



WEB COUNCIL

PRINT FUTURE A HOLISTIC VIEW

All India Federation of Master Printers organized AIFMP Web Council on 'Print Future- A Holistic' view on 25th May 2020. The web council virtual session/conference commenced at 4.00 pm on 25th May 2020.

Mr Harjinder Singh, Chairman-International Relations who moderated the event welcomed Office Bearers of AIFMP, Panelists and others to the Web Council - Virtual Seminar.

Mr Harjinder Singh invited Mr Dibyajyoti Kalita, President-AIFMP to deliver his welcome address.

Welcome Address By President-AIFMP: Mr Dibyajyoti Kalita, President-AIFMP wished good evening and welcomed the panelists and participants to the Web Council seminar on 'Print Future'. He said due to Covid-19 life has changed. He added that now situation demands that one should learn to live with Covid Virus until the Vaccine is developed and made available to everyone. He further said lockdown guidelines has been followed by printers both in letter and in spirit. He added public meeting(s)/ gathering has been suspended for the time being. He hoped **Covid-19** virus is eradicated soon.

President further said AIFMP through vendor had organized Web Council on Export Promotion on 9th May, 2020 with the guidance from Mr Manoj B. Mehta, Past President-AIFMP. He was glad to announce that AIFMP Web Council on Print Future was being held by Federation directly. He was over whelmed by the huge registration for this programme.



President appealed to all the participants to give healthy feedback about the current programme – 'Print Future-A Holistic View' to enable the Federation to make further improvements in its further Web Council seminars.

President expressed his deep gratitude to the panelists namely, Mr Ramesh Kejriwal, Mr Samir Patkar, Mr C.G. Ramakrishnan and Mr Bhuvnesh Seth for sparing their valuable time in attending the Web Council and sharing their rich experience and giving suggestions to the participants and the viewers. He also thanked Mr S R Sharma, Past

President-AIFMP for his keynote address, Mr Harjinder Singh, Chairman-International Relations for moderating the seminar, Mr R.N. Dutta Baruah, Hon. Jt. Secretary and Mr K. Rajendran, HGS-AIFMP for their valuable contribution for successfully organizing the AIFMP Web Council.

President further said he was delighted to note that Mr Raveendra Joshi-IPP, other Past Presidents of AIFMP, OBs and most of the GC members and other printers are participating in the Web Council seminar and expressed his sincere thanks to all of them. President welcomed all the participants to the virtual seminar and invited them to send their suggestions to the federation to make the future programmes innovative and most successful with this he concluded his welcome address.

Mr Harjinder Singh - expressed his sincere thanks to President for his brief and knowledgeable welcome address.



Keynote Address by Mr S.R. Sharma: Mr Harjinder Singh invited Mr S.R. Sharma Past President, AIFMP to deliver his keynote address.

Mr S.R. Sharma thanked Mr Harjinder Singh for his warm introduction. He also thanked President-AIFMP for giving an excellent over view of AIFMP.

He further said, he was feeling delighted to note that the panelist to the discussion(s) selected are the persons who are the actual driving force of Indian Print Industry. He added that when the matter of Covid-19 comes to somebody's mind it starts creating all sorts of hiccups, anxiety, fear and uncertainty about future. Whereas according to him Covid-19 is only a temporary phase. He added that Covid-19 has given all of us a different ways to lead the life, one should boldly face the reality and should not be afraid of it. He said too much fear in the minds of people will not result in solving the problems/issues rather solution will come out with positive attitude and positive intention to work. He further said there may be hiccups and bottlenecks for next 6 to 9 months, however the printing industry will overcome these thorns and will grow, as according to him Covid-19 has given us the great opportunity to be a global player in future and the Indian printing industry has a very bright future.

He further said observing safety of 3M's (men, materials & machines) is the vital issue across all the industries in India

or at abroad. He also advised printers not only to concentrate on local market but also should go global.

He advised printers to trust themselves, and their ability and they will be winners from 2021 onwards.

