

PRINTING TIMES

ISSN 0970-8391

OFFICIAL JOURNAL OF THE ALL INDIA FEDERATION OF MASTER PRINTERS

May - June 2019

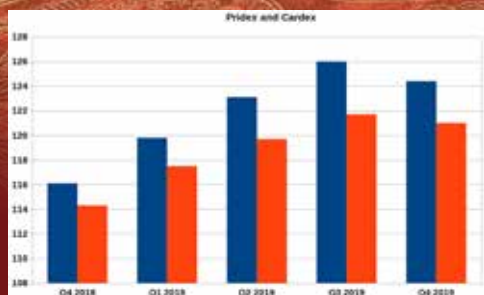
Volume 43

Issue No. 3

₹ 10



pameX
6-9 JAN. 2020
BOMBAY EXHIBITION CENTRE, MUMBAI



■ Pridex

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 13.



Speedmaster CS 92. Real Size 37 Press.

This highly productive Speedmaster CS 92 gives you the flexibility to impose the traditional 16-pager in A4, nine A4 repeats or six pagers with three rows of repeats. Additional performance features include freely positionable sheet brakes, contact-free sheet travel and Prinect Press Center 2 with Intellistart.



18

PAGES / SHEET

20%

SAVINGS IN
PLATE

UP TO 50%

ADDITIONAL
PRODUCTIVITY

1000

ADDITIONAL
SHEETS / HOUR

For more information and pricing details, contact:

Mr. Lalitkumar Lamba

Product Manager - Sheetfed Offset

E-mail: lalitkumar.lamba@heidelberg.com

Mobile: +91 93242 32887

Heidelberg India Pvt. Ltd., 333, GST Road, Chrompet
Chennai - 600 044. www.heidelberg.com/in

HEIDELBERG



[FB/heidelbergindia](https://www.facebook.com/heidelbergindia)



[Twitter/heidelbergindia](https://twitter.com/heidelbergindia)



[Youtube/heidelbergindia](https://www.youtube.com/heidelbergindia)

PACKAGING +PLUS

Next generation eco friendly inks
for high end packaging printing

COBALT FREE
MINERAL OIL FREE
FAST SETTING

Packaging is continuously evolving to fulfill new demands in terms of productivity, safety and aesthetics. Today's state-of-the-art packaging is a combination of truly high-tech products and processes. The use of mineral oil is restricted because of environmental concerns and printers are preferring more eco-friendly printing conditions inside the press rooms.

Quality to productivity, versatility to ecology, straight printing to perfecting printing, coated to uncoated substrates; **hubergroup** has made it possible to combine all these requirements in a single series named **PACKAGING PLUS**.

Extreme care has been taken in raw material selection which makes these inks significantly lower in odour, both, inside the press room and after printing. These specially designed packaging inks are free from Cobalt drier.

PACKAGING PLUS is an ideal ink series for packaging printing that requires safety and eco friendliness.



ALL INDIA FEDERATION OF MASTER PRINTERS



Office Bearers for the Year 2018-19

PRESIDENT
Raveendra Joshi

IMMEDIATE PAST PRESIDENT
AMSG Ashokan

VICE - PRESIDENTS
Sunil Jain (North)
Raghavendra N Dutta Baruah (East)
Vilas Sangurdekar (West)
A Senthil Kumar (South)

HON GEN SECRETARY
K Rajendran

HON JT SECRETARY
C Ravinder Reddy

HON TREASURER
Ashwani Gupta

Standing Committees for the year 2018-19

CONSTITUTION REGULATORS

AIFMP President, Chairman
Govind Bhargava, Member
G.N. Visvakumar, Member

PAMEX

Prof. Kamal Chopra, Chairman
K.C. Prakash, Co-Chairman
Dinesh Mehta, Co-Chairman
Balasaheb Ambekar, Co-Chairman

EXPORT PROMOTION

Manoj B. Mehta, Chairman
Bhuvnesh Seth, Co-Chairman
Nitin Narula, Co-Chairman

GOVERNMENT RELATIONS

Vinod Kumar Jain, Chairman
Pradip Giri, Co-Chairman
Satish Gupta, Co-Chairman

CRISIL

Sanjay Patel, Chairman
Dibyajyoti Kalita, Co-Chairman
R C Daga, Co-Chairman
Mukesh Kaushik, Co-Chairman

INTERNATIONAL RELATIONS

Harjinder Singh, Chairman
Rajendra Jain, Co-Chairman
G Venugopal, Co-Chairman

PAPER & BOARD

Satish Malhotra, Chairman
Avadhesh Awasthi, Co-Chairman
Minoo Davar, Co-Chairman

DATA COLLECTION

Abhijit Sarkar, Chairman
Manoj Agnihotri, Co-Chairman
S Duraikumanan, Co-Chairman

ENVIRONMENT

V Ravi, Chairman
Puneet Talwar, Co-Chairman
Jignesh U Shah, Co-Chairman

FINANCE & TAXATION

Rajesh Sardana, Chairman
M S Raju Sheshadrinathan, Co-Chairman

EDUCATION & TRAINING

Uday Dhote, Chairman
Ajay Seth, Co-Chairman
Nagesh Shendge, Co-Chairman

SOFTWARE FOR PRINTING INDUSTRY

D Radha Krishna, Chairman
G Raveendra Babu, Co-Chairman
J Veeranathan, Co-Chairman
Shahjahan Kazi, Co-Chairman

ROUNDTABLE AIFMP- CONCLAVE

P S Venkatesh Babu, Chairman
Faheem Agboatwala, Co-Chairman
Sanjeev Vij, Co-Chairman
R M Sivakumar, Co-Chairman

HOSPITALITY

Subhash Kohli, Chairman
Atul Wadkar, Co-Chairman
Y Vijayan, Co-Chairman
Prakash Joshi, Co-Chairman

MACHINERY & ALLIED EQUIPMENT

T V Mukund, Chairman
Naresh Desai, Co-Chairman
Kishore Gorkhe, Co-Chairman
Dalip Tuli, Co-Chairman

PRINTING TIMES

Editorial Board- Members

Arun Aggarwal
V S Raveendran
S Ponraj
Samadeet Baruah

Hon Editor : P Chander

PRINTING TIMES

Founder Editor :

Late V N Chhabra



1927-2017

CONTENTS

MESSAGE FROM PRESIDENT	04
EDITORIAL	06
AIFMP NEWS	08
• 245th GC Meeting at Chennai	
AFFILIATE NEWS	12
• e-Age Print 2019 inaugurated at the hands of Mr. Banwarilal Purohit, Governor of Tamil Nadu	
• Gain to Grow hosted by MMS	
• Dombivli Shahar Mudrak Sangh is in for transformation	
• MMS celebrates International Day of Yoga	
• Felicitation Program on the occasion of completion of 100 years!	
• Romancing Print @ Agartala, Tripura	
• Mr. Surendra B. Dhote visit to HP Indigo Israel	
INDUSTRY NEWS	22
NOTIFICATIONS, RULES & REGULATIONS	35

Published and Printed by :

K. Rajendran, Hon. Gen. Secretary
All India Federation of Master Printers.

Printed at International Print-o-Pac Ltd, B-204,
205 Okhla Indl Area, Phase - I, New Delhi 110 020.

Published from 605 Madhuban, 55 Nehru Place, New Delhi 110 019.

Hon. Editor : P Chander

PRINTINGTIMES Official Journal of the
All India Federation of Master Printers,
605 Madhuban, 55 Nehru Place, New Delhi-110 019.
Phone +91 11 26451742 /43, 41651742.
Email : ptimes101@gmail.com / fopaid11@gmail.com

Co-ordinator : Sonia 9811986436
Designing : **Foil Printers** - Ludhiana
Hon Editor : P Chander

All rights reserved. Views expressed by the contributors are not necessarily those of AIFMP



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

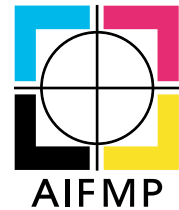
EN 71

RoHS

SVHC

Packaging Waste Directive

President's Message



Dear Readers and Printer Brothers,

I welcome you to the monsoon edition of this journal.

I congratulate all the four zonal Vice Presidents for successfully holding Romancing Print in their respective zone within the scheduled time.

The readers may be aware that the Directorate General of Trade Remedies (DGTR) vide notification dated 30th October 2018 has levied Anti-Dumping Duty on import of uncoated copier paper originating in or exported from Indonesia, Thailand and Singapore. M/s JK Papers Ltd and West Coast Paper mills had filed an appeal before the customs, excise and service tax appellate tribunal (CESTAT) requesting for imposition of duties for a period of five years. According to the above mentioned paper mills, imposition of 3 years duties is contrary to mandatory provisions of the customs tariff Act 1975 and Anti Dumping duties should be imposed for 5 years under section 9A(5) of the custom tariff Act 1975.

AIFMP has been arrayed as Respondent No. 14 in the appeal. AIFMP through Advocate filed cross objection against the Appeal No. AD/50629/2019 filed by JK Paper Ltd. Which was filed on 02.05.2019 before the CESTAT, Delhi. Similarly, Cross Objection against Appeal filed by West Coast Paper Mills Ltd. was filed on 15th May 2019 before the CESTAT, Delhi.

The PRIDEX which is commercial printing Index has moved from 126 to 124.4 in the last quarter of 2018-19 which shows 1.6% marginal decline in quarterly 4 due decline in paper, power and freight (diesel) cost during Q4 FY 2019.

The CARDEX which is folding carton index has moved from 121.7 to 121 showing 0.7% marginal decline in cost. This was largely on account of dip in power, wages (inflationary) and freight (diesel) costs during Q4 FY19.

I do hope that all the printer brothers will utilize this index effectively in your business.

Myself and Mr Harjinder Singh, Chairman, International Relations -AIFMP attended the World Print & Communication Forum (WPCF) Conference from 23rd May to 25th May 2019 at Hilton Hotel, London. The two days conference commenced with the Board meeting on 23rd May 2019 wherein delegates from America, Japan, South Korea, China, Australia, Nepal, Indonesia, European Union and India participated and presented the Economic report of

their respective countries. As per the aforesaid Economic Reports most of the countries are facing huge challenges in procuring the skilled staff for their industry. Most of the countries are suffering from paper mills shut down or reduction of production on account of environment norms and the most badly affected country from this is Japan.

The paper prices is also not stable throughout the world as also in India which is destroying the printers as they are not able to get remunerative prices for their products.

I am firmly of the view that with the active support of members we can do wonders. I invite each one of you to participate whole heartfully in all the activities of the Federation. Be proactive write to the Secretariat and share your thoughts, ideas and recommendation to enable us to take appropriate action. .

Raveendra Joshi
President



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



NAEP
2019



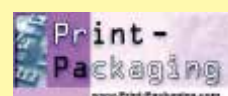
Viren Chhabra Print Leadership Award

International
WPCF
Conference



Organised By:
ALL INDIA FEDERATION OF
MASTER PRINTERS

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



Print-Packaging.com (P) Ltd.

Mumbai : F 101, Tower No. 7, First Floor, International Infotech Park,
Vashi Railway Station, Vashi, Navi Mumbai 400 705.

Tel : 91-22-27812093, 27812619, 27812657

Fax : 91-22-27812578

Noida: Advant Navis, Unit No. A1101B, 11th Floor, Plot No. 7,
Sector 142, Expressway, Noida-201301, Uttar Pradesh, India

Tel:- 91-120-4300586-587

Email : info@print-packaging.com

www.Pamex.in

Editorial



Dear Readers

Media and Statistical reports predict the annual revenue from Artificial Intelligence (AI) - based products and services is expected to cross several thousand crores by 2025.

Before we talk about how big AI is getting and how it's making its way through every industry, let's take a look at its history.

In 1956, Prof. John McCarthy coined the term Artificial Intelligence during a conference held in Dartmouth, US. The aim was to explore ways to craft a machine that could improve, think, solve problems, and interact like a human. A small example of this is: today, we are leveraging AI-powered algorithms in voice-based assistants which interact with us based on our commands.

While AI is rapidly making its place in industries like finance, search marketing, healthcare, there are major corporations focusing on developing AI applications for the printing industry.

The focus is on how printing industry can take advantage of AI.

Predictive Maintenance

Most of the printing organizations are turning to predictive maintenance because of one reason, efficiency. Almost all devices like printers, multi function printers have embedded sensor technology which enables data collecting and analyzing. Based on that data, it can predict possible loopholes your system can face in the near future. But there is no control over the volume of that data and its monitoring. In this case, AI can make it work better.

- Printers can use advanced AI-based algorithms to fetch real-time data which they can embed into their devices.
- Based on the data, they can develop techniques to collect and analyze data for insightful and cost-friendly maintenance procedures.

Digital Automation

Even with the digital advancement taking place at an astonishing rate, there are still some businesses who use outdated operation methods. They are performing tasks like data entry, information validation, QA, data migration and such for the daily operations. To automate this process, RPA (Robotic process automation), a class of software that operates the way humans will be useful. It builds a virtual workforce that can work 24 hours without any errors.

