

Vouchers provide financial support for innovation

Yorkshire printing companies wanting to develop their businesses are being encouraged to apply for Innovation Vouchers to finance engagement with Yorkshire's universities and other institutions.

Funded by Yorkshire Forward, the vouchers – worth up to £3,000 each – are aimed specifically at small to medium-sized enterprises (SMEs). They can be redeemed to fund the cost of obtaining practical knowledge and expertise from one of the scheme's registered innovation experts.

Eligible SMEs can buy support for collaboration with an innovation expert in order to:

- Build internal capacity.
- Explore specific business issues relating to the exploitation of new ideas.
- Address product, process or service innovation issues.

Application forms can be downloaded from: www.businesslink.gov.uk/yorkshire/innovation

Applications are accepted on a monthly basis and should be submitted by the third Friday of the month.

For further information, call Business Link on 08456 048 048, or email innovation@businesslinkyorkshire.co.uk



Yorkshire welcome for printer's rapid response

When Gary Verity, Chief Executive of Welcome to Yorkshire, realised at 8am on the eve of the Great Yorkshire Show that he needed another banner urgently, he did the best thing possible; he rang Robert McClements, Chief Executive of PrintYorkshire, and left a message on his answerphone.

started in screen printing more than 20 years ago with ColourScreen, one of the companies previously run by Robert.

RPS2000 then proceeded to redefine the phrase 'fast turnaround', delivering the new 7m x 1m banner to the Great Yorkshire Showground at Harrogate by 5pm the same day. By the time the Show opened the next day, the banner was in place on the Welcome to Yorkshire stand, which featured Hull & Humber, the region's entry into this year's 35,000-mile Clipper 09-10 Round the World Yacht Race.

This is a classic example of what the Yorkshire print industry can do when it pulls out all the stops. PrintYorkshire are happy to work with other Yorkshire Forward-supported sector bodies to help to promote the region.



Dave Ryan is the Managing Director of Leeds screen printer RPS 2000, a new member of the PrintYorkshire network. Coincidentally, Dave

Innovator/10 – Call for Applications!

Companies who set the standard when it comes to innovation will be celebrated at the third annual Innovator/10 Awards in March 2010.

Now is the time to submit your entry for the awards – established by Yorkshire Forward to reward success and showcase the role innovation plays in helping companies to maintain their competitive edge.

The winners will be presented with a trophy and prizes of £3,000 to invest further in innovative activities.

The categories are:

Young Innovative Business Award

Innovation in Action Award

Lord Stafford - Partners in Innovation Award

Sustainable Innovation Award

Applications should be submitted no later than 5pm on Wednesday 2nd December 2009, and the awards evening will be held at Leeds City Museum on Wednesday, 3rd March 2010.

To apply online or obtain more information, visit: www.innovator10.com or contact Holly Sowden on 0113 394 9916 or at holly.sowden@yorkshire-forward.com

jade invests £250,000 to maintain competitive edge

Jade Press, the Leeds litho and digital printer, is reaping the benefits from its £250,000 capital investment this year in new equipment.

The investment includes the latest seven-colour HP Indigo machine and Morgana finishing kit as well as a new e-commerce system for stock call-off and distribution. On-line templating allows clients to set their own stationery and literature.

Managing Director Darren Shepherd explains: "The new equipment is enabling us to thrive in a fiercely-competitive market. The quality of print from the new Indigo press is virtually indistinguishable from conventional litho print. Additionally, it competes favourably with the more established print process on lower

volume runs and has the advantage of being able to personalise every sheet, using variable data – or even variable imaging.

"Our business is now closer to a science than the original craft-based industry, so we've adopted many of the practices of successful advanced manufacturing and engineering.

"With the print industry always developing at pace, sound business principles are vital, particularly in the area of new state-of-the-art technology. We apply stringent depreciation and write-down policies to ensure we stay ahead of the game and every capital purchase is carefully considered."

The company now has strategic development plans that anticipate growth of 40 per cent over the next

two years, resulting in the recruitment of up to six new employees.



