

AHP01

Welcome to the first edition of the Ancient House Press quarterly newsletter, we hope you enjoy it.



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Tell us what you think of AHP01. Do you like the format? What do you think about the content? Is there a topic you would like us to cover in a future issue? Email us at aberry@ancienthouse.co.uk or munderdown@ancienthouse.co.uk

Designed by Holy Cow!
holycowuk.com

Ancient House fact
No:6
Our customers are varied and many, they include local, national and international companies as well as local authorities, charities and central government departments



Allsorts of facts and figures

A visually clean design, reflecting a long-established heritage in Ipswich and a track record to be proud of, formed the rationale behind AHP's new website which was launched this Summer.

Central to the look was the decision to include ten facts you didn't know about Ancient House, which rotate to give a refreshed look.

"These are informative, relevant and in some cases humorous", says Allison Berry

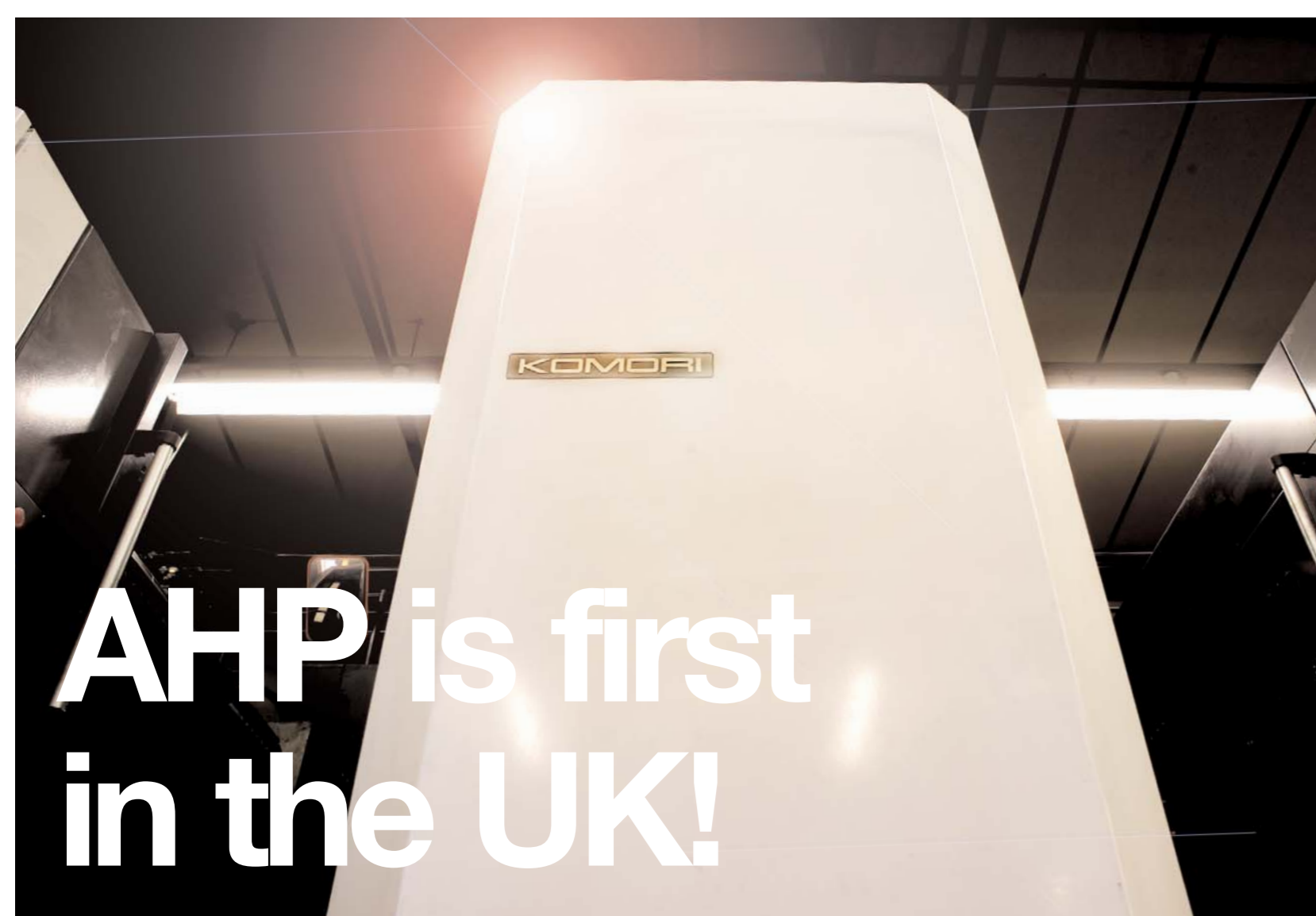
"The ten facts rotate so that browsers are likely to get a new fact each time. This has been created to build up a picture of Ancient House in an easily accessible way."

