

NETWORK WITH GLOBAL PRINT EXPERTS

- Grow your network
- Contribute to industry development
- Present at international events
- Share your knowledge

SHAPE THE EUROPEAN POLICY AGENDA

- Understand EU policies and their impact
- Be informed about legislative developments
- Be consulted on policy issues
- Find partners for transnational consortia

ACCESS EXCLUSIVE PUBLICATIONS

- Annual Economic Report
- Market reports on printing industry sub-sectors
- Policy factsheets and guides
- Monthly trade newsletter

INTERGRAF ASSOCIATE MEMBERSHIP

Be part of the European
print and digital
communications industry

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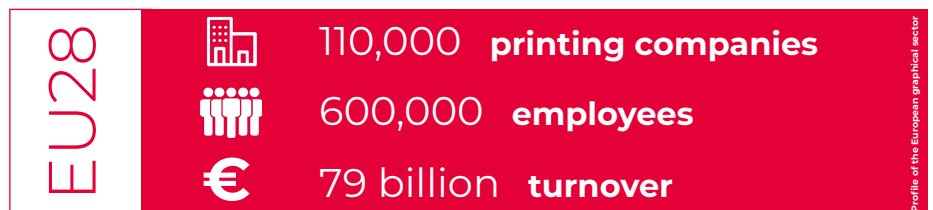
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WELCOME

More legislation than ever before is decided upon at European level. These are things which affect the day-to-day running of a printing company. It is vital that the European graphic industry is strongly represented.

The European Commission works closely with trade associations like Intergraf to provide 'industry consensus' on policy issues. Intergraf acts as an alert function for national printing associations on these issues. We also provide a necessary counterweight to other industry representations (e.g. paper, publishers, etc.).

Founded in 1930 and based in Brussels since 1984, Intergraf represents 21 member associations from 20 European countries. We are the voice of 110,000 printing companies with 600,000 employees and an annual turnover of €79 billion. We are also a founding member and secretariat of the World Print & Communication Forum (WPCF), as well as the secretariat of FTA Europe, the trade association representing the European flexographic printing community.



As an Associate Member of Intergraf, you will have access to our network. You can also take advantage of a vast array of other exclusive benefits. These include access to exclusive market reports (both general and niche) and active involvement in Intergraf's EU policy and advocacy activities.

We look forward to working with you!



Cees
Cees Verweij
President



Beatrice
Beatrice Klose
Secretary General



“The biggest value of my membership of Intergraf is that I have the opportunity to build relationships and share knowledge with European colleagues working in my industry. At Intergraf’s events I have met printing experts from all over the world who offer unique insights into the communication industry and I take inspiration from these interactions, using best practices I have learned in my own work.”

Håvard Grjotheim, Former Intergraf President and Former CEO of 07 Group

PART 1

NETWORK WITH PRINTING EXPERTS

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EUROPEAN AND GLOBAL COLLABORATION

As well as our European network, Associate Members gain access to the **World Print & Communication Forum** (WPCF), which provides an extensive global network of printing associations. Flexographic printers also benefit from our close cooperation with **FTA Europe** – the European platform for flexographic printing (www.fta-europe.eu).

Full members of the WPCF alongside Intergraf are:



- **PUA:** PRINTING United Alliance (North America)
- **PIAA:** Printing Industries Association of Australia
- **HKPA:** Hong Kong Printers Association
- **AIFMP:** All India Federation of Master Printers
- **JFPI:** Japan Federation of Printing Industries
- **PTAC:** Printing Technology Association of China
- **KPA:** Korean Printers Association
- **FNPA:** The Federation of Nepal Printers' Association
- **Printing SA:** The Printing Industries Federation of South Africa NPC

www.worldprintforum.org

- **Access and build relationships with national, European and global printing industry associations and companies**
- **Exchange best practices with industry experts**
- **Network with key stakeholders at Intergraf events**
- **Moderate, speak at or contribute to the organisation and agenda-setting of Intergraf events**
- **Host or co-organise events with Intergraf**



“There is a lot of value in being able to work together on such a wide variety of policy areas and Intergraf facilitates many opportunities for us to get involved. The influence this helps to give us in Brussels is crucial to our work.”

