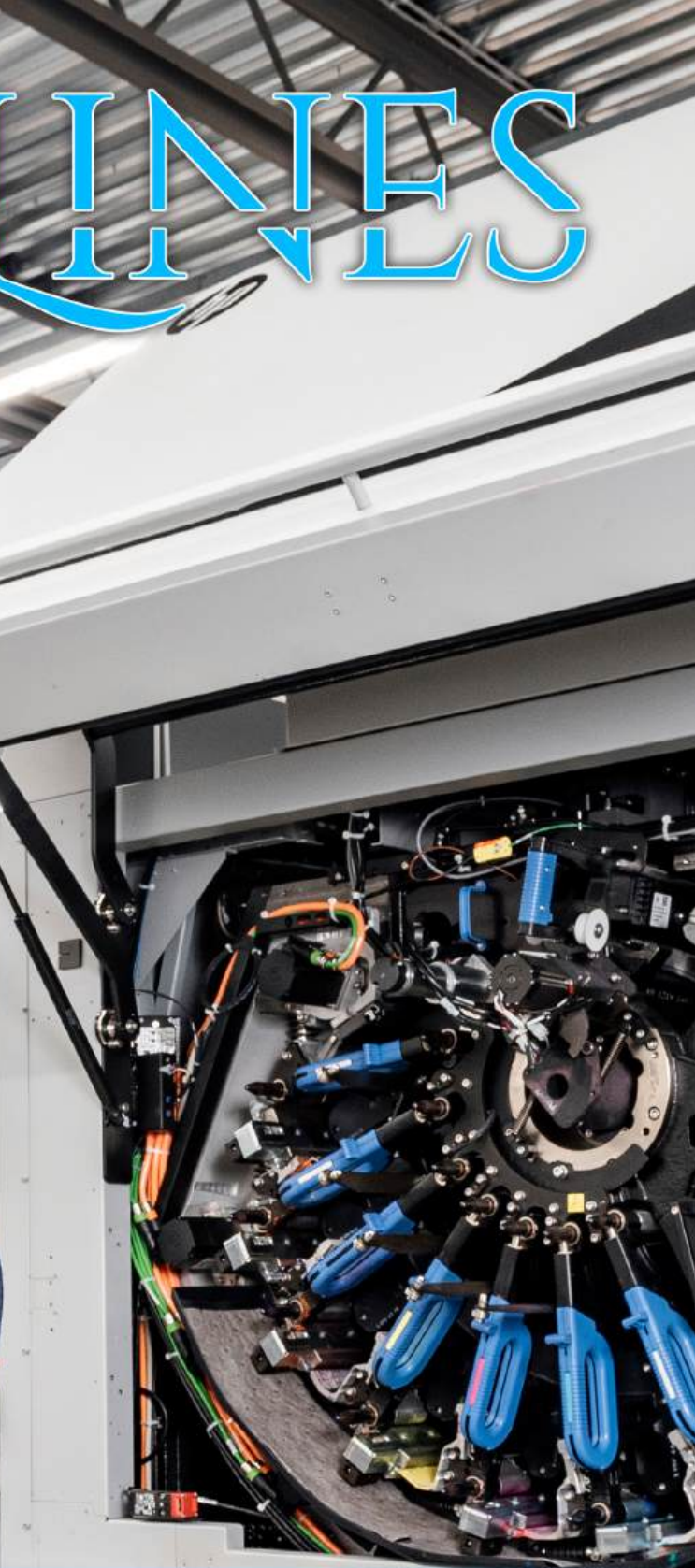


PRESSLINES

MAGAZINE

Volume 24 | Issue 1
Spring 2023



In this Issue

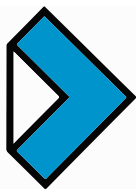
- ▶ Two New Member Spotlights
- ▶ Golf Tournament Photos
- ▶ Landa Technology in Canada

PrintForward
Printing & Imaging Association



PrintForward

Printing & Imaging Association



MEMBERSHIP

Membership Means More...

More Opportunities, More Benefits, More Value. Improve your opportunities for success by joining PrintForward—the largest print industry association in Western Canada. Membership in our association gives you access to numerous industry-specific training, education, and networking events.

Membership Benefits Include:

Training & Education

Gain insight and knowledge through workshops and seminars to succeed in a continually evolving, and highly demanding, competitive environment.

Resources

Understand and leverage industry market changes for greater growth and profitability via memberships with the Canadian Printing Industries Association, PRINTING United Alliance, WhatTheyThink, the Northwest Industries Association, and the Pacific Printing Industry Association.

Networking

Build valuable, long-term relationships and connections with other professionals and leaders in the graphic communications industry.

Advocacy

PrintForward works hard to represent the best interests of our industry at all levels of government.

Join PrintForward Today!

To learn more about any of these resources, visit <https://printforward.org>



It's our passion, our expertise, our experience, our complete understanding of how to help your client leverage the power of data-driven direct mail communications.

We complement your services with our own — direct mail strategy & planning, project management, targeting solutions, data processing, variable printing, inserting, and Canada Post management.

And that makes you look cool too.



THE POWER OF **DIRECT MAIL**

Brian Page
604.786.7711

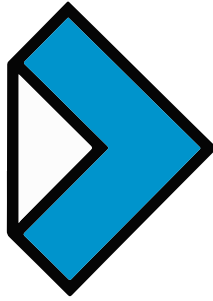
Mike Podmore
604.418.4351

www.datacoremail.com



Smartmail Marketing™ | Expert Partner

2023



IN THIS ISSUE

VOLUME 24 | ISSUE 1



2022 PRINTFORWARD GOLF TOURNAMENT
Enjoying the sun on the golf course



2022 BASEBALL GAME
All smiles during the Canadians baseball game



2022 FESTIVE DINNER
Celebrating the end of another eventful year

FEATURES

- 06 Industry story - Landa makes impression in Canada
- 09 2022 Golf Tournament Recap
- 14 New Member Spotlight - PrintPrint
- 18 New Member Spotlight - Staples
- 19 Canadian Printing Industries Association Update

COMMITTEE COLUMNS

- 08 NEXT Generation
- 11 Golf
- 23 Membership

IN EVERY ISSUE

- 04 Notes from the Chair
- 12 PrintForward Safety Training Programs
- 13 PrintForward Scholarships
- 17 What's Happening - Industry News
- 21 Event Calendar



PRESSLINES MAGAZINE

 (604) 542-0902

 info@printforward.org

 www.printforward.org

PressLines MAGAZINE

is published twice annually by PrintForward Printing & Imaging Association and is mailed to companies and organizations in the printing industry in British Columbia, Alberta, and Saskatchewan.

