

Best wishes for the new year

Be yourself, everyone else is already taken.

The above quote, which is usually attributed to Oscar Wilde, applies to companies as well as people. Simply copying will not gain you any competitive advantage.

This is also true of technology. Whether it be the implementation of a digitization project, quality assurance initiatives in offset and digital printing, producing consistent colour across several different locations or staff training, Fogra will happily work with you to deliver success.



Much has changed for Fogra over the year that is now drawing to a close. At the same time as moving to our new home, which we have been able to build with support from the regional government of Bavaria, we have also adopted a new name: Fogra Forschungsinstitut für Medientechnologien e.V. (Fogra Research Institute for Media Technologies). The Verband Druck und Medien Bayern (Bavarian Printing and Media Federation) has also moved in with us and we are jointly operating the brand-new Heidelberg Speedmaster XL 75. We owe Heidelberger Druckmaschinen AG a very big vote of thanks for making this press available. It is a most generous donation that the entire industry will benefit from.

At Fogra, we have followed Oscar Wilde's advice and built up a unique position in the printing industry.

- We research, test and certify on a global basis and ensure transparent quality standards.
- We are the industry's largest independent research institute, whether it be in Germany or internationally.
- Our new building houses ultra modern laboratories, which include our security department featuring state of the art equipment for checking identity cards and passports.

As a result, Fogra is not just looking back proudly over its 66 years of history but confidently forwards to the years that lie ahead of it.

At this point we would also like to thank all our other donors and members who we have not mentioned by name for their years of loyalty. For the New Year, we wish you to be yourselves, because everybody else is already taken.



Stefan Aumüller
Chairman of the Association



Dr Eduard Neufeld
Institute Director

FOGRA MEMBERSHIP

About 800 businesses from the field of printing and their ancillary industries are members of the Fogra Graphic Technology Research Association.

Fogra members are the motivation for the consistent practical orientation of our research. As a result they profit quickly and directly from the knowledge gained.

BENEFITS

You will receive a 30 % discount on almost all Fogra products and service, including the purchase of control materials and test devices, as well as any expert opinions you commission.



You have a 'hotline' to Fogra specialists: Call us, tell us your membership number and you will receive quick, competent support for minor queries free of charge on the phone.

Printed copies of our research reports and this Fogra News will be sent to you regularly and free of charge. If you are interested in back copies of our research reports we recommend that you register with the Fogra web site.

You will then be able to download the reports yourself from the Publications section. And not just you! Every employee of your firm will be able to do so.

If you are interested, you can work with us on current research projects and help to produce the results.

Report from the

Fogra Annual General Meeting

Fogra's Chairman, Stefan Aumüller, welcomed Fogra members attending its AGM to its new home on 18th October 2017.

From Dr Eduard Neufeld.

In the course of his speech, Mr Aumüller talks at length about the Institute's new building, which had been the main concern for the executive committee during the year in question, 2016.

The key points that needed to be monitored in relation to this were: how building costs were progressing, how work on the building was progressing, the date it

according to Mr Aumüller. In summary, he reports that there had been many difficult moments and as well as some bad luck, but that in other areas Fogra had also had some strokes of good fortune.

In the light of the above, Fogra is pleased that the building costs were largely in line with the original projections from October 2015. Given that the overwhelming



would be possible to move in, whether winding up the former tenancy arrangement would entail substantial reinstatement costs, how Fogra and the Bavarian Printing and Media Federation would work together, how happy Fogra's staff would be in the new premises, how well the new equipment such as the various air-conditioning systems would work, whether the fire safety officers would issue the OK in time."

The move date, which was postponed several times, really had everybody on edge,

majority of the building invoices have already been settled, it is now possible to forecast that the overrun on the budgeted costs will only be around 2 %. The costs for equipping the laboratories, offices and training facilities in the Institute's new building as well as the costs of the actual move are actually lower than anticipated. The fact that it has not been necessary to reinstate the old, rented premises has also resulted in a clear saving.

