



IS IT JUNE ALREADY?

Welcome to our 20th issue of Inform, we hope that you enjoy the read. As you can see there's a strange face below as it was the only way we could avoid Arthur having to sign off on his own article. Our team and all of our stakeholders are very proud of Arthur for winning this award. I'm an extremely proud son for everything that Dad has achieved and continues to achieve in his life. At the age of 73, he still puts in 10+ hour days every day and absorbs himself in his mission to help others. I thank all of those who have been good enough to contact him with a pat on the back.

In this issue we hope that you enjoy our deeper insight on the importance of Phenol Free paper and its importance in the Australian market. We urge you to push your retail clients to look at the risks associated with BPA and BPS and educate themselves. I was in Europe for Drupa and it is the industry standard over there now.

We have changed the way we integrate with our partners for specific verticals to ensure optimum supply chain efficiency. This is across our Group and we feature one such solution in this article. A deadset game changer!

You will also find a brief report on Drupa 2016. If you would like more information on anything that Peter Cowell or myself witnessed please feel free to call either of us. We went there representing our partners so please ask.

Thank you again for all of your support, feel free to let me know if there's anything you'd like covered in the next issue of Inform.

Have a great day!

Regards
Rodney Frost
0418 452 589



2016 Legend in Print

Arthur Frost is Industry Legend at 33rd NPA

Lamson Group MD Arthur Frost, a 45-year print industry veteran who started his career selling pens and paper on trams, was declared this year's Printing Industry Legend at the Media Super National Print Awards in Melbourne.

The industry veteran regaled the audience with tales of hard times starting out, a timely reminder that start-ups have been going on long before Silicon Valley.

He told how he moved from trams to selling print at Lamson Paragon before starting his own business. Among the firsts he rolled off was the first EFTPOS network and the introduction of mag-stripe ticketing to Australia. A long-term supporter of the East Coast Eagles Football Club and Bravehearts. Arthur is active with Vinnies and a number of other leading charities.

More than 250 industry professionals had gathered at Melbourne's glittering Plaza Ballroom on Collins Street for the National Print Awards Presentation Dinner. The Chaser's Julian Morrow and Charles Firth hosted an entertaining night of laughter, celebration and networking which not only demonstrated the standards achieved in the Australian print and graphic communications sector, but the strength of the entire industry. Well done Arthur!

*See more at: <http://www.nationalprintawards.com.au/2016-awards-book/> and <http://print21.com.au/arthur-frost-named-industry-legend-at-33rd-npa/106195>



Integrated Cards and Labels NEW

Lamson's would like to introduce you to our Integrated Product Range. Now every organisation can afford to issue their own customised cards and/or labels.

We can help your customers to Reduce Costs using Lamson's Integrated Cards and Labels - some of the major benefits of these forms may include:

- Eliminating the need for multiple documents, printers, and types of media.
- Improving accuracy and efficiency - reduce human error by eliminating the need for multiple data entry points.

Integrated Cards

Our Integrated Cards offer laser, inkjet and impact printer applications for Membership, ID, Shareholder and Discount Cards, Special Promotions, Event Invitations and other concepts. Our Integrated Card is also hot laser and signature compatible. It is ideal for issuing instantly when joining an organisation or at point of sale.

This product is manufactured as part of the printed sheet. The image is first printed, then a clear polyester laminate is applied to the front and back of the card area only to give it a plastic look and feel. These cards have been adopted by some of Australia's largest insurance companies and financial institutions.

Our laminates come in matte, satin and gloss on the front and gloss on the back. All can be laser printed, with matte and satin also being "signature compatible", so they can be written on with a pen if a signature is required. Some laminates also come with inkjet compatible coatings.

Integrated Labels

Like our Integrated Card, our Integrated Label is produced as part of the printed sheet. The superior laser printer compatibility of our

Integrated Label is unparalleled as it simply will not jam like tipped-on labels, as it has a much lower profile, being part of the sheet.

Integrated Labels have been an enormous success and are currently being used by some of the largest pharmaceutical and direct mailing companies in Australia.

You may wish to print forms incorporating these labels to allow you to print packing slips and shipping labels simultaneously. When you use a laser printer form with an integrated label, you only execute the print command once, take the printed form, and then pack and ship. Without such labels and forms, you will have multiple steps even before you pack a shipping box.