Canada Post Publication
Agreement Number: 40827203
Customer Number: 7118051

Editing: Katherine Lepine

Ad Rates: Please see our website

Thanks to:

Staples for printing this issue and to Imperial Dade for supplying the paper. Thanks also to Gryphon Graphics for foiling and embossing, to PACIFIC BINDERY for binding, R&M Trade Laminating for laminating the cover, Datacore Mail Management Ltd. for mailing and fulfillment, and Supremex for the envelopes.

Special thanks to Catherine Duley, Rob Varnel, Oliver Hatley and Adam Mash for their work on this issue. This issue of PressLines was printed on Titan dull Text 100lb (Text) and Titan dull Cover 111lb (Cover).

Front cover photo courtesy Great Little Box

© 2023 PrintForward Printing & Imaging Association

EDITORIAL

NEW MEMBERS, NEW TECHNOLOGY

In this issue of PressLines, you'll enjoy an update from our Board Chair and committees as well as two Member Spotlights.

Shop manager, Reza Naghibi shares about PrintPrint, a small but mighty Vancouver business that's seeing hard-earned success despite supply chain and recruiting challenges, leveraging a redesigned website and joining PrintForward to connect with industry peers.

Print Manager, Oliver Hatelly describes how Staples partners with the local print community and their plans for a trade program. You might also recognize Oliver's name from our Board of Directors.

The PrintForward Board has seen a few changes since our last issue of PressLines one year ago. See page five for an overview of the people who

determine the direction and policies for the association.

Scott Gray, Executive Vice President of Mitchell Press Ltd. has contributed an article about their new Landa S10P Nanographic® press which promises to "liberate printers from the barriers of traditional digital and analog printing technologies". Gerry Lacombe of the Canadian Printing Industries Association (CPIA) has given an update on how CPIA was a voice for print organizations and trade partners throughout the Canadian print industry in 2022.

Finally, enjoy the photos of last year's golf tournament and PrintForward social gatherings. And keep your eye out for upcoming PrintForward events where you can, as Reza Naghibi says, connect with like-minded people, and be part of the community.



Katherine Lepine
Editor

print
perfect
printing done right. every time.

OUR PROMISE

We're committed to quality.
And always getting the job done right and on time.
Helping to bring your business to life.
Guaranteed best value every day.
And conveniently located in your neighbourhood.

Shop online at staplesprint.ca/printperfect.



staples
The printing and marketing co.

NOTES FROM THE CHAIR

MANY MEMBER ACTIVITIES PLANNED FOR 2023



Loris Pavan

Welcome to our latest edition of PressLines.

While the world is immersed in uncertain times, and the economy is bracing for uncertain headwinds, we are still seeing positive results, growth and employment opportunities in our industry. Print organizations are investing in new technologies and enhancing value for customers as we evolve and shape our industry for the future.

PrintForward has ongoing initiatives to foster new talent. We have issued an unprecedented number of scholarships to students as they prepare to join the print industry. Our Print Entry Level Training (PELT) program provides another avenue for entering our industry and has placed an average of 84% of grads into print-related jobs. We are again looking to offer PELT in conjunction with the Northwest Skills Institute and the provincial government. Please visit our website for the latest updates on this program.

I encourage you to read the enclosed

update from the Canadian Printing Industries Association (CPIA), an important advocate for print organizations across Canada. As a member of PrintForward, you are also granted membership in the CPIA at no cost. See their brochure on "Careers in Print" educating potential students on the many interesting career opportunities within our industry.

PrintForward has planned an eventful calendar for 2023. Don't miss Safety Talks by Tanya Steele and her team—free to PrintForward members. Topics revolve around health and safety, where members and non-members learn how to foster a safe work environment that aligns with WorkSafeBC regulations. For

"We are still seeing positive results, growth and employment opportunities in our industry."

a small investment of your time you'll get great value and strategies for health and safety. Visit our website to learn more about the training we offer.

We recently hosted one of our popular networking events at The Hub restaurant in New Westminster. Being the first in-person social event hosted by PrintForward since the pandemic began in 2020, the atmosphere of the room was very uplifting and a great time was had by everyone.

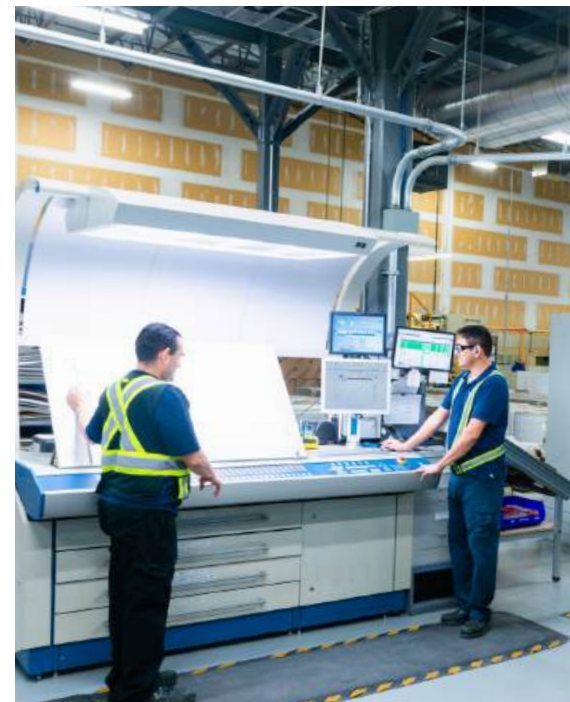
Coming up on the PrintForward

calendar are our mini trade show sessions. The PrintForward Golf Tournament is set for July 13th, another networking event is booked for the Fall, and toward the end of the year you'll be invited to our annual Festive Dinner.

All of this is possible because of the ongoing support from members like you—trade partners and print organizations that help sustain and grow our association and our industry as a whole. Members who hold valuable the merits and benefits of being part of a local association like PrintForward. We truly appreciate your contribution and participation. We may be a small association, but we are filled with an abundance of passion for the print industry. I encourage everyone to reach out and experience the benefits of being part of the print community.

Thank you for reading this issue of PressLines. By all means send us your feedback and let us know what you would like to see featured in the next issue of PrintForward's publication.