Darren Shepherd, Managing Director of Jade Print with Stephen Sayer, Head of business Development

Jade has also adopted a stringent environmental policy, resulting in a 75 per cent reduction in the volume of waste it sends to landfill. As a result, it has recently been awarded the ISO 14001 environmental standard. In May this of this year Jade were also accredited to both FSC and PEFC Chain of Custody standard.

Sun Branding to help printers develop their continuity planning

Bradford-based brand design packaging consultancy, Sun Branding Solutions, is believed to be the first company within the design and printing industry to achieve full Business Continuity Planning (BCP) certification to standard BS25999.

The award reflects the company's robust and comprehensive business continuity plan, which would be fully implemented within 18 hours

of a major disruption to business, such as loss of a critical system or process, loss of access to the company's buildings or loss of a key supplier.

Now the company is offering other Yorkshire printing industry companies the chance to learn more about BCP and optimise best practice.

Neil Swallow, SBS Operations Director, explains: "BCP is now becoming a standard business requirement as all sectors examine their own critical processes and, in

turn, those of their suppliers. It is forecast that, by 2012, all businesses will require a BCP of some form to qualify as a supplier of choice. Statistics show that, having a robust plan significantly increases your chances of recovery and your ability to continue trading following a disaster.

"We believe we are well placed to help other businesses learn more about the process and how it can benefit them. Having been through it ourselves, we know what works and what doesn't."

BREAKING NEWS

GARNETT DICKINSON GROUP BUYS ACORN WEB OFFSET

Magazine and catalogue printer, Garnett Dickinson Group has bought Trader Media Group's print facility Acorn Web Offset based in Normanton. The deal to acquire the West Yorkshire based company was signed on 28 August and will create a £45m turnover web offset business with around 370 staff. Trader Media is the parent company of Auto Trader – the UK's leading motoring website and magazine.

The Garnett Dickinson Group, based in Rotherham specialise in producing high quality magazines, catalogues and brochures with exceptional customer service. The acquisition of Acorn Web Offset fits the Group's strategy to offer customers web-offset and digital printing, along with stitching, perfect binding, mailing and mechanical cover mounting, all under one roof.

Nick Alexander, Group Chief Executive, said "Acorn has a strong identity and is a profitable, well run business with good management and staff who look after their customers. It is a good strategic fit and Garnett Dickinson will enhance Acorn's service by extending its own activities in mailing and UV cover printing.



Designed and printed by Jade www.jadeprint.com

To advertise in Forum, call Angie Rowlands on 01924 203338, or email: angie.rowlands@printyorkshire.com

forum

PrintYorkshire

FOR BUYERS AND SELLERS OF PRINT

AUTUMN 2009

Minister praises Yorkshire printing industry's innovation and resilience

Yorkshire's printing and design industry celebrated its resilience and innovation on Yorkshire Day, August 1, with the presentation of a stunning new publication, NoiseFive, designed by ATTIK and produced in this region.

The publication was printed by Evolution Print in Sheffield and collated and bound by Hammond Bindery in Wakefield and Riley Dunn & Wilson in Huddersfield. Special finishing was applied by Celloglas in Leeds.

In her speech, the Minister congratulated Yorkshire Forward for recognising and supporting the Yorkshire printing industry and PrintYorkshire for its success in bringing the different elements of the industry together.

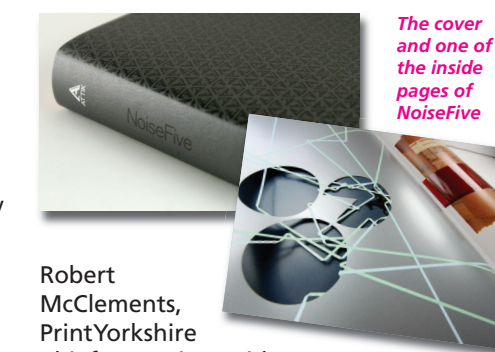
She commented on the necessity, particularly in the current tough economic climate, for companies to ensure that their employees had the skills not only for today's opportunities but also to enable them to respond to tomorrow's challenges.



