

Level 8, Terrace Towers 80 William Street, East Sydney, NSW 2011 Telephone: (02) 8374 6666 Fax: (02) 9380 6990

Ref; FR2005/618

Mr Gary Donnison CEO Printing Industries Association of Australia PO Box 234 AUBURN NSW 1835

Dear Mr Donnison,

Financial Return - year ending 31 December, 2005

Our records show your organisation's financial year ended recently. This letter outlines some of the things you must do to meet your financial reporting obligations and when you have to do them. For simplicity, we will call the documents you have to lodge with us your *financial return*.

Legislation

This letter is intended as guide to the law applicable on the date of this letter and should not be used as a substitute for legal or accounting advice. We only summarise some of the reporting requirements in this letter. More detailed information is at the end of this letter.

In May 2003 the Industrial Registrar wrote to all organisations forwarding a number of facts sheets outlining the major changes made by Schedule 1B of the Workplace Relations Act 1996 ('RAO' ¹). While the immediate changes affected the rules and elections in organisations, the changes affecting financial returns involve a longer lead time.

The key differences under the new legislation affecting financial returns are:

- a reduced financial reporting cycle (now maximum periods of 5 or 6 months depending on internal arrangements of organisation)
- a greater emphasis given to Australian Accounting Standards
- the introduction of a new report, known as an Operating Report (broadly similar in concept to a Director's Report under the corporations legislation)
- extensions of time are limited to one month
- restructured penalty provisions involving more extensive use of Civil Penalties
- the introduction of the Industrial Registrar's Reporting Guidelines
- organisations and their branches to report according to their financial structures, known as 'reporting units'.

We recommend you discuss the new requirements with your accountant or auditor.

¹ Registration and Accountability of Organisations Schedule (RAO) (Schedule 1B to the Workplace Relations Act 1996)

Reporting Unit

One of the new concepts of the RAO legislation is that reporting entities are known as "reporting units". Where an organisation is **not** divided into branches the reporting unit is the whole of the organisation. Where an organisation is divided into branches each branch will be a reporting unit unless the Industrial Registrar has determined a division of the organisation into reporting units on an alternative basis. We can discuss this with you if you need more information.

For simplicity, we will refer to your organisation as a reporting unit in this letter.

Industrial Registrar's Guidelines

The Industrial Registrar's reporting guidelines set out certain disclosure requirements in addition to those prescribed by Australian Accounting Standards having in mind the nature of organisations registered under the Workplace Relations Act.

The disclosure requirements prescribed by the reporting guidelines are directed towards providing members of the reporting unit with information to enable them to gauge the performance of the committee of management and other holders of office in relation to the financial management of the reporting unit. In addition, the reporting guidelines seek to improve the quality of information available to users of the financial report about the reporting unit's economic support of, or economic dependency on, other reporting units of the organisation.

Timeline Planner and Checklist

We have attached a <u>Timeline/Planner</u> (Attachment A) to help you plan your financial return and carry out all the necessary steps. We have also attached a <u>Document Checklist</u> (Attachment B) to check your documents before lodging them in the Registry. Both documents are abbreviated summaries of the relevant provisions of the RAO Schedule, RAO Regulations and the Industrial Registrar's Reporting Guidelines.

In the following section we describe some of the documents your reporting unit must prepare and the sequence of their preparation and completion.

Three Reports

Your reporting unit must prepare two reports as soon as practicable after its financial year, which, together with the Auditor's Report, comprise the reporting unit's financial return.

1. **General Purpose Financial Report** - this must comply with the Australian Accounting Standards and the Industrial Registrar's Reporting Guidelines. The GPFR consists of:

Financial Statements containing:

- a profit and loss statement, or other operating statement; and
- · a balance sheet; and
- · a statement of cash flows; and
- any other statements required by the Australian Accounting Standards; and

Notes to the Financial Statements containing:

- notes required by the Australian Accounting Standards; and
- information required by the Industrial Registrar's Reporting Guidelines under section 255); and

Committee of Management Statement as required by the Registrar's Reporting Guidelines (a sample certificate for illustrative purposes is at Attachment C)

2. **Operating Report** - this report includes a review of your <u>reporting unit's</u> principal activities for the year and other specified information.

Your reporting unit must appoint an auditor to audit the GPFR and to provide:

3. an Auditor's Report.

First Meeting (Committee of Management)

For simplicity, we will call the meeting at which the committee of management first considers the GPFR the first meeting. At the first meeting your committee, if satisfied that all is in order, will resolve to express its opinion on the GPFR and complete a Committee of Management Statement.

The Auditor

After the first meeting, the auditor takes the GPFR and the Committee of Management Statement and prepares a report on the GPFR. In practice, your auditor may have already completed most of his or her examination of your accounts. The auditor may only be waiting on the Committee to pass the required resolution and make the Statement before signing the report the same day.

Informing Your Members

Your <u>reporting unit</u> must provide free of charge to the general membership, copies of the GPFR, the Operating Report and the Auditor's Report. RAO calls these the "full report". Under certain circumstances, your <u>reporting unit</u> can provide a more limited *concise report*.

The reporting unit can meet its obligation to provide copies of the full or concise report to members by publishing the report in a journal that is available to the members free of charge.

A reporting unit may meet this obligation in whole or in part by publication of the report in a journal published on a web site on the Internet dependent on:

- a. the extent of the accessibility of the members of the reporting unit to the Internet; and
- b. that the members are notified by the reporting unit in the usual manner in which it communicates with its members that the report has been so published at a specified Internet address.

The report must be provided within 5 or 6 months from the end of the financial year, depending on the internal arrangements of the organisation for the presentation of its financial reports.

The Second Meeting - if it is a General Meeting of Members

After providing the full report to members it must be presented to a general meeting of members. For simplicity this is referred to as the second meeting.

Your reporting unit must always allow a minimum of 21 days for members to receive the full report before presenting it to a general meeting of members (s265(5)). The purpose of the interval and the second meeting is to enable the members to have time to consider the report and, if they wish, to attend the second meeting to discuss it.

If the rules of the organisation permit a general meeting to be a series of meetings held at different locations, the full report may be presented to such a series of meetings. In this case the 'date' of the general meeting is taken to be the date of the last meeting in the series (see s266(2)).

The Second Meeting - if it is a Committee of Management Meeting

If the rules of your organisation contain a provision that allows up to 5% of members to demand a general meeting to be held consider the report (see s266(3)), it is permissible to present the report directly to a Committee of Management meeting.

Lodge full report within 14 days of meeting

You must lodge a copy of the full report and any concise report in the Industrial Registry within 14 days of the second meeting. For your convenience you are encouraged to lodge the material electronically (see eFiling Tab at www.airc.gov.au). When lodging the financial return please quote: FR2005/618.

The Secretary (or another officer appropriately authorised under the rules of the organisation) must *certify* that the full report is a copy of the one provided to members <u>and</u> presented to the second meeting and provide the date of the meeting (a sample certification for illustrative purposes is at *Attachment D*).

When we receive your return we will check that it includes the information you must provide your members and that you have provided it to them correctly.

Complying with time limits

This letter has outlined some of the steps in preparing and lodging your return. Many of the steps must be completed within fixed time limits.

Failure to complete them in time could make your reporting unit or its officers liable to financial or "civil penalties".

Extensions of Time

We appreciate that sometimes circumstances beyond your reporting unit's control may delay completion of a financial return. If you believe your reporting unit is going to be unable to meet a time limit tell us as soon as you know. We can advise you if the step is one for which you may apply under RAO to the Industrial Registrar for extra time to complete. The maximum extra time allowed can be no more than one month.

Reduced Reporting Requirements

If your reporting unit meets certain conditions, some of these reporting requirements can be reduced. Such conditions might be where the annual income of the reporting unit (where the reporting unit is the whole of the organisation) is less than \$100,000, or where the reporting unit has no financial affairs in the financial year, or where the financial affairs of the reporting unit are encompassed by the financial affairs of its counterpart State industrial association.

Contact the Registry

We encourage you to contact the Registry on (02) 8374 6666 or by e-mail at belinda.penna@air.gov.au as early as possible if you believe preparation or lodgment of your return will be delayed or if you have any queries. We can offer you advice on procedure but we cannot give you legal or accounting advice.

Information on AIRC Website

We recommend you and your accountant/auditor refer to the following documents on the Commission's website at www.airc.gov.au:

- RAO Schedule and RAO Regulations
- Registrar's Reporting Guidelines All GPFR's must comply with these Guidelines. Please note that the Guidelines set out requirements that are *in addition* to those required by the Australian Accounting Standards.
- RAO Fact Sheets These Fact Sheets explain the new requirements of the RAO Schedule many of them deal with financial reporting matters.

Yours sincerely

For Deputy Industrial Registrar

Berinde Penne

27 January 2006

TIMELINE/ PLANNER

Financial reporting period ending:	1 1	
FIRST MEETING: Prepare General Purpose Financial Report (including Committee of Management Statement in accordance with C of M resolution) and Operating Report - s253(1), s254(1)	1 1	as soon as practicable after end of financial year
Auditor's Report prepared and signed and given to the Reporting Unit - s257	<i>I I</i>	within a reasonable time of having received the GPFR
Provide full report free of charge to members. (a) if the report is to be presented before a General Meeting (which must be held within 6 months after the end of the financial year), the report must be provided to members 21 days before the General Meeting, or (b) in any other case including where the report is presented to a Committee of Management meeting, the report must be provided to members within 5 months of end of financial year. (obligation to provide full report may be discharged by provision of a concise report s265(1))	/ / / /	
SECOND MEETING: Present full report to: (a) General Meeting of Members - s266 (1),(2), or (b) where rules of organisation allow, a Committee of Management meeting - s266 (3)	/ / / /	within 6 months of end of financial year within 6 months of end of financial year
Lodge full report (including any concise report) in the Industrial Registry together with secretary's certificate (or other officer authorised by the rules of the organisation) - s268	1 1	within 14 days of meeting

Note: The legislation makes limited provision for extensions of time concerning the provision of the full report to members and the presentation of the full report to a general meeting etc however the maximum extra time allowed can be no more than one month.

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Attachment B

Documents Checklist

You can use this checklist as soon as possible after the financial year ends to ensure you have all the necessary documents prepared and that those documents contain all information required by RAO.

You can also use this checklist to ensure all documents in your financial return are complete before lodging them in the Registry.

No	Document	✓
1	General Purpose Financial Report	
	Does the report contain a Profit and Loss Statement?	
	Does the report contain a Balance Sheet?	<u> </u>
	Does the report contain a Statement of Cash Flows?	
	Does the report contain notes to the financial statements as required by AAS and the	
	reporting guidelines?	
	Does the report contain all other information required by the reporting guidelines?	
2	Committee of Management Statement	
	Is the statement signed by the officer responsible for undertaking functions necessary to enable the reporting unit to comply with RAO?	
	Is the statement dated?	
	Is the statement in accordance with a resolution of the committee?	
•	Does the statement specify the date of the resolution?	+
	Does the statement contain declarations required by the reporting guidelines?	
3	Auditor's Report	
	Is the Report dated and signed by the auditor?	
	Is the name of the auditor clear?	
	Are the qualifications of the auditor on the report?	_
	Has the auditor expressed an opinion on all matters required?	
4	Operating Report	
	Is the report signed and dated?	
	Does the report provide the number of members?	
	Does the report provide the number of employees?	
	Does the report contain a review of principal activities?	
	Does the report give details of significant changes?	
	Does the report give details of right of members to resign?	
	Does the report give details of superannuation trustees?	
	Does the report give details of membership of the committee of management?	
5	Concise report*	
6	Certificate of Secretary or other Authorised Officer	
	Is the certificate signed and dated?	
	Is the signatory the secretary or another officer authorised to sign the certificate?	
	Is the date that the report was provided to members stated?	
	Is the date of the Second Meeting at which the report was presented stated?	
	Does the certificate state that the documents are copies of those provided to members?	
	Does the certificate state that the documents are copies of those presented to the Second	
	Meeting?	

^{*} This is an optional way of providing documents to members (see RAO s265(3) and RAO Reg. 161).

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Committee Of Management Statement

On [date of meeting] the Committee of Management of [name of reporting unit] passed the following resolution in relation to the general purpose financial report (GPFR) of the reporting unit for the financial year ended [date]:

The Committee of Management declares in relation to the GPFR that in its opinion:

- (a) the financial statements and notes comply* with the Australian Accounting Standards;
- (b) the financial statements and notes comply* with the reporting guidelines of the Industrial Registrar,
- (c) the financial statements and notes give a true and fair view* of the financial performance, financial position and cash flows of the reporting unit for the financial year to which they relate;
- (d) there are reasonable grounds* to believe that the reporting unit will be able to pay its debts as and when they become due and payable;
- (e) during the financial year to which the GPFR relates and since the end of that year:
 - (i) meetings of the committee of management were held* in accordance with the rules of the organisation including the rules of a branch concerned; and
 - (ii) the financial affairs of the reporting unit have been* managed in accordance with the rules of the organisation including the rules of a branch concerned; and
 - (iii) the financial records of the reporting unit have been* kept and maintained in accordance with the RAO Schedule and the RAO Regulations; and
 - #(iv) where the organisation consists of 2 or more reporting units, the financial records of the reporting unit have been* kept, as far as practicable, in a consistent manner to each of the other reporting units of the organisation; and
 - #(v) the information sought in any request of a member of the reporting unit or a Registrar duly made under section 272 of the RAO Schedule has been* furnished to the member or Registrar; and
 - #(vi) there has been* compliance with any order for inspection of financial records made by the Commission under section 273 of the RAO Schedule.

For Committee of Management: [name of designated officer per section 243 of the RAO Schedule]

Title of Office held:

Signature:

Date:

- * Where compliance or full compliance has not been attained set out details of non compliance instead.
- # Where not relevant these may be modified accordingly (e.g. in (vi) "No orders have been made by the Commission under section 273 of the RAO Schedule during the period."