This virtual workforce is not able to predict any anomalies or loopholes, but when integrated with AI, it could be a powerful combination. This technology uses algorithms to collect complex data and then educate the workforce to take precautions against future mishaps. You can handle manual jobs like printing, order processing, invoice creation, quality check (especially 3D designs), etc. with this method.

Real-Time Alerts

Let's say you have 20,000 copies to print. You have all the things in place, but if there's a problem in the printing software, it may create faulty results i.e errors in print copies, inaccurate number of copies and so on. To avoid such issues, there are manufacturers who offer downloadable patches for specific operating systems and machines. But, AI, in this case, can render real-time alerts. This means, that you can identify the problem before it occurs. It will activate a protocol for a rapid, effective response to avoid breaches in the printing system.

Mobile Printing

The grey area for the printers is to install printer drivers for every single device they want to connect it with. That means, that they have been needing individual drivers for desktop and mobile devices. It makes overall process a bit slow and dependent. By enabling AI, printers can aid computers and mobile devices to detect it. AI-driven printers will enable mobile users to print directly from their devices without any hurdles with simple configurations.

Protection Against Security Threats

With an increasing number of printing shops letting their customers connect

devices to the printers, cyber-attacks through malware is a great threat. Detecting the source of that malware can be difficult with such a huge customer base. In such scenarios, AI would help manufacturers by providing network-level behaviour analytics and real-time anomaly detection. Hence, the device-level security patches, commonly used to curb such issues, will be a rare thing in the near future.

So, if there is a security breach in the system, it can effectively give feedback using machine learning in combination with an advanced analytics engine.

AI in Print industry

- Print management software integrates smart algorithms to recommend layouts to reduce paper waste.
- Using the AI-driven customer behavioural data, industry leaders are sending customized direct mail, catalogue, etc according to their individual preferences.
- Sensor enabled printers communicate with algorithms which results in a focused and streamlined process.
- Online product shops are leveraging numerous printing methods like screen printing, Direct to Garment (DTG), Sublimation, from one centralized system. It enables business owners to offer a variety of products to users which help them expand their businesses.
- Online product designer owners manage multiple production units through connected printers optimized using AI algorithms. It reduces human errors with increased print shop efficiency.

The print industry is experiencing a digital wave, and we can consider the adoption of AI as the latest approach. There are tools like "Product Designer" which the print vendors can invest in this technology that keeps their services and devices relevant.

Yours ever

P.Chander

Hon. Editor

Former President - MPLA & AIFMP

Remember when providing
value to a client meant hand-
delivering proofs at 3AM?
How cool was that?



The companies doing well in our industry are the ones coming up with innovative products designed to meet the needs of our customers in today's fast-paced digital world. They're not looking back to the way things were. They're looking forward to the way things have to be. And they're thriving. At PRINT® 19, you'll meet the creative minds behind some of these exciting new companies, and hear from speakers including Nicholas Thompson, editor-in-chief of *Wired* magazine, addressing the future of business. The discussion will be frank, honest, and maybe even uncomfortable. But it might also be exactly what you need to hear in order to survive. See you there.



PRINT 19

OCTOBER 3-5 | Thursday-Saturday | McCormick Place North | CHICAGO

Contact: Vinod Vittoba • Office: +91 1204290606 • Mobile: +91 9818278460 • Email: vvittoba@aptech.org

Register now at PRINTevent.com



245th G C Meeting at Chennai



The 245th Governing Council of All India Federation of Master Printers was held on June 1st - 2nd, 2019 at Hotel Feathers, Chennai under the Chairmanship of Mr Raveendra Joshi, President AIFMP. The meeting was hosted by The Madras Printers & Lithographers Association.

Mr K. Rajendran, Hon. Gen. Secretary welcomed the members who were present to the historical city of Chennai, he initiated the proceedings of 245th GC meeting. HGS requested President MPLA to address the gathering.

The President of MPLA, Mr G N Visvakumar welcomed everyone present at the meeting who have come from different states of our country, extended his greetings and heartily welcomed the Office Bearers, Past Presidents and GC members who spared their valuable time to attend the 245th GC meeting at Chennai. Mr Visvakumar said that the forefathers' great vision has eventually materialised into concrete action and desired results. He further said, road ahead holds enormous promises and heightened scope for our industry to sustain growth that leads to a brighter future despite hard crises and challenges. He further said that we have congregated to deliberate upon, discuss and to decide the future roadmap for the Indian printing sector to further develop printing fraternity's welfare. He once again thanked all members and extended his invitation to attend the eAgePrint 2019 exhibition and Coramandal Printers' Conclave 2019. He further said MPLA is extremely overjoyed to host 245th GC meeting.

HGS requested the GC members to observe a minute silence to pay homage and tributes to departed soul(s) of Mr V V Patwardhan, Ex-President MMS, Ex-President

MMP and Ex-Vice President (West) AIFMP and Mr S Muthiah, Past President-MPLA to rest in peace.

Mr Raveendra Joshi, President welcomed and thanked GC members, Past Presidents and others for attending the meeting to discuss and resolve issues impacting the Indian print industry. He thanked President and team of The Madras Printers & Lithographers Association for making excellent arrangements for the GC meeting and comfortable stay for GC members. He further extended his hearty congratulations to MPLA for organizing the E-Age Print 2019 exhibition from 31st May 2019 to 3rd June 2019 at Chennai Trade Centre, Chennai.

President briefed the August House about the activities and visits undertaken during the period from previous GC meeting to till date :

- President congratulated all the four zonal Vice-Presidents and other OBs for conducting Romancing Print event in their region within schedule time.
- President said that Prof. Kamal Chopra, Past President & Chairman PAMEX and Mr Ashwani Gupta, Hon. Treasurer had attended the India Day programme during SinoCorrugated & SinoFolding



Carton 2019 event organised by Reed Exhibitions from 8th April to 11th April 2019 at Shanghai, China.

- President further said that Prof. Kamal Chopra, Chairman PAMEX and Mr Ashwani Gupta, Hon. Treasurer had attended the Print China 2019 and Asia Pacific Day event organized by China Print Show Co. Ltd from 9th April to 13th April 2019 at Guangdong Modern International Exhibition Center in Dongguan, Guangdong Province, China.
- President briefed the GC that in recognition of services of Prof. Kamal Chopra towards Printing Industry, especially International Print Education, The Beijing Institute of Graphic Communication, China awarded the successive title of Honorary Professor for another 3 years w.e.f. April 21, 2019, the title was conferred on 10th April 2019 at Dongguan China personally by Prof. Luo Xueke, Vice Chancellor of BIGC.
- President briefed the Governing Council that himself and Mr Harjinder Singh, Chairman-International Relations had attended the World Print & Communication Forum (WPCF) Board meeting and "Print Matters for the Future" conference from May 23rd, 2019 to May 25th, 2019 at London. President further said, he had very fruitful meeting with representatives of International Printing Association(s). He further said that during WPCF Board meeting various issues impacting international print industry were discussed.
- President further said that he had discussed with the representatives of International Print Associations for carrying out exchange programme among different

countries of the world for resolving the issues impacting World Print Industry.

- Promoted PAMEX 2020 among WPCF Board members and invited them to participate in the exhibition and further invited all the participants to join the next WPCF meeting which will take place alongwith PAMEX 2020 (6th to 9th January 2020) at Mumbai.
- Signed PAMEX Commercial Agreement with Mr Anil Arora, M/s Print Packaging.Com for holding the next 3 edition of PAMEX 2022, 2024 & 2026.
- 246th GC meeting & 66th AGM will be hosted by PPOA coinciding with Centenary Celebrations of PPOA during September 20-22, 2019 at Pune. President further said 14th NAEP Award Function 2019 will be conducted by Poona Press Owners Association (PPOA) during PAMEX 2020 at Mumbai.

The minutes of 244th GC meeting held on 23-24 March 2019 at Hotel Park Plaza, Zirakpur, Chandigarh was confirmed after brief discussion.

Mr K. Rajendran, Hon. General Secretary presented his periodic report before the House. He briefed in his report all the activities and visits from the previous GC meeting till date. He stated that Romancing Print was successfully organised by affiliate associations under the able guidance of the respective zonal Vice-Presidents. Experts from the respective fields delivered lectures related to printing business, technology and various other topics.

Mr Ashwani Gupta, Hon. Treasurer presented the Periodic Accounts from 1st March 2019 to 30th April





2019 which was passed after a brief discussion. Further he presented Draft Balance Sheet for the year 2018-19 before the house which was also passed after brief discussion.

Mr Vinod Jain, Chairman, Government Relations briefed GC that Federation had initiated action on both Coated and Uncoated copier and had engaged the Economic Laws Practice, solicitors & Advocates to fight the case, the Federation has won the case pertaining to Coated paper.

Prof. Kamal Chopra, Chairman, PAMEX 2020 had briefed GC about promotional activities undertaken for PAMEX 2020 which is scheduled to be held from January 6-9, 2019 at Mumbai and this edition of PAMEX coinciding with 247th GC Meeting, 14th NAEP, 'Viren Chhabra Print Leadership Award ceremony and The World Print and Communication Forum (WPCF) International Conference. He further briefed about full day international technical conference "WPCF Conference" which will be organized during PAMEX 2020.

Mr C Kalyanasundaram, Dy. General Manager (Marketing) Tamil Nadu Newsprint and Papers Limited (TNPL) gave



a presentation on the products of TNPL. He said that TNPL is manufacturing world-class Eco-Friendly paper and paperboard products which will cross 1 million tons per annum by 2025.

Mr M Ilango, Sr. Manger, Regional Sales, Commercial Print Segment, GTN, TechNova Imaging Systems (P) Limited gave presentation about Safety Risk.

Mr Ashok Kumar, President KSPA & Vice-Chairman Printech Park Cluster gave presentation about Printech Park. He said KSPA has successfully implemented Rs. 100 crores project Printech Park Cluster and Rs. 35 crores project Common Facility Centre, KSPA.

On the request of President & HGS Mr R Suresh, Past President proposed vote of thanks. He requested the GC members in standing ovation to greet the MPLA team who have done wonderful job by organising 245th GC meeting in a befitting manner. He also appreciated the OBs for smooth conduct of GC meet. He also thanked all the GC members who have come from different parts of the country to attend and to discuss the issues impacting Indian Print Industry.



2020.04

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

Guangdong Modern International
Exhibition Centre,
Guangdong, China



PACKCON
中国包装容器展

PACKCON
CHINA
PACKAGING
CONTAINER EXPO 2020

SINOPAPER
SOUTH 2020

SINOFLEXPACK
SOUTH 2020

SINO
FOLDING CARTON
2020

SINOCORRUGATED
SOUTH 2020

Web: www.alno-corrugated.com/en

Tel: 010-5763-1888

Fax: 021-2231-7183



Organizer

Reed Exhibitions
励展博览集团



Organizer



Reed Exhibitions
励展博览集团

e-Age Print 2019 inaugurated at the hands of Mr. Banwarilal Purohit, Governor of Tamil Nadu



Mr Banwarilal Purohit Governor of Tamil Nadu, the owner of Nagpur daily newspaper The Hitavada. The newspaper was launched by Gopal Krishna Gokhale in 1911 and Purohit is its current managing editor. He is also the chairman of Shri Ramdeobaba College of Engineering and Management in Nagpur.

MPLA takes pride in inviting the appropriate print personality and head of the state to inaugurate the expo, e-Age Print 2019, an international exhibition for printing, packaging and allied industries, kicked off on 31st May 2019, Friday in Chennai. The four-day event, organised by the Madras Printers' and Lithographers' Association (MPLA) and Messe India, allows manufacturers to showcase advances in the printing and packaging industry, besides opening new avenues and opportunities for entrepreneurs to expand business.

His Excellency Tamil Nadu Governor Banwarilal Purohit on Friday 31st May 2019 inaugurated the 'e-Age Print-2019', an exhibition at Chennai Trade Centre organised by The Madras Printers' & Lithographers' Association (MPLA), in presence of printing dignitaries from all over India and foreign countries. In his speech comparing to other industries.

The print industry, as a whole, was estimated to grow at a rate faster than the annual GDP growth rate of seven per cent. Observing that the figures speak for themselves, he said in 2017, the value of the Indian print industry's worth was estimated to be around Rs 660 billion. It grew to Rs 734 billion last year and was projected to reach Rs 862 billion by the beginning of the next year.

Mr Purohit in his address to the gathering the print packaging and print publishing were growing considering the rising literacy rates, a youthful population and an expanding economy that India is witnessing today. In fact the print packaging industry is growing at an annual rate of 17 per cent and commercial printing at an annual rate of 10-12 per cent, he pointed out that India was the sixth largest book market in the world and currently the second largest for books in English, behind the United States.

It should therefore come as no surprise to anyone that the book publishing industry in India was booming with an annual growth rate of around 30 per cent. India has also moved up from the tenth position to the fifth position in international rankings on the basis of print volume. All this augurs very well for the future.



Noting that technological advancements were also opening up new frontiers, the number of surfaces one could print on, ranging from plastic to metal to glass, was increasing considerably.

The Governor lauded the bunch of skilled, dedicated and sincere members of the association, who has been guiding its destiny with utmost maturity and confidence. The steady growth of the association over the last seven decades since the post-Independence era and its

present show of strength bear testimony to the sincerity, dedication and devotion of its founding members and their successors.

