



**Minutes of the meeting of the WAN-IFRA General Assembly,
13 October 2016, Courtyard Marriott Hotel, Vienna, Austria**

Participants

Name		Company
Rick	Stunt	dmg media, UK
Dieter	Betzmeier	Manroland, Germany
Ralf	Henninger	Palm, Germany
Thomas	Isaksen	Danish Newspaper Association
Herbert	Kaiser	KBA, Germany
Graham	Macfarlane	Felix Böttcher, Germany
Carl C.	Mäder	WRH, Switzerland
Josef	Schießl	Süddeutsche Zeitung, Germany
Heiko	Schröder	TMI, Germany
Cees	van der Wild	Resolute, Netherlands
Jan	Kasten	PPI Media, Germany
Dirk	Fonche	Stora Enso
Vincent	Peyrègne	WAN-IFRA, France
Thomas	Jacob	WAN-IFRA, Germany
Anand	Srinivasan	WAN-IFRA, India
Manfred	Werfel	WAN-IFRA, Germany

Agenda

No.	Topic	
1	Welcome	Vice-Chair
2	Introduction	Roundtable
3	Report about the work of the World Printers Forum International Newspaper Color Quality Club World Printers Forum Conference 2016 Optimised Paper Handling and Logistics Inkjet Project	Manfred Werfel, Anand S
4	World Publishing Expo Review	Roundtable
5	Election of Board Members	all
6	New projects – discussion on World Printers Forum work in future	all
7	Other business	All
8	Next meeting	All
9	Closing comments	Vice-Chair



The Minutes

1 Welcome and opening of the meeting

R. Stunt, vice-chair of the World Printers Forum Board, welcomed the participants and called the meeting to order.

2 Introduction

See list of participants on page 1 of this document.

3 Report about the work of the World Printers Forum

Manfred Werfel presented the report on the work of the World Printers Forum in 2016. His report included the following topics:

- International Newspaper Color Quality Club
- World Printers Forum Conference 2016
- Optimised Paper Handling and Logistics
- Inkjet Project

Manfred Werfel presented the work of the World Printers Forum from March to October 2016. His slides are attached for information.

Topics of the presentation included:

- International Newspaper Color Quality Club 2016–2018
- World Printers Forum Conference 2016
- Projects: Optimised Paper Handling and Logistics, Inkjet, Newsprint

International Newspaper Color Quality Club 2016-18

1. For the first time, the Color Quality Club competition was managed completely from India. A smooth transition was made from Germany to India.
2. 88% of the participants opted for Category 1 (Coldset on Newsprint), 6% of the participants opted for Category 2 and 3 (Heatset or UV on newsprint and super-calendered paper) and 6% of the participants opted for Category 4 (Extra-ordinary printing conditions).
3. Participation in INCQC is reducing in Europe and stable in India, UAE, Africa, Middle East and Latin America. We had 130 unique participants from 29 countries.
4. An INCQC winners brochure was published.

Comments from Members

Josef Schießl mentioned that the European participation may be reducing because many publishers and printing plants are participating since 1990s and after several years of participation, there are no perceived new benefits anymore. The World Printers Forum should review the procedures and think of ways to add more value.

World Printers Forum Conference 2016

1. WPF Conference 2016 was organised as part of WAN-IFRA India conference in Kolkata. The conference was fully sold with 400 registered delegates. The printers' conference attracted at least 250 delegates.
2. The event also featured Asia Best In Print awards, INCQC winners felicitation and a printing plant visit to ABP Pvt. Ltd.

Projects

1. The Optimised Paper Handling and Logistics (OPHAL) project is in the final stages of production and we could expect its publication in November 2016. The book would be 260 pages long with 11 modules and very visual. A launch presentation was made in India, USA and Europe. Once ready, the book would be made available as a free e-book. Print on Demand will also be available.
2. The report on Inkjet applications in newspaper production is also in the final stages. The draft report is already sent to the expert panel for comments. It is possible to publish the report in November 2016. The report covers all the business cases, pros and cons of using inkjet technology.
3. The project on optimising production with lower grammage newsprint was kick-started in August. The project will cover the business case for migrating production to lower grammage newsprint and also cover the technical considerations while making such a move. The report will also compare the mechanical and printability properties of 45 g/m², 42 g/m² and 40 g/m² newsprint and benchmark it with DIN 19306-4.

Comments from Members

1. All the members agreed that the OPHAL project is good and would help publishers worldwide to improve efficiency of production. Members also felt that the industry is losing specialised knowledge in the area of transportation of newsprint reels. The report will help in that area.

4 World Publishing Expo Review

Thomas Jacob expressed happiness about overall good feedback about WPE 2016 and spoke about the highlights and important decisions made during WPE 2016

1. The paid conference during WPE is replaced by the "Free for all" conference, while still



maintaining the quality of content. Two alternating conference tracks – one for print and one for digital – to ensure that visitors have time to attend at the conference as well as at the expo.

2. Guided Tours through the expo after each conference session. Some of the guided tours attracted about 50 people.
3. An app was developed which had complete details of expo and conference. Well received by visitors.
4. A new concept called “Matchmaking” was introduced. Participants were asked for their topics of interest during registration and information about “Stalls that would be of interest” was sent to them.
5. Bar code and scanner system introduced at the entry gate to keep count of visitors.
6. Media Tech Nite dinner was a huge success with 200 registered delegates.

