

PRINTING TIMES

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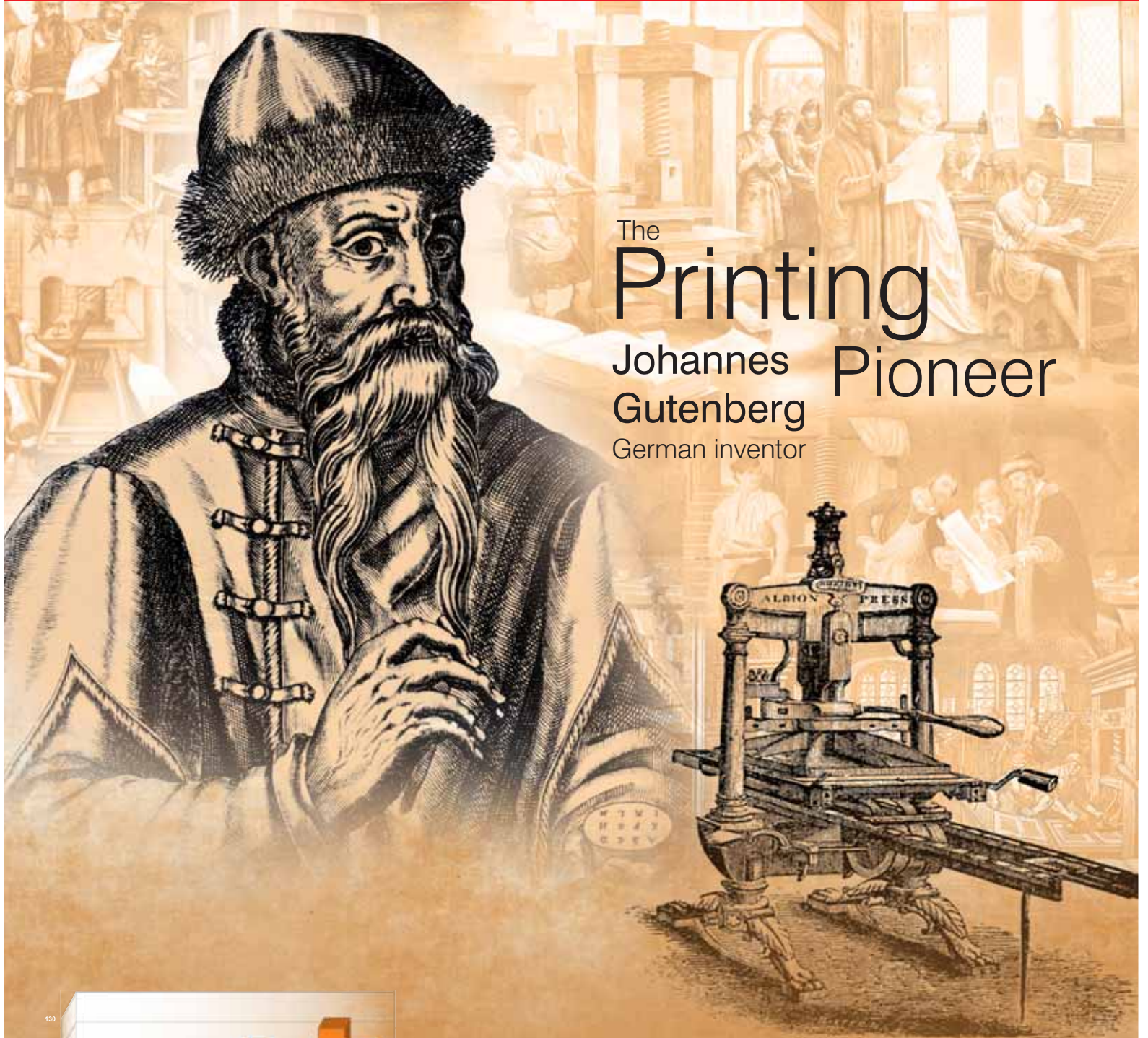
OFFICIAL JOURNAL OF THE ALL INDIA FEDERATION OF MASTER PRINTERS

January - February 2019

Volume 42

Issue No. 1

₹ 100



The
Printing
Johannes Pioneer
Gutenberg
German inventor



■ Pridex
■ Cardex

PRIDEX and CARDEX

Trends show year-on-year rise in input costs at 10.81% and 10.43% for the Packaging (folding cartons) and for the Commercial printing verticals respectively. Know more about the trend on page 36.

Diverse products. One expert solution. Gallus ECS 340.



LOWEST COST
PER LABEL



REDUCED SET-UP
TIMES



WIDE SERVICE
NETWORK

FEATURES

- Technical core Granite for High Stability
- Direct Servo Drives for high precision
- Shortest Web Path 1.1 meters
- Job Data Recall for faster set up
- Dynamic Print Pressure Adjustment
- Anilox and Print Cylinder Sleeve
- Chilled Impression Cylinder

With over 500 presses sold, Gallus ECS 340 is the largest selling Flexo press worldwide. Equipped to handle diverse range of materials: From labels, tube laminates, unsupported films, aluminium foil... the Gallus ECS 340 does it all. Expertly.

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Email: pravin.mahajan@heidelberg.com
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Safe Inks *for* **FOOD** Packaging



MGA NATURA - Low Migration Low Odour offset inks for maximum safety in food packaging printing

Packaging is continuously evolving to fulfil new demands in terms of productivity, aesthetics and environment friendliness. Safety in particular needs special attention due to stringent regulatory requirements and increased consumer expectations, especially in case of food packaging. Inks, being an integral part of packaging, need to be carefully designed to fulfil these requirements.

Hubergroup's MGA NATURA series complies with all FDA Standards and EC Regulations for folding cartons in food packaging. This results in reduced approval cycles and increasing production flexibility for brand owners; while printers and converters no longer need to maintain large stocks of a variety of ink types and undertake costly, time-consuming press wash-ups when packaging is destined for different global regions.

Hubergroup's own strict MGA guidelines for packaging printing inks guarantee that the ink is produced in compliance with all relevant standards –including Good Manufacturing Practice (GMP) requirements for printing inks for food contact materials. These new inks consist of substances that will not migrate or which have been approved for food contact. Brand owners and printers can be assured that these inks do not include impurities or undesirable substances which could inhibit regulatory compliance of food packaging.



CONSUMER SAFETY



REGULATORY COMPLIANCE



GMP SUPPORTED



AIFMP

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PRINTING TIMES

Founder Editor :

Late V N Chhabra



1927 - 2017

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Offset Packaging Solutions

your food stays protected, right from the farm to your plate



Product Basket for **100%** Protection!

Our Offset products have **IS 15495:2004** compliance

Features:

- ◆ Cobalt Free and Non-VOC ink
- ◆ Excellent color intensity with best setting properties
- ◆ Best in-class Rub Resistance

Regulatory compliance in case of Offset Packaging is as follows:

Cobalt Free

Non-VOC

EN 71

RoHS

SVHC

Packaging Waste Directive

"Make in India" campaign pertaining to printing industry.



Message FROM PRESIDENT

My Dear Friends!

Kindly accept my greetings and gratitude for your continuous support to me and my team of office bearers.

The 243rd Governing Council meeting and the 13th NAEP 2018 Award Function was successfully organized by MADOPA on 22nd - 23rd December 2018 at Madurai.

Myself, Hon. Gen. Secretary, Vice President (S), Hon. Treasurer & Hon. Joint Secretary were felicitated by Vellore District Printers Association on 6th January 2019 at Vellore during their 10th Anniversary Function.

Prof. Kamal Chopra, myself and other delegates visited China to participate the International Media Week of Print China 2019 from 8th January to 12th January 2019 organized by China Print Show Company Ltd at Dongguan, Guangdong Province, China.

I alongwith other office bearers attended the 14th Edition of Printpack India 2019 at India Expo Centre, Greater Noida from 01-06 February 2019, wherein many Indian and Foreign exhibitors had participated and displayed their printing, packaging and allied machinery items. A dedicated stall for PAMEX 2020 was set up at the exhibition centre. Brochures, pamphlets propagating PAMEX 2020 were displayed and distributed. Many foreign visitors evinced keen interest in PAMEX 2020. I had an opportunity to meet representative(s) from various countries and discussed with them issues impacting Global Printing Industry.

As an apex body of printers in India, AIFMP has been striving for the betterment of the Printing Industry by taking up various issues and grievances of the printers with the Government for the growth of Printing Industry, enhanced contribution of the printing industry towards National Growth, Skill Development, Human Resources Development etc. in the printing industry. As on-going process representation containing suggestions to boost export of printed materials from India has been sent to Department of Commerce, Department of Industrial Policy & Promotion (DIPP) and Directorate General of Foreign Trade requesting them for implementation of our suggestions in order to boost exports of printed materials from India.

We have again represented to Central Government that all printing products be treated as "Supply of Goods" irrespective of the fact whether the contents and/or paper is supplied by the client, advance received against "Supply of Services" should be exempted from the levy of GST. The Indian printing is growing however printers are affected from erosion of profits due to price fluctuations of paper and paper board resorted to by the Indian paper mills. We need to find an effective solution to resolve this issue.

Before concluding I would like to request all GC members and Past Presidents to attend in large number the ensuing Governing Council meeting so that vital issues impacting our printing industry can be discussed to find ways and means to address the said issues.

Raveendra Joshi
President





Amit International

(Former Distributor - Adast Dominant & Shinohara)

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全自动前缘输纸全清度高速模切机 OST-1480AXG/1650AXG Lead Edge Feeding Fully Stripping High Speed Die Cutting Machine OST-1480AXG/1650AXG

New DIE Cutting Machine



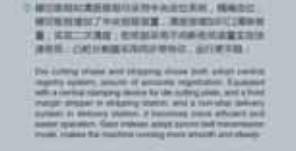
设备参数表

型号	Model	OST-1480AXG	OST-1650AXG
最大幅纸尺寸	Max. paper size	1480x1180mm	1650x1200mm
最小幅纸尺寸	Min. paper size	800x500mm	650x500mm
最大模切尺寸	Max. die cutting size	1450x1150mm	1620x1180mm
可加工纸版厚度	Paper available size	瓦楞纸厚 1-8.5mm Corrugated	瓦楞纸厚 1-8.5mm Corrugated
最大模切压力	Max. die cutting pressure	300t	350t
压力调整范围	Range of pressure adjustment	±1mm	±1mm
模切刀高度	Cutting roll height	23.8mm	23.8mm
模切精度	Die cutting precision	±0.5mm	±0.5mm
最高模切速度	Max. Speed	5200S/H	5000S/H
最小模切尺寸	Min. front margin	8mm	8mm
总功率	Rated power	35.5kw	38kw
电压	Voltage	380V ±5% 50HZ	380V ±5% 50HZ
整机重量	Weight	~24t	~27.5t
外形尺寸(含平台和导轨长度)	Dimension	8590x4200x2530mm	9160x5280x2530mm
外形尺寸(不含平台和导轨长度)	Dimension	7700x2790x2530mm	8270x2980x2530mm

模切机械 海德堡高速模切机
 GARATE MECHANICAL DB-08



01 采用国内最新研制的伺服电机，传动效率高且噪音低，使用寿命长，维护保养方便，且可实现全自动化，适合大规模生产和小批量生产。
 Adopt double servo and edge feeding mechanism, paper feeding and stripping accuracy more accurate and efficient, extending of paper feeding, combining size frame to be accurate and stable, suitable for various paper kinds in different thickness and size due to the top roller with frequency motor.



