

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 HR ADVISERS ARE ALWAYS AVAILABLE AND READY TO LISTEN WITH RELIABLE, DETAILED ADVICE AND SUPPORT. A READY-MADE BANK OF DOCUMENT TEMPLATES PROVIDES THE BACK-UP AND ENSURES THAT HR COMMUNICATIONS ARE STRAIGHTFORWARD AND EASY. ALL IN ALL, A FIRST CLASS, VALUE FOR MONEY SERVICE.”

GAVIN KILLEEN, MD, NUPRINT TECHNOLOGIES LONDONDERRY N.I.

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 USES THE BPIF’S ENVIRONMENTAL SERVICES TO HELP 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 WITHIN OUR ISO14001-2015 ACCREDITATION!”

BARRY LIVERSIDGE, MANAGING 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
- ◆ Operations Assessment
- ◆ Telephone support
- ◆ Initial on-site advice

“THE BPIF PRODUCTIVITY HEALTHCHECK PROVIDED VALUABLE INSIGHT INTO OUR OPERATION. THE ASSESSOR WAS FRIENDLY, HELPFUL AND EXTREMELY KNOWLEDGEABLE, AND THE REPORT THAT FOLLOWED HELPED US TO FOCUS ON OUR CURRENT PROCESSES WITH CLARITY, FOR EXAMPLE, A 1% REDUCTION IN PAPER WASTE RESULTING IN A £25K PER ANNUM SAVING.”

MATTHEW JOHNSON, OPERATIONS DIRECTOR, PROCO



BEST IN CLASS BUSINESS SUPPORT

LAWYERS WHO SPEAK PRINT BPIF LEGAL SERVICES

Our lawyers have extensive knowledge and understanding of the practical business needs of the print industry.

Our lawyers work closely with other departments – particularly HR, Health and Safety, Technical and Business – to provide uncomplicated advice on the legal background and framework for across-the-board business decisions.

Legal services included in Platinum membership:

- ◆ Preliminary telephone legal advice on commercial matters
- ◆ Full advice and representation at Employment Tribunals (subject to terms and conditions)
- ◆ Employment law seminars
- ◆ Notification of important legal developments

“I WOULD HAVE NO HESITATION IN RECOMMENDING BPIF LEGAL SERVICES. THEY HELPED US IMMENSELY AT EVERY STAGE OF THE TRIBUNAL PROCESS AND THEIR SUPPORT AND ADVICE WAS INVALUABLE. WITH THE HELP OF THEIR RECOMMENDATIONS, REPRESENTATION AND SUBMISSIONS THE CLAIMS AGAINST US WERE FULLY DISMISSED BY THE TRIBUNAL PANEL.”

RACHEL CLARKE, VISTA LABELS



BEST IN CLASS BUSINESS SUPPORT

BPIF LEGAL SERVICES

An extra level of membership – our “Legal Plus” service

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

- ◆ Intellectual property
- ◆ Contract disputes
- ◆ TUPE
- ◆ Dealing with senior executives
- ◆ Supply agreements
- ◆ Non-disclosure agreements
- ◆ Settlement agreements
- ◆ Bespoke employment contracts
- ◆ Customer disputes
- ◆ Restrictive covenants

“BPIF LEGAL PROVIDE A STUNNING SERVICE THAT EVERY PRINTER SHOULD BE USING.
I COULDN'T RECOMMEND THEM ENOUGH.”

JON TOLLEY, MANAGING DIRECTOR, PRIME GROUP

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.

RECRUITMENT AND SELECTION

As print industry specialists, we know that recruiting and nurturing talented staff is central to both a successful business and to the industry as a whole. The BPIF recruitment service is designed to provide a cost effective method of advertising vacancies whilst promoting the many career paths available within the industry - to help you satisfy the demands and expectations of clients and investors.

We can assist by providing:

- ◆ An array of guidance and support documents to assist with the recruitment process, advertising and interviews
- ◆ A platform to advertise job vacancies
- ◆ The CV Library which is designed to support people who are unemployed and employers who are looking to recruit
- ◆ Aptitude testing materials
- ◆ Functional skills initial assessment

WALLACE HIND SELECTION

The BPIF's collaboration with Wallace Hind seeks to provide an alternative route to recruiting new and different skill sets into the industry with fresh energy and vision. Finding the right candidate to complement the existing team is a challenge for all companies and Wallace Hind look to ensure they provide recruits with a positive and direct impact on business goals.

Members will have access, via WH's retained eSearch methodology, to the widest range of candidates from outside the sector, who have complimentary and transferable skills, knowledge and leadership capabilities.



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.

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. Since the Apprenticeship Levy came into effect in April 2017, there's even more reason to take advantage of the expert courses on offer. Our BPIF Training Co-ordinators can even advertise and arrange the interviews for you.

