



## Black Day Remained A Complete Success



**AIFMP BHAWAN**  
Research & Training Centre for Graphics Communications



**Possession Certificate of Land**

**Former  
AIFMP  
President  
became MLA**

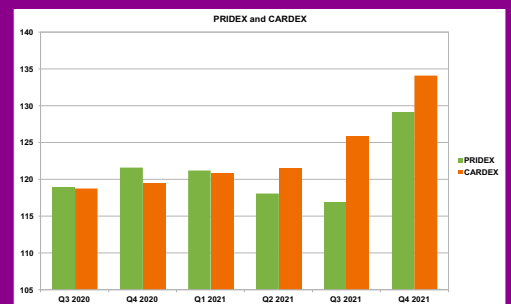


AIFMP Indices

■ Pridex  
■ Cardex

## PRIDEX and CARDEX

In the latest numbers for the AIFMP-CRISIL indices, CPI has been considered to correctly measure the weighted average impact of administrative costs by drawing a better correlation with human resource-related costs. - Page No. 17.





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# PRINTING TIMES

Founder Editor:  
Late V N Chhabra



→ 1927-2017 ←

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# EDITORIAL



Whether you were in the top 20% or the bottom 20% of the rankings, you know that the balance of 2020 will be a year of transformation. Both ends of the spectrum will work hard to get back to some sense of normal. While a recovery will undoubtedly appear, not all participants will benefit equally. What does that mean for your business? What will you do to end up on the right side of the divide and reach your goals?

How you get to the right side of the recovery will depend on where you are starting from. There are those organizations who have everything they need under one roof: the vision, people, technology, resources and the right clients. For those, it becomes a matter of execution, looking for that next new opportunity, and never being satisfied with the status quo.

But, what about those organizations that don't have the resources at their immediate disposal, what options do they have available? Whether you are small, medium, or large; a printer, a mailer, a marketing services provider, or somewhere in between, if you don't have the internal resources it can be a daunting exercise to capture additional business from your existing clients. And remember, your intent is to introduce the next layer of diversified services that complement your core offerings and expand your client involvement.

During your strategic planning process or your key client reviews, you may have identified gaps in the products and services you provide to your core clients. Forming a strategic alliance could be an option in filling those gaps. There are many forms of strategic alliances and major corporations have relied on these for years. This can begin with a simple agreement without the trading or sharing of equity. Both companies would maintain their independence and a new company wouldn't be formed. This is simply an alternative to gaining access to the resources, technology, or staffing that you currently don't possess and that would be valued by your core clients. Think of it as a step up from just outsourcing the work. Combined with your internal efforts, these organization(s) can help you capture business that neither of you could have won on your own. Depending on your area of focus, you may already have a supplier that you work with whose relationship could be elevated to more of a collaborative one. Or perhaps it could be someone that a current client works with directly and can make the introduction to you.

An alliance can be fully transparent or can be operated behind the curtain depending upon the nature of the service and the level of collaboration required with the client. There should be an agreement in place that details the rules of engagement, the vision behind the effort, how revenue will be divided and a mechanism for how to end the alliance.

Depending on your starting point, areas that could be considered include marketing services, campaign management, data analytics, fulfillment, fundraising strategies, or design services. If you're a printer-mailer perhaps you can align with a data analytics organization to help make sure your clients are mailing to the right people.

Think about the opportunities that you see within your core group of clients that you currently cannot capture and that the learning curve would be long and steep. Or it could be that the capital investment is too risky right now, your internal resources are already stretched too thin, or you wouldn't be perceived as credible without a third party expert at your side. Those could be good areas to pursue.

What does it take to make a strategic alliance successful? The list is comprehensive but here are a few key areas that should be addressed. They look like any success factors for a good business relationship.

- Aligned with your company's vision, goals and objectives
- Focused on the client deliverables
- Key management buy-in and involvement. It starts at the top.
- Demonstrated core competency – everyone can play their position
- Mutual trust
- Integrity: OK, sounds good so far right? Here's the catch – most alliances fail to meet their objectives and are dissolved! Why, what happened? Usually it's due to a few of these conditions. As they say, to be forewarned is to be forearmed.
- There wasn't enough commitment from either or both sides
- Not enough planning went into forming the relationship in the beginning
- One party couldn't deliver
- The objectives weren't clear nor shared.

The pace of change in our industry, the economy and with our clients will continue without hesitation and it will become increasingly difficult to keep up. Companies will continue to invest in technology so that they can expand their deliverables to their core clients. The execution gap though, is typically in the people. The companies may have the technology, but lack the internal skills that did not already exist, nor were necessary in the past. One option is you can go out and hire the right people and build that department, or perhaps look into a strategic alliance to get you started.

Wishing you all a profitable year ahead.

**P. Chander**

*Former President MPLA & AIFMP*

*Editor - Coramandal Printer & Printing Times*

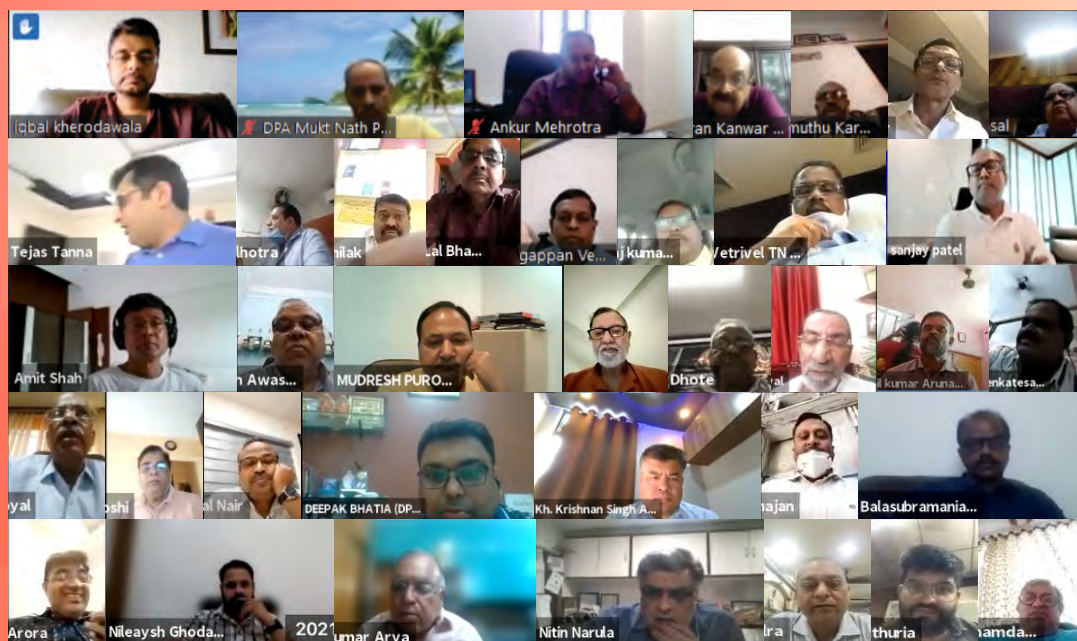
## 252<sup>nd</sup> GC Meeting of AIFMP (Virtual)



The 252nd meeting of the Governing Council of All India Federation of Master Printers was held on April 9th - 10th, 2021 through a virtual platform under the Chairmanship of Prof. Kamal Chopra. After a formal exchange of greetings amongst the members, Hon. General Secretary Mr. G. N. Visvakumar wished everyone present at the meeting and requested President, AIFMP deliver his address. President Prof Kamal Chopra wished good afternoon to everybody at the present at the virtual GC meeting. He pointed out how time passed was stressful and deadly, not only due to the pandemic which started spreading once again but also due to the unexpected and unprecedented price hike in paper and other raw materials. He said that we are now started forgetting the awfulness of pandemic because of another more lethal weapon for our business i.e. high cost and scarcity of raw materials, it was thought that the year 2021 may become the year of survival for us after the long lockdown due to pandemic, but when things started improving, the sudden and unexpected price hike of raw materials such as paper, plates and ink etc. is proving as

another death nail to the printers. He also added that it is also true that Covid 19 has created different kinds of possibilities and opportunities for us, while becoming accustomed to the online meetings due to pandemic as against the natural human habit to explore, visit places and meet people, these human habits are considered to be an important root of social problems. President further said, the significance of habits has been demonstrated for a variety of behaviors in different domains, such as work, transportation, health, and ecology, suggesting that habits have a universal impact on human life, now for the last more than a year, this deadly virus is trying to change the basic habits of mankind at the same time giving us a lesson of social distance, cleanliness, and to be healthy, that is why he said, covid 19 has created possibilities and opportunities for all of us. He said he would like to welcome all his friends at this virtual platform, at least we can see and talk to each other, the best opportunity available due to lockdowns and restrictions of travel and movement etc. He said that it is seen that over the past about six/seven months the Paper

