

BPiF

JOIN THE UK'S LARGEST
BUSINESS SUPPORT
ORGANISATION **FOR PRINT**



www.britishprint.com

WELCOME

The BPIF is the principal business support organisation representing the UK print, printed packaging and graphic communications industry. We provide business support services, training and sector representation services to over 1,200 businesses that employ over 60,000 staff. Our sector experience is unrivalled.

Our comprehensive range of over 200 services is tailored to the requirements of the sector, and actively contributes to our members' success. As a member owned not-for-profit organisation, everything we do, from training to health and safety to business improvement advice is designed to help our members:

- ◆ Raise their profitability
- ◆ Improve their profile
- ◆ Reduce their costs
- ◆ Increase their turnover

We recognise that business is about people, so we act as a hub to bring people together and widen networks, whether that's at our industry leading social events, through interaction in our special interest groups or at our sector specific training and development workshops.

The BPIF is here to help you achieve more in your role, and to help you make your organisation more successful – so please, take a look through the range of services we provide, and talk to our team about how we can help.



Charles Jarrold
Chief Executive

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JOIN THE BPIF TODAY

The BPIF is the printing industry's champion. By becoming a member you join a diverse and influential community. We help you solve business problems, connect you to new customers and suppliers and make your voice heard in Government.

To sign up:

Call: **01924 203335** Email: membership@bpif.org.uk

For more information go to www.britishprint.com or follow [@BPIF](https://twitter.com/BPIF)

BPIF MEMBERSHIP INCLUDES...



BEST IN CLASS BUSINESS SUPPORT

We are the leading business support organisation for the industry. Our industry specific Health and Safety, Human Resources and Environmental support are unrivalled.



OUR BUYING POWER GUARANTEES YOU SAVINGS

Insurance, healthcare, pensions – BPIF buying power ensures you get the best price for your commercial services.



WE CATER FOR YOUR NICHE BUSINESS

We have developed a unique range of special interest groups - networks tailored to distinct sectors.



LAWYERS WHO SPEAK PRINT

Our lawyers have worked in the industry for years and offer uncomplicated legal advice for any legal query.



SPECIALIST BUSINESS IMPROVEMENT

We provide expert industry specific advice so you can develop and grow a sustainable and profitable business.



A LOUDER VOICE FOR PRINT

Connecting you with decision makers in the public sector. Our work has secured funding and legislative change worth millions to the industry.



OUR RESEARCH IS YOUR RESEARCH

We track trends in the industry, and share these with you, so you can make informed business decisions.



WE LIKE TO STAY IN TOUCH

As well as our quarterly membership magazine, videos and monthly E-Newsletter we're constantly tweeting to ensure you are kept up to date with the latest news in the industry and insights from our experts.



EXPERT TRAINING TO TRANSFORM YOUR BUSINESS

We provide training and qualifications at all levels so your staff can realise their true potential, and you can fill any skills gap in your business.



EVENTS THAT ADD VALUE

Over 1,200 members account for 60% of industry turnover and network with each other at BPIF events to promote business excellence.



BEST IN CLASS BUSINESS SUPPORT

OUR INDUSTRY SPECIFIC HUMAN RESOURCES, HEALTH & SAFETY,
ENVIRONMENTAL, BUSINESS IMPROVEMENT, LEGAL AND
TECHNICAL SUPPORT ARE UNRIVALLED.

HUMAN RESOURCES SUPPORT

Our specialist HR advisers have a wealth of expertise and provide a professional and comprehensive support service to the printing industry. They offer a practical, no nonsense approach to solving business and personnel problems with timely and personal solutions. These allow you to manage with confidence, safe in the knowledge that you are complying with the law.

The range of services provided includes:

- ◆ Human Resources Healthcheck
- ◆ Dedicated HR support at your premises
- ◆ HR Online
- ◆ Telephone support
- ◆ HR Forums
- ◆ Updates on latest employment law developments
- ◆ Industrial Relations support
- ◆ Employment Tribunal representation

“BPIF MEMBERSHIP IS THE ONE CHEQUE I’M
HAPPY TO SIGN DUE TO THE FANTASTIC HR
SUPPORT WE RECEIVE AS A BUSINESS.”

DAVID FAULKNER, MD, NORTH WALES NEWSPAPERS (NWN MEDIA)

HEALTH & SAFETY SUPPORT

The BPIF plays a vital role in promoting good health and safety practices within the UK printing industry. Working closely with the Health & Safety Executive, our advisers have a detailed knowledge of the specific risks of the industry and can provide advice that promotes good health and safety practices to the benefit of the workforce and the bottom line, as well as helping achieve cost-effective business insurance.

The range of services provided includes:

- ◆ Health & Safety Healthcheck
- ◆ Dedicated Health & Safety support at your premises
- ◆ Health & Safety Online
- ◆ Telephone support
- ◆ Health & Safety Forums
- ◆ Health & Safety email alerts
- ◆ Accident helpline
- ◆ Support during RIDDOR/HSE visits
- ◆ Environmental, Health & Safety legal register and update service

“THE BPIF’S HEALTH & SAFETY IS INDUSTRY RELEVANT WITH TAILORED PRACTICAL APPLICATION. THIS IS ESSENTIAL WHEN GETTING STAFF TO ‘BUY IN’ TO THE PROCESS OF MAKING US A SAFER AND MORE EFFICIENT COMPANY. OFF THE SHELF PROVIDERS JUST DON’T HAVE THE TOTAL SUPPORT SOLUTION.”

