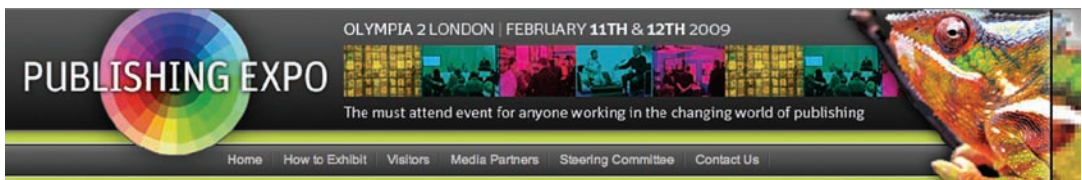




the Denmaur Independent Times

Denmaur PPA's Paper Supplier Of The Year!



Paper seminars 2009

After the success at Publishing Expo 2008, Denmaur is exhibiting and sponsoring 2 seminars at Publishing Expo 2009 - February 11 & 12. There is no doubt that last year's 'thought-provoking' seminars, discussing environmental issues and rising costs, were very popular and clearly appreciated by the publishing audience. Continuing with those sessions marketing director Peter Sommerville has announced the following seminar programmes:



Seminar 1. Introduction and Q&A: Julian Townsend, Denmaur Paper - Staying Green as the economic environment heads for the doldrums!
How easy is it to stay true to your new environmental standards when the market is affected by cost rises and supply contracting? If only it was just box ticking!
 Peter Sommerville, Denmaur recaps on the past 12-months of trying to live up to greener demands and what we face in light of a challenging economic climate. John Sanderson completes the picture with an insight from a global mill group.

Session (1a)
 Speaker: Peter Sommerville, Denmaur
Recycled paper
Cost rises and supply issues
COC products – (FSC/PEFC)
Supply imbalances affecting choice
Environmental management systems
An indication of good practise
Paper miles
A consideration, but as important as production and energy source?

Carbon footprint
What are we measuring?
Session (1b)
 A Global Mill Group Perspective
 Speaker: John Sanderson, Paper Industry spokesperson on the environment: UPM, Director Regional Environmental Affairs (UK).
Duration: 35 minutes plus Q&A.

Seminar 2. Introduction and Q&A: Peter Sommerville, Denmaur Surviving the rising costs of paper - Time to get radical!
Paper cost and supply challenges
Manufacturers are failing, production capacity being curbed and prices rising.
 What can publishers do to weather the storm when traditional downgrading won't yield the same benefits that were achievable prior to PIP? Plus the products that are likely targets for downgrading; such as improved news and super calender type product that are currently short in the supply!
 Julian Townsend explains why prices are going up in these recessionary times!

Session (2a)
 Speaker: Julian Townsend, Denmaur
Mill capacity changes!
Currency!
Global Market - (Is the USA ahead of the cycle and what's happening on the continent?)
Time to get radical!
New buying methods; trim sizes and pagination, rationalising paper/print

processes are explored.
Session (2b)
 A Publisher's Perspective
 Speaker: Richard Hunt, EMAP's Manufacturing Director, provides a case study of current and future policies on paper purchase for their publications.
Duration: 35 minutes plus Q&A.

Industry guest speakers for all Denmaur sessions on February 11 & 12 are as follows:

Session 1
 Moderator/Speaker
 Peter Sommerville
 Denmaur Papers plc
 Marketing Director



Guest Speaker
 John Sanderson
 UPM
 Director Regional Environmental Affairs (UK).



Session 2
 Moderator/Speaker
 Julian Townsend
 Denmaur Papers plc
 Sales Director



Guest Speaker
 Richard Hunt
 EMAP
 Manufacturing Director



For more details of the Denmaur sponsored seminars call Peter Sommerville on 01795 426775. Or email P Sommerville@denmaur.com.

Publishing Expo 2009 (www.publishing-expo.co.uk). Contact the organisers Legend Exhibitions Limited (info@publishingexpo.co.uk) Telephone: 020 7924 6563

The winners of the 28th PPA editorial and publishing excellence awards were announced at the Magazine Production Conference and Awards 2008. Denmaur Papers plc finally won the PPA's Magazine Paper Supplier/Merchant of the Year Award, having been short listed for the third time. Competing with stiff competition from Finnish paper producer UPM Kymmene, Denmaur secured the accolade specifically for consistently providing a high level of service to many PPA members and bringing innovation and customer focused supply solutions to a dynamic market.

Television personality, writer and GP, Dr Phil Hammond presented the prize at the awards dinner and ceremony held at the Millennium Mayfair hotel in London's Grosvenor Square.

Established in 1983, Denmaur has been a paper supplier to PPA members since the late 80's; from a small family run business to the £70m turnover leading independent paper company it is today. A key theme to Denmaur's growth has always been the company's ability to adapt and respond to significant changes within the publishing and paper manufacturing market.

There is no doubt that Denmaur has evolved from a traditional publishing paper merchant into a manager or 'specialised facilitator' of paper to magazine and journal publishers.



Back row (left to right): Paul Cooper & Ricky Hirshfield, Denmaur. Jeremy Martin, MD, Burgo UK. Julian Townsend, Sales Director, Denmaur and Peter Sommerville, Denmaur. Front row: Mike Gee with Nick Gee, Commercial Director, Denmaur.