Rosie Winterton is shown the new publication, NoiseFive, by Robert McClements. With them are Stuart McFarlane of Yorkshire Forward, left, Michael Johnson, far right, Chief Executive of the BPIF, and PrintYorkshire President Victor Watson.

More than 80 senior members of the region's printing industry attended the event organised by PrintYorkshire and the BPIF at Bowcliffe Hall, Bramham. They heard the Minister for Yorkshire and the Humber, the Rt Hon Rosie Winterton MP, congratulate the industry for its innovation, resilience and hard work.

The Minister was introduced by Victor Watson CBE DL, President of PrintYorkshire, and other speakers included Stuart McFarlane, Yorkshire Forward's senior manager for Digital and New Media, and Shane Tattersall of ATTIK. Shane presented Ms Winterton with a copy of NoiseFive, which showcases the excellence of the region's design and print specialists. It is destined to become a collectors' item as previous copies of Noise are changing hands on the internet at £350!



The cover and one of the inside pages of NoiseFive

Robert McClements, PrintYorkshire Chief Executive, said: "It was fantastic that the Minister was able to see at this celebration some of the very best that the Yorkshire printing industry can offer.

"The fact that so many senior people from our industry turned out to support us was most encouraging and indicates the depth of support that both PrintYorkshire and BPIF enjoy in the region."

HOT PRESS

Autumn Networking Dates

South Yorkshire
Tuesday, October 13th 2009
Horner Bros, Sheffield

West Yorkshire
Wednesday, October 14th 2009
Roberts Mart, Leeds

Humber
Wednesday, October 21st 2009
Teckno Developments, Beverley

The topics for these events are:

Helping To Make More Informed Decisions (Marc O'Driscoll & Chris Taylor of Begbies Traynor Group) and Employment Tax in a Recession (John Hill of Begbies Traynor Group)

All events start at 4pm for 4.30pm, finishing at 6pm, and include a factory tour.

To book your place, contact Angie Rowlands on 01924 203338 or email angie.rowlands@printyorkshire.com

For more information on these events, go to www.printyorkshire.com or www.britishprint.com

Brand managers urged to consider plastic electronics

A groundbreaking new report from Faraday is urging brand managers and packaging technologists for consumer products to become more informed about the significance of plastic electronics.

The author, Dr. Laurence Hogg, pictured, discusses why current societal trends mesh with technological trends in plastic electronics so that "the goalposts will change in a major way". If companies are to stay ahead of the game, they need to get involved now!

Plastic electronics – also known as organic electronics, polymer electronics or printed electronics – combine electronics with polymers or plastics. This is instead of using traditional electronics, which rely on inorganic conductors such as copper or silicon.

Faraday's report is concerned with the development of this new breed

of electronics made from synthetic, carbon-based materials. It is an area of major investment in the electronics community and the goal of current R&D is the facility to print electronic devices that currently require electronic assembly.

This will mean cheap day-to-day electronic gadgets featuring moving screen displays, sensors and even computers. You could get a mobile phone printed on your corn flakes packet!

So what will packaged consumer products look like in a future of cheap, reproducible printed electronic gadgets? Plastic electronics can enable consumers to interact with products and brands in ways that are probably limited only by our imagination.

So think of a future where the kinds of electronic functionality that we associate with today's electronic gadgets, like mobile phones, media



players, netbooks etc., are integrated into everyday FMCG consumer products and packs.

'Plastic Electronics and the FMCG Consumer' can be downloaded free of charge from www.faradayknowledge.com. For further information contact Dr. Laurence Hogg on +44 (0)113 284 0219 or laurence.hogg@faradayknowledge.com

Evolution expertise boosts charities

Sheffield printer Evolution Print has recently contributed to two very different projects that have both benefited charities. One involved helping with the launch of a charity shop in London and the other the production of a limited edition Japanese print.