Mills in the country is increasing the prices of paper continuously. He added this sudden and unnatural escalation in the price of basic raw material "Paper & Board" has caught the printing industry unaware. He further said the quantum and frequent increases in prices has left the printing and packaging on the brink of a collapse in India. He feels, the problem of the price rise of paper is very crucial and more deadly than the





## Report on AIFMP Bhawan:

President presented a detailed report on AIFMP Bhawan. He said during the last Governing Council meeting members were apprised about

successful bidding for the 1395 sqm plot no. I-15, Sector 2, Phase-1, Manesar offered by the HSIIDC with a total cost of Rs. 4,92,00,000/-. President further said the conveyance deed has been approved by the HSIIDC and now we are in the process of purchasing the stamp papers for writing the conveyance deed and

covid 19, it is not that the prices are increasing in India alone but the world over printers are clipped in a similar situation. He also added that the main question is how to overcome this problem, will there be any solution? while going through various reports it is observed that the hike in price is due to the “3Cs” – Containers, Covid, and China. He further said, at the level of AIFMP, we have been highlighting these miseries to the Prime Minister and Union Commerce Minister from time to time, news about it was also covered by the national and vernacular dailies and in digital media. President also said the news was also broadcasted at the national TV channel Aaj Tak, just to highlight the miseries the printers of the country. 22nd March, 2021 was observed as Black Day by all the our printer brothers, bring to the attention of GoI and other concerned authorities about the aplite of the Indian print industry. An expert advisory board is created to educate the printers about their technical difficulties and at the same time to advise them on how to make printing a profitable venture. President further

said in this competitive age, it is seen that the printers, knowingly or unknowingly, start charging the rates lower than their cost of production, just for not losing the customer, selling below the cost will lead to the closer of the establishment one day. He added at the same time, there is a need to produce at the lowest possible cost due to competition, if the printers do not start producing at the lowest possible rates then it may lead to closer of the printing firm, selling below the cost is act as foolishness and at the same time production at minimum possible rates is our necessity, he advised the printers not be frightened of the person who is selling cheap but afraid of the person who is producing at economical rates, it is but natural that the increase in production means less production cost and more profit. He further said perhaps networking is the only solution left with the printers for survival these days and further advised to printers Use the available skills and their talent to reduce production cost to increase the profitability, but not to sell at lower prices than their cost.”

getting it registered with the concerned government authorities.

He also said, once we are through with the deed & registration process, the next job is to hire a competent architectural company for i) Demarcation of the plot boundary at site including fixing of corner, ii) Preparation of Submission Drawings as per HSIIDC guidelines / Building Byelaws, iii) Submission of drawings to HSIIDC Town Planning Department and getting approval of the building plan for construction. He further said the first and foremost work is to fix corner pillars as the demarcation of the plot till the plan for the building is ready, rates for these activities are invited from the reputed companies and the progress will be reported to the GC asap. President also expressed his sincere gratitude to the House for accepting his request to start collecting Building Fund during the last GC meeting. President requested all the affiliate and GC members to contribute towards the construction of AIFMP Bhawan and further said a circular containing an appeal for Building Fund has already sent to all the affiliates and GC members.

## PROUD MOMENT FOR AIFMP Former AIFMP President became MLA



A leading industrialist and printer, Mr A.M.S.G. Ashokan, is the winner as a Congress candidate for the Sivakasi Assembly constituency. A Commerce-graduate, Mr Ashokan has been with the Congress party since 1996. He has held top positions in the associations of fireworks manufacturers, match manufacturers and master printers.

His association with the party dates back to 1986 when he was president of Rajiva Gandhi Forum in Madras Law

College. He has been with the National Students Union of India and held the post of State Vice- President and Secretary of Tamil Nadu Youth Congress.

Ashokan has been into manufacturing safety matches, fireworks, aluminium powder for fireworks as well as commercial printing – 'The Jeyagraham Offset'. Ashokan's Arasan Group runs a Diploma College with various disciplines including courses in printing technology. His father was dedicated to the public activities in the area. He also was the Vice-Chairman in the Sivakasi Municipality (2006 to 2011) and Chairman, CAPEXIL (from 2003 to date). He was the President of the All India Federation of Master Printers (AIFMP) for the year 2013-14 and 2017-18. He has also represented many governments and business organization advisory committees like the Department of Labour and Employment, fireworks, national safety council, match industries, Tamil Nadu Chamber of Commerce, Tiny and Small-Scale Industries, etc. to name a few!

Ashokan has said that his efforts would be the promotion of digital initiatives in Sivakasi and to make the town cleaner. He was pitted against AIADMK's Lakshmi Ganesan.

At AIFMP, we as printers, feel rather nice to have one of us as elected as public representatives from Sivakasi!

### Kudos to Former President of AIFMP



Mr S R Sharma, Former President-AIFMP (2002-03) has been bestowed with the prestigious award named **"Citation Meritorious Service"** by the Rotary International, it is a very rare award known worldwide.



**AIFMP BHAWAN**  
Research & Training Centre for Graphic Communications



President AIFMP obtaining the Possession Certificate of land purchased from HSIIDC Haryana on 1st April 2021 for AIFMP Bhawan Research and Training Centre for Graphic Communication.

## Printers Facing Raw Material Cost Shock

Apart from Covid related challenges, the printing industry is facing the twin blow of continuous price hikes in paper, plates, chemicals, ink and other raw material and substantial rise in our input cost. All India Federation of Master Printers (AIFMP) condemn the sharp increase in the prices of raw material especially paper, plates and chemical etc. This unprecedented steep escalation of price of Paper by the paper mills is the major hurdle while consuming industries are not willing to pass on the cost making their business unviable.

Printing is considered to be the biggest invention of mankind till date, because it is considered to be the foundation stone of modern civilization. Presently India, with 250,000 printing companies is leading the world. All India Federation of Master Printers (AIFMP) is the apex body of Indian Printers ([www.aifmp.org](http://www.aifmp.org)). Printing and packaging industry is an intermediary industry, dependent on industries, government and educational institutes.

Prof. Kamal Mohan Chopra, President AIFMP said, more than 85% of Indian printing entrepreneurs are micro or tiny units thus are not able to sustain the major jerks like this. After the lockdown due to pandemic which created a havoc, now the things have started improving, but the printers are facing loss of business due to the unprecedented hike in the prices of raw materials such as paper, plates and ink. He further said, the printing industry is facing a crisis as prices of raw material have shot up by 30-35 per cent threatening to turn the business unviable. He further added that, in addition to the increase in paper prices, all other input cost such as manpower, laminating film, freight and other overheads have also witnessed a huge increase of 60-70 per cent in last few years.