PrintForward Chair of the Board, Loris Pavan, is also Sales Manager—Western Canada at RR Donnelley. To get in touch with Loris, email loris.m.pavan@rrd.com.



PRINTFORWARD BOARD OF DIRECTORS



Loris Pavan

RR Donnelley

Chair of the Board



Doug Climie

Hemlock Printers

Chair, Scholarship Committee



Rob Varnel

R&M Trade Laminating

Chair, Gov't Affairs & Membership Committees



Catherine Duley

Spicers

Chair, Golf Committee



Jim Mann

Mitchell Press Limited

Director



Adam Mash

Mills Office Productivity

Director



Blair Fraser

West Coast Reproduction Centres

Director



Kevin Burden

West World Paper

Director



Neil Perry

Wayside

Director



Phil Courterelle

Great Little Box Company / Ideon Packaging

Director



Daniela Takova

TC Transcontinental Printing

Director



Oliver Hatley

Staples

Director



Tracey Pitt

Imperial Dade Canada Inc.

Director



Donna Denham

Support Services Unlimited

Association Manager

HONORARY LIFE MEMBERS



Marilynn Knoch



Kris Bovay



Tom Chambers



Scott Gray

Executive Vice President, Mitchell

February 21, 2023

Many will recall Landa's dramatic debut at Drupa 2012, complete with the first look at the technology, music, and promises of great things happening. Nanographic® technology was in active research-and-development but it showcased a great deal of promise at a time when everyone was talking

LANDA MAKES AN IMPRESSION IN CANADA

CONTRIBUTED BY MITCHELL PRESS LTD.

about the future of inkjet. Most viewers' reactions were: "Wow, I can't wait to see what becomes of this."

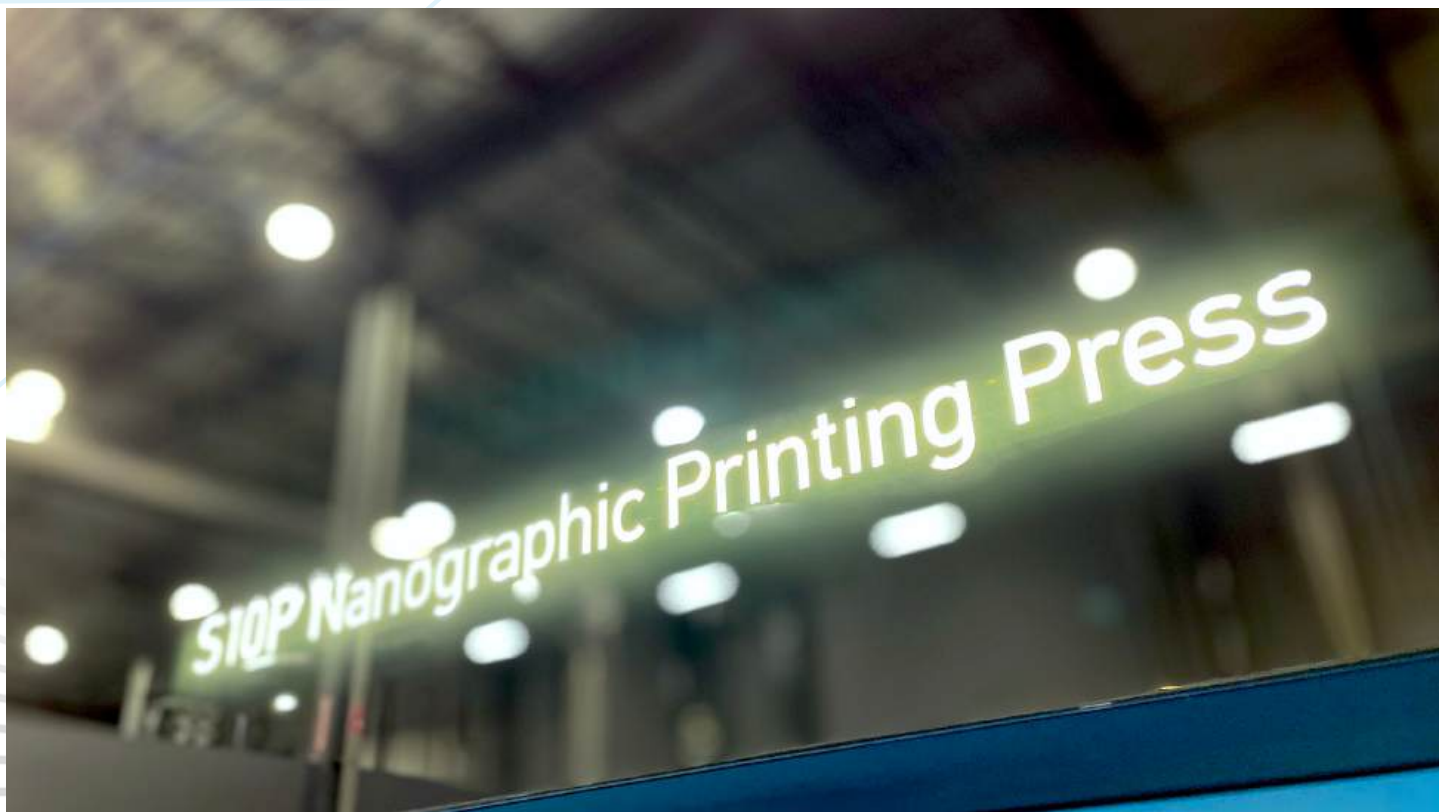
Flash forward to 2023, Landa has enjoyed rapid growth with worldwide installations, over 50% taking place in North America, and now, the first Canadian installation at Mitchell Press Ltd. in Burnaby, BC.

You have likely heard a lot about Landa over the past 18 months, largely due to the company shifting gears from research and development focus to a strong manufacturing and customer success model. The change in focus created a dramatic shift

in the industry and how the technology is now delivering on Landa's promise "*To liberate printers from the barriers of traditional digital and analog printing technologies.*"

Mitchell's rationale for acquiring the Landa was founded on the principle of leaning into a unique suite of technology that focuses on large scale customization, expanded gamut imaging, and targeting high value areas of the commercial print industry.