It is for all to see the event will be a stupendous success and immensely benefit all industry members in upgrading their knowledge and building a better future.

He wished everyone the best to one and all! Have a great show over the next three days!

Association News-Update

EMPOWER YOUR PRICE-NEGOTIATION

CARDEX and PRIDEX indices have been developed by AIFMP through Crisil. The indices are developed to accurately track increase/reduction in costs of Raw Materials as well as Labour, Electricity, Interest Cost and other costs which directly impact our industry produce. CARDEX has been developed by considering leading inputs for the Packaging Sector whereas PRIDEX is computed basis leading inputs required by Commercial printing segment.

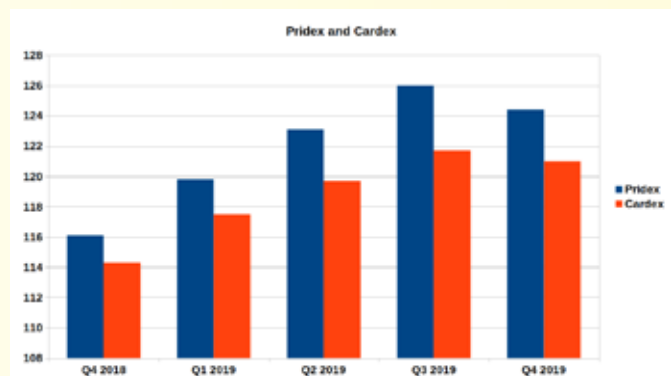
What are the latest numbers?

CRISIL has published the Q4 (FY2019) results for the indices PRIDEX and CARDEX.

In the Q4 of FY2019, PRIDEX stands 124.4 and CARDEX stands at 121. The downward trend is apparent if we compare the Q4 (FY2019) with the previous quarter Q3 (FY2019); however, when compared with Q4 (FY2018) the year-on-year input cost increase in Q4 (FY2019) has been 8.3 per cent for PRIDEX and 6.7 per cent for CARDEX.

Are input costs down? Should we reduce prices?

To gain a better understanding of the trends, one must consider the current pricing strategy for the business; if one has been consistently quoting prices in sync with the twin indices, the business can enhance profitability by keeping the client prices same and benefit from the slight reduction in the input costs. If you have been quoting prices lower than the PRIDEX-CARDEX trends, we would advise you not to lower your prices further and use the slight reduction in the input costs to correct your losses, if possible.



Gain to Grow hosted by MMS

Gain to Grow (G2G) is a Corporate Training Program to be hosted by Mumbai Mudrak Sangh in collaboration with DOT Institute of Graphic Communication (DIGC), especially curated for professionally managing a print organization. Since its establishment, Mumbai Mudrak Sangh has been at the forefront of knowledge dissemination through regular conducting of seminars and conferences. With a view to working effectively for the benefit of the Print Industry, MMS founded an able partner in DOT Institute of Graphic Communication (DIGC) to provide Corporate Training under the brand name "Gain to Grow" (G2G).

DIGC has in the past one year carved its niche in the field of quality print education to Print Graduates, Management students as well as family representatives from print businesses. With an eclectic mix of students across PAN India, DIGC is well equipped to take education a step further. DIGC had always realized that for any organization to be successful, merely technical know how will not suffice, rather it has to be a combination of the right mix of technical as well as back end support. This is why the courses offered at DIGC is not restricted to the technical aspect but focused on all round development of its students to become capable Managers, Entrepreneurs etc.

Most often, we measure success by the output obtained in terms of

production, but we never realize that to achieve this output there are several other factors crucial for getting the desired result. These factors which include financial, human resources etc. can make or break the organizational success. DIGC understood that the need of the hour is to upgrade and upskill not only at the technical level but to focus on the other back-end processes crucial for an organization to be really productive and profitable.

Taking this thought forward, DIGC came up with the idea of Gain to Grow. In the present scenario, where Conventional Print is waning in popularity and existing presses are beset with numerous problems, it's time to relook at our strategy and understand what the need of the hour is. DIGC in collaboration with Mumbai Mudrak Sangh aims to actively promote Education for Print Industry through its "Gain to Grow" (G2G) program. This training will focus on crucial functions like Finance, Human Resource Management, Administration, Business Development, Management by Objectives (MBO), Statutory Compliances, etc. Each module of the programme has been thoughtfully designed and created to address the challenges and issues particular to that set of function.

Targeted at Promoters and other Senior level functionaries in an organization, the training is spread over 12 monthly modules of 2



sessions each, over the year 2019-20, covering a judicious blend of current and topical items relevant to the optimization of profit to achieve steady growth. These knowledge enrichment sessions will be intensive involving brain storming discussions, case studies, etc. providing fresh approach in managing your business differently. The Speakers/ Trainers will be experienced professionals in the respective subjects. For each module, there will be two sessions of 4 hours each, conducted on the last two Saturdays of every month.

It is often said that to progress you need to grow and to grow you need to learn. Each day brings a new learning. Today's fast paced world with its ever evolving changes seeks us to be constantly upgraded. MMS and DIGC have been doing yeomen service to ensure Print keeps up with the times. MMS' annual celebration of the Printers' Day is known for being knowledge-focused and delivering exciting knowledge-sharing activities. Its Round Table Conferences is instrumental in getting together print-professionals, business leaders, domain-experts, and print suppliers on a single platform and gives them an opportunity to take a closer look at the various business verticals within the print and packaging industry – books, value addition, luxury packaging, cartons and boxes,



For more information please refer to the Training Calendar.

MMS-DIGC 'Gain to Grow' Training Calendar for 2019-2020		
Date & Month	Modules	Contents
17th & 31st August 2019	Finance for Non-Finance Executives	Basics of Finance Good Financial Management, Cash/Fund Flow Breakeven Point and Maximising Profits
21st & 28th September 2019	Better Productivity = Better Profits	Cycle Time v/s Lead Time; Theoretical v/s Actual Capacity; Activity Costing; Bottlenecks; Boiling Frog Syndrome; Identifying Variabilities; Eliminate-Rearrange-Simplify
5th & 19th October 2019	Dashboards for CEO	Finance Reports Production Reports Sales Reports
23rd & 30th November 2019	Costing and Estimation (For beginners)	Getting your Basics correct Power of MS Excel Cost Centres
21st & 28th December 2019	Analysis of Financial Statements (Emphasis on Procurement)	Reading of Financial Statements and Ratios Banking, Norms and Types of Finance – Nationalised Banks, NBFC and Private Banks
18th & 25th January 2020	Admin – Value Addition I	Import / Export – Important Info MIS & Standards Insurance
22nd & 29th February 2020	Admin – Value Addition II (For learners)	Communication and Office Tools Controlling Costs and Managing Stocks Licenses, Copyrights and Trade Marks
21st & 28th March 2020	Human Resource Management	Documentation, Personal Files, Payroll etc. Performance Evaluation, Appraisals and Increments Statutory & Legal Provisions
18th & 25th April 2020	Reinventing Business Model	Business Plan & Elements of Good Business Model Being Different (including Social Media) Focus on Efficiency and Growth
23rd & 30th May 2020	Refresher Course in Indirect and Direct Tax	Income Tax Act – Important Aspects & Recent Developments GST- Important Aspects & Recent Developments Other Pertaining Laws
20th & 27th June 2020	Tally for Non-Finance Executives	Basics of Opening a Company & Standard Settings Accounting – Sales, Purchases, Cash and Bank, and more. Exporting Reports, MIS for Better Management
18th & 25th July 2020	Future Planning in Focus	Financial Planning, Investments And Wealth Management Succession Planning – Wills v/s Trusts Planning Exit Route

commercial printing, to name a few. DIGC has on the other hand as part of its Board of Studies count the best of the brains in the Industry. Such has been its impact that since its inception, it has managed to earn a name for itself across India with a student base from all over India right from Jammu, Indore, Hyderabad, Pune, Nashik etc. The unique feature of all these batches have been is that they all had expressed a keen desire to learn the nuances of each and every aspect of print and not just confine themselves to the Technical aspect. This gives us

hope that the flame of Print in the future generation is burning bright. It just requires a torch to be taken further. This is what prompted MMS & DIGC to come up with Gain to Grow to ensure the current generation and future generation are on the same platform.

Each module will have two 4-hour sessions between 09:30 am and 01:45 pm on the last two Saturdays of the month, beginning from August 2019. MMS will offer these monthly modules at a fee of Rs. 5,000/- plus

GST per module of two sessions. This fee will include the course material & refreshments. There will be corporate/individual discounts for bulk registration on multi-module registrations through the year.

For more information about G2G and to register for training modules, please feel free to contact Manohar Ahuja from MMS Secretariat (+91 9769 347 776 ex.sec@mumbaimudraksangh.org) or Lukman Gnanraj at DIGC office (+91 8879 738 269 education@dhoteoffset.net).

Dombivli Shahar Mudrak Sangh is in for transformation



Dombivli Shahar Mudrak Sangh, a vibrant club having its own identity as unique club which is now poised to transform itself towards professional business orientation within their own Printing fraternity.

This is a new innovative innovation from printer's point of view.

Dombivli Printers are going through a transformation

With this idea in mind a modest, most motivated a team of 11 printers visited 3 achievers in the industry on 5th & 6th July 2019, who have created a brand name for their product and have set a benchmark in quality within their respective field.

A visit to see the working of such industrialist who have not only achieved name and fame for their product, but are leaders in their profession. Our idea was to see their working, how they achieved the improvement in their product & how they reached on top to register highest growth in their business? Why not our printers change in totally? Why our printers, should remain printers for whole life? Rather they become businessman! Becoming technically & technology wise printer is 50% entrepreneur, and balance 50% which is businessman.

Now our printers will concentrate on becoming businessmen and this is the main reason our 11 member team visited the industries below.

- 1) Chitale Bandhu their Bakarwadi plant at Ranje , Pune
- 2) Mothers Recipe a pickle & food product plant at Shirval, Near Satara.
- 3) Parksons Packaging most modern equipped packaging plant at Chakan, Pune.

Following these visits to the above three industries the benefits that we reap were immense and ready to implement in our own print industry for improvement and growth in business.

We will get our rates for the value added services that we give further there will no undercutting of rates employ right man for the right job create a good working atmosphere for the employees

Thanks to Shri Ravi Joshi, who arranged the Industrial visit of Chitale Bandhu, and was with us throughout the time.

Dombivli Shahar Mudrak Sangh is looking forward to be the No 1 in the district in all aspects

New Office Bearers of Salem District Offset Printers Association

for the year 2019 - 2022

P. Prasanna Venkatesan	President
S. Srinivasan	Secretary
T. Srinivasan	Treasurer
V. Muthu Gopalakrishnan	Founder
A. Karmeham	Chartered President



President



Secretary

MMS celebrates International Day of Yoga

June 21, the longest day of the year, is celebrated world-over as the International Day of Yoga since 2015.

"Yoga is an invaluable gift of India's ancient tradition. It embodies the unity of mind and body; thought and action; restraint and fulfilment; harmony between man and nature; a holistic approach to health and well-being. It is not about exercise but to discover the sense of oneness with yourself, the world and the nature. By changing our lifestyle and creating consciousness, it can help in well being." said by our Honourable Prime minister Shri Narendra Modi

Drawing inspiration from the above vision MMS celebrated International Day of Yoga at their Training Centre in Mumbai. Over 40 people from print companies

and other businesses around the MMS' office participated in the early morning Yoga session led by MMS' Executive Secretary Manohar Ahuja.

After a brief warm-up exercises, Mr Ahuja and other participants practised breathing exercises such as Pranayama, and postures such as Surya Namaskara.

"I have been practising Yoga for many years. It has helped me in being healthy – physically, mentally and emotionally," said Mr Ahuja at the morning event, "I am happy today to share my passion for Yoga with so many people. It is a great start to the day." Indeed, many of the first time Yoga practitioners participating in the MMS Yoga Day appreciated Mr Ahuja's efforts.





SHAPING THE FUTURE OF PACKAGING & PRINTING IN ASIA

Experience packaging and printing innovations at Southeast Asia's leading exhibition of its kind. Source from 300 companies from 25 countries - from IoT technology offering smart printing solutions to digital packaging innovations, PACK PRINT INTERNATIONAL 2019 has it all.

THE FUTURE IS HERE, THE FUTURE IS NOW.

Pre-register your FREE visit at www.pack-print.de

18 – 21 SEP 2019

BITEC • BANGKOK



**PACK PRINT
INTERNATIONAL**

7TH INTERNATIONAL
PACKAGING AND PRINTING
EXHIBITION FOR ASIA

We look
forward to
welcoming
members from
AIFMP!

Officially supported by:




For enquiries:

Within Thailand
Sanyou Co., Ltd
Tel : (043) 2508 0804
Fax : (043) 2508 2861
info@sanyou.co.th

Overseas
Messe Düsseldorf Asia
Tel : (043) 2332 9620
Fax : (043) 2332 9605
info@messe-dusseldorf.asia

Jointly organized by:



The Thai Packaging
Association



The Thai Printing
Association



Messe
Düsseldorf
Asia

May - June 2019

PRINTING TIMES

17

Felicitation Program on the occasion of completion of 100 years!