PAUL BROWN, CEO, MAIL HANDLING INTERNATIONAL

ENVIRONMENTAL SERVICES

Our environmental advisers have industry specific knowledge, and provide a professional and comprehensive support service to members. They are able to brief you on the legal requirements that apply to your business.

The range of services provided includes:

- ◆ Environmental Healthcheck
- ◆ Carbon Footprinting
- ◆ Dedicated Environmental support at your premises
- ◆ Telephone support
- ◆ On-site support
- ◆ Legal support

“B&B PRESS HAS BEEN USING THE BPIF’S ENVIRONMENTAL SERVICES TO HELP US MEASURE OUR ENVIRONMENTAL IMPACT AND TO PROMOTE THE COMPANY’S ENVIRONMENTAL CREDENTIALS. IT HAS ENABLED US TO DEMONSTRATE TO OUR CUSTOMERS JUST HOW SERIOUSLY WE TAKE THE ENVIRONMENTAL ISSUES FACING THE PLANET AND SHOW THEM HOW WE CAN HELP THEM REDUCE THEIR CARBON IMPACT!”

DAN DEAN, BUSINESS DEVELOPMENT DIRECTOR, B&B PRESS (PARKGATE) LTD

BUSINESS IMPROVEMENT SERVICES

We offer practical, value-adding solutions for all areas of your business, tailored specifically to your company.

The range of services provided includes:

- ◆ Productivity Healthcheck
- ◆ Business Improvement Healthcheck
- ◆ Bespoke courses
- ◆ Lean transformation
- ◆ Granular multi-programmes
- ◆ Office and admin streamlining
- ◆ Waste reduction
- ◆ Cost reduction
- ◆ SMED – Make ready reduction course

“WHEN OUTSOURCING SPECIALIST BUSINESS IMPROVEMENT TRAINING, I WOULD ALWAYS CONTACT BPIF; THE LEVEL OF KNOWLEDGE, EXPERTISE AND SERVICE RECEIVED IS TRULY SECOND TO NONE.”

MITCH LONGWORTH, PLANT TRAINER, PULSE FLEXIBLE PACKAGING LTD

LAWYERS WHO SPEAK PRINT BPIF LEGAL – THE MEMBERS' OWN LAW FIRM

BPIF Legal Ltd, fully owned by BPIF, is at the service of platinum members on a Pay As You Go basis with very competitive fees. Our lawyers have extensive knowledge and understanding of the practical business needs of the print industry.

They have all worked in the industry for years, partnering with other departments frequently – particularly HR, Health and Safety, Technical and Business – to provide uncomplicated advice on the legal background and framework for across-the-board business decisions.

Services to members include:

- ◆ Full commercial legal service at competitive rates
- ◆ Half-day diagnostic check on compliance issues
- ◆ Preliminary telephone legal advice on commercial matters (included in Platinum subscription)
- ◆ Full advice and representation at Employment Tribunals (included in Platinum subscription)
- ◆ Employment Law Seminars
- ◆ Notification of important legal developments

“I WOULDN'T HESITATE TO RECOMMEND THIS SERVICE. PROFESSIONAL THROUGHOUT THE ENTIRE PROCESS. WE WOULD DEFINITELY USE AGAIN IF CIRCUMSTANCES REQUIRED.”

LISA KNIGHT, OPERATIONS DIRECTOR, TOLPUTT KEETON

BPIF LEGAL LTD

BPIF Legal Ltd can offer a full range of business law advice, including:

- ◆ Intellectual property
- ◆ Contract disputes
- ◆ Mergers and acquisitions
- ◆ TUPE
- ◆ Dealing with Senior Executives
- ◆ Commercial litigation
- ◆ Debt recovery litigation
- ◆ Retention of title
- ◆ Company law
- ◆ Supply Agreements
- ◆ Non-disclosure Agreements
- ◆ Settlement Agreements
- ◆ Bespoke employment contracts
- ◆ County Court litigation
- ◆ Customer disputes
- ◆ Restrictive covenants
- ◆ Succession Planning
- ◆ Shareholder Agreements
- ◆ Joint Venture Agreements

“WE ARE ENORMOUSLY IMPRESSED WITH THE ADVICE AND SUPPORT WE HAVE RECEIVED FROM ANNE. HER UNDERSTANDING OF A COMPLEX SITUATION AND ABILITY TO FIND THE BEST WAYS TO HANDLE SOME CHALLENGING ASPECTS HAS BEEN REMARKABLE.”

JONATHAN LEVY, JOINT MANAGING DIRECTOR, BLL HOLDINGS

TECHNICAL SERVICES

We provide specialist support and advice on technical issues across the whole graphic arts industry.

Industry Standards – We provide information on all standards relevant to the industry, so you know what to work to.