"We are still uncovering the capabilities of the Landa, it's tough to wrap your head around a B1 sheet running 6,500 sheets per hour,

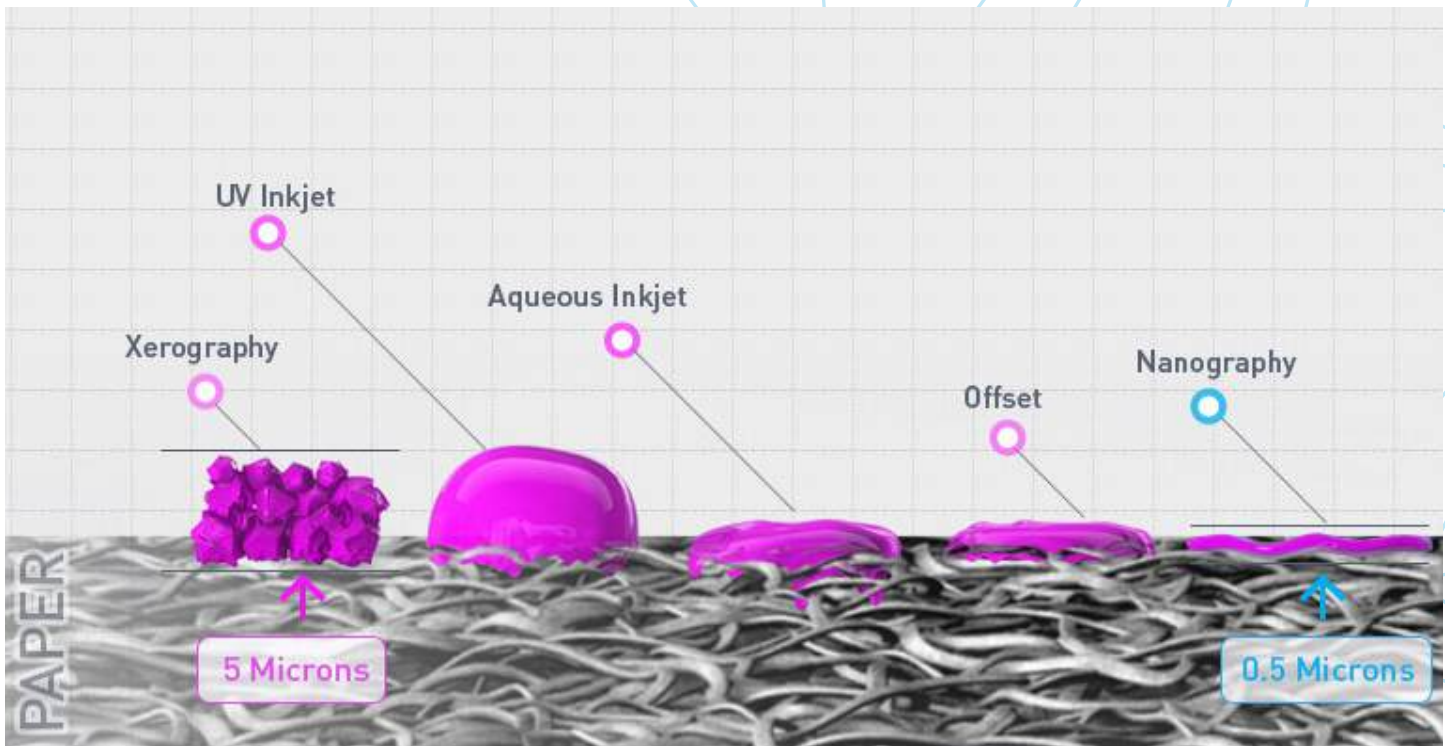


completely variable with expanded gamut seven-colour performance,” says Scott Gray, Executive Vice President at Mitchell. “We felt there were enough B1 (29” x 41”) offset presses to serve our region, any growth for Mitchell must come from the flexibility of mass customization and

non-treated, off-the-shelf print substrate creating high definition, ultra colour-rich images. All this is done in a The ultra-thin abrasion resistant nano ink polymer film has greater opacity than conventional inks; coupled with the uniformity of the nano dot, it enables greater light reflection,

sheet like conventional inks and toners. Mitchell’s Landa has been G7-verified as have all their print equipment.

Gregory Wong, VP Operations comments “We produce a lot of publications, catalogs, and direct mail at Mitchell, many of our client partners are looking



unique production capabilities that let us solve our partners’ challenges together.”

The Landa S10P (perfecting) Nanographic® press is based on Landa’s proprietary technology which harnesses the power of nanotechnology to achieve unmatched colour richness on any sort of paper without any pre-treatment. Using Nanography®, billions of water-based nano-droplets are ink jetted onto a heated transfer conveyor (a special synthetic blanket) where the moisture evaporates, leaving a dry polymer film which is then transferred to any

creating a much wider ink colour gamut than any other conventional method. The seven-colour CMYKOGB Nanoink® gamut is capable of matching over 95% of the Pantone library.

The incredible run-to-run colour repeatability is largely because Landa manufactures their own water-based Nanoink®, conveyor blanket, and cleaners, creating a closed loop supply chain. They have dramatically reduced reliance upon third party suppliers, eliminating production uncertainty. Zero dot gain is achieved since the polymer film bonds to the surface of the paper substrate and does not absorb into the

to add value through variability to create highly personalized and targeted elements, the Landa is perfectly suited for that application, even enhancing with traditional AQ or UV coatings inline.” He adds, “we are providing solutions within product groups that were simply unattainable for our partners, until now.”

Installation of the Landa at Mitchell was completed in late 2022 and production began in January 2023. For more information or tours, contact Scott Gray at sgray@mitchellpress.com

NEXT GENERATION TASK FORCE

SUPPORTING THE NEXT GENERATION IN PRINT



Jennifer McConnell

Well, hello! It has been quite some time since our last update. PrintForward and Northwest Skills Institute completed another successful cohort of the PELT (Print Entry Level Training) Program, and we are ramping up for a third! We are working to get our next application approved for funding from the Community Workforce Response Grant through the BC Ministry of Post Secondary Education and Future Skills.

Every new cohort is just as important as the last. By bringing new talent into the print industry, we are helping to keep PrintForward members staffed and hopefully helping to counteract the increase in retirement.

Each time I meet with the students I'm inspired by the interest and passion in their eyes, knowing they are about to embark on a journey that will allow them to be a part of game-changing projects that we all know and love as a part of the print experience.

We are currently operating at an 84% success rate in finding employment for our students. This is an incredible success for such a new program, and we aim for 100% each time! Cormac O'Reilly at the Northwest Skills Institute works closely with each student to ensure they find a place within the industry, and we can't wait to see where they all land.