The Poona Press Owners Association Ltd had organised a felicitation program on the occasion of its Foundation Day and as a part of the ongoing centenary year celebrations.

In keeping with the tradition, the Foundation Day was celebrated with much splendour on 13th July 2019 at Hotel President, Karve Road, Pune. Mr Raveendra Joshi, President of the Association and President of All India Federation of Master Printers, New Delhi, chaired the program and Mrs. Mukta Tilak, Mayor of Pune was the Chief Guest.

This year, four members of the Association who completed 75 years of age were felicitated.

- Hon. Ms Pushpatai D. Marulkar – Mandar Printers
- Hon. Mr Kant Dabholkar
- Hon. Mr Prakash D Ranade _ NeelkantPrakashan
- Hon Mr Pramod K Khole – Deccan Litho Workss

In this program, women, who are in the print business, were bestowed with the “Yashaswini” award and their names are :

- Ms Shriti Kulkarni – ShrividyaPrakashan
- Ms VarshaAnandLadkat – Vinayaka Enterprises
- Ms Sonali R Badgujar – Narmada Offset
- Ms Urmila Vasant Wadkar – Universal Printers & Binders
- Ms Deepali Santosh Shelar – S S Arts
- Ms Smita Mohan Phadtare – Varad Enterprises
- Ms Sahyadri Prashant Bandal – S M Printers
- Ms Aditi V Kalekar – Saraswat Arts and Prints
- Ms Vaishali N Jawalkar – Yogiraj Binders
- Ms Suhasini S Deshmukh – Deshmukh Enterprises

After this, students from standard X and students from standard XII, who had secured more than 75% marks were given gifts and felicitated.

All those students who topped their exams during the course of studying Printing and print technology were awarded a scholarship of Rs. 5000 each

In his speech Mr Raveendra Joshi, President of the Association, congratulated all members on the occasion of the Association completing 100 years. During his speech he informed the gathering of the various activities of the Association and also informed them about the future plans. The future plans included

- A Printing Cluster
- International Conference
- A mall for literature on Printing
- A library of Printing and Print technology
- Exhibitions on Printing
- Health Camps
- Seminars and Conferences on Printing
- Facilities for studying and learning about Printing
- A book on the history of the Association

Mr Raveendra Joshi called upon each member to donate Rs. 10000 towards these projects. He also requested the Chief Guest, Ms Mukta Tilak, to help the Association solve the issue of land required for future projects through one of the many municipal schemes.

Ms Mukta Tilak, the Chief Guest, congratulated the Association on completing 100 years and for the work they have done for all Printers. She was especially appreciative of the felicitation of Women Printers. She also said that the 100 year old Association has a place of honour in the history of Pune.

A lucky draw was organised on this occasion and three lucky Printers received a gold coin each.

At the end “Corporate Kirtan” was presented by Mr Sameer Limaye. The renditions were based on “Dasbodh” written by Swami Ramdas. All songs were very inspiring, extremely melodious and beautifully sung. The audience thoroughly enjoyed the show.

The program came to an end with dinner being served. All those present expressed pleasure satisfaction about the proceedings of the evening.

Romancing Print @ Agartala, Tripura



The Second edition of Romancing Print in the Eastern Region was held at Students' Health Home, Agartala, Tripura on July 7th 2019 and hosted by the Offset Press Owners' Association, Tripura.

Raveendra D. Joshi, President AIFMP was the Chief Guest and Dibyajyoti Kalita, Past President AIFMP, A. Senthil Kumar, Vice President South AIFMP, C. Ravinder Reddy, Hon. Jt. Secretary AIFMP, Shahjahan Kazi, GC Member AIFMP, and C. Prakash Babu, GC Member AIFMP and past Treasurer, past Hon. Jt. Secretary and past HGS AIFMP were the Guests of Honour. Mr. Raj Kamal Gohain, Member AAPOA was also in attendance.

After a Welcome Song, the Welcome Address was delivered by President of Offset Press Owners' Association, Tripura and GB Member AIFMP, Kanti Lal Baidya. Following addresses by the Guests of Honour, President AIFMP in his address expressed his happiness that a newly affiliated association has come forward and has arranged Romancing Print in an area untouched by AIFMP earlier.

The First Technical Session was on Machinery Maintenance by Mr. Dijen Kalita, Maintenance Engineer Prakash Offset. He spoke at length on the importance of daily lubrication, cleaning and inspection of machinery and also stressed that owners should regularly take stock of whether these tasks are been done before and after production.



The Second Technical Session on GST and its Applicability to Printers was delivered by Mr. Mangal Debbarman, Inspector of Taxes, Tripura. He spoke on GST mechanism, incidence with relevance to printers. He assured all help from the Tax Department to the printers in sorting out GST compliance issues and also conducted a question and answer session for specific problems of printers in this field.

The Third Session was held post lunch and was conducted by Mr. RK Giri, Director MSME-DI Agartala. He spoke on cluster formation and Udyog Aadhaar and its importance and on the need for printers in Tripura to register on the government procurement portal.

The Fourth Session was conducted by Mr. Nitul Nath, Manager SBI Agartala on Bank Finance.

He spoke on the various schemes that were available for printers where finance could be availed without collateral, especially Mudra Loans for small investments and SME Loans.

The Closing Address was delivered by Raghavendra N. Dutta Baruah, Vice President East AIFMP where he thanked the honoured guests, participants and speakers for their time and effort to participate in the programme. He also thanked M/s. Hitech Reprographics, Agartala, dealer of Konica Minolta and Sharp for their support and display of equipment for the benefit of printers.

Over 100 printers and industry participants registered for the programme. Many participants expressed their happiness and satisfaction that such a programme has been held at Agartala which gave them an opportunity to learn new things and hoped that more such programmes would be held in the future.



Mr. Surendra B. Dhote visit to HP Indigo Israel

Mr. Surendra Dhote, Former President, AIFMP visits Israel to participate in HP Indigo VIP Event 2019 on invitation from HP Indigo, Israel.

15/16 printers from India and about 30 printers from China participated in the Event. It was a very fascinating and fruitful event. Mr. Alon Bar-Shany, General Manager, HP Indigo, Israel conducted the Event. Extensive tour & demonstration of HP Indigo facilities were conducted and latest developments on digital technology were exhibited.

It was told in the Event that outlook of the customer of the customer is changing very fast. 60 to 65% of the population are below the age and half of that are under 25. This young generation constantly changes its demands. They buy in smaller quantities, want everything in a new, uniquely personalised packages and FAST - NOW. Digital is the only viable technology that will help the industry manage the small quantity jobs more efficiently or the large volume jobs that are driven by data variables viz. Change of price/name/QR Code, designs etc. etc.

HP narrated & explained in the Seminar of their Liquid Electrophotographic Printing technology. This enables printing on any surface and does not have a kissing contact, be it of any thickness with a better gloss (inks supplied by HP).

One total Session was letting the audience know their family – the working staff and customer & customer's culture to spread the know how amongst to let them choose from the existing working methodology/technology.

Mr. Dhote's overview: Selling technique was also discussed. Till now they have a selling mechanism with Meter-wise charges irrespective of the width. A little change in planning the input jobs is the essence of running the machine effectively.

Today, brand owners are looking for a lean and agile supply chain, how to get their product on the shelf, communicate with the end-user and explore new avenues including on-package printing with a variety of designs within the same order with ease. It was told that first HP Indigo 30000 machine had landed in India with Parksons. The key advantages of digital are customisation and personalisation.

Focus with digital technology would be to convey the message through colour consistency, small runs, personalisation and customisation and smart packaging. Automation is key to digital printing so it has to be print, coat, ornaments all in one process and improved digital like

Surendra B. Dhote with
Alon Bar-Shany, (Vice President & General Manager at HP Indigo)

HP Indigo 30000 is perfectly suit the process.

Seminar concentrated on current trends in label printing industry & packaging industry and the need to incorporate brand value. What Mr. Dhote saw was more or less the finishing was done in conventional manner viz. Bobst machine in and putting things in size/shape packaging.

HP Indigo also organised tour to Jerusalem. It was thrilling to see new place – new people and the harmony of the different religions i.e. Jews, Muslims and Christians are living together. We were fascinated to see the famous minimum water distribution for agriculture & fruits trees/horticulture with the aim of maximum production with minimum use of water.

Mr. Surendra B. Dhote also met Mr. Benny Landa

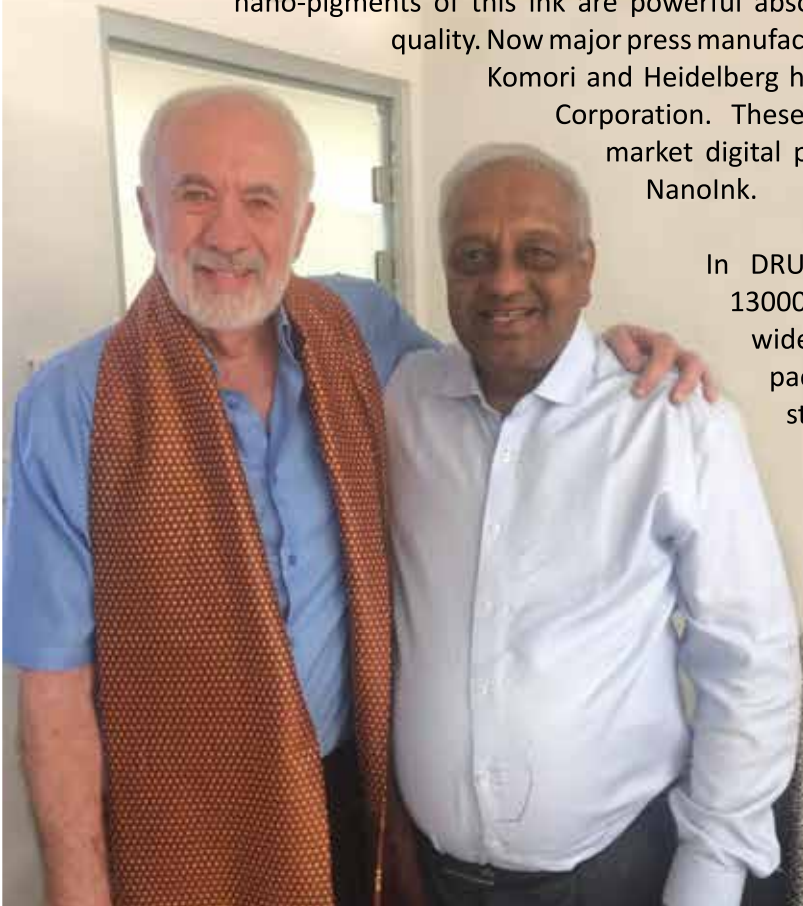
Before going to Israel Mr. Surendra Dhote tried through e-mails to contact Mr. Benny Landa, inventor of Digital & Nanotechnology. Mr. Dhote got the consent of Mr. Benny Landa for an interaction with him in Israel. Mr. Dhote on 02.07.2019 met Mr. Benny Landa at his Nanography facility. Mr. Dhote greeted Mr. Landa with Indian tradition of Shawl. Mr. Benny Landa was very humble and cordial. He promised to meet Mr. Dhote again at the next DRUPA.

After acquisition of Indigo by HP, Benny Landa established Landa Group and started a project called Nanography. Nanography has taken commercial printing, packaging and publishing to an entirely new height; we can term it second revolution in printing industry. This technology can print up to eight colours and operate at speeds of up to 13,000 sheets per hour for sheet fed and up to 200 meters per minute for web press. Nanography is based on nanotechnology, the science of ultra – small particles measured in nanometres i.e. billionth of a meter. The ink used in Nanography is called NanoInk and the nano-pigments of this ink are powerful absorber of light and gives unparalleled print quality.

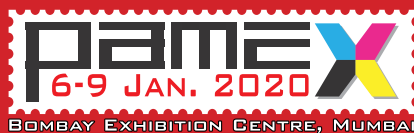
Now major press manufacturers in the world like Manroland sheet fed, Komori and Heidelberg has signed strategic partnership with Landa Corporation. These industry leaders will manufacture and market digital presses using Nanographic technology and NanoInk.

In DRUPA 2016 Landa Corporation showcased 13000-sph BI Digital Press along with one meter wide digital web press printing on plastic packaging films. Thus the digital revolution started by Landa is going strong day by day.

Asking about whether the machines are coming to India, Mr. Landa had a big smile and asked us to wait till DRUPA 2020 to announce.



Surendra B. Dhote with Benny Landa, (Chairman, Landa Corporation)



announces International Outreach Programme



With less 6 months to go, the marketing campaign for PAMEX 2020 is going on in full swing. A Print Yatra is being finalized to promote the event domestically. This yatra will cover several states in the country especially in the tier 2 and 3 towns with an objective is to understand the printers' needs and also to promote PAMEX 2020.

For PAMEX 2020, AIFMP has decided to conduct an International Outreach programme. With the help of the relevant associations, AIFMP is planning to hold a one-day conference and a table-top exhibition in Sri Lanka, Bangladesh and Nepal to promote PAMEX 2020. "With International Media Week being a huge success, we thought this time, it would be best to visit our neighbouring countries and make our presence known there," said Prof. Kamal Chopra, Chairman of PAMEX.

