

FESPA REINVESTMENT REPORT 2005-2010



FESPA
united we print



“ Membership of FESPA is of great importance for the Czech Screen Printing Association; not only because of its prestigious name, but also because it enables our Association to organise a number of events for its members and other interested parties in the field of screen printing, under the auspices of FESPA (and often in cooperation with other Associations, particularly the Slovak SPA), such as professionally-organised seminars and numerous other projects. Thanks to its membership of FESPA, our Association has access to assistance with its activities, without which the organisation of seminars and other projects would be very difficult. ”

Zdenek Fidransky – President, Screenprint Association Czech Republic (Sitotiskový CR)



The word ‘Reinvestment’ forms a core part of FESPA’s brand promise. This report outlines FESPA’s vision for reinvestment and how this has progressed since 2005 when the FESPA Board took the decision to follow this unique, sustainable approach.

FESPA’s Reinvestment Vision is, ‘to continually support and inspire our member community by creating quality opportunities to learn, share knowledge and expertise designed to enhance business success and the collective performance of our global community’.

Since 2005 FESPA has reinvested over €1.6 Million of surplus revenue in association member projects designed to stimulate the marketplace and educate and inspire members.

As part of FESPA’s continued commitment to the community it serves, this report outlines the vision for reinvestment as well as the activities and the value generated by this responsible approach to supporting membership and growing the leading globally connected community in imaging.

“ FESPA enables networking with other Associations from Europe and all over the world and this means an exchange of views and learning from the experiences of others. One important aspect is the financial support for projects of National Associations. With its support FESPA better enables National Associations to run their business even in these challenging times. In addition, the FESPA brand helps Associations to attract new members. ”

Torben Thorn – Manager, Special Projects, German Printing & Media Industries Federation (bvdm)

FESPA REINVESTMENT VISION



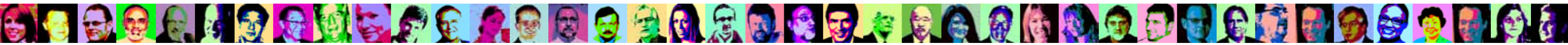
“ FESPA is an important European network. Benefits for National Associations include financial and technical help, partnership for ambitious projects through which to communicate. FESPA also provides useful tools, which Associations could not produce themselves, such as the World Wide Survey, Planet Friendly Guide and Sensations. FESPA facilitates contact with other National Associations and cross-national collaboration. Being a member of a FESPA National Association also creates networking possibilities, gives a gateway to a European point of view and international information as well as access to numerous European exhibitions. ”

Julie Chide, Secretary, French Association for screen and digital printing (GPSF), France

“ During the last few years, FESPA has helped the Serbian Printing Association in many ways. Their support has always been used to benefit Serbian Printing Association members. We have been able to purchase equipment for the demonstration of screen printing techniques. The Serbian Screen Printing Association, with FESPA’s support, now publishes the Serbian printing magazine “Poligrafika”, which is distributed for free to about 4000 addresses. Poligrafika magazine makes a very important contribution to the education of Serbian printers, because Serbian printers cannot easily travel to visit important trade fairs. ”

Dusan Golubovic, Secretary, Screen, Digital & Pad Printing Association of Serbia





FESPA HERITAGE

FESPA is best known as a global exhibition and event organiser. FESPA was initially established as a Federation of eight European screen printing Associations in 1962.

FESPA's dual objectives were described as the 'sharing of knowledge' and the 'promotion of screen printing'. These objectives have remained unchanged to the present day though in recent years, with the introduction and development of digital printing technologies, digital printing has been embraced by FESPA, along with other related technologies.

Since 2005 FESPA's global community has broadened significantly with new events in Europe, India, Asia and the Americas. In line with the additional events, membership of FESPA has also increased with new associate members from Australia, China, India, Japan, Korea, Mexico, Nepal, Philippines, Sri-Lanka and Thailand.

In 2005 the FESPA Board took a momentous decision to reinvest surplus revenues from the shows back into the industry by supporting a range of projects undertaken by our European and global members.



“ The Slovak Screen Printing Association is a very active member of FESPA. Some of our successful activities have been realised with support from the FESPA Projects Committee. FESPA provides great opportunities for communication and cooperation: to make new contacts, to visit international exhibitions, to learn new things, to find and share information, new ideas and of course FESPA means new FRIENDS. ”

L'udovít Bartoš – Secretary, Slovak Screen Printing Association (SZSR)

“ The unstoppable technological advances in the printing industry have required SPAK to be updated on the latest development in order to compete globally. FESPA makes SPAK's access to information of the products and technology of Europe easy. With this in mind, the Screen Printing Association of Korea has always valued the relationship with FESPA. We and our members truly say “We are FESPA family.” ”

Park Jung-Shik – Secretary General, Screen Printing Association of Korea (SPAK)

FESPA PROJECTS

This decision led to the establishment of the Projects Committee to which any of our Associations could apply for support funding from FESPA for activities that met specific criteria. In this way, FESPA was able to reinvest into worthwhile and needed projects.

