

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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WELCOME

More legislation than ever before is decided upon at European level. This affects the day-to-day running of a printing company and makes it 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 22 member associations from 21 European countries. We are the voice of 110,000 printing companies with 610,000 employees and an annual turnover of €70 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.

EU28		110,000 printing companies
		610,000 employees
		70 billion turnover

Profile of the European graphical sector

As an Associate Member of Intergraf, you will have access to our network. You can also take advantage of a vast array of tailored 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!



Ulrich Stetter
President



Beatrice Klose
Secretary General



“Intergraf membership provides unique access to a network of industry professionals and offers an avenue for knowledge exchange, collaborative efforts, and business networking. As a small country, it is very important for us to be represented at the EU level. Intergraf’s advocacy work, championing the interests of its members on regulatory and policy fronts, and consolidating a unified industry voice, holds significant relevance for us. Furthermore, Intergraf grants privileged access to cutting-edge research, reports, and updates on industry trends. This resourceful access empowers us to stay abreast of the latest developments in the print sector, ensuring our continuous awareness and adaptation to industry dynamics.”

Katre Savi, CEO of Association of Estonian Printing and Packaging Industry (AEPPI)

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)
- **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
- **SLAP:** Sri Lanka Printers Association

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



“Collaboration amplifies success. In a landscape where European regulations considerably affect printers and their workforce, the significance of Intergraf cannot be overstated. It is not only about internal learning from one another but also about projecting outward influence. Through unified action, the printing industry can actively shape policies and create an impact for entrepreneurs in our sector.”

Brecht Grieten, Director of KVGO (Koninklijk Verbond van Grafische Ondernemingen)

PART 2

BENEFIT FROM INTERGRAF'S POLICY WORK

BENEFIT FROM INTERGRAF'S POLICY WORK

COMPETITIVENESS

- Taxation / VAT
- Medical leaflets
- Data protection
- Production costs (raw materials prices; energy costs; postal rates)
- Limitation to advertising (through taxation or legislation)
- Digitalisation
- Image of print
- Copyright/ reprography
- Postal infrastructure and services
- Late payments
- Cross-border selling (VAT; geo-blocking)
- Industrial policy
- Labelling requirements
- Trade/ import duties
- Statistical classification
- Money laundering
- Cash control
- State aid

ENVIRONMENT

- Industrial emissions
- Environmental labels and claims
- Packaging ecodesign (Packaging and Packaging Waste Regulation)
- Ecodesign/recyclability/deinkability

- Timber/forest management (Deforestation Regulation; chain of custody certification - FSC, PEFC)
- Carbon footprint of printed products (Carbon calculations and reductions)
- 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); recruitment; demographic change; digitalisation)



“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 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



Intergraf is a member of the **Cross-sectoral Coalition for Circular Choices for the EU’s Bioeconomy** to combine the advocacy efforts with partners from forest-based industries. Together, the Coalition represents a sustainable, circular, and integrated European value chain which will be crucial to enable the EU to reach the net zero goal by 2050.

<https://www.intergraf.eu/campaigns/circular-choices>

- 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



“At a time of unprecedented internal and external challenges to our industry, Intergraf provides a unique multi-forum conference opportunity, that continues to improve year-on-year. Most importantly, it provides a chance for customers, suppliers and competitors to come together to discuss topics critical to supporting the ongoing resilience of the currency and identity ecosystems in a secure and constructive environment.”

David Llewellyn, Director, Global Resilience & Risk, Crane Currency, Sweden

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**. It provides a platform for industry experts to meet customers and discuss trends and new technologies for currency and ID documents. The event brings together around 850 industry experts and its exhibition shows innovations in over 100 stands.

CERTIFICATION OF SECURITY PRINTERS

Intergraf develops standards for security printers and their suppliers and initiated the development of **CWA 14641**, **CWA 15374 between 2000 and 2005** and later **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. The supplier standard Intergraf 15374 (successor of CWA 15374) has been recently revised and aligned with the latest industry developments. Around 170 companies from 60 countries are reaping the benefits of Intergraf certifications.



“The information from Intergraf helps me in my national political work. The opportunities for cooperation are very diverse and valuable. A large network offers the opportunity to exchange ideas with similar organisations across national borders.”

Beat Kneubühler, Managing Director at dpsuisse (Swiss Digital + Print 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.



“Intergraf and Canon collaborate extensively to help support and promote the graphic arts industry across Europe – informing and further strengthening relationships with our customers, Intergraf members and other related industry partners. We have worked together on many projects in recent years, including a Canon podcast episode, which focused on the Future of Print in the EU – and live events such as Canon’s ‘Make It’ event in Munich, for leading customers and prospects, and Intergraf’s Print Matters for the Future Conference in Riga last June. We would like to thank the Intergraf team, recognising their significance to the print industry and Canon, and look forward to further building on our relationship in 2024”

Jennifer Kolloczek, European Planning, Marketing & Innovation Senior Director,
Production Print at Canon Europe

PART 7

MEMBERS

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Intergraf has **22 national printing associations as Members** from 21 countries:

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

In addition, Intergraf works closely with its **Associate Members**:



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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ACCOUNTING, HR AND ADMINISTRATION

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

CURRENCY+IDENTITY

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

- **Doris Schulz-Pätzold**, Customer Relations & Certification Director
- **Simona Barbulescu**, Event Manager
- **Elsa Lopez**, Web & Digital Officer
- **Cristina Muntenu**, Exhibition Coordinator
- **Alliela Inyange**, Event Assistant
- **Meike van der Veur**, Marketing and Communications Officer

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