MANAGEMENT PROGRAMMES

We offer the highly popular management apprenticeship programmes underpinned by the Institute of Leadership and Management (ILM) qualifications.

- ◆ Level 2 Diploma in Team Leading
- ◆ Level 3 Diploma in Management
- ◆ Level 5 Diploma in Management

“THE MANAGEMENT LEVEL 3 COURSE WAS CHALLENGING AND COVERED EVERY ASPECT OF WHAT A GOOD MANAGER SHOULD KNOW AND BE IMPLEMENTING. BEING A MORE MATURE STUDENT I WAS APPREHENSIVE ABOUT WHETHER OR NOT I COULD DROP BACK INTO STUDENT MODE, BUT WITH THE FANTASTIC SUPPORT OF MY TUTOR IT WAS VERY EASY AND I LOOKED FORWARD TO OUR MEETINGS.”

KEITH BENNING, SIGNAGE MANAGER, GREENHOUSE

EXPERT TRAINING TO TRANSFORM YOUR BUSINESS

MASTERS

- ◆ MSc Management in partnership with Management Development Centre (MDC).

SHORT COURSES

Our 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
- ◆ Customer Service
- ◆ Negotiation and Persuasion
- ◆ 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 BPIF are accredited to four awarding bodies: Glass Qualifications Authority (GQA), City and Guilds (C&G), OCR, Institute of Leadership & Management (ILM) and are an ESFA approved provider on the RoATP. 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 Matrix accreditation which certifies the quality of our Information, Advice and Guidance (IAG). Our experienced team of 18 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.

BPIF ENERGY PROCUREMENT & MANAGEMENT

The BPIF and Inenco have joined forces to offer BPIF members access to cost effective energy buying and energy management. The service aims to deliver cost saving exercises that will not only uncover



207 COMPANIES ARE ON OUR HEALTH INSURANCE SCHEME AND ON AVERAGE THE SCHEME SAVES MEMBERS 30%



758 COMPANIES TAKE ADVANTAGE OF OUR INSURANCE SCHEME WITH MEMBERS RECEIVING A 5% DISCOUNT



OUR BUYING POWER GUARANTEES YOU SAVINGS

any potential savings or past discrepancies, but will save members time in the process. It will give members access to flexible energy procurement tailored to business objectives by spreading volume across multiple purchasing strategies.

THE BPIF'S PRINTING INDUSTRY PENSION SCHEME

With approaching £200 million in funds, the Printing Industry Pension Scheme (PIPS) is the first choice for many members. Operating since 1986 via Standard Life, Legal & General and Aviva, 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, who have a team in place that specialise in the printing industry not only ensuring compliance with auto enrolment but providing extremely cost effective ongoing pension administration.

EMPLOYMENT PRACTICES LIABILITY INSURANCE

Platinum members can now take advantage of the recently developed Employment Practices Liability Insurance. This product offers protection against any awards made against a member at an employment tribunal as long as advice had been taken from the BPIF's team of HR advisers. Platinum members already benefit from expert representation from BPIF Legal, and this new product plugs the remaining gap. It provides the last piece in the jigsaw in safeguarding against employment tribunal cases.

CLIMATE CHANGE LEVY REBATE SCHEME

The BPIF are always looking for ways to save their members money on their energy bills and one of the ways the BPIF has done this is through their Climate Change Levy Reduction Scheme. The Climate Change Levy is imposed on the energy bills of all UK companies and was extended to cover green energy. Energy intensive industries such as the printing industry could gain relief from this virtually hidden tax by joining the BPIF's Climate Change Levy Scheme. In return for a commitment to improve energy efficiency, a printing company could save 90% of the levy on electricity and 65% on gas. This scheme comes to a close at the end of October 2018 however the BPIF will be lobbying strongly to get the government to extend the scheme and give more members the opportunity to save money.



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 can provide specialist R&D Tax advice through our specialist partners 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.



SPECIALIST BUSINESS IMPROVEMENT

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

SPECIALIST BUSINESS IMPROVEMENT DELIVERED BY TRUSTED INDEPENDENT EXPERTS

In addition to our services included within membership, we have a dedicated specialist services 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.