"This programme gives a chance to market PAMEX 2020 directly to the printers in our neighbouring countries. It also provides an opportunity to our exhibitors to showcase their brands in the table-top exhibition," added Anil Arora of Print-Packaging.com (P) Ltd- the event partners for PAMEX 2020.

The PAMEX team headed by Raveendra Joshi, President, AIFMP; Kamal Chopra, Past President & Chairman, PAMEX and Anil Arora, representing the Event Manager visited Kathmandu recently on a 3-day tour to finalise the regional cooperation for effective promotion of PAMEX at Nepal. They were received and felicitated by the team of Federation of Nepal Printers Association (FNPA) consisting of Mr. Pushkal Gautam, President, Mr. Madhav K C, IPP and other team member of FNPA.

FNPA is the premier umbrella association of all the regional printing associations in Nepal. It had organised a gathering of its members from all over the country at Sukute Beach Resort, 75 Km from Kathmandu where the team headed directly from the Airport to be part of the General Body meeting of FNPA.

Mr. Raveendra Joshi, President AIFMP addressed the gathering of over 80 printers and briefed them about the activities of AIFMP with an emphasis on PAMEX.



Chopra's presentation on Print Education and Future Printing with practical tips for the Nepalese printers was very well received by the audience.

Nepal Printers' Association is the oldest association for the Industry and has most of the prominent printers of Nepal as its members. The association office bearers met the Indian delegation on 22 June, 2019 and arranged a program to facilitate the President, AIFMP and Chairman, PAMEX in a separate function organised in Kathmandu on the evening of 23 July, 2019. A technical seminar with a presentation by Prof. Chopra and a film on PAMEX were the highlights of the evening.

Later, the Nepal Stationery & Educational Material Industries Association (NSEMIA) hosted a dinner for the in the honour of visiting AIFMP officials. Mr. Rameshwor Parajuli, President NSEMIA also felicitated the visiting AIFMP officials.

As a major outcome of the visit AIFMP also signed a MoU with FNPA. The main points of the MoU states that AIFMP and FNPA will together organize a roadshow to promote PAMEX in November, 2019. A Print Yatra will be organized across Nepal to provide a platform for Nepalese Printers to voice their needs and issues. The two associations also decided to have a gallery at PAMEX 2020 to showcase Nepalese Printers. While discussing the mutual co-operation of the two countries, it was noted that India and Nepal are interdependent in terms of printing business. FNPA and AIFMP agreed to support the business interest of printers and to jointly handle issues pertaining to promotion and growth of printing industry of both the countries. It was also agreed that both the associations will continue to support mutual activities, both on national as well as the global level.

"We are very excited to sign this MoU with FNPA. We hope this mutual co-operation between the two countries will be fruitful and this will lead to bigger collaborations in the coming future. This MoU will also raise awareness for PAMEX 2020 in Nepal and I am sure we will see the biggest contingent of Nepalese Printers in an India Printing Show ever," added Joshi.

“Importance of Quality in Printing Industry” by Arasan Ganesan Polytechnic College



In order to update the knowledge of our students in Quality Control and to know the latest technological advancements in printing technology, the Department of Printing Technology organized a guest lecture on “Importance of Quality in Printing Industry” on 28.06.2019. Printing department staff members and final year students participated in the programme. Our Principal Dr. M. Nandakumar delivered welcome address and Mr. A.M.S.G.Ashokan, Past President, AIFMP, New Delhi delivered presidential address to the audience. He said that printing industry is one of the fast growing one and its growth rate is from 7% in printing and 14% in packaging, and also stated that in worldwide it is the second largest growing Industry.

Mr. A.M.S.G.Ashokan, Past President, AIFMP, New Delhi honored the chief guest Mr.K.Panthalasvelan, Managing Director, Pressman Solution, Chennai. Idealliance, which is a non-profit US based Graphic Communications industry sponsored an amount of Rs. 1,00,000/- to our II year printing Technology student Mr. H.Harsha Varthan, towards his education assistance for pursuing his diploma education.

Mr.K.Panthalasvelan, Managing Director, Pressman Solution, Chennai delivered a guest lecture on the topic “**Importance of Quality in Printing Industry**”. He elaborated the importance of quality in today’s era. Nowadays all presses are seeking the help of quality controller and their consultation in developing the product quality and retaining their customer base. He expressed that a mere spending of amount on quality can leverage your profit and customer base to new heights.

He also answered to the questions raised by our final year students related to future of printing, job scope in overseas, etc.



The 17th Asian Packaging Conference, SHIFT_019



The first Asian Packaging Conference was held in India from 8 to 9 May 2019 at Novotel New Delhi Aerocity.

At the 2 day conference the speakers covered the full spectrum of the Labels and Packaging Industry.

The annual event concluded with presentation of award to 40 winners at the Asian Packaging Excellence Awards Gala dinner.

Making their home ground proud, India were the big winners of the night with 15 awards. Hot on their tracks were Thailand, taking home 13 awards in total. Other winners were from Vietnam, Malaysia, Taiwan and the Philippines.

Though India won the most awards, Thailand took home the biggest prize of the night. Not only did Prime Packaging Co. Ltd win Gold for their entry in Gravure Film Reverse Print, they also took home the ultimate ‘Best in Show’ award.

The competition was open to companies involved in the production of packaging industry. There were 26 categories divided into four segments of Flexography, Rotogravure, Labels, and a new category of Mockup/Sample Production.

In March 2019, the international, independent jury of industry experts deliberated and examined over hundreds of submissions from all over Asia to determine Gold, Silver and Bronze winners. Some categories were not awarded winners as entries were not able to meet the strict requirements and standards set by the judging panel.

The submissions were judged anonymously within a pre-established set of criteria. Judges for Asian Packaging Excellence Awards this year were print veterans: Willem (Wim) Swiggers, Phee Boon Eow and Ben Kwok.

The conference attracted over 300 business owners and suppliers, packaging printers, converters, brand owners and designers. According to organisers, 60% of the delegates were from India and the balance were from other countries of the world.



NSIC extends its support to PackPlus



PackPlus, the total Packaging, Converting and Supply Chain event, is coming to Pragati Maidan, New Delhi in the month of August. **National**

Small Industries Corporation (NSIC), A Government of India Enterprise which is working to promote, aid and foster the growth of micro, small and medium enterprises in the country has extended its support to the event.

NSIC, is an ISO 9001-2015 certified Government of India Enterprise under Ministry of Micro, Small and Medium Enterprises (MSME). To showcase the competencies of Indian SSIs and to capture market opportunities, NSIC participates in selective exhibitions and trade fairs every year. It facilitates the participation of the small enterprises by providing concessions in rental etc.

With over 400 exhibitors and spread across 11 halls, PackPlus is the biggest event in the packaging sector. There will be many opportunities available for **Micro, Small and**

Medium Enterprises to source new solutions, enhance product portfolio offerings, build a robust network and enter new markets. Solutions such as flexible packaging, non-woven bag, paper bag, paper cup, paper straw, rigid box making, and finished packaging solutions will be the major attraction at the show. There are several global product launches lined up along with showcase of latest innovations in both packaging and machine automation. Many exhibitors at PackPlus are from the MSME sector and offering solutions to the Pharmaceutical & Chemical; Food & Beverage, Dairy & Meat; Engineering; Garments & Textiles; Personal Care Products and Logistics sector.

As NSIC has extended its support to PackPlus, the companies participating through NSIC will be getting some rebate in participation cost and thus exposing these enterprises to international practices and enhances their business prowess.

The organisers of PackPlus urge all the Micro, Small and Medium Enterprises from packaging and allied industries to grab this opportunity and participate at the show and get benefitted.

PackPlus 2019 will take place in New Delhi from Pragati Maidan from **28-31 August 2019** along with **PackSol** and **CartonTech**. To know more about the show visit www.packplus.in

Adobe Named a Leader in Digital Experience Platforms *Adobe Received Highest Possible Scores in 17 Criteria*



Adobe announced that the company has been recognized as a leader in "The Forrester Wave™: Digital Experience Platforms, Q3 2019". Forrester included 10 vendors in the report, and Adobe received the highest possible scores in 17

criteria including Web Experience Management, Customer Profile and Segmentation, AI/Machine Learning, Customer Analytics, Vision, Execution Roadmap, Partner Ecosystem and Supporting Products and Services. Each vendor was positioned according to their scores for their current offering, strategy and market presence.

Enterprises today are challenged with managing a massive volume of customer data, coupled with rising expectations for delivering personalized experiences," said Suresh Vittal, Vice President, Adobe Experience Cloud. "As the leader in Customer Experience Management (CXM), Adobe enables brands of all sizes to understand their customers and deliver impactful digital experiences in real-time, and at scale."

Adobe is reimagining CXM with Adobe Experience Cloud, the industry's only end-to-end solution for experience creation, marketing, advertising, analytics and commerce. Adobe Experience Cloud helps brands deliver consistent, continuous and compelling B2C, B2B and B2E experiences across customer touchpoints and channels, all while empowering brands to build a unified, secure and scalable digital foundation. Industry analysts have named Adobe a leader in over 24 major reports focused on experience—more than any other technology company.

As part of Adobe Experience Cloud, Adobe Experience Platform is the first real-time platform for CXM. Open and extensible, Adobe Experience Platform stitches together data from across the enterprise, enabling real-time customer profiles. Leveraging Adobe Sensei, Adobe's AI and machine learning framework, Adobe Experience Platform activates content to help brands provide exceptional customer experiences. Some of the world's largest brands use Adobe Experience Platform today, including Best Buy, The Home Depot, DXC Technology, Verizon Wireless and Sony Interactive Entertainment.

Japanese web-to-pack printer chooses Heidelberg Primefire 106 – the first one in Japan



Kazuhiro Kajikawa, Executive Managing Director Hacoplay division, Kyoshin Paper and Package is proud to produce with the first Heidelberg Primefire 106 in Japan.

- Kyoshin Paper and Package decision based on outstanding technologies of Primefire 106
- Expanding web-to-pack business to the next level
- Heidelberg Primefire 106 enables new business opportunities

Kyoshin Paper and Package decided to choose Heidelberg Primefire 106 as their next digital press to expand their web-to-pack business on top of the traditional packaging business by signing a contract of the first Primefire 106 in Japan in April 2019. Heidelberg Druckmaschinen AG (Heidelberg) will install the digital printing system in Kyoshin Paper and Package's brand-new Kanto plant in summer this year.

Kyoshin Paper and Package was founded in Kobe, Japan in summer of 1948. Since then, their "challenging spirit" is their beating heart of the company as a successful packaging service provider and currently 290 employees are working with the company.

In 2013 the company expanded their packaging business launching web-to-pack service called "Hacoplay" focusing on the demand of small size and small quantity with digital presses. They receive an order even from one box in three days as their shortest delivery time. Currently the maximum size they can print on their digital press is B2 as maximum, but in order to further expand their web-to-pack business, they were looking for B1 digital press that could meet their demanding customer needs.

The first time they saw Heidelberg's Primefire 106 was at drupa 2016 and they were impressed enough to ask Heidelberg to do print test with their challenging images. According to Mr. Kazuhiro Kajikawa, executive managing director of Hacoplay division, "The result of the print test was excellent. The print quality such as green and orange were outstanding and we felt that the quality of print by Primefire 106 was the most beautiful we have ever seen. The consistency of quality between first and 500th sheets was also amazingly stable that surprised even our offset press operator who was with me for the test. Other interesting feature of Primefire 106 for us is to be able to cover 95 % of Pantone color because we as packaging printer have to use a lot of special colors for package printing. By enlarging the size from A3 to B2, we were able to expand our business and we are expecting more by going for B1 size with Primefire 106."

The Primefire 106 is the first available industrial digital printing press for packaging in B1 format. "Japan is for us a very important market as it is among the top countries for folding carton production and it has probably the highest standards of image quality in the world," explains Montserrat Peidr -Insa, Head of Digital Print Business at Heidelberg. "The success of Primefire customers is what drives our entire team. We are proud to have such a renowned company like Kyoshin Paper and Package selecting Primefire 106 to accelerate their company growth. With this new installation, Primefire is expanding its global presence even further and consolidating itself as a business growth enabler in packaging."



The Primefire 106 is the first industrial digital printing press for packaging in B1 format.

Vijayawada's Nagendra Enterprises Builds on Heidelberg SX-74 success with India's first Prinect Proman



A year after installing a brand new Heidelberg Speedmaster SX 74 four color press, Vijayawada-based Nagendra Enterprises is pushing performance and productivity to unprecedented heights by investing in India's first 'Prinect Proman', Heidelberg's pre-press workflow software.

"The key to customer retention is excellent quality and on-time delivery. We continue to reinvent our processes and strategies, and invest in forward-looking technologies with a customer-centric focus. Our Heidelberg partnership has helped us redefine efficiency and automation, while accelerating sales volumes and revenue by 30% in the last 12 months. The latest Proman investment would position us advantageously to handle the increased flow of record new orders and backlog," states Movva Naga Sandeep, Director - Nagendra Enterprises.