Thomas Jacob also spoke about the plans for the future

1. A new partnership is established with brding messe. It is a medium scale expo company that runs about 12 shows a year in Austria, Switzerland and Germany (DACH region). A new Joint Venture company was formed, which will take care of all business, logistics and organisational activities of the two expos and WAN-IFRA will be responsible for content.
2. Two separate expos – IFRA World Publishing Expo and a new DCX Digital Content Expo – will be organised together. The expos are planned to happen in Berlin for the next three years.
3. Anticipated advantages
 - a. brding messe would be able to bring in digital pure players and exhibitors from magazine and semi-commercial market.
 - b. brding messe is a professional company when it comes to logistics. They have tools and workflows that would ensure effective marketing and smooth operations.
 - c. The expos will be rooted in one place and hence give the possibility for exhibitors to book same space for a number of years in a row.
 - d. Nice hall layout in Berlin, where two halls are booked. A third one is available in case there is need to expand. Relatively lower cost of hotels.
 - e. The pricing conditions and benefits enjoyed by WAN-IFRA members will remain.
4. An expo advisory committee will be formed for interaction and feedback from existing exhibitors.

Member comments

1. Jan Karsten mentioned that Berlin is a good choice for venue since many start-ups and venture capitalists are based in Berlin. It is good to have the DCX Digital Content Expo in Berlin.

2. Heiko Schröder mentioned that the Expo should be in a place, which is the centre of business. In that sense, Berlin is a good choice. Mr. Schröder also mentioned that it will be good to have a single point of contact for years together to ensure good communication. In the recent years, there have been many personnel changes at WAN-IFRA. He expressed hope that such improved communication would be possible with the new JV Company.
3. Rick Stunt also expressed that dealing with same people with same terms is good for effective communication.
4. Dieter Betzmeier mentioned that they had several meetings with existing and potential customers at this year's Expo and it has been cost effective for them since the expenses at the Expo is relatively smaller than the expenses they would have incurred if manroland had to do all the meetings directly.
5. Heiko Schröder expressed that the World Printers Forum should think of ways to attract exhibitors and visitors even in drupa years.
6. Carl C. Mäder from WRH (Ferag) mentioned that they have not participated this year in WPE since they did not see benefits for traditional exhibitors at the Expo.
7. In reply, Thomas Jacob said that WAN-IFRA is not moving away from print and that WAN-IFRA needs the support of traditional exhibitors to be more supportive in this challenging time and help WAN-IFRA build back the old IFRA legacy. Thomas also mentioned that he is scheduled to meet Ferag's CEO later this year.
8. Thomas Jacob also mentioned that the Chairman of World Printers Forum board is part of the WAN-IFRA executive board and hence the ideas and concerns of the print community can be represented at the executive board.

5 Election of Board Members

Manfred Werfel presented the list of candidates running for the next term of World Printers Forum Board and suggested that an online voting could be done to select the board members.

Current list of candidates for the second term of the World Printers Forum Board (Feb 2017 to Feb 2018):

Anu Ahola, Senior Vice President, Newspaper Publishing Business Unit, UPM	Finland	Supplier
Dieter Betzmeier, Member of the Exec Board, Manroland web systems	Germany	Supplier
Sanat Hazra, Technical Director, Bennet & Coleman Ltd (Times of India)	India	Printer / Publisher
Dr. Michael Hirthammer, General Manager, Director Global Paste Technologies, Screen & Industrial, Sun Chemical	Germany	Supplier
Thomas Isaksen, CEO, DDPFF Den Danske Presses, Faellesindkøbs-Forening	Denmark	Printer / Publisher
Menno Jansen, Chairman QIPC-EAE, Chair of the PRIME Network	Netherlands	Supplier

Herbert Kaiser, Project Manager & Senior Project Manager Engineering Newspaper Presses, Koenig & Bauer AG	Germany	Supplier
Jan Kasten, Managing Director, CTO, ppi Media GmbH	Germany	Supplier
Josef Schießl, Technical Director, Süddeutscher Verlag Zeitungsdruck	Germany	Printer / Publisher
Peder Schumacher, NOPA Chairman, President V-TAB AB	Sweden	Printer / Publisher
Mujo Selimovic, MIMS Group (publisher of Oslobodjenje newspaper)	Bosnia and Herzegovina	Printer / Publisher
Dr. Rick Stunt, Group Paper Director, dmg media	UK	Printer / Publisher

Member comments:

1. Heiko Schröder expressed that there should be a representative from mailroom manufacturers in the board. He said that the mailroom is going to gain more and more importance as publishers are exploring different business models. One of the mailroom manufacturers should join the board to strengthen print.
2. WAN-IFRA will try to recruit a board member from mailroom community.

6 New projects – discussion on World Printers Forum work in future

New projects were not discussed in detail. Instead, WAN-IFRA was asked to organise input regarding working topics for 2017 via e-mail and newsletter from the member base.

Cees van der Wild reported about the planned tax on printing paper in France from January 2017 on. After a discussion the General Assembly decided to stay away from political lobbying. However, WAN-IFRA was asked to find what is planned regarding this development in France by our “Media Policy” department in Paris. WPF shall be informed on these activities.

7 Other business

No other business topics were discussed.

8 Next WPF General Assembly

The next World Printers Forum General Assembly is planned for the morning of 12 October 2017 in Berlin, on the day after IFRA World Publishing Expo. The exact time and venue will be announced later.



9 Closing comments

R. Stunt, vice-chair of the World Printers Forum Board, thanked the participants for their valuable contribution. He closed the meeting at 12.10 h.

The following document is available as attachment to the minutes for your information:

2016-10-13 Werfel Report WPF.pdf

Minutes taken by Anand Srinivasan, WAN-IFRA Research Manager, and drafted on 2016-10-18 in Vienna, Austria.

The Chair of the World Printers Forum Board approved the minutes on 25 October 2016.