STANDARDS & CERTIFICATION

- ◆ ISO 14001 Environment Management Support
- ◆ FSC Chain of Custody Management Support
- ◆ ISO 45001 Occupational Health & Safety Support (previously OHSAS 18001)
- ◆ ISO 9001 Quality Management Support
- ◆ ISO 27001 Information Security Management
- ◆ ISO 12647 Colour Standard (UKAS Accredited)
- ◆ BPIF Colour Quality Management Certification Scheme
- ◆ ISO 37001 Anti-bribery Management System
- ◆ BRC Food Packaging for Packaging Materials

TECHNICAL

- ◆ Data & IT
- ◆ Workflow and Pre-press Reviews
- ◆ Colour Management Support
- ◆ Digital Business Development
- ◆ Press and Post-press Investment Support
- ◆ Management Information Systems (MIS) Support
- ◆ Dispute Resolution & Expert Witness
- ◆ In-plant Design & Print Unit Reviews

“WE FOUND THE BPIF SPECIALIST ADVISER’S KNOWLEDGE AND EXPERIENCE IN INTERPRETING BRC REQUIREMENTS INTO OUR SYSTEMS INVALUABLE. EFFECTIVELY THIS MEANT THAT WE ONLY HAD VERY SLIGHT ADJUSTMENTS OR ‘TWEAKS’ TO YOUR METHODS OF PROCESSING WORK TO SATISFY BRC REQUIREMENTS. WITHOUT THIS PRACTICAL SUPPORT FROM THE BPIF SPECIALIST ADVISER I’M CERTAIN WE WOULD NOT HAVE ACHIEVED OUR AA RATING.”

JOHN LOCKE, GROUP OPERATIONS & TECHNICAL MANAGER, CELLOGLAS

SPECIALIST BUSINESS IMPROVEMENT DELIVERED BY TRUSTED INDEPENDENT EXPERTS

BUSINESS DEVELOPMENT

- ◆ Cost Rate Review Service
- ◆ Strategic Planning
- ◆ Business Planning & Implementation
- ◆ Sales Excellence Programme
- ◆ Marketing Excellence Programme
- ◆ Website Design & Build
- ◆ Factory Planning & Layout Implementation
- ◆ Business Continuity/Disaster Recovery Planning
- ◆ Purchasing & Supply Chain Management Support
- ◆ Business Development Training & Short Courses

PROCESS IMPROVEMENT

- ◆ Productivity Healthcheck
- ◆ Profit Improvement Planning (PIP)
- ◆ Operations Assessment
- ◆ Total Productive Maintenance (TPM)
- ◆ 5C/5S Workplace Operations
- ◆ Admin and Workflow (Process) Streamlining
- ◆ Materials Waste Reduction
- ◆ Press Productivity Improvement
- ◆ Lean Manufacturing Implementation
- ◆ Modular Improvement Programme
- ◆ Bespoke Continuous Improvement Programmes
- ◆ Process Improvement Training & Short Courses

HEALTH, SAFETY & ENVIRONMENT

- ◆ Health & Safety Management Schemes
- ◆ Integrated Management Systems Support
- ◆ Interim Health, Safety & Environmental Managers
- ◆ Risk Assessment
- ◆ Accident Investigation
- ◆ Environmental Management Schemes
- ◆ Environmental Management Support
- ◆ Occupational Hygiene
- ◆ Health, Safety & Environment Training & Short Courses

HUMAN RESOURCES

- ◆ HR Documentation
- ◆ Contracts of Employment
- ◆ Employee Handbook
- ◆ HR Policies and Procedures
- ◆ Redundancy Handling
- ◆ Absence Management
- ◆ TUPE Transfers
- ◆ Disciplinary & Grievance & Appeal Handling
- ◆ Managing a specific Industrial relations problem
- ◆ Recruitment and Selection
- ◆ Performance Management
- ◆ Coaching
- ◆ Occupational Health
- ◆ Human Resources Training & Short Courses



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

Representing over 90% of the UK Folding carton industry this Special Interest Group promotes the benefits of cartonboard over other packaging materials. The group lobbies on behalf of the carton industry and arranges networking meetings for both converter and partner members when topical subjects are discussed. Training courses and e-learning are used to develop tomorrow's talent. As a National Association member of ECMA (European Carton Makers Association) the group has access to the latest technical information regarding the materials and production requirements used in folding cartons. 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 and events 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 and also represents the UK Label industry in Europe through the FINAT National Associates Board. 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**

CDI (CREATIVE DIGITAL INDUSTRIES)

CDi exist to support and inform the creative and digital industry. We aim to encourage collaboration within our industries with the intention of increasing regional and national growth. We incorporate the key elements of the marketing and communications media by engaging the brand owners, creative and digital agencies, printers, big data managers and consumer behaviourists. We recognise business is about people, so we act as a hub to bring people together and widen networks, whether it is at our social events or our sector specific training and development workshops. Go to www.creativedigital.org.uk or follow @WeAreCDi to find out more.

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.

BRITISH BOOK PRODUCTION

The British Book Production Section is the special interest group for BPIF members who manufacture books and journals under the chairmanship of Dave Button, Director of 4Edge Limited. With exclusive events in the UK and abroad to explore developments in the fast changing world of book and journal manufacturing, as well as the prestigious annual British Book Design and Production Awards, this group provides a unique opportunity to network with suppliers and customers throughout the book supply chain.