The 5 decade-old Nagendra Enterprises specializes in book and commercial printing. The firm added a brand new Heidelberg Speedmaster SX 74 to its portfolio last year. The SX-74 consistently delivers high productivity by reducing make-ready times sharply, and with production speeds of up to 15,000 sheets per hour.

"Prinect Pro-man perfectly complements the SX-74," Sandeep comments on his latest buy. "The accelerated inflow of quality orders has led to distinct automation challenges. The Prinect Pro-man more than meets these demands by speeding up pre-press and ink-setting operations, while reducing human touch points."

Sandeep further states, "Heidelberg Pro-man makes the Prepress tasks Automatic and is equipped with a Pre-flight and PDF tools and ensures that the artwork



file is completely free from errors and valid in terms of format and type. If there is any discrepancy, an instant report is generated, pointing out the inconsistencies in the artwork file, thereby shortening make-ready time. Book composing is much easier than before with the Imposition tool that positions artwork on press sheets to speed up printing and reduce paper waste. After the layouts are created the files are automatically ripped with different screenings applied and finally the Pro-man also sends ink presetting data from Prepress to the press. As and when required, the colors can be easily converted from RGB to CMYK using proper profiles, Trapping can be applied if necessary, and the PDF can be optimized..

On a concluding note, Sandeep smiles, "Our journey with a trusted partner like Heidelberg has helped us leverage futuristic technologies to create an agile and empowered business platform that delivers excellence and customer delight."



**All India Federation
of Master Printers**

**246th Governing Council Meeting &
66th Annual General Meeting**

September 20-22, 2019

Hotel Hyatt Regency, Pune

Hosted by :

The Poona Press Owners Association Ltd.

Heidelberg Joins Hands with IMPA to host training forum at Indore for press operators



As part of a joint initiative with Indore Master Printer Association (IMPA), Heidelberg hosted a one-day training workshop at Indore in June for press operators. The session was well attended by more than 50 participants from print shops across Indore.

The event imparted key knowledge of factors influencing overall productivity and fitness of offset presses. The lively, interactive sessions were well supported with real-time trouble-shooting solutions.

Manish Kumar Gupta, Regional Sales Manager – Heidelberg India, organized the ‘Operator Forum’ as a knowledge-sharing drive, while Munish Kaushal, Print application specialist of Heidelberg India, took the lead technically.

The workshop served as a platform to educate operators on various printing methods and the dos and don'ts of offset printing processes. The training also instructed operators on the correct ratio of chemicals to be used for dampening solution, torque requirements of mounting blanket, application of precise squeezing pressure and the ill-effects of excess pressure on print quality and life of equipment.

Manish Kumar Gupta commented, “The idea is to empower shopfloor personnel with more techniques to maximize productivity and minimize wastage. The forum served its objectives well, by additionally guiding shopfloor personnel on the best practices to be observed during the production process, roller settings and the importance of roller maintenance.”

“The forum was very informative and instructive. The sessions supplemented our working knowledge, while teaching us new tips and tricks to enhance productivity and make best use of our resources. Our heart-felt thanks to Heidelberg and Indore Printer Association for this excellent opportunity. We return to our jobs with



more knowledge and enthusiasm,” commented Ravindra Verma, a press operator and participant.

“Heidelberg has always been a trusted partner for the printing fraternity across the globe. We are very happy to collaborate with Heidelberg on this excellent endeavor. The event was highly effective, enriching participants with added value and knowledge. We look forward to more such guidance, support and inspiration from Heidelberg,” stated Swadesh Sharma, President of the Indore Printer Association.

Gurmeet Singh Sethi, a press proprietor who took part in the event remarked, “Highly skilled employees are an asset to our business. Training is absolutely necessary to help them stay competent and serve customers better, while utilizing resources optimally.

With this one-day workshop, Heidelberg has once again demonstrated its ability to bring world-class training to simple press rooms. We look forward to more such sessions. Thanks to Indore Printer Association as well.”

During the event, Heidelberg also showcased Saphira Consumables, the response for which was overwhelmingly positive. In particular, Saphira blankets and Saphira range of inks and chemicals were the show stoppers.

NEPAL PRINTERS ELECT NEW PRESIDENT



During the 3rd General Convention of Federation of Nepal Printers Association (FNPA)

Mr Puskal Gautam is elected as the President for two year terms (2018-20).

Autoprint Repetto 80 Die Punching machine -

"A Highly Professional machine that you feel confident it will do the job intended of it"

- Mahmood Al Hatem, Director, Golden Paper Cups Mfg.Co LLC, Ajman, UAE

M/s. Golden Paper Cups Manufacturing Co. LLC is a company based in Ajman, UAE for manufacturing, marketing, wholesaling and distribution of different varieties of disposable food packaging products. "With a team of dedicated, highly qualified and experienced professionals we provide a variety of products ranging from cups for hot and cold beverages, fries cups, ice cream cups, bags, gloves, straws, and an assortment of food packaging, says Mr. Mahmood Al Hatem, Director.

We are constantly on the lookout for innovative systems to improve our products, to expand our product range and add to the variety of our supplies. Recently we installed an Autoprint Repetto 80 Die Punching machine and it is of the exact size as our jobs. This was our first purchase from Autoprint and the decision to go with the Repetto 80 was because it matches the size of sheets we intend to use it for, besides we noticed from YouTube videos that the machine is engineered in a more professional way rather than the rival Chinese machines and this point was proved when we got and operated the machine. Well engineered, rugged structure and professional running software, that's what differentiates Autoprint Repetto 80 Die Punching machine from other available options in the market. We hope to order more Autoprint machines as we grow our business. As we are into production and supply of Fast food Containers, take away paper cups we use the Repetto 80 for die cutting the Blanks of assorted types of packaging items. Autoprint has a professional business attitude and deal despite this being the first machine we bought from Autoprint. Matching the sheet and job sizes, reliable speed and easy operation, durable machine, friendly training and support team are the salient features of Autoprint Repetto 80. It's worth our investment, adds Mr. Mahmood Al Hatem. It will speed up the delivery time, and this is a mutual benefit for our customers and for us as well.

Our savvy, specialized, and creative team of experts is dedicated to designing, printing, and implementing the customers' ideas and visions on the final product. Our innovative, well-seasoned professionals work together to give their meticulous attention to the clients' needs and make sure the final products are up to their expectations and help them get the best value in return. We strive to incorporate the latest global developments and trends in design and production. In the crowded market of paper cup industry, we have managed to establish our products and prove ourselves worthy of the highest prestige locally and worldwide



M/s. Golden Paper Cups Manufacturing Co LLC has earned the trust of the local and global markets in an amazingly short span of time. "When you work with us, you will get the best product quality at competitive prices, we are a one stop shop for all the needs of our clients. Superior value, quality control and top hygiene standards are among our top priorities. We are committed to helping our clients achieve continued growth by delivering the best products to them", says Mahmood Al Hatem. The new Autoprint Repetto 80 installation will help us in keeping up this commitment, he adds.

Presently we have expanded our market and we currently export to different parts of UAE, Oman, Kuwait, Iraq, Jordan, Lebanon, Bahrain, Qatar, and a chain of networks in the United States and other Gulf, African and European countries.

As regards entering any new print segment with the installation of the Autoprint Repetto 80, we have already planned it into our production process and this machine can support further scopes. It is busy with what we have and we hope to add new ones to open other business prospects. We plan to add another Repetto, a spot varnishing machine and any new ideas they will come with is welcome.

The Autoprint team are dedicated, friendly and knowledgeable. There are no draw backs in this machine, improvements notes are minor and have been addressed to the technicians regarding the paper grippers and moving parts etc. This installation has met all our expectations and we are satisfied with its performance. We expect a return on investment within five years. To sum up in simple words - the Autoprint Repetto 80 Die Punching machine is "A Highly Professional machine that you feel confident it will do the job intended of it" concludes, Mr. Mahmood Al Hatem.

Union Budget to impact newspapers and printed books

Finance Minister Nirmala Sitharaman, in her first presentation of the Union Budget on 5 July 2019, imposed 10% import duty on newsprint and 5% import duty on printed books. Industry veterans stated there was no import duty on newsprint.

The rationale behind the 5% custom duty on imported books was “to encourage domestic publishing and printing industry”. And so, printed books, including covers for printed books and printed manuals, will attract duty. Top publisher professionals were nonplussed - and felt “the move actually works contrary to what it intends to achieve.”

Meanwhile imported newsprint, uncoated paper used for printing of newspapers and lightweight coated paper used for magazines will attract 10% custom duty. This decision is expected to have a significant impact on the industry as most of India's newsprint requirements are met through imports. Most Indian daily newspapers carry a low cover price, from Rs 1 to Rs 5.

The 10% customs duty on newsprint is bound to adversely affect the bottomline of small and medium newspapers across the country.

The Indian newspaper industry has been coping with high newsprint prices due to China's decision to cease production of newsprint. In 2018, newsprint prices had risen by USD 200 (approximately Rs 13,000) a tonne over 24 months.

PrintWeek India's verdict: The Indian Readership Survey Q1 2019 proved that print is a trustworthy medium. In real terms this meant, dailies and magazines added 1.8 crore and 90 lakh readers respectively since IRS 2017, Hindi dailies seem to lead the print growth story with an additional 1 crore readers. Even print marketing indicated good numbers as a report by IPG Mediabrands stated: that print media ad revenues grew to Rs 22,121.8 crore in 2018 and shall rise to Rs 22,424.3 crore throughout 2019. The Union Budget seems to adopting digital at the expense of print, even though print in India is performing well.

Courtesy : Printweek



International Paper Announces to Sell Its India-Based Paper Business

International Paper has entered into an agreement with West Coast Paper Mills Limited to sell its controlling interest in International Paper APPM Limited, an India-based paper business. International Paper currently owns approximately 30 million shares, or 75% of the outstanding shares, of International Paper APPM Limited (APPM).

The transaction is expected to be completed by the end of the year subject to satisfaction of customary closing conditions, including obtaining required governmental approvals and West Coast Paper Mills Limited's (WCPM) launch of a tender offer. Pursuant to Indian securities law requirements, WCPM will launch a tender offer to acquire up to all of the APPM shares owned by public shareholders, which represents 25% of APPM's outstanding shares. The closing of IP's transaction with WCPM will occur following the completion of the tender offer and receipt of antitrust clearance. Depending on the results of that tender offer, WCPM will acquire from IP between 51% and 60% of the outstanding APPM shares at a price per share of 275 Indian Rupees. Once this transaction closes, WCPM will be responsible for the operations of APPM, and International Paper will be a passive investor until such time that IP has sold its remaining shares in APPM.

“As part of our strategic assessment of the IP portfolio, we have decided to exit our position in IP APPM,” said Mark Sutton, Chairman and Chief Executive Officer. “This decision is a reflection of our continued focus on growing our global packaging and cellulose fibers businesses. Our paper business continues to perform well in India and we wish the team there the very best in the future.”

Toyo Ink India Launches New “NEXpress”



Toyo Ink India Pvt. Ltd., a member of the Toyo Ink Group of Japan, launched a new brand – NEXpress™ – to encompass all of its packaging-related inks and coatings, including regulatory safe lineup tailor-made for the packaging of food, toys, pharmaceuticals and other consumer products. The NEXpress basket of packaging solutions was developed to support Indian package printers in the production workflow, by supplying them with the materials and required certifications needed to meet today's packaging performance and regulatory needs.

K.S. Murthy, director of Toyo Ink India said: “The Indian packaging industry is undergoing rapid growth and legislative change. At Toyo Ink India, we are committed to protecting our customers, consumers and the earth with our extensive knowhow of producing high-performance, safe and sustainable printing materials. By uniting all solutions under the single NEXpress identity, we aim to demonstrate this commitment by delivering a better integrated line of solutions and services, including the required assessment reports and support needed to meet the specific packaging requirements of various industries.”

The NEXpress product basket from Toyo Ink India is organized under four product and service categories: Offset Printing, Flexible Packaging Solutions (gravure and flexographic inks), UV Printing and Coatings. Each category offers a wide range of packaging printing inks and coatings with high functionality and excellent printability for premium print effects.

The NEXpress basket features a newly upgraded lineup of regulatory-compliant inks and coatings that undergo strict quality management by the company to ensure these products conform to EN-71, RoHS, SVHC, and other safety initiatives. Among these high-end solutions are a new series of Benzophenone-free and ITX-free UV inks that are specifically formulated for indirect food contact folding carton applications. The NEXpress Flexible Packaging Series feature a non-toluene, non-MEK series of gravure lamination inks that are specially formulated for food labels, packaging and other consumer products.

In addition, NEXpress Offset Series offers greener printing solutions designed to meet the growing global demand for sustainable printing materials, including long-established VOC-free.

Canon plans 10000 Saplings in India - G E T

- Reaffirms continued commitment to customers, community and the environment
- Leads the overall copier industry with 23.97% market share along with topping the charts in both colour copier and mono copier segments*

Canon India, strengthens its commitment towards the community with the launch of its Green Environment Together (GET) initiative. Aligning its social responsibility with business goals, with every purchase of a laser Multi Function Device (MFD), the company has committed to plant a sapling on behalf of Canon's direct customers. The company aims at planting over 10,000 annually across the length and breadth of the country.