Dr. Paul Albert Deimel, Director General of bvdv (Bundesverband Druck & Medien)

PART 2

BENEFIT FROM INTERGRAF'S POLICY WORK

BENEFIT FROM INTERGRAF'S POLICY WORK

COMPETITIVENESS

- Taxation (*VAT on printed products vs. digital publications; VAT reform*)
- Data protection
- Production costs (*evolution of paper prices; consumable prices; energy costs; postal rates*)
- Limitation to advertising (*through taxation or legislation*)
- Digitalisation (*e-government; e-invoicing; consumer policy; digital education; Keep Me Posted EU*)
- Image of print
- Copyright issues (*reprography requirements impacting digital printing*)
- Postal infrastructure and services
- Online selling (*e-commerce; payment services*)
- Cross-border selling (*VAT; geo-blocking*)
- Industrial policy
- Labelling requirements
- Trade (*paper duties*)
- Sectoral statistical classification
- Money laundering
- Cash control
- Packaging security features
- State aid and unfair competition
- COVID-19

ENVIRONMENT

- Industrial emissions (*Best Available Techniques Reference Documents; BREFS*)
- Environmental labels (*EU Ecolabel; national schemes*)
- Ecodesign/recyclability/deinkability

- Timber/forest management (*Timber Regulation; chain of custody certification - FSC, PEFC*)
- Carbon/environmental footprint of printed products
- Carbon/environmental impact of digital
- Food contact material (*mineral oil*)
- Waste policy
- Paper recycling
- Single use plastics
- Chemical policy (*titanium dioxide; chromium trioxide*)
- Energy efficiency
- Corporate social responsibility

SOCIAL AFFAIRS

- Social Dialogue
- Employment (*trends; new business models; labour law; wage-setting*)
- Skills and qualifications (*education and training systems; vocational education and training (VET); qualification frameworks; upskilling; lifelong learning; recruitment; demographic change; digitalisation; image of print*)
- Moving and working in Europe (*free movement of workers; social security coordination*)
- European Pillar of Social Rights (*equal opportunities; health and safety; gender equality; work-life balance; non-discrimination; fair working conditions; social protection and inclusion*)



“As a member of one of Intergraf’s Working Groups, I have been able to tangibly influence EU policy in ways that would not be possible without such a supportive European platform. Members’ views are methodically taken into account and as a result I feel well-informed and well-represented at EU-level.”

Dale Wallis, Former Membership Director at the British Printing Industries Federation

PART 3 SHAPE THE EUROPEAN POLICY AGENDA

SHAPE THE EUROPEAN POLICY AGENDA

REPRESENTING AND INFLUENCING

Intergraf is recognised by the European institutions as the **voice of the graphic industry**, representing the sector at EU-level. We are regularly consulted by the European Commission on diverse policy issues.

CAMPAIGNING



We promote the **image of print** through membership of **Two Sides**, dispelling myths and promoting the sustainability and competitiveness of print through innovative campaigns.

www.twosides.info



We campaign for the citizens' right to choose between printed and digital communications with **Keep Me Posted EU**.

www.keepmepostedeu.org

- Shape the EU's policy agenda through advocacy and campaigning
- Access the latest policy news to better understand the impact of upcoming legislation
- Be consulted on a diverse range of policy issues
- Contribute to public consultations
- Attend standing committees and working groups
- Build your reputation at European level
- Form partnerships with policy professionals from related industries



“Intergraf’s monthly newsletter is a very useful resource. It is informative, accessible and easy to read. Their work as ‘our voice in Brussels’ is also a valuable reason to be an active member of the platform because Intergraf has a wide network of contacts in Europe – including at the European institutions and in other associations related to the printing industry.”

José Manuel Lopes de Castro, President of APIGRAF (Associação Portuguesa das Indústrias Gráficas e Transformadoras do Papel)

PART 4

ACCESS EXCLUSIVE PUBLICATIONS

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MAJOR STUDIES

Intergraf periodically coordinates major studies, facilitated and funded as EU projects (such as the **Print Your Future project**: www.printyourfuture.eu). Associate Members are given information about and access to studies, with opportunities to collaborate in them.