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Certificate of Secretary or other Authorised Officer¹

s268 of Schedule 1B Workplace Relations Act 1996

I [name] being the [title of office] of the [name of the organisation] certify:

- that the documents lodged herewith are copies of the full report, [and the concise report]², referred to in s268 of the RAO Schedule; and
- that the [full report OR concise report]3, was provided to members on [insert date]; and
- that the full report was presented to [a general meeting of members <u>OR</u> the last of a series of general meetings of members <u>OR</u> a meeting of the committee of management]³ of the reporting unit on [insert date]; in accordance with section 266 of the RAO Schedule.

- (a) the secretary; or
- (b) an officer of the organisation other than the secretary who is authorised by the organisation or by the rules of the organisation to sign the certificate mentioned in that paragraph.

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¹RAO regulation 162 prescribes the designated officer for the purpose of RAO schedule s268 as:

²Only applicable where a concise report is provided to members

³Insert whichever is applicable

Level 8, Terrace Towers 80 William Street, East Sydney, NSW 2011 Telephone: (02) 8374 6666 Fax: (02) 9380 6990

Ref: FR2005/618 -[162V]

Mr Ainslie Lamb
National Honorary Secretary
Printing Industries Association of Australia
Unit 3, 5-7 Compark Circuit
MULGRAVE VIC 3170

Dear Mr Lamb

Re: Printing Industries Association of Australia - Outstanding Financial Documents - Workplace Relations Act 1996

The Accounts and Audit Part of Schedule 1B of the *Workplace Relations Act 1996* requires, as a general rule, that the audited financial statements of a reporting unit of a registered organisation, be lodged in the Industrial Registry within 6 months and 14 days from the end of its financial year.

To date, the Registry has no record of lodgement of the financial reports of the above named reporting unit for the year ended 31 December, 2005. For details of these provisions and organisations' financial reporting obligations please refer to the Registry's earlier correspondence.

In particular there is no record of lodgement of copies of:

- the general purpose financial report;
- the auditor's report; or
- the operating report.

These three reports are referred to as the "full report".

Section 268 of the RAO Schedule¹ requires that a copy of the full report be lodged in the Registry within 14 days (or such longer period a Registrar allows) after the full report is presented to a general meeting of members (or to a committee of management meeting if the rules make provision consistent with s266(3)).

Section 266 (1) requires that the full report be presented to the meeting within 6 months of the end of the financial year. Therefore, lodgement of the documents in the Registry was required by **17 July**, **2006**.

Section 305(2)(ze) of the RAO Schedule is a civil penalty provision. It provides that a failure to meet the requirements of s268 is a contravention of that civil penalty provision. The Federal Court may on application of the Industrial Registrar impose a pecuniary penalty on the person or organisation whose conduct contravened the civil penalty provision.

I also draw your attention to the provisions of Part 1 of Chapter 9 of the RAO Schedule which set out the general duties of officers and employees of organisations and their branches in relation to financial management.

In the absence of lodgement of a copy of the full report, I request you state in writing by 22 August, 2006:

- whether the auditor has audited the general purpose financial report and if so, the date on which the auditor signed the audit report
- whether the committee of management has prepared the operating report
- whether the full report has been provided to members, and if so, when

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¹ Schedule 1B of the Workplace Relations Act 1996

- whether the full report provided to the members has been presented to a general or committee of management meeting, and if so, when
- when a copy of the full report will be lodged in the Industrial Registry.

The full report when lodged must be accompanied by a certificate of the secretary or other authorised officer that the documents lodged are copies of the documents provided to members and presented to the general or committee of management meeting in accordance with s266.

If you wish to discuss this letter, please contact me on (02) 8374 6666. In reply please quote: FR2005/618.

Yours sincerely

Belinda Penna

E-mail: riasydney@air.gov.au

jernel Penn

1 August, 2006

PENNA, Belinda

From:

Geoff Ball [geoff@printnet.com.au]

Sent:

Tuesday, 31 January 2006 2:31 PM

To:

belinda.penna@air.gov.au

Subject: Year end results

We are in receipt of your circular regarding the year end process and thak you for the detail. Mr Gary Donnison is no longer with us and the new CEO is Mr Philip Andersen and he has asked me to advise you of the change. I have finalised our results and the auditors are due on 7 8 and 9 February to finalise the audit having done much of the routine checking during the year.

I will be meeting with the Committee of Management later this week to get sign off on the results. Our financial reports form part of a "glossy" magazine which contains reports from all regions and other information for our members and this booklet takes some time to prepare and have printed. As such we are aiming to have our AGM (the second meeting) in conjunction with a major event, The National Print Awards, being held in Sydney this year on 12 May. The booklet and enclosed accounts will be sent to all members well in advance of that meeting and certainly well within the 21 day timeframe.

It is not possible to forward the magazine and accounts electronically, so this will come to you in hard copy with the Secretary's certification.

If you would like the accounts forwarded electronically I can certainly do that.

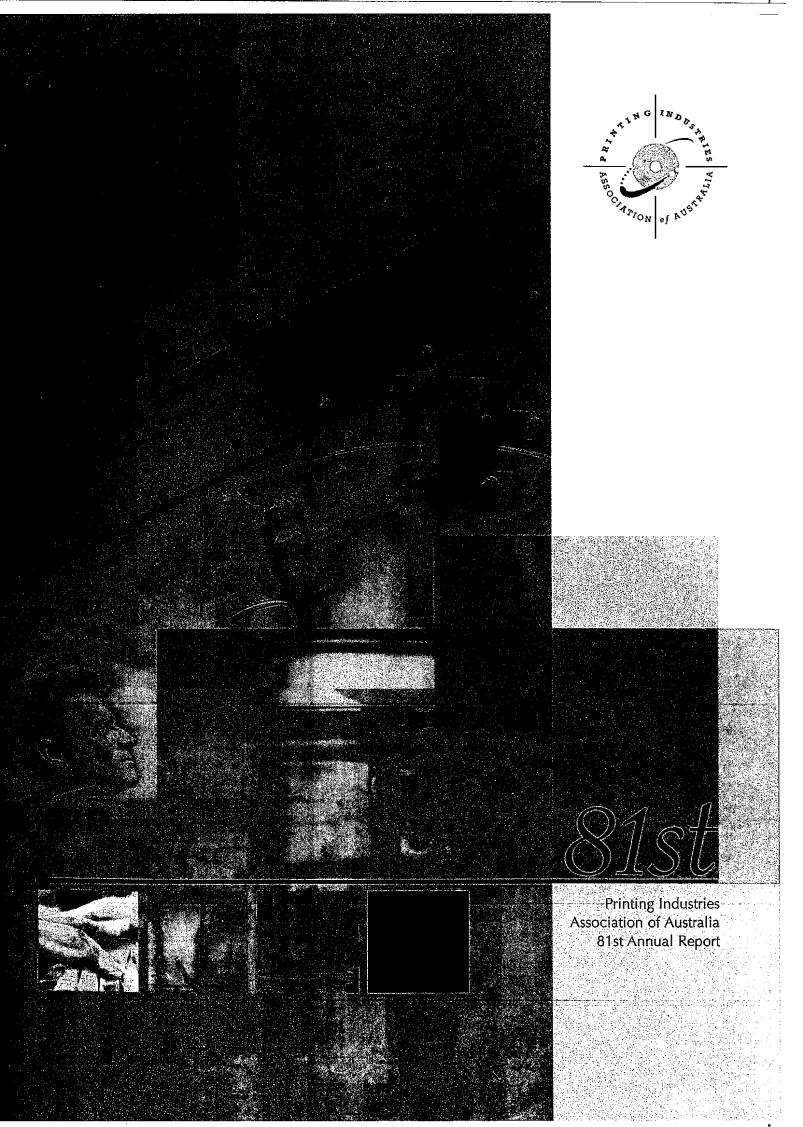
Regards,

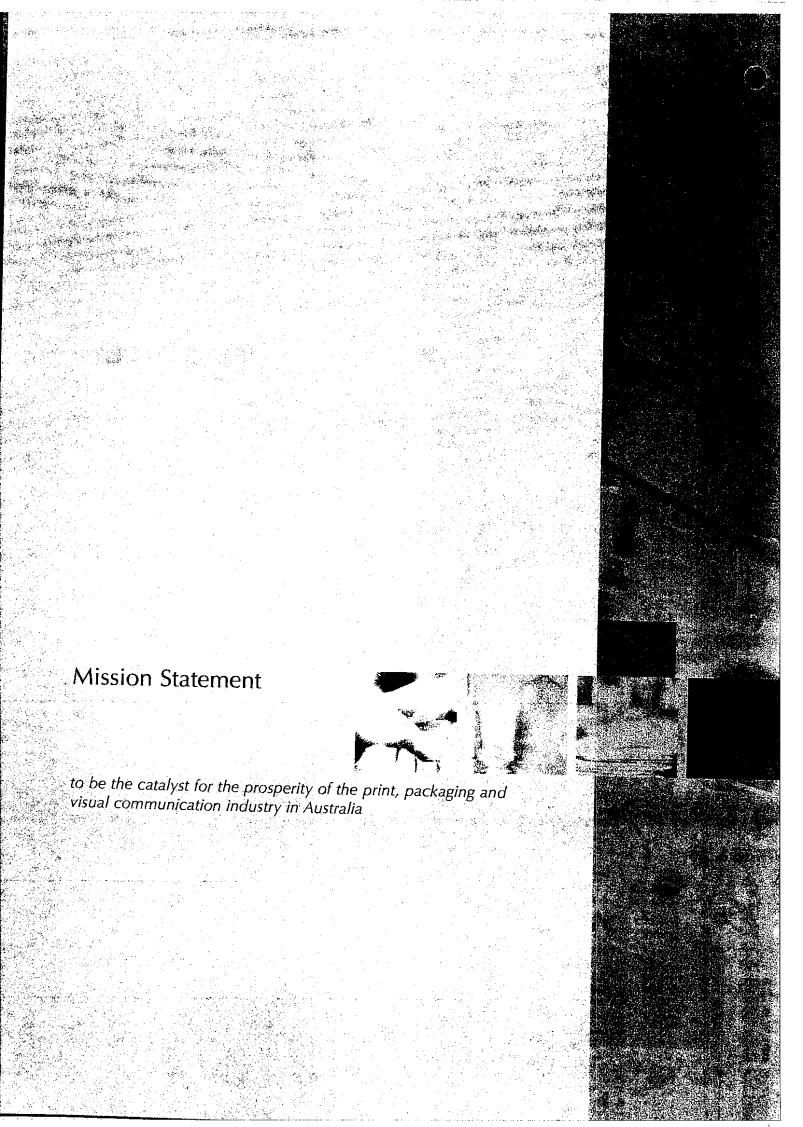
Geoff Ball

Financial Controller

Printing Industries Association of Australia

Ph 02 87897300





NOTICE OF ANNUAL GENERAL MEETING

Notice is hereby given that the 81st Annual General Meeting of members of Printing Industries Association of Australia will be held on Friday 12 May 2006 at 4.30 pm, at *Printing Industries'* National Office, 25 South Parade, Auburn, NSW, 2144.

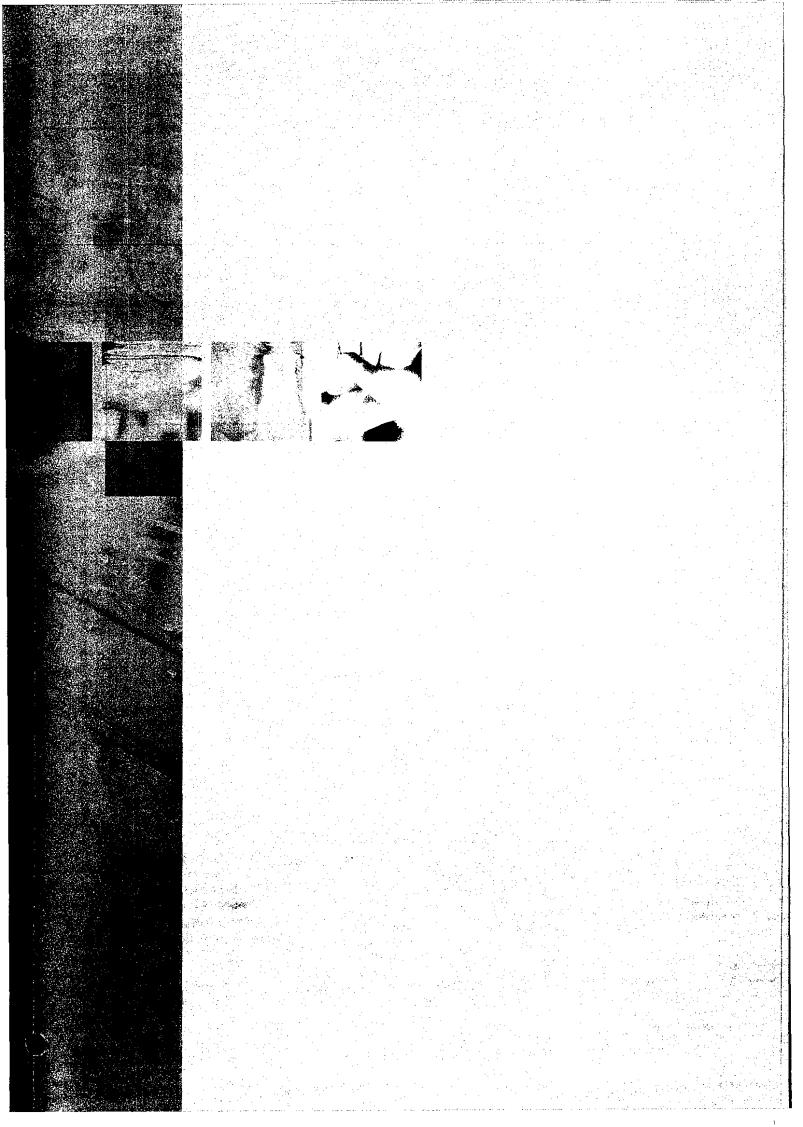
Business

- To confirm the minutes of the 80th Annual General Meeting held at the Melbourne Exhibition and Convention Centre, Melbourne, Victoria on Wednesday 25 May 2005.
- 2. To receive and adopt the Annual Report of the Association for the year ended 31 December 2005.
- 3. To receive and adopt the audited Financial Statements for the year ended 31 December 2005.
- 4. Appointment of Auditors.
- 5. To transact any other business that may be brought forward in conformity with the Constitution of the Association.

