



UNIT 1002 – PAPER RECOGNITION & CALCULATIONS (1 DAY)

Target Audience:

Individuals who are new to a customer or supplier-facing role. This Unit is suitable for paper merchants, print buyers, paper agents, estimators and publishers.

On completion of this Unit delegates will be able to:

1. Explain the different units of measurement, sizes and weights of paper and board.
2. Consistently and accurately calculate paper requirements for a range of sheet and reel fed printed products and services.
3. Identify and explain the relationship between selling price, mark up and gross margin.
4. Explain the relationship between stockturn and gross margin return on capital.
5. Analyse and describe the main characteristics of a range of papers.
6. Explain the NAPM's 'Two Sides' initiative to customers.
7. Describe the specialisms of the main paper merchants and sellers.