02 模切刀和刮刀均采用进口优质材料，精度高且使用寿命长，配备了先进的刮刀装置，提高了刮刀的耐用性和效率。此外，还配备了先进的刮刀装置，提高了刮刀的耐用性和效率。
 The cutting wheel and stripping roller both adopt leading quality system, amount of working negotiation. Equipped with a leading stripping device for the cutting wheel, and a fixed margin scraper in stripping station, and a striking delivery system in delivery station, it becomes more efficient and easier operation. Clear paper sheet system full maintenance work, makes the machine running more smooth and steady.



02 大型伺服电机，采用国际知名品牌进口电机，运行稳定可靠，使用寿命长，维护保养方便，且可实现全自动化，适合大规模生产和小批量生产。
 High-class servo for paper feed, invertal and most stable elements of famous brands in the world, make the machine running steady and accurate at high speed. Safety security device equipped, after a full test successfully safeguard for customer.



03 模切精度，平台、导轨均采用进口优质材料，精度高且使用寿命长，配备了先进的刮刀装置，提高了刮刀的耐用性和效率。此外，还配备了先进的刮刀装置，提高了刮刀的耐用性和效率。
 Die cutting roll frame, platform, baseboard, head box etc parts of made of high quality steel iron.



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HEIDELBERG



HEIDELBERG CD 6 Color + Coater 1995



Polly 466 Full CPC Year 1999
 Polly 466- Straight Full CPC, Year 2003



Adast 745C Alcohol Dampening, CPC Year 2000

KOMORI L528+Coater 1995 & KOMORI L426 -1988

High Quality Machines from Europe

Editorial



Dear Readers

As you read through the pages you can witness the Printers Day, Johannes Gutenberg being remembered and honoured throughout India started by AIFMP in 2013 has reached this day wherein affiliates have taken it upon themselves to conduct various programmes for social and noble cause, Various top printing technologists and printers giving technical seminars with attractive raffle prizes has been a great motivation for delegates.

On Exhibitions and Conferences that are happening at national and international level kindly do not miss out on these, as exhibitions provide face-to-face customer contact, which is the best way to build on relationships and form new ones with potential customers. Exhibitions and Conferences are highly cost-effective sales and marketing platforms.

Exhibitions serve as an influential platform for companies, professionals and industry experts to come together, share information and build long-lasting business relationships. In established economies, exhibitions are a vital part of product marketing, along with direct selling, advertising, direct mail and the internet. In new and emerging markets, they serve as a major stimulus for industrial and commercial development.

Expanding markets and globalization have made exhibitions as an inevitable part of marketing and promotions. Exhibitions offer a splendid showcase and opportunities unavailable to other marketing media.

Exhibitions are a pro-active platform for buyers. They can examine and discuss products of their interest, and also compare one product with other company's products, and return again for further examination- all within a short space of time.

Product research is another dimension, which can be explored by the likely buyers. Expert views on new developments and ideas for improving existing products are invaluable. Suppliers can prominently display their products, which attract visitors, buyers as well as the press. An Exhibition is successful when all these parameters are fulfilled.

Some of the proposed amendments to the GST statutes has come into effect from 1st Feb 2019, AIFMP had taken inputs from various affiliates and has given and further continue to give several representations to the concerned departments. GST has more or less settled now. GST related decisions will be addressed by the GST Council rather than in the Budget.

We know that the month of March 2019 and Financial Year 2018-19, is about to end, a list of Points to be kept in mind before 31st March 2019 in order to ensure smooth year end closing GST, TDS receivable and payable, advance tax

Wishing you all a smooth, profitable and safe 2019

Yours ever

P. Chander

Hon. Editor

Former President - MPLA & AIFMP

PAMEX 2020

International Exhibition on Printing and Allied Machinery Industries
Of the Printers - For the Printers - By the Printers

6 - 9 January 2020

Bombay Exhibition Centre,
Goregaon, **Mumbai**



Concurrent Events:



Board Meeting of
World Print and
Communication Forum



National Awards for
Excellence in Printing



Viren Chhabra Print Leadership Award

International
WPCF
Conference



Organised By:
ALL INDIA FEDERATION OF
MASTER PRINTERS

In Association With:
PRINT-PACKAGING.COM
(P) LTD.



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Tel:- 91-120-4300586-587
Email : info@print-packaging.com

www.Pamex.in



Representatives of the print media, associations and delegates of Asia Print from 20 countries and regions plus guests from all over the world gathered in Dongguan to take a peek at the upcoming fourth edition of Print China also known as the International Printing Technology Exhibition of China (Guangdong).

The show also known as the fourth International Printing Technology Exhibition of China (Guangdong), will be hosted from 9 to 13 April, 2019 at Guangdong Modern International Exhibition Centre. The total exhibition area of Print China 2019 will be over 1,40,000 sqm, and there will be more than 1,200 exhibitors and estimated 200,000 professional visitors.

During the Media Day, representatives from the 10 exhibitors including HP, Tianjin Masterwork, Heidelberg, Konica Minolta, Bobst, Komori, Koenig & Bauer, Zhongde Group, Dinga and Founder shared their plans and new product launches.

According to the annual statistics collected by State Administration of Press, Publication, Radio, Film and Television (SAPPRFT), in 2016, there were approximately 101,000 printing enterprises; the gross output value of the industry reached USD 170 billion, which met a 2.7% annual increase.

Interestingly enough, India ranks second in the number of visitors to Print China.

On 10 January, the media representatives visited Guangdong Modern International Exhibition Center to experience the modifications in the exhibition hall, one of the biggest exhibition centre in Asia. Representatives also visited Guangdong Lishunyu Intelligent Automation, Dongguan

Rank	Country	Percentage
1	Hong kong, Macau and Taiwan	15.6
2	India	7.75
3	Indonesia	6.96
4	South Korea	5.42
5	Malaysia	5.35
6	Thailand	5.23
7	Pakistan	4.68
8	Russia	3.76
9	Japan	3.23
10	Singapore	2.04

Shengtu Printing Equipment and Fu Lam (HK) greyboard manufacturing facility. At the centre of the Guangzhou-Hong Kong-Shenzhen Economic Corridor Dongguan is an important hub in the Guangdong Province. It is renowned for manufacturing and being a market for print equipment procurement, as well as foreign trade.

Visit to Fu Lam (HK)

Fu Lam, the manufacturer of greyboard has six lines of production in Dongguan and has been in operation since 10 years. It has an annual capacity of 350,000 tonnes for single-ply greyboard with gsm varying from 250-1650gsm.

The plant has a recycling system approved by the Chinese government and assures 100% water recycling. Along with the board manufacturing lines, Fu Lam has automatic lamination machines for rolls and sheets, microwave drying line, slitters and die-cutters.





Major product portfolios include 800-300gsm laminated greyboard, 560-2500gsm black cardboard, 560-2650gsm single/double side greyback duplex board, laminated foam boards, and laminated speciality papers with greyboard.

Fu Lam also has two sets of Kolbus and four sets of Horauf case-making machines with a monthly maximum output of 500,000 pieces.

On the afternoon of January 10, representatives from the printing associations of 46 provinces and cities nationwide held a symposium for the printing associations of various provinces and cities. The annual meeting of 2018 working committee confabulated about how the exhibition can be “bettered and improved.”

Inside Lishun Yuan Intelligent Automation manufacturing facility

China's Dongguan-based Lishun Yuan is a 17-year old company with expertise in rigid box manufacturing machines.

The company boasts of installations across the globe with presence in Europe, the United States, South-east Asia, South America, Middle-east, Africa and in 40 countries.

Lishun Yuan began its post-press manufacturing machines from semi-automatic machines such as paperboard slitter machines, paper box moulding and folding machines and today it manufactures fully automated intelligent rigid-box making machines. Committed towards quality assurance, the company follows 6S principles.

Lishun Yuan has dedicated manufacturing lines for wine and liquor box-making, book style box-making and manufactures modular machines as per customer requirements.

One of the flagship models of Lishun Yuan is the LY-412CCD, an automatic high-speed rigid box making machine. It is the combination of visual positioning host, automatic corner pasting machine and high-speed rigid box forming machine.

Applications of this kit are mobile phones, jewellery boxes, and gift boxes. Working at a rate of 25-35 pcs/min, has a maximum fold-in depth of 100mm. Lishun Yuan is represented in India by Ample Graphics who have installed 16 fully automatic rigid box manufacturing machines in India.

Dongguan Shengtu Printing Equipment

Established in 1998, Dongguan Shengtu Printing Equipment is a dedicated manufacturer for case-makers for hardcover bookbinding along with rigid box making machines.

It has a series of models such as ST036B/ST040PP (automatic hardcover production line); ST060H (automatic high-speed hardcover machine); ST036XL (automatic hardcover machine); and ST055PE (hot stamping machine). Shengtu believes in “trusting made in China, trusting made in ST”.

The post-press equipment manufacturing company is bullish about the Indian market. So much so, it has hired an Indian engineer to understand the needs of an Indian printer, better. In India, Shengtu has installed seven machines at Pragati Pack, SFA Print, and PK Pack among others.

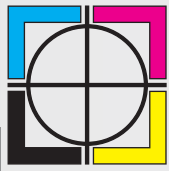
Theme of the show

The theme of the exhibition is: ‘Intelligence guide, fusion and innovation, service transformation, green development’. The industry has realised it has to see green and digital and intelligent in an integrated way. Therefore the five-day exhibition has been divided into 10 segments.

In addition, there are five thematic areas including internet + intelligent packaging, intelligent robot + printing, 3D printing, VOCs comprehensive management, and laser + printing are opened.

There will be overseas visitors from more than 140 countries and regions, accounting for 18%-20% of the total visitors. Hundred media groups will cover the exhibition. This includes 60 media houses from China and 40 overseas. Over 60 events will be hosted during the exhibition period, which shall include forums and technological knowledge exchange, Forum-PT 2019, The 2nd Asia Pacific Day, Global Print Annual Meeting, Asia Print Conference 2019, China Print Summit and China Print Awards.

Courtesy: Printweek



AIFMP



Eligibility Requirements

A nominee for the VCPLA must:

- ❖ Be widely recognized as having made a major impact on the graphic arts industry
- ❖ Have a record of participating in both local and national professional activities
- ❖ Have been active in the industry over a period of time and involved in many facets of the graphic arts industry
- ❖ The person shall be a wizard in printing and would have achieved something exceptional during his work span

The nominee is not required to be a member of AIFMP or any affiliate association, is not limited by age, sex, race, or geographic location, and may be either living or deceased. The ongoing and immediate Past-President of AIFMP and any member or relative of Viren Chhabra's family will not be eligible for Viren Chhabra Print Leadership Award.

The Award will carry a Citation, Shawl, Memento and a cheque of Rs. One lakh together with the bio-data & photo of Viren Chhabra.

How to Nominate Someone

Self-nomination are not permitted. Only affiliates, reputable institutions / individuals from the printing industry can make the nominations. To nominate an individual, please complete the nomination form and enclose a cover letter that briefly introduces the nominee. Please include the following information about the nominee:

- ❖ Your reasons for nominating this individual
- ❖ Dates of accomplishments; approximate dates are acceptable
- ❖ The industry organizations in which the nominee has been active (Give position titles held with approximate dates for each organization)
- ❖ Organizations outside of the graphic arts industry in which the nominee has been or is currently active
- ❖ Three industry leaders, with their phone numbers, whom we may contact in reference to the accomplishments of the nominee
- ❖ Additional supporting information, such as letters of support, a formal biographical description, or a resume for the candidate are not required but are welcomed.