BY ORDER OF THE COUNCIL

Ainslie Lamb National Honorary Secretary Printing Industries Association of Australia 25 South Parade Auburn, NSW, 2144

NOTES: All financial Association members are invited to be present and any Association member entitled to attend and vote is entitled to appoint a proxy. The form of proxy is attached inside the back page of the report.



PRINTING INDUSTRIES ASSOCIATION of AUSTRALIA

81st ANNUAL REPORT FOR THE YEAR ENDED 31 DECEMBER 2005

The National Council has pleasure in presenting the 81st Annual Report of the activities of the Association for the year ended 31 December 2005, together with an audited Income Statement, Cash Flow Statement and Balance Sheet for the year ended 31 December 2005.

Presented to the Annual General Meeting held in Sydney on Friday 12 May 2006 at the Printing Industries Association of Australia National Office, Auburn, NSW, 2144.

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National Vice President

National Honorary Secretary Ainslie Lamb

National Gonorary Reasurer
James Bednett

NATIONAL COUNCILLORS 2005

keven McKielnan: Chris Segaert

Victoria Roy Aldrich Peter Barker Ray Keen

Queensland James Bennett Tom Eckersley

Australian Capital Territory Phil Abbott

Western Australia Ainslie Lamb Graham Pittaway OAM

Tasmania Jim Percival

South Australia Ian Bowden Peter Lane OAM

*Part year

NATIONAL PRESIDENT'S MESSAGE

2005 saw business confidence increase and capital expenditure trends hit an all-time high. Simultaneously, rationalisation through mergers and acquisitions continued indicative of a trend to be with us for some time.

Government analysis and our own research confirm significant equipment investment supporting our confidence in the industry's future. Competitive pricing is still a major problem. We should learn from the material suppliers who increased their prices as a result of unsustainable low profit margins.

I am pleased to report a turnaround in *Printing Industries'* financial performance this year with a profit of \$300,806 against a deficit in 2004 of \$139,389. 2006 will again stretch our resources with the significant changes in industrial relations and rationalisation in the industry generally.

We farewelled Chief Executive Officer, Gary Donnison who joined us in March 2001. We thank him for his vision and efforts. Philip Andersen was appointed the new Chief Executive Officer in December 2005. In May *Printing Industries* successfully partnered with GAMAA to stage PacPrint 05. Victorian Premier, Steve Bracks, officially opened the exhibition held concurrently for the first time with the National Print Awards. This coordination raised the profile of both events, showcased the industry in one location and broadened the knowledge and understanding of *Printing Industries'* activities.

One such activity is the significant investment in a project to benefit members by reducing their workers compensation insurance cost. A pilot project is scheduled for implementation in New South Wales late in 2006. On successful implementation it will be progressively rolled out to other states. We also launched a project to attract young people to consider a career in our industry and promote the benefits of workplace training.

In 2005 we initiated a major environmental project to diffuse the need for mandatory government regulation of office paper disposal to landfill. In conjunction with industry stakeholders, a self managed Extended Producer Responsibility (EPR) system will be launched in 2006.

2005 saw the laying of groundwork for the considerable challenges ahead. I thank the membership for their loyal support of their Association. To my colleagues at Regional and National Council level, I thank them for their voluntary commitment and contribution to improve our industry and also our staff for their continued dedication and ability to provide consistent membership services.

Peter Lane OAM
National President

PRESIDENTS OF THE FEDERATION

1924-25 Dr G ANDERSON (Victoria)

1925-26 Mr WC PENFOLD (New South Wales)

1926-27 Mr EC VARDON (South Australia)

1927-28 Mr WH CUMMINS (Tasmania)

1928-29 Mr W CHRISTIE (Western Australia)

1929-30 Mr WA CRICHTON (New South Wales)

1930-31 Mr D MACDOUGALL (Victoria)

1931-32 Mr GR SAYLE (Queensland)

1932-33 Mr FW DINNIS (South Australia)

1933-34 Mr H NORMAN (Victoria)

1934-35 Mr CW FOX (Tasmania)

1935-36 Mr W CHRISTIE (Western Australia)

1936-37 Col RS SANDS (New South Wales)

1937-38 Mr F BESLEY (Queensland)

1938-39 Mr RH COTTON (South Australia)

1939-40 Mr AR STEWART (Victoria)

1940-41 Mr GC TAYLOR (Tasmania)

1941-42 Mr ES WATT (Western Australia)

1942-43 Mr ADG STEWART (New South Wales)

1943-44 Mr FW HASSELL (South Australia)

1944-45 Mr A ROWAN (Queensland)

1945-46 Mr WG ANDERSON (Victoria)

1946-47 Mr CD STEVENS (Tasmania)

1947-48 Mr FH VAN HEURCK (Western Australia)

1948-49 Mr RV VERNON (New South Wales)

1949-50 Mr DA DUNSTAN (South Australia)

1950-51 Mr SK BIGGS (Queensland)

1951-52 Mr KD MACDOUGALL (Victoria)

1952-53 Mr CE WALCH (Tasmania)

1953-54 Mr CH LAMB (Western Australia)

1954-55 Mr JH HOLMAN (New South Wales)

1955-56 Mr KJ LEAL (South Australia)

1956-57 Mr JJ RAWLINGS / Mr RH BESLEY(Queensland)

1957-58 Mr TM COSH (Victoria)

1958-59 Mr KR GOURLAY (Tasmania)

1959-60 Mr LJH PORTER (Western Australia)

1960-61 Mr CE CLAYTON (New South Wales)

1961-62 Mr AT TROEDEL (Victoria)

1962-63 Mr SC JAMES (Queensland)

1963-64 Mr HK FROST (South Australia)

1964-65 Mr JG COOPER (Tasmania)

1965-66 Mr WT HOLYWELL (Western Australia)

1966-67 Mr EH BOOTH (New South Wales)

1967-68 Mr JR WRIGHT (Victoria)

1968-69 Mr DE PENMAN (Queensland)

1969-70 Mr PM COTTON (South Australia)

1970-71 Mr NA CRICHTON (New South Wales)

LIFE MEMBERS

Mr ADG STEWART (New South Wales)

Mr KI LEAL (South Australia)

Mr WT HOLYWELL (Western Australia)

Mr SP OWEN (New South Wales)

Mr RA DIX (Western Australia)

WILLY DIX (VVCsterr Adstralia)

Mr NA CRICHTON AM (New South Wales)

Mr K LAW (New South Wales)
Mr J FISHER (New South Wales)

NATIONAL PRESIDENTS

1972 Mr EH BOOTH (New South Wales)

(Inaugural National President reconstituted PATEFA)

1973-74 Mr KL BROWN (Victoria)

1975-76 Mr PJ OWENS (South Australia)

1977-79 Mr PK MACDOUGALL (Victoria)

1980-81 Mr BCF PRICE (South Australia)

1981-84 Mr GA LUKE (Victoria)

1985-86 Mr NT CORVISY (New South Wales)

1987-88 Mr DM BALL (New South Wales)

1989-90 Mr WA POWELL (South Australia)

1991-92 Mr AC LAMB (Western Australia)

1993-94 Mr MR SINNOTT (Victoria)

1995-96 Mr P LANE (South Australia)

1997-99 Mr T HONE (Victoria)

2000-01 Mr J FLYNN (Victoria)

2002-2004 Mr C SEGAERT (New South Wales)

2005- Mr P LANE OAM (South Australia)

MEMBERS MOURNED

During 2005 four Printing Industries' members passed away.

South Australia – Mr R Bowden of Bowden Printing. He was a Past South Australian Regional President (1956-58). Mr BJ Lawson of the Direct Marketing Centre. Mr L Barker of Graphic Print Group.

Queensland – Mr H Zalm, Queensland Manager for Currie & Co.



CEO'S MESSAGE



The year 2005 ended on a note of co-operation throughout the industry that will be echoed and expanded during 2006. The successful integration of PacPrint and the National Print Awards was an important milestone of industry co-operation.

We also brought companies together to provide the groundwork and financial support for an Extended Producer Responsibility (EPR) organisation to manage office paper waste disposal. When completed in early 2006, this project will do much to advance our environmental credentials as a responsible industry to government and the broader community.

Another milestone was the creation of a members' environmental reference group to develop a voluntary environmental labelling standard and labelling framework to provide a high profile to those who achieve it. In May we released the industry study, A Study of the Paper and Printing Industry in Australia, commissioned by Printing Industries and sponsored by Swanbank Paper – another example of co-operation.

Very importantly, we are embarking on an engagement strategy with the numerous smaller associations in our industry. Our objectives are to enhance *Printing Industries'* position as the peak representative organisation and to ensure that the industry presents a united front and speaks with one voice in representations to government.

It is certainly true that in unity there is strength and that a lack of unity can cause fragmentation, duplication and loss of relevance. It is important that such a lack of unity cloes not occur.

Good communication is crucial and we are moving to improve this within *Printing Industries* itself as well as with the industry. It is important that as a national association our objectives are well-communicated, supported and co-owned at all levels. I look forward to being a part of this important strategy in 2006.

Philip Andersen

Chief Executive Officer

Sudersen

PRINTING INDUSTRIES ASSOCIATION OF AUSTRALIA

2005 TEAM

Abeyakoon, Nancy Accountant	
Abrams, Tim Employee Relations Officer	. (National)
Andersen, Philip Acting CEO (Appointed June 2005)	. (National)
Baker, Robyn Executive Officer, Credits	. (New South Wales)
Ball, Geoff Financial Controller	. (National)
Bria, Tanya Receptionist/Clerk	. (South Australia)
Brodie, Elaine Receptionist/Administrator	. (Victoria)
Chizmesya, Al Regional Manager	. (South Aust. & Northern Territory)
Day, Stephen Business Development Officer	. (Victoria & Tasmania)
Donnison, Gary Chief Executive Officer (Resigned June 2005)	. (National)
Duncan, Tony Regional Manager	. (Victoria & Tasmania)
Eeles, Michelle Marketing Co-ordinator	. (Victoria & Tasmania)
Garrido, Erica Employee Relations Officer	. (National)
Haines, Brian Business Development Officer	. (New South Wales)
Hargrave, Jim Employee Relations Officer	. (Victoria & Tasmania)
Hoban, David Business Development Officer	. (Queensland)
Hornung, Daniel Marketing Communications Officer	. (National)
Kearns, Debbie Regional Manager	. (New South Wales)
Kotyla, Joseph Employee Relations Officer	. (South Aust. & Northern Territory)
Kowalewski, Joe National Director, Marketing & Media Services.	. (National)
Leong, Theresa Personal Assistant to CEO	. (National)
Little, Yvonne Business Development Officer	. (New South Wales)
Luong, Que Nhi Membership Liaison Officer	. (New South Wales)
Martin, MayLouise Receptionist	. (New South Wales)
McLary, Neal Regional Manager	. (Queensland)
Morley, Marilyn Executive Assistant, Employee Relations	. (National)
Munafo, Nicole Employee Relations Co-ordinator	. (Western Australia)
Neame, Barry Regional Manager	. (Australian Capital Territory)
Nieuwhof, Paul Regional Manager	. (Western Australia)
Nitze, Stephanie Employee Relations Officer	. (Victoria & Tasmania)
Oliver, Jette Employee Relations Officer	. (Queensland)
Parkes, Greg National Director, Employee Relations	. (National)
Shelley, Lee Executive Assistant	. (Western Australia)
Stenner, Ken Employee Relations Officer	. (National)
Street, Dawn Receptionist/Administrator	. (Queensland)
Tchamkertenian Hagop Manager, Industry & Commercial Policy .	. (National)
Tran, Cindy Accounts Clerk	. (National)
Watson, Charles Employee Relations Officer	. (National)

2005 STRATEGIC PLAN IMPLEMENTATION

During 2005 *Printing Industries* continued implementation of its strategic plan across the four industry priority areas of:

- **1. Industry Development** equipping industry to navigate the complex world of print and digital communication.
- 2. Business Services helping individual business to grow and prosper.
- **3. Communication** providing relevant, timely information valued by the industry.
- **4. Representation** developing an 'open door' influential relationship.

2005 HIGHLIGHTS

In 2005 Printing Industries:

- Defended members against union redundancy payment claims and successfully lobbied for redundancy severance pay exemptions for small business with less than 15 employees.
- Successfully obtained AIRC consent to vary the rules of the Association allowing an expansion of membership coverage.
- Created a structure to self manage office paper waste and head-off government regulation on how these products are disposed.
- Laid the groundwork for an industry supported environmental labelling standard and certification.
- Lobbied the Federal Government on copyright and patent protection, product dumping, environmental and OH&S compliance to be part of its free trade agreement negotiations with China and ASEAN countries.
- Published the findings of industry research into the paper commercial, security and instant printing sectors covering books, magazines, newspapers, labels and general printing including web, sheet-fed, screen and digital print.
- Broadened member business profitability options by simplifying online benchmarking data access and reducing maintenance costs.
- Brought the latest business and equipment developments to the industry via the PacPrint exhibition.
- Created new business opportunities for members via the Impact Mail initiative with Australia Post.
- Improved member communication with new online resources including the video streaming of important briefings and regular electronic newsletters.

2005 NATIONAL REVIEW

Industry Development

Industry Study

The Industry Study - A Study of the Paper and Printing Industry in Australia commissioned by Printing Industries and sponsored by Swanbank Paper was officially released at PacPrint. The study helps to define the overall market size of the industry including a breakdown of the sectoral components, examines recent industry trends and forecasts future trends likely to impact on the industry.