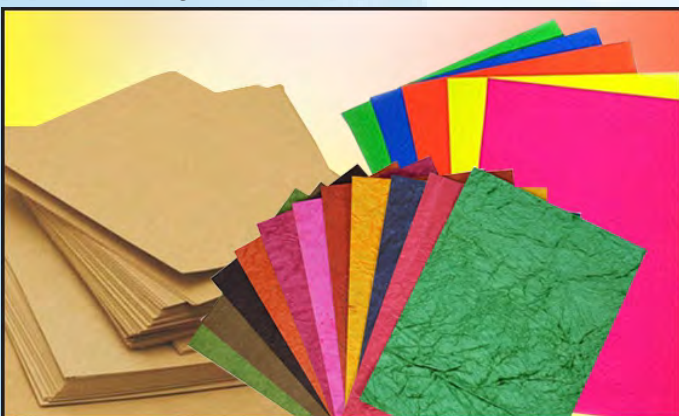
Prof. Chopra further said that in accordance with the Essential Commodities Act, 1955 (No 10 of 1955), 2 (a) (vii) paper, including newsprint, paperboard – and straw board



comes under 'Essential Commodities.' We feel this law is not being implemented properly. We wish that government should intervene, to oversee its strict implementation. It will help in improving the quality and the rationalisation of rates. If there is no check in this regard, the printers will be compelled to increase their cost, which will start a vicious cycle of increase in prices all over and affect the industry and the economy of the country.

Mr. G N Visvakumar, Hon General Secretary of AIFMP said, it is seen that over the past about five/six months the Paper Mills in the country have exponentially increased their prices. This sudden and unnatural spiralling increase in price of basic raw material "Paper & Board" has caught the printing industry unaware. The quantum and frequent increases in prices has knocked the wind out of our sails leaving the printing and packaging industry of India on the brink of collapse. He further added that the survival of the industry would be at stake, it may not be practical for us to supply the material without an increase of at least 20 per cent. Already Printers are suffering a lot as they are not able to run the unit in full capacity due to covid, this increase in the raw material prices will ruin the industry if no attention is given by the government immediately.

Mr. Visvakumar added that Printing is an intermediary industry and most of the printers are operating in micro sector and also bound to abide by the contracts and tenders signed with private and various government agencies. Printers are stuck between manufacturers who increase the prices of raw material without any consideration and customers who are not willing to pay the additional costs demanded by the printers, due to the increase of raw material. This will seriously impact the Publishing and Packaging Industry.



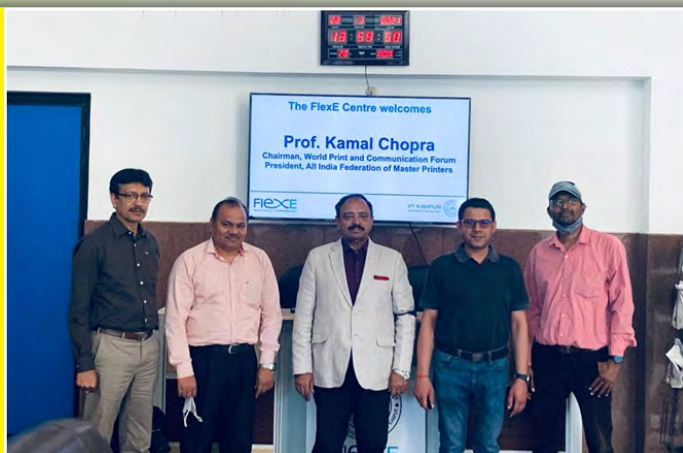
## AIFMP President with Vice President (N) on move



On the invitation of the Vice-Chancellor, Prof. Kamal Mohan Chopra along with Mr. Ashwani Gupta, Vice President (North) visited Kurukshetra University to discuss the system of training and placement of Printing students and possible collaboration for research and training in Print Packaging. The meeting remained highly successful. In the picture above the Dr Bindu Sharma, Director Institute of Mass Communication and Media Technology and faculty of the department felicitating the President AIFMP on his visit.



Prof. Kamal Chopra and Mr. Ashwani Gupta, Vice President (N) visited the Northern Regional Institute of Printing Technology at Allahabad to meet the students, and also he proposed the upgradation of the institute to a Degree level.



AIFMP President, Prof. Kamal Chopra alongwith Mr. Ashwani Gupta, Vice President (N) visited National Centre for Flexible and Electronics situated at IIT Kanpur. This unit is actively engaged in the Research for Printed Electronics in India. The meeting remained a grand success.

## Black Day Remained A Complete Success



On the call given by All India Federation of Master Printers (AIFMP) 250,000 printers of India observed BLACK DAY today to protest against the unprecedented hike of paper and other raw materials.

Talking to news media, Prof Kamal Chopra, President AIFMP said, The peaceful protest to observe 22 March as Black Day remained a complete success. He said, as per available reports following the instructions of AIFMP, printers from almost all the cities tied black ribbon while on

work, the whole of the day. In some cities like Ambala, Pathankot, Madurai, Jabalpur, Mukatsar, Cochin, Salem, Latur, Jammu, Visakhapatnam, Vellore and some others also organised protest marches and dharna in support of call given by AIFMP.

Prof Chopra informed that Presidents of Sri Lanka and Indonesia associations of printers issued press statements. The printers from Bhutan, Sri Lanka, Nepal and Indonesia are also became the part of protest for the cause of Indian printers.

Kamal Chopra, President said, the success of peaceful protest proves the miseries, and shows the togetherness of the printers.

Describing the cause of concern, Prof Chopra said the rates of Paper and other Raw Material are being increased constantly in regular intervals, sometimes even twice a day. In these circumstances the survival of the printers is becoming a question, it is evident that due to lockdown of almost a year the printing and packaging units are already passing through crisis. Now due to unprecedented hikes of the raw material customer is reluctant to pay enhanced prices and it may not be possible for the printers to sustain this increase, thus the industry is on the verge of closing. In such circumstances, if the rates of raw materials are not checked the industry is going to face a severest ever crisis.

Prof. Chopra further said, the BLACK DAY is observed just to highlight the miseries of the printers, so that the government and other agencies may take notice of it.

Thanking the 250,000 printers of the country, for following the instructions of AIFMP, Prof. Chopra said, with solidarity and networking we can achieve any Goal. Hope the government will notice the misery of the printing and packaging industry.

He especially thanked the President of Sri Lanka Association of Printers and Indonesia Printers Association for their support. He also thanked the printers of Sri Lanka, Nepal, Indonesia, Bhutan, and Bangladesh for joining hands with Indian brothers for the cause of the Printing and Packaging Industry. Prof. Kamal Chopra thanked this rare gesture and said, unitedly we can win any goal.



## Glimpses of Black Day observed by the printer of India



## Silent Voice



**Satish Gupta**  
New Delhi

I am an active member of AIFMP for the last 6 years; Our industry is passing through a disturbed phase right now. A large number of printers are facing hardships. Although they themselves are the reason for their own plight as the majority of printing press owners never had a compelling vision neither for themselves nor industry. Lack of unity within the industry is another factor which has led to the current situation. We are currently working as puppets in the hands of machinery manufacturers, raw material suppliers and the paper industry. Industry started dying a slow death a long time back but covid gave it a jolting blow. In India, the printing industry needs to create a strong lobby through its associations and federation so as to have a say in policies which directly impact our business. We need government support at various levels. AIFMP should do what CII did for engineering and automobile industry in India. AIFMP should bring small and big printers under one umbrella and have strong representation in govt. for decision on matters directly related to printing. It should be a body to keep check on prices of paper and raw material. In federation we should respect and empower selected representatives who are office bearers. They should be given more free hand in running the federation. Our veterans who have retired from active businesses and thus can contribute more time should be encouraged to contribute through their rich experiences. Some people or associations who are negative to the growth of industry and encourage politics or often create negativity should be banned or debarred from federation. Federation should hold associations more accountable for spreading knowledge and uniting printers. I prefer Email or social media is for immediate release but Newsletter is a time bound procedure and can store well to use anytime. I think all the sources are good; Our federation is rich with experience, knowledge and great achievers. Not seen Printing Times for a long time, but on the basis of previous issues, must say "the best", would like to see typical laws of the industry in a simple language, so that small printers can easily act accordingly, and the world news about the industry also. Last 1 year, I attended all virtual meetings of 20-21. It is a good experience although the pleasure of attending physical meetings does not have any alternative. To make our experience even better just "work faithfully" and give your best.

