

LIGARE TURNS 30!

From humble beginnings 30 years ago as a hand binding company with 3 staff to now a complex full service provider to the publishing industry with 108 staff, Ligare's journey has been a classic tale of success. Key to this success have been two overriding commitments made on day one in 1979 – **to keep Ligare's customers happy and to keep Ligare's employees happy**. Simple as these commitments may seem, implemented consistently over 30 years is a great track record for any company.

The official birthday is 19 September 2009 but the whole company, and a few friends, went on a picnic to Rodd Island in Sydney Harbour on 29 May to celebrate the anniversary. Richard Celarc, one of Ligare's founders and now Executive Chairman, thanked the whole company for their support over the years and shared how special 2009 is for him: Ligare's 30th Birthday, his 30th wedding anniversary, his youngest daughter turns 21 and his oldest daughter just got married.

As part of the 30 year celebrations and illustrating the passion and support for the industry, Ligare is sponsoring a number of awards in 2009.

- The Australian Awards for Excellence in Educational Publishing 2009 – Principal Sponsor
- The 57th Book Design Awards 2009 – The Best Designed Tertiary & Further Education Book
- The 33rd Annual Galley Club Awards – Platinum Sponsor and The Best Case Bound Book over \$35 rrp



30 years producing books in Australia
1979-2009
Ligare Picnic Day



LIGARE PARTNERS WITH LEXIS NEXIS

Ligare has been working with LexisNexis (formerly Butterworths) for almost 30 years. Ligare and LexisNexis have built such a good working relationship over that time that now LexisNexis has decided they will partner with Ligare as the printer best placed to produce all their products for their Legal and Business markets.

As of 1 April 2009 Ligare became the sole supplier of all LexisNexis subscription publications including: Loose-leaf Titles, Law Reports, Journals, Newsletters, as well as Books. Ligare will manage all aspects of printing and production as well as warehousing and distribution.

This partnership perfectly fits Ligare's capabilities with extensive and varied equipment and specialist staff skills tailored over 30 years for this publishing segment. Ligare would like to thank LexisNexis for their ongoing relationship and this new level of partnership. Ligare is both proud and privileged to partner with some of the best global publishers including LexisNexis and Thomson Reuters. The new level of scale and throughput is creating cost savings opportunities for key contracted customers.

Ligare's continued investment in short-run, fast turn around and digital equipment makes Ligare an ideal printer for the Legal, Tax & Regulatory publishing market.

CLIFF BRIGSTOCKE SPEAKS AT PIA CEO FORUM

Cliff Brigstocke, Ligare's CEO, and also CEO of OPUS Print Group, was invited to speak at the recent CEO Forum for the Printing Industry Association. By way of background, OPUS Print Group consists of 350 staff members in six printing companies based in Sydney, Canberra and Auckland covering three specialist areas:

1. Short-Medium Run Book Printing (Ligare)
2. Out Of Home Printing (Cactus Imaging and Omnigraphics)
3. Government and Commercial Printing (CanPrint, Union Offset and Canberra Mailing & Envelopes, see article in this section re this new division).

From books to billboards, banners to brochures, buses to business cards – there is little that OPUS Print Group cannot provide in print. For further information on the group please refer to the OPUS Print Group brochure or www.opusprintgroup.com.au

At the forum Cliff spoke of the tough global economic conditions and emphasised that Sustainable Competitive Advantage, built on core principles of trust, commitment, openness and continuous improvement is the key to navigating these difficult times. Each company within OPUS Print Group embodies these qualities and is well positioned to emerge even stronger as the economic recovery begins.

"Adversity is opportunity. A back to basics customer approach will be a fundamental driver of success in a selective recovery phase."



CANPRINT, UNION OFFSET AND CANBERRA MAILING & ENVELOPES JOINS OPUS PRINT GROUP

CanPrint Communications, Union Offset Printers and Canberra Mailing & Envelopes have joined OPUS Print Group and will be sharing resources with Ligare. CanPrint's 10-colour Heidelberg and several 5-colour sheet presses will complement Ligare's mono-web offset Variquick Presses and sheet presses to present a full array of offset printing options throughout Australia.

Additionally Canberra Mailing has a great service for subscription based businesses who wish to print and send from the same premises (similar to Ligare's current services). The security printing offered by CanPrint (who print the Australian Federal Budget), along with the commercial side of the business through Union Offset, and a fully equipped digital print facility is a great addition to the OPUS Print Group. Ligare welcomes respective staff members and customers to OPUS Print Group and looks forward to increasing the offering to all customers through the vastly increased capabilities now within the group.

