



MEMBERS' DAY 2010:

AN IMPORTANT DAY FOR EVERYONE INVOLVED, PACKED WITH GREAT EVENTS



Tuesday 6 July was a busy day for the BPIF, with four events run for member companies. We hosted an interactive workshop for CEOs of member companies and members of our National Council; a lunch at which the President presented this year's award for Outstanding Contribution to the UK Printing Industry; the BPIF's AGM and National Consultative Meeting; and the All-Party Parliamentary Print Group (APPG) annual reception.

The first three were held at Church House Conference Centre in Westminster, and the APPG at the Terrace Pavilion at the House of Commons.

CEOs' workshop

President Rupert Middleton opened the first event, an interactive workshop on Personal

Power. This brought together fifty CEOs from the BPIF's larger companies, together with members of our National Council. He also welcomed Cees Verweij, his opposite number from the Dutch Printing Federation, as our guest.

President's Lunch

The delegates and other guests then joined the President for lunch, at which he presented the BPIF's 2010 Award for Outstanding Contribution to the UK Printing Industry to Managing Director of Southampton-based Hobbs the Printers. Middleton described David Hobbs as "a quiet and generous man, who has done so much for his company, his community and his industry".

David, a Chartered Accountant with a diploma in Printing and Publishing Studies, joined the family business in 1982. In 1990 he succeeded his father Peter in becoming MD of Hobbs the Printers Ltd, the fifth generation of

his family to do so. During his time at Hobbs, David has overseen significant changes, including the move to a new purpose-built 80,000 sq ft factory in 1994 and a complete change in its customer base.

A member and former Chairman of the BPIF's South Eastern Regional Board, he is also a Board Member with the IPN (International Printers Network) guiding this international partnership of independent companies.

Middleton's AGM speech

After lunch, Middleton's BPIF AGM Presidential address focused on the impact of the recession on the BPIF's finances. Consolidation accelerated sharply during this period and the impact on the BPIF has been severe. Total income in 2009/10 had fallen from £7.7 million to £6 million – a 23 per cent reduction – with membership, commercial and training income all down year on year.

"It's all the more commendable then," commented Middleton, "that we managed to produce an operating profit of £44k before final salary pension costs and exceptional costs." Overall though, the BPIF had declared a net loss after exceptional and final salary pension costs of £309k. As a consequence the BPIF had had to make some tough decisions, with a further 20 per cent headcount reduction made during the past year.

He acknowledged that "there is still a great deal of uncertainty in the marketplace", but stressed that "the actions we have taken to reduce the BPIF's cost base and create a leaner, fitter operation have helped us fare better than most trade associations". The BPIF, he said, "is well placed to help members take advantage of the opportunities that the recovery will present".



The other half of the job was to preside over the BPIF and chair its Council. Here Middleton was more upbeat. Despite the cutbacks of the past year, the BPIF had continued to maintain the successful "Front Line First" strategic plan, with members confirming that the support they received from BPIF staff remains undiminished. Nor had the harsh trading conditions faced in the past year prevented the BPIF from developing new services, with investments made in new business opportunities during the year such as dotgain.org and EcoPrint London.

He cited a host of other examples of how the BPIF has delivered value through partnership during the past year, including: a new online service to inform employers and employees of the careers and apprenticeships available in print and to enable companies to advertise apprentice vacancies for free; dotgain.org offering access to PODi's case study database, global online directory and other services; the regular BPIF-ViP double-page spread now appearing in PrintWeek each month, featuring BPIF members as best practice case studies; PrintYorkshire, our partnership between the BPIF and Yorkshire Forward; and EcoPrint London, a new LDA-funded scheme to help smaller London printers gain access to credible green credentials.

AGM formalities

Middleton reminded members that 1 April this year marked the end of the BPIF's first trading year as a company limited by guarantee. Members had therefore been sent summary accounts on both the limited company and the unincorporated association. These were presented to the meeting by BPIF Finance Director Michael Gardner and were approved by the AGM.

The President announced the results of the vote on the proposed revisions to the Constitution and Rules circulated with the calling notice and agenda for the AGM. These concerned changes to the criteria for admission into BPIF membership of companies emerging from 'pre-pack' administrations. The result of the vote was 213,710 in favour and 610 against. He confirmed that the Constitution and Rules would be amended accordingly.

Rupert Middleton then invested Andrew Pindar as the next vice-president of the BPIF. He said that the Pindar Group plc's passion and commitment to our industry over many



years had significantly helped shape its development. Andrew had been a founding member of the Vision in Print Board in 2002 and its first Chairman, an office he still held today as Chair of the Vision in Print Advisory Council. He was currently a Non-Executive Director and National Council member of the BPIF, and served in various BPIF offices previously.

Johnson leads the way

In a presentation to the National Consultative Meeting entitled Leading the Way, CEO Michael Johnson highlighted the extent to which print's business climate had become increasingly tougher in recent years. This had

caused the BPIF to redefine its priorities. It was now focused on four key tasks: lobbying, delivering best practice, saving money for its members, and ensuring companies were equipped to comply with legislation and standards.

Johnson showed how companies, employees and the printing industry's turnover had fallen in recent years, and the extent to which these numbers were predicted to fall further. He also showed how this had impacted on the BPIF's membership numbers. Unless these were addressed, BPIF turnover would fall significantly in the next few years, notwithstanding initiatives to develop new income streams. A leaner and simpler organisational structure would be needed, together with a focus on core activities.

Confirming that he would be stepping down at the next AGM in 2011, Johnson effectively set out a checklist of priority actions. These were: a more compelling membership offer, smarter delivery, the targeting of creative companies, helping printers evolve into integrated cross-media marketing solutions providers, more wide-ranging strategic partnerships with other trade associations – and strong leadership.

Parliamentary Reception at the Commons

The day concluded with the All-Party Parliamentary Print Group Reception. Printers and politicians were able to network and share current concerns in a relaxed environment. In support of this year's theme – The Power of Print – a display of powerful eye-catching and effective printed products was mounted, with short speeches from Michael Johnson, Tony Burke of Unite, and Martyn Eustace of Two Sides. You can read more about Michael Johnson's speech on page 26.

The BPIF wishes to thank all those companies who sponsored Members Day this year. We are grateful to Canon UK for sponsoring the CEOs' Conference, to HP for sponsoring the President's Lunch, and Two Sides and Burnett & Associates for sponsoring the All-Party Parliamentary Print Group Reception.

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