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| <u>DATE</u> | <u>TIME</u> | <u>WEBINAR</u> |
|------------------|-------------------|--|
| 7 February 2022 | 10:00am - 11:00am | Careers in Print: Apprenticeships and Lifelong Learning Aimed at parents, carers, guardians, students and teachers - this webinar will introduce you |
| | | to the exciting industry that is print. |
| 8 February 2022 | 10:00am - 11:00am | Apprenticeship Funding: Maximising Financial Support Available |
| | | Aimed at employers of all sizes - this webinar will guide you through the funding |
| | | opportunities available to support you with your apprenticeship provision |
| 9 February 2022 | 10:00am - 11:00am | A Journey in Print |
| | | Aimed at employers and apprentices - you will be able to get an insight on how print has |
| | | changed through the generations and the value you can gain from the years' of experience |
| 40.5 | | your mentors in the industry have |
| 10 February 2022 | 10:00am - 11:00am | Apprenticeship Recruitment and Vacancies - Where to Start? |
| | | Aimed at employers, parents, carers, guardians, students and teachers - this webinar aims to give you the tools to ensure that your apprenticeship vacancy attracts highly motivated |
| | | candidates as well as ensuring that as a young person, you are positioning yourself in the |
| | | best way to get that job! |
| | | Apprenticeship Week Wrap Up |
| II February 2022 | 10:00am - 11:00am | The MD of Training will reflect on National Apprenticeship Week 2022, giving a summary of |
| | | some key conversations from the week as well as highlighting the plans for the BPIF |
| | | Training in the coming year. |



Careers in Print: Apprenticeships and Lifelong Learning

Karly Lattimore, Managing Director of Training

The UK Printing Industry



- >5th largest print produce in the world
- >£14,000,000,000 turnover per annum
 - >5th largest in the world behind USA, China, Japan and Germany
- Employs over 112,000 staff across the UK
 - Combined wage bill of £.3.3 billion pounds

But What Is Print?



- >A mechanical process involving the transfer of text or designs
- >An indentation or mark made on a surface or soft substance
- The action or process of making a physical object from a three dimensional digital model, typically by laying down many thin layers of material in succession

More recently though...

- ➤3D printing (additive manufacturing), generating shapes that are impossible to make in any other way objects within objects.
- >4D printing involved 3D printed objects that can move or adapt under certain environmental conditions



Careers in Print: Pre-Press



Working in Pre-press you will create digital artwork for print, handle digital files and work with digital images at various stages including;

- ➤ Preparation of designs
- ➤ Preparation of copy for setting
- ➤ Text setting and proofing
- ➤ Reading and correcting
- ▶Page make-up
- > Illustrations
- **≻**Imposition
- >Image carriers



Careers in Print: Printing (Press)



Once the pre-press operator have created the product, the printer needs to print it.

This could be onto various materials including paper, board, textiles,

plastic film, metallic foils, glass or mirrors.

Printers tend to specialise in one area, for example:

- ➤ Lithographic
- **≻**Gravure
- ➤ Flexographic
- **≻**Screen
- ➤ Digital



Careers in Print: Printing (Press)



| Print Process | What This Means | Typical Uses |
|--|--|--|
| Flexographic Printing | Relief image using ink release from cells in 'anilox' roller to transfer ink to plate to substrate | Food packaging, labels, wall coverings, newspapers |
| Gravure Printing (intaglio process) | Transferring ink from an engraved cylinder to a substrate | Magazines, packaging, security printing, catalogues, cigarette papers Long runs and repeat work |
| Screen Printing (Stencil Process) | Transfer ink by pushing through a photographed mesh onto the substrate | Non standard shapes, clothing, large format rigid displays, signage Anything requiring a very think ink film |
| Lithographic Printing (planographic process) | Uses the chemical reaction of ink and water to transfer image from printing plate onto substrate | Magazines, brochures, leaflets, packaging, stationary, point of sale, business cards, aerosol and drinks cans Virtually anything |
| Digital printing | Uses electronic data from a computer system and outputs it direct to reproduction system which can range from simple desktop printers to large directly imaged printing presses | Personalised printing, leaflets, business cards, banners, car wraps, labels Short run work |
| Pad or Tempo | Uses a metal or plastic photo engraved plate (called a cliché) to transfer the image to an intermediate silicone rubber and onto the substrate, with the ink supplied to the plate after each impression and is used primarily to print on irregular shaped substrate surfaces, e.g. basketballs, masking tape | Souvenirs, golf balls, footballs, mugs, satellite dishes Irregular shaped objects |

Careers in Print: Print Finishing



Once the materials have been printed, they need converting into the final product - you could be operating a computerised guillotine cutting work to size, a folding machine folding paper into sections or creating hard back books.

