

MESSAGE FROM THE CEO

In what seems to have been a blink of an eye, I have had the absolute pleasure of working with our customers, our great team and supportive suppliers for over a year now.

During this time, Ligare has continued to grow on the basis of our strategic plan. This plan is centred on providing our customers with what they need, balancing the demands of faster turnaround times and smaller runs. There are a number of updates in this newsletter concerning these objectives.

As I have already mentioned to some of you, I thought making the move from publishing to printing would have been a relatively easy one. While the support I have received from everyone, particularly Richard Celarc has been positively brilliant, I can report that making a book is not quite as easy as I had thought it would be!

However, the Ligare production and sales teams have endeavoured to make the process an increasingly easy one and have embraced the new technological developments that have been the focus of our investment over the past few years.

We remain committed to Australian manufacturing and are very enthusiastic about the opportunities that present themselves as we continue to develop as a strong local manufacturer. We are also very excited to have appointed Karen Morrison (who has extensive experience in publishing) to the role of Sustainability Manager.

I hope you will enjoy this newsletter which outlines a little of what we have been up to. Please do not hesitate to contact me directly at anytime with your feedback or if you would like to hear more in person of our plans and how we can work more effectively with you. My email is cliffb@ligare.com.au

Kind regards

Cliff Brigstocke

CEO



Cliff Brigstocke – CEO

NEWS IN BRIEF

BILL MACKARELL JOINS LIGARE BOARD

Bill Mackarell joined the Ligare Board of Directors in May 2008. Bill brings a wealth of publishing experience to the board and is actively supporting strategy development.

Bill is a past President and life member of the Australian Publishers Association, and was Managing Director of The Law Book Company Limited, overseeing its development as part of the Thomson Group.

APA EDUCATION AWARDS

For the third year running Ligare sponsored the 2008 Australian Publishers' Association Awards for Excellence in Educational Publishing. The award lunch and ceremony was held at Randwick Racecourse and was hosted by Margaret Throsby. Ligare would like to congratulate all the short-listed entries and the winners in each category. Ligare considers it a privilege to be involved in these awards which deservedly recognizes excellence in Australian educational publishing.

REFURBISHING OUR PLANT AT RIVERWOOD

Work has begun on refurbishing our plant at Riverwood in Sydney. Anyone who has taken our plant tour will understand that the plant has been added on to over time as the company's needs have grown (much like Sydney itself). We acknowledge that greater efficiencies can be achieved if we refurbish our workplace to improve workflow. Our aim is always to achieve the best turn around time for your publications. We are sure that by the time we are finished, the refurbishment will not only yield greater efficiencies, but our turn around times (which are already pretty good) will be even better. Great care and planning has been employed to ensure that work flow will continue at optimal level throughout the refurbishment period, and the turn around time and quality of the production of our client's publications will not be compromised.

LIGARE SUSTAINABILITY PROGRAM

Ligare now has a formal sustainability program document. To view this document please go to the website www.ligare.com.au where you can find it on the home page for a short time, and on the environment page permanently. This document will be reviewed and updated as new procedures are taken up and new information comes to light. If you would like to discuss any aspect of the sustainability program please contact Karen Morrison at karenm@ligare.com.au.

Issue #2 of Ligare's Sustainability Newsletter will be published in October 2008.

DIGITAL EVOLUTION

The evolution in publishing that has taken place in the 21st century is towards smaller print runs and more customised publishing. Alongside this change has been the evolution of digital print technology which offers greater range and increased quality and reliability than ever before.

Ligare has partnered with Océ to maximise digital print services to our clients. Océ has a deserved reputation for creating the most reliable and sustainable digital printers on the market; and their range is tailored to satisfy the diverse needs of all publishers. Ligare already has an Océ mono digital web printer which prints both sides in-line. The newly installed 6250 mono sheet printer has offset quality for runs from 100 to 500 at a very economical rate.

Short runs are useful for small niche market publications, for example:

- it allows for testing the market with a smaller run before printing a larger offset run, thereby reducing risk
- review copies can be made available before the bulk supplies arrive at the warehouse
- short run customised publishing is especially useful for particular educational subjects

Ligare also has two digital colour printers for book covers. These two printers can offer considerable savings for short offset runs, of between 500 and 1,500, by printing the covers digitally. Your account manager can advise you about further advantages you can expect from this method.

