

**Obesity can be dangerous to our health – and that applies to print companies too. Too many overs and too much stock may become waste and can sap a business's profits. It's not just overs and stock, too much make ready or run waste, poor quality, plate defects, incorrect job specs, scrap and reprints are lost money! With the trend in materials prices upwards, it makes sense to tackle waste issues urgently.**

The average UK printer spends around 40% of their total costs on materials. In some cases, almost half of this can be wastage that can be minimised. Reducing material waste can save vast amounts of money that can go straight to your bottom line. So, if someone told you that your business could save up to 2.5% of your materials spend by introducing a few simple measures that won't cost much to implement, you might want to find out about Vision in Print's (ViP) Materials Waste Reduction programme.

The five-day programme, will teach a team of your employees, including staff from purchasing, estimating, pre-press, press and finishing areas, to use simple but proven techniques that will reduce waste in your print operation. Your employees will learn how to problem solve using their knowledge and experience supplemented by new lean manufacturing skills, tools and techniques, which will enable them to identify the biggest and most easily remedied causes of materials waste in your company. By using some simple procedures to identify and track waste reduction, the improvements will be ongoing, leading to multiple savings.

The programme comprises three sessions about a month apart. Between each session, team members implement actions to measure, trial and standardise solutions. Every session includes feedback to managers and a communication plan for other employees.

## PrintLondon Funding

PrintLondon offers funding from the London Development Agency for initiatives that help London printers improve the profitability and competitiveness of their businesses. A wide range of support is available via the British Printing Industries Federation and Vision in Print. See the reverse for more details or visit [www.printlondon.org](http://www.printlondon.org)

## CASE STUDY



## Waste reduction programme yields superb results at SMP Group

**When south-east London based SMP Group – specialists in large format poster printing and point of sale displays – embarked on a Materials Waste Reduction programme, the company wasn't expecting to reduce the amount of paper ordered annually by a staggering 8%!**

The directors of the litho, screen and digital printing company, with an £18 million turnover and 120 staff, had invited Vision in Print engineer, Paul Gamble, to work with them to find cost saving opportunities in the business and to improve their limited level of profitability.

Gamble and the SMP team soon realised that focusing on materials waste should be a key priority as there was too high a level of overs and customer stock in the business.

As Brian Jeffrey, SMP's Production Director, comments: 'Posters and point of sale displays have a shelf life. We kept stock so that we could respond to our clients' needs, but once a campaign was over, we had to bin perfectly good products. Environmentally this was unacceptable – and it was affecting our bottom line.'

Six members of the SMP staff – from estimating, pre-press, printing, an operator and a manager from finishing, where much of the waste was occurring, and an account manager – were chosen to take part in the Materials Waste Reduction programme. The team's priority was twofold: find ways to reduce the amount of overs throughout the process, and devise a better system of waste segregation to reduce disposal costs. To do this, they devised a structured process involving the setting, monitoring and reaction to overs levels, which was then implemented throughout the business.

**“The costs of undertaking the ViP Materials Waste Reduction programme, constituted less than 2% of the first year savings in paper and waste reduction alone. With Print London funding, that cost represented less than 1%.”**

Bradley Slade, SMP's Managing Director, was impressed with the results of the Materials Waste Reduction programme: 'We reduced the amount of paper ordered by 8%, equivalent to an annual cost saving of £240,000, and cut waste removal costs by £2000 per month. This is a staggering return on investment and one that will continue to serve the company well.'

## BENEFITS

- Tangible cost reductions – save up to 2.5% of materials spend
- Supports your environmental credentials
- Increases employee awareness, ownership and new skills
- Low implementation costs and quick results
- Helps add to your profit

## BUSINESS IMPROVEMENT SUPPORT SERVICES

PrintLondon is a partnership between the London Development Agency, the British Printing Industries Federation and Vision in Print. If your company is located in one of the 33 Greater London boroughs, is not in receipt of financial assistance from any other public funding streams and meets SME business criteria, it may be eligible for funding of up to 50% of the cost of a range of business improvement support.

To find out if your printing organisation is eligible or to discuss support areas, contact Chris Patefield, PrintLondon, Director on 020 7915 8347. Visit the website at [www.printlondon.org](http://www.printlondon.org)

ViP and the BPIF offer a wide range of customised support services, programmes and courses for printers, designed and delivered by print industry specialists.

**Tick those areas you are interested in and fax this to Ryan O'Neal on 020 7915 8395**

### HEALTH, SAFETY, ENVIRONMENT & QUALITY

- Health & Safety Healthcheck
- Environmental Healthcheck
- Health & Safety Management Schemes
- ISO 14001 Environment Support
- FSC Chain of Custody Support
- OHSAS 18001 Health & Safety Support
- ISO 9001 Quality Support
- Integrated Management Systems Support
- Noise Surveys
- Occupational Health Surveillance
- Interim Health & Safety Managers
- Business Continuity Planning
- Health & Safety for Managers & Supervisors
- Environmental Briefings
- Occupational Health Awareness Training
- IOSH Managing Safely Course
- CoSHH Assessment Training
- Risk Assessment Training, inc Fire
- Manual Handling Training
- Carbon Footprinting

### BUSINESS DEVELOPMENT

- Cost Rates Reviews
- Financial Management
- Business Planning
- Sales Development
- Market Research and Development
- Marketing Planning and Implementation
- Interim Management and Mentoring
- Factory Layout and Planning
- Purchasing and Supply Chain Management
- Website Design, Build and Internet Marketing
- Sales and Marketing Training and Coaching
- PAS 75 Customer Service Support
- Preparing Your Business for Sale
- Customer Service Training
- The Supervisor Role Course
- Getting the Sale Course

### HUMAN RESOURCES

- HR Healthcheck
- HR Management Schemes
- Selection & Recruitment Support
- Aptitude & Psychometric Testing
- Rewards & Benefits Advice
- Performance Management Systems
- Investors in People
- Coaching and Mentoring
- Organisational Restructuring
- HR Due Diligence
- Absence Management Workshops
- Discipline & Grievance Workshops

### TECHNICAL

- Technology Healthcheck
- Workflow and Pre-press Reviews
- Digital Business Development
- Press and Post-press Investment Support
- Management Information Systems (MIS) Support
- ISO 12647: Colour Management Support
- ISO 7799/27001: Information Security Support
- Tender/Bid Preparation
- Introduction to Print Processes
- Introduction to Print Technology (3 Days)
- Print Production Planning
- Introduction to Print Estimating

### PROCESS IMPROVEMENT

- Premier Snapshot (diagnostic)
- Modular Improvement Programme (up to 25 staff)
- Kickstart (26-50 staff)
- Masterclass Lite (50+ staff)
- Masterclass (100+ staff)
- Office and Pre-press Change Cycle
- Material Waste Reduction
- Best Practice Club Visits
- Cost Reduction through Lean Workshops
- Team Leader Training from ViP & BPIF Training

Your Name \_\_\_\_\_ Job Title \_\_\_\_\_

Telephone \_\_\_\_\_ Email \_\_\_\_\_

Company Name & Address \_\_\_\_\_

\_\_\_\_\_ Date \_\_\_\_\_