"These include information about the company's digital technology including Apogee X, press and bindery specifications, customer-service areas and some background information on our long heritage".

Further developments, with greater on-line facilities, will be available in the coming months.

Take a look at www.ancienthouse.co.uk

Ancient House fact
No:2
Our constant investment into new technology totals over £12m. This keeps us ahead of the game.



AHP is first in the UK!

Ancient House Press has just achieved a UK first by investing in a state-of-the-art Management Information System (MIS) which links office-based software to its 16 page Komori 385 press.

The investment puts the company at the forefront of the UK printing industry, enabling it to harness the major business benefits on offer and putting it into a new league of operation, at a time when many of its competitors are struggling to survive.

"There are many advantages of Job Definition Format (JDF)", says Edwin Mayhew, Financial Director. "These include machine-readable job tickets saving time and allowing for faster turnaround, standardised formatting so that software and equipment from a wide variety of vendors can be controlled and configured, and the production of digital data which can be shared quickly between multiple readers. Automatic transmission and updating of job tickets so that more data can be recorded easily and avoidance of transcription errors are also major benefits."

Another facility within JDF is Job Messaging Format (JMF) which enables production equipment (printing presses and binding equipment) to send back to the office-based MIS, the time records for each job for recording and analysis.

The combination of JDF with the JMF is called the JDF framework, which collects information after the completion of a print job. JMF is the optional mechanism to gather real-time information via intra and internet, which means it can also be used to interactively control the execution of single processes to automate production.

As a result, JDF means that a print job can progress from beginning to end, with all of the processes in print production linked: creation, pre-press, press and post-press, providing the environment for a new generation of workflow software.

AHP has embraced and pioneered this new technology with development partners Koba SP Ltd in London, Komori Printing Corporation of Japan and Muller Martini from Switzerland. The strength and depth of this development will enable other compliant equipment from a variety of vendors to further advance the automation of manufacturing processes throughout the business and will allow the company's partners to take the benefits into other customers in the UK and the rest of the world.

Sublima quality is sublime

Sharp images of the highest possible quality are now on offer to AHP customers, thanks to the recent investment in Sublima - Advanced Screening Technology from Agfa.

The installation has already resulted in a new contract with Publishing company Media 10 decided to place the printing of its latest title, Self Build Update, with AHP because of the high quality delivered by the new technology.

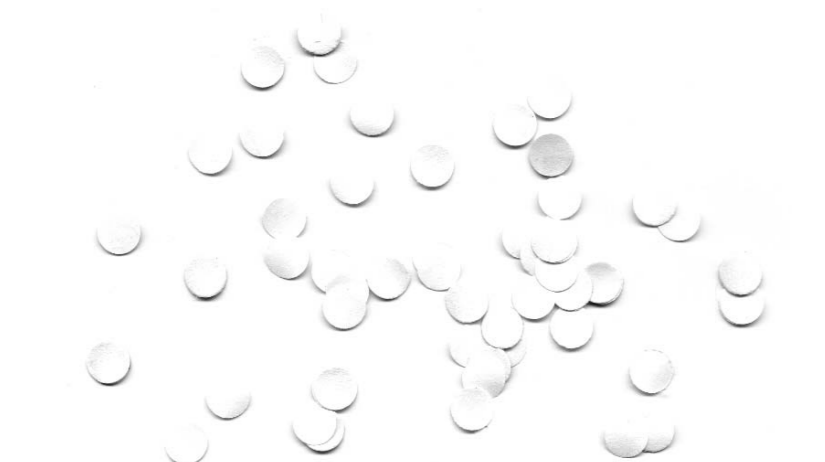
Media 10's award-winning publication Icon, a monthly international design, architecture and interior design magazine is already being printed by the company.

Tim Garwood from Media 10 said: "For both Self Build Update and Icon, we need the highest quality printing and as we use a matt paper, we were having a problem with some highlights and shadows. Sublima is superb - and we are delighted with the results."

Trevor Claydon, AHP Commercial Director added: "This new technology enhances even further the quality of printing and the service we offer to customers. Prestigious publications such as Icon and Self Build Update are an important part of our growing portfolio of magazines and we hope that the finished products will encourage new clients to bring their high quality publishing projects to us".

Since its launch in 2005, Icon has won numerous awards including Best Architectural Critic at the International Building Press Awards and Best Designed Business-to-Business Magazine at the Magazine Design Awards.

HOT OFF THE PRESS...