Operations include:

- ➤ Cutting
- ➤ Folding
- ▶Perfect binding
- ➤ Saddle stitching
- ➤ Sewing
- ➤Wiro or combo binding
- ➤ Collating

- > Laminating or encapsulation
- Decoration e.g. gold blocking
- ➤ Hole punching or drilling
- ➤ Slitting
- ➤ Cutting and creasing
- ➤ Numbering

Careers in Print: Signage Technician BPIF



Responsible for the design, manufacture, fabrication and installation of signage. You will

- > Review the customer brief and undertaking site surveys
- Organise signage work activities, ensuring machinery, tools, equipment, materials and work-space are available and resolve any issue
- Prepare signage illustrations, costings and quotes.
- Design signage using graphic design software (Computer Aided Design).
- ➤ Prepare pre-fabrication files and instructions for signage production and manufacture.
- > Manufacture signs using machinery, equipment and/or tools.
- Perform finishing operations on signs. For example, trimming, cleaning and adding fixing features such as eyelets, hinges and brackets.



Careers in Print: Digital Marketing



Working in digital marketing you will use online and social media to design, build and implement campaigns and drive customer sales including

- ➤ Search Engine Optimisation (SEO)
- ➤ Pay per click (PPC)
- ➤ Social medial marketing
- ➤ Content marketing
- >Email marketing
- ➤ Mobile marketing
- ➤ Marketing analytics
- >Affiliate marketing



#MoreThanPrint



- Lean Manufacturing: Carrying out manufacturing activities on multiple products with different specifications consecutively
- >Process Leader: Directing production activities and operation
- Customer Service: Providing customer service products and services for businesses and other organisations including face-to-face, telephone, digital and written contact and communications.
- ➤ Business Administrator: Supporting and engaging with different parts of the organisation and interact with internal or external customers.
- Marketing Executive: help shape, support and deliver marketing plans, working in conjunction with the Marketing Manager who will define the overall marketing strategy
- Accounts and finance: Maintaining an efficient and accurate finance function within a business.

#MoreThanPrint



Team Leader / Supervisor:

A first line management role, with operational/project responsibilities or responsibility for managing a team to deliver a clearly defined outcome. They provide direction, instructions and guidance to ensure the achievement of set goals.

Operations / Department Manager

someone who manages teams and/or projects, and achieving operational or departmental goals and objectives, as part of the delivery of the organisations strategy. They are accountable to a more senior manager or business owner.

Senior Leader

Someone involved in setting, managing and monitoring achievement of core objectives that are aligned to the overall strategic objectives of their organisation's Board (or equivalent).

Why an Apprenticeship



- Earn while you learn compared to a typical degree with fees of up to £9,250 per year, an apprenticeship is free to undertake, with the added value of a salary.
 - > Average entry level apprenticeship salary of £16,010 per annum rising to £32,980 for more experienced workers.
- Practical and relevant work experience The majority of your time will be spent in the workplace, with one or two days per week or month spent in training. For some apprenticeships, this training takes place in a college or university; for others, it happens within the workplace itself.
- Learn from those in the know You will have access to great support when you train this will be from working alongside experienced people in your workplace and also from specialist trainers from your apprenticeship training provider who are there to help you gain the skills and knowledge you need to succeed.
- ➤ Boosted Career Prospects you'll gain invaluable experience, and develop the key skills that employers within that industry really want.
- Learn Transferable Skills as apprentices do real jobs in real work environments, you gain the softer skills that will help you throughout your career and make you more confident such as team working, effective communication and problem solving.
- Enjoy what you do as with many workplaces you get to meet different people and make new friends.

