

# PRINTING TIMES

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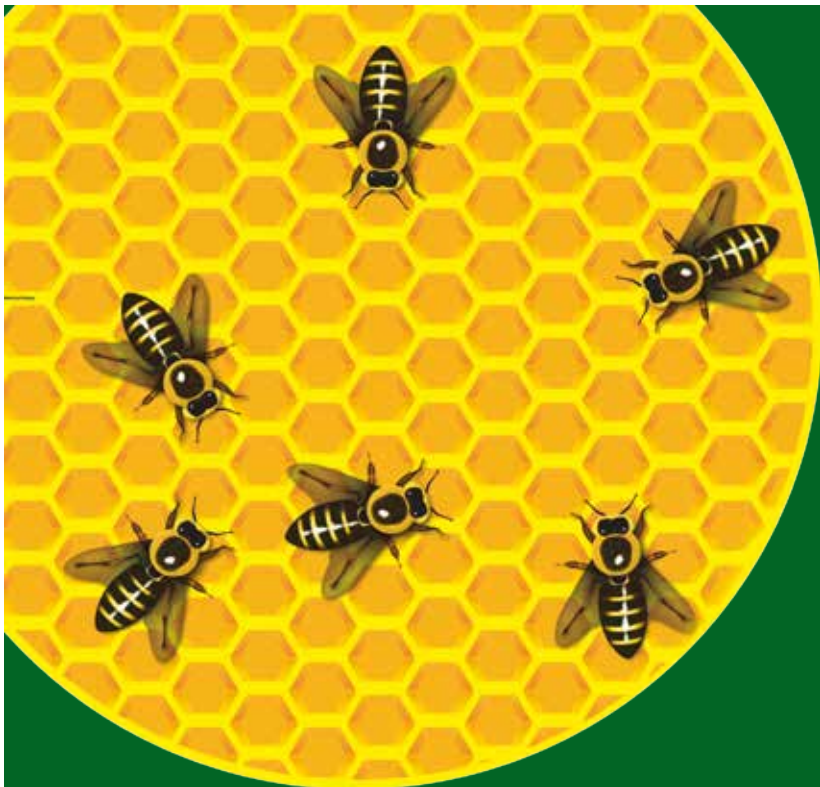
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## Cobalt-free formulations for sheetfed offset printing inks

Globally the demand for ecologically optimised products is growing. Brand owners are responding by intensified efforts to not only optimise their products, but also to the packaging and other print products with respect to sustainability. In order to document the achievements in protecting environment and resources, a growing number of print products are nowadays awarded with eco-labels from governmental and non-governmental organisations.

Some Eco-labels are required to eliminate certain substances in the production process. Cobalt compounds, which promote oxidative drying of printing inks as a catalyst, are generally considered to be one of the critical criteria to prohibit an award.

Accordingly, **hubergroup** was among the first to develop a cobalt-free drier system for oxidative drying sheetfed inks. This cobalt-free inks have exactly similar printing characteristics and colour values like cobalt containing inks system. Due to less increase in pile-temperature during the oxidative drying process, the drying performance has even improved with the new drier system, showing a clear optimisation with regard to drying kinetics. Rub and carboning properties have thus benefitted.

All sheetfed offset printing inks of **hubergroup** will now be available with cobalt-free formulation only. The group fulfills its corporate responsibility as printing-ink manufacturer to strengthen the sustainable development of print products and to promote certification with any of the eco-labels.

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# PRINTING TIMES

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1927-2017

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## MESSAGE FROM PRESIDENT

Dear Readers,

Due to Covid-19 pandemic we could not publish the Printing Times. However, we have managed to bring out E-edition of Printing Times.

The world community have to surrender in front of COVID 19 pandemic. Death toll increases every day. My homage to departed soul of the innocent people and pray to Almighty for speedy recovery of infected patients.

The schedule of events of AIFMP suffered due to COVID 19 pandemic. Just before lockdown Romance Print of South Zone organised successfully under competent leadership of our south zone vice President Shri C. Ravinder Reddy. I congratulate Shri C. Ravinder Reddy, Vice President (South) AIFMP on his unanimous re-election as President of TOPA for another 2 year's term 2020-2022. I wish him all success for his second term.

Due to Covid 19 pandemic Romance Print of North, West and East zone have been postponed.

But the pandemic opens the door of virtual meeting. I am happy to inform you as a part of this we organized successfully online web council on export promotion on 9 th May 2020. The distinguished personalities of the specialized field shared their views. This experience inspired us if such scenario continues for longer duration we have to think online web council for other routine proceedings of AIFMP. Similarly we should think for organizing Romance Print basing on this concept.

Readers may kindly note that Pack Plus Delhi, a leading Packaging Trade show in

India is now rescheduled for October 28-31, 2020 at Pragati Maidan, New Delhi, due to global situation relating to the Covid-19 virus.

Dear readers, it is ironically true that the demand of COVID 19 pandemic in the present scenario is that we should live with virus. So we should march forward following strict prescribed guidelines of COVID 19.

On behalf of All India Federation of Master Printers I would like to congratulate Hon'ble Prime Minister and the central and state Governments in spearheading the fight against the Corona Virus pandemic which is looming over the entire globe. I am sure that under the spirited guidance and tireless efforts of our Hon'ble Prime Minister, Shri Narendra Modi, India will come out of this life-threatening pandemic with minimum losses in the not too distant future.

The Corona Virus pandemic having affected the entire world economy, the after effects of the pandemic are bound to hit the entire globe for some period. Moreover, with further digitization of almost all the services as a result of pandemic our printing industry may also be subject to serious setback.

Amidst Covid 19 pandemic crisis recent announcement of Hon'ble Prime Minister comprehensive package for self reliance "Atmanirbhar Bharat" is a ray of hope of Indian mass people. The message to Nation by the Hon'ble prime minister reflected the vision of Indian Mass People. Now it is the time of resolution on our part we must come forward to join the movement of self reliance.

Dear Readers I request you please send your valuable suggestions on how to boost our sagging industry.

I congratulate the All Manipur Press Association (AMPA) for successfully organizing the 248th Governing Council meeting at Imphal. AMPA organized the Governing Council meeting in grand style which exhibited their professional competence. The cultural function organized by them in a boarding school was a show piece of tradition of Manipur. All who were present appreciated AMPA for such wonderful approach and those who were absent missed a lot. I thank all the Governing Council Members who took part in the said meeting.

My humble request to the organisations who sponsor the advertisement to come forward with more promotional input so that we could highlight them in bigger way. We are planning for different online programme where we could promote our valued partner.

Dear Readers let us make habit of practicing Covid 19 prescribed guidelines to save the individual life, society & country.

**DIBYAJYOTI KALITA**  
*President*





# Editorial



Many companies feel like they've checked the segmentation box because, one day, the marketing team sat around a conference room and brainstormed some personas based on reasonable assumptions. Or maybe an agency came in to re-do their website and walked them through a personas exercise.

Personas (an interchangeable term with segments, for the purpose of this article) that are derived from brainstorming sessions are a good start. They train your organization to get used to the principles behind segmentation.

But the problem with qualitative personas is they're not derived using the voice of the customer. They're derived from the opinions of the management team. That's not to say they are grossly inaccurate, but rather, there may be some important nuances that are missing. There may be a bit of wishful thinking mixed in, too. Sometimes they become who you want your customers to be, rather than who actually is the best fit.

For consumer businesses, it's common to look at demographics: age, gender, income, etc. This is great because it can be directly mapped to a media buying plan. The B2B equivalent is

firmographics: company industry, size, employee count, and so on.

It sounds great on paper, but let's consider a specific scenario to see how it works in the real world. There are two prospects. Both are Indian, male, worth more than 100 crores, and 71 years old. Should you sell them the same product or send them the same marketing campaign?

If you relied on were demographics, the answer would of course be yes.

Geographic segmentation, like demographic segmentation, is highly actionable: You can launch local marketing campaigns and deploy your sales team against specific zip codes. But it's incomplete.

It works well on a blunt level — don't sell ice cream in kashmir in winter, don't put beef on the menu in a vegetarian country. But it lacks profound consumer insights that can help you generate ideas to accelerate your company past the competition.

Many companies maintain a list of A-, B-, and C-level accounts based on how much a customer has spent in the past. There is good business value in doing so — you want to make sure you keep your biggest customers happy. But this form of segmentation doesn't provide any insights into why your biggest customers spend so much with you.

In fact, it is often the case that these big accounts only picked you because you had the lowest price, not necessarily because they are loyal brand advocates. If your competition lowers the price tomorrow, these big customers

may jump ship and migrate over to them.