THE FESPA PROJECTS COMMITTEE

Chaired by Chris Smith, FESPA's Head of Membership Services, all Association member projects are evaluated by the committee taking into account such factors as benefit for existing or potential members; educational value; technical value & project impact.

In making its decisions, the Committee is keen to encourage Associations to provide some self funding plus, wherever possible, some State, Chamber of Commerce or even EU funding as well as some local sponsorship.

PROJECTS SUBMITTED AND APPROVED

Throughout this period, over 175 projects have been approved. The most popular activities supported are seminars/conferences with over 70 having been held in the last 5 years. These events enable large groups of people to get together to network, share knowledge and information and learn new techniques. We have supported over 70 such activities in over 26 countries where FESPA has a presence including practical workshops in India and a special effect printing summit in China as well as a summit and conference in Thailand.

FESPA has also supported: Associations taking stands at other shows to promote themselves and their activities – Production of promotional brochures – Production of handbooks – Training activities – Information events (RFID, Certified pdf, Sensations) – Translation of documents/articles (from FESPA World and other sources) – Market surveys – Technical events and translations such as the Autotype moiré guide and the Saati handbook.

In addition, FESPA has invested in a range of initiatives for all members and of benefit to the whole industry, such as:

- > **FESPA Sensations book** – the incredible award winning special effect specifier with 33 special effects included – shows just a few examples of what is possible by adding value to the print job by using special effect inks. Produced for the FESPA show in 2007, Sensations proved to be sensational in Berlin. Copies have been purchased by people from all over the world. Read more about Sensations by visiting www.fespasensations.com
- > **FESPA advice and guidance** has been issued to all members on such topics as Reach, WEEE, RHoS, BREF with a dedicated environmental area being added to the FESPA website to provide advice on a range of environmental issues to our members. FESPA takes environmental issues very seriously and we try to ensure, as far as possible, that our exhibition activities adopt green practices both in terms of the services we contract and by working with exhibition halls with green credentials and policies.
- > **FESPA World Wide Survey in partnership with InfoTrends** – this annual report is designed to provide members with quality insight into the challenges, opportunities and threats confronting the modern print service provider. Valued at €2,000 – the report is free to FESPA association members.



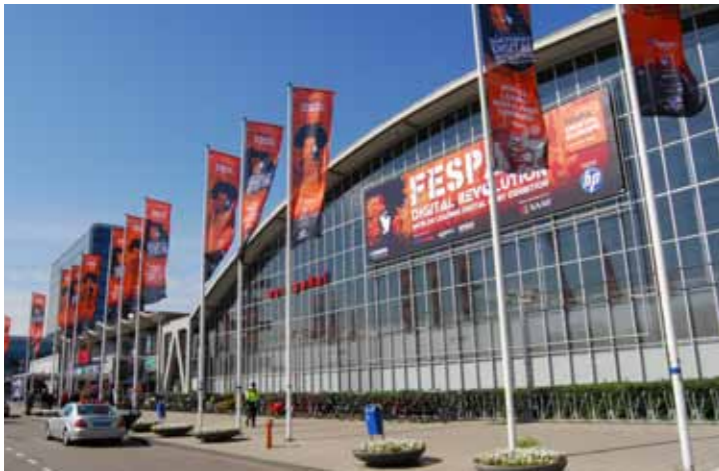
- > **FESPA Awards** – taking place at the main FESPA event every 3 years, this comprehensive award programme is entirely dedicated to showcasing excellence within screen printing, digital printing and textile printing.
- > **The new FESPA Planet Friendly Guide** – The original guide, the brainchild of FESPA Board member Michel Caza, was produced in 2004. The guide was just for screen printers and it provided a considerable amount of information about environmental issues.