As part of the ongoing Ligare/ Océ partnership Ligare's sales team is being trained by the Océ team in all aspects of digital printing, particularly in identifying when it is ideal to use digital versus offset, or digital in conjunction with offset print.



Eddie McDonald, one of Ligare's senior binding team operating the new Horizon Perfect Binder and Trimmer

INVESTMENT IN SHORTER RUN & DIGITAL

Investing in the right kind of increased capacity at the right time is almost as demanding an art as printing itself. To ensure investment in a manufacturing environment achieves its goals is a very challenging balancing act.

At Ligare we have embraced the trend for shorter print runs and tighter deadlines, so our investment and capacity strategy steadily continues to enhance our ability to deliver short to medium runs. This is the hallmark of Ligare and we have grown very adept in investing in equipment that can provide for our customers' needs.

Eleven months ago we acquired Southwood Press and as a result added an additional binding line - a Star binding line with 18-station collator and a three-knife trimmer - plus a 5 colour 102P Heidelberg offset sheet printing press.

More importantly, it was our good fortune to have managed to retain key team members from Southwood.

A few months after joining forces with Southwood, we purchased some of the latest digital printing equipment.

A brand new Océ 6250 duplex printer was installed in early December. This new generation machine produces 250 double-sided pages per minute and has almost offset print quality – half tones, for example, are outstanding.

In February we installed an Océ 620 colour digital printer to join our existing Océ 900 colour digital printer, which substantially increases our digital colour capacity.

In March, we added an integrated BLM booklet maker to our Océ 6250 duplex printer. This added a saddle stitch capacity to the digital books and booklets.

To enhance the fast turn-around time, especially for short runs, two Horizon machines have just been added to our plant – a short run perfect binder and a short run 3-way trimmer.

The Horizon BQ-270 is a heavy-duty fully automated perfect binder which can produce up to 500 books per hour with spine widths from 1mm up to 50mm. The Horizon HT-30 robot trimmer fits with the perfect binder with the same speed and capacity of the BQ-270 to produce an uninterrupted binding unit. The production binding quality of these short run machines equals the two larger perfect binding lines with less time and waste in make ready.

To round this off, we are finalising an integrated front-end e-ordering system that will enable our clients to place, price and track digital re-orders 24 hours a day. The system will link directly to the print device and save us time and resources in managing the print and production links.

LIGARE EDUCATION PROGRAM

Ligare held a successful paper school for our clients in conjunction with Spicer's Paper in May this year. To expand on this seminar we are now holding regular in-house book production workshops which will begin in October. These full day workshops will be limited to ten attendees and are free of charge.

LIGARE BOOK PRODUCTION WORKSHOPS

The Ligare Book Production Workshops are primarily designed for production staff. They will be useful for people relatively new to production and also as a refresher course for more experienced production people.

David Edwards, Ligare's Education Co-ordinator, will be running the workshops and attendees will have access to his vast experience in the printing and publishing industry as well as to the various parts of the plant.

David commenced his profession as a compositor with a Sydney typesetter and worked his way up to Production Manager. Over the years, David has completed many courses, including the Graphic Arts Printing Certificate and the Management Certificate Course. After 14 years working in typesetting and printing, David moved into publishing as Production Manager at Butterworths (now Lexis Nexis). For 25 years he was responsible for all the loose-leaf typesetting and printing. David has now been back on the printing side of the process at Ligare for six years. He has a passion for imparting knowledge of book production to others.

The workshop will look at the following processes in theory then followed by viewing each of these in the manufacturing plant.



*David Edwards,
Ligare's Education Co-ordinator*

WORKFLOW

- ___ From quotation through to the delivery of the book

CHOOSING A BOOK FORMAT

- ___ Considering the target market which style of book suits that particular market

GETTING A QUOTATION

- ___ All the information to ensure accurate pricing

PAPER - PROPERTIES AND MAKING

- ___ What type of paper is best for the style of book and what properties are created in the making of the paper types
- ___ Sustainable alternatives – choosing environmentally friendly paper

BOOK COVERS

- ___ Various cover styles can be used for the different binding styles including the special effects that can be utilised

FILES SUPPLIED FOR PRESS

- ___ The technical requirements for a smooth entry into production

PRINTING (SHEET AND WEB OFFSET)

- ___ The type and style of the book determines the printing method

DIGITAL PRINTING ADVANTAGES

- ___ Why print a book digitally instead of the conventional offset method?