Building Entrepreneurship in Small Business program

Preliminary work began in December 2005 on a funding application to access funds for a business succession planning project as part of the Building Entrepreneurship in Small Business program. If the application is successful the program will run over two years from mid 2006.

Affiliated Associations

A new engagement strategy is underway to improve communication with the associations and enhance *Printing Industries'* role as the peak representative organisation for the industry. The objective is to ensure that the industry presents a united front and speaks with one voice in representations to government. *Printing Industries* agreed to Junior Printing Executives (JPE New South Wales) having its website hosted and managed internally on PrintNet and discussions on a similar request are underway with the Lithographic Institute of Australia (LIA).

Alteration to Rules

Printing Industries successfully varied its eligibility rules and expanded its membership coverage in an application to the AIRC. Senior Deputy President Duncan consented to the application and handed down a written decision giving legal effect to the changes operative on and from 7 March 2005. Printing Industries will consider a name change to better reflect its broad industry membership base.

Business Services

Telephone Advisory Service

Printing Industries' national network of employee relations services continued to be in high demand during 2005. Employee Relations Officers dealt with over 7,800 member telephone enquiries during 2005 including employment law advice and industrial award enquiries. This represents a 30 per cent increase in calls compared to 2004 and demonstrates the high level of workplace relations activity during the year.

Australian Workplace Agreements

Printing Industries continued its partnership program with the Office of the Employment Advocate and processed over 833 Australian Workplace Agreements on behalf of members.

Benchmarking

New online benchmarking packages and pricing were launched in August 2005.

Package options can reduce data entry time through automated features and support services. A benchmarking email newsletter was launched in November highlighting benchmarking benefits and the features of the new online packages.

Internet Based ER Information

Employee relations services continued to evolve during the year on PrintNet giving members access to new electronic template workplace policies and procedures to address the raft of state and federal employment law changes.

International Tours

Industry tours were organised to World Print Congress 8 in South Africa during January and Book Expo America (New York) in June 2005. A major industry tour is planned for IPEX in Birmingham, UK, during April 2006.

Online Services

Benchmarking, training and publications were upgraded providing wider product and, for benchmarking, simplification and new support levels. Training DVDs and software are under consideration.

Printing Industries Credits

A new focus and pricing structure was introduced for credit reference reports. Reports can now be ordered directly from PrintNet. An advertising campaign is being scheduled for 2006.

Products & Process Online Public Database

Basic architecture was completed in 2005 along with a pilot data gathering project. Liaison with the British *Printing Industries'* Federation (BPIF) has confirmed data capture issues that will need to be addressed in 2006 to make the system self managed.

Communication

PrintNet Website

During March OH&S and basic IT Online Training courses were launched in the new E-Learning Centre. New sections were opened for World Print Congress 8, IPEX 2006 and Regional Printing Industry Craftsmanship Awards (PICA). The Impact Mail™ centre, a joint initiative with Australia Post housing a database of member capability, went live in June and was featured in Post advertising. A streaming video project is under development for a 2006 launch. A regular news item program featuring Australian printing industry and general economic conditions began during 2005.

Member Communication

PRINT21 magazine was revamped at the beginning of the year and produced six editions as scheduled. PRINT21 Online in conjunction with the magazine significantly raised the Association's profile. Regional newsletter templates have been introduced to standardise format presentation and recognition. Trade press coverage has increased and significant use is being made of Association news items published on PrintNet.

WorkChoices Legislation

On 26 May 2005 the Federal Government announced sweeping reforms to the workplace relations' system in Australia which in turn evolved into the WorkChoices Legislation and was passed by Parliament on 7 December 2005. *Printing Industries* circulated information to members throughout the year and has planned an extensive campaign for 2006 to ensure members are aware of how to maximise implementation of the benefits.

Multi-media Resources

Employee Relations topics will be used to pilot new multi-media resources for members. Video streaming webcasts are being created for WorkChoices and Chain of Responsibility broadcasts early in 2006. A multi-media centre will be established on PrintNet to house the broadcasts.

Printing Industries' Environmental Manual

The third edition was released in March 2005 as part of a successful member reward campaign.

Industry Diary

Feeding into PrintNet and PRINT21 Online, the diary was upgraded with new search functions. Content provides live information on Australian and overseas industry events and training.

Get Connected

An international conference with 26 speakers from 11 countries was scheduled for November in conjunction with *Printing Industries'* New South Wales Conference and Business Awards, the Lithographic Institute of Australia's (LIA's) Biennial Conference and the Forum of Asian Graphic Arts Technology. Local program elements proceeded as scheduled after overseas nations asked for a rescheduling of the international component to 2006.

Printing Industry Trends

Printing Industries continued to publish the quarterly Printing Industry Trends report and the annual Industry Overview. Presentations outlining contemporary Australian economic and industry conditions, as well as emerging issues and trends, were provided nationally.

Representation

Tribunal Representation

Printing Industries' members were represented before the Australian Industrial Relations Commission (AIRC) and State Industrial Tribunals in approximately 189 separate appearances during the year. A diversity of matters was dealt with including claims of unfair dismissal, certified agreements and dispute notifications.

Government Submissions

Submissions were made to State and Federal Governments during the year. These included a comprehensive submission in May 2005 to the Federal Minister for Employment and Workplace Relations on the workplace relations' reforms and submissions to the New South Wales Government on reforms to both the Workers Compensation and Occupational Health and Safety Legislation.

Printing Industries also represented the industry in major industrial cases to protect the interests of its members.



Industry Co-operative Innovation Program

The need for an effective program to help build the knowledge economy was at the centre of *Printing Industries'* submission that also highlighted the vital role the industry plays in that economy. The submission also recommended ways to increase program take up by the printing and associated sectors.

Commonwealth Government Regulation Taskforce

A submission highlighting industry concern and recommending the adoption of 13 key principles for regulatory reform was made to the Taskforce.

Country Publishing and Printing Award - Redundancy Case

On 11 January 2005 the AIRC handed down a decision in the Country Publishing and Printing Award granting a claim by the Australian Manufacturing Workers' Union (AMWU) (Printing Division) to vary the existing entitlements for redundancy brought about by technological change for the newspaper sector of this award.

Printing Industries, in conjunction with Country Press Australia, opposed the AMWU claim and provided substantive evidence on behalf of the industry against the increased notice and severance payments particularly for small businesses with less than 15 employees. Relief for country newspaper employers was subsequently delivered by the Federal Government with the passage of the Workplace Relations Amendment (WorkChoices) Act 2005 which provides an exemption from redundancy severance payments for small businesses with less than 15 employees.

Safety Net Review Wages

In what may be deemed an historic final chapter to national wage cases determined by the AIRC, a Full Bench handed down its Safety Net Review Wages 2005 [Print PR002005] decision on 7 June 2005.

As with previous years the Australian Council of Trade Unions (ACTU) made application for a flat dollar adjustment of \$26.60 per week for employees covered by federal awards including the Graphic Arts General Award. *Printing Industries* opposed the ACTU claim and supported submissions for an increase of no more than \$10 per week up to and including the level of the tradesperson rate in the Metal Industries Award.

The Full Bench granted an increase of \$17 per week to federal awards subject to conditions.

Family Leave Test Case

A Full Bench of the AIRC handed down its Family Leave Test Case decision [Print PR082005] on 8 August 2005 resulting from an application by the ACTU to significantly change federal awards to deal with work and family issues.

The AIRC decided to limit the new award provision to parental leave and after further negotiations between the ACTU and *Printing Industries* an order was made by the AIRC to insert the new family leave provisions into the Graphic Arts General Award operative from the first pay on or after 11 November 2005.

Graphic Arts General Award - Classification Structure

On 26 October 2005 Senior Deputy President Marsh (AIRC) handed down a decision on an AMWU application for a skilled based classification structure.

Key changes to award as a result of this case included:

- A new eight level broadband classification structure to replace the existing interim five level structure.
- Alignment of classification levels with qualifications from the Printing and Graphic Arts Industry Training Package ICP05.
- Classification definitions for the new levels.
- An absorption clause that means any wage increases from the new structure can be absorbed into any existing over-award payments.
- Facilitation of workplace training committees.

Printing Industries has appealed the decision in respect to the compulsory points system as it is considered far too onerous for any award provision and will not be practicable to business needs in every workplace. The AIRC was scheduled to hear and determine the *Printing Industries'* appeal in February 2006.

Extended Producer Responsibility - Office Paper

Printing Industries took the initiative in developing an Extended Producer Responsibility framework for office papers. The project is being run in conjunction with other industry stakeholders. It responds to New South Wales Government notice that it wants a reduction in the amount of office paper from commercial sites ending up in landfill. Printing Industries is proposing a national approach and solution as the New South Wales Government has indicated that its intention is that a national system be developed.

Environmental Standards and Labelling Initiative

An environment reference group comprising member companies was formed to oversee the development of a voluntary environmental labelling standards and labelling framework. The proposed *Printing Industries'* voluntary Environmental Standard will likely be based on the ISO 14001 framework and includes a tiered system to cater for the different needs of companies. Accredited bodies would provide audit certification.

Environmental Compliance

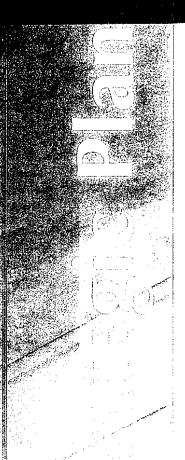
Printing Industries continued to fulfil its obligations under the Greenhouse Challenge Program and the National Packaging Covenant and via environmental initiatives encouraging the industry to improve environmental performance.

Co-Regulatory Frameworks and Product Stewardship

Printing Industries advocates the introduction of voluntary industry product stewardship schemes supported by a co-regulatory framework.

Free Trade Agreements

Concerns to ensure proper and stringent copyright and patent protection in free trade agreements (FTA's) were raised with Federal Minister for Trade, Mr Mark Vaile. Other areas of concern include product dumping and the necessity for overseas producers to comply with similar strict environmental and OH&S obligations that local industry complies with.



Printing Industries urged the Federal Government to do detailed economic modelling as part of the ongoing FTA negotiations with China and ASEAN to examine at sectoral level the expected impact of FTA's on the printing and associated sectors.

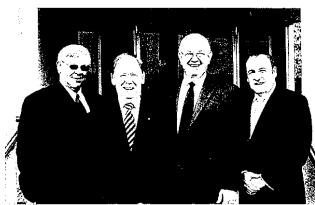
Infrastructure Policy

The Association played a key role in the development of an Infrastructure Policy by the Australian Chamber of Commerce and Industry (ACCI). *Printing Industries'* policy on infrastructure supports the private sector having an increased role in the provision of infrastructure assets and services.

Fuel Tax Credit Reform

Industry concerns on proposed changes to the Fuel Tax Credit system and the impact on business cash flow was raised with the Federal Government.

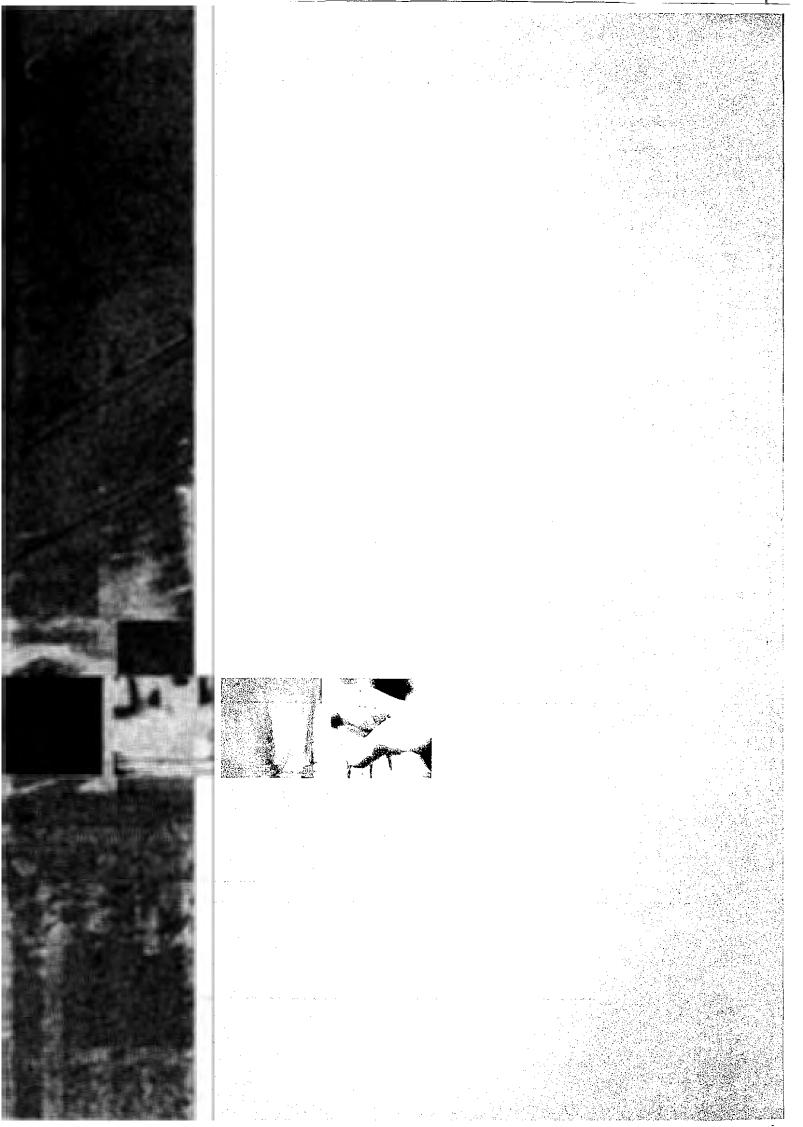
2005 OFFICE BEARERS



National Office Bearers 2005. (I-r) Ian Bowden, Peter Lane OAM, Ainslie Lamb and James Bennett. Absent: Tom Eckersley.