Integrated Labels can be used for a variety of purposes, such as window/windscreen stickers, transportation and logistics shipping orders, warehousing and distribution pick tickets and packaging slips, registration forms, work orders, marketing pieces, pharmacy labels, confirmation forms, goods return labels, pathology test requests with labels, product registrations with built in help desk labels and many more applications.

Not only can we supply the stock, we can personalise as well!

To discuss your requirements, request samples or if you'd just want to know more about our Integrated Products, please contact our team on +61 2 9743 8577 or email via info@lamsonparagon.com.au



Phenol Free Thermal Paper

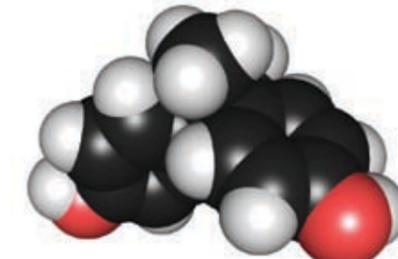


If you have Health Concerns over BPA in Thermal Receipts, we offer Phenol Free Solutions

Our 100 percent BPA-free thermal paper is designed to effectively reduce the adverse effects of chemical Bisphenol A (BPA) on human health, safeguarding your customers, their employees and consumers against harmful long-term health conditions. Since all of our BPA-free paper is manufactured without harmful chemicals and toxins, you can rest easy as you conduct business as usual. Like all of our high-quality thermal paper, BPA-free thermal paper is well-equipped for almost any job and delivers robust, sharp imaging over durable, fade-resistant material without the need for ink, ribbons or wax.

There is often BPA in thermal paper to act as a color developer to enrich the dye, but because of new, innovative printing systems, BPA is no longer needed to deliver high-definition, fade-free printing. Because BPA, a hormone-altering chemical, can pass from the paper and be absorbed into your skin, it is important to take extra precaution to protect your business from the chemical, which has been linked to reproductive issues, cardiovascular disease and cancer. Our BPA-free paper can be used in your cash registers, ATMs, credit card machines and even portable printing devices.

Bisphenol A is a preferred color developer in carbonless copy paper and thermal point of sale receipt paper. When used in thermal paper, BPA is present as "free"



3D chemical structure of Bisphenol A

"because of new, innovative systems, BPA is no longer needed to deliver high-definition, fade-free printing"

(i.e., discrete, non-polymerized) BPA, which is likely to be more available for exposure than BPA polymerized into a resin or plastic. Upon handling, BPA in thermal paper can be transferred to skin, and there is some concern that residues on hands could be ingested through incidental hand-to-mouth contact. Furthermore, some studies suggest that dermal absorption may contribute some small fraction to the overall human exposure. European data indicate that the use of BPA in paper may also contribute to the presence of BPA in the stream of recycled paper and in landfills. Although there are no estimates for the amount of BPA used in thermal paper in Australia, in Western Europe, the volume of BPA reported to be used in thermal paper in 2005/2006 was 1,890 tonnes per year, while total production was estimated at 1,150,000 tonnes per year. (Figures taken from 2012 EPA draft paper.)

Paper Rolls Australia's KEY PRODUCT LINES offering includes:

- Thermal POS Rolls
- Coloured Thermal Rolls
- EFTPOS / ATM Rolls
- 2 & 3 Ply Premium and Economy Rolls
- Large Thermal Rolls
- Lint Free Bond Rolls
- Gaming Tickets
- Wet Strength Laundry Rolls
- Specialty Application Rolls
- Ribbons and Printers

Aligning to Key Growth Segments

	2018 Proj. WW Retail Value of Digital Print (\$B)	'14-'18 Digital Page CAGR
Commercial	\$55	8%
Direct Mail	\$14	5%
Catalogues	\$1	10%
Books & Man.	\$12	11%
Transactional	\$13	3%
Photo	\$10	7%
Packaging	\$15	17%
Total WW Mkt. Ret - \$120		7%
Represents a Digital Page Growth of 7% CAGR ('14 -'18)		

Source: Smithers Pira [2015] and Xerox Analysis



Integration



A long term partner of our Group, BBF, came to us asking for assistance to target key niches. One of these was assisting them target the Dry Cleaning Rolls market by taking cost out of the traditional process.