Troubleshooting your issues – How do you achieve consistency when producing a product? Our troubleshooting guides will help guide you in standards, densities, colour and much more.

DISPUTE RESOLUTION ASSESSMENT REPORTS AND EXPERT WITNESSES

Print quality and equipment compliance are issues every printer faces from time to time, however effective your controls are. We have a lot of experience in facilitating dispute resolutions.

If a dispute occurs between your company and a customer in terms of print or finishing quality, we can assess the product for fitness of purpose. This is an independent assessment and a short report can help to validate your own situation and identify the potential risks.



EXPERT TRAINING TO TRANSFORM YOUR BUSINESS

FROM APPRENTICESHIP PROGRAMMES THAT ENSURE COMPANIES ATTRACT HIGH QUALITY ENTRANTS, TO DEVELOPMENT TRAINING THAT GUARANTEES THE INDUSTRY BENEFITS FROM EXPERIENCED AND HIGHLY TRAINED EMPLOYEES, BPIF TRAINING HAVE IT COVERED.



EXPERT TRAINING TO TRANSFORM YOUR BUSINESS

BPIF are the number one training provider for the printing, packaging and graphic communications industry. We provide training and qualifications at all levels so your staff can realise their true potential, and you can fill any skills gap in your business.

We believe the future of the industry depends on the quality of the people working within it. To be successful in such a dynamic and fast changing sector, print needs not only experienced but also well trained and motivated employees. Over 500 learners are involved in our training programmes, and our completion rate is 78%, consistently ahead of the national average.

APPRENTICESHIP PROGRAMMES

We have over 16 different apprenticeship programmes to help the industry attract high quality entrants, and development training to ensure the industry benefits from experienced and highly trained employees.

MANAGEMENT PROGRAMMES

We offer the highly popular Institute of Leadership and Management (ILM) qualifications.

- ◆ Level 2 Diploma in Team Leading
- ◆ Level 3 Diploma in Management
- ◆ Level 4 Diploma in Management
- ◆ Level 5 Diploma in Management
- ◆ MSc Management in partnership with Management Development Centre (MDC).

SHORT COURSES

Our training team delivers the following workshops, plus many more, and are happy to do so at one of our regional training centres or at your business. All workshops are discounted for members.

- ◆ Introduction to Print
- ◆ Introduction to Social Media
- ◆ Customer Service
- ◆ Credit Management
- ◆ European Computer Driving Licence (ECDL), which provides learners with the skills and knowledge to confidently use IT applications
- ◆ Health, Safety & Environment
- ◆ Process Improvement
- ◆ Human Resources
- ◆ Disciplinary and Grievance
- ◆ Business Development
- ◆ Time Management

“THE INTRODUCTION TO PRINT WORKSHOP IS A FANTASTIC WAY OF DEVELOPING THE KNOWLEDGE OF YOUR EMPLOYEES NEW TO THE PRINTING INDUSTRY. IT WAS DELIVERED BY REAL PRINT PEOPLE WITH REAL PRINT KNOWLEDGE IN A DOWN TO EARTH WAY. ALL MY TEAM HAVE BENEFITED GREATLY FROM THIS WORKSHOP. I CAN HIGHLY RECOMMEND THE SERVICES PROVIDED BY THE BPIF.”

ALEC KING, MANAGED COMMUNICATIONS PRODUCTION MANAGER, OFFICE DEPOT

RECRUITMENT AND SELECTION

We can assist by providing:

- ◆ Maintenance of a database of potential learners seeking a career in the printing industry
- ◆ Guidelines/advice on recruitment process/advertising/interview
- ◆ Aptitude testing materials
- ◆ Functional skills initial assessment
- ◆ Jobs in Print – a purpose-built careers portal specific to the print industry
- ◆ The Executive Exchange which is designed to support executives who are unemployed and employers who are looking to recruit

The BPIF are accredited to four awarding bodies: Glass Qualifications Authority (GQA), City and Guilds (C&G), OCR, and Institute of Leadership & Management (ILM). We have also been awarded centre approval by SQA (Scottish Qualifications Authority), and are a member of AELP (Association of Education & Learning Providers) and Chair of their Engineering & Manufacturing Sector Forum.

In addition, we have ISO 9001 and Matrix accreditation. Our experienced team of 14 national training co-ordinators have an expert understanding of the industry and are all well acquainted with available funding. They are able to deliver the highest standard of training at the lowest possible cost to your business across the UK.

“STUDYING THE ILM LEVEL 5 THROUGH THE BPIF WAS DEEPLY REWARDING. THE SEMINARS, STUDY DAYS AND FELLOW PARTICIPANTS PROVIDED A VIBRANT LEARNING COMMUNITY. AN EXCELLENT COURSE WHICH WAS VERY WELL DELIVERED.”

MARCEL VAN DEN BOOGAARD, SALES MANAGER, KJB LTD



OUR BUYING POWER GUARANTEES YOU SAVINGS

INSURANCE, HEALTHCARE, PENSIONS – BPIF BUYING POWER ENSURES
YOU GET THE BEST PRICE FOR YOUR COMMERCIAL SERVICES.



