

The Newsletter for the Flexographic  
Pre-Press Platemakers Association

FPPA

# On-Target

**Summer 2005** [Member News](#) | [President's Message](#)

## FPPA Members Growing Their Businesses



As our industry continues to change and opportunities to grow and develop our business become scarce, we must become creative in looking for and finding opportunities. It is incumbent upon each of us to look for ways to enhance and grow our business. One of the best places to look for growth opportunities is with businesses that are adjacent to our own. [DETAILS](#)

### Industry Panel to Discuss Array of Topics at Fall Workshop in Washington, DC

A panel of platemakers and converters will participate in a facilitated discussion concerning the current state of the industry. Panelists include: Richard Godfrey, Mark/Trece; Larry Keeley, Matthews

Corporation; Robert Smithson, Trinity Graphic USA; Michael LaLonde, Midwest Graphics; and David Miller, The John Henry Company.

Among topics to be discussed:

- How much of an impact has the emergence of the Chinese market had on the corrugated printing business in the U.S.?
- What do you see as the biggest technology change in your markets in the next 5 years?
- How does your company handle your customers' electronic artwork files – who maintains control?
- What is the level of influence that Consumer Products Companies have on the way you are doing business?

These are topics that impact the short-term and long-term success of your business. Can you afford NOT to participate in this discussion?

It's not too late to register...registration deadline is September 9, 2005. [DETAILS](#)

## Corrugated Sales Represent Smaller Percentage of Market for FPPA Platemakers

According to the most recent Quarterly Outlook Survey, Corrugated comprised 63% of member respondents' sales, down from 71% in 2002 when member platemakers were last surveyed. The Wide Web



[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 [Tracy Glennon](#).

## Coming Events

October 6-7, 2005

### FPPA Management Workshop

The Melrose Hotel  
Washington, DC

March 12-14, 2006

### FPPA's 9th Annual Convention

Ritz Carlton New Orleans  
New Orleans, Louisiana

## Industry Events

market represented 24% of sales, up considerably from 11% in 2002. [See link to full report below.](#)

Member companies reported a rise in employee production hours for the quarter, explaining the rise in volume demand. More than one-third of respondents are expecting above normal growth over the next year. [See link to full report below.](#)

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 in October. There is no charge and it only takes about 5 minutes.

[Click here to view the full results of the survey from the period ending June 30, 2005.](#)

## Tracy Glennon Joins FPPA Staff

Tracy Glennon has joined King Stringfellow Group as FPPA's new Manager of Meetings and Member Services. She will work with Executive Director Fred Stringfellow in orchestrating association events and facilitating membership and committee activities. [DETAILS](#)

## FPPA Members Continue to Sample APPI Program

Last year, FPPA introduced the *APPI Savings Solutions* program. This new member benefit identifies and implements options that reduce the costs of each member's energy, utility, and telecommunications services. The number of member companies using the service continues to grow. Earlier in the year, one tradeshop member informed us that they had saved \$7,000 in one year using the service. [DETAILS](#)

## FPPA Member News

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

[Print '05 & Converting '05](#)

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