Speaking at the launch of the GET Initiative, Mr. Kazutada Kobayashi, President and CEO, Canon India said, “At Canon, we are driven by our corporate philosophy of ‘Kyosei’, which stands for living and working together for the common good. In line with the same, we endeavour to bring out initiatives that promote development of the communities in which we operate. While we have been successfully introducing products and innovations that resonate with the aspirations of our customers, we also believe that as industry leaders, it is our responsibility to give back to the society. With the launch of our ‘Green Environment Together’ initiative, we aim to create an ecosystem in association with our direct customers, which will help build a cleaner and greener environment. Thus, strengthening our resolve of caring for the environment as well ensuring customer delight by making businesses smarter.”

Speaking about the new initiative, Mr. K Bhaskhar, Vice President, Business Imaging Solutions (BIS) said, “In line with our philosophy of Business Can Be Simple, we work towards becoming a trusted partner, who understands needs and can help organizations grow. This has helped us acquire huge market acceptance, culminating in our industry leadership. In accordance with Q1 market share numbers released by (IDC) International Data Corporation market tracker report, we are excited to share that Canon India has retained its position as a market leader in the overall copier market. As a responsible brand in the office imaging space, we have always endeavoured to bring forth products and solutions, which cater to the requirements of both our customers and community at large. We believe that enterprises, large or small have an important role to play when it comes to building a sustainable environment together. Hence, I believe the launch of ‘Green Environment Together’ initiative will go a long way in strengthening our resolution towards giving back to the society along with ensuring customer delight.”

The initiative will play a crucial role among the larger enterprise and SME segment, while educating them on the most eco-friendly way to scale up their business. With the endeavour of ‘Business Can be Simple’, Canon has been able to help business owners utilise innovative and advanced technology-driven solutions to optimize their business processes and in turn provide a superior experience to their end users while keeping costs under control. The brand will continuously strive to bring new and revolutionary solutions for its consumers through its initiatives.



Mr Sunil Jain, Vice President (North) AIFMP attended the MICE Conference Expo & Award 2019

The one day event of its own kind witnessed presence of 200+ key delegates from MICE fraternity across verticals. Key stakeholders representing Corporate Buyers, Association Buyers, Tourism Bureaus, Travel Companies, DMC, Technology Companies, Media and Hoteliers contributed towards making it a perfect networking platform.

H.E. Pham Sanh Chau-Ambassador of Vietnam to India, chief guest of the event emphasized on the importance of MICE industry for the growth of a nation's economy. Director, MSME DI, Chairman IAMSME, President FICO, the chief guests during the Inaugural session emphasized on role of MSME and Association Buyers in MICE Industry.

"Indian MICE Industry which is pegged at Rs 25000 Cr is growing at 8% per year. For the domestic and Inbound MICE, infrastructure development is the key behind steady growth. With the new venues in pipeline, up gradation of the current venues, Industry is bound to grow in near future" quoted Mr. Chawla, Chairman IAMSME of India.

The conference format also included an expo element for MICE suppliers to showcase their services to incoming MICE Buyers. The table top exhibitors included International Tourism Boards, Domestic Hotels, International Hotel Chains, MICE Travel Companies & Event Companies to make it a perfect MICE Event. Corporate & Association

Buyers also signed business deals within the conference during networking hours. The lucky draw element during networking hours proved out to be the icing on cake.



Focused panel discussions on various subjects including Mice Travel-Opportunities and Loopholes, Trade Associations-Unveiling the Mystery, MICE and Technology kept the audience connected to the sessions throughout the day. Managing Stress and Enhancing Business Networking skills, these powerful sessions refueled the meeting room with positive energy, motivation and generated a platform for an easy connect with fellow delegates. "One of the major challenge while attending any Business Conference is the networking scope. We have kept these sessions keeping in mind the same issues, as these are practical problems for any business delegate. Immediately post these sessions, most of the delegates present in the session have approached us and appreciated the concept and execution" commented Sachin Manocha, Mice Affairs, organizer of the event.

Mr. Gururaj Ballarwad, President, Association of Label Printers & Suppliers was bestowed with the 'Invaluable Contributor Award in Trade & Industry'

Mr. Gururaj Ballarwad, President, Association of Label Printers & Suppliers was bestowed with the 'Invaluable Contributor Award in Trade & Industry' during the MICE Conference Expo & Awards 2019, organized by Mice Affairs magazine on July 19, 2019

During the award night, many associations and trade bodies were acknowledged for their contribution in Trade & Industry. The associations and the trade bodies which received awards in different categories were PHD Chamber



of Commerce & Industry, EEPIC India, Export promotion Council for Handicraft, FICCI, ASSOCHAM, Sports Goods Export promotion Council, PMMAI, FISME India, Indian Paint & Coating Association, All India Plastic Industries Association, OPA, FIEO, AIFMP, FICO Punjab, IAMSME of India and Noida Entrepreneurs Association.

The one day event of its own kind witnessed presence of 200+ key delegates from MICE fraternity across verticals.

H.E. Pham Sanh Chau, Ambassador of Vietnam to India was the chief guest of the event. Mr. Chau emphasized on the importance of MICE industry for the growth of a nation's economy.

Director- MSME DI, Chairman IAMSME of India, President FICO, the chief guests during the Inaugural session also emphasized on the role of MSME and Association Buyers in MICE Industry.

Focused panel discussions on various subjects including Mice Travel-Opportunities and Loopholes, **Trade Associations-Unveiling the Mystery**, MICE and Technology kept the audience connected to the sessions throughout the day.

Nutech gets Thermostar T9 HS for faster production

Faridabad-based Nutech Print Services has replaced its existing Screen thermal CTP with a Thermostar T9 HS thermal CTP device from TechNova Imaging Systems. According to Ravi Shroff of Nutech, the company went for the Thermostar T9 HS as it offers the speed of 40 printing plates an hour. "Since our existing CTP device was a decade old, the reliability of that machine would eventually become an issue," Shroff added.

The investment is part of Nutech's on-going drive of replacing its existing machines with faster ones. "To feed the newer generation of fast printing machines, you need faster production of plates as well so that the entire wheel spins well. We have added an array of finishing equipment to enhance the binding output as well," Shroff added.

The company recently added a refurbished five-colour Ryobi press and two mono-perfectors from Komori to meet the strong print production demand that they have been experiencing in the last few years. To convert printed sheets into the final product, Nutech has also added machines across the post-press department, including two Heidelberg folding machines, a sewing machine from Aster, a Wohlenberg book binding line, and a foiling machine from Kluge, among others.

In pre-press segment, following the investment in the CTP device, Nutech is now planning to replace its existing CTCP device.

"The focus is on replacing machines either with refurbished or brand-new machines," Shroff said. "As a company, we believe a machine less than five-years-old is perfect for us. Machine replacement entirely depends on the need. You need to balance the total capital expenditure: in the present scenario, everything can't be bought brand new."

The Thermostar T9 HS was purchased during PrintPack India 2019. "Since we have only used Screen CTPs since 2004 when we bought our first CTP, I was slightly apprehensive and so I visited other printing facilities to see the machine in running condition, asked about their experience, and was convinced about this was the right choice for us. The existing machine was a decade old and reliability would ultimately be an issue. We want to increase our printing capacity and before doing so, we need to increase capacity for plate production," he said.

He added, "TechNova is a strong partner for us. We have traditionally had a good experience buying printing plates, chemicals, software, and other equipment and servicing as well from TechNova."



Nutech gets Thermostar T9 HS for faster production

On the difference between thermal and CTCP, Shroff said, "For very high-quality jobs, we go for thermal printing plates and for normal jobs, we use CTCP printing plates. CTCP technology has become much better over the last few years and around 70% of our jobs are easily produced on CTCP plates."

Shroff said post the additions, the company's production will increase by around 20% per annum. Also, consumption of printing plates may grow by around 10%.

He said the focus on education sector is very strong, and he sees a good growth in the Indian market, as both government and private parties are pushing hard in the segment.

"Uncertainties are not good for business," Shroff said. "We have a clear focus on our product segment: books. Within books, we have focused on thin paper printing. Between a fourth and a fifth of our revenue comes from thin paper products. We are among the few printers in the country that can print four-color jobs on paper as low as 30-gsm."

He insisted that if you find your niche in a particular segment, you can capitalize on it. "Thin paper needs a lot of specialization. It has taken us over 10 years to perfect the art of printing on such thin substrates. These papers are uncoated by nature and such paper doesn't need any special coatings but you need extremely specialized printing inks for these papers which we got developed from our ink manufacturers through many years of R&D," he added.

Shroff said his final responsibility is a healthy bottom line. "I have to make sure that whatever I buy must never become a burden for doing good business," he said.

Courtesy: Print Week

Sharp Hosts Customer Meet in New Delhi



SHARP, a wholly-owned Indian subsidiary of SHARP Corporation, Japan known worldwide for its unique technology products and solutions hosted Customer meet in New Delhi at The Grand Vasant Kunj. During the event, SHARP showcased its latest series of Multi-Functional Printers and 4K Ultra-HD Resolution Commercial LCD Display Line.

The main agenda of the Customer Meet was to have a hands-on experience of the product line-up at SHARP Experience Zone and how SHARP can add value based on the customer needs. More than 200 customers were a part of this exclusive meet. Representing SHARP were, Shinji Minatogawa, Managing Director, and Manu Paliwal, President – Business Solution Group, who addressed the attendees about the diversity of the products.

The products that were on display included SHARP's newest range of Multi-Functional Printers comprising of AI Voice Assist feature, Cloud Integration, with leading-edge security; MX-M5050, MX-4070V and MX-M7570. All these MFPs are designed to have unmatched User Experience for Simply Better business. SHARP's easy-to-use 10.1 inch touchscreen display offers an intuitive graphical interface with Easy Copy and Easy Scan screens, as well as quick access to on-board user guides. These models also support popular mobile technologies, including Apple® AirPrint®, Android™ Print Service and Google Cloud Print™.

Besides the new line of MFPs, SHARP also showcased its award-winning 4K Ultra-HD Resolution Commercial LCD Display Line. The new line of display series include 43"

(PN-HW43I), 55" (PN-HW55I), 65" (PN-HW65I), 75" (PN-HW75I) and 86" (PN-HW86I) commercial displays. A recipient of the InfoComm 2018 (US) Best of Show award from Sound and Video Contractor and for Tech & Learning. These displays exhibit true-to-life precision of 4K Ultra-HD resolutions that enable customers to see refined textures and finer details in photos and videos. These are Multi-touch display solutions that can be used for Meeting and Training, R&D, Experience Centers, etc.

Speaking at the meet, Shinji Minatogawa, Managing Director, SHARP Business Systems (India) Pvt. Ltd., said, "We are proud to showcase our latest series of MFPs, built on a single-engine design that will empower businesses of every size to choose the performance."

"We are delighted to showcase the largest line of commercial 4K Ultra-HD displays. The extensive range of screen sizes ensure that our customers can now employ uniform technology and imagery in diverse locations and environments to suit individual business needs" added Minatogawa.

Manu Paliwal, President – Business Solution Group, SHARP Business Systems (India) Pvt. Ltd. said, "The new series of SHARP's MFP's has been designed to help businesses streamline their office workflow while providing an intuitive user experience, flexible integration and enhanced productivity with the highest level of data security."

"We are creating an experience of our state-of-the-art Office and Visual Solution Products to create customer connect." added Paliwal

For more information please visit <https://www.sharpindia.co.in/>





Seed Paper India

'SEED PAPER' - A PAPER THAT GROWS INTO A PLANT
SEED PAPER IS A PAPER HANDMADE FROM SEEDS AND COTTON.

Seed paper is a type of handmade paper that includes any number of different plant seeds. The seeds themselves can still germinate after the papermaking process and they can sprout when the paper is planted in soil.

Papermakers have been producing paper including seeds in the United States since 1941, but international papermakers have practiced seed inclusion in the paper for centuries. Seed paper has traditionally been handmade in smaller batches and is often made-to-order for clients.

Sprouting seed paper has enjoyed a resurgence of popularity in the United States recently. Seed paper can be used for stationery, cards, invitations, and for decorative wraps.

A wide variety of flower, vegetable, and tree seeds can also be used in seed paper for decorative effect. The seeds and flowers in the paper can create decorative effects and colours. Depending on the type of seed and the process used, different colours, thickness, and patterns can be created.

Jaipur-based Tomato & Co introduced this concept in India, speaking about the project Kritika Parwal said, seed paper concept lets you plant paper and watch it grow into the vegetables and fruits you love. Plantable paper sounds like a do-it-yourself (DIY) activity straight out of the social bookmarking site, Pinterest. And as with most DIY activities on that site, plantable paper sounds like it could be a recipe for disaster. But, thankfully, it's not that.