I am an active member of AIFMP for the last 4 years; I see a very bright future of the Printing industry but present time is very very critical. I expect AIFMP to help in overall progress of the printing industry. The Federation must Involve more printers in AIFMP, think about Govt. policies in favour of our printers, basic knowledge (regarding ink chemical papers etc.) improvement policies for small printers, etc. I prefer to receive news items through E-mail & Social media; Federation is the best organization of the printing industry. Printing Times requires me to cover more on Printing related information and I rate it 8/10. Last 1 year, I attended all the virtual Meetings & my experience is very good. It would be great if we get Electronic editions with the latest news regularly.



**Shahjahan Kazi**  
Guwahati



**Kishor Gorkhe**  
Latur

I am an active member of AIFMP for the last 10 years; I see a very bright future of the Printing industry provided if we work together. AIFMP must try to connect printers from rural areas to International level. The Federation must not encourage politics within the Federation. I prefer to receive news items through E-mail; the Federation gave us a huge platform to make friends of our fraternity and share knowledge/get together. Printing Times requires to cover more on the latest updates of the Printing Industry and I rate it 10/10. Last 1 year, I attended all the Meetings/events and it was a great experience. I am absolutely okay with the experience I am having with AIFMP.

I am an active member of AIFMP for the last 15 years; I see a very bright future as due to the ban on plastic and printing of plastics the paper printing industry will reach a high in future. AIFMP should provide technical support to small printers in rural areas. District level workshops and exhibitions should be organized to educate them and provide knowledge on the latest developments in the printing field. They all are the real marketing people for the bigger printing units. The unity & cooperation among the GC members should be strengthened. Have a lot more responsibilities to the office bearers. The top level office bearers must visit all the major cities all over India during their tenure. This will certainly improve more involvement between the district level associations and the Federation. I prefer to receive news items through E-mail & Whatsapp; I like most in Federation's functioning in interaction and get-together among the members. I like the involvement of the GC members sacrificing their own income and time for the development of the printing industry and the nation. Yes, receiving the Printing Times regularly but as regional news is not covered in the book, I give 6 marks only. I need more advertisements and technical news coverage. Last 1 year, I attended two Meetings & was happy to talk to the President. In the virtual meeting we could not talk in detail, please consider it.



**T. Asokan**  
Coimbatore

## Sri T.F. James

**He has been actively involved with the functioning of Ebenezer Printers ever since the age of 15 and has now been in this industry for 57 years**

Now, looking back after nearly 6 decades, Sri James recounts his memories of how he took a plunge into the printing industry. "My father was a Sanskrit compositor and an avid reader. He used to read Sanskrit books and was well-versed in Sanskrit *shlokas* which he would teach us. By the time I was around 15 years old, I used to frequent the press where my father worked. My interest helped me learn hand composing while still in high school. Since then my passion in printing has only grown. Having our own press also gave me the opportunity to witness first-hand, the sea of change in the technology, beginning with letter press to offset and the latest digital printing."

The Ebenezer group had a humble beginning in 1958, when T. F. James' father Late T.O. Francis established the unit with a moderate letter press. With his immense spirit, dedication and entrepreneurial quest, the group through the years of constant changes, be it in media, market demands, or technology, was able to adopt and grow with the new environment into one of the most trusted renowned names in the printing industry in Kerala. Now the Ebenezer Group, situated in Olarikkara, Thrissur, the *Cultural Capital of Kerala*, has become a trusted and well-acclaimed printing solution provider committed in giving top-notch service in line with the latest technological trends.

After Sri Francis' demise, the 70-odd year legacy has been passed on to the next generation of lineal descendants. His six sons continue to carry on the business with the same zest in meeting the growing printing and packaging requirements and maintaining the same set of business values. T. F. James, the oldest brother, currently holds the key position as Chairperson of this establishment. Ebenezer has also begun grooming the family's third generation who actively participate in the day-to-day administrative process as well as handling different departments with professional deftness with the help of experts.

Seven decades later, Ebenezer's modest beginning has translated into a



corporate entity, growing as a printing group with three modern work stations functioning under one roof. The Ebenezer Group has grown into a well known printing conglomerate with Ebenezer Printers, Ebenezer Press (P) Ltd., and Ebenezer Printpack (P) Ltd., under its fold. With this, every challenge in image transferring technology is taken care of by sophisticated pre-press devices, modern high-speed printing machines, and a well-knit post-press network.

Ebenezer Printpack, which was incorporated in May 2009, provides multiple services under a single roof. This capacious plant, spreading 85,000 sq. ft. offering adequate room for production and warehousing, is located in the Velakode Industrial Estate, at Mundur, Thrissur.

The latest addition to the ever growing infrastructure is digital machinery for fast and superior quality printing. The company is also in the process of setting up a packaging unit to cater to the growing needs of the customers.

Ebenezer has achieved several awards and recognitions for their excellence in printing quality and finish, including a National award for the Best Printer in the year of 2014 besides state level awards on many occasions. T. F. James was honoured with Lifetime Achievement Award by Kerala Master Printers Association in 2018.

But despite the growth, the company has also had its downhill moments.

Demand for religious books, a major product of Ebenezer, is on the wane. The pandemic has impacted the printing industry like never before. "But the introduction of digital prints showed signs of renewed business growth especially in segments including brochures, souvenirs, etc. where there is great emphasis on high quality printing. We were gradually picking up but have been thrown off gear once again with the second wave of virus infection. Also taking the prevailing situation into account, there's virtually no scope for any further expansion, at least in the immediate future," adds Sri James.

Ebenezer Group's uncompromising dedication to print quality and service has attracted an enviable clientele, which includes many of Kerala's leading business houses, designers, and advertising agencies. The range of products include spiritual books, catalogues, leaflets, brochures, posters, mailers, journals and newsletters, labels, menu cards, danglers, annual reports, calendars, diaries, corporate stationery printing, and innumerable other printing jobs. All printing works are carried out within the stipulated time frame and are competently priced to make them affordable for one and all.

Ebenezer also provides complete logistical solutions to meet the needs of overseas customers. An official import-export licence allows them to ship their final products all over the world.

## Less Print is more

**Knud Wassermann** - *Editor in chief Graphische Revue*

**Thinking forward to drupa 2021 the question arises: what role will commercial and publishing printing play in the future? They will of course play a role, but in a very different way than today. To a great extent the future of commercial and publishing printing lies in 'individualisation' – the data driving this is online and forms the basis for print 4.0.**

Profound changes in the media landscape had a significant impact on print for advertising and publishing. A large slice of the "advertising cake" is taken by online and social-media channels, their worldwide share being estimated at 35% (source : Smithers Pira Calculation from World Press Trends Database). The economic indicators for commercial printing and publishing have long since been disconnected from the general economic situation. Economic upturns of recent years have not been mirrored and any growth of individual players has happened due to cutthroat competition.

### **Dramatic sales downturn**

The consequences of this have been, on the one hand, a continuing consolidation process and, on the other hand, an associated workforce reduction. Between 2005 and 2015 sales revenues in Europe declined by 20% and the number of players fell by 14% to 110,000 firms (source: Intergraf). By 2020 total market revenues are expected to slightly exceed €70 billion and to level off thereafter.

This trend is also reflected in the demand for graphic papers. In Europe, in 2018, there was an 18% sales downturn in wood free paper and by summarising this number for the last 10 years, we arrive at a percentage downturn in middle double-digits. Numbers from the USA do not show a better picture, where commercial print volumes have shrunk by almost 50% and returns by 80%, respectively. On the contrary, in this same time-period the US economy grew by over 70%. The only segment within the print industry to have profited during this time is packaging.

### **Facing the transformation process**

If you continue reading despite those sobering numbers, then you are courageous and indeed courage is what is needed to tackle the changes demanded by digital transformation and to prepare a company for the challenges that are still to come. In such a market environment,

printing companies must reposition their offer and change their sales strategy. This involves focusing firmly on benefits for customers while understanding market requirements. "Whoever can clearly differentiate their business model, will be successful", assures Dr. Michael Fries, former CEO of Onlineprinters, during the 2019 Online Print Symposium in Munich.



