shakers will converge on our region to attend what has already become an essential 'date-in-the-diary'.

Held in partnership with PrintYorkshire, this year's National Conference will give key decisions makers from around the country a

chance to understand and capitalise on the exciting opportunities for growth that exist within our rapidly changing industry.

Keynote speakers include Dr Andrew Sentance, external member of the Bank of England's Monetary Policy Committee. Few people are better placed to analyse the underlying health of the UK economy and the issues that are confronting us than Andrew Sentance, whose insight and astute observations on developments affecting the financial community are highly respected.

"To have a speaker with such authority joining us for this year's Finance and Investment National Conference is a genuine coup," commented PrintYorkshire



Andrew Sentance, External member of the Bank of England Monetary Policy Committee and Associate Professor of Economics, Warwick University

Chief Executive, Robert McClements. "Dr Sentance's speech should be the real highlight of the day and is a 'must hear' for any finance director, managing director or CEO with real ambition."

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## Vision Colour Print Appoint General Manager

Growth of Vision's senior management team is gathering pace, with the appointment of General Manager John McAvoy to its Leeds factory.

A highly regarded industry figure, John joins following a nine-year career with Adare Pillings in a move that will significantly strengthen Vision's weight in the print marketplace.

Arriving at Vision at a time of considerable growth, he will now channel his experience and extensive skill base into helping the company achieve the next stage in their ambitious business development plan, which aims to increase turnover by £2M in just 2 years.

John will be responsible for the implementation of ISO accreditation, along with the smooth running of the manufacturing operations at their newly extended site.



John McAvoy, General Manager, Vision Colour Print Leeds

# Vision is the art of seeing what is invisible to others.

### News in brief

#### Pinders aims to help good causes

Kind-hearted staff at Pinders will attempt to raise as much money as possible for two charities throughout 2007. Cancer Research UK and Sheffield's Weston Park Hospital Cancer Appeal will both benefit when staff take part in the Bright Finance Sheffield Half Marathon, Cancer Research UK's Race for Life and the Weston Park Hospital Dragon Boat Regatta.

#### Printing.com offers bolt-on success

Printing.com's first female franchisee, Sheffield-based Sarah Simpkins, is on the lookout for ambitious, forward-thinking owners of creative companies who really want grow their businesses. With the help of what Sarah calls a 'bolt-on' franchise, companies now have the opportunity to expand their business significantly, without the need to invest in staff or equipment. Business owners effectively become stake-holders in Printing.com's £3.5 million production hub, giving them access to fantastic production processes, infrastructure, support and the opportunity to increase their sales by up to 60% year on year.

#### FREE staff training is up for grabs

West Yorkshire Learning and Skills Council has launched a new pilot project aimed at helping Small to Medium-sized Enterprises provide valuable training to their staff. Companies will be able to use in-house knowledge and skills to build targeted, industry-based individual training material that staff can access at work or even in their own time at home. Knowledge Base2 is available free of charge to West Yorkshire SMEs with under 250 employees and a turnover less than £25.25 million. To find out more,

call Sue Cook on 01484 453303. Or email s.cook@kainao.com.

#### Optimus MBO boosts profile of BPIF McInnes Corporate

Announcements of the recent MBO of Optimus, the leading print MIS provider, have significantly raised the profile of BPIF McInnes Corporate's Merger and Acquisition expertise across the print, media and graphic sectors.

Due Diligence on the funding structure for the main finance provider was carried out by Begbies Taylor, who acquired McInnes Corporate Finance back in October 2004.

Marcus Clifford, MD of BPIF McInnes Corporate, hopes to build on the high profile the recent Optimus MBO has provided.

"We're working on exciting projects for companies with turnovers ranging from just half a million to £150 million and this reflects the diversity of our sector."

#### BBC sticks with Garnett Dickinson Print

There's great news for Rotherham-based printer Garnett Dickinson Print. They have retained the contract to print Ariel for the BBC and a new extended three-year contract with the broadcasting corporation is a sign of their growing success. Ariel is printed and finished in-line on the company's MAN Roland 48pp Lithoman IV web-offset press. Perhaps key to Garnett's successful retention of the BBC contract was its incredible ability to turn the job around in under six hours from receipt of date to dispatch.

## Talk to the people that matter...

Placing an advert in Forum Magazine is just like talking face-to-face with the biggest names in the region.

