Fogra in brief 2020
with declaration of membership

Fogra Research Institute for Media Technologies

Fogra Research Institute for Media Technologies carries out scientific research in the fields of print and media technologies with the objective to enable the industry to utilize the results of this activity. To this end the association maintains its own institute, with about 50 staff members including engineers, chemists and physicists.

The current budget is approximately €4.5 million. About 20% of this is made up of membership fees. Fogra has about 900 members. About two third of them are graphic art businesses operating in fields ranging from prepress through to bookbinding, while the remaining third are suppliers. About 40% of the members are based outside Germany.

Research grants mainly from the Federal German Government and the state of Bavaria account for roughly 28%, with the principal share coming from the Federal Ministry of Economics and Energy for the support of “Industrielle Gemeinschaftsforschung (IGF)” via the German Federation of Industrial Research Associations (AiF).

About 42% of the revenues are generated from other Fogra activities. These consist of technical reports, contract research, the sale of quality control devices and different vocational trainings.

The remaining revenues are made up of donations and other receipts. The donations are usually equipment or printing papers for research purposes.

Fogra activity profile

<table>
<thead>
<tr>
<th>Research</th>
<th>Knowledge Transfer</th>
<th>Committee work</th>
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<tbody>
<tr>
<td>with impact to the practice</td>
<td>trainings, symposia, publications</td>
<td>International standardization activities</td>
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<tr>
<th>Testing</th>
<th>Certification</th>
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<tr>
<td>with state-of-the-art laboratory</td>
<td>acc. to international standards</td>
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Structure

Members
About 900 members from more than 50 countries

Technical committees
Prepress
Offset Printing
Digital Printing
Packaging & Postpress
Security Applications
Materials & Environment

Executive committee
Stefan Aumüller, Chairman
Aumüller Druck GmbH & Co. KG
Markus Appl, Deputy Chairman
appl druck GmbH & Co. KG
Dr Bernhard Buck
Heidelberger Druckmaschinen AG
Reinhard Plaschka
Giesecke + Devrient Currency Technology GmbH
Dierk Schröder, Treasurer
Kroha GmbH
Matthias Tietz
Rheinisch-Bergische Druckerei GmbH

Managing Director & Director of the Institute
Dr Eduard Neufeld

Facts and figures
Research & development
The Technical Committees, responsible for various specialist topics, are a central part of Fogra. In these committees, specialists from printing businesses, and Fogra staff, define industry problems which are to be studied. The progress and results of work are also discussed at the Committee meetings. Thus the Committees fulfil a creative and a monitoring function. At the same time they characterise the work style of a collective research institute which meets the needs of the printing industry.

The printing industry is dominated by medium-sized companies and these differ from each other in their market objectives and in their production processes. The same holds true for their interests in co-operating with Fogra and is reflected in the multiplicity and diversity of our research projects.

Besides the 20 or so projects actually being worked on each year, the results of a further 10 that have been concluded need to be disseminated, whilst funding for a similar number for the following year needs to be applied for.

The range of these projects cannot easily be captured in a few brief words and so here are just a few highlights. For instance Fogra developed the “ProcessStandard Digital (PSD)” in close cooperation with the members of Fogra’s Digital Printing Working Group. The set of rules developed became the basis for PSD certification. This standard shall ensure a high production quality and a smooth production flow for companies. It is also possible to obtain a certification from Fogra or its partners when working by this standard. The free handbook ‘ProcessStandard Digital’ has been downloaded in the meantime from Fogra’s website more than 3,000 times.

The more recent topics include research projects in the field of RFID technology, such as the range reduction of RFID systems, for the digital transformation of the printing industry, possibly with “artificial intelligence” as well as for colour control in 3D scanning and printing.

Fogra of course continues to work on the foundations of conventional technologies. Examples of such projects include the “Investigation of standardized viewing cabinets in relation to high quality softproof matching”, “Methods to compensate the differences between proofing and production stock” or “Optimizing the inline measurement in sheet-fed offset machines”.

Further developments of traditional production methods or changes in workflows often require investigation in order to limit possible errors.