Nominations for the 2019

**VIREN CHHABRA
PRINT LEADERSHIP AWARD
(VCPLA) are now open.**

- ❖ Submit all required and supplemental materials to:

Viren Chhabra Print Leadership Award

All India Federation of Master Printers

605 Madhuban, 55, Nehru Place, New Delhi - 110 019

Ph : 011-26451742 / 43, 41651742

Email : fopaid11@gmail.com

History of the Award

Established in the memory of Mr. Viren Chhabra, the most loved mentor figure of India's Print industry, who have gone far beyond standard obligations to become a significant force in shaping the business of printed communications. During his active years he has been universally acclaimed within the printing fraternity as the Ambassador of Indian Printers to the World'. 'Viren Chhabra Print Leadership Award' is recognized throughout the graphic arts industry as the highest awarded to an individual in our business.

The award recipient will be selected by a panel of industry leaders and is honored before hundreds of peers at Printing Industries of India during PAMEX at the time of NAEP Awards to be held on 8th January, 2020 at Mumbai.

Nominating an individual provides an opportunity to honor someone you believe has made a major, long-term contribution to and has had a significant impact on our industry.

2020.04



5-IN-1 MEGA EXPO COVERING
THE WHOLE PACKAGING
INDUSTRY CHAIN



Guangdong Modern International
Exhibition Centre,
Guangdong, China



SINOPAPER
SOUTH 2020

SINOFLEXPACK
SOUTH 2020

SINO
FOLDING CARTON
2020

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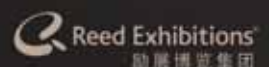
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Organizer



Organizer





ANNIVERSARY OF VDPA



Vellore District Printers Association felicitated the newly elected team of AIFMP and celebrated their 10th anniversary in grand manner on 6th January 2018 at Vellore.

Mr. Rajendran, Gen. Secretary, Mr. Senthil Kumar, Vice-President (S), Mr. Ravindra Reddy, Joint Secretary, Mr. P.Chander, Past President AIFMP & MPLA and G.C. & G.B. Members of AIFMP also participated in this programme and addressed the gathering. VDPA expressed their thanks to all OBs of AIFMP . More than 500 printers had attended the event and were appraised about latest printing techniques by specialists from EPSON, CANON, QTech and other companies.

During the inter-active session the doubts of the printers were clarified/cleared by Vice President (S), HGS and Mr Sridhar of Krishnagiri clusters.

VDPA's Executive Committee meeting was held on 28th February 2019 for considering the accounts, to participate in E-Age and Expo's to be held in coming months.

During the medial camp held on 12th December 2018 by Rotary Club of Golden City more than 350 persons were medically checked and medicines were distributed.



AFFILIATE NEWS

OPA Celebrated 70th Republic Day



Offset Printers Association celebrated 70th Republic Day with grace and dedication, Office bearers and Executive Members of OPA assemble at the office of OPA, Ludhiana. The national flag was unfurled by Mr Parveen Aggarwal, President, OPA, speaking on the occasion, Mr Aggarwal stressed the need for working in close cooperation. He said that future lies in networking and synergy. The proposed Printing and Packaging cluster at Ludhiana is the example of Strength and unity of the city printers. He said that each and every printer of the city will be benefitted from this project and today on this 70th Republic Day we take an oath for early completion of this noble project.

The Inventor of Printing Commemorated by DPA



For imparting written knowledge and education to one and all, the priceless invention of 'Printing' by Germany's Johannes Gutenberg over six centuries ago was a turning point in the history of mankind. 'Printing' is an inseparable part of people of all walks of life throughout the globe and its virtues and benefits are well known. To preserve the memory of Johannes Gutenberg, who is regarded as the Father of the Art of Printing, Delhi Printers' Association has been celebrating Printers' Day on 24th February every year.

As in the previous year, DPA celebrated Printers' Day on February 24, 2019 by organising a function at the centrally-located orphanage Arya Anathalaya in Daryaganj where DPA's Executive Committee members, former Presidents and some printer members assembled for serving lunch to nearly 800 inmate students. As a special gesture EC Member Mr. Vijay Goel had brought chocolates for all the students.

After the event, all the office bearers, EC members, former Presidents, guest members as well as DPA staff had the same lunch which was provided to the students.

DPA has also been holding social cause events like Free General Health and Eye Check-up Camps where about 500 employees of local printing units as well as underprivileged people benefit with free eye check-ups, medicines and spectacles. In addition, DPA arranges books from printer members to be distributed to needy students, from different backgrounds who cannot afford to buy books, with the aim of Education for Every Child.



TOPA Celebrates Printers Day 2019



TOPA Celebrates Printers Day every year very Enthusiastically. Printers Day celebrations this year were performed at various places. This year also, TOPA has conducted the Essay Writing competition for the Students of Govt. Institute of Printing Technology (GIPT) at Secunderabad and announced the names of three prize winners.

President TOPA, C. Ravinder Reddy was the Chief Guest at a Printers Day celebrations function at Warangal on 24-02-2019 in the morning at the Athidi Ashramam - Mentally Challenged Children's Home, Warangal donated furniture and Steel Almirahs for the Home for the benefit of Children. He distributed food and Sweets to the Children. All local Printer Associations' members also were present in celebrating the Printers' Day in this unique way.

In the evening at a function organized by Warangal city Printers Association, he advised all printers to be united to get the benefits. He also advised them to urgently register for Udyog Aadhaar to get the benefits applicable to the MSME category. He distributed prizes to the Winners and Runners of tournaments conducted for printers in Cricket, Chess and Carroms. It was a very well attended function with 300 printers including their families. Senior Printers were also honoured on the occasion.

AOPA Printers Day Celebration

To pay homage to the father of modern Printing, Sir Johnes Gutenberg, Printers Day was celebrated by Amritsar Offset Printers Association on Sunday 24th February 2019 at its office New Golden Avenue, Amritsar.

The celebration started with the Hawan Yagye. All the member participated in the ceremony by reciting the holy mantra and wished prosperity of the printing industry and peace in the whole world.

On this occasion photo gallery of AOPA activities "Moments of togetherness" was displayed.

This photo Gallery was viewed and appreciated by all the members.

In the end of the function a general knowledge quiz programme was organized. More than 25 prizes were given to the winners. It was immensely enjoyed by one and all.

AOPA President Dinesh Mehta, Gen. Secy. Ajay Seth, Fin. Secy. Jaswinder Singh, Secy. Anil Mahajan, Manish Kapoor, Aditya Bhatia, Vipin Marwah, Surinder Thakur, Varjit Singh, Deepak Aggarwal, Rakesh Luthra, Pawan Arora, Hardeep Singh, Rakesh Vij, Varinder Mahajan, Kapil Goyal, Naveen Khanna, Kapil Sharma, Harbhakash Singh & his team from Batala, Sanjay Batra and others were present at the function.



KMPA has Celebrated Printers Day

KMPA has celebrated **PRINTERS DAY** on Saturday, **23rd February 2019** at Park Central Hotel, Kaloor, Kochi. Hon. Justice V.G. Arun, Judge, High Court of Kerala was the Chief Guest of the function.

Veteran printer Mr. P. M. John (Propetior) of Printocraft, Kochi) was honoured at the function.

The flood relief contribution from AIFMP to the flood affected members of KMPA was distributed during the function.

At the end, there was an interactive panel discussion on **Printpack India 2019: Signs & Trends** moderated by Mr. Raju N. Kutty. Mr. G Venugopal, Mr. Shaji Manjooran, Mr. Deekhith, Mr. Anoop and Mr. Sebastian were the other participants of the panel discussion.



Madurai District Offset Printers Association celebrated Printers Day in remembrance of Johanus Alios Senefelder who discovered Offset Printing technique. Every year MADOPA celebrates Printers Day in a Nobel way by making contributions to the needy people in the society.

This year, MADOPA celebrated Printers Day on 26th February 2018 at N.M.R. SUBBRAMAN MEMORIAL PRIMARY SCHOOL, 12, Dr. Thangaraj Road, Near Madurai Law College, Vinayaga Nagar, MADURAI - 625 020.

Secretary, K. Rajasekaran presided over the function and gave the Welcome address. R. Ayyapan, R. Velumani, K. Ravi, V.Sundarrajan, A. Ravichandran, V. Venkata Anand P. Karthikeyan and J. Saravanan attended the function.

Members enormously contributed to this Nobel cause and we presented Towels, Notebooks, School Stationeries, Tooth Paste, Brush, Washing Soaps, Bathing Soaps, Buckets, Mugs and amenities to the children's.

Interactive sessions held and students actively participated in it. Sweets and snacks distributed among them. Around 106 students studying from Standard 1st to 5th are present in the school. Mrs. Vanitha, Warden of the School accepted our contributions. MADOPA take pride in organizing this event and event like this make more strength among us.





Tiruchirappalli District Printing Owners Association

Conducting a programme Free Medical Checkup for the
Celebration of Printer's Day and Women's Day on 24.02.2019






PS19: Above and Beyond PRINT

Cool morning breeze from the Arabian sea, grand and picturesque view of the ocean from the Nariman Point, and the majestic entrance of Mumbai's epicentre for arts and culture – the National Center for Performing Arts (NCPA) – meant only one thing for each person being greeted at the registration counter; it was PS19 time, and the PS was back at the NCPA after a gap of a year. BMPA's flagship annual conference – Print Summit aka PS – was organised on January 24, with sponsorship from Canon, Koenig & Bauer and ITC Paperboards and Specialty Papers Division (PSPD).

Global brands with local control will shape the future of print

CEO of Gelato Henrik Mueller-Hansen opened the PS19 with his presentation about 'Disruption in the Print Industry and What it Looks Like in the Future'. "We are a part of the largest industry worldwide, much ahead of the music industry and the IT industry," Mr Muller-Hansen assured, "technology will disrupt our industry as it has disrupted other industries." CEO of one of the disrupters in the print industry, he leads a company that provides services to the brands and the printers across the globe to manage print jobs with precise local quantities, while maintaining the control over quality and costs. Mr Muller-Hansen's message was clear: it was time to think beyond digital vs offset because the avalanche of IT and connected technology was her to stay and enable customer-market linkages in the drastically different ways we have not imagined or experienced so far.

January 24 was the day of celebrating print: with wise speakers from a wide range of industries, with sparkling wine in the evening, and the entertainment meant for Nawabs. It was PS19-day!



"Print will not vanish, but global brands would want local control over their print-communications," said Mr Muller-Hansen.

Assess your business, assert yourself and innovate to turn customers into partners

"I am nobody wiser than you. I am just a printer like you all. What sets me apart is I do business on my terms," said Director of Chanakya Mudrak Inder Kumar Arora. He strongly believes in involving the next generation and young blood in the family business to bring fresh perspectives and innovative ideas on the table. After running his print business for years on the conditions and terms defined by his clients and experiencing decaying profit margins over the time, he realised the need to take a fresh look at his business, and he set himself on the path to success. "I refused clients that did not pay well and pay on time. I focused on value adding to the jobs for those clients who valued our work," added Mr Arora. Soon he realised that with innovative value additions he could not only delight his customers but build a rapport with them that was way more profitable for his business.

Don't underestimate the impact of delayed payments

Founder and Co-founders of TimePay, Animesh Kejriwal and Pawan Bindal had a fascinating presentation at the PS19.

Being a Director at Parksons with his father Ramesh Kejriwal, Animesh knows print and packaging business far too well; he understands the critical pain point of the industry: delayed payments.