National Council 2005. (I-r back row) Jim Percival, James Smedley (alternate) Peter Barker, Peter Franc (Alternate), Chris Segaert. (Centre) Phil Abbott, Ray Keen, Roy Aldrich, Peter Goodwin. (Front) Ian Bowden. Peter Lane OAM, Ainslie Lamb, James Bennett. Absent – Tom Eckersley, Dennis Cooper, Graham Pittaway OAM.





OFFICE BEARERS President Keven McKiernan* Peter Goodwin**

Deputy President
Dennis Cooper***

Vice President Peter Goodwin*

Honorary Secretary/Treasurer Gordon Bartlett

Regional Councillors

Gordon Bartlett
Neil Bown
Peter Carrigán
Dennis Cooper***
Peter Franc
Peter Goodwin**
Peter Halters
Stuart Hoogstad
Bruce Hughes
Keven McKiernan*
Chris Segaert
Robert Sim

National Councillors

Dennis Cooper Peter Goodwin Keven McKiernan* Chris Segaert

Alternate National Councillor Gordon Bartlett

* Resigned September 2005 ** Took office September 2005 ***Resigned December 2005

regional report

NEW SOUTH WALES

New South Wales Region entered 2005 with a clear focus on improving member retention, given the challenges of industry rationalisation and competition from other service providers. While Regional Manager, Jim Hopwood, resigned early in the year for personal reasons, he remained for some time on a part-time basis and implemented a regular visit program designed to identify member needs and ensure our services and products, such as benchmarking, were responsive to those needs.

Highlights of 2005 included:

- Investigation of an industry based workers compensation scheme and, with National Council support, it is intended that such a scheme will become available to New South Wales members in the middle of 2006, offering members significant reductions in premiums.
- The Second PrintNew South Wales Business Achievement Awards with the introduction of an additional new category of Best in Occupational Health and Safety. The awards were presented at a Gala Dinner held in November in conjunction with LIA who were presenting the GAMAA / LIA National Graduate Scholarship Prize.
- Conducted a full Training Schedule, including the introduction of a part-time version of Print Sales.
- Working closely with the Department of Environment and Conservation, with the revamp of the booklet "Environmental Information for Printers", and culminating with the department sponsoring the PrintNSW Business Achievement Award for Environmental Initiatives.
- The development of a school based traineeship Certificate II in Print Production Support which will be conducted by Registered Training Organisation Macquarie Employment Training Services during 2006.
- Working with the Office of the Minister for Western Sydney, the Hon Diane Beamer, and TAFE New South Wales to establish a Corporate Partners for Change project, designed to provide pre-vocational training and work placements in mailing houses.

My sincere thanks to my fellow councillors for their contribution. I must pay special tribute to Keven McKiernan who stepped down as Regional President and resigned from the Council. Keven's 'can-do' attitude always stood out. Several other long-term councillors also decided not to stand for re-election and I say thank you on behalf of all members to Peter Carrigan, Peter Halters, Gordon Bartlett and Robert Sim for their contribution over the past years.

Peter Goodwin

Regional President

VICTORIAN REGIONAL REPORT

2005 has seen a number of important building blocks in place, continuing the emphasis to re-establish *Printing Industries* in Victoria.

These included:

- Finances remained within Budget.
- Plans for a new, enlarged council for 2006.
- · Continued dialogue with careers teachers.
- An enhanced relationship with the Royal Melbourne Institute of Technology (RMIT).
- · Review of office accommodation needs.

Our focus for 2005 was to enhance the credibility of *Printing Industries* in Victoria. We identified three key performance areas. Firstly, the Regional Council needed to take a clearer role in supporting the operations in Victoria. We have achieved this with the establishment of Regional Council / staff committees to advise and support staff on specific issues. For 2006 we are looking at strengthening the role of Regional Council with an emphasis on roles and accountabilities of councillors focussed on delivering positive benefits to members.

Secondly, the budget has been a considerable focus for the Region. It has been critical to achieve the bottom line agreed to at the beginning of the year. While some income areas have been flat, we have cut expenses to maintain the underlying surplus at agreed levels.

The third performance area, membership targets, remain a challenge, although 2005 has seen a flattening out of the losses of the past five years. We continually look for opportunities to meet new companies. Our 2006 marketing budget will reflect the demand from Regional Council to develop more targeted membership campaigns.

We are pleased with the responses from similar organisations to our suggestions for improved communications – Lithographic Institute of Australia (LIA), Label and Tag Manufacturers Association of Australia (LATMA), Screenprinting & Graphic Imaging Association (SGIAA), Australian Greeting Card Association (AGCA), Australian Print Finishers Association (APFA) – to name some. We will host an inaugural President's Lunch early in 2006 to identify joint industry issues to be addressed.

Our education and training focus remains strong. A strong relationship with RMIT/ International Centre of Graphic Technology (ICGT) continues to work well on a number of levels as we strive to ensure the print industry in Victoria has the best education and training resources available.

2006 will bring challenges, however I believe the foundations we have set in place over the past 18 months are providing a very real opportunity for *Printing Industries* to deliver tangible benefits to all involved in this diverse industry we call Print.





OFFICE BEARERS PresidentRoy Aldrich

Vice President Dennis Couch

Honorary Secretary/Treasurer Peter Barker

Regional Councillors
Roy Aldrich
Peter Barker
Dennis Couch
Trevor Hone
Ray Keen
Daniel Lewin
Ron Patterson

Mark Reid Mannie Stubb

National Councilors Roy Aldrich

Peter Barker Ray Keen

Alternate National Councillor Dennis Couch



OFFICE BEARERS
President
Phil Abbott

Honorary Secretary/Treasurer Kevin Lindsay

Regional Councillors
Phil Abbott
Kevin Lindsay
Michael Smith

National Councillor Phil Abbott

Alternate National Councillor Kevin Lindsay

AUSTRALIAN CAPITAL TERRITORY REGIONAL REPORT

The Australian Capital Territory Region of *Printing Industries* had a very dynamic year of activities contributing to the ongoing business development of the local industry.

In 2005 we strove to provide quality member services and liaison focussed on professional development and interactive information workshops to meet member needs. Members were updated on major national and local issues via regular newsletters, information and briefing meetings.

Some of these activities included the Print Sales Course, OH&S and onsite workshops tailored to meet each businesses requirements. Employee Relations briefings were conducted throughout the year along with several dinners with topics focussing on current and emerging employee relation trends including the WorkChoices Legislation.

An industry economic trends briefing proved most popular with members. *Printing Industries'* CEO also hosted a dinner for members. The Regional Manager assisted several members with processes and procedures in relation to responding to Commonwealth procurement tenders.

Some of the Australian Capital Territory Government policy areas that were prominent during the year included issues around hazardous waste management, workplace safety and compliance with OH&S legislation. The Regional Council maintained a working relationship with the various Australian Capital Territory Government Departments ensuring local industry policy input.

The value of our industry to the economic prosperity of the Region was demonstrated with *Printing Industries* being asked to contribute to several economic position papers. Views of local members and the industry on a wide range of issues were also articulated in meetings held with Australian Capital Territory Government ministers and bureaucrats.

A close relationship with the Canberra Institute of Technology ensured that ongoing, on-the-job assessment of apprentices was maintained. Plans to extend the workplace assessment and innovative ways of delivering the highest quality apprentice training are well in hand and I am sure the Australian Capital Territory will continue to lead the inclustry in this area.

The Australian Capital Territory Chief Minister again attended the Canberra Region Graphic Arts Awards held at the Hyatt Hotel Canberra. It was encouraging to see that the diversity of the guests attending the dinner represented printing, multi-media along with graphic design and suppliers to our industry.

Phil Abbott
Regional President

SOUTH AUSTRALIAN AND NORTHERN TERRITORY REGIONAL REPORT

2005 was a difficult year from a business activity viewpoint. Margins were significantly under pressure due to the parlous nature of the market place.

The principal focus of the South Australian and Northern Territory Region during 2005 was the retention and development of membership, and the provision of professional and timely services to members. This was achieved in a difficult year.

The State Government's Fair Work Act 1994 and the Occupational Health, Safety and Welfare (SafeWork SA) Amendment Act passed through both Houses of State Parliament during the year. Neither Act was supported by the Region since they were not conducive to promoting employment, but had the effect of imposing draconian provisions on employers.

A private Member's Bill, opposed by *Printing Industries*, introducing Industrial Manslaughter failed in the Legislative Council.

Printing Industries' (South Australian Region) "Reframing the Future" project, funded by the Federal Government is now completed. The fundamental aim of the project was to bring together the printing industry and the relevant registered training organisations (RTOs) in South Australia. The objective behind this is the creation of a collaborative network to improve the quality of vocational education training to increase the numbers of individuals undertaking training.

An industry forum endorsed as outcomes two collaborative projects:

- Investigate the retraining of some retrenched automotive employees in binding and finishing.
- Certificate IV Process Leadership Design Program.

At the forum the National President, Mr Peter Lane, gave a presentation, The "Printing Industry in South Australia – Trends and Issues", which gave rise to discussion about mergers, takeovers and exit strategies to achieve a more profitable industry.

A successful 18th South Australian and Northern Territory Printing Industry Craftsmanship Award (PICA) presentation and dinner was held. This event is recognised as the premier annual industry activity.

I would like to thank the members and Regional Councillors for their support and contribution during the past three years of which I had the honour of being the South Australian Regional President.

lan Bowden

Regional President



OFFICE BEARERS
President
Ian Bowden

Deputy President Mark Bloustien

Vice President Brenton Barrett

Honorary Secretary/Treasurer Alan Desfontaines

Regional Councillors lan Bowden

Brenton Barrett
Mark Bloustien
Carolyn Cagney **
Alan Desfontaines
John Franklin *
John Holland
Peter Lane OAM
Steve Osborne
Sarah Tate *
Craig Thornquest **

National Councillors Peter Lane OAM Ian Bowden

Alternate National Councillors Mark Bloustien Brenton Barrett

- * Resigned during 2005
- ** Appointed to casual vacancy



OFFICE BEARERS **President** Ainslie Lamb

Deputy President Graham Pittaway OAM

Vice President James Smedley

Honorary Secretary/Treasurer Violetta Siudek

Regional Councillors

Chris Ager Mark Andrew 4 Ian Finlay* Ainslie Lamb David LeRoy Graham Pittaway OAM Kym Radford **Dudley Scott** Violetta Siudek James Smedley

National Councillors Ainslie Lamb

Graham Pittaway OAM

Alternate National Councillors James Smedley Ian Finlay

* Resigned during 2005

WESTERN AUSTRALIAN REGIONAL REPORT

The end of 2005 sees my term as Regional President of Western Australia come to an end. As I look back over the past two years I feel a great sense of pride in the achievements of our Region and the commitment of my hard working team of Regional Councillors, our PICA committee and our office staff.

2005 has been a very busy year for the Western Australian printing industry, however, like all manufacturing industries our margins have remained strained. In 2005 investment in capital equipment has been strong as companies update to keep pace with demand. This investment has not been solely the domain of the larger companies but is evident through a range of business sizes.

The Western Australian printing industry has, like many others, experienced difficulties in finding people to fill the positions available. The resources sector continues to boom in Western Australia with people of all ages taking up jobs in the mining industry. This factor is compounding the difficulties we face in attracting young people to our inclustry.

In late 2006 our apprentices will be attending a new school located in the inner city. The equipment needs of the new school are currently being assessed. It's a great opportunity to really make some improvements in how we are delivering training both on and off site.

Following on from the good work of past presidents we have continued to raise the profile of our Association and industry. The State Government currently enjoys a strong position. It has a healthy budget surplus and has proven to be resilient in dealing with criticism and crisis. Our approach has been one of engagement with various areas of government, a steady stream of written correspondence and participation in business forums. I feel certain our persistence is now returning dividends.

I extend my special thanks to Des Williamson and his PICA team for their outstanding event this year. It was a truly special event for all who attended, especially for myself, and one I will remember always. Lacknowledge and thank the Regional Council for all their hard work and commitment during 2005. They are a great team of people and our Association is the richer for their efforts. Thank you to our Regional Office staff Paul Nieuwhof, Lee Shelley and Nicole Munafo.

Ainslie Lamb

Regional President

QUEENSLAND REGIONAL REPORT

The Region has performed consistently during the period under review and while business conditions in 2005 were nothing startling, the Region demonstrated a satisfactory result at year's end.

Considerable energies were expended by the Regional Council and staff during the year towards retention and growth of membership. These strategies returned a reasonably stable membership during the year with the Region welcoming 16 new members.

The Region maintained strong relationships with the State Government for the year across a range of ministers and departments including the Premier; State Development and Innovation; Industrial Relations; Employment and Training; Public Works and Housing; and Environment.

We were successful in attracting State Government support on two key projects in 2005. The first was for an 'accelerated apprenticeship' pilot under the SmartVET funding of the Department of Employment and Training. The second project was the development of a workplace health and safety induction manual funded by Workplace Health and Safety Queensland.

The accelerated apprenticeship project will trial with 14 apprentices who will progress through their training on a 'competency based' training platform with strong emphasis on workplace delivery of training and assessment. The apprentices will be able to complete their training in a period not less than 2.5 years.

The development of the workplace health and safety induction manual will provide an invaluable resource to the industry for industry specific advice and data on health and safety in our industry and will fill a significant gap in the educative material we have available for members.

The Region made a submission to the Department of Employment and Training's 'green paper' titled "Queensland proposed response to the challenges of skills for jobs and growth". The 'green paper' is expected to progress to a 'white paper' early in 2006 and will map the future of vocational education and training in Queensland.

Our PICAs continued to forge ahead in 2005 with a record number of entries and over 600 guests attending the presentation dinner on Friday 11 November 2005.

Our industry training program for 2005 was completed with moderate success and our 'Trade Services Calendar' for 2006 continues to set a benchmark against which other aspirants measure themselves.

