



Minutes of the meeting of the WAN-IFRA World Printers Forum Board

Friday, 2017-10-13, Meeting after IFRA World Publishing Expo 2017, Urania, Berlin

Participants of the World Printers Forum Board Meeting

Anu Ahola, UPM Paper ENA, Helsinki, Finland	
Dieter Betzmeier, Augsburg, Germany	
Andreas Gierth, Frankfurter Allgemeine Zeitung (F.A.Z.), Frankfurt/Main, Germany	
Sanat Hazra, Bennett, Coleman & Co (The Times of India Group), Mumbai, India	
Dr. Michael Hirthammer, Sun Chemical, Eurolab, Karlstein, Germany	
Menno Jansen, Q.I. Press Controls BV, EAE, Oosterhout, Netherlands	
Herbert Kaiser, Koenig & Bauer, Digital & Web, Würzburg, G., Vice Chair	
Jan Kasten, ppi Media GmbH, Hamburg, Germany	
Josef Konrad Schießl, Süddeutscher Verlag Zeitungsdruck, Munich, Germany	
Peder Schumacher, V-TAB AB, Gothenburg, Sweden	
Mujo Selimović, Publisher "Oslobodjenje", Sarajevo, Bosnia and Herzegovina	
Dr. Rick Stunt, dmg media, London, UK, Chair	
Guest	
Alexander Petsch, Publishing Exhibition, Mannheim, Germany	
WAN-IFRA Representatives	
Vincent Peyrègne, WAN-IFRA, Paris, France	
Thomas Jacob, WAN-IFRA, Frankfurt/Main, Germany	
Magdoom Mohamed, WAN-IFRA South Asia, Chennai, India	
Jaiganesh M, WAN-IFRA South Asia, Chennai, India	
Manfred Werfel, WAN-IFRA, Frankfurt/Main, Germany, Secretary	
Total	14

Agenda

World Printers Forum Board Meeting, Friday, 13 October 2017			
<i>No.</i>	<i>What?</i>	<i>Who?</i>	<i>When?</i>
1	Welcome	Chair	09.30
2	Introduction of participants	Round-table	09.40
3	Approval of the minutes of the last meeting (21 Feb. 2017)	all	10.00
4	Selection of six additional board members, proposals	M. Werfel, all	10.10
<i>Tea Break</i>			11.00
5	Report on the activities of the World Printers Forum Board election, December 2016 IFRA and DCX 2017 World Press Trends 2017 ICQC 2018–2020, Star Club World Printers Forum Conference 2017 Projects in 2017: Paper Guide, Print-Online Performance Gap, High-Value Printing, Lower grammage newsprint	M. Werfel, all	11.30
6	New projects – proposal and discussion of topics for 2018	M. Werfel, all	12.00
7	Meetings of the Board and the General Assembly in 2018	all	12.30
8	Other business	all	12.40
9	Concluding remarks	Chair	12.50
<i>Lunch</i>			13.00
	Departure of participants		14.00

The Minutes

1 Welcome and opening of the meeting

Dr. Rick Stunt, chairman of the World Printers Forum Board, welcomed the participants and called the meeting to order.

2 Introduction of Participants

In a round-table participants introduced themselves. See the list of participants on page 1 of this document.

3 Approval of the minutes of the board meeting on 21 February 2017

The minutes of the meeting of the World Printers Forum Board on 21 February 2017 were approved without changes.

4 Selection of six additional board members, proposals

The board accepted the proposal of co-opting six additional board members by December 2017 rather than electing them. A regular election of six new members will be planned for end of 2018 when we will have the first annual re-election of half of the board members.

Begin of 2019 twelve members (of then 18) will step down. As a result of the reelection in 2019 the WPF Board will then again have the regular number of 12 members.

4.1 Selection of three additional board members from publishers/printers

The board discussed different proposals and decided to co-opt three representatives from publishers and/or newspaper printers. The Board decided on the priority of approaching possible candidates.

Manfred Werfel will approach the candidates in the name of the World Printers Forum Board and invite them to participate. As soon as three of them confirm, we will stop approaching lower ranked candidates.

4.2 Selection of three additional board members from supplier companies

The board discussed different proposals and decided to co-opt three representatives from supplier companies. The Board decided on the priority of approaching possible candidates.