Testing & control devices
The consultancy, testing and expert opinion services offered by Fogra are of immediate use to the printing industry. On the one hand, close contact with Fogra ensures that a company keeps abreast of developments, whilst, on the other hand, considerable expense is avoided if, as happens several hundred times a year, the parties to a dispute agree to settle it out of court on the basis of a Fogra expert opinion.

Key activities of the departments

Prepress
- Digital reproduction
- Colour management
- Graphical 3D printing
- ProcessStandard Digital
- Acceptance tests of printing machines
Contact person: Dr Andreas Kraushaar

Printing Techniques
- Material impacts on offset & digital printing
- Print results
- ProcessStandard Offset
- Tone value increase, colour parameters
Contact person: Jürgen Gemeinhardt

Materials & Environment
- Physicochemical analyses
- Consumables (paper, ink, varnish)
- Additives (fountain solutions, cleaning & washing agents etc)
- Radiation curing systems
Contact person: Dr Philipp Stolper

Security Applications
- ID-cards, passport documents & banknotes
- Functional products, e.g. RFID
- Security features
- Bookbinding & print finishing
- Packaging
Contact person: Arne Müller
Fogra also has a laboratory for testing in addition to the anti-counterfeiting of documents, banknotes and packaging the resistance of identity cards, driving licences, bank and other cards to various external influences such as light, UV radiation, mechanical, chemical or climatic stresses.

Knowledge transfer and training
Knowledge transfer is a central task for our research institute. If the results of research are not published or presented then they have no public existence. Mere publication by itself is not enough. It is only when companies are aware of and use the results that they become relevant.

As the transmitter, the research institute needs to tune itself to the receivers of companies in the industry. Fogra transfers knowledge through a variety of publications, talks, consultancy and training activities and symposia.

Committees and standardization
Fogra protects and promotes the interests of its members in the field of standardization through its involvement in numerous standards committees. Two of Fogra’s staff members lead for example work groups of the Technical Committee 130 (Graphic Technology) with the International Organization for Standardization (ISO). The tasks of these span standardization in the areas of Prepress data exchange, Process control and related metrology, Media and materials, Environmental impact of graphic technology and Postpress.

Certifications
Such services include ProcessStandard Offset or ProcessStandard Digital certification and the certification of proof printing systems. Internationally operating “Fogra Partners” allow close-by consultancy. Fogra’s tests of cleaning and washing agents on behalf of the machine manufacturers are also recognized worldwide. The range of consulting has been extended to energy efficiency and mineral oil free printing.

Fogra membership pays off!
Fogra members are the motivation for the consistent practical orientation of our research. As a result they profit quickly and directly from the knowledge gained.

The edge in knowledge
→ You have a “hotline” to Fogra specialists: Call us and you will receive quick, competent support for minor queries free of charge on the phone.

→ All the latest abstracts of Fogra research reports and “Fogra News” are sent to you in printed form free of charge.

→ You will receive unabridged Fogra research reports (in German) free of charge (on request).

→ If you are interested in ongoing research projects, you can cooperate with us and are thus part of the progress process as it happens.

Services and products
As a result of the lower administrative costs we incur in delivering services to members, we are able to offer our members inter alia this price reductions:

→ As a member of Fogra, you will receive a 30% discount on Fogra's hourly rate on all consultancies, tests and expert opinions (costs of any materials, for travel and equipment required is excluded).

→ You save 30% when taking part at any Fogra symposium and most of its trainings.

→ Purchasing Fogra control devices or equipment, we also make an allowance of 30%.
Tax

The last notice of exemption (tax office reference no. 143/215/00707) which the Tax Office for Corporations, on 7 March 2018, sent to Fogra Forschungsinstitut für Medientechnologien e.V. (Research Institute for Media Technologies) acknowledged that Fogra serves scientific aims because it promotes research in the graphic arts industry. In accordance with § 5 Section 1 Item 9, Fogra was thus exempted from corporation tax. In accordance with § 10b of the German Income Tax Law, subscriptions and donations paid to Fogra Forschungsinstitut für Medientechnologien e.V. are tax-deductible:

### Fogra membership dues

The basic annual dues are at present € 1,315.00. The additional dues are at present € 1,103.00. Valid from 1 January 2020. Valid is the calendar year.

