

The Newsletter for the Flexographic
Pre-Press Platemakers Association

FPPA

On-Target

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



Good News from FPPA

FPPA has been experiencing a very strong year on the membership front. We've welcomed 7 new member companies this past Fall alone, and there seems to be an abundance of interest from the industry about what we're doing as an organization.

[DETAILS](#)

Hot Ideas, Hot Technology and Hot Weather Headline the FPPA Convention - Register Now

The FPPA 2005 Convention is just around the corner, and deadlines are swiftly approaching.

Register before January 31, 2005 to avoid the \$50 late fee.

Escape the winter freeze and head to Hollywood Florida. Located between Fort Lauderdale and Miami and easy to get to from any of the major airports, the area offers plenty of restaurants, nightlife, attractions and shopping - all just a short ride away. [DETAILS](#)

Technology Innovator of the Year Award Deadline Approaches

Don't miss the chance to submit your entries for this year's Technology Innovator of the Year Award. FPPA will announce the award winner at its Annual Convention February 28, 2005 in Hollywood, Florida.

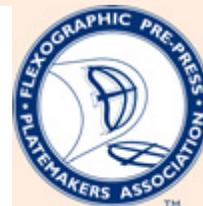
The *Technology Innovator of the Year* award recognizes the application of innovative technology that contributes to the advancement of the pre-press industry. The concept of innovation includes enhancement of profitability, improved productivity, operating efficiency and product quality. All members are eligible to enter this competition.

Past winners have received widespread coverage in the industry trade publications as well as recognition from customers and peers.

Last year's winner was Agfa Corporation for its Sublima XM for Flexo screening technology. Past winners have included: NPP Packaging Graphic Specialists, Cortron Corporation, Dynamic Dies, Artwork Systems, VT Graphics and The Pitman Company.

Past Winners include both Platemaker and Supplier Entries:

- **2003:** NPP Packaging Graphic Specialists, Conversion Technology Graphics & Cortron Corporation



[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

February 27 - March 1, 2005

FPPA 8th Annual Convention

Westin Diplomat Resort
Hollywood, Florida

May 4, 2005

FPPA 2005 Sales Training Workshop

Embassy Suites
O'Hare
Rosemont, Illinois

FPPA Staff

- **2002:** Dynamic Dies & Artwork Systems
- **2001:** VT Graphics & The Pitman Company

The deadline for submissions is February 4, 2005. [Click here to download an entry form.](#)

FPPA Brings back Jim Pancero for more Sales Training

Back by Overwhelming Demand, the FPPA Sales Training Seminar with Jim Pancero is set for May 4, 2005 at the Embassy Suites O'Hare in Rosemont, IL (O'Hare Airport).

Jim Pancero received outstanding reviews from FPPA members during his sales training seminar last year. Jim's work focuses on sales organizations with high priced, large and/or competitively complex products and services. He has the most advanced, leading-edge "*business-to-business*" sales and sales management training available today. Everything he does is extensively researched and has one bottom line focus...to increase an organization's strategic competitive advantage and market uniqueness.

The cost per person is \$595 for members and \$700 for non-member companies. The cost includes lunch, refreshments and all seminar handouts. Mark your calendar and make plans to send your sales team to this outstanding event.

[Click here to register](#) or contact FPPA Headquarters for more information at 443-640-1045.

FPPA Members Report Rising Healthcare Costs

It is no surprise that, according to the most recent Quarterly Outlook Survey, FPPA member companies are also experiencing a significant increase in healthcare costs over the past year. Members report an average increase of 12% in healthcare costs, with some companies reporting increases as high as 24%. To view the complete survey results, visit the link 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 on or about April 4, 2005. There is no charge and it only takes about 5 minutes.

[Click below to view the full results of the survey from the period ending December 31, 2004.](#)

FPPA Member Saves Nearly \$7,000 with APPI Program

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

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 recent audit of one FPPA member resulted in a savings of nearly \$7,000. [DETAILS](#)

FPPA Welcomes American Color Packaging

American Color Packaging (Full Member)

465 Creamery Way
Exton, PA 19341-2508
Phone: 610-363-2238
Fax: 610-363-7616
www.americancolor.com

Dave Watson, V. P. - Packaging Div.
dave.watson@americancolor.com

Jim Leek, Operations Manager

American Color Packaging is headquartered in Brentwood, Tennessee, with nine print facilities, six regional premedia centers and photography studios nationwide.

FPPA Member News

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

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