Besides, customers themselves have also changed considerably. Decision makers are more and more digitally affine and it is key to be able to convey the benefits of print to young people – of which there are certainly enough. We need passionate employees in sales who appreciate the added value of print in a multimedia world and who can impress customers with print. "At the Adobe Summit in Las Vegas I had dozens of conversations with digital natives and they never questioned the importance of print. They want print but rather on-demand, in real time and fully personalised", concludes Horst Huber, Head of Werk-II.

### **Shaping change...**

Obviously, the implementation of a new business or sales models can fail – but failing is better than doing nothing. To freeze up in shock from the fear of change does not get you anywhere. Whoever stands still has already lost. Hence the motto: "Whoever is not ready to tackle change will be overrun by it".

The print industry is still too focused on the technology and is not thinking in business models. No question: technology is undoubtedly important, above all networked technology. But it is still only a means to an end. There are enough successful business models and they have one thing in common: with the help of the internet and social media channels they enable individualised print products which offer more customer value.

This is why online retailers are turning more to print. The German firm Adnymics has enjoyed resounding success by providing online retailers with personalised packaging inserts which add more emotional impact to the "moment



of unpacking”. A further example is MyPostcard: Users of their app can easily upload pictures from their Instagram feed or their personal photo album, choose a layout and finish their cards with a unique personalised message. MyPostcard then prints and sends these individualised, unique items within 24 hours to anywhere in the world.

Even the traditional catalogue is enjoying a comeback – albeit in a strongly individualised form. This is for example the case with the German online retailer Bonprix who provide their customers with personalised mailings and folders based on their buying behaviour. Their monthly print volumes are running at 13 million A3 pages and the trend is upwards. Personalisation creates an added-value which in the case of Bonprix translates directly into strong sales growth. This added value itself can also justify the higher costs for personalised print.

Also, the trend in self publishing is continuing, with photobooks as bestsellers and notebooks being among today’s most popular analogue gadgets. A quote from Matthias Horx in Zukunftsreport 2019 is very pertinent: “If everything is always multipliable and available, then the unique, the specific, the tangible becomes the new luxury.”

### Technology trends

Offset printing is technologically speaking largely exhausted. Today it’s all about process optimisation and increasing efficiency. A glance at the Overall Equipment Effectiveness value shows why this is: The industry’s average lies at only 30%. Slumbering within today’s machinery is a significant potential for increased efficiency and for better margins.

How to make full use of this potential, whether with internal or external know-how, is a decision you have to make for yourself. What’s important is that this topic is focused and not ignored. Heidelberg follows this approach with their subscription model. It is also interesting to see how a paper producer like Sappi is devoting itself to the topic of increased efficiency. During the course of their process analysis it came to light that up to 25% of all paper is

thrown away. Their aim is to tackle this problem using OctoBoost, a cloud-based, modular platform and working together with their customers.

### The driver of transformation

Within the industry, digital printing is no longer considered as something marginal or dispensable. It is a key part of the ongoing digital transformation and underlies many new business models. Inkjet printing will confirm its potential by pushing even more into offset application territory.

Much is made possible by the current developments in inks on one side and the broadening of the paper spectrum on the other. The stated goal is, sooner or later, to be able to print with inkjet on coated papers.

### Edition 1 in an industrial environment

It is interesting to see how inkjet is pushing more into the area of sheet fed printing. Current sheet fed systems don’t have quite an appetite for print volumes, which sooner or later should help the process to break through also in smaller markets. By combining with inline finishing solutions, sheet-fed systems bring a certain charm; typical print applications based on short runs can be very efficiently and flexibly produced. Canon has basically positioned its solution between toner based digital print and offset, and assures that for runs of 300 to 1300 copies inkjet printing can score points economically.

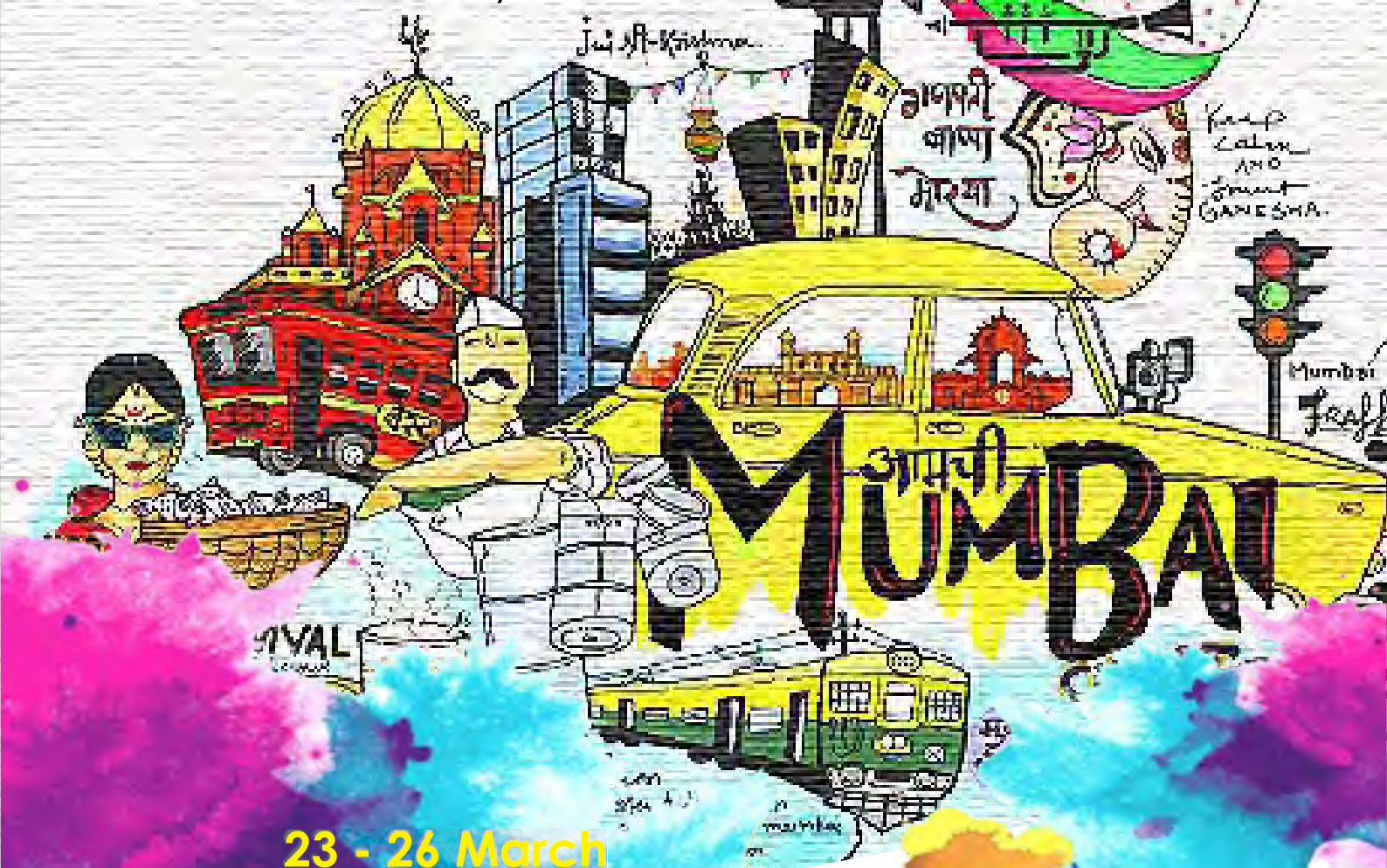
It’s fascinating to see how fully complete first editions of books, brochures and catalogues can be produced in an industrial digital print environment. Each product can look completely different in terms of content, size or format. The production line is completely integrated and networked so that even despite the level of individualisation, a required level of efficiency is reached. Thanks to today’s already achievable levels of automation, “mass customisation” is no longer a future dream.