OUR BUYING POWER GUARANTEES YOU SAVINGS

BPIF INSURANCE SERVICES

BPIF Insurance Services is the insurance and risk management service designed specifically for the needs of UK printers and packagers and is exclusive to BPIF members. Whatever the size and requirements of your company, BPIF Insurance Services has a dedicated team ready to advise you on how best to protect your business and to recommend the most suitable policy to meet your individual requirements. Working with the UK's leading insurance broker, Howden, allows us to provide premium cover with exclusive benefits for a competitive price. BPIF Insurance Services is dedicated to getting you the best possible insurance package that suits your needs.

BPIF PRIVATE HEALTH CARE

When key people in your business fall ill, you'll naturally want to give them the best chance of a speedy recovery. To help with this process, we offer a unique health insurance scheme. Our bulk buying power has ensured that this scheme delivers competitive rates with a wide ranging scope of benefits. Research has shown that the provision of private health schemes for staff can reduce absenteeism and promote a faster recuperation following illness. Private health insurance is also a cost-effective and valued employee benefit, which helps to create an attractive employee package for current and prospective recruits.



**241 COMPANIES ARE ON OUR
HEALTH INSURANCE SCHEME
AND ON AVERAGE THE SCHEME
SAVES MEMBERS 25%**



**1322 COMPANIES TAKE
ADVANTAGE OF OUR INSURANCE
SCHEME WITH MEMBERS SAVING
ON AVERAGE AT LEAST 5%**



OUR BUYING POWER GUARANTEES YOU SAVINGS

THE BPIF'S PRINTING INDUSTRY PENSION SCHEME

With over £150 million in funds, the Printing Industry Pension Scheme (PIPS) is the first choice for many members. Operating since 1986 via Standard Life and Legal & General, the scheme is a flexible group pension plan fully compliant with auto enrolment requirements. PIPS also offers accompanying competitive life insurance and PHI cover. The scheme is closely supervised by a management committee comprising representatives of the BPIF and UNITE (GPMS). It is advised by independent financial advisers Meridan and AJ Gallagher, which both have teams in place that specialise in the printing industry and can ensure you comply with the new auto-enrolment legislation.

ENERGY PROCUREMENT

The BPIF has teamed up with Schneider Electric to help you through the complexities of the energy market. Schneider Electric are transparent about their charges, so you can be confident that you are buying from one of the largest players in the market that uses its buying power to get you the best prices available. In a survey recently undertaken by Schneider Electric, the typical saving for a company with an annual spend of £211k was around 15% compared to their competitors. With the BPIF and Schneider Electric, you can be confident about getting a great price and total transparency.

CLIMATE CHANGE LEVY REBATE SCHEME

The Climate Change Levy is imposed on the energy bills of all UK companies, and since the last budget it has now been imposed on green energy. However, energy intensive industries such as the printing industry can gain relief from this virtually hidden tax by joining a Climate Change Levy Scheme run by the BPIF. In return for a commitment to improve energy efficiency, a printing company can save 90% of the levy on electricity and 65% on gas. More than 250 companies are already saving over £7 million a year with this voluntary scheme, which also enables sites to avoid taking part in the costly CRC Energy Efficiency Scheme.



OUR BUYING POWER GUARANTEES YOU SAVINGS

CLIMATECALC

In collaboration with Intergraf, the BPIF have produced the only international print specific carbon calculator in the world. By simply providing energy and paper consumption details, a company can get a site carbon footprint that covers 95% of its activities, and also give its customers a carbon measurement for every product they buy. Available only to BPIF members, ClimateCalc can give a company an advantage when talking to environmentally aware customers.

R&D TAX CREDITS

The BPIF have teamed up with R&D Tax specialist Howarth Lynch to help members identify and claim tax credits for any development work undertaken. Whilst the printing industry is constantly evolving its products and processes to meet customer demands, it is generally not taking advantage of the tax credit available because it fails to see the work as R&D. If you are in doubt, answer these questions:

- ◆ Does your company undertake the development of new products/processes?
- ◆ Is the company creating new and improved products?
- ◆ Is the company aiming to duplicate existing products in an improved way?
- ◆ Does the company spend money on staff costs, consumables or sub-contractor costs in order to undertake development work?

If the answer is yes, you may be able to claim substantial cash back from HMRC.

BPIF FUNDING FINDER

The BPIF's Funding Search Service allows members to access information about funding, finance and grants across the whole spectrum of local, regional and national funding to support their business needs. Members will also receive updates when new grants become available in their areas. You can either use the online funding search engine on the BPIF website or contact a BPIF adviser.



WE CATER FOR YOUR NICHE BUSINESS

WE HAVE DEVELOPED A UNIQUE RANGE OF SPECIAL INTEREST GROUPS -
NETWORKS TAILORED TO DISTINCT SECTORS.



WE CATER FOR YOUR NICHE BUSINESS

We recognise that the umbrella term 'printing industries' covers many specialist sectors, each with their own particular requirements and aims. To ensure BPIF members get maximum benefit from their membership we have developed a unique range of special interest groups - networks tailored to distinct sectors. Members of these groups are able to discuss key issues with colleagues and explore challenges, threats and opportunities within each sector's supply chain.

