

MANITOBA PRINT INDUSTRY ASSOCIATION

20
15 **AGM**

MAY 12 | Manitoba Legislative Building

PRESIDENT'S MESSAGE



MPIA has had a very active year as described in the Executive Director's report. We have a number of exciting initiatives underway, and more to come. We are working hard to identify additional training topics and resources in order to continue to bring value to our membership. The board remains committed to providing value and relevance to our member companies, and we are always looking for feedback and suggestions.

In fact, it has been a very active two years, and as my term as president comes to a close, I want to thank Barry Miller for his diligence and creativity in contributing to our renewed momentum. I would also like to thank my fellow board members, whose dedication and counsel have been greatly appreciated. It has been a privilege to work alongside all of these colleagues and I look forward to many great things to come.

Rob Young

President, Manitoba Print Industry Association

Email: ryoung@pbl.ca

2014/15 Board of Directors

President

Rob Young Pollard Banknote Limited

Vice-President

Vacant

Past President

Glenn Buffie Derksen Printers

Bob Harvie Prolific Graphics

Tony Kasdorf The Standard Press

Herb Vielhaber Cascades Boxboard Group

Greg Ward Ward's Printing

Roger Dheilly Color Ad Packaging

Jon Leech Harris Printing

Tim Hopper Transcontinental LGM

Ken Boris Unisource

2014: A YEAR OF OPPORTUNITIES. SUCCESSSES. CHALLENGES



Affiliate membership with the PIA

As reported last year, the MPIA negotiated an affiliate membership with the Printing Industries of America. All MPIA members are given full access to the PIA. This is a tremendous opportunity. The PIA offers excellent services and resources to all members. Last November, many of you attended the PIA information session where the Chair and the CEO spoke on what their organization offers and how it can benefit you. While some members have taken advantage of these benefits, I encourage all members to check out the PIA website to find out how they can assist you.

Continuous Improvement program with Duha

Last year the MPIA, through Duha Group, piloted a Continuous Improvement program to small and medium-sized companies. Four companies participated in the pilot program with excellent results. Already several companies have indicated an interest in participating in this year's program. If you would like information about the Continuous Improvement program, please contact the MPIA office at 204-272-5022.

Engagement with the Government

Over the past year, we met with representatives from the Provincial government. The focus of the meetings was to educate government on the print industry in Manitoba and to discuss issues such as the Manitoba Manufacturing Investment Tax Credit. We intend to meet with government on a regular basis to put forth our challenges and promote the industry in general.

2nd annual Name in Print Awards

Last October, we held the 2nd annual Name in Print Awards. I again congratulate all those recognized during the evening and thank our sponsors for their continued support.

2014 Name in Print Award recipients were:

- **Innovation** – Friesens Corporation;
- **Training and Development** – Color Ad Packaging;
- **Industry Contribution** – Jan Hamilton
– Manitoba Institute of Trades and Technology;
- **Builder** – Brian McGinn – Phil-Mar Trade Bindery;
- **Milestone** – City Press Limited

Name in Print sponsors were:

- **Gold** – Cascades Boxboard Group, Unisource, Winnipeg Free Press, Hostmann-Steinberg
- **Silver** – Heidelberg, Xerox, Konica Minolta

Save the Date - 2015 Name in Print Awards

This year, the 3rd annual Name in Print Awards dinner will be held on October 14, 2015 to coincide with International Print Day. Please consider attending the dinner as it is a great way to renew acquaintances, make new connections and to join the industry in recognizing excellence in Print.

I would like to thank the MPIA Board of Directors and the Training and Development Committee for their ongoing support throughout the year. If you would like to join the Board or the Training Committee, please give our office a call. Your participation is always welcome.

In closing, if there is something you would like to see the MPIA investigate, or offer, please call the office. This is your Association and we are here to serve you.

I look forward to seeing you all throughout 2015.

A handwritten signature in blue ink, appearing to read 'Barry Miller', written over a light blue horizontal line.

Barry Miller

Executive Director, Manitoba Print Industry Association

Phone: (204) 272-5022 | Email: bmiller@mpia.ca



AWARENESS

The MPIA works to increase public and government awareness of the print industry in Manitoba. The Association achieves this through career fairs, school presentations, government meetings and distribution of sector information and promotional materials.



MPIA Awards and Scholarships

Each year the MPIA presents a monetary award to a student graduating from a graphic design or print program. Participating schools are: R. B. Russell, Tec Voc, Sturgeon Heights, Selkirk Regional, R. D. Parker, Kildonan East, Crocus Plains and the Manitoba Institute of Trades and Technology (MITT). Through these awards the MPIA encourages students to consider a career in the print industry.

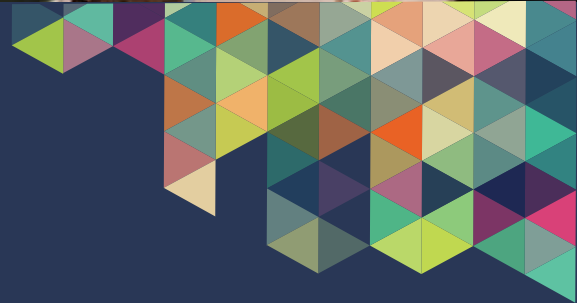
In addition, a Scholarship is awarded through the Canadian Printing Industries Scholarship Trust Fund. The primary objective of the Fund is to attract the most talented young people available to the printing industry by providing financial assistance to them while they are enrolled in a graphic arts management or technical program.