"We are currently operating at an 84% success rate in finding employment for our students."

Mission Statement

We are passionate about the strength and stability of our industry and the workforce behind it. Our mission is to promote the acquisition and retention of people new to our industry, engage them and provide them with educational opportunities in the latest technology to support their growth and advancement within the industry.

Task Force Members

The **NEXT Generation Task Force** sits under the umbrella of PrintForward's **Programs Committee**. As of March 8th, 2023 it consists of the following volunteers:

Jennifer McConnell (Lead, MET Fine Printers)
jennifer@metprinters.com

Adam Mash (Mills Office Productivity)
amash@mills.ca

Geoffrey Grisso (Mills Office Productivity)
ggrisso@mills.ca

Nicky Chan (Industry Professional)
nchan108@gmail.com

Samantha Kruchak (IDRS Print & Mailing)
samanthakruchak@idrs.com

Vijay Chand (MET Fine Printers)
vchand@metprinters.com

Wing Wong (GTEC Graduate, MET Fine Printers)
wwong@metprinters.com

Rob King (GLBC/iDeon)
rking@glbc.com

Tracey Pitt (Government Affairs Liaison, Veritiv)
tracey.pitt@veritivcorp.com

We want to hear from you!

As members of PrintForward and members of our print industry, how can NEXT Generation support you?

We would like to know:

1. Where are your biggest gaps in staffing within your organization?
2. What are your minimum requirements to fill these positions?
3. Are you willing to interview and/or hire PELT students upon completion of the program?
4. Are you willing to participate in an apprenticeship program with PELT students?

Any information you can provide will not only help us to improve the program each time, but it will also provide the necessary information required for us to get approval on funding. If you are interested in providing information or a support letter, please reach out to Jennifer and Cormac for instructions:

Jennifer McConnell – MET Fine Printers jennifer@metprinters.com

Cormac O'Reilly – Northwest Skills Institute cormac@nwskills.org

Jennifer McConnell is the Sales Enablement Specialist at MET Fine Printers. She can be reached by email at jennifer@metprinters.com or by phone at 778-888-6896



2022 PrintForward Golf Tournament







Catherine Duley

The Golf Committee is already busy planning our 2023 tournament, which will be held again at Mayfair Lakes Golf & Country Club in Richmond. The date for this year's event is Thursday, July 13th. The format will be Best Ball with a Shotgun start at 1 pm.

Based on our feedback from golfers and sponsors who attended last year's tournament, the course was in fantastic shape, and the food and service from Mayfair Lakes staff was top notch.

We are looking at using the iScore platform once again and are planning other fun activities and sponsorship opportunities. Please visit the PrintForward website for details.

The golf tournament is PrintForward's annual signature event and provides key fundraising for our association. We are hoping to get as many golfers out as possible this year and have 144 spots available. Book your foursome and hole sponsorship now to make sure you don't miss out on this wonderful day of golf, fun and networking.

And a special thank you to the Golf Committee who work tirelessly to bring this event to fruition each year.

GOLF COMMITTEE

2023 GOLF TOURNAMENT TO BE HELD AT MAYFAIR LAKES

Golf Committee

Catherine Duley – Spicers – Chair of Committee, PrintForward Director

Donna Denham – PrintForward Manager

Christian Beveridge – Hemlock Printers

Kevin Burden – West World Paper, PrintForward Director

Troy Illes – Mostad Printing & Media

Marilynn Knoch – Lifetime member

Debi Rumley – SupremeX

Greg Running – HP

Catherine Duley is a Product Specialist in the Graphic Solutions team at Spicers. She is also Chair of PrintForward's Golf Committee. You can reach her at Catherine.Duley@spicers.ca.

RECOGNIZING OUR 2022 TOURNAMENT SPONSORS

We wouldn't be able to hold this great event without the support of our many sponsors.

Main Event Sponsor



Affinity Partner Sponsor



Air Cannon Sponsor



iScore Sponsor



Gold Hole Sponsors



Ceasar Bar Sponsor



Corporate (Wine) Sponsor



Hole-in-One Sponsor



PRINTFORWARD TRAINING PROGRAMS

JOINT HEALTH AND SAFETY COMMITTEE TRAINING WITH PAULA GAGNE

Paula Gagne is a writer and educator with a focus on technical applications and curriculums. She has over 25 years' experience in adult education, teaching vocational programs including first aid and occupational health and safety and the WorkSafeBC former Joint Health & Safety Program courses.

Paula enjoys instructing people how to receive, consider and prioritize information so they can make good decisions regardless of the subject matter. Over the years, Paula has worked as a first aid attendant and safety resource person with clients in a variety of industries including construction, hospitality, outdoor recreation, military, security and post-secondary educational facilities.

In her role as Program Developer for Trauma Tech, Paula's responsibilities included the development of policies and procedures



Paula Gagne

to ensure regulatory compliance for both the company and its clients, the creation or revision of safety and training programs, educating employers and employees, development and application of an instructor mentoring program and office support.

Paula is an active volunteer first aid attendant at local events working alongside her students and colleagues.

2023 Webinars

**Join Paula at upcoming Zoom
sessions 11:00 a.m. – 12:00 p.m.
Free for PrintForward Members
\$25 for Non-members**

April 28 | Near Misses

June 29th | Steps of Hazard and Risk Management

August 17th | Effective Training and Communication

September 21st | Planning Corrective Actions

October 19th | Discussions with Management

**November 16th | Workplace Allies – Understanding
WorkSafe BC and other Regulators**

Register online at www.printforward.org





PRINTFORWARD SCHOLARSHIPS

RECOGNIZING STUDENT COMMITMENT AND ACHIEVEMENT IN GRAPHIC COMMUNICATION



Doug Climie

PrintForward remains committed to supporting the growth and progress of the print industry in BC through our very important student Scholarship Programs – the long-established Lorne Patterson Memorial Scholarship award, and more recently, in collaboration with the Canadian Printing Industries Association (CPIA), our In-Memorial Scholarships. Both programs are embedded in the BCIT Graphic Communications

Technology Program at BCIT, and are consistently recognized for giving students the motivation they need to believe in themselves and stay on their educational journey.

In November 2022, PrintForward was honoured to award five scholarships, a record-high thanks to the funding we received from the PELT program initiated in 2021.

“In November 2022, PrintForward was honoured to award five scholarships.”

Recipients of the \$500 Lorne Patterson Scholarship are Andy Wu and Linh Dan Pham, both of whom demonstrated a stand of commitment and excellence that made them so deserving of this support. They are keen to join the BC print industry when they graduate next year.