These are a few tips to keep your customer married forever in good smooth sailing relationship throughout

**P.CHANDER**  
**HON EDITOR**  
**FORMER PRESIDENT-MPLA & AIFMP**

# 248th GC Meeting at Imphal



The 248th meeting of the Governing Council of All India Federation of Master Printers was held on 4th & 5th March 2020 at Hotel Classic Grande, Imphal under the Chairmanship of Mr Dibyajyoti Kalita, President. The meeting was hosted by All Manipur Press Association (AMPA).

Mr K Rajendran, HGS wished good afternoon to everybody present at the meeting and said that he was glad to see large number of GC members attending the meeting at Imphal, the beautiful capital city of Manipur and remotely situated from the main parts of the Country. He thanked Mr S. Surjit Singh, President-AMPA and his team members being a newly admitted affiliate member for making nice and excellent arrangements for conducting GC meeting and making comfortable stay of GC members. HGS requested the members present at the meeting to give a round of applause to AMPA and its team in appreciation of their making excellent and wonderful arrangements for holding GC meeting.

Mr S Surjit Singh, President-AMPA welcomed every member present at the meeting at Imphal, a beautiful city and capital of the state of Manipur. He further said AMPA was established in the year 1971 and they are celebrating Golden Jubilee function in the month of November 2020, however their association was affiliated with AIFMP at 246th GC meeting held on 20-21 September 2019 at Pune. He thanked the Federation for giving an opportunity to AMPA to host 248th GC meeting at Imphal. He added that AMPA being a new affiliate there may some short comings in organizing the GC meeting and requested the GC members to kindly bear with them and enjoy the meeting and their stay at Imphal. He further said a dedicated team of AMPA at the help desk at reception of the hotel will guide the members in making arrangements for their sightseeing tour of Imphal. He further appealed to the members to take this opportunity to explore civic beauty of Manipur with this he concluded his welcome address.

HGS read out the names of members who had sought leave of absence from attending 248th GC meeting. HGS requested the new GC members who were attending the Governing Council meeting for the first time to introduce

themselves to the GC. Accordingly the members introduced themselves to the Governing Council.

Mr Dibyajyoti Kalita, President AIFMP in his inaugural speech welcomed all Past Presidents, every GC and GB members and colleagues who were present at the meeting to the beautiful city of Imphal. He thanked Mr Surjit Singh, President, Mrs Sapam Deeparani wife of Mr Surjit Singh and the entire team members of AMPA for successfully hosting the 248th GC meeting and making wonderful arrangements for holding the GC meeting and for the comfortable stay of members at this beautiful city of Imphal, Manipur.

President recalled that the PAMEX 2020 was successfully held from 6th January to 9th January 2020 at Goregaon, Mumbai alongwith WPCF International Conference and Board Meeting, 14th NAEP Award function and first VCPLA Award on 8th and 9th January 2020, respectively. He paid rich compliments to Prof. Kamal Chopra, Chairman PAMEX for successful holding of PAMEX 2020.

President also complimented Mr Raveendra Joshi, IPP for successful hosting of 14th NAEP Award function, WPCF Conference and first VCPLA Award function. He said the successful holding of all these events reflects sincere efforts of AIFMP and which motivates other members to work hard for the betterment of Indian printing industry.

President further said, he alongwith Mr C Ravinder Reddy VP(S) had attended the inaugural function of Golden Jubilee celebration organised by Kerala Master Printers Association (KMPA) on 4th January 2020 at Cochin.

President said, the first edition of Romancing Print 2020 (South), the flagship event of AIFMP which was organised by Kerala Printers Association (KPA) at Kottayam, Kerala was very inspiring and successful as more than 220 registered printers had graced the occasion with their presence and active participation. President also said, that the 2nd edition of Romancing Print 2020 (South), was organised by Andhra Pradesh Rastra Offset Printers Association at Guntur which was also attended by him. He praised APROPA for successfully organising the event where record breaking participants numbering more than 450 printers had participated and made the event very memorable. He



praised Mr Ravinder Reddy VP(S) to be a real gem of AIFMP for organising a such a wonderful event at Guntur.

The minutes of 247th GC meeting held on December 7-8, 2019 at Hotel Marriott, Bhopal, were confirmed after brief discussion.

Mr K. Rajendran, Hon. General Secretary presented his periodic report to the August House. The activities and visits undertaken by the OBs were briefed in HGS report.

Mr Ashwani Gupta, Hon. Treasurer presented the Periodic Accounts of the Federation for the period from 1st December 2019 to 29th February 2020 before the august house which were passed.

Mr K Rajendran, HGS congratulated Mr Raveendra Joshi, IPP & Chairman, 14th NAEP and his team members from PPOA for successfully organising 14th NAEP Award function on 8th January 2020 at Hotel Westin, Goregaon, Mumbai. He said that 1515 entries in 53 categories from 155 printers were received from PAN India, large to small cities and from small to very large printers who each competed in respective categories. He further said the judging of entries were done by a team comprising of 7 distinguished personalities in the field of printing. He also appraised the Governing Council that for the first time in the history of NAEP, the award was presented zone wise and in the presence of respective zonal Vice President and appreciated Mr Raveendra Joshi, Chairman 14th NAEP for the same. Prof. Kamal Chopra, PP requested Mr Raveendra Joshi to apprise the Governing Council regarding the difficulties/problems faced by his team in hosting the 14th NAEP award function. Mr Raveendra Joshi replied that there was less response and only 150 printers had participated. He further Invited suggestions from GC members to make NAEP award more attractive and catchy even for the smallest printers of the country and many more printing entities to submit their entries for award.

Mr Raveendra Joshi further requested the President of each affiliate associations to generate interest among their local printers and encourage them to participate in the future NAEP award function in very large numbers and to make it more popular and large number of printing entities should submit more entries and make NAEP award function successful.

Mr Nitin Shah, GC member BMPA suggested that by making use of social media, like twitter, face book, LinkedIn etc. the NAEP award function may be popularised among



printer brothers across the county and the dates of award function must be announced much earlier so as to give more time to printers for sending their entries.

Mr Satish Malhotra, Chairman-Government Relations briefed the Governing Council regarding the matter pending before Competition Commission of India and also the Anti-Dumping Duty matter.

Prof. Kamal Chopra, Chairman PAMEX made power point presentation of the flagship event PAMEX 2020 which was successfully held from 6th to 9th January 2020 at Bombay Exhibition Centre, Goregaon, Mumbai.

Prof. Kamal Chopra expressed his deep gratitude to Mr Raveendra Joshi, IPP for giving him an opportunity to visit many printers across the length and breadth of the county for propagating the PAMEX 2020. He thanked Mr Joshi for bestowing with Chairmanship of PAMEX 2020. He further expressed his thanks to President and OBs for reposing confidence in him. Prof. Kamal Chopra further said PAMEX 2020 had created history with more than 32,000 quality visitors, 375 plus exhibitors who presented latest technics, innovation and developments in the print and allied machinery industry, with 100 plus products launches, 250 plus demonstrations of live /running machines and several other attractions. Prof. Kamal Chopra expressed his thanks to every printer who made PAMEX 2020 a grand success. He further said the forthcoming PAMEX 2022 is already 25% booked and it is proposed to be held at 3 halls of Bombay Exhibition Centre. He also said very soon PAMEX will become an international / global brand. Mr Vijay Mohan, GC member, DPA requested the Governing Council members to give compliments to Prof. Kamal Chopra by clapping their hands in standing ovation for successful holding of PAMEX 2020.

On the request of President, Mr Vijay Mohan, DPA proposed vote of thanks. He paid rich compliments to AMPA and Mr Surjit Singh, President and their entire team of office bearers for the wonderful hospitality extended by them to all the members and making excellent arrangements for holding GC meeting and also for providing fine facilities for the comfortable stay of all the members. He also appreciated the President & HGS AIFMP for managing the Governing Council meeting efficiently. He also praised the zonal Vice-Presidents and Chairmen of Standing Committees for excellent work done by them.



## DPA Commemorates The Inventor of Printing



One of the greatest inventions made in the history of mankind is known as Printing which spreads written knowledge and is used as the main tool for imparting education to one and all. To preserve the memory of Johannes Gutenberg, who invented the art of printing over six centuries ago and who is regarded as the Father of the Art of Printing, Delhi Printers' Association has been celebrating Printers' Day every year since 2004 by organising different types of philanthropic events for the under-privileged class of the society.

This year's Printers' Day was celebrated by DPA at a famous South Delhi orphanage called Chhatravas Chandra Arya Vidya Mandir by serving meals to nearly 500 inmate girl students and staff. To mark the day some

members of DPA and the executive body members had assembled there for a brief function at 1.30pm.