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- The new guide was launched at the FESPA Digital 2009 show in Amsterdam to great acclaim and is available free of charge to members of FESPA Associations. It is updated every three months.
- > **The Wide Network** – the only global social media website for digital imaging – with over 1,500 members worldwide and growing, this platform is a highly effective method for sharing ideas, challenges, problems and developing global contacts within the wide format digital printing industry. www.widenetwork.ning.com

- > **FESPA.com** – this portal site is designed to provide visitors with up to date information on FESPA and the wider industry, with news, FESPA TV, interviews and insight. Over 8,000 visitors per month, FESPA is committed to enriching the content of the website to increase visitor attendance and retention. www.fespa.com





THE VALUE OF REINVESTMENT

By reinvesting surplus revenues in such project activities, FESPA has enabled the membership community to discover new technologies, better understand technical issues, learn some new applications, uncover new techniques, be more conversant with complex subjects such as environmental management and have a more valuable participation with FESPA.

This report into the Reinvestment Vision, structure and strategy of FESPA will undoubtedly encourage further membership for FESPA association members and continue to grow our community.



“ It is only a few years since the Japanese Screen Printers Association joined FESPA. Since then, we have recognized that the news and information released by FESPA to us are very interesting and we can keep up with world trends in the Screen Printing & Digital Imaging industries.

Shiro Mishuku, Secretariat, Japanese Screen & Digital Printing Association (JSDPA)

“ FESPA is main representative of the screen and digital industry in Europe and is a gateway to Europe for AEDES. Furthermore, we think that FESPA is the future of the National Associations because FESPA Associations can learn from each others experiences. Associations can apply to FESPA to finance projects and activities to achieve their main objective of the Associations: retain and recruit more members.

Pablo Serrano – Secretary, Spanish Association of Screen & Digital Printing Companies (AEDES)

FESPA REINVESTMENT PROGRAMME

2005/06 EXAMPLES FROM 32 PROJECTS APPROVED €439,000.00

- > Netherlands Symposium on Standardisation in Screen and Digital printing during FESPA Digital 2006 Amsterdam.
- > FESPA Sensations: Screen printed special effects specifier targeted at printers, designers and print buyers.
- > Spain Seminar on Business Management (both technical and general), targeted at screen, pad and wide format digital printers.
- > UK E-learning Course: screen printing, subsequently translated into 11 languages.
- > Czech/Slovakia International seminar covering technical screen printing issues.
- > Netherlands Lectures on 'Future of the Industry' by international speakers.

2006/07 EXAMPLES FROM 48 PROJECTS APPROVED €245,000.00

- > China Summit: Global speakers present on issues relevant to screen/pad and digital printers, concurrently with ASGA show.
- > Various Countries Translation of FESPA's 'Planet Friendly' environmental guide into Italian, Polish, Romanian, Slovakian and Spanish.
- > Poland 2 day conference with international speakers covering screen and digital print topics.
- > FESPA 'BREF Update' on surface treatment: Updates on information for printers.
- > FESPA REACH, WEE and RHoS: Updates on information for printers.
- > India screen printing workshops held in Mumbai.

2007/08 EXAMPLES FROM 59 PROJECTS APPROVED €486,000.00

- > Italy Recruitment and Education Roadshow: Series of regional membership recruitment events.
- > Slovakia Screenprinting Workshops for graphic arts students in Trenčin, Slovakia.
- > Slovenia Adriatic Print Forum: Featuring the first FESPA 'webinar' broadcast to universities across Europe and China with Dr. Nicholas M. Hellmuth - to define quality parameters for Screen Printing machines to produce high quality prints with minimum trouble-shooting.
- > UK Market Survey – Screen and Digital Printing: Up-to-date information on the state of trade and the statistical numbers for the UK.
- > Netherlands Screen and Sign conference for Dutch and Belgian printers.
- > Thailand 15th anniversary conference, exhibition and awards programme.

2008/09 EXAMPLES FROM 73 PROJECTS APPROVED €456,000.00

- > Label printing seminar and hosting of FESPA link networking event in Budapest Hungary.
- > Spain Technical Seminar 2008: Presentations on colour management and textile printing at the AEDES General Assembly.
- > Finland Organisation of new SERPA Event (exhibition and seminar programme) for printers from Finland & Baltic area.
- > Turkey Seminar: Presentation to printers for future of the industry and to have a better understanding of printing 3D objects.
- > FESPA Planet Friendly revised: Collating guidelines on environmental requirements and obligations for screen and digital printers.
- > Norway Screen Printing Wave competition: Encouraging youth to be innovative with screen printing techniques.

GRAND TOTAL €1,626,000.00



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**FESPA'S VISION FOR THE FUTURE
IS FOR FESPA TO BECOME THE
LEADING GLOBALLY CONNECTED
IMAGING COMMUNITY**

TO DISCOVER MORE ABOUT FESPA VISIT www.fespa.com