Forum is a quarterly publication which is read by over 1,300 decision makers in the print and packaging industry throughout the Yorkshire and Humber region.

Appearing in Forum gives you a unique opportunity to sell your business and service to a focused readership of genuine business leaders.

#### ADVERTISING RATES

HALF PAGE (includes free weblink on the PrintYorkshire website) ..... £750 + VAT  
QUARTER PAGE (includes free weblink on the PrintYorkshire website) ..... £495 + VAT  
EIGHTH PAGE ..... £295 + VAT

To find out more about advertising in Forum, call Caroline Copley on 01924 203338. Or email carolinecopley@printyorkshire.com

## PrintYorkshire announces partnership with Bank of Scotland Asset Finance

PrintYorkshire has announced a new association with Bank of Scotland Corporate, who have been selected as the network's preferred financial supplier.



Andrew Webb (BoS) and Robert McClements

The initiative forms a key part of PrintYorkshire's strategy which aims to ensure that the print and packaging sector in Yorkshire and Humber maintains its position as a major player. Through the association, Bank of Scotland Corporate's specialist print and packaging team will work alongside PrintYorkshire to offer their asset finance expertise and knowledge, as well as a range of other banking services, which could benefit the 1,200 printing companies in the region.

PrintYorkshire's chief executive Robert McClements comments: "The print industry in Yorkshire makes a substantial £1.55 billion contribution to the region's economy providing employment for nearly 20,000 people. However, fundamental to this success is the fact that good business ideas need funding, no more so than for businesses where cash

flow is required to invest in assets and, just as importantly, keep them up to date.

"Competitiveness, flexible products, sector knowledge and all round efficient service were features that impressed us sufficiently to make Bank of Scotland Corporate our number one choice. The fact that their specialist team is as enthusiastic about printing and packaging as we are was also a great bonus!"

Through the partnership Bank of Scotland Corporate will also be offering companies a comprehensive damage and breakdown cover, ideal for businesses within the industry. The protection covers accident and malicious damage, storm, flood, theft and breakdown and even operator error! Monthly cover payments are guaranteed fixed throughout the term (up to 7 years) irrespective of how many claims are paid.

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## Movers and shakers head for Yorkshire Conference

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Also speaking at the event will be Mintel Director and Chairman of Faraday packaging, David Jago. His future gazing should give every delegate a vital glimpse of what the ever-changing world of print holds in store. He is also likely to offer a few vital pointers to developing the flexibility and business strategies needed to succeed in print's dynamic marketplace.

With the added support of PrintYorkshire's new strategic partner, Bank of Scotland Corporate, this year's conference aims to offer businesses a real platform for success.

"Delegates will leave this year's conference with a genuine roadmap for success," explained BPIF's Andrew Brown. "The market has many opportunities but companies need to develop the flexibility and ability to change in order to succeed. Finance and investment are the key areas to achieving this change and we will provide insightful strategies for improving the balance sheet, profit and loss positions, and even improving cash flow. For those who attend, this year's conference will provide a wide range of business-ready solutions for some of our industry's biggest challenges."

Other topics to be covered will include overhead recovery, capital investment, mergers, acquisitions, and succession planning, along with performance improvement and management of risk.

A full timetable of events can be found opposite and would-be delegates are urged to book their places early for what promises to be a full day of insight, analysis and opportunity.

**Sponsorship packages are still available for companies wishing to participate and for more information about this, or to attend, please contact Heena Bulsara on 020 7915 8338. Alternatively, email [heena.bulsara@bpif.org.uk](mailto:heena.bulsara@bpif.org.uk)**



### A BANK THAT MAKES FINANCE WORK FOR YOUR BUSINESS

Any bank can lend you money for the things your business needs. At Bank of Scotland Corporate, we could also lend you real expertise. Our Print and Packaging Asset Finance team is one of the most knowledgeable in the industry. We'll understand what you're trying to achieve, help you say effectively, make the deal around your business. Make sure it works for you. Real people, delivering real deals for real finance, the way they were best. But don't take our word for it.