"One of the investments we have made in our bindery department over the last 12 months is currently reaping benefits. We are inundated with printing orders for calendars - and the reason? Our Muller Martini Prima stitching line has the added in-line facility to punch a hole at the top of the calendar, which means you can hang the calendar straight onto a hook in the wall".

Allison Berry, Joint Managing Director



"Due to careful, strategic investment, we now produce almost all finishing in-house, which means we can keep a closer eye on quality and schedules. This has resulted in vast improvements in productivity, an increase of 34%, compared with the previous 12 months".

Michael Underdown, Joint Managing Director



"JDF (Job Definition Format) is already revolutionising everything we do at AHP. It's enabling us to use machine-readable job tickets saving time, enabling faster turnaround, it allows standardised formatting so that software and equipment from a wide range of vendors can be controlled and configured, it produces digital data which can be shared quickly between multiple readers, there is automatic transmission and updating of job tickets for easier data recording and avoidance of transcription errors".

Edwin Mayhew, Finance Director



Price increases, reductions in capacity, what is happening in the world of paper? Trevor Claydon, AHP's Commercial Director, siffs through the evidence...

The Bad News

- Everyone in the industry was warned of an increase to apply from 1st September. Most merchants advised it would apply from 4th September and then entered into a period of negotiation with major buyers.
- Print mills have been withdrawing some capacity and in some cases we have seen mill closures. This inevitably has created short-term demand and ensures the increase holds.

The Good News

- Paper prices are still cheaper than they were five years ago
- AHP is working to find improved deals and alternative lines to minimise the impact of price increases on clients
- Originally increases were predicted to be 6-10%. After a month of negotiation, these have settled at an average of 6% (with coated papers at an average of 6-8%, uncoated at 4-6%)



THE GOOD OLD DAYS...

Ancient House Press has a wonderful archive of old photographs and we thought readers might be interested to take a look at some of these. We will be running a regular feature in each issue, starting with the shot here which shows Ancient House in Ipswich, a historical landmark, which is where the company's first book-binding and printing operation was set up. This image will also feature in this year's Christmas card.



We all use abbreviations for technical terms but as new ones are introduced on a daily basis, it's easy to get left behind. For instance, do you know what JPEG stands for? Or JDF? Here's a list of current terms used in the printing industry with their definitions to help you through the jargon jungle.

MIS - Management Information System A database-centred software package that collects and disseminates vital information on all aspects of the business.

JDF - Job Definition Format JDF's basic functions are to provide metadata that can be used to describe the entire lifecycle of a print job. This includes a method for automating flexible workflows, enabling workflow or MIS systems to query new devices to determine their JDF capabilities, and providing a command and control language (JMF) that allows workflow or MIS systems to direct devices on the shop floor.

JMF - Job Messaging Format An integral part of JDF, JMF is the command and control language which enables production processes, such as printing presses and binding equipment, to send back records for each operation to the office-based MIS, for recording and analysis.

CIP4 The International Co-operation for the Integration of Processes in Prepress, Press and Postpress organisation, a not-for-profit global association founded in Zurich, Switzerland in 2001. Its purpose is to encourage computer-based integration of all processes that have to be considered in the graphic arts industry, in particular the specification of standards.

SQL - Structured Query Language, A computer-based language used to retrieve information from a database.

PDF - Portable Document Format A file format relating to Adobe Systems for presenting two dimensional documents in an independent fixed layout document format.

CMYK - Cyan, Magenta, Yellow and Key (Black)

GSM - Grams per Square Metre A unit of measure for paper weight. **JPEG - Joint Photographic Experts Group** A compression technique for colour images.

PMS - Pantone Matching System The abbreviated name for the Pantone Colour Matching System.

SRA A paper size in the ISO international paper sizes, slightly bigger than the A series to allow the printer room for bleed.

STITCHING IN NUMBERS

Over the last 12 months, AHP has invested in new technology to upgrade its bindery department. Three Muller Martini PrimaPlus stitchers have been purchased, as part of a £4 million investment programme.

The PrimaPlus with AMYRS (automatic makeready system) offers increased efficiency and high levels of automation, as well as a faster changeover between jobs. All finishing work is now carried out on-site at Hadleigh Road.

So here are some stitching statistics.

88,860,000

products stitched in the year to August 2006, representing an increase of 18.5% on the previous year when 74,967,000 products were stitched.

53,000

kilometres of stitching wire used - that's enough to stretch from London to Sydney, Australia three times.

45,000

man and woman hours of labour, equivalent to 2,700,000 minutes, that's the length of time it would take you to cross the Atlantic 6428 times.

1

baby born - not on the stitching line but to one of the crew members!