James Bennett Regional President



OFFICE BEARERS
President
James Bennett

Deputy President Tom Eckersley

Vice President Matt Naughton

Honorary Secretary/Treasurer Ashley Petfield

Regional Councillors
James Bennett
Malcolm Buckner
Michael Crawley*
Tom Eckersley
Susan Heaney
Tom Lusch
Andrea Marsh
Matt Naughton
Ashley Petfield
John Price**
Peter Scott
Karen Simpson
Dale Streten
Paul Sutton

National Councillors James Bennett Tom Eckersley

Alternate National Councillors Matt Naughton Ashley Petfield

*Resigned September 2005 ** Resigned April 2005



OFFICE BEARE President Jim Perciyal

Vice President
Robert Winterbottom

Honorary Secretary/Treasurer Martin Gulliamse

Regional Councillors

Merv Coombs
Jim Atkinson*
Keith Dunham
Martin Gulliamse
Jim Percival
Craig Saward
Tom Wardrop
Robert Winterbottom

National Councillors Jim Percival

Alternate National Councillor Martin Gulliamse

*Appointed March 2005.

TASMANIAN REGIONAL REPORT

The Tasmanian Region remains a consistent supporter of *Printing Industries*. Although we have seen one member retire and resign from the Association, we have accepted the new membership of PML, and our membership numbers remain stable for the year.

Tasmanian business remains reasonably buoyant, with the government focussing strongly on the development of the Gunns' Pulp Mill. As expected, the project is providing the politicians with an opportunity to raise their profile, however, progress remains positive.

Regional Council elections have been held, with Jim Atkinson taking on the role of Regional President for 2006. The Regional Council retains most of the current experience and we believe will serve the interests of members well as it faces the challenges of 2006.

This is my final report ending two and a half years as Regional President.

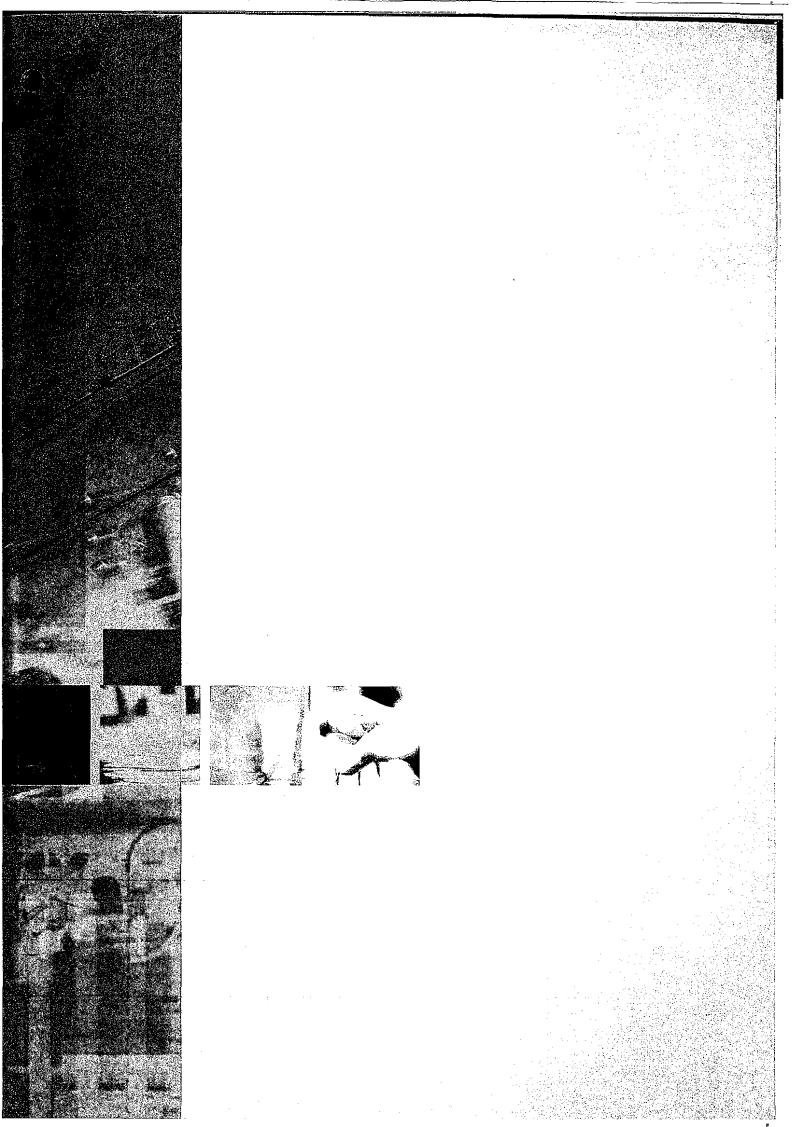
In reflection, the change of administration for Victoria and Tasmania Region has had its highs and lows. To the credit of Tasmanian Members they have been stable in their solidarity towards *Printing Industries*.

The ongoing challenge to provide services and products to our member base will be with us forever, and with that in mind I can only praise the loyalty of the past and present National Presidents, Councillors and helpful staff members that I have had the privilege of meeting and working with.

Their commitment of time, effort and expertise has been immensely appreciated.

I wish you all success in business and life.

Jim Percival Regional President





FINANCIAL STATEMENTS
AND REPORTS FOR THE
YEAR ENDED
31ST DECEMBER 2005

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INCOME STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2005

	Notes	2005	2004
Revenues from Ordinary Activities	2	4,302,114	4,125,423
Depreciation	1(c)	(185,742)	(216,292)
Salaries, Wages & Allowances		(2,260,192)	(2,416,797)
Annual Leave Provided	•	(71,422)	(130,864)
Long Service Leave Provided		(54,355)	(32,089)
Superannuation		(197,030)	(1,90,259)
Grants		(4,405)	4 (16,082)
Affiliation Fees		(35,945)	(44)325)
Postage		(44,622)	(64,347)
Printing & Stationery		(151,437)	5, (165,411)
Accommodation		(96,571)	(93,194)
Telephone & Facsimile		(167,244)	(221,300)
Travel		(81,545)	(92,559)
Computer		(96,181)	(67,467)
Consultancy		(36,000)	(41)840)
Motor Vehicle	·	(58,051)	(81,528)
Meeting Costs		(84,376)	(70,671)
Advertising & Marketing		(26,430)	(38,675)
Other		(349,760)	(281),1(12)
Profit from activities before income tax expense		300,806	(139,389)
Income Tax Expense	1(e)		
Net profit after income tax attributable to the association		300,806	(139,389)
Total Changes in equity of the association		300,806	(139,389)

BALANCE SHEET AS AT 31 DECEMBER 2005

5 4 4 4	2,150 (57,679) 70,288 207,098 102,028 429,423 753,308 3,960,078 145,840	2,650 (233)719) (233)991 239,982 27,152 363,930 409,986
	(57,679) 70,288 207,098 102,028 429,423 753,308	233/719) 3
	70,288 207,098 102,028 429,423 753,308	239,982 27,152 363,930 409,986
	207,098 102,028 429,423 753,308	239,982 27,152 363,930 409,986
	102,028 429,423 753,308 3,960,078	27:152 363:930 409:986
	429,423 753,308 3,960,078	363,930 409,986
	753,308 3,960,078	409,986
	3,960,078	- 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1
	20% 2014 2027	4,268,857
	20% 2014 2027	4,268,857
4	145,840	war and the second seco
4	5.4	661,119
	101,373	144,030
•	4,207,291	5,074,006
	4,960,599	< 5;483;992
	70,288	9,991
	4,927	, 22,836
	370,268	454,532
1(d)	171,454	177,800
	102,028	102,028
	718,965	767,187
1(d)	263,225	=212,000
: 	263,225	212,00
	982,190	979,187
	3,978,409	4,504,805
1(g)	0	314,420
	0	346,412
		1,885,104
	0	16,311
10	3,978,409	1,942,558
· · · ·	3,978,409	
	1(d) 1(g) 1(g) 1(g)	370,268 1(d) 171,454 102,028 718,965 1(d) 263,225 263,225 982,190 3,978,409 1(g) 0 1(g) 0 1(g) 0 1(g) 0

CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2005

	2005	2004
Operating Activities		
Receipts from Customers	4,051,226	4,082,450
Interest Received	8,125	5. 3 • 17,654
Payment to Suppliers & Employees	(3,689,789)	(3,885,567)
Funds From Operations	369,562	214,537
Investing Activities		
Proceeds from Sale of Assets	12,500	28,70 0
Payment for Property, Plant & Equipment	(96,630)	(2,699,041)
Write off Investment in Associated Company	(49,595)	0
	(133,725)	(2,670,341)
Cash provide by/ (Used in) Investing Activities		
Net Increase/(Decrease) in Cash Held	235,837	(2,455,804)
Cash at Beginning of Financial Year	(221,078)	2,234,726
Cash At End of Financial Year	14,759	(221,078)

RECONCILIATION OF FUNDS FROM OPERATIONS FOR THE YEAR ENDED 31 DECEMBER 2005

	2005	2004
Operating Profit/(Loss) after Income Tax	300,806	. (139,389)
Non Cash Flows In Operating Profit/(Loss):		
Profit on Sale of Non Current Assets	(12,500)	(9,137)
Depreciation	185,742	216,292
Charges to Provision for Employee Entitlements	44,879	1,800
Changes In Assets & Liabilities		
Decrease/(Increase) in Current Receivables	(32,610)	603,098
Decrease/(Increase) in Prepayments	(74,878)	(23,922)
ncrease/(Decrease) in Sundry Creditors	(23,967)	(394,352)
ncrease/(Decrease) in Subscriptions in Advance	(17,910)	(39,853)
Net Cash Provided by/(used in) Operating Activities	369,562	214,537
RECONCILIATION OF CASH		
Cash on Hand	2,150	2,650
Cash at Bank	(57,679)	" (233,719)
Cash at Bank- Printing Industries' Training Fund	70,288	
	14,759	(221,078
		新 奇和

NOTES TO AND FORMING PART OF THE ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2005

STATEMENT OF ACCOUNTING POLICIES

The financial statements have been drawn up in accordance with applicable Australian Accounting Standards, other mandatory professional reporting requirements and the Workplace Relations Act. The financial statements have been prepared in accordance with the historic cost convention, except where stated for certain assets which are at valuation. The accounting policies adopted are consistent with those of the previous year, except as stated. The following is a summary of the significant accounting policies adopted by the Association in the preparation of the accounts.

(a) Non-Current Assets

Land and Buildings are regularly valued. Depreciation began to be provided for buildings during the year ended 31 December 1993 and valuations were undertaken in 2003. As a result of the increase in values, National Council has decided not to make a provision for depreciation on buildings as the respective values are in excess of the carrying value of the underlying assets. As a result of the new International Financial Reporting Standards all land and building values have been recast to original cost.

Furniture, fittings and office equipment have been included in the accounts at cost.

(b) Leased Assets

The Association does not have any leases that are classified as financial leases under Accounting Standard AAS17.

Lease payments made under operating leases are charged to the Statement of Financial Performance in equal instalments over the accounting period covered by the lease term.

(c) Depreciation Method

Depreciation has been provided on all non-current assets, with the exception of those referred to in part (a), using the straight-line method so as to write off the cost of the asset over the estimated useful life. Where assets have been re-valued depreciation is based on the re-valued amount. The depreciation rates used for each class of depreciable asset are:

Motor Vehicles 20%

Furniture, Fittings & Office Equipment 7.5% - 20%

(d) Provision for Employee Entitlements

The amounts expected to be paid to employees for their pro-rata entitlement to long service and annual leave are accrued annually at current pay rates having regard to experience of employee departures and period of service. Provision for Long Service Leave is provided for all employees with five or more years' service.

(e) Income Tax

The Association is exempt from income tax under Section 23 (F) of the Income Tax Assessment Act on the grounds that it is an association of employers registered under the Workplace Relations Act 1996.

(f) Provision for Doubtful Debts

The collectability of debts is assessed at year-end and provision is made for any specific doubtful debts. In addition a general provision is made.

(g) Movements in Reserves

	2005	2004
Building & Development Reserve		
Balance at 1 January 2005	346,412	346,412
Transfer to Accumulated Profits	346,412	. 0
Balance at 31 December 2005	0	346,412
		i i
Capital Profits Reserve	900	
Balance at 1 January 2005	1,885,104	1,885,104
Transfer to Accumulated Profits	1,885,104	0 (3:
Balance at 31 December 2005	0	1,885,104

Asset Revaluation Reserve		
Balance at 1 January 2005	314,420 §	3/14/420
Transfer back to specific property	314,420	0
Balance at 31 December 2005	0	314,420
		CAN CARREST ME LANGE AND

NOTES TO AND FORMING PART OF THE ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2005

OPERATING PROFIT/(LOSS)

Major revenue items entering into the determination of operating profit/(Loss)

	Subscription Revenue
ļ	Net Income from Regional Activitie
١	Interest on Short-term Investments
ļ	Rental Income
ı	Profit on Sale of Assets
i	Bad Debts Recovered

2005	2004
3,311,338	276,451
877,604	741.717
8,125	17,654
73,209	65 406
12,500	19137
19,338	is. < 16,058
4,302,114	4,125,423

OPERATING PROFIT/(LOSS)
The Operating Profit/(Loss) before Income Tax has been determined after charging the following specific items:

	2005	2004
Bad Debts written off to Profit & Loss	30,710	13.069
Depreciation	185,742	216 292
Operating Leases	64,849	61 586
Auditor's Remuneration:		
The total amount received or due and receivable by the Auditors		
of the Association:		
For Audit Services	36,000	36,000
For Other Services	0	4,000



NON CURRENT ASSETS

Non Current Assets are included in the accounts on the following bases:

	2005	2004
Land & Buildings	4	
At cost (Prior year at cost and valuation)	3,960,078	6.77.68457
Furniture, Fittings & Office Equipment at Cost	288,088	1/665.033
Less: Accumulated Depreciation	142,248	1,003,214
	145, 840	2 (661, 119)
Motor Vehicles at Cost	268,599	328 481
Less: Accumulated Depreciation	167,226	784,151
	101,373	144,030
Total Non Current Assets	4,207,291	5.074,006



SUBSCRIPTIONS IN ARREARS AND GENERAL DEBTORS

Debtors	;
---------	---

Less: Provision for Doubtful debts

2005	2004
256,589	7, 289,473
49,491	49,491
207,098	239,982

2005

2004



COMMITMENTS FOR EXPENDITURE

a. Operating Lease Commitments		
Not later than one year	42,000 (4) 42,00	Ö.
Later than one year and not later than two years	42,000 : 42,00	Ô.
Later than two years and not later than five years	0 1	O Ĉ
b. Capital Commitments		
Capital expenditure contracted for at balance date but not		
Provided for in the accounts.		
Not later than one year	0	O
c. Other		
Investigation into adoption of workers compensation scheme		#107
in New South Wales	261,000	Ø.