The MPIA also sponsored two students from MITT to attend the Phoenix Challenge High School skills competition in Charlotte, North Carolina. The competition focused on five print skill areas (prepress, math, plate making, press operation, and ink making). Congratulations to the MITT students for placing in the top 10.



ENGAGEMENT

The MPIA encourages industry engagement by offering networking opportunities such as our Annual General Meeting, Name in Print Awards banquet and other similar events such as the Printing Industries of America presentation held last November.



- 2014 AGM
- 2014 AGM
- PIA Presentation
- 2014 Name in Print Awards
- 2014 Name in Print Awards



EDUCATION

The MPIA, through the Training and Development Committee offers coaching, mentorship, workshop, and in-house training programs designed to improve knowledge, skills and attitudes within our existing workforce.



A pilot, **Continuous Improvement**, program for small to medium-sized companies was offered to four member companies. Duha Center of Excellence custom designed the program to fit each company's need.

FINANCIAL

Income Statement | April 2014- March 2015

Revenues

Memberships	\$13,720
Name in Print Banquet	\$13,450
Gov't Funding	\$03,684
Training Courses	\$4,510

\$135,364

Expenses

Staff Costs	\$65,164
Name in Print Banquet	\$8,683
Scholarships	\$3,250
Overhead Costs	\$14,665
Promotion	\$5,842
Training & Development	\$37,626

\$135,230

Net Income

\$134

Balance Sheet as at 3/31/2015

Current Assets

Cash	\$35,190
Receivables	\$1,611
Total Current Assets	\$36,801

Current Liabilities

GST Payable	\$-434
Internally Restricted Training	\$5,106
Unrestricted Net Assets	\$31,995
Net Income	\$134

Total Liabilities and Equity \$36,801

Statement of Cashflow

April 2014 through March 2015

Operating Activities

Net Income	\$134
Adjustments	\$2128

Net Cash increase for period \$2262

Cash at beginning of year \$32,928

Cash at end of year \$35,190





Training and Development Committee

Chair Laurie Guderyan - Heidelberg Canada
 Colin Grantham - Hostmann-Steinberg
 Dean Sabo - Xerox Canada
 Sandy van den Berg - Corporate Source
 Anna Ronald - Color Ad Packaging
 Laural Bickford - Esdale Printing
 Ernie Kreker - Pollard Banknote

Regular Meetings the 1st Tuesday of each month

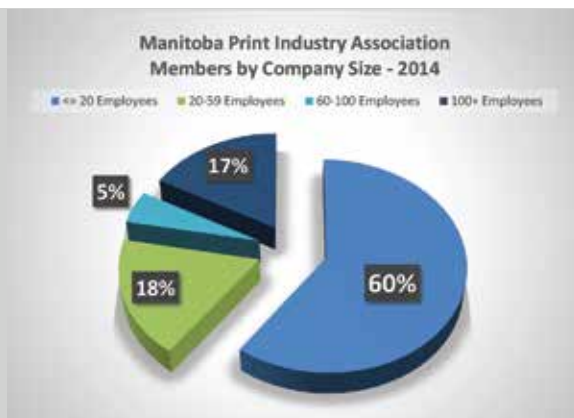
Courses were offered in 2014:

- Print Sales
- Color for Operators Old and New
- Paper Knowledge
- Change Awareness – Continuing Improvement

MEMBERS

2014-2015 MPIA Members

- | | | | |
|--------------------------------|-------------------------------|----------------------------------|--|
| Bond Printing | Excel Press | Miller Environmental Corporation | Sage Graphics |
| Botanical Paper Works | Friesens | Norampac | Spicers Canada Limited |
| Canadian Printing Equipment | Flint Group | Opasquia Times | Swan Valley Star & Times |
| Cascades Boxboard Group | Harris Printing | PDQ Printing | The Standard Press |
| CP Printing Solutions | Heidelberg Canada | People First HR Services | Transcontinental LGM |
| City Press Ltd. | Hewlett-Packard | Phil-Mar Trade Bindery | Unigraphics Ltd. |
| Color Ad Packaging | Hostmann-Steinberg | Pinnacle Staffing Solutions | Unisource Canada Inc. |
| Contemporary Printing Services | Impress Printing Ltd. | Pollard Banknote Ltd. | Ward's Printing Services |
| Corporate Source | Kellett Copy Centres | Premier Printing | Webber Printing |
| Dauphin Herald | Kromar Printing | Print Studio One | Wikoff Color Corporation |
| Dave's Quick Print | Kwik Kopy Design&Print Centre | Prolific Graphics | Manitoba Institute of Trades
& Technology |
| Derksen Printers Ltd. | Leech Printing Ltd. | Roblin Review | Winpak Ltd. |
| Esdale Printing | Manitoba Quality Network | Russell Banner | Xerox |



MPIA welcomed the following new members in 2014-2015

- Friesens Corporation
- Norampac
- Wikoff Color Corporation
- Hewlett Packard
- Konica Minolta Canada



Manitoba Print Industry Association (MPIA)

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