Animesh and Pawan's startup TimePay provides a receivable management tool that helps businesses manage their dues, send automated reminders and improve their collections. A rupee earned on time is rupee added to your profit; a delayed payment means the loss of liquidity and interest; the duo's presentation particularly helped the PS19 audience understand the matrix of regular and timely receivables. Through some simple calculations and real-life examples, the pair educated the audience how it was essential for them to improve collections, reduce credit periods given to the clients, and better control receivables to arrest the erosion of their profits due to delayed payments and unreasonable credit periods granted to the clients.

Think before acting; challenge the negativity in life

Brahma Kumari Sister Shivani, a teacher and a practitioner of Rajyoga, delivered one of the most thoughtprovoking yet calming talks at the PS19. "Need of the hour is to pause to check everything," Sister Shivani added, "unknowingly and unconsciously we are doing many things that harm us all."



Who gets angry? when she asked the audience, the instant reply was, "we all!" Sister Shivani quickly pointed out that by saying 'we' and not 'I' we are finding justification and legitimacy for the anger. Deep within we know that getting angry and being agitated all the time due to stress is not correct, but by generalising the problem, we are normalising it.

"The same thing happens at the workplace. The moment we get angry at someone, the person gets stressed. He or she takes that stress out of colleagues, at home, and comes to the office more stressed the next day," Sister Shivani simplified the chain reaction of anger in our lives. Her mantra for successful lives, personal and professional, was simple: think through before you act. Challenge the negativity in your life. Be positive and spread positivism through your behaviour.

Make your own path; don't be afraid to take innovative decisions

Panel discussion Good 2 Great literally stole the show in the first half of the PSI 9 with interesting business experiences and insights from three of India's best-known entrepreneurs: Ankit Chona, MD, HRPL – Havmor Restaurants and Huber & Holly; Arokiaswamy Velumani, MD, Thyrocare Technologies; and Pawan Poddar, Director, Ashirvad Pipes. The panel discussion was moderated by Editor and Senior Producer of Times Network Sunanda Jayaseelan.

While each of the three entrepreneurs put forth different views based on their life journeys, business innovations, and business sectors, the one attribute common among them all was continually striving for business growth through innovations and delivering consistently good quality products and services.

Coatings for glossier margins

Don Newberry, Senior Marketing Manager at ICP Industry, delivered a short yet exciting presentation at PSI 9. His talk focused on creating differentiation with coatings, in the crowded and the monotonous market where everybody is doing the same thing with the same materials and the same machines. Coatings not only help add value to the printed products by adding features such as gloss, durability, and more, the correct application and use of coatings can add value to a print business' margins.

Mr Newberry, while explaining a range of coatings and their application benefits, insisted on the fact that experiments and innovations with coatings certainly help printers deliver a better experience to the end user; and this allows printers command better margins.

The two different strokes

Mehul Shah, Founder of Encube Ethicals and Siddharth Roy Kapur, the maverick film-maker and the founder of Roy Kapur Films,

spoke on seemingly not-so-relevant topics for the printers and the printing industry. However, PSI 9 is known for such different strokes, and these two were undoubtedly the masterstrokes.

Mr Shah's experience as the founder of one of the largest contract manufacturers for pharma sector – the company that manufactures various drugs for the range of original, innovator pharma brands – underlined the great importance to be accorded to different best practices and compliance followed globally in a particular industry. If one has to compete and excel in the international markets, one must comply and develop the best practices followed by the best of the industry players; it not only makes business sense in the long-term but also helps even the contract or the supporting industry – like the printing and packaging industry – firmly establish themselves as brands in the business-to-business segments.

Mr Roy Kapur shared insights from the entertainment industry and emphasised on the technological disruption his industry has seen over the past decade. The entertainment and film industry has had to evolve, innovate, and leapfrog time and again to embrace and ride the rapidly changing technological landscapes, and thereby, customer behaviour.

"If we cannot deliver an experience to the audience, we will fail," Mr Roy Kapur added,



“the audience watching movies on the mobile screen seeks convenience, while when the same audience walks into the cinema hall, it expects the grandeur of the cinematic experience. From the luxury of the multiplex to the combined experience of the big-screen viewing.” Going forward, delivering experience through their products and services are going to be the success mantra for a lot of industries, including printing and packaging.

As usual, the Raffle Rounds through the day gave away prizes to the members of the PS19 audience. The Raffle prizes included iPhone 8, Bose Revolve Speaker, Bose SoundLink Speaker, and Apple AirPods. The surprise win at PS19, however, was the unique furniture made out of corrugated board. The furniture set – four chairs and a centre table – was created by Amit Shah's Spectrum Scan, besides all other props on the stage, including the Raffle Tumbler, Podium, and more. The furniture set stole many hearts and surprised many from the audience and certainly all panellists of Good 2 Great panel discussion, who comfortably used the furniture through the hour-long panel discussion.



REPUBLIC DAY CELEBRATIONS 2019



PPOA had organised a Flag hoisting ceremony on the occasion of Republic Day, at the hands of Mr Raveendra Joshi, President of the Association, in the premises of “ Pune Mudran Vidyalay Bhavan” on 26th January 2019. The ceremony was attended by office bearers, senior members and workers of the print fraternity.

On this occasion, Mr Pramod Khole, of M/s. Deccan Litho Press, handed over to the Association a rare album and a rare screen frame to be kept in the Association’s museum. Mr Raveendra Joshi, President, acknowledged this gift as a manifestation

of the love and faith members have for the Association. He also expressed immense satisfaction that such an invaluable and antique gift would now be included in the museum exhibits. He invited all members to the museum.

The Association is celebrating its centenary year in 2019 and has organised various events to commemorate this. A cricket tournament is scheduled for 19th February 2019, a pan India Badminton tournament is scheduled for 9th and 10th March 2019. Mr Raveendra Joshi called upon all members of the Association to actively participate in the events and enjoy the celebrations.

PLANT VISIT ORGANISED FOR MEMBERS OF THE POONA PRESS OWNERS ASSOCIATION LTD



A visit was organised to the 'Chitale Bandhu Mithaiwale' plant at Ranje, for members of the Poona Press Owners Association Ltd. On the occasion of Printers' day, celebrated on 24th February every year, the Association had arranged for this visit. A bus was booked for the journey to and fro and breakfast and lunch was also served during the day.

Mr Sanjay Chitale and Mr Indraneel Chitale, directors of the company, welcomed the visitors and accompanied them for a visit inside the Plant.

Maharashtrian delicacies like Bakarwadi, Kajukatli, Mango barfi, Suttarfeni amongst others are manufactured in the Plant. Father – Son duo took great pride in explaining the process while actual production was taking place. Visitors were very impressed with the calm atmosphere and with the neat, clean and spic and span environment.

The hosts had organised to showcase a documentary featuring the story of 'Chitale Bandhu Mithaiwale' accompanied with tea and snacks, for the visitors, in their conference hall. Later Mr Chitale answered all queries raised during the open discussion between visitors and hosts.

Forty two enthusiastic members of the Association participated in this excursion and thoroughly enjoyed the day.



AFFILIATE NEWS

PPOA PREMIER LEAGUE 2019



The Poona Press Owners Association Ltd is celebrating its centenary year in 2019. As a part of the year long celebrations various programs and tournaments have been organised by them for their members. PPOA's first cricket tournament, the PPOA premier league, was held on 19 February 2019 at the PYC Club, Deccan Gymkhana, Pune.

A call for participation was met with fifty four enthusiastic applications. Along with members, a majority of the directors also applied and participated in the tournament. Six colourful teams, with nine players each, were formed. The teams were Magenta, Yellow, Violet, Red, Orange and Blue, named after the different inks used in printing. The unique relation between printers and colours was taken to the next level in this tournament. Every Printer gave a colourful performance and each team vied with the other for brightness and intensity.

Team Magenta won the tournament and lifted the PPOA trophy. Awards and certificates were also given to Best Bowler, Best Batsman and Best All Rounder. The prize distribution was done by ex Ranji player Mr Prasad Kanade. The entire tournament was played in true sportsman spirit and ended on a harmonious note.



Mumbai Mudrak Sangh(MMS) organizes Knowledge Sharing Workshop on “Succession Planning and Risk Mitigation

Anirudh Jain and Saurabh Parekh emphasized the need of succession planning and risk mitigation at the Knowledge Sharing Workshop at the MMS Training Centre.

On February 8, 2019 MMS' Knowledge Sharing Workshop (KSW) focused on 'Succession and Risk Mitigation', conducted by Anirudh Jain, the Business Director of Centrum Insurance Brokers Ltd., and Saurabh Parekh, Vice President of Centrum Wealth Management Ltd. As the family-owned businesses dominate our industry, succession planning and risk mitigation are a lot more relevant and important for our industry and any other industry.

Need for financial planning

“Nobody plans to fail, but we fail to plan,” Mr Jain struck the right cord right at the beginning, highlighting the importance of financial planning and investment. We need to have constructive financial planning and we need to keep a check on the execution of our financial planning on a regular basis, this is what he emphasised on. Moving ahead with the presentation, Mr Jain talked about the changing responsibilities in our life and how one is obliged to address them by evolving financial planning with the changing times.

To face the unforeseen situations in the future, we need to have an insurance cover so that we do not compromise on things and lead financially secured lives. Along with having an insurance cover one should have the habit of systematic savings. People must keep on reviewing their financial standing on regular basis and take steps accordingly by saving money into PPF (public provident fund), mutual funds and other saving devices.

There are certain personal duties such as advanced professional education, securing your health and other important events in life which we cannot avoid. Here, in such situations, insurance plays an important role in both the cases either when you are alive to enjoy the fruits of your efforts or to support your family after you in other crisis. Insurance provides you a guaranteed cover to support your family and you; this is what he emphasised on.

Mr Jain mentioned two important points. He said, “There are two things growing at an increasing rate. The two inflation rates growing at a faster rate are education and health which are growing at least by 15-20% every year and one cannot compromise on health and education”.

In such cases, it is crucial to have a health insurance plan and this should be executed when one is fit, healthy and young. In addition to that, he stated the objectives of financial planning.

- To prioritise the goals into short term/ medium/long term.
- To design solutions to meet the goals.
- To ensure that you save and invest appropriately to meet your financial goals.

We need to change our thinking regarding the investment, savings and expenses equation. The expected equation is, $Income - Savings = Expenses$ and what most of us follow is $Income - Expenses = Savings$ which is incorrect as far as securing your future is concerned.

How to go about financial planning

In general the process of financial planning involves few steps. The financial consultant first collects the data and information and then analysis the financial needs of the customer. On the basis of that he recommends apt solutions. Talking about prioritizing the short/long/medium term goals, a financial consultant then designs and suggests the planning solutions.

Facing the highs and lows in life, Mr Jain graphically explained them. The highs or positive events include education, good job, marriage, retirement, wealth creation etc. On the other hand, the negatives are premature death, loss of job, accidents, disabilities and critical illness which can lead to a downfall in the investments and savings that we plan and do. To face all these unforeseen changes and unpleasant situations in life, we must secure ourselves with the protective cover of making the right investments in the first place.

We worry on either of the two things; the fear of dying early and the fear of living for a longer period of time. According to statistics only three out of four people in India reach the age of 60 years. The main question arises here, how much of an insurance cover should a person have? He gave an example by saying, “If my income is 100 then I should have an insurance cover of 1,000.”

Being a director of Centrum insurance brokers limited, he had something to say as why as a company do they suggest on Insurance being the best financial planning saving tool.

Insurance as a financial tool has a wide spectrum as very well explained by Mr Jain. Life insurance not only gives you the return on your savings and investments but it also provides you with the amount which you could not save because of unforeseen events. It is not an asset which you can buy, but it is an instrument to carry out your future plans. Other plus points like a guarantee of return, a convenient tool to carry out your future plans without failing make 'insurance' a best financial tool.