He thanks Fogra's staff, who played a constructive role in the detailed planning,

mapped out the move meticulously and, in the end, pitched in and lent a hand. "I am most grateful to Dr Neufeld, who watched over the building every step of the way, and, all in all, there is no doubt that the men and women who work for Fogra are a committed bunch", declares Mr Aumüller.

Mr Aumüller continues that Fogra is now proud to welcome the world to its new research institute.

"The building is a milestone in its history and, as well as making it possible to work more efficiently, it should also contribute to a long-term easing of costs."

"If cooperation with the Verband Druck und Medien Bayern (Bavarian Printing and Media Federation) proceeds smoothly, it will deliver a number of win-win situations. However, this cannot be taken for granted and time and again it will require the good will of those involved, given that in some areas the two organizations are competitors." With good will and by treating each other fairly, this new research institute can become a success story for both organizations, but there are still some hurdles to overcome if this is to be achieved.

Mr Aumüller ended his speech with a confident look into the future and is delighted that once again Fogra has more time for its core activities.

Report of the Institute's work

In his report, the Institute Director, Dr Neufeld, concentrates on Fogra's operational work in 2016 and covers the four areas in which Fogra is active:

1 Research and Development

A total of 13 research projects were pursued in 2016. Research reports are already available for two completed projects and four more should follow this year. To give an idea of the tremendous spread of themes covered, Dr Neufeld picks out the following pieces of work:

- Graphic 3 printing: foundations for data entry, processing and output in the 3DP and FDM process

- Modelling of printing behaviour in sheet-fed offset on the basis of measurable paper properties
- Foundations of graphic standardization in the manufacture of plastic cards
- Development of a process for the improved sterilization of damping solution circuits on offset presses

Normally, publicly supported research projects are discussed and selected by the technical committees.

All final reports are available to Fogra members free of charge. Dr Neufeld also mentions the 2016 Annual Report, which provides a good overview of the research projects being pursued and the areas in which Fogra is active in general.

2 Consultancy and Testing

2016, the year covered by this report, saw a record demand for expert opinions and services. The calls on staff were correspondingly high and sales in this area exceeded those of the previous year by around 15 %. Growth in the area of passport and identity card testing was especially satisfying.

The services offered range from the analysis of individual problems and the drafting of expert opinions in the case of disputes to the extensive and constantly expanding FograCert certification programme.

3 Knowledge Transfer and Training

It is crucially important that the results of research are conveyed in an understandable and effective way and this is done, on the one hand, through the technical services and products outlined above and, on the other hand, through symposia, trainings and publications. Examples of the latter include Fogra News (newsletter), research reports, Extras, Fogra ISO News as well as a variety of articles in the trade press.

Four major events took place in 2016:

- Colour Management Symposium
- Online Print Symposium
- Smart Card Production Forum
- UV Printing User Forum

4 Committee Work and Standardization

Fogra employees play an active role on numerous German and international standardization committees in order to protect the interests of their member companies. Such involvement is expensive and ultimately it can only be funded through membership fees.

Fogra ISO News and the relevant section of the Fogra website provide topical reporting of the work of the committees and information about the consequences of changes in the standards.

Dr Neufeld sums things up in the following words: "When one remembers what additional strains were imposed in 2016 by the building of the Institute's new home, Fogra's operational performance has been outstanding. With its new building, which is now largely finished, and a change of name affix, Fogra is eagerly looking forward to the future. At the age of 66, when many are thinking of retirement, Fogra has moved up a gear and has written history with its new building."

In conclusion, Dr Neufeld warmly thanks all the men and women who work for Fogra for their outstanding commitment and team spirit.

"The support from the honorary committee and especially Stefan Aumüller wasn't just a very real help with concrete matters but we on the project team came to value it as moral assistance in difficult times."

Dr Neufeld then thanks the members of the technical committees as well as the auditors and extends a warm welcome to the new members of the Institute.

2016 Financial Report and 2017 Budget Estimate

Fogra's Treasurer Wolfgang Boppel explains that much work was done on building the Institute's new home in 2016 and that because of the associated spending a distinction should be made at this point between an analysis of the financial year in terms of recurring items designed to provide information about the activities

of Fogra under normal conditions, on the one hand, and the one-off extraordinary items relating to the new building, on the other hand.