We have set them up for direct interaction with our business via a website that will handle the transactions straight in to our system.

This means they carry no stock nor do they need to pick and deliver. We do it all and BBF market the site.

Integration and automation is the future of our Group and we want to talk to other forward thinking partners about the other various verticals to streamline what they do across their business. We all need to evolve and attack inefficiencies in the supply chain.

Help Us Help You Help your Customer.



To learn more about the products and services Paper Rolls Australia offer, please call our team on +61 2 9738 5600 or visit our website www.paperrolls.com.au

Drupa 2016

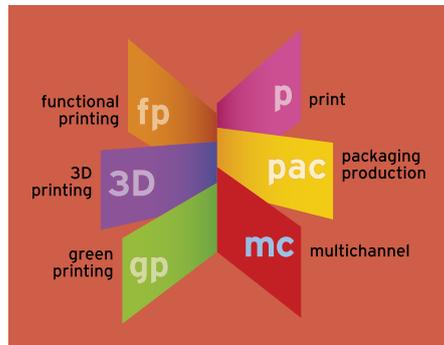


On behalf of our Partners, we attended the 2016 Drupa Trade Fair.

Whilst a little concerning with three terrorist scares in three days, it was a great show that truly showed why Drupa attracts so many attendees.

**1,500 Exhibitors -
50 countries - 19 Halls -
50 kilometres to walk
in three days**

The show was broken up into six key growth focus areas were broken up as per below:



The Innovation Cube highlighted many opportunities in the software space from automation to print management software to automated catalogue design direct from a DAM. We have some exciting announcements coming up that will be key to us helping you grow over the next 3-5 years. There are some very large opportunities for you all on the way!

Drupa Cube allowed for an insight into new technologies such as printed electronics and 3D printing, creative multichannel applications and the use of digital technologies to routinely demonstrate the great potential of print media. We have a very defined vision of how these technologies will apply in the Trade space and are looking forward to launching these services to our partners as they come to life.



Reviewing the new 16 high fully automated warehouse at Koehlers Oberkicht site

Drupa was another amazing (yet tiring) experience. I would encourage anyone trying to tackle it to do so in 5 days. If you are thinking of going in 2020 let one of us know and we can give you a crash course to save you time and money.

This was most definitely the inkjet Drupa with the major development being the substrate spread as well as mid tier saturation of options for a company like ours. Some devices simply just won't be seen in Australia due to our market size. What will be interesting to watch is the creation of value within print from these devices. The capital cost and ink costs are higher so in the absence of a solid business case (perhaps a lot of small jobs or substantial value add from sales teams and marketers) we cross our fingers that Australian printers ensure a solid commercial business case before committing. The industry already has a lot of this inkjet gear on the ground so watch this space.

What was interesting was the emergence of what I would call a hybrid inkjet.

Basically this is traditional printing press manufacturers entering the inkjet market by partnering with the key print head manufacturers. Putting inkjet heads in replacement of rollers, ink and plates. Great examples were Komori (Landa technology), KBA (Xerox and HP technology across the fleet) and Ryobi (Kodak technology). You can see why I call them Hybrids!

It wouldn't be fair to highlight any particular vendor at all as there were so many developments I'd hate to miss one.

For ourselves we will be looking at a lot of new digital print finishing gear, semi automatic cello glazing and laminating, web to print multi-tiering as well as some automated finishing in our traditional print area. It is important we support our iGen 150 investment from the point of requirement to despatch. We are integrating to a lot of external systems now and helping our partners link directly to our plant. **Would you like to know more?**



With David Bodin and Bob Laking at the Koehler Mill in Kehl

On this trip Rodney was also hosted by the Koehler team to give you access to the latest development in thermal paper.

We are focussed on helping you grow by being even more competitive and tightening up our turnarounds to help your business. Drupa helps us achieve that.

If anyone would like to know more please don't hesitate to call or email Rodney Frost or Peter Cowell.



In front of the new HP PageWide Web Press T490 HD



With Chris Jennerjahn from Jennerjahn at Drupa



With Wolfgang from Koehler at Same site