Apprenticeship Benefits



- ➤ NUS Apprenticeship Extra Card The NUS Apprentice extra card is the only discount card for apprentices and be used at hundreds of high street and online brands. Helping your hard-earned cash stretch a little further.
- Council Tax Reductions If you're on an apprenticeship programme and are earning £195 a week or less for the duration, you may not be counted as an adult for Council Tax and be eligible for discounts
- ➤Travel Discounts -
 - ➤ National Railcards
 - >Apprenticeship Oyster Cards

BPIF Apprenticeships



| <u>Apprenticeship</u> | <u>Level</u> | <u>Vocation</u> | <u>Typical</u> <u>Duration</u> | <u>Roles</u> | <u>Progression Routes</u> |
|------------------------------|--------------|----------------------------------|-----------------------------------|--|----------------------------------|
| Print Operative | 2 | Engineering and Manufacturing | 24 months | Pre-press operative, press operative, post- press operative | Print Technician |
| Print Technician | 3 | Engineering and Manufacturing | 36 months | Pre-press technician, press technician, post- press technician | Process Leader |
| Signage Technician | 3 | Engineering and Manufacturing | 24 months | Graphic sign maker, graphics installer, large format printer, sign designer, sign maker, sign installation technician, wide format printer, letter maker | Process Leader |
| Lean Manufacturing Operative | 2 | Engineering and Manufacturing | I2 months | Production operative, assembly operative, inspection/quality assurance operative, logistics operative, material handling operative | Print Technician |
| Process Leader | 4 | Engineering and Manufacturing | 24 months | Process lead manager, production manager, process leader, production led, section lead | Operations/Department Manager |

BPIF Apprenticeships



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|---------------------------------|--------------|-----------------------------------|-----------------------------------|--|--|
| Customer Service Practitioner | 2 | Sales, Marketing & Procurement | I2 months | Customer service advisor, telesales assistant, customer service representative | Customer Service Specialist |
| Customer Service Specialist | 3 | Sale, Marketing & Procurement | 15 months | Customer service lead, customer service team leader, sales lead | Team Leader/Supervisor, Sales Executive |
| Sales Executive | 4 | Sales, Marketing & Procurement | 18 months | Sales consultant, sales specialist, sales advisor, business development executive, field sales executive | Operations /Department Manager |
| Business Administrator | 3 | Business and Administration | 18 months | Administrator, account technician, auditor, book keeper, data entry clerk, finance assistant | Operations / Department Manager |
| Team Leader / Supervisor | 3 | Business and Administration | I2 months | Supervisor, team leader, project officer, shift supervisor, shift manager | Operations/Department Manager |
| Operations / Department manager | 5 | Business and Administration | 30 months | Operations manager, regional manager, divisional manager, department manager, specialist manager | Senior Leader |
| Senior Leader | 7 | Business and Administration | 24 months | Associate director, chief executive officer, divisional head, executive director | Chartered Management Institute for Chartered Manager or Chartered Fellow individual member grade |

Why BPIF Training



- >Clearer idea of employment opportunities
- Clearer goals and ambitions
- >Improved job satisfaction
- ➤ Gained a promotion
- ➤ Given a pay rise
- >Understand business more
- ➤ Develop new skills
- ➤ Become more independent
- >Able to communicate better with colleagues and managers

"I've thoroughly enjoyed learning with BPIF, I've learned new skills, knowledge and behaviours which have resulted in a promotion at work, and improved relationships and confidence personally"

Why BPIF Training









Let's Hear From Our Apprentices





Cody Pearson, Level 2 Print Apprentice, Pepper Communications

Cody is inspired to be working towards becoming a full-time press operator. He is currently studying for his Level 2 Diploma in Manufacturing and Level 2 NVQ in Machine Printing. Cody has achieved great success to date in his apprenticeship and was awarded the Level 2 Trade Skills Apprentice of the Year Award, which he claims has really "boosted his confidence".



Nikkie Cook, Skanem

Nikkie started working with Skanem at the age of 19 as an accounts assistant and has progressed over 22 years to Finance & HR Manager whilst being heavily involved with some significant challenges along the way. With the knowledge gained at Skanem and the confidence built whilst working on ILM level 5, Nikkie has now taken on a new role within another company, which will give her new opportunities to progress further.