The Chhatravas Chandra Arya Vidya Mandir and its Daryaganj branch known as Arya Anathalaya are run by well-known Chandravati Chaudhry Smarak Trust which was started by the first Deputy Mayor of Delhi Shri Desraj Chaudhry to propagate the concept of Arya Samaj. After him it was taken over by his son Padamshri Viresh Pratap Chaudhry who was a senior legal luminary in the Supreme Court renowned as a champion of the cause of down-trodden people of the society. Now the Trust is being successfully looked after by his son and the current Secretary Shri Nitinija Chaudhry, who is not only

a sharp and promising advocate, but he is also always available to cooperate and extend his assistance to DPA. This illustrious family Trust is also involved in various social causes.

As soon as the school closed for the day at 2.00pm, the students were seated in a large dining hall for their mid-day meal which was served by Executive Committee and some general members of DPA with active assistance by orphanage staff.

It was a pleasant coincidence that the day was also marked by the birthday of Shri Nitinija Chaudhry. He was felicitated with a bouquet and a small souvenir. Later on, all these persons had lunch together with the school staff





## Sky is not the limit: KMPA meets Ankita Shrivastava



On the second day of the 247th GC meeting of AIFMP at Bhopal, the Bhopal Master Printers Association had organised a programme where they honoured printers from Madhya Pradesh who had served the printing industry for more than 50 years. P. C. Sharma - Minister of Law and Legal Affairs Department, Public Relations, Science & Technology, and Civil Aviation of Madhya Pradesh was the chief guest of the function. The new edition of the Talking Bhagavad Gita was unveiled by Mr. Sharma on the occasion. During the programme, the GC and GB members from KMPA happened to see a young, bubbly girl actively involved in the conduct of the event. She was too young to be a GC member and looked more involved than even an event manager. It was out of sheer curiosity that they decided to meet and enquire about her role in organising the event, and what they heard pleasantly surprised them.

Meet Ankita Shrivastava, an enterprising, 26-year old woman from Gwalior, Madhya Pradesh. Currently the Vice President of Aadarsh Pvt. Ltd., central India's largest printing and publishing unit, and the publisher of the Talking Bhagavad Gita. But that was not all; she is the youngest liver donor of the country, and a winner of two gold medals and a silver medal for India at the World Transplant Games organized by the Olympic Association. KMPA team was so impressed by her achievements that

they decide to publish her interview in the Print Miracle magazine.

Excerpts from Print Miracle's interview with Ankita Shrivastava:

### What are your educational and professional qualifications?

I am B.Tech in Computer Science. Currently I am the Vice President of Aadarsh Pvt. Ltd., central India's largest printing and publishing unit, being licensee's for Barbie, Ben10, and a Disney-approved printer. I am also the Director of three other affiliated companies, including MSA Sourcing Pvt. Ltd., Direll Innovations Pvt. Ltd., and MSA Edtech Pvt. Ltd.

### When did you decide to take such a huge decision at such a tender age to donate 74% of your liver to your mother?

It was when my mother was diagnosed with a chronic liver ailment. It was a very prompt decision of just 30 seconds when I came to know that she needed an immediate transplant and I decided to donate mine. But despite this she passed away after four months. I was bedridden for two months after my donation, but still felt satisfied as the youngest liver donor in the country.

### When and how did you come to know about the World Transplant Games?

In my father's Scindia school reunion, we met his friend Karhun Nanda who is also a heart recipient and through him we came to know about the Games in 2017. The World Transplant Games was organized by the Olympics Association from the 17th to the 24th of August, 2019, at Newcastle, United Kingdom.

### You have made India proud in the Games. What were your achievements?

I won two gold medals in a single day with world records in long jump (3.61 meters) and ball throw (31.7 meters), and a silver medal in the 100-meter dash with a timing of





15.31 seconds. I was also thrilled to be the first Indian to do so. The games had 2,027 athletes from 59 countries, and I was the youngest to win 3 of the 6 medals for the country.

### **What are your other achievements beside the sporting field?**

Well, I became an author of an Indian fiction novel at the age of 19, am a national swimmer, and my name features in the India Book of Records.

How has life changed for you and what is your message of motivation for others?

Now because I attend events, I get a chance to motivate

the youth and also spread awareness about transplants, sports, life and its lessons, and much more. One should be convinced of their inner power and have an amazing level of hard work which is the only way to get lucky.

### **What is your professional ambition?**

I plan on bringing our IP Purple Turtle 2D Animation series to one of the major television broadcasters. I also aspire to be in the Forbes 100 top business professionals by 2025.

And on a lighter side, what are your personal aspirations? I want to meet Elon Reeve Musk, engineer and technology entrepreneur. Another is a travel to Mars!\

## Guwahati - All Assam Press Owners Association



Just to understand the style of working and problems being faced by the printers of Eastern region Prof. Kamal Chopra and Mr. Ashwani Gupta, Hon. Treasurer at AIFMP visited Guwahati under the Print Yatra project of Offset Printers Association (OPA) on 6-7 February, 2020. While landing at Lokpriya Gopinath Bordoloi International Airport, Mr. R N Dutta Baruah, Hon Joint Secretary AIFMP was there to welcome us. While driving towards the city we noticed the beauty of Guwahati, which really is a sprawling city beside the Brahmaputra River in the northeast Indian state of Assam. It's known for holy sites like the hilltop Kamakhya Temple, featuring shrines to the Hindu deities Shiva and Vishnu. To the east, 18th-century Navagraha Temple is an astronomical center with planetary shrines. Umananda Temple, dedicated to Shiva and covered

with engravings, stands on Peacock Island in the river.

We visited the Navanita Printers, one of the biggest printing unit of the city with class machinery and in-house pre-press and post-press facilities. Mr. Dibyajoti Kalita who is President of AIFMP greeted us with cheers. We also visited some other printing units before the dinner meeting with the leading printers and office bearers of the All Assam Press Owners Association. Mr. Shahjahan Kazi brought to notice the problem

he is facing with some roller manufacturing company it was solved on the spot with entire satisfaction of Mr. Kazi. While discussing the problems, Prof. Kamal Chopra emphasized on the need for working in close cooperation and to build greater networking. It may be best to adopt the CDP scheme of the government of India for the development and growth of the printing and packaging sector of Guwahati, Mr. Ashwani Gupta added.

Elaborating the purpose of their visit, Prof. Chopra said, Print Yatra is very humble beginning of Offset Printers Association (OPA) to establish complete networking between 250,000 printers of India. Through this project OPA is motivating the printers to work jointly, form associations and come together for the overall benefit of the printing industry.

## 'Gutenberg Festival' at OPA



Every year Gutenberg Festival is celebrated by Offset Printers' Association (OPA) to remember the father of Modern Printing. The event is celebrated on day of HOLI festival for the networking of the families of the members. It is whispered that Lord Macaulay while speaking about India in British Parliament on 2 February, 1835 said that "I have travelled across the length and breadth of India and I have not seen one person who is a bagger, who is a thief, such wealth I have seen in this country, such high moral values, people of such calibre, that I do not think we would ever conquer this country, unless we break the very backbone of this nation, which is her spiritual and cultural heritage . . .". This year once again OPA Carnival was organized to celebrate 21st Gutenberg Festival 10 March 2020 at Ludhiana.

Welcoming the participating member families, Mr. Parveen Aggarwal, President OPA said, the main purpose of these celebration is to guide the members for living stress free life. Mr. Aggarwal added, 'stress and tension have been linked to numerous ailments, including heart disease, high blood pressure, atherosclerosis, irritable bowel syndrome, ulcers, anxiety disorders, insomnia, and substance abuse. Stress can also trigger a number of distinct physical symptoms, including nausea, headache, hair-loss, fatigue, and muscle pain.

More than 34 member families participated and there was fun and excitement stored for every age group. The family gathering in the name of 'Father of Modern Printing' is the great step of OPA, said Mr. Hans Raj Chopra, Finance Secretary, he added that all the member's wait for the day and enquiries start pouring from January. Besides fun games there were many prizes for the puzzles and physical talent contests, besides the Lucky draw for the donors who purchased the donation coupons of OPA.

On this occasion the talented children of the printers were also felicitated. Ms Sheena daughter of Mr. Narinderpal Singh, OPA member from Ludhiana was felicitated

for her talent on providing 'Cosmetic Bakery'. Young girl has given different escalation to Bakery Products, she is producing the cosmetic bakery products on the basis of online orders and her products are becoming quite popular in the city. Speaking on the occasion, Mr. Kushl Kumar Jain, Vice President said, our children are assets, it becomes a proud moment not only for the family of the child but for the entire OPA family to see our children shining. Today I feel is the day to remember, not only for the Gutenberg Festival but because, we are going to felicitate two bright youngsters, the shining children of printers, our members, for their exceptional talent in the fields other than Printing.

Mr. Vishal Sidana son of Mr. Vijay Sidana, New Milan Printing Press, Mukatsar was felicitated for his singing talent, his first album is recently released and the songs are getting viral at social media these days. Mr. Parveen Aggarwal felicitated both the youngsters with the blessings of the house for their bright and successful future.