### Take the offensive

Despite the huge changes going on, we now have tools at hand that for multimedia communications with print, can set the right accents. This means personalisation and individualisation captured on paper. To get there requires courage, tenacity and a good dose of stamina. A visit to drupa 2021 can provide valuable inspiration. Don’t forget: today the business model decides over technology and not the other way around.

# PAMEX 2022

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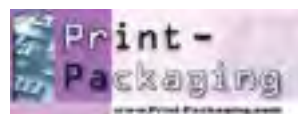
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# Make the Best of Trends in these Challenging Times

## What are the latest numbers?

CRISIL has recently published the Q4 2021 results for the indices PRIDEX and CARDEX. In the Q4 of FY2021, PRIDEX is at 129.2 and CARDEX at 134.1. The rise in PRIDEX, reflecting the input costs for the commercial printing segment, has risen sharply by 12.3 per cent between Q3 and Q4 of 2021. However, from Q4 2020 to Q3 2021, PRIDEX declined sharply from 121.6 to 116.9 before the sharp rise in Q4 2021. With the meteoric rise in the recent quarter, volatile PRIDEX has increased by 7.6 per cent year-on-year (YoY) after recording a YoY fall of 2.1 per cent in Q3 2021.

CARDEX, on the other hand, has recorded a consistently sharp rise since Q2 2021 (121.5) to 125.8 in Q3 and 134.1 in Q4 2021. CARDEX has jumped 8.3 per cent between Q3 and Q4 of 2021; the YoY jump is significant at 14.6 per cent.

## What do these indices tell us?

The PRIDEX and CARDEX trajectory are much in sync with India's consumer price index (CPI), especially the key indices, for example, transportation and export prices. The macroeconomic trends and subdued consumer sentiment has hurt the carton packaging sector. However, unlike commercial print, it has witnessed a steady demand from key consumer markets.

In the latest numbers for the AIFMP-CRISIL indices, CPI has been considered to correctly measure the weighted average impact of administrative costs by drawing a better correlation with human resource-related costs. Sanjay Patel, the brain behind the duo AIFMP-CRISIL indices and the Project In-charge, adds, "This correction will further enhance the twin indices' ability to accurately present the input cost trends for the two verticals of our industry."

Closely correlating PRIDEX-CARDEX with the macroeconomic trends will also offer us insights into the future direction for our industry. For example, higher CPI meant higher input costs for us. The CPI trend is expected to move northward in the coming months as the partial lockdowns have further choked our

businesses, especially manufacturing sectors. Lower GDP (gross domestic product) also correlates with lower demand from the market and thus lower (PRIDEX) or somewhat stagnate (CARDEX) input costs through Q1 and Q3 of FY2021.

"The sudden price surge witnessed in Q4 2021 was primarily due to the exceptional price hikes by paper manufacturers in India. We expect to see the correction in Q1 2022 because the demand from the market has dropped in this quarter. Partly due to unreasonable price hikes by the paper manufacturers and significantly due to stringent restrictions to tackle ever-increasing COVID-19 patient numbers in the country," highlights Sanjay.

He further advises commercial printers to "focus on strict cost control, reduce wastage, and optimising asset utilisation." He recommends the carton packaging converters to "diversify customer portfolio from broader market segments to safeguard your business from market disruptions."

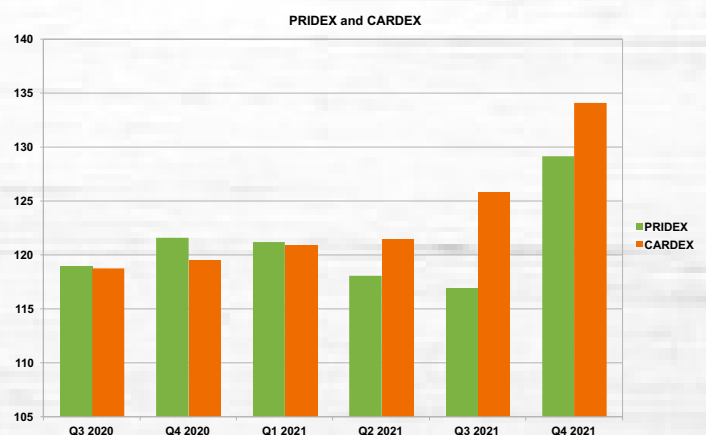
As Sanjay concludes, he excitedly says, "As PRIDEX and CARDEX are progressing, we can see different trajectories they are following, representing the fundamental differences in the input cost baskets and how they fluctuate in comparison to each other." He adds, "What I am most convinced and excited about is how accurately the twin Indices represent the input costs for the two verticals. It is now upon us, all the print entrepreneurs, to make the best use of these two scientific tools to draw insights for enhanced cost planning and optimisation for our businesses to achieve profitability even in these tough times."

## Where can you find the indices?

To know more about PRIDEX and CARDEX, follow the link: <https://tinyurl.com/yayqnp2k>, and bookmark it on your smartphone's Internet browser for quick access. The detailed methodology used at computing PRIDEX and CARDEX is readily available at <https://tinyurl.com/yaqrr65m>.

Please note that FY2013-2014 is the base year for the twin indices with the index value at 100.

**More power to all print company owners through AIFMP-CRISIL indices!**



## Joint Hands BMPA, MMS, PPOA & MMP Fight against Unprecedented Paper Price Hike



MMS, BMPA, PPOA & MMP unanimously through a press conference held on 15th March 2021, at the Press Club, Mumbai; voiced their opinions on the unprecedented, unannounced & unreasonable price hike of raw materials especially that of paper. The press & news reporters & all attendees were welcomed by **Hon. Sec. MMS, Mr Mehul Shah** & in his opening remarks he mentioned about the printing industry on a road to extinction if the voices of the printers was not heard. He also mentioned that this was the time to arrest the situation and bring a control on prices of all raw materials especially paper which is a major component in any print job.



**Mr. Prakash Cancer, President, MMS** – The price rise has affected not only the mere input cost for a particular raw material but also the cost of working capital for the business. Earlier, if my raw material requirement was worth ₹ 10 lac, it has become ₹ 15 lac after the increase

in prices. Thus, I am effectively paying a higher interest amount for my working capital needs. The price rise has eroded my business finances and costs beyond the mere higher cost of the raw materials. Such challenges are pushing people to shut their businesses, and it is not a good sign for our industry.

**Mr. Iqbal Kherodawala, President, BMPA** – Asking for price rise from our customers is now inevitable. It is about the survival of our industry. The imbalance in import and

India.



**Mr. Balasaheb Ambekar, President, MMP** – Across Maharashtra, many small printers are in distress. About 80 per cent of these presses are family-owned and family-run. The head of the family, spouse, and children, the entire family depends on the press for

its livelihood. Therefore, if these thousands of micro and small print businesses fail, we are looking at massive unemployment and economic distress in small towns of the state, including Kolhapur, Ahmednagar, Aurangabad, Bhivandi, and Palghar.

**Mr. Raveendra Joshi, President, PPOA** – An effective price control

of paper and paperboard will benefit the printers and the government. The Government of Maharashtra buys large quantities of paper to print textbooks and answer sheets for SSC and HSC board exams. With higher prices, the cost to the exchequer is also higher. Besides, we urge all the government contracts to be amended to accommodate cost escalation due to the rise in input costs for printers, just like the suitable provisions are made for suppliers from other industry sectors, infrastructure, for example.



export of paper and paperboard creates an artificial shortage in the domestic market. The government should intervene to correct this supply and price anomaly. Moreover, these arbitrary price hikes are reducing demand. They are detrimental to our industry's survival and contradict the very essence of the Atma Nirbhar Bharat mission of the Government of



### Our suggestions for the solution

We reiterate what Prof. Kamal Mohan Chopra, President of AIFMP, says in a press statement. "In accordance with the Essential Commodities Act, 1955 (No 10 of 1955), 2 (a) (vii), paper, including newsprint, paperboard and straw-board come under 'essential commodities'. We feel this law is not being implemented properly. We wish that government intervenes to oversee the strict implementation of the law. It will help in improving the quality and the rationalisation of rates," he demands. We concur with AIFMP and Prof. Chopra's suggestions for government intervention. Effective control over raw material prices and their steady supply are two crucial factors for any business sector.