REDUCED WATER USAGE IN PREPRESS



Australia is the driest continent (excluding Antarctica) on the planet, and recently has had the worst drought in recorded history. We have all become acutely aware of the need to conserve water where possible. As a water saving initiative, Prepress has recently had a Fuji timing device fitted to the CTP plate processor.

The flow of water in the processor was originally triggered when a plate first entered the processor and stopped when the plate left the processor. With the timing device fitted, the flow of water is only triggered once the plate enters the wash section and the water flow is stopped as soon as the plate leaves the wash section. Fuji claims our water usage will be almost halved. This is a considerable saving as without the timing device the processor uses approximately 10 litres per plate. Ligare's prepress department create a minimum number of 3,000 plates per month. This means that over a year we have saved a minimum of 180,000 litres of water.

LIGARE'S PARTNERSHIP WITH LOUMBOS

Acknowledged with a string of awards, Loumbos has over 40 years experience in the waste paper industry, pioneering many of today's services for collection, production and recycling of waste paper. Loumbos takes away all of Ligare's recyclable material (paper, cardboard, plastic and metals) and ensures that these waste products from our manufacturing are recycled to become other products.

The large volume of waste paper from off-cuts and make-readies is now collected in the newly installed compactor which sits like a big blue playground toy in Ligare's backyard. When the compactor is full a digital signal is sent to Loumbos' head office in Kingsgrove and a truck is despatched to collect it. We value our partnership with Loumbos and the excellent service they provide in supporting Ligare's commitment to sustainability.

Loumbos is the largest privately owned recycling company in the southern hemisphere so they are big enough to give the kind of service Ligare requires but are still able to tailor their service to our business needs. For example, Cactus Imaging, one of the Out Of Home printers in the OPUS Print Group, was trying to find a sustainable way of dealing with billboard vinyl off-cuts and presented this problem to Chad Loumbos. Chad found that he could grind the vinyl down to crumbs and sell it on to be made into second grade plastic products such as door stoppers.



The paper compactor from Loumbos.

SUSTAINABILITY ADVANTAGE UPDATE

GHG Emissions Audit – Ligare has engaged an environmental auditor through the NSW DECC Sustainability Advantage Program to help measure and reduce Greenhouse Gas (GHG) emissions. The resource efficiency audit will help identify where we can reduce GHG emissions, and the GHG audit will help measure the final GHG emissions per page of production. Once that is complete Ligare will be able to offer clients the ability to accurately offset the emissions created to produce books when required. We are still investigating the most appropriate offset program to use and are pursuing options which involve avoiding landfill.

Sustainability Vision Workshop – A group of seven Ligare production and sales staff met recently for a sustainability vision workshop to build our vision for Ligare from the ground up. We realised that although Ligare is enacting a number of sustainability initiatives throughout the company it would be useful to have a meaningful sustainability vision statement established by the people who are making it happen.

The commitment and enthusiasm of the group is an indication of the commitment throughout the company of creating a culture of constant improvement towards sustainability. The following statement is the result of this workshop and is now our formal Sustainability Vision Statement:

Ligare's vision for sustainability is to be a strong, long-lasting book printing company that supports and values both its employees and the environment that supports us;

- ___ to continuously improve our environmental impact through both innovation and improved efficiencies,
- ___ with a regular review process; and,
- ___ to always report on our sustainability progress to staff and clients with honesty and integrity.

L Lean – efficiency leads to sustainability

I Innovation – the foundation of improvement towards sustainable outcomes

G Growing our business sustainably

A All our employees are valuable in their own right

R Resource efficiency – recycle, reuse, equipment at optimum performance levels

E Environment is valuable for its own sake and should be protected for future generations



SUSTAINABILITY IS ABOUT LONG TERM THINKING

Sustainability is about long term thinking and action. It is an intersection of three overriding principles for business in the 21st century: People, the Environment and Finance.

People – Business viability requires healthy communities, strong supplier connections, empowered employees and trusting customer partnerships.

Environment – An environment-focused business does all it can to minimise its impact on the environment and work towards activities which can rejuvenate the Earth's eco-systems.

Finance – Without a healthy profit and cash flow no company can survive long-term, and without these financial elements in place it cannot enact the appropriate sustainability policies for people and the environment.

These principles underpin Ligare's Sustainability Program.



Ligare's Bindery Manager, Mukesh Chand, explains the intricacies of the Monostar Binding Line to a group of TAFE apprentices. Ligare conducts hands on tours twice a year for Binding & Finishing apprentices as part of its commitment to apprenticeship programs.