Members also enjoyed the various games and rides available at the F2-Raceway fun park. The event remained a great success, gift hamper to each and every member family was also given, items for this gift hamper was contributed by the Office Bearers and Executive members of the Offset Printers' Association.





## J&K Offset Printers Association celebrates Printers Day



On the Occasion of Printer's Day on 24th Feb. 2020, it Was Decided By J&K Offset Printers' Association to celebrate it by doing thing for a noble cause.

A Langar was Organised on 1st March 2020 With the help of Guru Nanak Langar Mission at Govt. Medical Collage & Hospital Bakshi Nagar Jammu for Participate and their attendants around 1500-2000 Peoples get benefit of this Langar

All the office Bearers and members Participated

enthusiastically and felt happy to serve the people overall it was a great sucess The team was Led by President Mr. Sudesh K. Gupta and Comprised by Mr. Rahul Mahajan Sr. Vice President, Mr. Sharat Sharma Vice president & Mr. Avnish Anand General Secretary, Mr. Rajneesh Koushal Secretary, Mr. Satish Raina Finance Secretary, Mr. Kuku Ji Bhan Jt. Secretary. Mr. Ravi Gupta Immediate Past President, Mr. Pankaj Sethi, Ex. President Mr. Sanjay Soni, Mr. Vineet Dutta and team of Guru Nanak Langar Mission.



## Printers Day Celebration 2020 organised by Dombivli Shahar Mudrak Sangh



Printers day was celebrated on Saturday 7th March 2020 by organising family get-together for the DSMS members. Near about 25 families of DSMS members had participated in the program.

Program started with warm welcome of members & their families by Shiri Mukundbhai Inamdar, PP, MMP as

compere. As a part of culture, lamp was lighted with the hands of committee member's wife's keeping in mind "Women's day" on 8th March 2020. Ms. Sonal Mandalia, Ms. Manjusha Tembye and Mrs. Suhasini Pople were felicitated for their extraordinary contribution to DSMS programs, whenever required. Mr. Vishal Vikas Samat, son of Mr Vikas Samant, active Member of DSMS, was felicitated for completion of his MBBS studies. DSMS is truly proud of Vishal. On this occasion, Mr. Shailendra Pople was felicitated for receiving award from Gujarat Print Directories, as "Best Quality Printer" in 'Diary Category' at Ahemadabad.

Ms. Rupali Virkar, Event Manager, organized wonderful programs for all the invitees. Small games were played by each and every member present for the program. All the members along with their families enjoyed the program followed by dinner. Program concluded at 10.30 pm with wide smiles on the faces of Printers and their families.





## TOPA celebrates Printers Day



Printers Day was celebrated in a grand manner at Warangal on 24th February 2020 by all the local and District associations under the lead of Warangal City Printers Association. There were about 200 Printers in the event celebrating it. Sri C. Ravinder Reddy and Sri S. Dayaker Reddy were the Chief Guests.

TOPA President Sri C. Ravinder Reddy, IPAMA President Sri S. Dayaker Reddy and Sri D. Radha Krishna Treasurer, TOPA Participated in a grand celebration of Printers Day at Warangal on 24th February 2020, at various associations.

Unity Printers Society Celebrated Printers Day at Warangal on 24th February 2020 with the participation of about 90 Printers. Sri C. Ravinder Reddy, President-TOPA, Sri S. Dayaker Reddy, President-IPAMA, Sri D. Radha Krishna, Treasurer and Sri Rajesh Bharadwaj President Unity Printers Society cut the Cake to celebrate the event.



Warangal Offset Printers Association West, Hanumakonda celebrated Printers Day with Cake cutting and honouring many senior printers in town Sri C. Ravinder Reddy, President-TOPA, Sri S. Dayaker Reddy, President-IPAMA, Sri D. Radha Krishna, Treasurer and Sri M. Santosh Kumar, President-WOPAW participated in the celebrations along with 100 Printers.

Warangal City Printers Association took the lead in organizing a big event in celebration of Printers Day at Warangal by bringing together all the printers associations in and around Warangal and Hanumakonda. The programme started with Cake cutting.

Sri Ravinder Reddy spoke at length about the activities of TOPA and AIFMP, about the establishment of TOPA Centre of Excellence in the one acre of land acquired by TOPA in the MSME New Model Ind Estate, Dandu Malkapur, Hyderabad. He also emphasized about the need to take advantage of the MSME schemes available to the Printers for their business growth. Sri D. Radha Krishna told about the need to visit exhibitions and update the knowledge about the trends in the Printing Industry. The Printers Day was celebrated in a grand manner by all the printers associations in Warangal and surrounding places under the leadership of Sri Bhanu Murty, President Warangal City Printers Association. It was attended by about 400 Printers.

## New Team of TOPA

On 25th January 2020, TOPA team under the President Sri C. Ravinder Reddy has once again been elected unanimously for another 2 year team of 2020-2022 in the Annual General Body Meeting at Hyderabad. AGM appreciated the hard work, direction and future projects of TOPA.



### New Office Bearers of J&KOPA

J&K Offset Printers Association (JKOPA) elected its new office bearers for the period of 2020-2022,



during its 10th Annual General Body Meeting.

The members were elected unanimously in absence of any nomination for the office bearers. The new team elected unanimously comprises Sh Sudesh Kumar Gupta (President), Sh. Rahul Mahajan (Senior Vice President) Sh. Sharat Sharma (Vice President) Sh. Avnish Anand (Gen. Secy.) Sh. Rajnish Koushal (Secretary) Sh. Satish Raina (Finance Secy.) and Sh. Kuku Ji Bhan (Joint Secretary).

The election was conducted in cordial atmosphere by Satish Jandyal, returning officer of election committee, JKOPA.

### OPA demands Print to be defined as 'Essential Services' in COVID-19 Crisis

During this time of crisis due to the spread of COVID-19, the Indian government already declared lockdown for 21 days, many state government imposed curfew to save the country from this epidemic. At the same time the government have taken the decision to define the essential services that must be maintained during the lockdown/curfew to fight the virus and ensure society continues to function. Offset Printers' Association (OPA) calls on authorities at national and state level to recognise printing as part of the essential services. If the printing industry is not permitted to function as usual and denied financial assistance, access to raw materials or other support, authorities risk that indispensable products are not produced.

- Printers producing printed food packaging are more crucial than ever as supermarkets come under increased pressure to make sure shelves in shops are kept full for consumers. The same applies to hygiene products. Pharmacies must be guaranteed an uninterrupted supply of medicine, the packaging of which is also printed by our industry. Avoiding disruptions to key value chains must be prioritised. And the communication of public health information should not face any restrictions.
- Labels, posters and information-folders are very important communication tools, to give clear and barrier-free information to citizens and to explain important measures and to help to avoid direct contact at critical places and structures.

- Similarly, concerned citizens rely on daily news to keep themselves informed about the virus. As is well evident many individuals, especially the elderly and village community do not have access to the internet in their households, rendering them unable to access news online. This is to a large extent older people, one of the most important cohorts of people to remain informed in this crisis, given that they are in a high-risk category. Moreover in this age of WhatsApp University, according to a Eurobarometer survey on fake news and online disinformation, traditional print media, TV, and radio continue to be the most trustworthy sources of news. Fake news about COVID-19 is dangerous, threatening real people's lives. At a time of widespread uncertainty and concern, the printing of newspapers/ literature must continue.

- Printed books are a perfect entertainment tool in time of containment. It is in particular a good way for all, and in particular younger people, to spend time away from on-line tools. Printed books can still be supplied in supermarkets and ordered online. A continuous production of printed books should be maintained.

For the supply of packaging for critical products, of reliable information through the printed press and of printed books OPA and its members underline that it is critical that government include the printing sector and related supplying sectors as essential industry during COVID-19 crisis.

## **DSMS Report on Webinar on Salary and Rates on 3rd May 2020**

Webinar was organised by Dombivli Shahar Mudrak Sangh on 3rd May 2020. Mr. Sachin Ghosalkar presented himself as host. Near about 20 members participated in the Webinar. Discussion was made on the salary to be paid to the workers. Majority of them expressed their views. Mr. Mukundbhai Inamdar gave his expert comments on this particular event.

Mr. Shailendra Pople, President, DSMS, presented an Eye opener presentation highlighting the facts of today's situation, that the expenses cannot be met, when there is month or two lockdown.

### **The major reasons which stated as:**

- very low rates charged to the customers,
- only labour Charges charged to the canvassers,

- not charging overheads to the canvassers,
- lack of proper calculation,
- Lack of knowledge of business,
- Attitude of the printers & Laziness of Printers.