BINDING – ALL THE VARIATIONS

- ___ All the binding options with the advantage of seeing the processes in the bindery

DESPATCH

- ___ The information required for efficient dispatch of the finished book

The workshop is also available to be given on publisher's premises, however the shortened version (half-day) does not have the advantage of the plant tour. Please contact Karen Morrison (karenm@ligare.com.au) to book a place in the upcoming workshops. The first workshop will be held Tuesday 14th October 2008 at Riverwood in Sydney.

Len Fields, case-binding machine operator at Ligare



CASE BINDING – THE PROCESS AND THE COMMON TERMS

The sewn book block begins its journey along the production line with its first layer of glue along the spine. The glue is heat dried to tackiness and then trimmed on three sides. The spine is then rounded ready for the strip of cotton mesh (mull) which is pressed onto the spine for strength. Another layer of glue is added to the spine for the head and tail band strip, after which a PVA glue is applied to the end papers and the machine then presses the block onto the case cover. The final process involves pressing the groove into the front and back cover near the spine for ease of opening.

ROUND BACK OR SQUARE BACK — a cased book can either have a round spine or a square spine depending upon your preference... most cased books are round back.

HEAD AND TAIL BANDS — these are small strips of cloth that are attached to the top and bottom of the spine which neatens the appearance.

END PAPERS — these are the pieces of paper which are glued onto the case and the first and last pages of the book block. We use 135gsm Glopague for its strength and good opacity. You can have either a plain white endpaper, or it can be printed to your specification. Generally coated paper does not work nearly well as uncoated paper for end papers as it is more brittle.

CLOTH CASE — the material which covers the boards that comprise the case is generally made from either paper or plastic, even though we call it cloth. The one true cloth covering, available is Buckram, is made from cotton and is the premium cloth used.

FOIL BLOCKING — the lettering most people want pressed into the case on the front cover and often on the spine is called the foil. A die is cut to your design and is used in a press which stamps an impression of the foil onto the case. Foils come in a range of colours including the traditional gold and silver.

PRINTED PAPER CASE — instead of putting a jacket over the cloth case some people prefer the laminated jacket to be glued onto the boards instead of using cloth. This is a popular and more economical alternative to the traditional cloth case with jacket.

THE CASE MAKER — we make all our own cases at Ligare and this machine also makes ring-back folders for loose-leaf publications. Two pieces of board are cut to the specifications of your book (always 3mm larger around the top, bottom and fore-edge than the book block trim size), these are then glued on to the cloth or printed paper ready for the case binding line. In the instance of square back books an extra piece of board is added for the spine to create the square look.

CASE BINDING – PROFILE OF HARDCOVER BOOKS

Ligare has its own in-house case-binding machine. Len Fields is the case-binding machine operator. Len has been an employee at Ligare for six years and has worked in the printing and paper industry for 34 years. Len takes great pride and joy in creating beautiful case bound books. In his own words:

I have been into paper all my life... I was a paper boy at 10. It's not just a matter of setting the machine for the job; you need constant attention to produce a quality job.

The Kolbus Case machine takes runs from 200 to many thousands. The benefit of being able to handle small runs is that our clients can offer the traditional bound library copies along with the sewn paperback run. There is also the ability to offer a few hundred case bound copies as presentation samples for that 'special' publication.

Ligare also has two section sewing machines that provide in-house support for the case binder. A case bound book is presented to its best advantage if the book block is section sewn before binding. The book lays flatter when opened and withstands the test of time and use.

LIGARE APPRENTICESHIP PROGRAM

Ligare is committed to investing in the future of the book printing industry in Australia.

The printing industry is rapidly undergoing technological change. However the industry is often mistakenly portrayed as being a traditional and conservative industry rather than being technologically innovative. This makes it difficult to encourage young people to consider a career within the printing industry. Ligare is attempting to reverse this trend and currently has four employees on apprenticeships ranging from young adults through to adult apprentices.

DMITRIJS (JIMMY) NEKRASOV and **AFRAZ ALI** both joined Ligare as full time employees in 2008 after completing their Higher School Certificates in 2007. They are now undertaking the first year of their print finishing apprenticeships in Ligare's bindery.

HIEU TRANH joined Ligare 6 years ago as an unskilled labourer, and since that time has progressed up through the ranks and is now completing an adult apprenticeship in printing.

STEPHEN MURPHY was an employee of the Cactus Imaging division of Knox Print Media and has made a successful transition to Ligare as an adult apprentice in printing.