To conclude this session, he showed a picture of the insurance planning pyramid. The primary level is life insurance and the consequent steps are health insurance, emergency funds, secured funds and lastly the growth funds. How one needs to first prioritize his life insurance and then slowly climb onto grasping the growth funds level was clearly explained.

Planning a rulebook for your successors

While taking care of ourselves and our family through tools like life and health insurance, succession and transferring and planning your wealth and business to the next generation after you, is of utmost importance. That is when the thing of estate and succession planning comes into the picture. The next part of the session was all about estate and succession planning, conducted by Mr Parekh.

The thing about succession planning that we observe is, there is a lack of awareness. Mr Parekh said, "this planning is not only about finance, it is also about the slow transition to the next person who is going to get these assets." There are reasons why estate planning is essential especially when you are running a family business. The profits earned through your business should be separated from the personal assets. Both, the business and personal assets should be managed in the most tax efficient manner. One of the major hindrances for smooth transfer of assets from one generation to another is family disputes. If things are laid out clearly, the issue of disputes and misunderstanding will not arise.

Importance of your Will and the related aspects

Moreover, what are the consequences if we do not have done succession planning? To answer this question, firstly we need to address the diversity of religions around us. Different religions have different rules laid down for their individual succession certificates. There is Hindu succession law, Muslim succession laws and laws for other communities. The point he tried highlighting was, "suppose I have made a plan to say how my assets or my wealth will actually go to whom?"

Here the respective laws will actually influence the whole event of succession. All this is important and there is a reason why it is so. At times, the people other than the ones whom you intend to give the assets also have the rights over the assets so one should be definite and precise as far as this whole procedure is concerned. Complications arise because people are not following the right path.

Mr Parekh also mentioned about the commonly used estate planning tools. The first and foremost thing is nomination which should be done at all possible places like bank accounts, life insurance etc. Secondly about the Joint holdings, if any one if the partner dies, the other is just a custodian and this is very important to know. The next point was about the Hindu Undivided Family which is not basically a law but a right vested by birth. The last one was about gifting property and different rules under this act of gifting. Getting more precise with the 'Will' part, he talked about the different components which ought to be included in a Will. The components include: name and date, appointment of the executor, legacies, witnesses and a doctor's certificate to say that the person has gone through health checkups and was in the right mindset before making the will. The other two aspects are probate and the registration. All these small yet important things build up the flow of transition to the next generation or the next person to obtain the assets.

Along with what is required in a will, deficiencies in a Will were well explained in the session and are also important to understand, but are generally given less importance. As mentioned earlier, a Will needs to be registered in the court of law. Otherwise it can lead to various obstacles, mainly negative if challenged. It is important to note that a Will is made during the lifetime and is enforceable only post lifetime, and hence can lead to disputes and disagreements which can be prolonged and painful. This can lead to 'Probate of Will' also as a solution, but this would bring the existing Will in the Court of Law and subsequently in the public domain. This also delays the out come of the Will for years. A Will if unacceptable to parties involved can also be challenged.

Considering the importance of this topic and the positive demand from BMPA and MMS members, this KSW will soon be conducted again. To know more, write to Manohar Ahuja, Executive Secretary or Deepak Wadekar, Assistant Secretary, at ex.sec@mumbaimudraksangh.org.

OPA Felicitated Benny Landa

AFFILIATE NEWS



13th February, 2019 was a golden day for Offset Printers Association (OPA), it is on this day OPA delegation visited office of Landa Digital Printing at Rehovot, a city located at 40 minute drive from Tel Aviv, Israel for the 'Darshan' of Benny Landa – the father of Digital Printing.

Born 2 June 1946, Benny Landa is an Israeli entrepreneur and inventor. He founded Indigo Digital Press in 1977 and The Landa Group in 2003. He is the path maker who stunned the world, especially the 'People-in-Print' at IPEX in 1993, when he unveiled the E-Print 1000 - the world's first digital colour printing press.

A Benny Landa revolutionized the printing industry once again by introducing yet another technology – Nanography in the year 2003 that brings digital printing to mainstream production.

After selling the Indigo Digital Printing to Hewlett-Packard in the year 2002 for US\$ 830 million, Landa established The Landa Group for

nanotechnology research. Working with nanoparticles, Landa and his team sought to capture environmental heat from the surrounding air and convert it into electricity. Landa's research group observed that many materials exhibit unusual properties at the nano-level. They used that discovery to experiment with pigment colorants for print production. Landa created Landa Digital Printing to further commercialize the nanotechnology solution for printing. The group developed a printing ink using the Nano pigments, called Landa Nano Ink and an offset digital printing process called Nanography.

PRINTPACK Roadshow at Jammu



The event was graced by Mr. Vinay Kumar Gupta, Vice President IPAMA, Sr. Iqbal Singh, Hon. General Sec. IPAMA, Mr. T.R. Mahajan G.C. Member IPAMA, and members of J&K Offset Printers' Association (JKOPA) who whole-heartedly collaborated with the organization of the event

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I, K Rajendran, hereby declare that the particulars given above are true to the best of my knowledge and belief.

Sd/-

K Rajendran
Publisher

Import-Export seminar organised by Dombivili Shahar Mudrak Sangh

AFFILIATE NEWS



Our aim was 'to think bigger'.

Near about 25 to 30 participants attended the program, Mr. Ajit Shah, who is having 35 years of experience in the field, was invited as the key note speaker.

Shri Manoj Mehta, who was invited as Guest of Honour, also addressed the participants and told the importance of Import-Export.

Mr. Ajit Shah explained the concept in very simple way so that a lay man can also understand the basics of Import-Export procedures.

Meanwhile, Mr. Sachin Ghosalkar was felicitated in the hands of Shri Mukundbhai Inamdar, Past president MMP, for his wining of awards at NAEP.

Program was concluded by thanks giving by Shailendra Pople, President at 9.00pm

There was anger towards the terrorists amongst everybody.

Seminar on Import -Export was conducted on Saturday 19th March 2019 at Kama Hall, MIDC Dombivli, at 6.00 pm, with the guidance of Shri Manoj Mehta, Chairman, Export Promotion, AIFMP.

This was our move to inspire the small printers, who are in the box of mind-set that xerox offset printers will not be able to go for global transactions, and we also wanted to remove the fear of export -import procedures from the minds of small printers.

Shradhanjali for the Phulwama incident



There was terrorist attack on CRPF Jawans on 14th February 2018 at Pulwama, where 44 CRPF Jawans were brutally killed.

On Saturday 16th of February 2019, DSMS members, along with their families, gathered at Gharda Circle, Dombivli to offer Shradhanjali and paid homage to the martyrs of Pulwama.

Also prayed with god to give courage to their families to cope with the situation.

KMPA Organized New Year Celebration

KMPA organized New Year Celebration on 12th Jan 2019 at Hotel Renai, Palarivatom, Kochi. Former Secretary of Kerala Sahithya Academy and Kerala Lalithakala Academy and Hon. Member of KMPA, Mr. R. Gopalakrishnan was the Chief Guest. KMPA members who won awards at 13th NAEP were felicitated at the function. Mr. S. Saji (IPP) was also felicitated in this function for his outstanding achievement of entering the 'Incredible Book of Records'. Prizes for outstanding performers in academics and extra curricular activities among the children of members were distributed by KMPA President Mr. R. Gopakumar.



Visit to DCRUST

20 members of KMPA, led by Gen. Secretary Mr. Biju Jose, visited the Deenbandhu Chhotu Ram University of Science and Technology (DCRUST) Haryana on 6th February 2019.

The team was invited to the university by the Vice Chancellor Prof. Dr. Rajendrakumar Anayath. The team participated in an interactive session with senior faculties of the University where they were informed about the green initiatives taken by the University in order to build a culture amongst the younger generation for preserving nature.



Candle Light Vigil

15 members of KMPA, led by President Mr. R. Gopakumar, participated in a candle light vigil on 16th February 2019 at the Marine Drive Kochi.

The vigil was organised by the Kerala Paper Traders Association (KPTA) in order to pay tribute to the Martyred Jawans of the Pulwama terror attack.





World's 3rd Largest
International Exhibition
on Graphic Arts Industry

14th PRINTPACK INDIA 2019

INDUSTRY NEWS



The Indian Printing Packaging & Allied Machinery Manufacturers' Association (IPAMA), which has now acquired a distinct status in the Indian Graphic Arts Industry, had successfully organised the 14th edition of PRINTPACK INDIA 2019 at India Expo Centre, Greater Noida from February 01-06, 2019 in which 509 Indian and foreign Exhibitors had participated and displayed their strength in the manufacturing field of printing, packaging and allied machinery, covering a gross area of over 65,000 Square Meters. It was inaugurated on 1st February 2019 in the presence of Heads of various Industrial Associations from India & abroad, Exhibitors, Business Visitors and Special Invitees.

In comparison to previous editions of PRINTPACK INDIA, 2019 Edition has shown an overall growth of 47% in space booking and 20% in Companies' Participation. The Business deals finalised, and serious business enquiries received by the Exhibitors during the period of the Show, are being analysed. The preliminary assessment shows that the growth rate in these two categories will be around 50 per cent and is going to set new records in the history of PRINTPACK INDIA exhibitions. Once the figures are known, these will be circulated to the Trade and Industry and uploaded on the website of the Association. However, the visitors' feedback from different sources have been collected, most of the visitors were satisfied and appreciated the Exhibition.

The Exhibition was visited by 90,720 Business Visitors from 82 countries, including Russia, Indonesia, Tajikistan, Uzbekistan, Sri Lanka, Nepal, Bangladesh, Palestine, UAE, USA, China, Japan etc. More than 500 visitors have visited from Nepal alone.

In PRINTPACK INDIA 2019, IPAMA had provided number of incentives to its Members including space rental discounts, subsidised power charges, complimentary lunch and water etc with a view to encourage them to display their latest machinery and related products, being manufactured by them.

IPAMA had not raised the basic space charges during the last three editions, despite overall increase in construction costs, electricity consumption charges and other services which are being provided by the Association to the participants. The exhibition is now recognised as one of the international platforms for showcasing latest technology and innovations. IPAMA has also recognized top six companies, area wise more than 330 Sq. Mtrs, during exhibitors' night.

1. M/s. Line O Matic Graphic Industries.
2. M/s. HP India Sales Pvt. Ltd.
3. M/s. Prakash Offset Machinery Pvt. Ltd.
4. M/s. Provin Technos Pvt. Ltd.
5. M/s. Suba Solutions Pvt. Ltd.
6. VIG Graphics Pvt. Ltd.

IPAMA had also provided number of free Services to the Exhibitors and Business Visitors including Shuttle Services from Botanical Garden Metro Station to the venue, keeping in view the flow of Business Visitors using this route.

During the Show, Conferences, Seminars, B2B Meets and other related programmes were also organised by different Associations and Institutions. Life Achievement Awards were also presented to the following industrial stalwarts for their outstanding contribution to the Indian Graphic Arts Industry:

1. Mr. Ranjit Dasgupta, Kolkata.
2. Mr. P.R. Srinivas, Bengaluru. Posthumous
3. M/s. Swifts Limited, Nashik.
4. M/s. Harbhajan & Co., Amritsar

The Exhibition ended at 1600 hours on 6th February, 2019 with an announcement **"SEE YOU IN 15TH PRINTPACK INDIA, 3 - 8 FEB 2021"**.



Mr. Gururaj Ballarwad, President-ALPS started the programme by welcoming all the guests and delegates. He also extended a special thank you note to all the supporting associations-IPAMA, AIFMP, AIDC Technologies & ASPA for their strength and support towards the event.