The presentation was appreciated by all the members and surprised to find that they were actually doing just service to the customers and not business. Members unanimously agreed on reworking of new rates

Mr. Shailendra Pople appointed a committee for working of new rates for printing and the committee with release reasonable rates for their printers very shortly. The discussion went for more than two and half hours. Webinar concluded with vote of thanks by Shri Ramesh Inamdar, Secretary, DSMS.

## **Report on Donation to the flood affected printers of Sangli**



On 10th of February 2020, Shri Mukundbhai Inamdar, Shailendra Pople, Ramesh Inamdar & Rajesh Jaiswal went to Sangli. We met to Shri Prakash Apte and he took us to some of the flood affected printers and showed us the real picture of the Printing Presses. The Situation was horrible. When we heard live from the printers that 10 feet rain water was there in their press for almost 12 days, we could not believe. Best part of the fact was, only they could save their lives. Nothing they could save from the flood. Water was flowing more than 59 feet above the river level.

We visited the most affected 17 small printers and gave them small amount as token of love. Unfortunately, our hands were short in providing our palms to all the printers. They said "amount was not the issue, but Dombivlikar Printer's who went all the

way travelling 400 kilometers and kept small hand on their back, saying, we are with the Sanglikar's in such critical situation', made the Sangli Printer's bring tears in the eyes.

Shri Prakash Apte have to suffer with the same situation, but his big heart refused to take a single penny from us and suggested to distribute all the amount amongst his fellow printers. Big salute to Shri Prakash Apte.

The environment was emotional, but we were successful in bringing small smile for that particular moment. We returned back with heavy heart.

## **Congratulations**



Mr. Shailendra Pople, President, Dombivli Shahar Mudrak Sangh, received "best quality printers award", west zone, Maharashtra, Gajarat, Madhaya Pradesh, Rajastan and Goa. In the catogory of diary printing. Awards organised by Gujarat Printers Directory, at Ahemdabad. On 29th February 2020.



## Romancing Print 2020 at Guntur



APOPA conducted the Romancing Print Knowledge Seminar at Vedula Convention Centre, Bandlamudi Gardens at Guntur on Sunday 16th February 2020 in a very grand manner. It was attended by All India Leaders in Printing Industry Sri Dibyajyoti Kalita garu, President-AIFMP, Sri Dayaker Reddy garu, President-IPAMA, Sri Rajendran garu, Hon. General Secretary-AIFMP, Sri Raveendra Joshi garu, Immediate Past President-AIFMP, Sri Ghodke garu, Vice-President (West)-AIFMP and Sri Ravinder Reddy garu, Vice-President (South)-AIFMP. It was a big gathering of 480 Printers from 30 cities spreading over all the 13 Districts in Andhra Pradesh State. Excellent arrangements at the hall were made for the Seminar with good speakers on useful subjects, very good food arrangements for Breakfast, Lunch, Tea and Snacks. There were 10 stalls of exhibitors, who did very good business at the event. Details of the day long seminar are given hereunder.

Meeting started with the welcome address by Sri V. Sambasiva Rao garu, President, APOPA.

Sri C. Ravinder Reddy, Vice-President (South) – AIFMP addressed the gathering giving details of RP activity of AIFMP. This year AIFMP OBs have decided that RPs should be held in regional language of the State in which it is held for better understanding and impact. He discussed about the problems faced by the printers everywhere and he advised all the printers to take advantage of the advances in technology for expanding and growing their business. He thanked Sri Sambasiva Rao garu and Sri Ravindra Babu garu for their excellent organisational skills.

Then the key Note Address is delivered by Sri Dibyajyoti Kalita ji as the Chief Guest. He congratulated APOPA for organizing this RP at Guntur for the benefit of printers in A.P. He said that in business as well as in personal life, one should work with honesty and commitment. Experience is very important but it should be gained with honesty and commitment.

Sri K. Rajendran, Hon. General Secretary of AIFMP as the Guest of Honour informed about the activities of AIFMP.

He spoke at length about the flagship event of PAMEX 2020 at Mumbai in January 2020, NAEP event every year, Round Table and Romancing Print Knowledge Seminar. He advised the printers to take interest and attend all National and International Exhibitions for knowing all the recent Trends, Techniques and technologies happening in the Printing Industry. He also told about the benefits of getting data on printing from different Countries through WPCF meetings. He advised all printers to take advantage of these activities of AIFMP and get benefitted.

Sri Ravindra Babu requested that presentation of Regional Awards to Printers in South Zone and in each State from out of the entries received at all India Level. AIFMP leaders promised to look into this.

All the dignitaries were then honoured by the APOPA.

Sri Dibyajyoti Kalita ji then cut the Cake to celebrate the occasion of RP at Guntur.

Then the Technical Session started with the first speaker Sri Ravendra Joshi ji speaking on why should we visit the exhibitions? What are the benefits.

Sri Joshi told the printers that we may start as a small printer but should aim to grow into a big business. Printers should visit the exhibitions without any inhibitions and should not think that it is a waste of time and effort to visit exhibitions. He said that by visiting, the printers will be able to see firsthand the latest technologies and trends in printing and





can select the most suitable machine for their business. He also felt that printers should visit the DRUPA Exhibition in June 2020 in Germany without fail.

Next speaker was Mr. Panthala Selvan on the Subject Print Ready Design. He explained in detail about the technical aspects of designing and printing.

Sri Mutyala Rama Rao took a session on Graphic Designing & Layout beautifully explaining the concepts of designing and layout.

Sri S. Dayaker Reddy, President-IPAMA took a lively session on upgradation from Mini Offset & Value Addition in Printing giving his personal experiences with printers, who have successfully done this upgradation.

Then Sri D. Radha Krishna, Treasurer-TOPA gave a very lively motivational speech to all the printers on how to be competitive in the present day market. He also said that printers should have unity in maintaining uniform printing charges for various jobs done by them. There should not be any undercutting of prices with one another.

A review of Romancing Print Knowledge Seminar was given very well by Sri Dinakar Thyagaraj, MD, JC United.

All the Printers Associations and their members, who attended the seminar were recognized and felicitated by APOPA. All the Leaders, Exhibitors were also felicitated in a grand manner.

The Romancing Print Seminar was very beautifully compered by Sri G. Ravindra Babu, Secretary of APOPA.

On the whole, the Romancing Print Knowledge Seminar is a grand success with the participation of about 480 printers attending it from all parts of Andhra Pradesh.

APOPA is proud to organize this Seminar with the kind encouragement of AIFMP Leaders and Sri C. Ravinder Reddy, Vice-President (South) – AIFMP-----

## DSMS at PAMEX 2020



Dombivli Shahr Mudrak Sangh got complementary stall No F 60 at Pamex 2020. This honour we received for the first time in history. We displayed the pictures of all our more than 48 activities on the 5 walls of the stall and on the LED TV. Shailendra Pople, President DSMS & Ramesh Inamdar, Secretary, DSMS were present all the time on the stall, supported by other members of DSMS, Shri Mukundbhai Inamdar, Past President, MMP, Shri Chintamani Kulkarni, Shri Mohan Gangal & Shri

Sachin Ghosalkar. We were honoured by the visit of dignitaries such as, President, Past President, Secretary, Treasurer and other office of AIFMP, and from various other countries and appreciated the way our stall was designed.

Everybody was attracted to the selfie point, 'PROUD TO BE A PRINTER' on our stall.



## 249th Governing Council Meeting

The 249th Governing Council meeting of All India Federation of Master Printers scheduled to be held on 6th & 7th June 2020 at Lucknow stands postponed until further government instructions are received on holding of large public gatherings.

## Impact Of Covid-19 On The European Printing Industry

### Intergraf positions

Intergraf urgently calls on European and national authorities to secure the supply of ethyl alcohol for the continuous production of food packaging.<sup>44</sup>

Intergraf calls for the fair treatment of shipments from Italy, as well as other European countries which are/may be subject to restrictive measures.

Intergraf calls on European authorities to ensure that any controls at borders will not disrupt deliveries and the supply chain.

### Current situation

The printing industry is a supplier to many other economic sectors. The effects of COVID-19 on all impacted sectors will ultimately impact the European printing industry.

#### Foreseen problems: printers

The first impact currently is all over Europe and specifically for printing companies which are supplying trade fairs/exhibitions or meetings and events. They see a large part of their business cancelled at the last moment. This affects brochures and leaflets, but also the printing of exhibition booth panels/posters/wall stickers/signage, or shelves in cardboard.

A general reduction of the European economy will have an impact on advertising, because these costs tend to be cut in a first step. Advertising makes up some 40% of all printed products in Europe, so such a reduction will deeply affect all printing companies, regardless of their specialisation. A drop in orders for catalogues from travel agencies has also already been reported. The same is expected for the demand for print from all leisure-related industries (restaurants, theatres, museums, concerts and other cultural activities, etc.). A lockdown in different countries will also have a direct impact on advertising that is printed and distributed to households.

