

The Newsletter for the Flexographic  
Pre-Press Platemakers Association

FPPA

# On-Target

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



Outgoing FPPA President Jack Fulton (left) passes the gavel to incoming President Lee Grantham at FPPA's 7th Annual Convention in Puerto Vallarta.

## FPPA has an Aggressive 2004 Agenda

FPPA President Lee Grantham reviews this year's convention and highlights FPPA's 2004 activities.

[DETAILS](#)

## FPPA Wraps Up Successful Convention in Puerto Vallarta

FPPA members traveled south of the border this year for the 7<sup>th</sup> Annual Convention, escaping the wet, cold weather plaguing so much of the U.S. for the warmth of Puerto

Vallarta, Mexico. And they were not disappointed as Puerto Vallarta delivered warm, sunny weather with tropical breezes, an exciting downtown for shopping and dining, and escapes onto Banderas Bay for fishing and whale watching. Attendees agreed that this year's event was one of the best. The schedule brought a strong line-up of speakers, including eight FPPA supplier members.

Of particular interest was the customer panel consisting of Victor Corenflos of Bemis Company, Cindy Cole Semans from Packaging Corporation of America, and Kevin Shelton of Frito Lay. [DETAILS](#)

## Suppliers Share Information at FPPA Convention

Several FPPA supplier members made presentations at FPPA's recent convention in Puerto Vallarta, Mexico. Topics ranged from conventional vs. digital corrugated post-print to an overview of facilities management. [DETAILS](#)

## New Password for FPPA Web Site

There is a new password to access the members-only section of FPPA's web site. To see members-only content, visit [www.fppa.net](http://www.fppa.net), click on the members only button on the left. The user id is member. The password is Florida.

## New Dates for Fall CEO Workshop - September 21-22, 2004

FPPA's Fall CEO Workshop has been rescheduled for September 21-22, 2004 at The Mirage in Las Vegas, Nevada. If you have some hot topics



[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 [Marci Hickey](#).

## Coming Events

May 5, 2004  
**FPPA 2004 Sales Training Workshop**

BWI Airport Marriott  
Baltimore, Md.

September 21-22, 2004

**FPPA Fall CEO Workshop**

The Mirage  
Las Vegas, Nevada

February 27 - March 1, 2005

that you would like to see covered at this workshop, please [contact FPPA headquarters](#) with the request. The FPPA Management Development Committee will be creating the program for this event in the coming weeks.

## FPPA Elects New Board of Directors



FPPA elected a new Board of Directors during the recent convention in Puerto Vallarta, Mexico. Lee Grantham, Mark/Trece, Inc., will be serve FPPA as president.

Officers include Immediate Past President, Jack Fulton, Printron Engravers, Inc.; Vice President, Chris Horton,

Southern Graphic Systems; Treasurer, Bill Ruch, NPP Packaging Graphics Specialists; and Secretary, Tom Underwood, OEC Graphics. Jan Noller, Graphic Design Services; Board members include: James Kadlec, Advanced Prepress Graphics; Stephen Guenther, Allied Graphics; Pat Janssen, MacDermid; and Doug Cottrell, Rogers Corporation.

## FPPA and Flexo Market News Honor 2004 Award Winners

FPPA presented its annual awards during its March 14-16 meeting at the Westin Regina Resort in Puerto Vallarta, Mexico. Agfa Corporation was the recipient of the 2004 Technological Innovator of the Year award. Southern Graphic Systems, Trinity Graphic USA, Printron Engravers, Inc., and Inland Paperboard & Packaging received Excellence in Flexo Prepress Awards. [DETAILS](#)

## APPI Savings Solutions Offered to Members

FPPA is pleased to announce a new partnership to help your business cut costs. Affiliated Power Purchasers International, LLC (APPI), based in Salisbury, MD, is an independent, utility consulting company. Through the APPI Savings Solutions program, FPPA members have the opportunity to reduce the costs of their electricity, natural gas, water, waste management, freight, check processing, credit card processing, and telecommunications services. APPI's experts analyze, negotiate, and manage the critical components of utility services. There are no upfront fees for FPPA members. For more information [click here](#), email [info@appienergy.com](mailto:info@appienergy.com), or call 800-520-668 APPI consultants are on hand to discuss ways they can reduce your business expenditures.

## FPPA Call for Volunteers

Help shape the future of the FPPA by volunteering on one of the association committees. [DETAILS](#)

## FPPA Provides Resource on the Language of Flexo

FPPA's *Guide to the Language of Flexographic PrePress and Printing* provides members with a point of reference for terminology within the industry. This primer serves as a handy resource in helping to train and educate your customers and your employees. [DETAILS](#)

## FPPA 8th Annual Convention

Westin Diplomat  
Resort  
Hollywood, Florida

## FPPA Staff

### Executive Director

[Fred Stringfellow, CAE](#)  
443-640-1045  
ext. 102

### Meetings & Member Services

[Marci Hickey, CMP](#)  
443-640-1045  
ext. 104

### Financial Director

[Amy Chetelat, CAE](#)  
443-640-1045  
ext. 103

## Quarterly Survey Results

No news is good news?! Results from the Quarterly Survey for the quarter ending March 31 indicates that most members have not seen a significant change in profit margins, employment and other business factors. However, 86.7% of all respondents agreed that compared with the same quarter last year, the unit volume of demand for products has been rising. For complete survey results visit <http://www.surveymonkey.com/Report.asp?U=43655667250>.

## Clemson 2004 Symposia Schedule

Clemson University is offering the following symposia this year on flexographic printing:

- Flexographic Process Printing, Aug. 25-27
- Fundamentals of Quality Print on Corrugated, Set. 15-17
- Color Measurement and Management, Oct. 20-22

Form more information, contact Liam O'Hara at Clemson University, 864-656-6897, [ohara@clemson.edu](mailto:ohara@clemson.edu).

## FPPA Member News

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

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