Mary Portas at the launch her Living & Giving store in Westfield, London

Evolution was approached by Yellow Door, Mary Portas's agency, to supply the specially-designed price tags for the launch of Mary's Living & Giving shop in Westfield, London. Living & Giving raises money for a variety of charities, including Save the Children for which the store has already raised nearly £110,000.

The limited edition Japanese print of just 200 copies was commissioned by Sheffield-based Tado, otherwise known as Mike and Katie, who since 2002 have carved a niche for themselves by concocting "weird and wonderful creations and characters" for their international client base.

Mike and Katie are donating a portion of the profits from the limited edition - produced on Evolution's B1 Komori press - to Weston Park Hospital in Sheffield.



The Tado limited edition print

New Man at the BPIF

Chris Selby, pictured, has succeeded Mike Hopkins as BPIF North East Regional Director.

Commenting on his new role, he writes:

"I am looking forward to working closely with Print Yorkshire just as Mike Hopkins did before me.

"I joined the BPIF in 2000 and have been mostly involved with the recruitment of new members to the Federation holding the post of Head Of Sales just prior to taking up my current role.

"Whilst involved in the recruitment process I visited many companies and as part of the process had discussions with numerous company owners and directors with regards to the support they required to help them to run their businesses profitably, efficiently, legally and in an environmentally responsible manner.

"My new role now gives me the opportunity to develop the relationships with businesses across the region in conjunction where

appropriate with Print Yorkshire. As regional director I have access to a range of services from within the BPIF which support the Print Yorkshire focus areas for the coming year of Lean, Green and Mean.

"On Lean we have our Vision In Print division staffed by first rate process engineers who can provide bespoke programmes to help you introduce

Lean Manufacturing Techniques which can help you improve your efficiency.

"On Green issues the BPIF has a team of internal expert advisers who are tuned into the needs of our industry,

"Robert McClements refers to cutting costs within a company as making the company 'Mean'. The BPIF with its 200 plus services is ideally positioned to support this initiative.

"I know times are have been tough, however we need to look at what we do beyond the recession. The BPIF and Print Yorkshire working together to support our industry make a formidable team.

"If I can be of help just give me a call on 01924 203330 or email chris.selby@bpif.org.uk".



News in brief

RBS funds Pega Print MBI

Rotherham-based printing company Pega Print has been bought by John Savage, a former senior motor industry executive.

Mr Savage acquired the entire share capital of the company from its founders, Gary Wood and Stephen Niemas, who will continue with the business for a short period to ensure a smooth transition. Funding for the deal was provided by RBS Invoice Finance and Lombard, the asset finance division of RBS.

Lick trebles size of premises

Yorkshire digital and direct mail company Lick Group has trebled the size of its premises with a move to a 3,720sq metre building. The company says it is also considering potential acquisitions. All three of the company's existing sites at Wakefield, Elland and Leeds are being relocated to a warehouse facility in Gildersome in order to strengthen service, deliver economies of scale and reduce costs.

Group managing director Linden Kitson forecasts a turnover of £5m for 2009 and says there is a definite potential for acquisitions, although nothing is yet set in stone.

Seminar on printed electronics

The Digital Print CIC - a one-stop shop for printing and print-related industries - recently hosted a very successful seminar on printed electronics together with the launch of an £800,000 competitive grant competition (see page 2).

Printed electronics is an emerging set of technologies that enable electronic devices to be produced using conventional printing techniques. The seminar resulted in a number of potential projects.

YORKSHIRE FIRMS STAR IN EXCELLENCE AWARDS

Two Yorkshire printers have been recognised in the prestigious BPIF Print Week Excellence Awards 2009, which showcase the most innovative and creative companies in the print media industry.

ProCo, based in Sheffield, won the award for the best use of digital technology, while South Yorkshire web-offset printer Garnett Dickinson Print was highly commended for its use of lean manufacturing.



Jon Bailey (centre), Managing Director of ProCo, holds the award for best use of digital technology. He is flanked by Nick Hancock, left, from award sponsors Konica Minolta, and Quentin Wilson, the broadcaster and motoring journalist who compered the event.