There are also concerns about impacts on the transport of goods with the increase of border controls in Europe.

Regarding the situation at employee level, sick leaves are increasing, as are requests from staff to stay at home with children when schools are closing. There is, as a result, a general fear of a lack of workforce. Companies are creating a variety of additional back-up plans or emergency plans.

### Foreseen problems: supply chains

There are concerns about the possible shortage and/or delays in the supply of paper. Firms are not yet signalling a shortage of inventories, but one company has reported that local suppliers have stocks of printing input materials for about 1.5-2 months. Both China and Italy are significant

suppliers of foils and films used in packaging printing, so there are also concerns that these supply chains could be affected. In addition to this, European printing companies indirectly rely on China for the supply of chemicals used in input materials in printing processes (e.g. constituents of inks and solvents). Printing companies using isopropanol (IPA) are also reporting a concern for the supply of this solvent, which is also used for the production of hand sanitisers. Many companies have seen an increase in the price and/or a reduction in the supply of IPA.

### Foreseen problems: packaging

Ethyl alcohol is a critical input material for the production of printed packaging material, and therefore for the production of food packaging. Ethyl alcohol is used in flexography printing processes to dilute inks and clean machines. It is also used for the production of disinfectants, for which demand has significantly increased with the spread of COVID-19, sparking concerns of a shortage.

While the supply of ethyl alcohol should be secured for sanitary purposes, in particular in medical environments, its supply for the continuous production of food packaging should also be available. Without packaging, food cannot reach the final consumer. Under these exceptional circumstances, the priority is to secure business continuity for the supply of consumer goods that are vital for the population. Food is one of them. It is

key that the supply of food to the European population is safeguarded; therefore, any disruption to the supply chain must be avoided. Intergraf together with FTA Europe (the European Flexographic Printers Association) therefore warns about the already experienced shortage of ethyl alcohol in certain countries (statement enclosed).

### Outbreak in China

Companies in high exporting European countries see orders coming from customers who used to print in China. Packaging printing companies also report a decrease in demand due to customers lacking components imported from China to manufacture the packaged goods. If fewer or no goods are manufactured, this has a direct impact on the packaging needed.

### Outbreak in Italy and the rest of Europe

Similar to China, companies in high exporting European countries do see orders coming from customers who used to print in Italy.

N.B. This situation in Italy has not yet been fully assessed, so the information above does not reflect the situation in printing companies in Italy.





## Graphic Arts and Packaging Industry looking towards Government

Keeping in view of the complete lockdown in the country due to Covid-19, the representatives of the below-mentioned 13 Associations had recently organised a meeting to assess its impact on the industry and how to address the unprecedented challenges. During detailed discussions, the representatives had made several observations on the subject matter and taking in view all aspects of the current situation and the post-lockdown impact, it was decided by the representatives that the following recommendations should be conveyed to the Government of India through the concerned Ministries including PMO, which are absolutely necessary as immediate relief for reviving the Industry -

**1. Graphic Arts and Packaging Industry (Printing, Packaging, Corrugation, Label, Screen Printing, Inks & Consumables, Authentic Solutions, etc.) should be included in essential sector.**

**2. Extension of financial year and advance tax:**

It is proposed to extend the financial year up to 31st July 2020 instead of 31st March 2020. Even after the normalisation of the prevailing conditions, it will take considerable time for the industry to come back to the normal position. Similarly, advance income tax payments of June, Sept, Dec should be shifted to March 2021 as Instalments without interest or Penalty since firms cannot estimate the profits for the year 2020-21.

**3. Liability of workforce on Entrepreneurs:**

practically it is not possible for entrepreneurs to take overall responsibility of workers from Corona virus infection, as movement of material and staff are common in the production of any product. order.

**4. Govt should provide quarantine facilities for migrant workers, in coordination with MSME units, for 14 days before working in factories.**

**5. Wages, Salary, Bonus, ESI and PF:**

Considering the advice of the Government of India and the State Governments, the Members of the Associations/Federations have already paid the salary of March 2020 to the workers. However, it is not possible for the entrepreneurs to bear the burden of wages for the coming months, particularly by the MSME Units, due to severe financial constraints. In this context the following submissions should be considered for implementation: -

a. ESI benefit of Medical Leave to workers:

b. ESI, PF and Bonus:

c. Allow Salary and Wages to be reduced by 30%, for all other employees who are not covered under ESIC, in line with the Government's announcement of a pay cut of 30%, for the entire lockdown period.

d. Shifts of 12 hours should be permitted/allowed, where partial relaxation/exemption has been given to industrial units for operation, as these Units cannot operate with full workforce due to social distancing.

e. Most of the MSME Units employ migrant labour from different areas within the State or from other States. Due to lockdown, most of the workforce have already left for their home States. Once the lockdown is lifted partially or completely, the MSME Units will again face a problem of shortage of workforce. The Government should devise a special package for the workforce/labour to return to the workplace.

**6. Electricity, Water, Property Tax and other Utilities:**

a. State Governments should advise all DISCOMS and Water Supply Boards to waive of the fixed charges for the lockdown period. Only actual consumption charges should be collected for this period.

b. Allow payments up to 31st July '20 without any levy of interest for Electricity/Water bills payable for the period 1st March '20 to 30th June '20.

c. State Governments should also advise all Municipal Corporations to extend the due date for payment of Property Taxes, Corporation Taxes etc. till 31st December'20.

d. State Governments should also advise their respective State Pollution Control Boards to defer Compliances under the State Pollution Control Acts till 31st December'20.

**7. Machine Maintenance:**

Due to lockdown, the plant & machines have remained completely in shut-down condition for almost a month. It is, therefore, requested to allow all Graphic Arts & Packaging Industrial units to carry out repairs/maintenance, with bare minimum staff. It will help to run the plant and machinery immediately after lifting of the lockdown.

## 8. Raw Material issues

- a. The Government should monitor the prices of raw material during or post-lockdown period so that the industrial units do not face undue hardships.
- b. Imported Consignments of Graphic Arts and Packaging Industry should be allowed to be cleared by Customs on top priority, without detention or demurrage charges.
- c. The import of Paper, which are not being manufactured in India, should be allowed duty-free at least till 31st March 2021.

## 9. All commercial vehicles should be allowed toll free movement till August 2020.

## 10. Cash Flow, Working Capital and Interest:

- a. Bank interest levied on the finances which are taken by the Industrial units to meet their requirement of working capital and that they make best use of the same for the growth and development of the business. As everything is on hold, therefore, it is requested to give relaxation on the bank interest too.
- b. To Extend Ad hoc Working Capital – WCTL to the extent of 25-30% on the existing Working Capital limits, by all Public and Private Sector banks, without exception and with Interest subvention or @ 6% p.a. The same can be repaid in 36/48 months. This will ensure adequate cash flow for restarting and continuity of operations.
- c. In respect of existing Working Capital, Term Loans etc., Banks have been permitted to defer the Interest and Installments for the period 1st March'20 to 30th May '20. The accumulated Interest should be recovered after 30th May '20, otherwise it will create cash problems for the industrial units to operate. The recovery should be made in instalments.

All Banks in Public or Private sector should be directed to defer the Interest and Installments of loans till 31st Dec'20 which should be recovered subsequently in 9 installments, over a period of 18 months, at a concessional rate of 6%. Interest subvention should be given by the Government. Moratorium should also be extended to LCs and Bank Guarantees which have fallen due in the lockdown period on the same basis.

The banks and Financial institutions should be directed not to take adverse action against MSME units and relax the conditions related to maintenance

of minimum balance against working capital limits obtained to run the businesses for at-least 90 days.

## 11. Special Credit Linked Capital Subsidy Scheme and CC/OD:

- a. The due dates for filing the application under CLCSS for the financial years 17-18, 18-19 and 19-20 was 31st March'20. We request that those MSME Units who have not been able to file their application by the due date, owing to lockdown etc., be allowed to do so till 30th Sep'20.
- b. Nonpayment of CC or OD interest lead to NPA, it should be liberalized or Interest on loans and CC/OD limits should be waived off by 50% for next six months.