BPIF CARTONS

Most UK carton manufacturers are represented in this group, which arranges regular meetings to discuss topical matters and quarterly survey trends at various locations throughout the UK. Membership of ECMA (European Carton Makers Association) facilitates a broader view of meeting the opportunities of the European folding carton market. Go to www.bpifcartons.org.uk to find out more.

BPIF LABELS

This group promotes the use of self-adhesive roll labels in the industry. A programme of regular meetings addresses key issues for the sector and its supply chain. BPIF Labels is also part of the Fair Deal Group responsible for monitoring the implementation of the Supermarkets Code of Practice. Go to www.bpiflabels.org.uk to find out more.



WE CATER FOR YOUR
NICHE BUSINESS

“BEING PART OF THE CARTONS SIG FOR MANY YEARS HAS HAD MANY ADVANTAGES FOR MYSELF AND FELLOW DIRECTORS: FRIENDSHIP, COMRADERY, KNOWLEDGE AND A GOOD OLD GENUINE HELPING HAND OR A LISTENING EAR WHEN NEEDED. BEING A CEO IS A LONELY JOB, THE BUCK STOPS HERE, AND HAVING PEOPLE WITH WHOM YOU CAN TALK IS INVALUABLE. THE MEETINGS ARE FULL OF INTERESTING SEMINARS AND PRESENTATIONS AND THE BEST BIT IS THE NETWORKING IN THE BAR WHEN SOLID FRIENDSHIPS ARE MADE OVER A DRINK OR TWO.”

JACKY SIDEBOTTOM-EVERY, SALES DIRECTOR, GLOSSOP CARTONS



**WE CATER FOR YOUR
NICHE BUSINESS**

PROFESSIONALS IN PRINT AND MEDIA GROUP

The PPM – Professionals in Print and Media – is a not-for-profit organisation, run by volunteers who work within printing, packaging, media and graphic communications for the benefit of people working within those disciplines. In an industry that is changing by the day, training is a fact of life, and well-rounded, highly motivated people are essential. PPM membership provides individuals with unique development opportunities with a varied and ever changing programme of events held throughout the country.

SELECTPRINTER

This searchable database, available on the BPIF website, contains information of all member companies, enabling them to receive enquiries from print purchasers. There are over 2,000 print buyers registered and the search criteria includes location, service and product.



OUR RESEARCH IS YOUR RESEARCH

WE TRACK TRENDS IN THE INDUSTRY, AND SHARE THESE WITH YOU,
SO YOU CAN MAKE INFORMED BUSINESS DECISIONS.

PRINTING OUTLOOK

Membership includes access to Printing Outlook – the BPIF’s quarterly printing industry trends survey, which covers topics such as your top business concerns, output, price levels, capacity, costs, margins, investment, pay reviews, productivity, late payment and payment terms, web to print, paper & board prices and supply, and much more. As well as reporting on the BPIF’s latest quarterly survey of trends in the printing industry, Printing Outlook also incorporates:

- ◆ UK headline economic data
- ◆ CBI forecasts and assessment
- ◆ Paper and board consumption statistics from the Confederation of Paper Industries (CPI)
- ◆ Printing Ink sales volumes and values from the British Coatings Federation (BCF)
- ◆ Energy sector commentary from Schneider Electric
- ◆ The latest print and packaging Red Flag Statistics compiled especially for the BPIF by Begbies Traynor
- ◆ Insolvency statistics for the printing sector
- ◆ Advertising sector data and analysis from the Advertising Association/Warc Expenditure Report and the IPA Bellwether Report

Printing Outlook is widely reported in the trade press, and feeds into the Bank of England’s provision of data to the Monetary Policy Committee. It is required reading for many suppliers to and investors in the industry, and is used by the BPIF to help represent the interests of our industry to other trade associations, the CBI, Government and the European and worldwide printing industries.



OUR RESEARCH IS YOUR RESEARCH

WAGE BENCHMARKING

We have developed a service to assist BPIF members with wage benchmarking. Data is now continually collected and reported back to responding members regarding wages and conditions for operating certain specific machinery. We have also designed and launched a new Salary Survey that benchmarks pay and benefits for managerial and other non-production occupations.

UK PRINTING – THE FACTS AND FIGURES

Using data from a wide range of official sources, we provide members with detailed information on the structure of our industry by region and product, as well as covering its economic importance and productivity. We also highlight the effectiveness and sustainability of print as a modern communications medium.

“IN EVERYDAY LIFE WE GET A RAFT OF INFORMATION THROWN AT US. THE THING I LIKE ABOUT PRINTING OUTLOOK IS THE FACT ITS QUESTIONS ARE WRITTEN BY PEOPLE WHO UNDERSTAND OUR INDUSTRY, THEY ARE ADDRESSED TO PEOPLE WORKING AT THE HEART OF OUR INDUSTRY AND THEY ARE PRESENTED BACK TO US BY PEOPLE WHO REPRESENT THE MEMBERS OF OUR INDUSTRY. IT’S CLEAR, WELL LAID OUT AND WITH RELEVANT NARRATIVE AND INTERPRETATION.”