Hear it from our customers at: [www.bankofscotland.co.uk/the-truth](http://www.bankofscotland.co.uk/the-truth)

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 THE TRUTH IS IN THE DETAILS

## Finance and Investment National Conference II 25 September 2007

The Thorpe Park Hotel and Spa  
 150 Century Way, Thorpe Park, Leeds, LS15 8ZB

### PROGRAMME

8.30am - 9.00am: Registration with light breakfast

9.00am - 1.00pm

#### MORNING SESSION

##### Welcome address

Conference Chairman  
 Gareth Ward, Editor in Chief,  
 The Print Business

##### The growth and inflation outlook for the UK Economy

Andrew Sentance, External member of the Bank of England Monetary Policy Committee and Associate Professor of Economics, Warwick University

##### Prospects for the UK Printing Industry

David Jago, Director of Customer Solutions, Mintel and Chairman, Faraday Packaging Centre for Industrial Collaboration

##### Changing the business model: what next for print suppliers?

Steve Vaughan, CEO, Communis Group Plc

##### An entrepreneur's view – making it happen

Yolanda Noble, CEO, CMM Dsi Group

#### COFFEE BREAK

##### When the worst happens - anecdotes of a strategic restructuring accountant

Nick Hood, CEO, Begbies Global Network

##### Gaining the right financial balance through print diversification strategies

Konica Minolta

1.00pm - 2.00pm: LUNCH

For full programme details and a booking form please contact Caroline Copley on 01924 203338 or email [caroline.copley@printyorkshire.com](mailto:caroline.copley@printyorkshire.com)

## PrintYorkshire announces partnership with Bank of Scotland

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Geoff Eavis, Director of Asset Finance Print and Packaging division at Bank of Scotland Corporate, comments: "Asset Finance allows businesses to undertake strategic investment in equipment using terms that best suit them. It can take any number of forms – Hire Purchase, Leasing, Rental and Operating Lease, and be structured on repayment terms tailored to a business's seasonal revenue profile."

"As specialist lenders with years of unrivalled industry expertise, the team's knowledge base is second to none, ensuring that we provide a range of flexible funding solutions which could help businesses grow, and most importantly help the PrintYorkshire network retain its competitive edge to achieve world-class status," adds Andrew Webb, Bank of Scotland Corporate.

To show their commitment to the new association, Bank of Scotland Corporate is one of the keynote sponsors of the Finance and Investment National Conference. The conference, which takes place on 25th September at Thorpe Park Hotel and Spa, Leeds, will bring together the UK's key finance and strategic decision makers in the print, media and graphic industry.

## Victor Watson honoured at BPIF President's Lunch

Former BPIF President and current PrintYorkshire President Victor Watson CBE DL was presented with the BPIF's first-ever Outstanding Contribution to the Printing Industry Award at a lunch hosted by departing BPIF President Dominic Walsh earlier this month.



Victor Watson

Victor received his Award following an introduction from Robert McClements who, as Chief Executive of PrintYorkshire, works closely with Victor in supporting and promoting the printing industry in Yorkshire and the Humber. McClements paid tribute to Victor's ceaseless commitment to the printing industry over many years, and to his charitable works in support of his local community.

A renowned industry veteran and stalwart, Victor became something of a legend in his earlier days as CEO of Waddingtons when he became the only man to successfully defend his company from Robert Maxwell not once but twice!

Thanking Dominic Walsh with his typical self-effacing humour, Victor said he was pleased and proud to receive this honour, adding that as Chairman of PrintYorkshire he was delighted to be able to continue to work with and support an industry that had been in his blood for the whole of his life.

## Floods have major impact on business

White and Farrell Ltd, Hull, were just one of the businesses seriously affected by the recent floods. Managing Director, Steve Dennis, says, "With the fantastic effort made by all our people we were able to keep our customers satisfied and we made an exceptional recovery."

**Congratulations to all at White and Farrell Ltd and the other companies who met the challenge of the floods.**



Printing press damaged by the flood at White & Farrell Ltd

**YORKSHIRE FORWARD has set up a FLOOD HELPLINE offering practical advice and initially up to £2,500 for companies in the Yorkshire and Humber Region.**

Contact  
 0800 022 6201

## New initiative aims to plug industry skill gap

New people are the lifeblood of any industry and PrintYorkshire's latest initiative aims to use relevant training and education to give young people a gateway into printing.

PrintYorkshire's Training and Careers Development Advisory Group (TACDAG) has enlisted the help of leading industry figures to create its Employer Steering Group. Led by the employers themselves, including representatives from Johnston Press, Polestar and Garnett Dickinson, the ESG aims to identify training opportunities for new recruits that will plug the industry's skills gap.