Moreover, these two factors become of greater significance because higher input costs will increase prices across the supply chain. Such exorbitant prices will reduce or even eliminate the demand for print industry products. For example, we are already witnessing many clients cancelling orders when asked to pay higher prices and choose electronic products or other alternatives.

At the joint press conference, we presented two solutions in addition to the one from AIFMP. The first is to address the imbalance in the import and export of paper and paperboard in India. And the second is to effectively promote the export of printed products from India in accordance with the goals of Atma Nirbhar Bharat.

## President & VP(N) Felicitated at Lucknow



On 19th March, Prof. Kamal Chopra, President and Mr. Ashwani Gupta, Vice President (N) visited Lucknow Printers Association and discussed the problems faced by the printers of Lucknow. Taking into consideration the covid 19 pandemic, printers participated in the programme and social distancing as per guidelines was maintained and interacted with the printers. The printers of Lucknow welcomed and felicitated the President, Hony Treasurer and Vice President (N) in the meeting with shawl, bouquet, and memento.

## WBMPA New OBs 2020-21

We are all very much aware that last year COVID effected our country. We had arranged four E.C.Meetings over the period and Annual General Meeting on 22nd January 2021.

<b>President</b>	Mr.Sandip Kumar Sanyal
<b>Vice Presidents</b>	Mr. Tarun Kumar Ganguly Mr. Debasish Biswas Mr.Sanjoy Kr. Dey and Mr. Subhojit Biswas
<b>Hony. Secretary</b>	Mr. Tunir Deb
<b>Hony. Joint Secretary</b>	Mr. Avijit Chakraborty
<b>Hony. Treasurer</b>	Mr. Subrata Kumar Khan
<b>Hony. Asst. Secretaries</b>	Mr. Rabin Dutta Mr. Goutam Mallick Mr. Prasanta Kr. Dey Mr. Pratik Kr. Dass

## OPA Amritsar New OBs



On 12th March, Offset Printers Association Amritsar held their AGM and a new team was elected in the meeting. **S. Harbhajan Singh** took the charge as a **President** and **Prof. Sanjay Mahajan** was elected as the **General Secretary** of the association.

## MMS Webinar on 'Pep Talk On Time Bomb' by V Vaidyalingam, Director of Suba Solutions

### Trilogy of global issues

*Pollution, employment and population is the trio of devils troubling the human race world over. Together they are a much more significant threat to our lives and livelihoods than the COVID-19 pandemic. Are we preparing to defuse this ticking time bomb?*

Do you remember the movie '2012'? It was a science fiction disaster film released in 2009. Attending MMS Webinar—PEP Talk on Time Bomb—by V Vaidyalingam, Director at Suba Solutions, felt much like watching that movie all over again. Albeit, the webinar was without the filmy promise of a giant marine vessel designed to rescue and continue the life of on Earth.

Vaidyalingam presented mind-numbing data-backed facts about pollution, employment and population (PEP). According to him, each one of these factors is causing enough havoc on Earth; however, they are a ticking time bomb with their combined effects on every aspect of our life as we know it today.

### A truly profitable business is becoming a myth

Markets and business sectors are changing rapidly; they have increasingly become dynamic, volatile, uncertain, and highly complex. This market scenario leads to excessive competition, commoditisation of products and services, lowered value systems, complex global supply chains, capital intensive business strategies, and shortening time to earn on the investments. Cumulatively, these factors shrink the space for small business enterprises and entrepreneurial ventures.

Constant innovations are the need of the hour to keep the share of markets and resources that are unable to keep up with the growing demand for products and services. PEP is contributing to this constantly and rapidly changing, disrupting markets in modern times. Pollution, economy and population are intertwined; they affect and interact with each other. Higher the population, greater the demand for products and services, and thereby, more the pollution to produce and deliver goods and services to match the demand from a higher population. "Besides, economy and employment are closely linked with each other because all our economic models are consumption-focused," says Vaidyalingam at the MMS webinar.

The relationship between each constituent of PEP is cyclical. For example, there is an irreversible destruction of

the environment to raise the resources for higher production of goods and services. This creates uncontrollable pollution. To maintain the level of consumption, one needs to generate employment. The employment and the economic cycle needs to sustain the demands and the aspirations of a growing population. This, in turn, causes irreversible damage to the environment, and the vicious cycle continues.

In recent years, automation has emerged and has been widely accepted to increase production with greater efficiency. Though inevitable for businesses, it will threaten about 69% of jobs in India across many industries and market sectors.

### We are responsible for the environmental pollution

The challenges posed by the PEP are enormous because we have ignored their management for decades and generations. As species on Earth, we have advanced science, built better healthcare, increased food production, and extended life expectancy. While doing this, we aggravated PEP problems. Take a look at some mind-boggling data points.

- According to pollution.org, India stands at 15th rank among the world's most polluted regions according to the global pollution map.
- India was ranked at 168 among 180 countries in the 2020 Environmental Performance Index.
- Annually we generate 27,00,000 tonnes of e-waste—the 5th highest in the world. It is growing annually at 30%. And, merely 5% of this e-waste is recycled correctly.
- According to the Global Alliance on Health and Pollution (GAHP) report findings, pollution is the most significant environmental cause of premature death on the planet, causing 15 per cent of all deaths—some 8.3 million people.
- Fifty-four per cent of India's population faces high to very high water scarcity. According to water.org, 88 million (or 8 crore) people in India lack access to safe water.



- According to Inodex, India's oceanic pollution spread is larger than the landmass of our country.

Let us take the discussion forward and see how pollution affects the population and economy. World over, several governments and local authorities are banning or curbing polluting industries, businesses, and raw materials. This makes particular product categories obsolete—France, for example, has banned plastic cutlery; it disrupts specific market segments while creating opportunities for other products—such as alternative materials are replacing much plastic packaging across the world. These sudden changes reshape employment markets almost overnight. Moreover, as consumers of products and services become more aware of the ill effects of pollution on the environment, sustainability takes centre stage in their buying decisions. This puts pressure on brands to innovate to deliver products and services with enhanced environmental performance. Thus, pollution affects economic activity and people by shifting employment trends.

#### **A more balanced macroeconomic approach**

According to many economists, the time has come for universal basic income. It will enable equitable wealth distribution while significantly increasing the economic burden on nations and economies worldwide. In recent times, with a focus on automation and sustainability, growth has become capital intensive rather than labour-intensive. As a result, the debt-to-GDP ratio for many economies has skewed to extreme levels. Such economic growth is thus a result of economic and employment conflict. Macro-economic activities in such a market jeopardise the environmental well-being of the nation and the human social fabric. It is driving cost-of-living northward.

The answer to all these macro trends is a more environmentally conscious, sustainability-focused development. Many economists are promoting the idea of an inclusive green economy. It is nothing but the confluence of economic growth with equitable social development and environmental sustainability. Officials and planners in the Government of India are also discussing the implementation of green GDP. It will hopefully give us leverage for long-term, sustainable growth.

#### **All is not lost; print is advantageous**

Though this webinar by Vaidyalingam stopped short of discussing any solutions, we understand why. The threats posed by the PEP are complex and complicated; there are no easy solutions.

Fortunately, the paper and paperboard (PnP) based print and packaging industry is on the right side of affairs. Paper, if produced sustainably and recycled efficiently, is a green and environmentally friendly raw material. Other upstream suppliers to the industry too are working hard and innovating to develop more sustainable products for the print and packaging industry. Process-free plates, chemical-free printing processes, water-based inks and solvents, long-lasting rollers and punches and more such environmentally friendly product innovations make the print and packaging supply chain and the process lot more ecologically sustainable.