MILES LINNEY, MANAGING DIRECTOR, LINNEY GROUP



£600 MILLION
P.A. CAPITAL INVESTMENT



WORLD'S FIFTH
LARGEST PRODUCER OF PRINTED PRODUCTS



£13.5 BILLION
TURNOVER



122,000
EMPLOYEES



£750 MILLION
POSITIVE TRADE BALANCE IN 2014



£6.1 BILLION
GROSS VALUE ADDED



8,600
COMPANIES



EVENTS THAT ADD VALUE

OVER 1,200 MEMBERS ACCOUNT FOR 60% OF INDUSTRY TURNOVER AND NETWORK WITH EACH OTHER AT BPIF EVENTS TO PROMOTE BUSINESS EXCELLENCE.



EVENTS THAT ADD VALUE

From national industry awards and conferences to regional seminars and workshops, the BPIF have a dynamic events programme to get you networking. We facilitate events that allow you to meet and exchange ideas with peers, suppliers and friends. Our National and Regional Boards and Special Interest Groups play a vital role in ensuring that events are tailored to the industry, while our associate members are also on hand to provide relevant expertise in an advisory rather than sales environment.

THE BRITISH BOOK DESIGN & PRODUCTION AWARDS

These Awards are run in conjunction with Oxford Brookes University and The Publishers Association, and are the only Awards that focus purely on the design and production aspects of book manufacturing. They provide a fantastic environment for printers, publishers and their clients to network.

ALL-PARTY PARLIAMENTARY PRINT GROUP RECEPTION

The APPPG plays a crucial role in the promotion of our industry to parliamentarians highlighting its competitiveness and the opportunities it provides for its current and future employees. This reception is a chance for members to network with MPs and Lords at the Houses of Parliament.

PRINTERS CAROL SERVICE

The annual Christmas Carol Service for printers hosted by the BPIF, The Printing Charity, Stationers and Newspaper Makers Company and Trade Union Unite takes place at St Brides Church in early December, allowing the printing industry to come together before Christmas and celebrate over mulled wine and mince pies.

REGIONAL EVENTS

A wide range of regional events take place every year, including workshops, seminars, conferences and evening dinners.

“THE BPIF BOOK AWARDS IS, FOR ME, THE MOST ENJOYABLE AWARDS EVENING OF THE CALENDAR.”

PAUL STEAD, BUSINESS DEVELOPMENT MANAGER, SMART PRINT TECHNOLOGY LTD



A LOUDER VOICE FOR PRINT

WITH US YOU HAVE A GENUINE INFLUENCE
IN THE CORRIDORS OF POWER.



A LOUDER VOICE FOR PRINT

We want to ensure that print is always on the agenda with key external decision-makers and opinion formers. As the leading business support organisation for the printing industry, we are perfectly positioned to raise issues that concern our members at the highest level. Our work to date has secured funding and legislative change worth millions to the industry.

GOVERNMENT AND INDUSTRY

Our Government and Industry Committee, Special Interest Groups, and National and Regional Boards together with direct feedback from our members provide the input we need to form a clear remit on the issues the industry need us to pursue on their behalf. Our regular mailings to MPs, our Parliamentary Receptions and our Secretariat of the All-Party Parliamentary Print Group provide a platform for us to raise the profile of our industry as well as our specific concerns. The BPIF is a member of the CBI, the Trade Association Forum and the UK Employers' Federation, which allows us to strengthen our voice by joining with other members of the business community.

We represent the sector's interests at all levels of the legislative and regulatory process by:

- ◆ Monitoring policy developments
- ◆ Improving the public and political profile of the industry
- ◆ Making submissions to the consultations launched by government and other decision-makers
- ◆ Launching pro-active specific issue-driven lobbying campaigns
- ◆ Launching campaigns in partnership with others, such as the CBI
- ◆ Taking a leading role in industry initiatives

REPRESENTATION IN EUROPE

The BPIF is also a key member of Intergraf, the Brussels-based European organisation that represents the printing industries of over 20 countries. Through our membership of Intergraf's Board and key Committees we have a powerful voice on future legislation and directives.



SPECIALIST BUSINESS IMPROVEMENT

WE PROVIDE EXPERT INDUSTRY SPECIFIC ADVICE SO YOU CAN DEVELOP
AND GROW A SUSTAINABLE AND PROFITABLE BUSINESS.

SPECIALIST BUSINESS IMPROVEMENT

In addition to our services included within membership, we have a dedicated consultancy team that is on hand to provide expert industry specific advice so you can develop and grow a sustainable and profitable business. Whatever your size or budget, we can offer a practical value-adding solution at member discounted rates.

Our product portfolio is the result of years of experience of working with companies within the industry. We offer a one-stop-shop for all print business needs.