In terms of sales, this distinction is of no significance in 2016 but in the proposed draft for 2017 it will be necessary to take into account shortfalls in research funding or income from expert opinions as a consequence of the move, and which should be classed as one-off effects associated with the new building.

Naturally, the new building and the move entailed specific expenditure for the equipment of the laboratories and offices, for the IT system and other devices, for the removal company, reinstatement costs, etc., and these fall into the category of new building related one-offs. Expenditure related to maintaining the two buildings alongside each other also falls into this category. Specifically, interest, building depreciation, utility costs etc. were already being incurred for the new building, whilst Fogra was still paying rent and utility costs for Streitfeldstraße. This represents a special situation that will not recur in the future.

From what might be termed its ordinary activities, Fogra achieved a result of € 149 thousand in 2016. After deduction of the one-off spending associated with the new building of € 141 thousand, there was an overall result of € 8 thousand that is carried forward in the institute report "Statement of accounts".

Leaving aside building associated items, in its core activities, that is research and the expanding services related to this, Fogra was able to continue to maintain its position as a leading international institute for the printing industry. The men and women who work for Fogra have made a decisive contribution to the success of the research institute through their motivation and flexibility.

Fogra's earnings are largely dictated by membership fees, the scale of funding from the federal and regional governments and demand for its services.

For the year in question, public funding from the BMWi (Federal Economics Ministry) amounted to € 1,238 thousand. The increase of € 228 thousand (22.6 %) over the previous year more than made up for the discontinuation of Bavarian joint industrial research funding (€ 110 thousand).

Sales of expert opinions and services were exceptionally high, amounting to € 1,679 thousand and exceeding the previous year's figure by 15.4 %. Growth in the field of checking passports and identity cards was particularly pleasing.

Staff costs always account for around 60 % of Fogra's overall expenditure. At € 2,685 thousand they were just below the previous year's figure because prudence was exercised in filling vacant posts. The additional one-off expenditure of € 141 thousand related to the new building has already been mentioned above.

For ordinary activities, the projected 2017 budget takes into account experience from previous years and the support for planned research projects, as well as the expenditure required for their pursuit. Mention has already been made in previous institute reports of the increasing fluctuation in project-related research support.

For 2017, the forecasting of the one-off effects related to the new building is obviously particularly difficult. In the specific case of expenditure it should be remembered here that Fogra, as a non-profit making research institute, sets off the full value of acquisitions that are not solely and exclusively related to the building but rather used as part of its normal activity against results in the year of acquisition. This explains the high one-off charge in the profit and loss accounts for 2017, which, in a commercial company for ex-

ample, would be spread over a number of years.

Auditor's report

Thomas Hagn presents his auditor's report, in which he finds that Fogra's accounting is in excellent order. The General Meeting therefore accepts the recommendation of Mr Hagn and unanimously approves by acclamation the annual accounts for 2016 as well as the draft budget for 2017 and discharges the Committee and the management, with the abstention of those concerned.

Membership Dues for 2018

The General Meeting unanimously adopts the recommendation of the Executive Committee that the basic and additional annual membership dues be set as follows:

2018 basic dues:	€ 1,246.00 (2017 € 1,210.00)
2018 additional dues:	€ 1,045.00 (2017 € 1,015.00)

In a closing address, Mr Tietz, as both a member of Fogra (Rheinisch-Bergische Druckerei GmbH) and on behalf of other members, praises the commitment and performance of Mr Aumüller, as Chairman of the Executive Committee.

This report is a summary of the proceedings of the Annual General Meeting. Any member of Fogra may of course view a full set of minutes (in German) on request.

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More Fogra Partners and onsite support for the

Certification according to PSO (ISO 12647)

In Dec. 2017, nine experts attended the Fogra training course with its subsequent examination in order to become a PSO certification partner. A print shop which is interested in a PSO certification can

now directly contact further PSO Partners. A data base with the global Fogra Partners PSO can be found at www.fogra.org → FograCert → Qualified partners → PSO Partners → Partner list.



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