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 industry experts
- ◆ 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



£700 MILLION
P.A. CAPITAL INVESTMENT



WORLD'S FIFTH
LARGEST PRODUCER OF PRINTED PRODUCTS



£13.8 BILLION
TURNOVER



116,000
EMPLOYEES



£775 MILLION
POSITIVE TRADE BALANCE IN 2016



£5.8 BILLION
GROSS VALUE ADDED



8,400
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.

VISUAL MEDIA CONFERENCE

For individuals in the creative, digital, print and packaging industries, the VMC is a free, annual one-day event to inspire and unite those within the industry.

REGIONAL EVENTS

A wide range of regional events take place every year, including workshops, seminars, conferences and evening dinners. Browse the events section of our website to find out what's happening near you.



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.



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 comments 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.

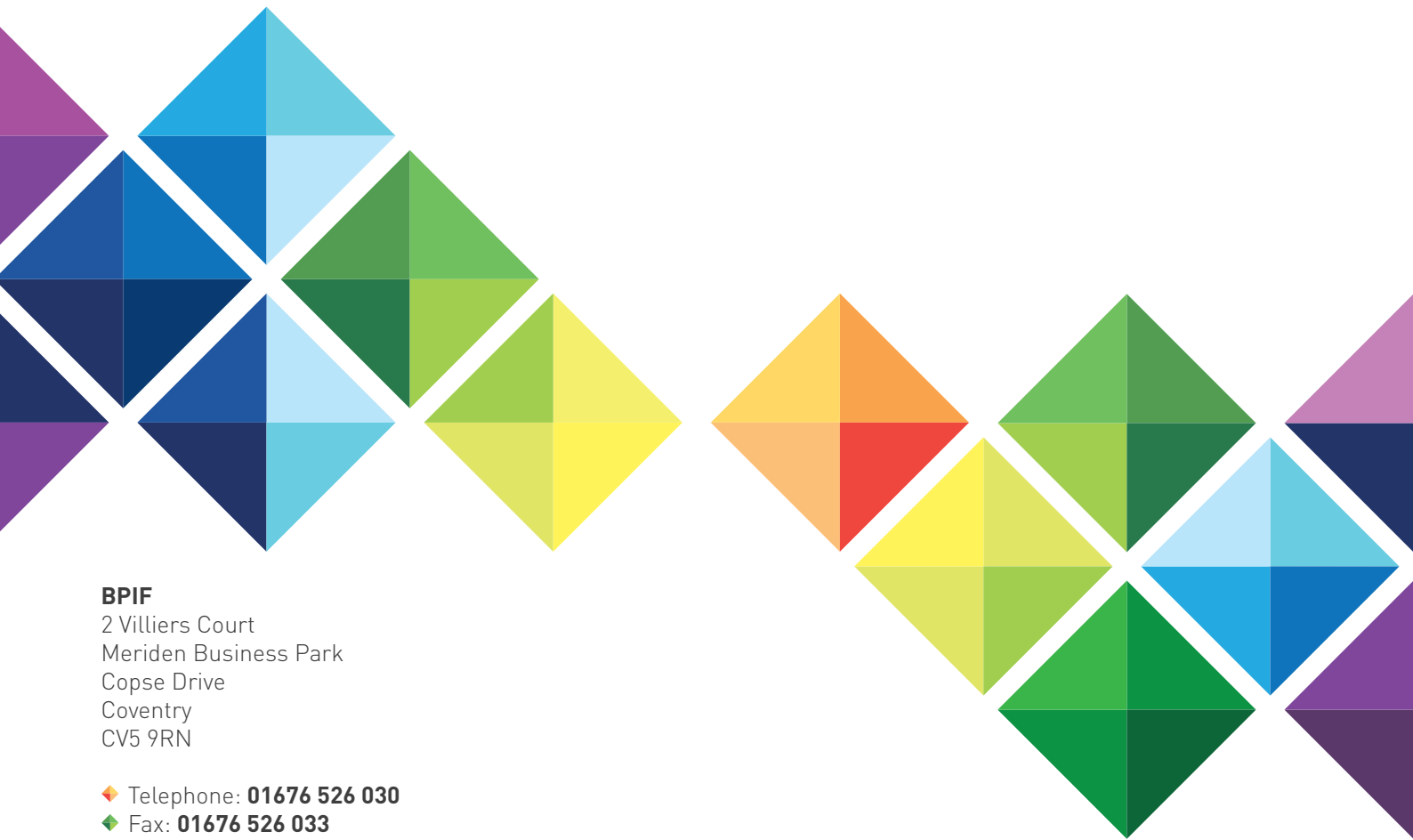
@BPIF will keep you informed of the very latest news.

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			
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	◆	◆	◆
Specialist Recruitment Services	◆	◆	◆
A visit from one of the Regional Team	◆	◆	◆



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