

The Newsletter for the Flexographic
Pre-Press Platemakers Association

FPPA

On-Target

Fall 2004 [Member News](#) | [President's Message](#)



Westin Diplomat Resort
Hollywood, Florida

FPPA Programs in Full Gear

FPPA is going strong...having just held a very successful Management Workshop in Las Vegas; in the midst of promoting a strong program for our 2005 Annual Convention in February; and in the middle of an extremely productive membership drive. Thanks to all of the members and volunteers who have contributed to these successes. [DETAILS](#)

Industry Case Studies, Potential Growth Areas in Pre-Press to Highlight FPPA Convention

FPPA's 8th Annual Convention will be held February 27 - March 1, 2005 at the Westin Diplomat Resort in Hollywood, Fla. The meeting features three days of educational sessions and networking opportunities and is open to anyone from management/senior management, sales or operations. The conference is open to platemakers, converters/affiliates, suppliers and affiliate supplier members. [DETAILS](#)

FPPA Welcomes Six New Members

FPPA welcomed six new members into the association. Click here for contact information and details. [DETAILS](#)

Plate Equipment and Materials Suppliers Meet with FPPA Representatives to Discuss Market Trends

Several suppliers were invited to address the Product Technical Committee recently in Las Vegas, or to submit written responses. Based on the interviews that were conducted, our suppliers assure us that we, as platemakers, continue to be the preferred channel to market for plate equipment and material. The volume of business that we represent, and the trained personnel and knowledge that we bring to the process make us the customer of choice for our suppliers. [DETAILS](#)

2005 Awards Deadline Extended to December 15

FPPA's *Excellence in Flexo Prepress Awards* recognize outstanding workmanship in several categories. This year, the awards program has been expanded to include sub-categories for line, process and screen work. With these changes, opportunities for recognition have been greatly expanded. In addition, FPPA added a Technical Achievement Category to the Program to recognize the complexity and uniqueness of each job.



[FPPA Home](#)

The Latest News from FPPA

Here's the latest news from the Flexographic Prepress Platemakers Association.

You can find an archive of FPPA's newsletters on [FPPA's web site](#).

Let us know what you think of the online newsletter. Send your comments or article ideas to [Marcy Hickey](#).

Coming Events

February 27 - March 1, 2005
FPPA 8th Annual Convention
Westin Diplomat Resort
Hollywood, Florida

FPPA Staff

Executive Director
[Fred Stringfellow](#),
[CAE](#)
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Last year's winners of these awards received a great deal of coverage in trade publications, and were able to recognize their customers with plaques for their work.

Don't miss out on this opportunity for press coverage and relationship building with your customers. What better way to solidify a relationship with one of your customers than by winning an award recognizing the quality of work that you can produce together?

The deadline to submit entries is December 15, 2004. Don't delay! Download the forms at <https://www.fppa.net/awards.cfm> or contact FPPA headquarters.

Management Workshop Delivers Value

A strong line-up of speakers and topics led to another successful Fall Management Workshop in Las Vegas with a record number in attendance.

Many issues and changes face the FPPA members today which need to be monitored. Through programs such as this workshop, the FPPA provides valuable resources and forums for members to explore how and when these changes will affect the way members do business, their customer base, and even the printing techniques used.

The entire workshop was filled with presenters who knew their topics well and shared their views on the future of the printing industry. Just a few of the highlights are included in the following articles. Dialogue will continue on these topics during the upcoming Annual Convention in Hollywood, Florida next February.

[The Role of the Supplier](#)

[The Ten Steps Toward Profitability](#)

[Linking The Value Chain By Integrating The Packaging Development Process](#)

Platemakers Cite Rise in Demand for Plates in 3rd Quarter

According to the most recent Quarterly Outlook Survey, 40% of platemakers see a rise in the demand for plates. The survey also reveals an increase in product demand over last year for 70% of respondents. Most other factors remain unchanged, according to the survey results.

The FPPA Quarterly Outlook Survey is sent to members to evaluate how recent business performance compares to the industry as a whole. The survey is conducted online and sent to members each quarter. This is a unique opportunity to compare your performance on a regular basis to other companies as well as your own past performance. You can also share your concerns and help direct future surveys by adding comments and questions.

The success of this program depends on the participation of FPPA members to ensure the most representative results. If you did not participate this time, please make a point to take a few minutes to complete the next survey when it is sent to you on or about January 3, 2005. It only takes about 5 minutes.

Meetings & Member Services

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[Click here to view the full results of the survey from the period ending September 30, 2004.](#)

FPPA Member News

Here is the latest from FPPA members. [DETAILS](#)

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