"There is a wealth of job opportunities for new people within the printing industry," explained TACDAG Chairman Richard Lukey. "Yet all too often, new recruits arrive with very few of the qualifications, skills or experience that businesses require. Employers can now respond to the print sector's skill needs directly and facilitate the kind of training required to produce highly-skilled and motivated young people."

The South Yorkshire-based Employer Steering Group is working closely with the Learning and Skills Council and ProSkills to identify suitable training providers. Established learning institutions including Rotherham College of Art and Technology and Leeds College are already involved, as is a perhaps more unlikely institution – Doncaster Prison.

**"There is a wealth of job opportunities for new people within the printing industry."**

The remand prison has its own small print unit that it uses to provide inmates with valuable on-the-job experience and this training has now been tailored to better meet the needs of the industry.

Members of TACDAG's Employer Steering Group are working hard to create a strong relationship between the prison and the industry and develop trust in the quality of the inmates. Prison staff will support ex-inmates and the companies who employ them, and it is hoped that once prospective employers see how well the inmates have been trained, they will be happy to give them an opportunity.

The Employer Steering group is also raising the profile of printing within local schools. This involves working closely with Business and Education South Yorkshire to encourage pupils, teachers and parents to visit nearby printers.

"Once young people visit a printer's, their perception of the industry quickly changes," said Nick Boxall of Johnston Press. "They soon realise that working in print can put you at the cutting edge of new digital technologies. Suddenly, printing becomes a much more attractive prospect to them."

To get involved with the Employer Steering Group, or for more information about TACDAG itself, please email [rlukey@blsy.com](mailto:rlukey@blsy.com)

## Workshop promises to turn waste into cash

Inspired by the success of PrintYorkshire's recent business networking events, three leading print companies have volunteered to share their waste management best practice with the rest of the industry.

Bezier, John Blackburn and The Ryedale Group has each offered to work with PrintYorkshire on a series of workshops planned for the autumn.

"We found the concept of sharing knowledge and skills so beneficial to our business that we wanted to work with PrintYorkshire and repay the favour," explained John Buffoni of The RyedaleGroup. "We'll outline our processes during the autumn workshops and explain the financial benefits of effective waste management."

Remarkably, this will include advice



PrintYorkshire's Robert McClements with John Buffoni of The Ryedale Group

on how to work with third party disposal companies and transform products such as substrate, ink and solvents from costly waste into something that will actually make your business money.

PrintYorkshire Chief Executive Robert McClements believes this is an exciting development for the entire print industry.

"Waste management has been a major issue for our industry for a number of years. Regulations defining how you should manage waste have never been more complicated, so these workshops should help to explain and simplify the processes for everyone who attends.

"The fact that these three companies

are prepared to share their knowledge and help the industry turn a problem area into a legitimate money-making opportunity is fantastic news for everyone."

PrintYorkshire has already produced a free booklet explaining how companies can best manage the waste their business generates. The Printer's Guide to Waste Management provides useful tools and easy-to-follow processes designed to help print companies implement effective waste reducing reduction. Copies are still available from PrintYorkshire.

**Dates and venues for the forthcoming autumn Waste Management Workshops will be announced shortly.**

## Faraday launches FREE packaging portal

Everything you need to know about packaging and packaging materials is now available online and free of charge.

The Packaging Materials Exchange has been launched by Leeds company Faraday Packaging and aims to be a one-stop knowledge resource centre for the UK's packaging materials community.

"We wanted to provide something of real added value for any business involved with packaging materials," explained Pauline King, marketing and account manager at Faraday Packaging. "The Packaging Materials Exchange provides services, information, help and advice to anyone who wants it."

Available online, the Packaging Materials Network includes the following free services and information:

- Up-to-the-minute news and industry developments
- Packaging industry reports and publications
- UK & International events, workshops and conference listings
- Directory of support organisations offering information and advice
- Support and solutions from the Packaging Materials Advisory Group

Materials

Knowledge Transfer Network

To find out more, visit [www.materialsktn.net](http://www.materialsktn.net) and select Packaging Materials Exchange. Or email [Pauline.king@faradaypackaging.com](mailto:Pauline.king@faradaypackaging.com)