## 12. Compliance under GST, Income Tax, FEMA etc:

- a. The ministry has allowed vide notification no. 35/2020- Central Tax dated 03.04.2020 a date extension till 30th June 2020 for compliance of action under GST. Also vide notification no. 31/2020-Central Tax has allowed NIL interest rate for first 15 days after due date of filing return in Form GSTR-3B and 9% thereafter till 30th June 2020. Since the lockdown has been extended till 3rd May 2020, it will be extremely difficult to submit GSTR-3B in the remaining 2 days till the expiry of interest free days, we therefore seek your support for request to ministry to extend this period till 30th May 2020 or further extended lockdown period particularly for the traders whose turnover is above Rs. 5 Cr. in connection to submission of GST returns and payment.
- b. Ongoing Pandemic has globally affected all the trades, all timebound commitments under Foreign Exchange Management Act (FEMA) such as collections from foreign debtors, export commitments, payment to foreign creditors, etc which may be falling due between 15th March 2020 to 30th April 2020 should be extended by 90 days from date of it being due.
- c. In case some LC opened for import of machines and raw materials, and it could not be honored due to pandemic, such deadlines should be extended for 90 days or converted into Term Loan.
- d. All the deadlines relating to the Government taxes should be extended up to September 2020 and penalties, if any, should be waved off.
- e. Either the Bills issued during the lockdown period should be honored by the purchaser, or the

Government should allow GST inputs on cancellation of these bills.

Government should extend GST return filing date for all MSMEs till 31st March 2021 and waive off late filing fees, penalty etc. The interest for late payments may be charged @ 6%.

Government should also permit payment of arrears of GST by all MSMEs in installments, till 31st March 2021.

The GSTR-9 and GSTR-9C return filing dates should be extended till 30th September 2020.

Industry believes that the implementation of the above recommendations will not only help in the revival of the industry but will also bring it on its original track.

#### **List of Associations/Federations:**

- AIDC Technologies Association of India, Delhi
- All India Federation of Masters' Printers. (AIFMP), Delhi
- All India Printing Ink Manufacturers' Association. (AIPIA), Maharashtra
- Association of Label Printers and Suppliers. (ALPS) Delhi
- Authentication Solution Providers' Association (ASPA) Delhi
- Federation of Corrugated Box Manufacturers (FCBM) Maharashtra
- Federation of Paper Traders' Association (FPTA) Maharashtra
- Indian Flexible Packaging & Folding Carton Manufacturers Association (IFCA) Maharashtra
- Indian Printing Packaging and Allied Machinery Manufacturers' Association. (IPAMA) Delhi
- The Institute of Packaging Machinery Manufacturers of India (IPMMI), Maharashtra
- Label Manufacturers Association of India (LMAI) Mumbai
- The Regional Institute of Printing Technology Alumni Association. (RIPTAA), West Bengal
- Screen Printers' Association of India (SPAI) Maharashtra

## **PackPlus Delhi is re-scheduled to 28-31 October 2020**

The organisers of PackPlus Delhi recently announced that the event, which was to take place on 6-9 August, will now take place at Pragati Maidan, New Delhi on 28-31 October 2020.

The release by the organisers said, "In light of the constantly changing global situation relating to the Covid-19 virus, lockdown in India that was extended until 3 May, and with a long battle ahead of us all, we have continued to monitor the impact it is having not just on our industry, which is at great pain, but on society in general. Many external and internal meetings took place and we reviewed various options about how, when and in what form to organise PackPlus Delhi and what is best for the industry. After consultations with key industry stakeholders, it became

apparent that the best course of action, and with everyone's best interests in mind, is to postpone the event."

The previous edition of PackPlus Delhi saw almost 350 exhibitors and nearly 20,000 high quality trade visitors.

"We continue our relentless effort to further build and enhance a top quality exhibitor and visitor audience that is a trademark of our event, making it the leading packaging trade show in India. While these are uncertain times, we are working hard to be ready and prepared for October," the release said.

It said the organisers will continue to closely monitor the on-going situation and remain in close contact with all PackPlus stakeholders over the coming weeks and months.



## Saicom Code overcomes lockdown hurdles using Konica Minolta's digital printing solutions

- Installed Konica Minolta's Accurio Label 230 Digital Label Printing at its Sonipat plant under its production business vertical Sai Digistik
- Enabling quick delivery of short run label printing to end customers for supporting their small lot batch production

In the wake of the mandated pan-India lockdown, Saicom Code, one of the leading label converters in the country, has switched to digital label production to keep the supply of essential goods and services in seamless motion. To achieve this, the company is leveraging Accurio Label 230 Digital Label Printing solution from Konica Minolta, major digital solution provider in the country from print business perspective.

With label production facilities in North, East, and West India, Saicom Code produces pressure-sensitive labels for various industries such as Pharmaceutical, Cosmetics, Oil, Food, Liquor, Perfume etc. Since the onset of the Covid-19 pandemic, the Government of India implemented a nationwide lockdown to curb the spread of infectious disease. Against this backdrop, the demand for labels of essential goods including preventive medicines, sanitizers, liquid soaps, health supplements, cough syrups, etc. registered a massive surge.

Consequently, manufacturing companies required labels urgently in small batches and at regular intervals to cope with the sudden spike in demand. To bridge this extraordinary need-gap and in view of the impaired supply chains amid the lockdown, the company decided to embrace the power of innovation. In sync with this, Saicom Code, under its production business vertical Sai Digistik, has met all the urgent label requirements on Konica Minolta Accurio Label 230 label printing machine at its Sonipat Plant.

Harish Gupta, Director, Saicom Code, said, "To overcome the mobility restrictions imposed by the lockdown, we decided to print labels digitally to enable immediate delivery of labels to the manufacturers of essential goods and services such as soap, sanitizer, medicines, etc. Besides the travel restrictions, the other main challenge we had to deal with was the low workforce availability. This is exactly where Konica Minolta came to the rescue by resolving the lockdown-induced operational bottle necks. After receiving the required permissions from the government authority managing essential goods services, we started digital label production on Konica Minolta digital label production system. We would like to express our heartfelt gratitude to the Konica Minolta engineering team that supported the production remotely by offering the technical expertise required to improve



productivity during these difficult times."

Manish Gupta, General Manager, PP and IP marketing, Konica Minolta Business Solutions India, commented, "We are pleased to have Saicom Code as our patron. Driven by the motive of supporting humanity, Saicom is leveraging its expertise to enable the industry to meet the present-day requirements. Doing so, Saicom has created an unbreakable bond with its end-customers by serving as unflinching support during the stressful manufacturing environment."

Speaking on the advantages of digital label production, Manish Gupta added, "Digital label production process has few advantages, like short turnaround time, variable data printing, quick delivery time, ease of operation with one labour, fast job changeover, less media wastage, and cleaner environment."

With a maximum print speed of 23.4m/min and a warm-up time of less than 30 seconds, the Accurio Label 230 is designed to deliver superlative value addition through best-in-class print quality, productivity, and operational flexibility. It facilitates higher print output and faster turnaround times between print jobs and is capable of handling a wide range of print media – including non-tack/tack paper, tack coated paper G/M, synthetic paper, PP, and PET – and thicknesses of up to 256gsm.

Besides its operational speed and flexibility, the Accurio Label 230 differentiates itself from competing products with its unique overprinting solution that automatically adjusts the overprint position for accurate registration; this reduces print wastage and lowers operational costs for print businesses. The machine also comes equipped with advanced variable data printing (VDP) capabilities, making it perfect for short-run print jobs that require a high degree of personalisation. Its compact, ergonomic design also makes it possible for the Accurio Label 230 to be installed in large print setups alongside other machines, as well as in smaller print shops.

To know more please visit: [www.konicaminolta.in](http://www.konicaminolta.in)

## Heidelberg India hosts 'Print Industry 4.0' webinar for Anna University Printing Technology students

Heidelberg India conducted 'Print Industry 4.0', a technical webinar for the nascent Printing Technology engineers of Anna University on April 30, between 2 pm and 5.30 pm. The session was greeted with overwhelming response by university students and faculty, as it radiated tremendous positivity and optimism, amid the Covid-19 lockdown.

Anna University's Printing faculty Mrs. J. P. Nirmala, co-ordinated with Heidelberg's Mr. Narendra Kulkarni to organize this event, which kicked off with the welcome note of Dr. B. Kumar, Head of the Printing Technology department, performing brief introductions of speakers.

About 70 students, who participated in the three-and-a-half-hour session from their homes, absorbed attentively the information and insights shared by Heidelberg India's knowledge experts.

The lectures went through without a snag, with students, faculty members, and domain experts from Heidelberg India, all coming under one umbrella for an interactive technical exposition on trending print topics. The theme of the lectures was well planned and designed to correspond to the B.E. Printing Technology curriculum to help students relate better.

The seminar focused on 'Smart Print shop' and autonomous printing, while touching upon lean production, prepress workflow and MIS concepts.

Mr Samir Patkar, President - Heidelberg India, significantly boosted the morale of students, by stating that the print industry awaits fresh and innovative minds like theirs. He also emphasized on the importance of being future-ready with continuous skills-upgrade, to remain relevant in an evolving industry and capitalize on opportunities.