Manfred Werfel will approach the candidates in the name of the World Printers Forum Board and invite them to participate. As soon as three of them confirm, we will stop approaching lower ranked candidates.

5 Report about the work of the World Printers Forum in 2017

Manfred Werfel reported about the work of the World Printers Forum since the last meeting. His presentation slides are attached to the minutes. The report covered the following topics.

- Board election, December 2016
- IFRA and DCX Expo 2017
- World Press Trends 2017
- ICQC 2018–2020, Star Club
- World Printers Forum Conference 2017
- Projects in 2017:
 - Paper Guide OPHAL
 - Print-Online Performance Gap
 - High-Value Printing
 - Lower Grammage Newsprint

On the topic of IFRA and DCX Expo 2017 board members made a number of comments. Menno Jansen suggested to skip IFRA Expo in the year of the next drupa (2020). After this drupa year the Expo could be organised in a two year cycle.

Anu Ahola requested the offer of a three-years contract for exhibitors of IFRA & DCX.

Menno Jansen and Andreas Gierth proposed trying to integrate IFRA Expo into the drupa exhibition.

Alexander Petsch replied that Publishing Exhibition and WAN-IFRA should focus on enlarging the visitor target groups especially for DCX Digital Content Expo. He also said: "We can talk to drupa."

Another discussed topic was Expo stages in 2017. Rick Stunt said there were too many stages this year, Jan Kasten found that stages and conference sessions were hard to find for visitors and Rick Stunt said that the orientation has been difficult.

Alexander Petsch replied that the success of conferences was a matter of attractive content and not so much of the number of stages.

Anu Ahola and Michael Hirthammer said that some customers could not find the right entrance doors.

Jan Kasten reported that Berlin has a large start-up scene and we should use this chance to get many more start-ups to the exhibition. Thomas Jacob said that a number of larger suppliers would be willing to host small start-ups on their stands.

Alexander Petsch asked, which topics should be brought to the IFRA stage? Menno Jansen said that the conference program was great this year. Anu Ahola wished to have more topics from the areas of marketing and technology on the stage.

6 New projects – proposal and discussion of topics for 2018

After an intense discussion the World Printers Forum Board decided to prioritise the following research projects for the coming years.

1. Project on **sustainability and efficiency** of newspaper printing together with TwoSides and Print Power Europe.
2. Continue the project on "**High-Value Print Production**". Select a number of cases and do an in-depth report on how newspaper printers develop their commercial business (business cases, organisational changes, marketing, sales, technology). The result should be published as a second report of the same title.
3. Project on how to run **mechanical press audits**. This project would be developed by WAN-IFRA South Asia, the experts of the Indian WAN-IFRA office, and published as a general World Printers Forum Report.

7 Next Meetings

The meeting participants discussed possible dates and venues. Anu Ahola invited the World Printers Forum Board to meet in Helsinki in spring 2018. Andreas Gierth invited the Board to meet at the office of F.A.Z. in Berlin in October 2018.

The World Printers Forum Board decided the following meeting schedule for 2018:

- 1st World Printers Forum Board meeting in 2018:
Dinner in the evening of 12 March 2018, Helsinki, Finland.
Meeting on 13 March 2018, 9:30 to 14 hours, UPM headquarter, Helsinki, Finland.
- 2nd World Printers Forum Board meeting in 2018:
Friday, 12 October 2018 (the day after Expo), 9:30 to 13 hours,
Berlin office of Frankfurter Allgemeine Zeitung.
- World Printers Forum General Assembly meeting in 2018:
Thursday, 11 October 2017 (third day of Expo), 9:30 to 11:30 hours, Messe Berlin.

8 Other business

Not other business topics were raised by participants.

9 Closing comments

Rick Stunt thanked the meeting participants and the board members for their valuable contribution and the productive meeting. He closed the meeting at 13.00 h.

Minutes by Manfred Werfel, WAN-IFRA Deputy CEO, Frankfurt am Main, Germany, 16.10.2017.
Minutes approved by the Rick Stunt (Chair of the WPF Board) and Herbert Kaiser (Vice-Chair of the WPF Board) on 18.10.2017.

The Board presentation is available as an attachment to the minutes on the website of the World Printers Forum:

http://www.wan-ifra.org/sites/default/files/field_article_file/2017-10-13%20WPF%20Board%20Oct%202017_0.pdf