The Key note address during the programme was delivered by Mr. Pankaj Bhardwaj, G.M & Sr. Director, Label & Graphics Materials Group-South Asia, Avery Dennison.

The programme ended with a 'Vote of Thanks' delivered by Mr. Ashish Gupta, Hon. Treasurer- ALPS along with the distribution of the 'World Label Day' Calendars.

The programme was moderated by Ms. Priyanka Rathi Verma, Head Marcom & P.R-ALPS

The celebration was attended by more than 150 delegates from across the Label fraternity.

The 'World Label Day' Celebrations will be organized every year on January 13th across the globe.

World Label Day



Association of Label Printers and Suppliers celebrated 'World Label Day' on February 03, 2019 marked on January 13, the birth anniversary of 'The Sticker Man', R. Stanton Avery. The sponsor of the programme was Avery Dennison.

The programme was inaugurated by Mr. Gururaj Ballarwad, President Mr. Arunesh Bansal, HGS & Mr. Ashish Gupta, Treasurer –ALPS, Mr. Dayakar Reddy, President, Mr. Iqbal Singh, HGS –IPAMA, Mr. Raveendra Joshi, President-AIFMP, Mr. A.K Jain Chairman-Training and Mr. Prabhkar, V.P-South-AIDC Technologies and by Mr Pankaj Bhardwaj, G.M & Sr. Director, Label & Graphics Materials Group-South Asia, Avery Dennison India.

The day was celebrated by releasing the World Label Day poster by Mr. Gururaj Ballarwad and Mr. Pankaj Bhardwaj. The poster release ceremony was grandly supported by Team ALPS, Avery Dennison, President AIFMP and AIDC. Everyone joined the ceremony and showered their support by holding the released poster in their hands.

Three technical sessions were organized during the programme.

Mr. Bhupinder Singh, Country Sales Manager, Avery Dennison delivered a lecture on 'Innovation in Label Industry'

Mr. Parag Bagade, Head of Technical Marketing-South Asia Pacific & Sub Saharan Africa, Avery Dennison delivered a lecture on 'Sustainability Initiatives in Label Industry'

An expert session on 'Brand Owner Perspective & Importance of Labeling' was delivered by Packaging Technologist & Consultant Mr. Rahul Bhargava from Packaging Prescriptions.

Print Business Outlook Conference



Mr Raveendra Joshi, AIFMP President attended as Chief Guest of the inaugural ceremony of Print Business Outlook Conference (PBOC 2019) with the theme - "Print - The Future is Now" jointly organised by IPAMA and Print Technologies (formerly NPES) at India Expo Centre, Greater Noida.

Toyo Ink India's financial support to Kerala Master Printers Association



Kerala is known as God's Own Country; however last year we had witnessed heavy flood in this beautiful southern state of India.

The condition was devastating and the amount of damages unaccountable with day-to-day life of the people of Kerala being affected beyond one's imagination. A special thanks to Indian Armed Forces and people of Kerala for their unconditional contribution in evacuation of the affected ones.

Precisely, this flood had not only affected normal people's life but also impacted printing industry very badly wherein many state-of-the-art units submerged under the flood water causing huge loss of stocks and machineries.

There is great proverb "United we stand and Divided we fall" - we witnessed this situation when Kerala Master Printers Association (KMPA) came up with a Flood Relief Program to provide assistance to printers of Kerala who had suffered due to this flood. Kerala Master Printers Association did received support from many industry stalwarts and Toyo Ink India (TIID) was one of them - a best example of unity amongst industry segments to support the industry at large. Toyo Ink India under its Corporate Social Responsibility (CSR) policy provided financial aid to Kerala Master Printers Association so that they can in turn support these printers in the best possible way.

Toyo Ink India family has an immense pleasure in sharing this effort of Kerala Master Printers Association and we feel proud to be of some assistance to them in this noble cause.

In picture, our colleagues Mr. M Ramasundaram (third from left) and Mr. R Manikandan (second from left) presenting cheque to Kerala Master Printers Association members on behalf of Toyo Ink India.



**All India Federation
of Master Printers**

254th Governing Council Meeting
June 1-2, 2019 at Chennai

HOTEL FEATHERS
4/129, Mount Poonamalle High Rd,
Manapakkam, Chennai 600089. Tamil Nadu

Hosted by
The Madras Printers' & Lithographers' Association

Hindi Coaching Class at Arasan Ganesan Polytechnic College

Department of Printing Technology of Arasan Ganesan Polytechnic College, Sivakasi has organized a two day workshop on “**Hindi Coaching Class**” for the current final year Printing Technology students in two batches on 10/01/2019 & 11/01/2019. The workshop was arranged to help the students to be one step ahead of other college students and equip themselves for better placement opportunities. The main focus of the course is to prepare our students they are mostly being placed in North India and Gulf countries. This training will help them to get accustomed with the language immediately after their placement in North India and Gulf countries.

Our Principal, Dr.M. Nandakumar, Chairman of ISTE during his Presidential address, necessitated the importance of learning national language especially for the printing students in today’s competitive industrial environment. Mr. A. Paramasivam Head of the Department Printing Technology mentioned that learning additional language will boost our placement and learning attitude of the students.

The guest speaker Mr.Viswanathan, Director, Language Learning Centre, Madurai initiated his workshop with simplified and special techniques of coaching Hindi along with life skill techniques with supportive learning materials and also made a role play to speak in Hindi in smart manner.

The feedback given by the students was very positive and encouraged the students to be active for the whole session. Around 68 students from Printing Technology Department have attended the workshop and benefited.



Arasan Ganesan Polytechnic College, Sivakasi Department of Printing Technology Printers Day Celebration 2019

Department of Printing Technology, Arasan Ganesan Polytechnic College, Sivakasi organized the “**Printer’s Day**” on 26.02.2019 to pay tribute to Johannes Gutenberg – The Father of Printing. Dr. M. Nandakumar, Principal & Head of the Department – Printing Technology presided over the function. Students and members of staff gathered to mark the day of an iconic person in the history. The portrait of Johannes Gutenberg, the inventor of the moveable type was honored.

Speaking to the occasion, **Dr. M. Nandakumar**, stated that every printing student must feel proud to be a printer since, the invention of moveable type and the printing press was the invention of the millennium and paved the way for literacy worldwide. He appreciated the students’ team who won the “**Overall Championship**” at the recently held “**Print Media Carnival**” organized by the Department of Media Technology, Manipal Institute of Technology. He also appreciated and honored the team students who did their project on “**Handmade Paper**” for their outstanding work and winning the second prize at the State Level competition “**Veetukku Oru Vingnani**” held at AAA College of Engineering and Technology, Sivakasi. Finally he motivated and wished the students to continue the winning streak by securing the overall championship in the competitions to be held in “**Imprint 2019**” at Anna University, Chennai.



Dr. M. Nandakumar, Principal & HOD-Printing Technology

Only Three Months to

PrintFair'19 AT BENGALURU

The commercial printing, package converting and digital sign show, is happening concurrently with PacPlus South from 10-13 April 2019 at BIEC, Bengaluru.

PrintFair is organised every alternate year at Bengaluru, giving the printers and converters an opportunity to identify and explore business opportunities lying in the area. The Indian Printing Industry, growing at a rate of 12% per annum, comprises more than 250,000 big, small and medium printers. The current annual turnover of the industry is more than INR 50,000 crores (USD 11 Billion). The booming Indian economy, increasing consumerism, entry of global brands in the country and opening of the sector to foreign investors are bound to offer growth opportunities to the industry.

The exhibiting segments at the event include:

Prepress:

Imagsetters, scanners, digital cameras, computers and servers, data storages devises Software- graphic design, image processing, workflow, variable data, DTP, CAD/CAM Colour measurement, calibration and management systems, Computer-to-press/ plate/ screen Soft and virtual proofing systems and proofing presses

Press

Sheetfed and web offset, screen and digital presses, narrow web inkjet digital colour and monochrome

Wide format inkjet digital presses, plotters and routers Web Guides, inspection & defect detection systems Continuous stationery printing machines Ink mixing, feeding systems Die cutting, embossing, foil stamping, varnishing, lacquering machines

Postpress

Counting, folding, stitching, creasing and perforating, punching, slitting and cutting machines

Gathering, collating, stacking, bundling machines, carton pasting, folded carton punching Coating and laminating machines



Paper Converting

Folding, gluing, pasting machines and accessories, corrugation machinery Book binding, case making, trimming machines, wiro and spiral binders Envelope, paper towel, paper bag, paper cup, paper tray making machines Materials and consumables Prepress chemicals, plates Paper & board, inks, varnishes, lacquers, adhesives & glues The event will be **attended** by Package, label and commercial Printers; Converters, machinery for corrugated box & box manufacturers; Printing & print buyers; Publishers, owners of commercial newspapers; Production / quality control managers; Design houses, art directors & production managers; Graphic designers; Packaging development manager; Print shop managers and Printing technologists.

Leading industry players like NBG Printographic Machinery Co. (P) Ltd.; Xerox India, Monoprint Digital Equipments; Outabox Media Solutions LLP; Compact print Tech; Max Print Engineers; Prosper Group; Print Max Technologies; Riso India (P) Ltd.; Tech Master Engineering; Konica Minolta Business Solutions India (P) Ltd.; Prizm Holography And Security Films (P) Ltd.; Reves Technopack; Photokina Chemicals (P) Ltd.; Dizario Industries; Polyplex Corporation Ltd.; Learn and Design; Sree Venkataramana Graphics (P) Ltd.; Abhikruti Digi Soft, Zhongke India are already on board. More than 250+ exhibitors shall be featured at PrintFair and PackPlus South 2019.

With the recent collaboration with **Karnataka State Printers Association (KSPA)**, which has extended its support to PrintFair, several promotional road shows are being planned in the chosen areas of South India. Only a few weeks to go, plan your presence today!

For more details, visit www.printfair.in

Write to shantanu@nextevents.in for any further query!



Inaugurating Media Carnival by Chief Guest Mr. Sashiranjana, VP and SBU Head MTL, Manipal .

The 7th National Level Intercollegiate Print and Electronic Media Tech. Fest "Media Carnival 19" jointly organized by Department of Media Technology, MIT, Manipal and Manipal Technologies Ltd., Manipal. The wisdom lamp lit by our Chief Guests Mr. Kamal Chopra, MD Foil Prints and Gen. Sec. Offset Printer Association, Ludhiana, Punjab, and Prof. (Dr) Anjan Baral, Dept. of Printing Technology, Guru Jambheshwar University of Science and Technology, Hisar, Haryana at Sir M V Seminar Hall, MIT, Manipal. In his inaugural address Mr. Chopra communicated the importance of printing technology in the history of mankind. He highlighted the transformation happening in packaging industry and the growth occurring. He also explained the scope for the students to enhance their skills to be successful in print and packaging industry.

Dr. Baral overviewed the huge transformation which has taken place in the field of printing technology. He highlighted that print and the electronic media are complementing each other than competing with each other. He also appreciated the curriculum of Dept. of Media Technology, MIT which has addressed the future skill requirements of print and electronic media. Mr. Shashi Ranjan, VP and SBU Head Commercial Division, MTL was our Guest of Honor. In his address he highlighted the need of students to update their skills to be prepared to deliver in fast changing markets. He also conveyed the need of mass customization of products and services taking place in the dynamic print and packaging markets all over the world. Col. C.M.S. Kalakoti in his presidential remarks, put light on the advancements happening in the field of 3D Printing and Printed Electronics and how it is going to change the life for better. He advised the students to embrace the challenges and opportunities offered in the markets with courage and open mind. HoD Dr. Amrutharaj H Krishnan welcomed the gathering and Convener Dr. Nagaraj Kamath, gave the prelude of Media Carnival 2019. Ms. Bhagya RS faculty proposed the vote of thanks.