The CPIA scholarships of \$1,500 each were awarded to Rachel Cheung, who received the Gary Baines in Memoriam Scholarship, Tanner Hockey, recipient of the John Kouwenhoven in Memoriam Scholarship, and Madison Mills, who received the Peter Purcell in Memoriam Scholarship.

We're excited to see these students continue their success in the BCIT program and launch their careers at one of our member organizations in this fast-paced, technology-driven industry very soon!

Doug Climie is with Hemlock Printers. He is Vice Chair of the PrintForward Board and Chair of the Scholarship Committee.

PrintPrint.ca

NEW MEMBER SPOTLIGHT

In March 2023, PressLines editor Katherine Lepine interviewed Reza Naghibi, shop manager at PrintPrint in Vancouver, BC.

PrintPrint is a small but mighty outfit with 11 employees, owned by Salim Lakhani. Originally called Ultra X-press, the business was established in 2000 by Salim out of his home. His hard work and dedication over the years paid off and in 2010 Salim moved the business to 81 West Pender and rebranded to PrintPrint, an Ultra X-press Company.

While PrintPrint specializes in small format digital and large format digital printing, their main specialty is service. The shop aims to make printing accessible to anyone with an approach that puts the customer's experience first.

The shop offers a wide variety of printing solutions as well as design, binding and installation services —accessible to a variety of customers ranging from parents printing their children's artwork, to retail businesses, to graphic designers and students. In addition, PrintPrint serves other print brokers and printers, restaurants, night clubs, tourism companies, trade shows, entrepreneurs, and small business owners primarily in BC. Their prints have been displayed in retail stores across North America; in the Four Seasons Hotel; at sports competitions, music festivals and more.

How have you found recruiting new staff?

"Finding candidates is tricky because the responsibilities here are many, the work is fast-paced, high-volume, and requires a certain mental resilience. Because our resources are limited, our training process invariably becomes a 'sink or swim' situation. And that may not be for everyone. On average, our service desk staff have to balance 20 or so orders at the same time, with varying complexity and timelines."

How do you look out for staff?

"I check in with staff to make sure they have what they need to do their jobs. This is my first management position so I'm happy to hear what pointers they may have for me. I rely on the wisdom and insights of other people to help me move forward so I can do better the next day." (Cont'd on page 16.)





**PACIFIC
BINDERY**

SURE, WE MAY STAB, CUT, STITCH, CREEP, BITE, BLEED, AND BIND FOR A LIVING.

But we're actually quite sweet once you get to know us! We just want to finish what you've started, with secure, relevant, and timely, value-added professional trade bindery and finishing services.

What's new? How about Automated Poly Bagging, In-line and near-line Ink Jetting, Hybrid EVA short run Perfect Binding (ask us about our Herbal pull tests!) to name a few. Find out how we can help you at pacificbindery.com

LET US FINISH WHAT YOU'VE STARTED

Professional trade bindery and finishing for print communicators.

perfect binding:

medium to long-run
PURE (and EVA)
short-run digital Hybrid EVA

saddle stitching with

in-line tipping
wire-stitch binding
plastic coil binding

folding

glue-folding (re-melt, cold,
and fugitive glue)
automated glue-folding
on signatures
tipping + attaching on cards
(fugitive glue)
coloring + padding

precision cutting

drilling
round cornering
binding + hand assembly
shrink wrapping
poly bagging
in-line ink jetting on covers

Want to know more? Visit our website pacificbindery.com

For estimates, production schedules or consultations

1.800.473.4381

Or email us directly:

info@pacificbindery.com



**PACIFIC
BINDERY**

5328 Riverbend Court
Burnaby, BC Canada V5H 5C9
pacificbindery.com



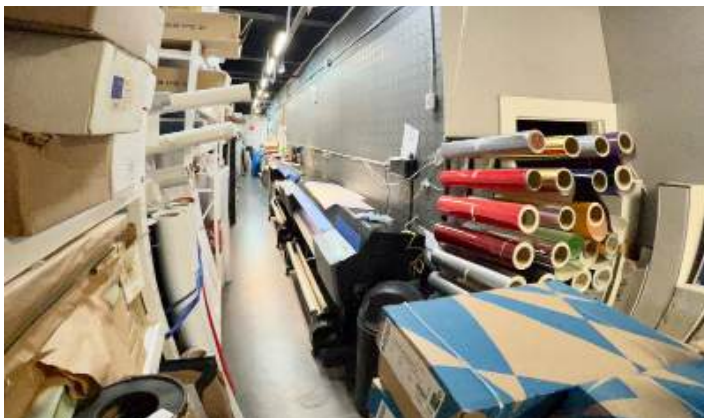
"I am fortunate to have been mentored by Salim for many years. And it's energizing to work with a great team here at PrintPrint. When we load order after order on our production and bindery staff, I half expect their eyes to bulge out, but they turn up their sleeves and dig in. Our front desk manager has an incredible ability to juggle tasks and she possesses a lot of grace and humility."

How's your online ordering system?

"We have an ordering system on our website that we updated just three months ago."

We had some pain points with our previous website so we hired a Canadian company called Masterhouse to help. At a shop like ours with so many printing services, it can be challenging to create a website that is both informative and easy to use. Our old website navigation panel had multiple sub-menus, resulting in too many pages and a daunting amount of information.

Masterhouse helped make our website easy to navigate and accessible for everyone. We reduced the 100-plus pages while preserving the important stuff: securing search rankings, client engagement, and staying authentic to our brand. We also added a chat widget where visitors can chat with an actual person – not a bot."



Have you had any issues with paper supply?

"We've been lucky for the most part. With Salim's good planning and foresight, we have ordered larger amounts of stock prior to being short. Our suppliers, including Spicers and West World Paper, are good at communicating the shortages so we can work around them. Really, the niche supplies have been trickier to source than paper – lamination film, parts like rollers or fusers for our printer. We have a large format art stock, photo gloss, and we have a few limited rolls, but we find that customers don't really pick the photo gloss anyway once they see our alternative options like matt stock and photo stock."

Why did you join PrintForward?

"We're always looking for ways to improve our services and we like the idea of being in touch with a community of printers. After all, we have learned a lot from professionals like our rep at Spicers, Shannon, who knows so much about paper it's astounding. So we figured being part of the community at PrintForward would likely give us similar experiences. And the bonus is being part of the community, getting in touch, and getting to know like-minded people."