<table>
<thead>
<tr>
<th>No. of employees up to</th>
<th>Annual dues</th>
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<tbody>
<tr>
<td>100</td>
<td>€ 1,315.00</td>
</tr>
<tr>
<td>200</td>
<td>€ 2,418.00</td>
</tr>
<tr>
<td>300</td>
<td>€ 3,521.00</td>
</tr>
<tr>
<td>400</td>
<td>€ 4,624.00</td>
</tr>
<tr>
<td>600</td>
<td>€ 5,727.00</td>
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<tr>
<td>1,000</td>
<td>€ 6,830.00</td>
</tr>
<tr>
<td>2,000</td>
<td>€ 9,036.00</td>
</tr>
<tr>
<td>3,000</td>
<td>€ 11,242.00</td>
</tr>
<tr>
<td>4,000</td>
<td>€ 13,448.00</td>
</tr>
<tr>
<td>5,000</td>
<td>€ 15,654.00</td>
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</tbody>
</table>

For the purposes of this provision a company is the entire company including all associated parts of the company and business. Employees in a part of the company that has no commercial interest in the areas of the printing industry, its supply industry, the paper converting industry or the communication industry shall be excluded.

### § 10 b Purposes entitled to tax relief

Payments made to assist charitable, ecclesiastical, religious, scientific, and governmental political purposes, and also non-profit purposes which are acknowledged as especially worthy of support, are deductible as special expenditure up to a total of 5% of total income, or 2% of the total of overall turnover and of the wages and salaries paid in the calendar year. The percentage rate is increased from 5% by a further 5% in the case of scientific and governmental political purposes.

### Extract from the bylaws
dated 16 February 2017

#### § 5 Eligibility for Membership

1. The following may become and remain ordinary members of Fogra:
   a) natural or legal persons or associations of persons that are owners of a commercial company.
   b) federations.
2. Natural or legal persons or associations of persons that do not or no longer fulfil the eligibility requirements for ordinary membership may become and remain associate members of Fogra.

#### § 6 Cessation of Membership

1. Resignation may only take effect at the close of a financial year subject to 6 months notice having been given. The resignation must be made in writing to Fogra.

#### § 8 Obligations of Members

1. Those members specified in § 5 paragraph 1 a) shall pay the basic annual dues together with additional dues, the amount of which shall depend upon the number of employees.
   - Companies with up to 100 employees: the basic annual dues.
   - Companies with more than 100 employees shall pay the basic annual dues plus:
     - one set of additional dues for companies with up to 200 employees
     - two sets of additional dues for companies with up to 300 employees
     - three sets of additional dues for companies with up to 400 employees
     - four sets of additional dues for companies with up to 600 employees
     - five sets of additional dues for companies with up to 1,000 employees
     - In addition to the above scale, companies with more than 1,000 employees shall pay two sets of additional dues for every further 1,000 employees or part thereof.

For the purposes of this provision a company is the entire company including all associated parts of the company and business. Employees in a part of the company that has no commercial interest in the areas of the printing industry, its supply industry, the paper converting industry or the communication industry shall be excluded.

## Company Details

### DECLARATION OF MEMBERSHIP

Hereby I/we join Fogra Forschungsinstitut für Medientechnologien e.V., Einsteinring 1a, 85609 Aschheim, Germany, as an ordinary/associate member:

- **Company**
- **Street**
- **Country, post code, city**
- **Telephone**
- **VAT no.**
- **Contact person**
- **Direct dial (Contact person)**
- **E-mail (Contact person)**
- **E-mail for invoicing**
- **Number of employees**

In exchange for Fogra performing its tasks, I/we undertake to pay an annual dues in the amount of €

### Payment Details

- **Date, signature, company stamp**

Please send this document to Fogra, attn: Magdalene Glatz.