It all started when Kritika Parwal was studying in the U.S. and had to think of an out-of-the-box marketing solution for one of her classes. As she was from Jaipur, she knew of a lot of handmade paper manufacturers, and so she pitched the idea of seed paper, theoretically. "It worked. I received an amazing response from my professors and classmates," she laughs, over the phone. After graduation, Kritika wanted to start something of her own, and was thinking on the lines of a social-sustainable business. "I was at a party and happened to meet a brand manager from Kissan and I told him about my idea. The next morning, he called and asked me to do this for them. I spent about 15 days at Sanganer (Rajasthan), going back and forth over the process, procuring little samples and experimenting with them. Eventually, a few plants grew and we've worked out a nine-step process that will be patented soon," she adds.

Their first seed paper contained tomato seeds. No surprise then that the company has been named after that. Soon, Unilever placed an order for three lakh pieces. Kritika's team has also been part of Kissan's innovative ad campaign, where the ketchup giant distributed tomato seeds in Mumbai and Delhi through sachets stuck to the morning newspaper. "That's when we realised that there's a huge market for something like this. Imagine events that use a large amount of wristbands, nametags and other paper-based products that are only thrown out in the end. That's where plantable paper comes in — these products can be recycled to grow into something useful," Kritika says.

Kritika manages to simplify the paper-making process: the organic pulp (got from shredding paper and soaking it in water) is placed on screens and flattened out, dried under the sun, rolled a few times and then calendered or smoothened out. Some of the challenges, she explains, are avoiding chemicals that go into the binding process, procuring organic paper and finding an alternative to calendaring, as it tends to destroy seeds.

She admits that it took them a long time to understand the business model and the costing method to make this viable — all their seeds are sourced from Jaipur, the colours used are organic dyes such as indigo, saffron etc. and the paper density (calculated in gsm) varies depending on the clients' requirements. "Our pricing is all over the place; we are a little expensive," Kritika says, adding that they're a "double bottomline" organisation — one that looks at profit and also at the number of seeds that have been sown.

Apart from calendars, wedding invites, post cards, coffee cup sleeves, bookmarks, coasters and more, Tomato & Co also plans to sell greeting cards soon. If you still haven't found an excuse to grow your own batch of tomatoes, it's time you gifted yourself one — in the form of a bookmark, perhaps.

The usage is only constrained by your imagination! We encourage you to use seed papers to craft price tags, wedding invites, postcards, seasonal cards instead of normal paper. This could be your way of giving back to the nature, eh? Our seed papers and pencils give you the satisfaction of minimising waste and maximizing prosperity. When your paper and pencil grows don't forget to send us a picture at and be a part of making this change happen.



MSME Credit on the Banks' Radar Again: Proportionate Regulation helps

Huge NPAs in corporate sector of the order exceeding Rs.10trillion and the increasing credit outflow for MSMEs from the NBFCs, on the verge of taking away the meat out of the portfolio have woken up the commercial banks to lend to this sector more responsibly. Banks like SBI, Canara Bank, Indian Bank, Syndicate Bank, and PNB are in the lead while the others are still in wait and watch approach. This context demands an inquest of the present status. Definition of the sector matters when we want to measure the MSME credit growth.

SIDBI defines MSMEs having credit outstanding of less than Rs.1cr as micro; 1cr-25cr as small and Rs.25cr-100cr as medium and beyond Rs.100cr as large for measuring credit growth while the MSME Development Act 2006 defines manufacturing MSMEs by way of investment in plant and machinery as of now: Less than Rs.25lakhs as micro; Rs.25lakhs-500lakhs as small; and Rs.500-1000lakhs as medium. An amendment is awaiting Parliament's nod for changing the measure to turnover to make the sector 'globally' competitive and investment friendly. The new definition keeps micro enterprises at Rs.5cr annual turnover. SIDBI's analysis follows neither the impending change nor the existing pattern for analyzing the MSME credit growth.

MSME Pulse April-June 2018, an arm of SIDBI measures growth in the sector by credit exposure mentioned above: MSME with a portfolio of Rs.12.6trn is pitched at 22.2% for micro and 12.8% for small Y-o-Y at the end of March 2018. Medium and large industry has recorded 7.2% and 5.9% correspondingly. The market share of new private banks and NBFCs has been growing at 30% and 10.9% respectively. NBFCs are now permitted the CGTMSE cover as well and this measure would see further growth in lending by these enterprises.

RBI Bulletin June 18 puts the micro and small, medium (as defined under MSMED Act) and large enterprises' credit growth Y-o-Y at 1%, 0.3% and 3.6% respectively while in the financial year so far (up to end April), -1.8%,-2.7% and -0.9% correspondingly. Manufacturing enterprises under micro and small segments registered just 0.3% Y-o-Y reflecting the poor risk perception of the banks of these enterprises. Viewing from the risk perspective, even according to MSME Plus, NPAs of micro enterprises have been stable and range bound at 8.8% while for SME segment it is 11.2%. NPAs of MSMEs have a cascading effect of the NPAs in the corporate sector to which they act as vendors.

The Corporate entities issue cheques for the bills payable to the MSMEs before the last date of the quarter only to ask them not to present during the first week of the following month lest their order book shrinks. This measure will help conformance to the rule that above Rs.2lakhs dues to the MSMEs should be reflected in their quarterly balance sheets. No MSME can complain openly as they are in captive markets. Most of the PSUs and Government departments do not honor the bills on time and the MSEs approaching the MSE

Facilitation Council gets hardly a reprieve. The lender is a government owned bank; the defaulter is a government department or PSU; the arbitrator is a Government Executive. With such deep rooted conflict of interest, the MSEs hardly got justice. Even the disputed claims are not followed up with deposit of 75% of the amount settled by the Council. Even if deposited such amount would be in the Court but would not go for credit of the judgment debtor MSE that is reeling under NPA. Banks left with no option are proceeding under SARFAESI Act provisions even against the only dwelling house of the entrepreneur. They hardly have capacity and financial muscle to fight legally. Many capable of producing to capacity close their shutters prematurely.

Trade related electronic discounting system (TReDS) has on board only 34 PSUs. Several Government departments are yet to register on the exchange. This is a platform created for facilitating payment of 75% of the bill amount traded through this exchange for MSMEs that also register on the exchange and sell their goods to the registered members. Only a few banks registered on the exchange. Several state run firms did not register on this exchange. To swear by this instrument as a big boon to MSMEs will be unrealistic.

Banks have not been putting their Board approved policy on their websites either for MSME lending or OTS or Revival and Restructuring. Banks are also reported to be charging huge penalties at no less than 18% p.a., on irregularities in the accounts and collecting inspection charges for inspections they rarely did. So is the case with SME Exporters. Banks have been mandated in June 2016 itself to set up zonal committees to ensure conformance to put in place corrective action plan, revival and restructuring and as a last resort recovery. But these instructions are sparingly implemented. The recent amendment to NPA recognition at 180days is hard to implement as the systems do not allow.

In the current environment of trust deficit, proportionate regulation by the RBI should help. RBI should move away from its stance of distancing from micro management since banks are failing the MSMEs. They levy inspection charges for visits to the units that were not made; debit interest and penal interest on the overdue amount fully knowing that the account became overdue not because of willful default but due to the cascading effect of the corporate NPAs. RBI should therefore prescribe boundaries of penalties for the irregular accounts; charges on forex dealings; modifying the IRAC norms and better monitoring of the revival and restructuring processes. Instances are staring at us where the proprietor or proprietrix falling terminally sick and unable to run the industry seeks exit but has no exit route. Government of India would do well to amend the SARFAESI Act 2002 provisions exempting the only dwelling house offered as collateral and not recognizing collateral going concurrent with the CGTMSE thresholds on par with the agricultural lands.

Courtesy: KNN India

No initial impact of GSP withdrawal on exports to US; but need to watch for clear trend: EEPC India

The termination of the Generalised System of Preferences (GSP) by the US in the first week of June does not seem to have an “overly negative impact” on Indian engineering exports to the world’s largest economy, though the trend would be clearer only in the next few months, an EEPC India analysis has shown.

Unlike most of the global markets, engineering exports to the US remained in the positive territory both for June and the first quarter of the current fiscal.

“Though our engineering exports to the US went up to USD 990.5 million in June, 2019 from USD 913 million in the same month of 2018, registering a growth of 8.5 per cent, we have got to be watchful whether and how the withdrawal of the GSP by the US is panning out,” said Ravi Sehgal, EEPC India Chairman.

For the cumulative three-month period of the current fiscal ending June, the shipments of engineering goods to the US went up to USD 2.92 billion, showing a growth of 5.2 per cent year on year from USD 2.78 billion in the April-June period of 2018-19, according to EEPC release.

However, contrary to this trend, India’s overall engineering exports during June, 2019 fell by 2.31 per cent to USD 6.36 billion from USD 6.51 billion while for the April-June period the decline was by 1.85 per cent to USD 20 billion from USD 20.04 billion, it added.

“The termination of US -GSP on June 5, 2019 does not seem to have an overly negative impact on Indian exports, at least in June 2019. This could be because exports have already been contracted out and the margins lost may have been shared by both the exporters and importers. We will need to monitor the trend in the next few months,” said the analysis of the engineering exports to the US and other major markets.

It said, the US retained its numero uno position, being the top exporting destination for India’s engineering products during June 2019 over June 2018 as well as for April-June 2019 over April-June 2018, registering a positive growth rate.

Courtesy: KNN India

Skill India’s Sankalp Scheme to focus on district level skilling ecosystem



Efforts need to be taken for strengthening the District Skilling ecosystem, said Mahendra Nath Pandey, Minister of Skill Development & Entrepreneurship.

Reviewing the Ministry’s World Bank loan assisted “Skills Acquisition and Knowledge Awareness for Livelihood Promotion (SANKALP)” programme at the first Program Governance Board Meeting, the Minister said that the perception of youth towards skilling needs to be improved and suggested that District Skill Committee (DSC) should play a pivotal role in counselling youth in their districts.

It was informed that all 36 States/ UTs across country have submitted their consent for participation in SANKALP and a total of first year grants released by Ministry to 9 States

In addition to these State grants of Rs 10 lakh each also released to 117 aspirational districts under Aspirational Skilling Abhiyaan. A robust IT system namely “Skill India Portal” has also been developed under SANKALP to capture and converge skill data.

He suggested that MPs can be involved to review the performance of the District Skill Committee (DSC) and the different skilling efforts in their districts.

Also, the training of the trainers is a key component of the ecosystem and same needs to be strengthened.

Minister of State for Skill Development & Entrepreneurship, Raj Kumar Singh, also graced the meeting with his presence.

Courtesy: KNN India



KONICA MINOLTA

THE FUTURE OF DIGITAL PRINTING AND SOLUTIONS

AccurioJet KM-1

B2 PLUS SIZE INDUSTRIAL INKJET

- ✓ 3300 sheets per hour
- ✓ 23x29 inch paper size
- ✓ Upto 600gsm paper weight



PRESS



AccurioPress C83hc/C73hc



AccurioPress C6100/C6085



AccurioLabel 190



AccurioPress 6136/6120

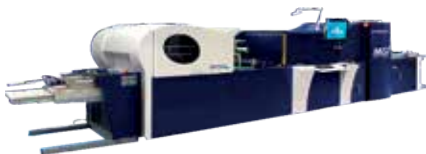


bizhubPRO 1100



AccurioPress C3080/C3070/C3070P

POST PRESS



JV3D EVO
Packaging & Commercial Print



JV3D
Commercial Print



JV3DS
Digital & Commercial Print

PREPRESS

AccurioPro
Conductor

INFINITE
Web to print solutions
FUTURE IS FULL OF INFINITE POSSIBILITIES

PRINTXPRESS
Powered for KONICA MINOLTA
Receive Album Files

AccurioPro
Connect

AccurioPro
Cloud Eye

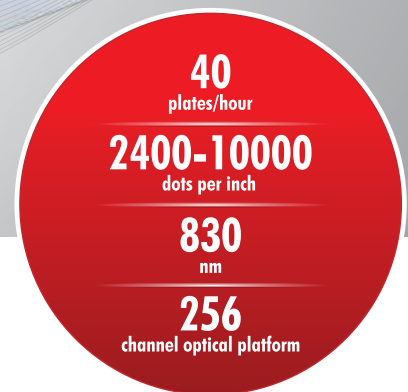


Konica Minolta Business Solutions India Pvt. Ltd.: 10th Floor, Tower 8C, DLF Cyber City, Gurgaon, Haryana.
URL: www.konicaminolta.in | marcom@bin.konicaminolta.in

For more information: SMS "KM PRESS" to 52424 or Call- 1800 266 2525.

Unleash your Profits!

with ThermoStar T9-HS, Hi-Speed Thermal Platesetter



ThermoStar T9-HS, powered by Amsky is an easy-to-use, cost-efficient, high speed Thermal Platesetter.

Unbeatable features :

- 20 micron dot, FM screening capable
- Third generation Auto Dynamic Focus for unmatched accuracy
- Fast Balance & Auto Switching of laser channels for non-stop production and unbeatable consistency
- Accurate Graphic Size Calibration for precision registration
- Fully synchronised to accept next-gen chem-free plates



TechNovaCare

Toll-free : 1 800 22 7474 (India)
Phone : +91 22 2741 5474
eMail : help@technovaworld.com
Web : www.technovaworld.com