WHAT'S HAPPENING

Industry News

October 2022 - Hemlock announces acquisition of Paper Chase Press, based in Los Angeles

November 2022 - Queen's Printer changes name to King's Printer

November 2022 - Supremex acquires US company, Royal Envelope Corporation

January 2023 - The Vomela Companies announce acquisition of Total Graphics based in Burnaby

February 2023 - DATA Communications Management Corp announces acquisition of the Canadian operations of R.R. Donnelly & Sons

Queen's Printer for British Columbia renamed King's Printer

King's Printer is the official source of British Columbia government laws, and publications since 1859. In addition to statutes and regulations, King's Printer also publishes the official British Columbia Gazette, Orders in Council, Ministerial Orders, and other publications such as BC Codes & Construction Publications, BC Trades, and BC Public Legal Education & Information. King's Printer is also responsible for printing all government branded materials and signage. They operate in both print and digital formats.

*John S. Anderson, Assistant Director, King's Printer,
Ministry of Citizens' Services*

SupremeX is Canada's largest envelope manufacturer and a growing provider of paper based packaging products.

SupremeX is your best choice for Envelopes and Board Mailers.

SupremeX Vancouver

6600 McMillan Way,
Richmond, British Columbia V6W 1J7
Tel: 604-273-9500 Toll Free: 800-363-0591
sales@supremex.com



SupremeX

Industry News

staples

NEW MEMBER SPOTLIGHT

In March 2023, PressLines editor Katherine Lepine interviewed Oliver Hatelly who manages wide format printing at Staples in Burnaby, BC.

Staples is the largest retailer supporting business in Canada, with 42 stores in BC. Staples' head office is based out of Richmond Hill, Ontario. They are a Canadian retailer privately owned by Sycamore Partners and have been operating in western Canada since 1994, for a total of 29 years.

"We take pride in having served western Canada for almost three decades."

Staples offers cutsheet and wide format printing as well as office and facility supplies supported out of their Print Hubs and Fulfillment Centres. They have an extensive delivery network across Canada, with near daily deliveries from their Print Hubs and Fulfillment Centres to their 300 locations.

"Staples Canada is The Working and Learning Company. With a focus on community, inspiration and services, the company is committed to being a dynamic, inspiring partner to customers who visit its 300+ locations and staples.ca."

Why did you decide to join PrintForward?

"We joined PrintForward to build relationships with the print industry and to take advantage of the various events and workshops that can help us educate our associates. We have been working with many PrintForward members at the Print Hub and sales level for a long time and look

forward to cultivating those connections and establishing new, fruitful partnerships."

What is your vision for partnering with PrintForward members?

"We're planning to launch a trade program for PrintForward members, which includes both our print services and facility supplies."

We're excited to expand our partnerships with the local print community!

PrintForward members can contact Oliver Hatelly at oliver.hately@staples.ca and he'll put you in touch with the appropriate sales staff to fulfill your needs."



Oliver Hatelly

Print Manager, Wide Format

"We're excited to expand our partnership with the local print community!"

CANADIAN PRINTING INDUSTRIES ASSOCIATION

REPRESENTING CANADIAN PRINTERS



Canadian Printing Industries Association
Association canadienne de l'imprimerie

February 20, 2023

The Canadian Printing Industries Association (CPIA) was founded in 1939 and serves the interests of all industry stakeholders on a national basis. The CPIA currently includes seven regional associations, from coast to coast, plus one sector association. Membership across our eight associations currently totals over 300 organizations Canada-wide.

We are pleased to provide you with an update of our national association's activities in 2022. Our Board, member organizations, partners and advisors continue to play an important role in making our association a vibrant and sustaining entity within the Canadian marketplace.

We remind you of our mission:

- Provide a national voice and platform for our industry; and
- Provide a connection point for regional associations, sector associations and print-focused post-secondary educational programs

The following is an outline of some of our national association's activities:

The Board composed of volunteers continues to meet monthly to review progress to date and to plan future association activities. As a result of changing our by-laws in 2021 the Board was expanded and now includes 15 individuals. We filled two executive positions by naming April Burke of OPIA as Vice-Chair and Jamie Barbieri of l'AQIFE as Secretary-Treasurer of your association. We welcomed the Manitoba Print Industry Association (MPIA) in January. The Board now has representatives from every printer regional association in Canada.

Our four standing committees continue their hard work:

1. The Government Affairs Committee has not been as active as we would like and we plan to reactivate this very important committee in 2023.
2. Our Education Committee was expanded during the first half of 2022 with Southern Alberta Institute of Technology joining our five educational institutions. Your committee in cooperation with our educational institutions developed a brochure on "Careers in Print" with the objective of educating potential students on the many interesting career opportunities within our industry. The brochure was released in September 2022 and was distributed to all our stakeholders for their use.
3. Our Supplier Committee has continued its work at engaging prospective suppliers to partner with our association aimed at supporting ongoing training and educational events.
4. Our Communication and Events Committee facilitated a major webinar on the challenges associated with the supply chain. We had speakers from Domtar, Lecta, Spicers and PPPC. They were followed by a panel discussion involving three speakers from printers from across the country. The webinar was extremely successful with over 130 participants attending the session.

We recently formed a Printer Advisory Committee which will meet quarterly in 2023 to suggest ways and means of increasing the CPIA's value to the industry.

We intend to continue to develop programs that provide value to our regional associations members as well as partner organizations. We thank our regional associations, suppliers and educational institutions partners for their continued support.

Sincerely,
Gerry Lacombe
Association Manager
glacombe@cpia-aci.ca
514-232-1768

Richard Kouwenhoven
CPIA Board Chair
richard@hemlock.com
604-439-5102

Knowing your business matters.

The risks you face as a print and imaging dealer are unique.

Federated Insurance can design specialized and comprehensive insurance programs specific to the needs of you and your business.