Victoria Ryan, Sales Director, Logo Tape (Apprentice)

Appointed as LOGO tape Ltd.'s Sales Director in December 2021; Victoria oversees the operation of the LOGO tape Groups UK business. Victoria has 15+ years' experience within the print and business supplies industry with businesses such as Corporate Express, Staples and LOGO tape Ltd. She was awarded BOSS Apprentice of the Year 2020 and completed the Level 5 Management Trailblazer Programme with Distinction in 2021.



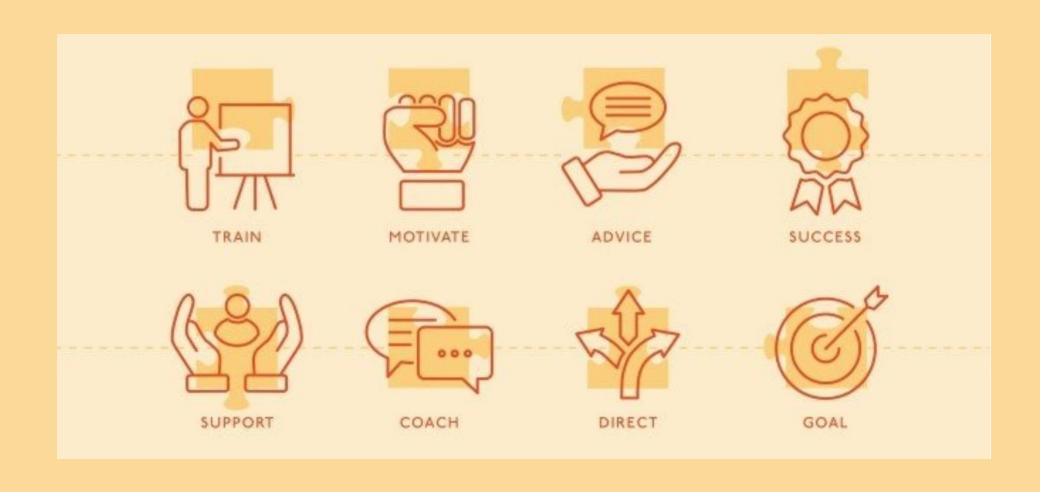
Ben Townsend, Operations Director, Falconer (Apprentice)

Ben started working at Falconer Print at the age of 16 years old as a young lad keen to learn and develop. With the support, and opportunities Falconer have provided him, Ben has developed both on a personal, and a professional level giving him the confidence to go onto achieve to the level he is at today.

This support from Falconer Print, through individuals past and present, along with both NVQ Level 3 and Level 5, has taken Ben in 21 years at Falconer Print from Labourer, to Print Manager, to now the Operations Director.

Panel Discussion & Questions





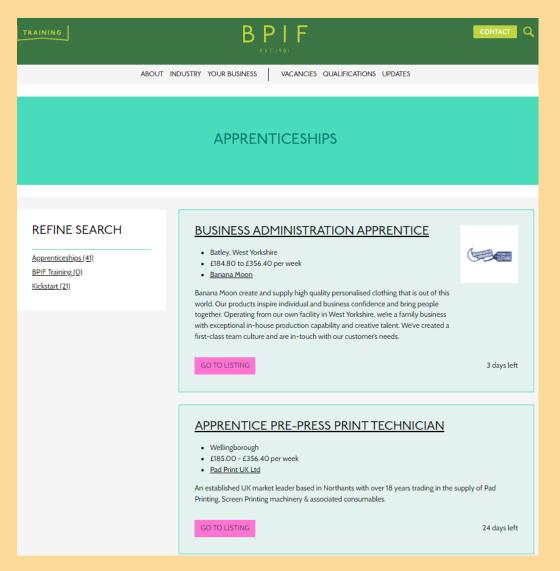
Closing



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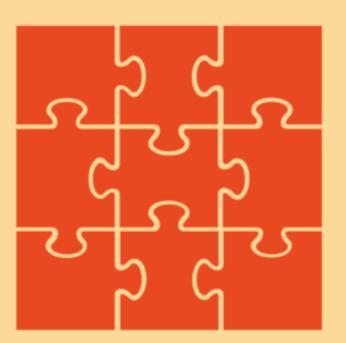
training@bpif.org.uk





NAW 2022 - Next Up

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Thank You