Valedictory address by the Chief Guest Mr. Girish Kini, COO, MTL, Manipal.

2nd year students, Ms. Shifana and Mr. Lazarus were the Masters of ceremony. The inaugural program was followed by a technical session from Mr. Balaji R, Senior QA Esko graphics, Bangalore. Diploma and BE students from across the country had participated in the technical competitions.

The valedictory program was held on 2nd Feb 2019, Prof. Dr. Amrutharaj H. Krishnan gave the report of Media Carnival 2019. Program Co-convener Mr. Devicharan R welcomed the gathering. Mr. Girish Kini, COO, MTL, Manipal, was the Chief Guest. In his address, Mr. Kini spoke about the story of how the backend work of Syndicate Bank lead to today's Manipal Technologies Ltd. He spoke about how printing and packaging technology is conquering the world slowly and steadily - how this industry plays a vital role in food and other industries. He shared his knowledge to widen our views towards print industry by telling how print plays a vital role in our day to day lives.

Guest of Honor Dr. Vinod V Thomas, Registrar (Evaluation), MAHE, explained the need of merging print with Electronic Media and shared his experience of the best practices of MIT in academics. Lt. Col. Suresh Kumar B, Chief Warden, MIT, preceded over the program and briefed the students about their role and responsibilities in our country.

Overall championship trophy in Engineering category was bagged by Pune Vidyarthi Gruha's College of Engineering and Technology, Pune and Arsan Ganeshan Polytechnic College, Shivakasi won the Diploma category championship. Both the trophies were instituted in the name of our founder Dr. T M A Pai and Prof. P S Shivaram respectively. Program Convener Dr. Nagaraj Kamath, distributed the participation certificates. Mr. Ramnath Shenoy proposed the vote of thanks. Ms. Deepti and Mr. Risav were the masters of ceremony.

Konica Minolta India Highlights the Need for Robust Document Security at the Latest CIO Klub Meet in Hyderabad

INDUSTRY NEWS

Organised by CIO Klub Hyderabad Chapter, the knowledge-sharing session educated CIOs about the need for enterprise printing solutions designed with security at their core



Hyderabad, February 25, 2019: Konica Minolta Business Solutions India Pvt Ltd has participated in the CIO Klub Meet at Hyderabad. CIO Klub provides an interactive platform to senior-level IT & corporate professionals, to share best practices and knowledge about the latest technological advancements across verticals such as pharmaceuticals, IT, manufacturing, healthcare energy, BFSI and many more

Organised by CIO Klub Hyderabad Chapter and partnered by Konica Minolta Business Solutions India Pvt. Ltd., at Taj Deccan on February 22, 2019, the knowledge-sharing session saw Mr. K Murali - General Manager - Sales Konica Minolta India, sharing his insights about security and its importance in the IT domain. He also spoke about the critical need for the IT community to ensure more robust and secure digital printing and document management processes. The Konica Minolta team additionally interacted with CIOs from the region to discuss strategies and solutions aimed at addressing IT management challenges related to enterprise-wide print and printing operations.

Speaking about the event, Mr. Kuldeep Malhotra, Vice President - Sales, Konica Minolta Business Solutions India Pvt Ltd said, "In this digital-driven era, ensuring robust

security has become a non-negotiable business requirement, particularly for organisations in the Indian IT domain.

The objective of our participation in the recent CIO Klub Meet in Hyderabad was to highlight how unsecure document management and printing operations can increase the security risk for enterprises.

By empowering senior IT leaders with an in-depth understanding of various security issues in conventional printing workflows, we aim to help them identify innovative solutions and strategies that can secure their mission-critical data and business processes."

With increased interconnectivity across the enterprise network, cybercriminals and malicious entities have an unparalleled opportunity to compromise critical business data and processes through unsecure peripheral IT resources such as smart office printers and MFPs.

IT organisations, in particular, have consistently been at a major cyber risk; according to the Quarterly Threat Report Q3 2018 released by Seqrite, the sector accounted for 40% of total malware detection in India across industries between July and September, 2018.

Konica Minolta Business Solutions has been leveraging its proven technological capabilities to deliver more robust and secure print and printing solutions to Indian organisations. Its office printing products have integrated security to prevent unauthorised access and usage, while its Document Management Solution also comes equipped with advanced features like security, accounting, and content/device management. Through such end-to-end solutions, Konica Minolta ensures that critical business documents can only be shared with and accessed by authorised stakeholders – while enabling seamless management of print and printing operations across the board.

OBITUARY



With immense sorrow and grief, we convey the sad news of demise of **Shri Vinayak V. Patwardhan**, Ex-President MMS, Ex-President MMP, Ex-President - Maharashtra Text Book Printers and Binders Association, Ex-Vice-President (West) and Ex-Chairman, Finance & Taxation Committee of AIFMP, who was awarded MMS Lifetime Achievement Award in the year 2009. He left for his heavenly abode on 07.04.2019.

In his death the Indian Print Industry has lost a great visionary, an adorable father figure, who was ever willing to help his fellow printers and whose two companies namely Prabhat Agency and Mangala Art Printers rendered service to Nationalised Bank, Educational Institutions, Insurance Companies etc. Let us pray to Almighty to rest his soul in peace and accord the strength to the bereaved family to bear this big loss.

AIFMP Conveys its Heartfelt Condolences to the bereaved family



Heidelberg India made a spectacular debut at Printpack 2019, with overwhelming response from customers and visitors. From a 220 sq.mt stall, HIN exhibited a compelling lineup of technology innovations to create an unparalleled experience for visitors.

“New business and prospects constitute the crux of our successful debut,” states Heidelberg India’s President, Samir Patkar. “For a first appearance at Printpack, the response is inspiring,” he states.

The Heidelberg booth was inaugurated by key dignitaries from Heidelberg Druckmaschinen AG, Heidelberg Asia Pacific and partner MK Masterwork Machinery, China, and key Heidelberg customers.

Inaugural activities commenced auspiciously with the traditional lamp lighting ceremony. The lamp was lit by Heidelberg customers Saket Kanoria of TCPL Packaging Pvt. Ltd., Wafa Abbas and Anurag Mathur of Amber Print Pack, Wells Fu & Michael Gao of MK Masterwork Machinery, Mark Hogan of Heidelberg Druckmaschinen AG and Samir Patkar.

Heidelberg showcased the MK Easymatrix 106 CS die-cutter and Easymatrix 106 FC Foil stamping equipment, scheduling live demos on both machines thrice a day on all days of the show. A Packaging job with hot foil stamping impressed the visitors immensely, garnering interest from potential customers.

The MK Easymatrix 106 CS series is one of the most popular in its class of equipment. Launched after the Heidelberg-Masterwork partnership, about 170 Easymatrix 106 machines have been installed worldwide, of which 12 are in India.

TCPL invested in a second Easymatrix 106FC, which was showcased at the event and now installed at the firm’s Haridwar unit. The packaging giant installed its first Easymatrix 106 FC, a couple of years back. The Easymatrix 106 CS, which was also an exhibit at Printpack, is installed at Amber Print Pack.

Heidelberg India made a significant impression at Printpack, by signing up a customer for the first Speedmaster CX 75 in the country. Surat-based Fashion catalogue and brochure specialist Kaagaz Press will own the first Heidelberg Speedmaster CX75 in India.

“Heidelberg has always been the only choice for us. There is no reason to look beyond this trusted print partner. Our first Heidelberg six-colour press plus coater, a pre-owned machine, helps us handle 35-60 jobs per day, and between 2,000 to 10,000 sheets per job. We cater to clients in fashion, so colour consistency is crucial to our business. On the pre-owned machine, we did a print run of 6000 sheets, and assessed the output with a spectrophotometer. The color and print consistency remained uniform from the first to last sheet,” states Narendra Ballar of Kaagaz Press.

Commenting on the new investment, Narendra Ballar adds, “The CX 75 is a perfect fit for our line of business. The format will help us achieve 95% of print-to-paper ratio, thereby eliminating waste significantly.”

Long-time Heidelberg loyalist - Galaxy - opted for a third Heidelberg Suprasetter A106 and Easymatrix 106 CS die-cutting machine at the event, to eliminate production bottlenecks, expand production and meet growing demand from print buyers.

Vikas Gulati, Director of Galaxy comments, “The Suprasetter A106 is equipped with a highly accurate internal punching system. The punched plates provide maximum register accuracy, reducing make-ready times and minimizing waste. The Easymatrix 106 CS is one of the best post-press offerings from Heidelberg.”

The Easymatrix 106 CS die-cutter is Galaxy’s second-of-its-kind investment in converting. The first one is an Easymatrix 106 FC. Galaxy already owns a Heidelberg CD 102 LX seven-colour coater with UV option.

The Heidelberg Prinect Live demo counter at Print Pack was a huge success. Visitors experienced firsthand the power and performance of the Prinect Production Manager, Prepress manager, PDF Toolbox and other software applications. The remarkable demo led to new subscription signups from Nagendra Enterprises of Vijayawada, Graphic Printers of Satara, and Harshal Packaging of Chennai. Nagendra Enterprises invested in India’s first Prinect Pro-man pre-press workflow to build on the success of its Heidelberg Speedmaster SX 74, which the firm installed a year ago. The nearly five-decade old printing company specializes in commercial printing, and book publishing.

ThermoStar T9, TechNova's thermal platesetter offering, is proving to be the hottest CTP kit if one looks at the sheer numbers it's been able to attract. After announcing the sale of two T9 to Nutech and Venus Graphics, TechNova has informed PrintWeek India that eight other print companies have decided to put their monies on the T9. Six of them are MJ Global, Noida; Bharat Graphics, Maruti Imaging, Mittal Prakshan and UGS Printer in UP; and Print Plus, Mumbai. This takes the total number to 10 at PrintPack 2019.



Sanjay Jain, senior general manager for sales in the commercial print segment at TechNova, who oversees the North and Eastern region, is glad about the T9's performance. "The printing companies, who relied on service bureaus, are now bringing platemaking capabilities in-house," he said.

Shreerang Joshi, deputy chief operating officer for sales in the commercial print segment at TechNova, explained the reason for the trend of print companies gravitating toward the ThermoStar T9. "Service bureaus are a very big segment in the commercial segment, with about 50% of the plate business coming from it. If you see, for printers, plate cost is just around 3-4% of the total input cost if you consider paper, ink etc, unlike service bureau where it's the primary cost. The tendency to reduce the cost traditionally has been plate-centric and hence we have seen a phase with UV in a service bureau. However, there is a significant shift in thermal as TechNova's thermal offering changes the traditional ROI of UV with a proven lowest cost in use."

Joshi added, the catch is here. "Lowest cost in use, unbeatable thermal quality, and the entire support mechanism make it the robust choice for both, the most demanding service bureau and quality conscious in-house printers."

According to Jain, there are other options available in the market, but what TechNova offers in the form of ThermoStar T9 is the reliability of the brand TechNova. "Packaging customers are also inclining towards T9 due to our ecosystem approach wherein we have been able to bring in offers around the ThermoStar T9, cloud-based Apogee workflow, automation software from Enfocus, packaging design software from Engview and Phoenix, and cutting tables from Jwei."