OCCUPATIONAL HEALTH

- ◆ BPIF Employee Wellness Scheme
- ◆ Drug and Alcohol Screening
- ◆ Starter and Post Employment Medicals
- ◆ Audiometric Assessments
- ◆ Skin Checks
- ◆ Lung Function Tests
- ◆ Urine and Blood Screening
- ◆ Health Assessments
- ◆ Counselling
- ◆ Physiotherapy
- ◆ Sickness & Absence Monitoring Advice

HEALTH, SAFETY, ENVIRONMENT & QUALITY

- ◆ HSE Healthchecks
- ◆ Health, Safety & Environmental Management Schemes
- ◆ ISO 14001 Environment Management Support
- ◆ FSC Chain of Custody Management Support
- ◆ OHSAS 18001 Health & Safety Management Support
- ◆ ISO 9001 Quality Management Support
- ◆ Integrated Management Systems Support
- ◆ ISO 22301 Business Continuity/ Disaster Recovery Planning
- ◆ Interim Health, Safety & Environmental Managers
- ◆ Bespoke Programmes in Risk Assessment & Accident Investigation
- ◆ Fire Risk Assessment and Warden Training

SPECIALIST BUSINESS IMPROVEMENT

OCCUPATIONAL HYGIENE

- ◆ COSHH Risk Assessment
- ◆ Local Exhaust Ventilation (LEV) Testing
- ◆ COSHH Air Monitoring
- ◆ Legionella Risk Assessment
- ◆ Respiratory Protection Equipment (RPE) Face Fit Testing
- ◆ Stack Emissions Monitoring (MCERTS)
- ◆ Vibration Monitoring
- ◆ Environment Noise Monitoring
- ◆ Noise Surveys

TECHNICAL

- ◆ Design & Print Unit Reviews for In-plant Operations
- ◆ Workflow and Pre-press Reviews
- ◆ Digital Business Development
- ◆ Press and Post-press Investment Support
- ◆ Management Information Systems (MIS) Support
- ◆ BPIF ISO 12647 Colour Standard (UKAS Accredited)
- ◆ ISO 27001 Information Security
- ◆ BS 10501 Anti-bribery Management System
- ◆ Tender/Bid Preparation
- ◆ Dispute Resolution and Expert Witness
- ◆ BPIF Technical Compliance Certificate for Process Colour Management
- ◆ Flexography Support
- ◆ Independent Reviews
- ◆ Print Production Healthcheck

PROCESS IMPROVEMENT (VISION IN PRINT)

- ◆ Productivity Improvements
- ◆ Overall Equipment Effectiveness
- ◆ Waste Reduction
- ◆ Process Engineering
- ◆ Office and Pre-press Administrative Streamlining
- ◆ Operations Diagnostic
- ◆ LEAN Implementation Programmes
- ◆ Productivity Healthcheck

HUMAN RESOURCES

- ◆ Human Resources Management Scheme
- ◆ Selection & Recruitment Support
- ◆ Aptitude & Psychometric Testing
- ◆ Rewards & Benefits Advice
- ◆ Performance Management
- ◆ Coaching and Mentoring
- ◆ Organisational Restructuring
- ◆ Human Resources Due Diligence
- ◆ Investors in People

BUSINESS DEVELOPMENT

- ◆ Sales Mentoring
- ◆ Cost Rate Review
- ◆ Strategic Planning
- ◆ Change Management
- ◆ Presentation Preparation
- ◆ Factory Layout Planning
- ◆ Procurement
- ◆ Financial Healthcheck
- ◆ Bid Presentation



KEEPING MEMBERS WELL-INFORMED

STAY UP TO DATE WITH THE LATEST NEWS, REPORTS
AND OPINIONS FROM OUR INDUSTRY EXPERTS.



KEEPING MEMBERS WELL-INFORMED

Stay up to date. We provide members with the latest news, reports and opinions from our industry experts through a variety of channels.

E-News is the BPIF monthly e-newsletter keeping members up to date with the latest news, events and business opportunities.

Inprint is the official quarterly membership magazine of the BPIF. Compiled by industry experts, it delivers the latest insights and comment for print industry managers. The publication tackles the best business practice areas and includes relevant case studies, interviews with leading figures, and details of must-attend industry events. It is complemented by the Inprint app.

Invision is our video blog, keeping you current with the latest news and views from around the printing, printed packaging and graphic communication industries.