Call **1.844.628.6800** and speak to a Commercial Insurance Specialist today.

www.federated.ca



Recommended by PrintForward Printing & Imaging Association

Federated Insurance Company of Canada is the insurer of Federated Insurance policies.
[3706-045 ed01E | 10-2019]



February 23

**Safety Talks –
Writing your company’s
OHS Manual**



**May 4
11:00 – Noon**

**Vendor Showcase
Series I – TBC**



**June 28
11:00 – Noon**

**Annual General
Meeting**



October

Networking



June 29

**Safety Talks –
Steps of Hazard and
Risk Management**



March 9

**Networking
Pub Night**



**May 11
11:00 – Noon**

**Vendor Showcase
Series II – Mills**



July 13

**Golf Tournament
Mayfair Lakes**



October 19

**Safety Talks –
Discussions with
Management**



March 30

**Safety Talks –
Impact of
Unannounced
Inspections**



**May 18
11:00 – Noon**

**Vendor Showcase
Series III – Heidelberg**



August 17

**Safety Talks –
Effective Training and
Communication**



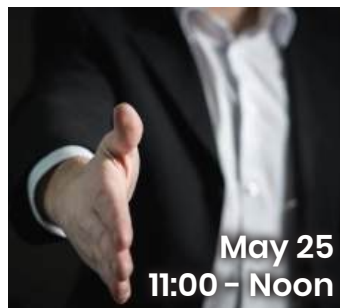
November 16

**Safety Talks –
Discussions with
Management**



April 28

**Safety Talk –
Near Misses**



**May 25
11:00 – Noon**

**Vendor Showcase
Series IV – Ricoh**



September 21

**Safety Talks –
Planning Corrective
Actions**



Late November

Festive Event

FESTIVE DINNER



NETWORKING PUB NIGHT



MEMBERSHIP BENEFITS

Joining an association like PrintForward can open doors: to education; to resources; to networking with others in the printing industry and to opportunities.

Membership in PrintForward also provides membership in Printing Industries of America (PIA) and membership in the Canadian Printing and Imaging Association (CPIA). All members have a Premium Membership in Whattheythink.com and the association is also a founding member of the BC Alliance of Manufacturers.

PrintForward's membership is corporate and therefore all of your employees are also included as members of the association and can take advantage of the benefits of the association.

If you would like to join PrintForward, please complete the form and payment on our website at printforward.org/product/membership

MEMBERSHIP COMMITTEE BRINGING VALUE FOR YOUR MEMBERSHIP



Rob Varnel

It is hard to believe we are almost five months into 2023. I would like to welcome back all of our members who have renewed their membership. Your membership funds are what drive our association. They help us provide programs, host social events, and deliver educational

seminars. Without your support the membership would not have enjoyed the success we have had for the past few years.

PrintForward has welcomed several new companies since our last issue of PressLines, and we are so happy to have you here! Members join the association for a variety of reasons such as our educational seminars, advocacy, and to enjoy our social events. Whatever the reason, we encourage you to stay active and participate in our events to really feel the benefits of being part of the PrintForward community. Your membership also extends to being a part of the Canadian Printing Industries Association (the CPIA). The CPIA is our national voice that brings together printers and suppliers from all the provinces. I encourage you to look at the CPIA website, cpia.org, to learn more about what the CPIA has to offer. I look forward to seeing you at an event soon!

Rob Varnel owns R&M Trade Laminating. He is a member of PrintForward's Board of Directors and is Chair of both the Membership and Government Affairs committees. Contact Rob at rvarnel@rmlaminating.com.





2022 Baseball Game



Titan Coated Paper

Titan Paper offers exceptional print results, assured performance and reliability – in both digital and full size.

- Superior print results with consistent quality
- Fast ink-setting/drying
- High Stiffness and Bulk
- Reduced maintenance requirements
- 10% PCW, chlorine free
- HP4 Indigo Certified
- FSC certified

WEIGHTS AVAILABLE:

TEXT – 60 / 70 / 80 / 100 • COVER – 80 / 100 / 111 / 130

FOR MORE INFORMATION PLEASE CONTACT

TRACEY PITT - tracey.pitt@Imperialdado.com / KEVIN ORR - kevin.orr@Imperialdado.com

OR CALL US AT 1 (800) 661-8528



PrintForward

Printing & Imaging Association



GOLF TOURNAMENT

Thursday July 13, 2023

Mayfair Lakes Golf & Country Club, Richmond, BC

- ▶ 11:00 am - 12:30 pm: Registration
- ▶ 1:00 pm: Shotgun Start
- ▶ 6:30 pm - 8:30 pm: Reception,
Dinner, Awards Ceremony



CONTACT US:

604-542-0902

info@printforward.org

102 - 211 Columbia Street, Vancouver, BC

Canada V6A 2R5

www.printforward.org

Golf Package Includes:

Golf, Green Fees, Power Carts, Concession Lunch Ticket (Sandwich, Chips & Beer) & Banquet Dinner (presentation of awards, prize draws, 50/50 draw, Heads & Tails contest for the Lorne Patterson Scholarship fund)

Gift: Each golfer receives a unique memento of the tournament.

Foursome Golf

- Members: \$1060 (\$265 per Golfer)
- Non-Members: \$1380 (\$345 per Golfer)

Individual Golfers

- Members: \$290
- Non-Members: \$390

Dinner Only

- Members: \$90
- Non-Members: \$90

Ticket Pack

- \$25 contains tickets for putting contest, door prizes, and draw prizes

Air Cannon

- \$40 per foursome
- 1 Shot per Golfer
- Sold at Hole

50/50 Tickets

- 3 for \$10
- 9 for \$20

Heads or Tails Game

- \$20 each
- Proceeds go to the Lorne Patterson Scholarship Fund

For additional information, please visit:
printforward.org/golf-tournament

Submit your completed Registration Form to:
info@printforward.org





CRAFTSMEN IN CREATIVE, DIECUTTING, FOILSTAMPING, EMBOSSED & DIEMAKING

VISION DEDICATION INNOVATION



GRYPHON
print & packaging innovation

8-3260 Viking Way, Richmond, BC V6V 1N6 T: (604) 270 6454 E: general@gryphongraphics.ca
www.gryphongraphics.ca

SCAN FOR INFO ➔



The Science of Lamination

IT'S SAFE TO TOUCH PAPER AGAIN

BACTERIA IS ALL AROUND US

Anti Microbial Film was specifically developed to effectively reduce and inhibit against the growth of unwanted microorganisms on laminated documents. Used in hospitals, clinics, dental offices, schools, daycare facilities, posters and restaurant menus.

Am
Anti Microbial

Anti Microbial Film is a thermal lamination film that eliminates 99.9% of the bacteria and microbes that come in contact with the film surface by stopping them from being able to reproduce.

- Comes in Gloss and Delustered Matte
- Will not wear off with cleaning or use
- Incorporates the natural protection of silver as an antimicrobial agent

www.rmlaminating.com