Mr Ramesh Kejriwal, Chairman-Parksons Packaging: The address of Mr Ramesh Kejriwal was revolved around under mentioned topics: -



- A. *Packaging Industry Over View*
- B. *Focus on Folding Carton*
- C. *Different segments within Folding Carton*
- D. *The overall size of folding carton market in terms of value*
- E. *The kind of strategy to be adopted to remain in the industry and how to export and become global player.*

I. Packaging Industry Over View: He said over all packaging industry involve flexible, paper board, metal and glass packaging. He further said flexible packaging constitute 64%, paper board packaging about 19% and Metal and glass packaging caters to 17% of overall market.

He further said post Covid situation there will be more growth in flexible and paper board packaging due to ban on single use plastic, FSSAI Regulations, consumer awareness, sustainability etc.

II. Different Segments with Folding Carton: He enumerated the main segments under folding carton as under: -

- a. *Pharmaceuticals*
- b. *Packaged food, beverages*
- c. *Home and personal care*
- d. *Apparel and consumer electronics*

He said post Covid-19 situation there will be tremendous growth in the pharmaceuticals products. He further said there will be more demands for packaged food and home and hygiene products like soaps, detergents and sanitizers.

He added that demand for products like apparel and consumer electronics may go down in the near future say for one year.

III. Total Size of Folding Carton Market: He said market size of these products are approx. Rs. 30,000/- crores per annum.

IV. Strategy for Future: He said operators should try to mould themselves post Covid-19 in terms of giving more innovative product to the consumer/market and adopt more standard operative practice of maintaining social distancing, maintaining hygienic conditions, complying with environment rules etc. which result in up gradation of quality of products, which will again help the printers to bring the quality products to global market.



Mr Samir Patkar, President-Heidelberg India: Mr Harjinder Singh requested Mr Samir Patkar to address the participants.

He further said that optimization of the cost is the need of the hour, one should be able to retain their financial strength and stay relevant and should be able to grab the opportunity.

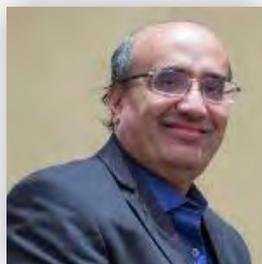
He added that labour issues being faced by businessman across all the industries including printing will continue at least for next 12 months due to the movement of migrant labourers from one state to another state.

He added that the Covid-19 pandemic has changed: -

- The individual business practices*
- The purchase methods*
- The need to adopt more safety of men, materials, machines and products.*
- The routing of supply chain.*

Mr C.G. Ramakrishnan – CEO, Technova Imaging Systems Pvt. Ltd.:

He said that Impact of Covid-19 and Lockdown and subsequent lockdown has tremendous impact on Indian economy & business. He added everybody has experienced for the first time in their life the combined effect of medical, financial and economic meltdown due to Covid-19 pandemic.



He said everybody including individual printing firms, MSMEs, medium enterprises and big corporate bodies are facing the problem of lack of demand and disruption in supply chain.

Mr Bhuvnesh Seth - Replika Press Pvt. Ltd.: Major features of his briefing were:-



- Availability of quality raw material is a serious problem, therefore Indian business man has to import quality quoted/art paper.
- In the recent past lot of printers have made huge investment in infrastructure
- Chinese labourers are very good in production, their productivity is more as compared with Indian labourers
- Chinese shipping facilities are good
- Chinese dedicated train corridors are also good.
- The Sagar Mala dedicated corridor is under progress in India
- Recently E-Book has got boost
- Book publishers exporting books are trying to rationalize warehousing cost
- Since India is major consumption centre for high quality books, post Covid-19 pandemic there is huge opportunity for book publishers to further their business

After the completion of technical session few questions were connected with the printing industry were asked and the panelists answered the same.

On the request of Mr Harjinder Singh, Mr K Rajendran, HGS proposed vote of thanks.



Moderated by:
Harjinder Singh
Chairman-International Relations