SMITHERS

Every year, Smithers contributes a review of the European print market to Intergraf's **Economic Report**. We also work together on the annual event series: **Shaping the Future of Print**, for which Smithers provides market data about the sub-sector of the printing industry in focus. So far, this has included commercial print, packaging, magazines, direct mail and books.

www.smithers.com

- Receive Intergraf's Annual Economic Report
- Use our Factsheets and Policy Guides to stay informed of the issues
- Access surveys, research reports, project documents and other publications
- Be added to the circulation of Intergraf's monthly Newsflash
- Contribute your knowledge to publications in cooperation with Intergraf
- Have visibility on Intergraf's website
- Contribute articles to our newsletter and/or website
- Gain access to expert studies on niche markets
- Receive industry-wide recognition for supporting Intergraf's research
- Find partners for transnational consortia



“The Intergraf Currency+Identity conference and exhibition is a not-to-be-missed event for security printing professionals. Seamlessly organised by Intergraf, it facilitates all-important networking opportunities with other experts in the sector and helps me keep up with all the latest technologies.”

Miguel Brunete Bravo, Production Managing Director Fábrica Nacional de Moneda y Timbre - Real Casa de la Moneda

PART 5

STAY INFORMED ABOUT NICHE MARKETS

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EVENTS

Alongside our recurring annual events (**General Assembly**, **Directors' Conference** and **Print Matters for the Future** conference), Intergraf also organises individual events and meetings that address niche areas of the printing industry (**Shaping the Future of Print** event series). In recent years, this has included book printing, direct mail, magazine printing, packaging and commercial printing, with successful events organised in cooperation with Smithers across Europe.

SECURITY PRINTING

Intergraf manages a special interest group for security printing, dedicated to serving this specific part of the industry. Since 1976, we have organised one of the largest security printing events in the world: **Intergraf Currency+Identity**, where industry experts meet customers to discuss trends and new technologies for currency and ID documents.

CERTIFICATION OF SECURITY PRINTERS

Intergraf develops standards for security printers and their suppliers and initiated the development of **CWA 14641**, **CWA 15374** and most recently **ISO 14298** in cooperation with representatives from standardisation bodies and industry experts from 25 different countries. The Intergraf ISO 14298 certification guarantees security printers and their customers state-of-the-art security measures.



“Intergraf’s Guides and Factsheets about EU legislation play a really important role in our work. The team’s closeness to European institutions, and knowledge of policy issues, are an invaluable resource. We always receive timely information about policy developments that help us to stay compliant.”

Janina Bluma, Member of the Board at the Latvian Printers Association



PART 6

JOIN THE EUROPEAN PRINTING COMMUNITY

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WHO IS ELIGIBLE?

Associate Membership is open to any **company or association** in Europe (EU or non-EU) that seeks enhanced European collaboration without becoming a full member of Intergraf

WHAT IS INCLUDED?

Everything described in this booklet is included in our Associate Membership packages. **Alternative benefits** and ways to collaborate can be discussed on an ad-hoc basis depending on your interests.

HOW DO I APPLY?

All you need to do is **contact a member of the Intergraf team** to discuss the details.



PART 7

MEMBERS

MEMBERS

Intergraf has **21 Members** from 20 countries:

Austria - Belgium - Bulgaria - Denmark - Estonia - Finland - France - Germany
- Hungary - Ireland - Italy - Latvia - Lithuania - Luxembourg - the Netherlands
- Norway - Portugal - Sweden - Switzerland - United Kingdom

We also have **4 Associate Members**:

ACIMGA - FNMT - ICA - PWPW



Intergraf is the **European Federation for Print & Digital Communication**. Our main task is to promote and protect the interests of the European graphic industry, working with the European Union to support the sector's competitiveness. This is achieved through **lobbying, informing, networking** and **Social Dialogue**.

As an Associate Member you can:

- **Utilise the expertise of our team**
- **Use Intergraf's premises for your meetings in Brussels**

PART 8

YOUR OFFICE IN BRUSSELS

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EUROPEAN AFFAIRS



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Annie Scanlan
Membership &
Information Officer
(Intergraf and FTA Europe)
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ACCOUNTING, HR AND ADMINISTRATION

- **Reka Sipos**, HR & Administration Officer
- **Sanaa D'Hennezel**, Accounting Officer

SECURITY PRINTING

Intergraf's **Security Printing Team** organises the Intergraf Currency+Identity Event and manages Intergraf's Certifications.

- **Doris Schulz-Pätzold**, Customer Relations & Certification Manager
- **Simona Barbulescu**, Event Coordinator
- **Corinne Durand**, Web & Digital Communications Officer
- **Cristina Muntenu**, Exhibition Coordinator
- **Manfred Goretski**, Editor of Infosecura Magazine

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