S Swarnangka, chief marketing officer at TechNova, added another dimension to the popularity of the ThermoStar T9 – giving the customer the power of choice, and the reason print companies are opting for ThermoStar T9 is that it is an open, scalable, modular platform.

"Once you buy a T9, there is no restriction on using plates of any make, and above all, the customer can get it serviced from any qualified engineers. The warranty is not linked to usage of a certain plate."

TechNova also offers its customers, what Swarnangka said, complimentary access to TechNova Equipment Dashboard (TED). "Every part of the services experience is managed by this smart dashboard that offers anticipatory services. Since we are serving the hyper-demanding digital customers through this solution, we are able to offer same agile, on time, joyous service experiences to CTP customers as well."

The new model of ThermoStar T9 HS on the stand is modular, which can be upgraded to 10,000-dpi (up from 2,400-dpi), making it capable of lenticular printing.

The ThermoStar T9 uses a single beam laser along with spatial lighting device technology and is an efficient energy-saver. ThermoStar T9 HS uses unique laser dot technology to produce accurate FM screening, essential for high-quality colour printing and guarantees 20-micron FM screening production on the press.

The ThermoStar T9 can image up to 40 plates eight-up per hour and can go up to 45 plates of smaller sizes. The platesetter can accept maximum plate size of 1163x940-mm and has an exposing size of 1163x920-mm.

Courtesy : Printweek

Ahmedabad-based Pentaflex wins Kodak Silver Award for Ankur Salt Pack

Ahmedabad-based Pentaflex Films, a sister-concern of Ikon Multipack, has bagged a silver award with highest honours at Kodak's Global Flexo Innovation Awards.



Of the 200 entries submitted by over 100 companies from 26 countries, Pentaflex is the only Asian company among the 12 winners, which have cleared at least two out of four categories of innovation excellence laid down by the jury panel – creativity in graphic design; conversion from other print processes; workflow efficiency; and commitment to sustainability.

The winning entry is a CI flexo printed PE+PE laminate for Ankur Salt. Salt is traditionally packaged in a PET+PE structure for ease of printability and quality of gravure printing on PET.

Speaking to PrintWeek India and WhatPackaging?, Anand Patel, director, Pentaflex, said, “Very few companies are a step ahead of the government regulations. Ankur Salt is one such company which has switched to a 100% recyclable packaging material. While some brands have partially implemented the PE-PE laminate, many small players have shifted from PET+PE to surface-printed PE film similar to milk packaging.”

“We were able to offer them superior print quality with CI Flexo nearly indistinguishable from tradition gravure job while maintaining the visual appeal of the pack and making it recyclable,” added Patel.

The challenge, according to Patel, was to replicate the print quality especially halftones and lustre that can be achieved on a reverse-printed PET film with gravure on a reverse-printed PE film on CI Flexo.

Patel added, “Secondly, there’s a lack of data on how CI Flexo inks will react with the adhesive during lamination. So we experimented a little before we zeroed down on process parameters and choice of inks and adhesives. The print layer is sandwiched between the two layers of PE.”

“It was a joyous moment for the entire team when we got to know that we have won the Kodak award. We are a young company, which initiated operations with a CI Flexo press, we do not have experience in gravure and that’s also the reason why we constantly experiment and try to do things differently. Many a times, we fail, there are disappointments. Therefore, winning an award is an encouraging pat on the back. It is confidence-inducing and motivates the team to strive for innovation.”

Established in 2017, Pentaflex Films has invested in a five-layer poly-olefin dedicated PE blown film line from Kabra-Gloucester (USA) and Bobst CI Flexo (Germany) eight-colour CI Flexo press, anticipating the need for sustainability in the coming years. “CI Flexo is most suited to print complex jobs on PE. Keeping that in mind it is our constant endeavour to convert any possible jobs from PET+PE laminated structure to all PE structure without affecting the shelf life of the product,” concluded Patel.

Pentaflex Films along with Ikon Multipack has a blown film capacity of 700 tonnes per month and printing capacity of 500 tonnes per month.

Courtesy : Printweek

Focus on skill upgradation & innovative entrepreneurship to meet demands of various sectors: VP

The Vice President of India M. Venkaiah Naidu has called for a faster and more inclusive growth with the focus on skill upgradation and promotion of innovative entrepreneurship to meet the demands of various sectors including agriculture.

He was addressing the 16th Convocation of the Indira Gandhi Institute of Development Research, established by the Reserve Bank of India in Mumbai. Speaking on the occasion, he said “We need to focus on skill upgradation and promote innovative entrepreneurship to meet the demands of various sectors, including agriculture. We must also promote self-employment, set up and empower more self-help groups and promote village and cottage industries. The Vice President spoke about growth and development and highlighted the rapid economic progress and fiscal consolidation that India had undergone.

“We must identify areas and spheres where we have comparative advantage and push ahead”, he emphasized. Naidu said that an emerging economy like India would constantly bring in new laws and regulations at par with international best practices. He observed that tax reforms were slowly increasing India’s tax base and shifting the social norms from one where it was alright to avoid taxes to one where the majority is willing to pay.

The Vice President emphasized “The time has come for India to once again emerge as the global knowledge hub.”

He called upon the seats of learning, especially the universities, to reinvent themselves as hubs of vibrant intellectual pursuit with academic excellence and social relevance as the key touchstones of success. The Vice President also opined that our system of education and skill-training needs to respond to the demands of industry and services sector. He said that India has to reach out to other countries to access cost-effective technology, investment, and energy to manage its domestic challenges. He called for appropriate economic and foreign policies to navigate through this emerging and uncertain landscape. Naidu urged scientists, technologists and engineers to keep abreast of the developments and absorb new technologies as they occur. He reasoned that this absorption is necessary for our progress in a fast integrating world. (KNN/YV).



Nearly 62.31% of MSMEs believe that GST has made the business environment better : Survey

Despite the fact that lots of people criticised Goods and Service Tax (GST) for the way it was implemented, Micro Small and Medium Enterprises (MSMEs) across the country termed it as the single biggest reform that has made the business environment better, according to a recent survey released by the India SME Forum.

Nearly 62.13% of MSMEs surveyed, termed GST as the single biggest reform or that it made running business easier, though 9% of MSMEs said that more work is needed to implement GST, said survey report on state of MSME in India. Only 28% of MSMEs held introduction of GST responsible for MSMEs going out of business or for GST making business tougher for MSMEs.

States where MSMEs have been highly positive about GST are Uttar Pradesh with 77.49%, Delhi with 77.25%, Haryana with 70.49%, Maharashtra with 69.40%, Madhya Pradesh with 69.13%, Andhra Pradesh with 69.08%, Kerala with 67.88%, Rajasthan with 66.92% and Tamil Nadu with 65.03%. On the other hand, states including Gujarat with 44.07%, Jharkhand with 46.69% and West Bengal with 46.19% show the least number of MSMEs calling GST a positive move for MSMEs. On the issue of demonetisation in November 2016, the survey revealed that an average of 58% of MSMEs across India, agreed with the contention that the move probably led to negative growth for MSMEs in India, whereas 20% were not sure. However, 22% of those surveyed strongly felt that there was no such possibility of demonetisation effecting MSME growth.

According to 78.80% of MSMEs surveyed from Uttarakhand, 67% from West Bengal, 65.93% from J&K, 64.53% from Odisha, 64.80% from Himachal Pradesh, 64.47% from Maharashtra, 63.48% from Bihar, 60.29% from Telangana and 60.13% from Assam, demonetisation probably led to negative growth for MSMEs.

The data revealed that 66.58% of MSMEs surveyed collectively hired an additional 2,46,416 people, in the 18 months from April 2017 to September 2018 at an average of 9.776 jobs per MSME unit.

Also, MSMEs surveyed gave a big thumbs up to the work of the Central Government headed by the Prime Minister Narendar Modi. The survey revealed that 59.56% of MSMEs rated the MSME ecosystem better than earlier, while 28% felt that it was worse than earlier, and 12.21% felt no change at all. States where large numbers of MSMEs perceived positive change due to central government initiatives are Uttar Pradesh (72.72%), Maharashtra (67.79%) and Delhi (66.05%)



FinTech Conclave looked into various dimensions related to financial inclusion of MSMEs



NITI Aayog organized a day-long FinTech Conclave here. The Conclave constituted parallel tracks, which looked into various dimensions of the future of the FinTech and particularly the areas of financial inclusion of Micro, Small and Medium Enterprises (MSMEs).

The group focusing on financial inclusion of MSMEs recommended increasing funding sources and capital supply for MSMEs by introducing sectoral caps and increased margin size.

Building capacity by creation of 'smart MSMEs', expanding access to

alternate data sources for underwriting and democratizing access to government-led MSME ecosystem were other recommendations brought forward, according to an official release. The Conclave featured representatives from across the financial space – central ministries, regulators, bankers, startups, investors, service providers and entrepreneurs.

CEO of NITI Aayog, Amitabh Kant noted the need to evolve regulatory and policy paradigms keeping in mind the need of nearly 450 million millennials of India to access institutional credit and charting out the future of fintech in India in light of digital technologies such as blockchain and artificial intelligence.

Government of India's efforts focused on Digital India and

developing India Stack including Voluntary Aadhaar for financial inclusion have evoked significant interest from various stakeholders in the area of Financial Technology (FinTech), according to a release.

India is one of the fastest growing FinTech markets globally and industry research has projected that USD 1 Trillion or 60% of retail and SME credit, will be digitally disbursed by 2029, it said.

Adding to the above statement the release mentioned that the Indian FinTech industry is creating cutting edge intellectual property assets in advanced risk management and artificial intelligence that will propel India forward in the global digital economy while simultaneously enabling paperless access to finance for every Indian.

Association News - Update

Box : Guard bottom-lines, costs are growing

Cardex and Pridex are updated every quarter. Print Bulletin updates you on the trend each quarter comparing the data with the previous quarter. The twin Indices are published as a legitimate means to demonstrate and justify rising costs faced by our industry for a past few years. Leverage the advantages evolving from a reliable and scientific tool by CRISIL.

What are the latest trends?

CRISIL has published the Q3 (FY19) results for the indices CARDEX and PRIDEX. Values of both indices are up. CARDEX stands at 123 while PRIDEX is up to 127 - representing a quarter-on-quarter increase across all costs by 2.5% in Packaging (folding cartons) vertical and 3.25% for Commercial Printing, and year-on-year rise since Q3 (FY18) at 10.81% and 10.43% for the Packaging (folding cartons) and for the Commercial printing verticals respectively.

What makes Cardex or Pridex a robust tool?

"The Indices team identified and listed different costs that the industry incurs - from the supply of raw material to finance, human resource and transport. The core team identified these costs incurred by the industry; however, the next crucial and essential step was to factor in their weightage for the index," Member of the Managing Committee of BMPA and the thought-leader behind the CRISIL-AIFMP indices Sanjay Patel details the process of arriving at the data-trends presented by Cardex and Pridex, "this was when the two distinct input-cost-based indices were envisioned: Pridex for the commercial printing sector and Cardex for the packaging sector." The detailed methodology used at computing the Cardex and Pridex is readily available at <https://tinyurl.com/yaqrr65m>. FY2013-2014 is the base year for the twin indices with index value at 100.

Where is the indices data?

You can access the Pridex and Cardex by following the link: <https://tinyurl.com/yayqnp2k> OR scan the QR code below and bookmark it on your smartphone's Internet-browser for quick access.





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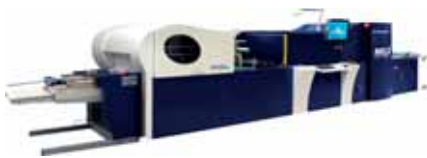


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