NOTES TO AND FORMING PART OF THE ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2005

SUPERANNUATION COMMITMENTS

The Association contributes to a superannuation fund designed for management and staff. Those contributions are fully vested, and the rate of contribution is as set down under relevant Government Legislation.

The Association is under no legal obligation to make up any shortfall in the assets of the fund to meet payments due to employees.

P FINANCIAL INSTRUMENTS

a) Interest Rate Risk

The Association's exposure to interest rate risk, which is the risk that a financial instrument's value will fluctuate as a result of changes in market interest rates and the effective weighted average interest rates on classes of financial assets and financial liabilities, is as follows:

	andigative. Apparet	, romice Vilone o S	Floating Ir	iterest Rate	Non Interest Bearing		To	Total	
	2005 %	2004 %	2005 \$	2004 \$	2005 \$	2004 \$	2005 \$	2004 \$	
Cash	4.0	4.0			0	0	0	0	
Receivable	0	0			738,549	631,064	738,549	631,064	
Investments	4.5	4.5			0	0	0	0	
Totals					738,549	631,064	738,549	631,064	
Creditors					445,483	487,359	445,483	487,359	
Totals					445,483	487,359	445,483	487,359	

b) Credit Risk

The maximum exposure to credit risk, excluding the value of any collateral, or other security, at balance date to be recognised as financial assets is the carrying amount, net of any provisions for doubtful debts, as disclosed in the balance sheet and notes to the financial statements. The Association does not have any material credit risk exposure to any single debtor or group of debtors under financial instruments entered into by the Association.

c) Net Fair Value

The net fair values of all assets and liabilities approximate their carrying value. No financial assets or liabilities are readily traded on organised markets in standardised form.

9

CONTINGENT LIABILITY

The Association has a dispute with a hotel chain relating to the cancellation of a conference. The legal advice obtained is that the Association has valid bases for disputing the claim and the advice indicates that the maximum the Association may be liable for will not exceed \$30,000 including legal costs.

10

RETAINED PROFITS

	2005	2004
Retained Profits at the beginning of the financial year.	1,942,558	72 (81 647
Net profit/(loss) attributable to the Association	300,806	TENED 90089)
Transfers from Reserves		
Building and Development Reserve	346,412	10 may 10 m
Capital Profits Reserve	1,885,104	
General Reserve	16,311	
Transfers out		
Investment written off	(49,595)	
IFRS Write off Fixed Assets	(463,187)	
Retained Profits at the end of the financial year	3,978,409	3 2 2 2 2 8

NOTES TO AND FORMING PART OF THE ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2005

RELATED PARTIES

The National Councillors of the Association act in an honorary capacity and receive no remuneration.

Each National Councillor is a representative of an organisation who is itself, a member of the association and who pays an annual subscription for that membership under normal commercial conditions.

MEMBERS' ACCESS TO FINANCIAL RECORDS
In accordance with the requirements of section 272 schedule 1B of the Workplace Relations Act:

- 1. A member of the reporting unit, or the Registrar, may apply to the reporting unit for specific prescribed information in relation to the Association to be made available to the person making the application.
- 2. The application must be in writing and must specify the period within which, and the manner in which, the information is to be made available. The period must not be less than 14 days after the application is given to the reporting unit.
- 3. The reporting unit must comply with an application under subsection (1).

13 INVESTMENT WRITE OFF

Printing Industries Association is the guarantor for Printing Industries Credits Limited and as the operations of that entity are in decline it has been decided to write off the relevant loan account. Considerations are being given to the winding up of that company and for its operations to be taken over by the Association.

In relation to the General Purpose Financial Report (GPFR) for the year ended 31 December 2005, the Committee declares that, in their opinion of the Committee of Management:

- a. The financial statements and notes comply with the reporting guidelines of the Industrial Registrar for the purposes of section 255 of the Registration and Accountability of Organisations (RAO) Schedule;
- b. The financial statements and notes give a true and fair view of the financial performance, the cash flows and financial position of the Association for the year ended 31 December 2005;
- c. The accounting policies are consistent with those of the previous year and comply with the Australian Accounting Standards, with the exception of the provision for depreciation on buildings as reflected in note 1(a).
- d. There are reasonable grounds to believe that the Association will be able to pay its debts as and when they fall due;
- e. During the financial year to which the GPFR relates and since the end of that year:
 - i. meetings of the Committee of Management were held in accordance with the rules of the Association, and
 - ii. the financial affairs of the Association have been managed in accordance with the rules of the Association, and
 - iii. the financial records of the Association have been kept and maintained in accordance with the RAO Schedule and the RAO Regulations, and
 - iv. the information sought in any request of a member of the Association or a Registrar under section 272 of the RAO Schedule has been furnished to the member or the Registrar, and
 - v. There has been compliance with any order for inspection of financial records made by the Commission under section 273 of the RAO Schedule.
- f. In relation to the recovery of wages activity, the Association is a registered employer association, and as such is not involved in such activities. During the year there was no recovery of wages from members of the Association or others.

Signed in accordance with a resolution of the Committee of Management, passed on the seventeenth day of March 2006.

Trevor Hone

National Honorary Treasurer

Date: 17 March 2006

OPERATING REPORT FOR THE YEAR ENDED 31 DECEMBER 2005

In accordance with section 254 (2) of schedule 1B of the Workplace Relations Act and Regulation 159 of the RAO regulations, the Committee of Management reports as follows:

Principal Activities

During the year the Association continued to assist its members with specialty services, advice, support and representation. As a result of these activities, The Association derived a profit of \$300,806 during the year. There were no significant changes in the nature of the activities during the year.

Resignation of Members (Section 174) and clause 8 of the Association constitution.

- 1. A member of the Association may resign by written notice addressed and delivered to a person designated for the purpose in the rules of the Association.
- 2. This resignation will take effect from:
 - a. Where the member ceases to be eligible to be a member of the Association:
 - i. On the day on which the notice is received by the Association; or
 - ii. On the day specified in the notice, which is a day not earlier than the day when the member ceases to be eligible to be a member; whichever is later; or
 - b. in any other case;
 - i. at the end of two weeks, or such shorter period as is specified in the rules of the Association, after the notice is received by the Association; or
 - ii. On the day specified in the notice: whichever is later.
- 3. Any dues payable but not paid by the former member of the Association in relation to a period before the member's resignation from the Association took effect, may be sued for and recovered in the name of the Association, in a court of a competent jurisdiction as a debt due to the Association.
- 4. A notice delivered to the person mentioned in subsection (1) is taken to have been received by the Association when it was delivered.
- 5. A notice of resignation that has been received by the Association is not invalid because it was not addressed and delivered in accordance with subsection (1).

6. A resignation from membership of the Association is valid even if it is not effected in accordance with this section. If the member is informed in writing by or on behalf of the organisation that the resignation has been accepted.

Superannuation Involvement

No officer or member of the Association is a trustee of a superannuation entity or an exempt public sector superannuation scheme; or a director of a company that is a trustee of a superannuation entity or an exempt public sector superannuation scheme.

Regulation 159 Information

- a. There were 1,694 members recorded in the register of members (section 230 of the RAO) and who are taken as members (section 244 of the RAO) at the end of the financial year.
- b. There were 35 employees of the Association at the end of the financial year.
- c. Members of the Committee of Management during the year were: lan Bowden, a member during 2004 and 2005.
 James Bennett, a member during 2004 and 2005.
 Ainslie Lamb, a member during 2004 and 2005
 Tom Eckersley elected in 2005
 Peter Lane elected in 2005

Trevor Hone

National Honorary Treasurer

Date: 17 March 2006

AUDITOR'S REPORT TO MEMBERS

We have inspected and audited in accordance with Australian Auditing Standards the accounting records kept by Printing Industries Association of Australia, in respect of the year ended 31 December 2005 and have received all the information and explanations we require for the purposes of our audit.

In our opinion:

Under the terms of Section 257(5) of the Workplace Relations Act (Registration and Accountability of Organisations) we report that the Association does not comply with the Australian Accounting Standards in respect to the provision of depreciation on buildings as detailed in note 1 (a) of the financial statements. Had depreciation been charged we estimate this to have been \$70,914 for the financial year.

Except to the extent that depreciation has not been provided on buildings:

- (i) There were kept by the Association in respect of the year, satisfactory accounting records detailing the sources and nature of the income of the organisation (including income from members) and the nature and purposes of expenditure; and
- (ii) The attached general purpose financial reports and statements as set out on pages iii to xv have been prepared in accordance with section 257 of the Workplace Relations Act (Registration and Accountability of Organisations), and are properly drawn up so as to give a true and fair view of:
 - (a) The financial affairs of the Association as at 31 December 2005; and
 - (b) The income and expenditure, and profit of the Association for the year ending on that date.

BELL PARTNERSChartered Accountants

D. F. BELLRegistered company auditor

Signed at Sydney, this twenty-seventh day of March 2006

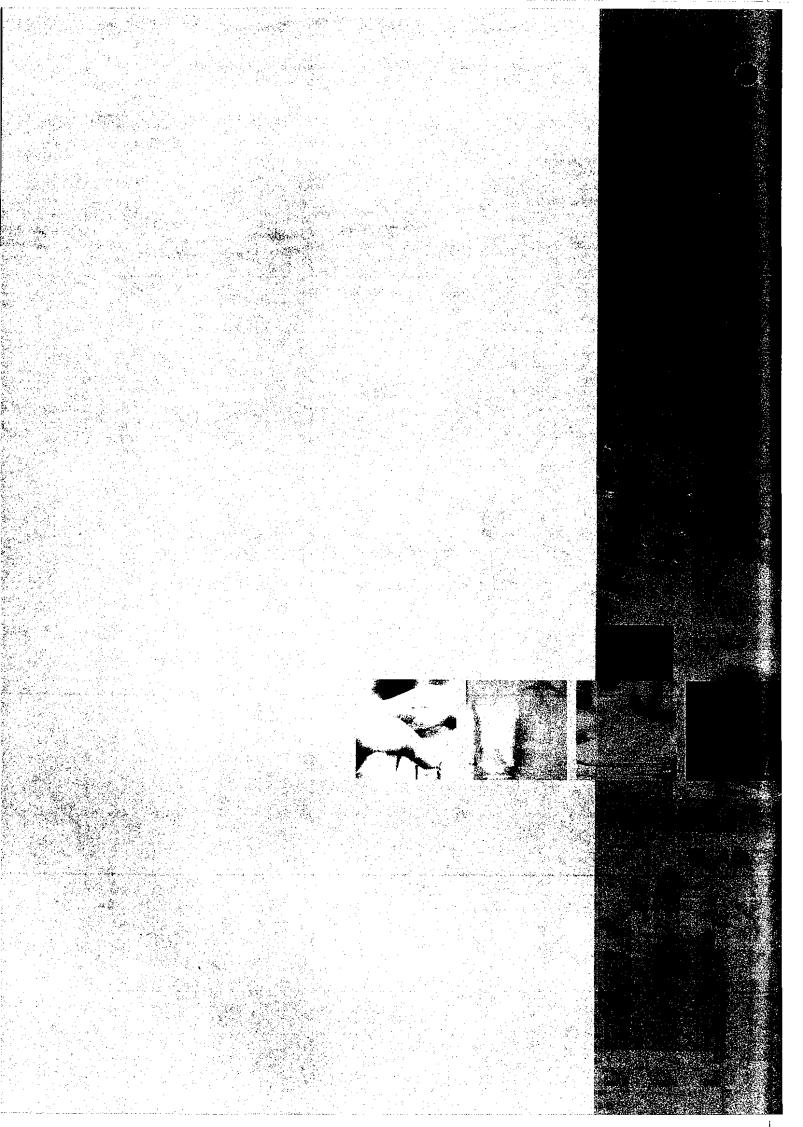
INFORMATION ADDENDUM FOR MEMBERS

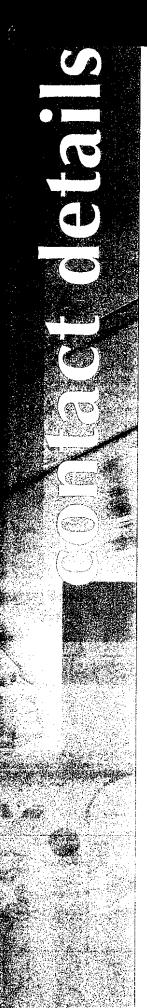
Following on from the 2003 Annual General Meeting, the National Council requested that the following additional information be provided to members. The information set out in the Statement of Financial Performance is in line with the requirements of the various statutes, but the National Council has requested that more details be provided in respect of "Other Expenses". This addendum does not form part of the audited Financial Statements, but is included for the information of members.