The digital technology award, sponsored by Konica Minolta, covered the use of digital technology throughout the supply chain, rather than just in print. The judges praised ProCo's innovative multi-channel approach. One commented: "I was particularly impressed by the innovative approach to customer acquisition using multiple channels with quirky and memorable creative."

The company's managing director, Jon Bailey, said: "We demonstrated an in-depth understanding of the results possible through the use of customised content printing. An excellent range of applications, using a mixture of print and other channels, delivered a triple whammy of cost savings, shorter cycle times and improved response rates.



Garnett Dickinson's New Scanning System for Pallet Locator

The lean manufacturing award was for improved company performance through the adoption of lean techniques and Garnett Dickinson Print was praised for including members of its finance team in the project.

The judges - Graeme Faulkner from Vision in Print and Andrew Dearden, Operations Director from Interflex, last year's winner of the award - commented that "the firm is also well on its way to having one of the most visually managed factories in the UK, included colour-coded bays on the shopfloor for stock and work-in-progress, all backed up with a barcode system."

Garnett Dickinson Print was also shortlisted for the Customer Service Award. The company specialises in the printing of short-to-medium run magazines, catalogues and brochures for publishing companies, tour operators, mail order houses and a wide range of other companies throughout the UK and Ireland.

New format boosts networking events

PrintYorkshire's popular Open House networking series has been boosted by using the premises of outstanding printing companies and by moving the time to late afternoon in order to maximise the opportunity to see best practice in action.

Organised by PrintYorkshire in association with the BPIF, the spring events attracted more than 50 attendees from all sectors of the region's printing industry, who enjoyed a rare chance to learn how local

printing companies run their businesses.



ProCo Print, in Sheffield, hosted the first new-style

event on May 19. The winner of the BPIF Excellence Awards, Best Use of Digital Technology (see above), the company is housed in a 50,000 sq ft facility. It works closely with customers to provide technical and proactive account management for integrated solutions, using both conventional and digital print.

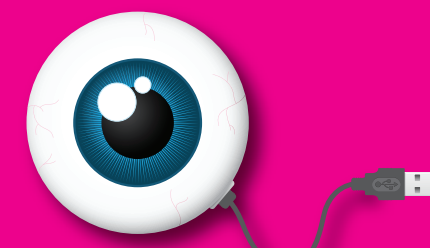


The next day, it was the turn of Team Impression in Leeds, a company that does what it says on the tin! This was an opportunity to see what is in the tin - a 'fusion of print' with

an exceptional array of skills that range way beyond printing - into UV finishing, laminating and die-cutting.

Helen Sykes, of BPIF, provided valuable insight into training available and the existing funding opportunities while representatives from Train to Gain, Manufacturing Advisory Service and Proskills were on hand to provide further details.

We've all heard about "adding value" until the phrase has become meaningless - these events were a chance to see how it can be done with great effect. So, big thanks to our hosts, Mark Schofield and Jon Bailey of ProCo and Peter Crowson from Team Impression.



Focus group to seek funding for printable electronics products

A new focus group has been set up by PrintYorkshire to develop proposals for accessing the £800,000 being made available by The Northern Way - the coalition of the three North of England regional development agencies - for the exploitation of printable electronics.

The new group, which held its inaugural meeting in late August, is investigating ways in which this - and future - technologies can be used by commercial printers to make money.

PrintYorkshire has already held two events on the subject this year, one at the AIDC in Halifax and the other in conjunction with the CIC at Leeds University. These have demonstrated that many electronic devices - such as batteries, antennae and solar cells - can now be printed.

The first meeting of the new focus group was attended by six companies, ranging from screen printers to litho and digital specialists. Its challenge now is to identify ways in which commercial printers can use their existing equipment and skills to evolve products and services for existing customers.

When they have done this, an application for funding will be made to take forward one of the ideas and produce real products for today's printers.

If you would like to be part of this exciting project by being a member of the focus group, call Mike Hopkins on 07801 981308 or email him at mike.hopkins@printyorkshire.com.

There is no cost to taking part, but much to gain for you and the industry.