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June 25, 2002

Somerville Graphics celebrates five years

OAKVILLE, Ont.—Somerville Graphics is holding an open house on Thursday at its Oakville location to celebrate its fifth anniversary. The company recently added a 29" Printmaster to its Heidelberg shop and currently employs nine. Ken Somerville, along with his wife Brenda, started the company with a two-colour Quickmaster press and says the company has grown rapidly. "There is growth, but it's controllable growth," he says. "We don't want to over-extend ourselves and get into trouble like a lot of printers are doing right now."

Graphic Monthly uncovers top 100 printers, introduces print index

MISSISSAUGA, Ont.—Graphic Monthly has released the results of its 2002 Gold List, an annual ranking of the top 100 printers in Canada. Topping the list, which is featured in the upcoming issue, is Quebecor World with \$9.5 billion in annual sales. While the top 20 companies continue to hang on to 90% of total sales, collectively, the top 100 printers brought in \$19.7 billion in revenue. Another feature to look forward to in this issue, and in subsequent issues, is the new Henderson Index—a print stock index tracking 13 graphic arts companies. The index, the first of its kind in Canada, analyzes the print industry beginning January 2000 and tracks monthly share prices and market capitalization.

June 21, 2002

InstaBook completes second installation

TORONTO—Coach House Books in Toronto, a printing and publishing company, is the second location in Canada to house the InstaBook printing unit. The machine, already operating in Book Express in Cambridge, Ont., produces softcover paperbacks in about five minutes. Coach House specializes in book runs of 500 to 1,500 and now has the ability to print in runs from one to 1,500. InstaBook Canada, the Hamilton, Ont., supplier, is currently in pilot stage with this project and is looking for another location to complete this phase. In addition to the installation, InstaBook has an agreement with the Canadian Institute for Historical Microreproduction to provide print fulfillment services for its Early Canadiana Online digital database. As requests come in from the database, they will be produced on InstaBook's machine at its head office facility in Hamilton. Beginning in the fall, books will be produced in one week rather than the current four to six week schedule.

June 18, 2002

CPIA concerned about stamps printed in U.S.

OTTAWA—The CPIA has met with Canada Post to complain that Canadian stamps are being printed at the Ashton-Potter plant in New York State. According to president Pierre Boucher, "This is a matter of principle. Stamps are a heritage document, our flag is on it. Canadian stamps should be printed in Canada." Another contentious issue is that the stamps do not say "Printed in Canada," a line which, according to NAFTA, must appear on all foreign-produced documents meant for resale here. Canada Post, meanwhile, says it awarded the contract to Ashton-Potter some time ago but the company has since reorganized and moved some of its equipment to the U.S. The stamps in question are coil stamps, which no other printer in Canada has the ability to produce. "We do everything possible to print the stamps in Canada but it does not preclude us from going out of the country. There is nothing in the contract [with Ashton-Potter] that requires the stamps be printed in Canada," says Tim McGurrin, spokesperson for Canada Post. CPIA has not contacted Ashton-Potter, according to Boucher, and no one from the printer was available for comment. The issue was brought to the attention of several MPs during CPIA's Government Affairs days and subsequently raised in the House of Commons.

Newfoundland Capital to exit printing industry

DARTMOUTH, NS—Newfoundland Capital Corp. is getting out of the printing industry. According to a prospectus released earlier this month, the company doesn't plan to hold any shares in the recently-incorporated Optipress Inc., once an IPO is completed. According to the prospectus, Optipress is expected to have \$68 million in annual revenue—\$20 million from publishing and \$48 million from printing. It is being positioned as one of the region's largest printing and publishing concerns with a 26% market share of the

regional printing market. Growth is expected to come largely from New England, where a sales and prepress office have already been opened. Sales from the U.S. jumped by about \$1.8 million in the first four months of this year and the company has received orders for \$5 million for 2002. An IPO is expected in a few weeks.

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