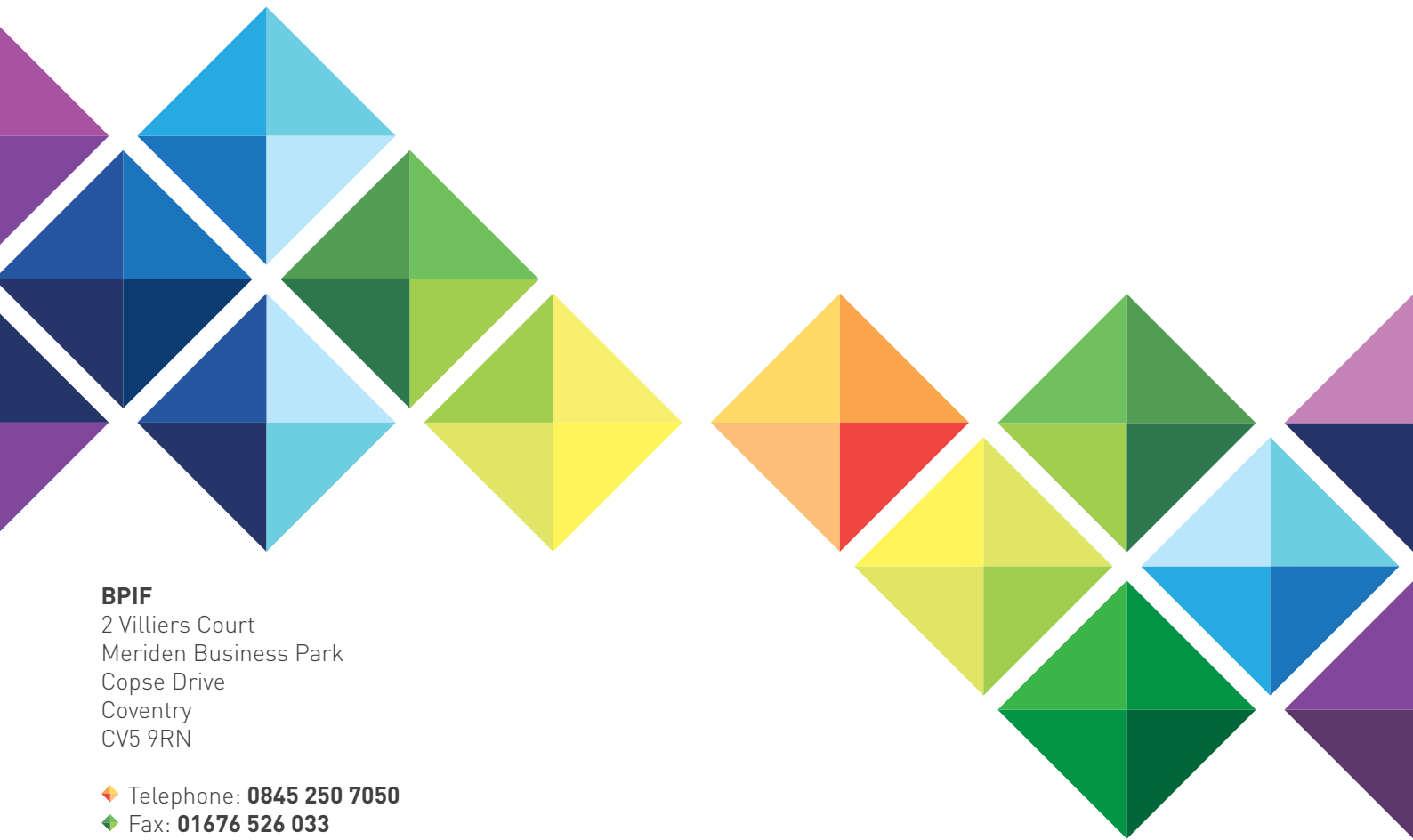
@BPIF will keep you informed of the very latest news.

MEMBERSHIP SERVICES & LEVELS

	PLATINUM	GOLD	SILVER
HUMAN RESOURCES			
Employment Tribunal Legal Representation (subject to scheme rules)	◆		
Human Resources Healthcheck	◆		
On-site support for human resources	◆		
Online support for human resources	◆	◆	
Telephone advice for human resources	◆	◆	
Telephone advice for industrial relations	◆	◆	
Training and development solutions	◆	◆	◆
Employment law update	◆	◆	◆
Commercial employment law seminars	◆	◆	◆
LEGAL			
Pay as you go legal services	◆		
Preliminary telephone advice	◆	◆	
Legal development updates	◆	◆	◆
HEALTH AND SAFETY			
Health and Safety Healthcheck	◆		
On-site support for health and safety	◆		
Online support for health and safety	◆	◆	
Telephone advice for health and safety	◆	◆	
Email updates	◆	◆	◆

MEMBERSHIP SERVICES & LEVELS

	PLATINUM	GOLD	SILVER
ENVIRONMENTAL			
Environmental Healthcheck	◆		
On-site support for environmental issues	◆		
Online support for environmental issues	◆	◆	
Telephone advice for environmental issues	◆	◆	
Email updates	◆	◆	◆
BUSINESS IMPROVEMENT			
Business Improvement Healthcheck	◆		
Productivity Healthcheck	◆		
TECHNICAL			
Technical Healthcheck & report	◆		
Telephone advice for technical issues	◆	◆	
Online support for technical issues	◆	◆	
GENERAL SERVICES			
Quarterly membership magazine 'Inprint'	◆	◆	◆
Regular email bulletins	◆	◆	◆
Free registration on www.selectprinter.com	◆	◆	◆
Industry information and statistics	◆	◆	◆
Networking opportunities nationally and locally	◆	◆	◆
Industry survey reports (free to participants in surveys, all members can participate)	◆	◆	◆
Representation to European, national and local government	◆	◆	◆
Purchasing opportunities	◆	◆	◆
Funding Finder	◆	◆	◆
Jobs in Print	◆	◆	◆
Executive Exchange	◆	◆	◆



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