Mr. Ashokan Krishnamoorthy, GM – Prinect & CtP, expounded expertly on how print establishments can get a maximum run for their money with a

smart press on the shop floor vs. traditional OEE (Overall Equipment Effectiveness) of just 25-35%. His catchphrase being, how Industry 4.0 is poised to accelerate efficiency at all levels.

On the other hand, Mr. Lalitkumar Lamba, Product Manager – Sheetfed solutions, shared his prowess on Heidelberg's push to Stop technology, and the actual engineering behind it. He also spoke about the evolution and modernization of sheetfed presses in detail.

Mr. Prabakaran, DGM – Post-press Solutions, delivered an impressive in-depth presentation on polar cutting and stahlfolding equipment. He covered the principles, drive mechanisms, automation and safety provisions deployed in cutting and folding machines to enhance productivity.

Mr. Narendra Kulkarni, Regional Product Manager – Gallus Asia, explained excellently the diverse technologies in flexo process and how inline printing presses deploying major printing processes can also convert in a single line. He called it a progress that is bound to propel the print industry to next levels of performance.

Mr. Upendra Rajadnya, Territory Manager - Lifecycle Operations, brilliantly highlighted the role of Industry 4.0 in Remote equipment servicing and predictive monitoring to enhance equipment effectiveness, while Mr. Shankar Srinivasan, Head – Human Resources, provided pointers on confidence building and interview-handling.

The students said they benefitted immensely and look forward to more such interactions in the future. A Final year Printing Tech. student sums it up for others in her class, "It was a complete package for any final year student. Very informative! discussions on present and upcoming technologies, academics-related topics, and life-skills helped tremendously. We look forward to more such sessions."

A Second Year, Printing Technology student says, "This is the best thing that happened during lockdown. Thank you, Heidelberg! Printing Industry 4.0 is exciting. Industry insights and technology updates were mind-blowing. Wow is the one word I can think of."

As a feedback measure, Heidelberg initiated a rating method on a scale of 1 (lowest rating) to 10 (highest), to assess webinar quality, and students gave a 9-point rating. Encouraged by the feedback, Heidelberg India plan on extending such knowledge-sharing sessions to other educational institutions as well, so more students can benefit.



### MSME sector on verge of collapse: Nitin Gadkari



Union Minister of Micro Small and Medium Enterprises (MSMEs) Nitin Gadkari has said that MSMEs are on the verge of collapse.

The minister also urged major industries to release the outstanding dues to such companies within a month.

During an interaction via video-conference with the members of SIAM Institute, Gadkari on Thursday, May 7th said, “My request to all of you, as members of major

industries, if it is possible for you to at any cost release the payment within a month. The situation is bad, don't take more time.”

“But still if anywhere you have a problem, please be positive about this sector, because this is really on the verge of collapse. Now it is a very important thing if you can help them, within a month by releasing their payment,” Gadkari said.

The minister further said he was trying to unveil a scheme aiming of setting up of a “rolling fund” where the interest cost on the payments due to MSMEs shall be endured either by the supplier or the purchasing industry.

In last month April, while speaking to senior members of industry body FICCI via video conferencing, Gadkari had asked the industry to release payments due to MSME to help bring liquidity.

“MSMEs should be protected through this economic crisis,” he had said.

Gadkari also said that the MSME ministry is working to increase credit guarantees to the sector to Rs 5 lakh crore from the present level of about Rs 1 lakh crore wherein 75% of the advances granted by financial institutions are covered by the government's Credit Guarantee Scheme.

### UP govt suspends all labour laws, except 3, for three years; MSMEs to benefit



In a bid to ease out labour related problems for the Micro Small and Medium Enterprises (MSMEs) in the state, Yogi Adityanath-led Uttar Pradesh (UP) government has suspended almost all Labour Laws for the next three years.

On Thursday, in a meeting chaired by Chief Minister Yogi

Adityanath, UP cabinet gave the green signal to the ‘Uttar Pradesh Temporary Exemption from Certain Labour Laws Ordinance, 2020’ which relaxes all labour laws in the state, except three, which are related to abolishment of bonded labour, ex gratia to workers in case of work-related diseases and disabilities, and timely wage payments.

“The nation-wide lockdown due to the coronavirus pandemic has slowed the pace of industrial and economic activities in the state, which has also impacted the welfare of labourers and that makes this ordinance necessary,” said UP government in a statement.

“For encouraging new

investments, setting up new industrial infrastructure and benefit of existing industries and factories, it is imperative that they are provided temporary exempted from the existing labour laws in the state. Therefore, it is important that existing labour laws in Uttar Pradesh are relaxed for a period of three years. To this end ‘Uttar Pradesh Temporary Exemption from Certain Labour Laws Ordinance, 2020’ has been introduced,” the statement added.

The only labour laws that will apply, include, Building and Other Construction Workers Act, Section 5 of Payment of Wages Act, Workmen Compensation Act and Bonded Labour Act.



## EPFO allows companies to file separately ECR and payment



The Employees Provident Fund Organisation (EPFO) has allowed companies to separately file the Electronic Challan cum Return (ECR) and the payment of statutory contribution.

The EPFO observed that in the current scenario the businesses and enterprises are not able to function normally and are facing liquidity or cash crunch to pay their statutory dues even though they are retaining the employees on their rolls.

"With a view to further ease the compliance procedure under EPF & MP Act, 1952, the creation and filing of monthly electronic-challan cum return (ECR) is separated from payment of the statutory

contributions reported in the ECR," EPFO said in a statement on Thursday.

The ECR can now onwards be filed by an employer without the need of simultaneous payment of contributions and contributions may be paid later by the employer after filing the ECR.

"The above change will entail convenience to the employers as well as the employees covered under the Act and Schemes," it said.

EPFO further said filing of ECR in time shall help in credit of employer's and employee's share of contributions, totalling 24 per cent of wages by central government in EPF accounts of low wage earners in establishments eligible under Pradhan Mantri Garib Kalyan Yojana package.

"The current ECR data shall also help in policy planning and decisions making for further relief to the businesses and EPF members adversely impacted by the Pandemic," EPFO said.

## Former FM asks govt to announce pay protection for MSME workers



April 30: Former Finance Minister and Congress Leader P Chidambaram has asked Prime Minister Narendra Modi to announce paycheque protection plan to guard the salaries of 12 crore people who pay their taxes.

According to a statement on Wednesday, Chidambaram repeated his party's demands for wage protection plan and credit guarantee plan for Micro Small and Medium Enterprises (MSMEs).

"For the non-MSME sector, the government should announce a Paycheque Protection Programme similar to the one announced in the US. This is not legislation but a financial assistance package. IT department data shows there are roughly 1 crore people with a salary income of less than Rs 3,50,000 a year or Rs 30,000 a month," he said.

"Assuming an average salary of Rs 15,000 a month for these 1 crore people, the total cost comes to Rs 15,000 crore for the month of April. This is not a large sum and can be easily found," Chidambaram added.

He suggested a waiver of employers' contribution to the Employees Provident Fund (EPF) and Employees State Insurance (ESI) on a temporary basis for three months.

"The government must announce generous financial grants to states which have no money to pay pensions, salaries and handle running expenditure," he avowed.

## Govt thinking of bringing import substitution policy: MSME Minister

May 5: Ministry of Micro Small and Medium Enterprises (MSME) Minister Nitin Gadkari on Tuesday asserted that the government is thinking about bringing an import substitution policy in the wake of the new economic situation created by COVID-19 pandemic.

The Minister said this while addressing the representatives of Association of Lady Entrepreneurs of India on impact of COVID-19 on startup eco system and MSMEs and also with Technical Service Providers and Performing Artists from entertainment Sector.

Gadkari also stressed upon the need for greater formalization of entertainment industry. He suggested for registration as

MSMEs to take benefit of various Schemes of the Ministry of MSME.

The Minister emphasized that special focus towards export enhancement is the need of the hour and necessary practices shall be adopted to reduce Power cost, Logistics cost and Production cost to become competitive in the global market.

He also mentioned that there is also need to focus on import substitution to replace foreign imports with domestic production.

Gadkari said, industry should focus more on innovation, entrepreneurship, science and technology, research skill and experiences to convert the knowledge into wealth.

Courtesy: KNN India

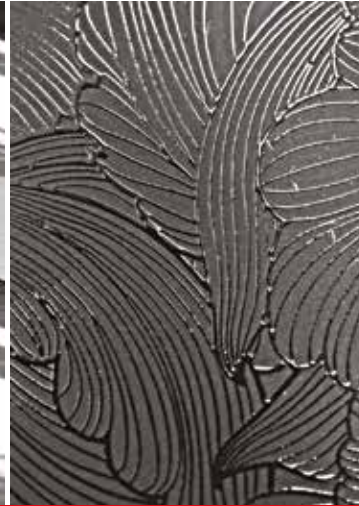
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