ANALYSIS OF OTHER EXPENSES (\$349,760)

EXPENDITURE

	2005	2004
Audit Fees	36,000	36,000
Insurances	56,239	57.965
Legal and Debt Recovery	75,991	£17 450
Subscriptions, publications & Journals	67,788	60.721
Public Relations & Entertainment	19,250	29.750
Repairs	33,403	98 954
Bank Fees	14,857	\$ 12,484
Bad Debts	30,710	13:069
General	15,522	.f.9.719
TOTAL	349,760	281,112





PRINTING INDUSTRIES ASSOCIATION of AUSTRALIA NATIONAL AND REGIONAL CONTACT DETAILS

National Office

25 South Parade Auburn NSW 2144

Telephone: (02) 8789 7300

Fax: (02) 8789 7387 Toll free: 1800 227 425 Email: info@printnet.com.au

Chief Executive Officer:

Philip Andersen

National Director, Employee Relations:

Greg Parkes

National Director,

Marketing & Media Services:

Joe Kowalewski

Financial Controller:

Geoff Ball

Manager Industry & Commercial Policy:

Hagop Tchamkertenian

New South Wales

25 South Parade Auburn NSW 2144

Telephone: (02) 8789 7300

Fax: (02) 8789 7387 Toll free: 1800 227 425 Email: nsw@printnet.com.au

Regional Manager:

Debbie Kearns

Victoria & Tasmania

18-20 Queens Avenue Hawthorn VIC 3122

Telephone: (03) 9291 5333

Fax: (03) 9819 6292 Toll free: 1800 227 425 Email: vic@printnet.com.au

Regional Manager:

Tony Duncan

South Australia (inc. N.T.)

202-204 Halifax Street Adelaide SA 5000

Telephone: (08) 8223 7391 Fax: (08) 8232 0872

Toll free: 1800 227 425 Email: sa@printnet.com.au

Regional Manager:

Al Chizmesya

Queensland

2/42 Finsbury Street Newmarket QLD 4051 Telephone: (07) 3356 0022

Fax: (07) 3356 0027 Toll free: 1800 227 425 Email: qld@printnet.com.au

Regional Manager:

Neal McLary

Western Australia

111-113 Burswood Road Burswood WA 6100 Telephone: (08) 9361 4625

Fax: (08) 9362 5085 Toll free: 1800 227 425 Email: wa@printnet.com.au

Regional Manager:

Paul Nieuwhof

Australian Capital Territory

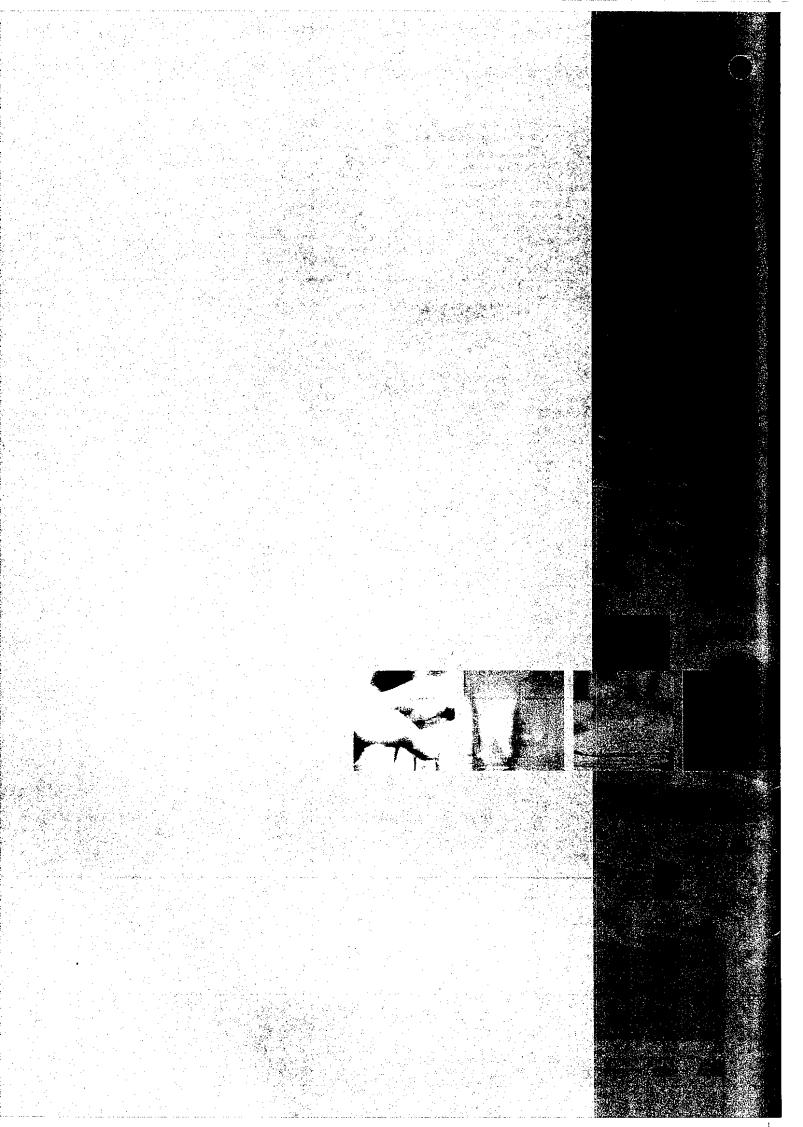
Unit 4, 1st Floor 8-10 Purdue Street Belconnen ACT 2617

Telephone/Fax: (02) 6251 0673 Email: act@printnet.com.au

Regional Manager:

Barry Neame

www.printnet.com.au



PROXY FORM

PLEASE NOTE THAT

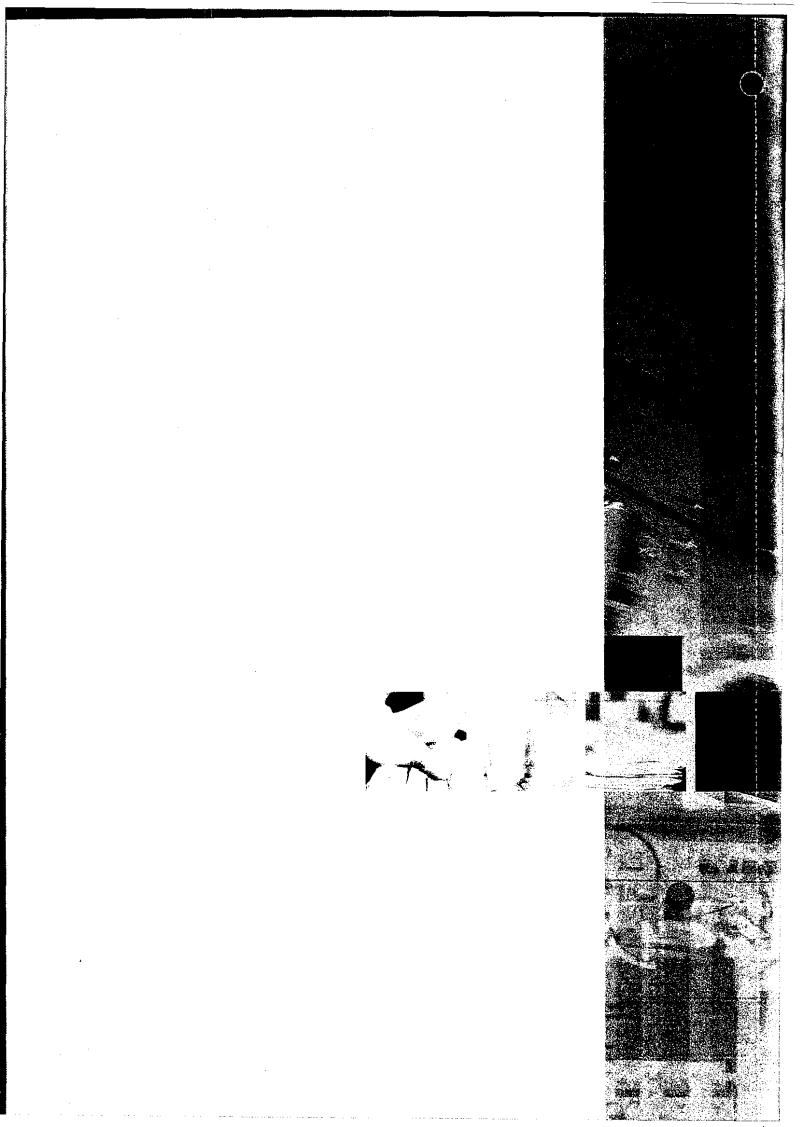
- 1. A member entitled to attend and vote is entitled to appoint a proxy. A proxy must be a Member or a Partner in a Member Firm or Director or Authorised Representative of a Company or Corporation, which is a Member.
- 2. Proxy forms must be lodged at the registered office of the company at least 24 hours prior to the meeting.

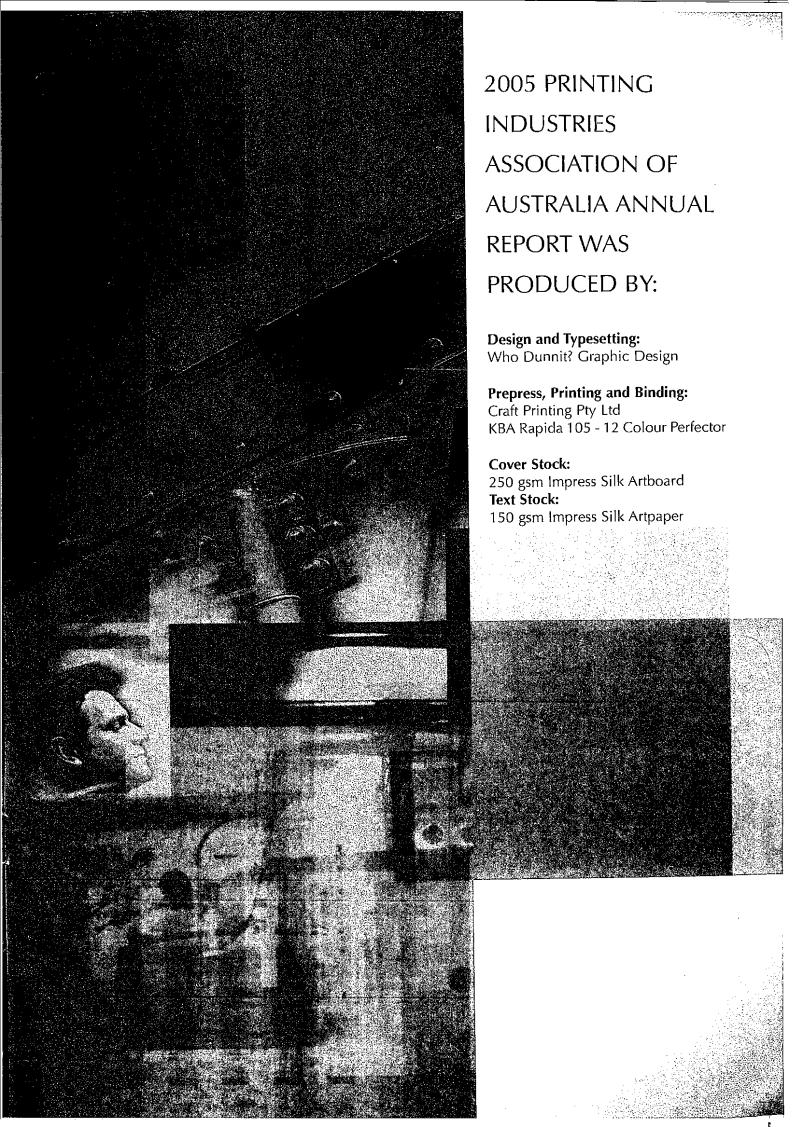
Post or Fax to:

Printing Industries Association of Australia 25 South Parade Auburn NSW 2144 Fx: (02) 8789 7387

being a
member of the abovenamed Association, hereby appoint
or, in their absenceof
as my proxy to vote on my behalf at the Annual
General Meeting of the Association to be held on Friday 12 May 2006 and at any
adjournment of that meeting.
SIGNED
this

l......of.....







Ms Belinda Penna Australian Industrial Registry Level 8 80 William Street East Sydney NSW 2011

Dear Ms Penna,

It seems that our annual financial statements which were forwarded to you after our annual general meeting have gone astray.

I now enclose a further copy of the audited Financial Statements for the year ended 31 December 2005.

I can confirm that the statements were forwarded to all members during April 2006 well in advance of the Annual General Meeting which was held on 12 May 2006.

I trust this meets with your approval.

Yours Sincerely

Ainslie Lamb National Honorary Secretary





Printing

Industries

Association of

Australia

ABN 84 720 646 451

25 South Parade

Auburn NSW 2144

PO Box 234

Auburn NSW 1835

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Mr Ainslie Lamb National Honorary Secretary Printing Industries Association of Australia PO Box 234 AUBURN NSW 1835

Dear Mr Lamb

Re: Lodgement of Financial Statements and Accounts – Printing Industries Association of Australia – for year ending 31 December 2005 (FR2005/618)

I refer to the abovementioned financial statements and accounts which were lodged in the Registry on 10 August 2006.

The legislative requirements appear to have been met, although your statement in your covering letter that the statements "were forwarded to all members during April 2006 well in advance of the Annual General Meeting" does not explicitly confirm that the requirement in s265(5)(a) of the RAO Schedule that copies be provided to members at least 21 days before the general meeting has been complied with. For future returns I would encourage the adoption of the form of certification as per the attached proforma which reflects the relevant provisions of the RAO Schedule.

I also note in the Income Statement an amount for Grants of \$4,405. If this amount included any single grant exceeding \$1,000, then a separate statement giving the relevant particulars is required to be lodged under s237 of the RAO Schedule, if it has not already been.

Thank you for lodging the documents. The documents have been filed. If you have any query regarding this letter or wish to clarify any aspect, please do not hesitate to contact me on 02 429 462 979 Mondays to Wednesdays.

Yours sincerely,

Stephen Kellett

Statutory Services Branch

14 August 2006

SECRETARY'S CERTIFICATE

I, (name),
a prescribed designated officer, certify that the enclosed documents lodged, being a copy of
the full report of the (organisation)
for the year ended 31 December 200_
are copies of the documents provided to members (on / /)
and subsequently presented to a meeting (specify whether general meeting of members or meeting of committee of management) in accordance with section 266 (on / /)
(Signature)
(Name)
(Position)
Date / /