133,000

square kilometres of paper - enough to cover the city of Paris with some to spare.



Client Profile:
British Heart Foundation

New booklet satisfies appetite for healthy eating



How do you get the correct balance in terms of diet? What are the benefits of eating healthily? Which foods should you choose - and avoid - when eating out?

These and many other questions are answered in a new publication from the British Heart Foundation called 'Food should be fun...and healthy!'

The 80-page full colour booklet has been printed by Ancient House Press on its KBA Rapida B1 10 unit sheet-fed press with Mabog reel-feed. It provides facts and advice on choosing healthy foods in a range of situations: from preparing meals at home, to eating in pubs and restaurants and it even gives tips for eating on the move.

Allison Berry, AHP Joint Managing Director said: "We were delighted to win the contract for a 70,000 run of the BHF's latest publication which is being used as an educational tool. The high quality booklet incorporates lots of information as well as colour photographs and recipes so it was essential that it could be produced to a high quality and at a cost-effective price."

The British Heart Foundation is a leading national charity, fighting heart and circulatory diseases. It funds research, education and lifesaving equipment and produces a range of materials to help people of all ages understand the importance of a healthy lifestyle.



Outside work: Enjoy almost all sports and keep fit by going to the gym (not as often as I should) and by cycling. Also like golf and walking (have just returned from a break in the Peak District). My musical tastes are wide - anything from Robbie Williams to Frank Sinatra and most things in between.

LIFE IN THE DAY...

NAME: ANDY CLARKE AGE: A VERY YOUNG 36! JOB: JOINT OPERATIONS MANAGER JOINED AHP: SEPTEMBER 2003 AS A WEB MACHINE OPERATOR

8.30am Arrive and assess overnight production, reviewing operators' timesheets from the previous 24 hours. Set the production schedule for the next 24 hours in conjunction with our other Operations Manager and Logistics Manager.

In my role, I have responsibility for all production operations across the plant, 24 hours a day, six days a week. These include pre-press, print and post press operations.

10.30am The first of many machine passes. This involves checking that everything is looking good before the whole run is underway. It means looking at the job for register, colour and the imposition. My role in this task is very much a second pair of eyes as all of the checks will have been made by the Machine Minder before I am called to the press.

11.00am Attend our daily production meeting where issues are discussed in an open forum with the production management team and the CSMs.

Every other week I also go along to a meeting with the management team where we review and implement any initiatives that will help our new environmental programme through which we are aiming to achieve ISO 14001.

Touch base with our engineering staff to discuss current maintenance issues and plan a schedule to carry out necessary work. It is essential that this is well-timed as we need to keep all processes operational in order to meet our customers' requirements in terms of timescales and delivery dates.

12 noon Customers arrive to check some passes which means spending time to talk about the job and make sure they are happy with the initial result.

1.00pm Lunch!

2.00pm A supplier arrives to talk to me about some new products they are launching and to see if we can arrange a trial. This can be anything from chemicals to inks to blankets!

I really enjoy this aspect of my job and appreciate working for a company which is investing in the latest technology and believes in training its staff to use it in the most effective way. Sometimes if AHP is considering a major investment - such as the Komori 385 - it involves me in travelling off-site to see presses working in other environments.

I would like to implement more trials on paper and at the moment am involving our Paper Buyer in this.

3.00pm Spend time looking at some of the personnel aspects of my role - I have responsibility for around 70 members of production staff, from Line Managers to Machine Operators. I need to ensure that holidays are scheduled so that all functions are covered, machines are manned and any overtime is arranged to meet production needs.

6.00pm Have a meeting with the Night Performance Managers to ensure a smooth transition from day-time production to night-time. The night team works 6pm-6am, Monday to Friday.



December 2006

F 01	M 04	M 11	M 18	M 25
S 02	T 05	T 12	T 19	T 26
S 03	W 06	W 13	W 20	W 27
	T 07	T 14	T 21	T 28
	F 08	F 15	F 22	F 29
	S 09	S 16	S 23	S 30
	S 10	S 17	S 24	S 31

January 2007

M 01	M 08	M 15	M 22	M 29
T 02	T 09	T 16	T 23	T 30
W 03	W 10	W 17	W 24	W 31
T 04	T 11	T 18	T 25	
F 05	F 12	F 19	F 26	
S 06	S 13	S 20	S 27	
S 07	S 14	S 21	S 28	

February 2007

T 01	M 05	M 12	M 19	M 26
F 02	T 06	T 13	T 20	T 27
S 03	W 07	W 14	W 21	W 28
S 04	T 08	T 15	T 22	
	F 09	F 16	F 23	
	S 10	S 17	S 24	
	S 11	S 18	S 25	