On the other hand, end consumers of printed products and packaging demand 'green' product solutions from brands and our industry. Millennial and younger consumers are a lot more aware and demand environmentally sustainable products. Therefore, increasingly brand owners and demanding innovative, cost-effective, yet environmentally sustainable printed products. PnP-based print and packaging industry and entrepreneurs in this space have excellent business opportunities in this ever-changing world that is moving towards greater sustainability.

#### **Meeting between The Hon'ble Minister of Industries, Maharashtra State Shri. Subhash Desai ji and MMS**



**The Hon'ble Minister of Industries, Maharashtra State, Shri. Subhash Desai ji being felicitated by MMS President, Mr. Prakash Canser; Hon. Secretary, Mr. Mehul Shah & Hon. Treasurer Mr. Rajiv Joshi on March 23, 2021**

## Free Vaccination Camp by OPA

Offset Printers Association (OPA) organized one day Free COVID vaccination camp with the support of the Government of Punjab at Ludhiana. The camp was arranged at the air-conditioned Freemasons Hall provided by Lodge Vishwakarma No 173 at the heart of the city. Speaking at the inauguration of the camp Mr. Parveen Aggarwal, President OPA said, during this pandemic period only vaccination is the solution till date. He said, if you have a chance to get vaccinated, you should consider yourself lucky and gratefully accept it. We are providing the free vaccination here in the sanitized and clean environment, I am thankful to the Government of Punjab for providing the qualified medical team and the vaccines for the camp.

The camp was started at 10:00 in the morning and till the close at 4:00 p.m. about 60 persons were vaccinated. As a goodwill gesture, OPA provided free gift to all the persons vaccinated during the camp. Vaccination certificates were also provided on the spot to all. Snacks and lunch was also arranged for the medical staff and other persons being vaccinated.

It was a most successful and extremely satisfying event, Prof. Kamal Chopra, General Secretary OPA remarked and



thanked Lodge Vishwakarma for providing the Freemasons Hall for the purpose. Mr. Gagandeep Singh, Vice President OPA said it is a matter of great pride that

today OPA is working for the service of society besides working for the growth and development of printing and packaging industry. He said, Wearing masks and staying 6 feet apart from others help reduce your chance of being exposed to the virus or spreading it to others, but these measures are not enough. Vaccines will work with your immune system so it will be ready to fight the virus. A growing body of evidence suggests that fully vaccinated people are less likely to be infected without showing symptoms and potentially less likely to spread the virus that causes COVID-19 to others.



## Vaccination Camp by DSMS

As we all know people are undoubtedly suffering from a pandemic of covid 19, Vaccines are available, but in rush & queue. Under such conditions, we approached the local municipal corporator Ms. Khusbu Chaudhary to allot a separate slot for vaccination DSMS members. She positively responded to our request and arranged a separate slot for DSMS.

The first 15 tokens were given on two days as allotment to DSMS. Nearly 30 people which included members, their families, and workers were given free vaccination at the vaccination centre. The arrangement at the centre was well managed and the procedure was made systematic.

We are thankful to Ms. Khusbu Chaudhary for providing Free Vaccination for the DSMS members.



## Vaccine Camp @ Salem

Salem District Offset Printers Association conducted Covid 19 Vaccine Camp at Kannankurchi PHC, Salem on 24th April 2021





## **A TRIBUTE TO MR. RANJAN KUTHARI (1947-2021)**

### **Past President of AIFMP (2011-12)**

He was a graduate in Electrical Engineering & Post Graduate in Industrial & Business Management – After working 13 years in Corporates he started his own business “Antarctica”, a pre-press unit – He was very fond of games & sports – He was actively associated with many business & social organizations.

He was the President of West Bengal Master Printers Association during the year 2001-03 – He was an active member of the Rotary Club and served in various capacities in the club.

In his tenure as President some notable events were conducted by AIFMP:

- 8th PAMEX during Nov 1st – 4th, 2011 at Pragati Maidan, New Delhi in association with TAFCON.
- 7th NAEP on Sep 5th, 2012 at Hotel Taj Palace, New Delhi inaugurated by Dr. Veerappa Moily the then Hon. Minister of Corporate Affairs & Power, GOI,
- Romancing Print on 25th Feb, 2012 at India Habitat Centre, New Delhi
- Signed the Barter Agreement for Labelexpo India 2012.

He expired on April 14, 2021. It has been an irreparable loss to WBMPA as well as AIFMP as he has left us void with his active participation.

**AIFMP conveys its heartfelt condolences to the bereaved family.**

# Condolence Meet

President, AIFMP, Prof. Kamal Chopra in his opening remark said that the members have gathered to pay tribute to our beloved former President Mr. Ranjan Kuthari who is no more. Prof Kamal Chopra further said Mr Ranjan Kuthari was born on 15th July, 1947 and was the president of All India Federation of Master Printers for the year 2011-12, a graduate in electrical engineering and post-graduation in industrial and business management, initially, he worked with corporate for quite a long period and also served as President of West Bengal Master Printer Association, one of the pillars of AIFMP, he passed away in his sleep. He is survived by his wife, a son, and a daughter. This meeting was conducted gathered to pay tribute to the great soul, who worked for the printing industry and as a President also conducted many events like the 8th PAMEX in the year 2011 at Pragati Maidan, New Delhi which was a successful exhibition.

Mr Vinod Jain paid his tributes and added that it was a shock to learn about the sad and sudden demise of Ranjan Ji who we all knew for last 30 years.

Mr G.N. Visvakumar said that he got an opportunity to visit the residence of Mr Ranjan Kuthari at Kolkata and the entire family welcomed him and he could spend more than an hour which was a nice experience. He further said that Mr Ranjan Kuthari used to discuss the problems faced by the printing industry during the GC meetings and suggests suitable measures for redressal.

Mr Surendra Dhote said that Mr Ranjan Kuthari was his neighbour and knew him personally and prayed for eternal peace of his departed soul.

Mr Dibyajyoti Kalita said that Mr Ranjan Kuthari used to advise him on many things connected with the printing industry and he knew him for more than 25 years and further added we have lost a great leader.

Mr Anand Limaye said that Mr Ranjan Da was a very good friend of him and he was very dynamic. He further said that Mr Ranjan Kuthari had lost two elections for the post of AIFMP President however, ultimately occupied the chair. He further said that let Almighty give enough strength to his family members to sustain this irreparable loss and his soul may rest in peace.

Mr K Kumaraswamy stated that Ranjan Kuthari was the best educator and let us pray almighty to give enough strength to his family to bear this loss and his soul attain peace.

Mr P Chander felt sorry to know that former president Mr Ranjan Kuthari as passed away after ailment. He further said Mr Kuthari had a wonderful personality and supporter of the Federation and printing fraternity.

Mrs Medha Virkar said that it's shocking news and it's really sad that the Mr Ranjan Kuthari is no more and she offered heartfelt condolences on behalf of Mumbai Mudrak Sangh.



Mr Dev Nair said that Mr Ranjan Kuthari was his close friend, good and a towering personality and said let us pray almighty give enough strength to bereaved members of his family to bear of this irreparable loss.

Mr Govind Bhargava also paid tributes and heartfelt condolences on the demise of Ranjan Kuthari.

Mr AMSG Ashokan said that Ranjan Kuthari was his very good friend and it is very sad to know that he is no more but he is still leaving with us.

Mr Sunil Jain said let God give enough strength to his family members and to members of the Federation to bear this irreparable loss.

Mr Senthilkuamr said that Mr Ranjan Kuthari was a strong man, senior GC member and Past President of AIFMP and on behalf of Pollachi Master Printers Association he expressed his heartfelt condolence to his family members and prayed to God for his departed soul to rest in peace.

Mr O Venugopal said that Mr Ranjan Kuthari was one of the greatest presidents of AIFMP, as an individual he was a big man and his heart was big to accommodate all of us and on behalf of KMPA he expressed his heartfelt condolence to the bereaved family.

Mr Ashwani Gupta said that Mr Ranjan Kuthari was a very good learner and knowledgeable person, he was a kind person who took the Federation to its new height and was first president to give Sukanya Upahar to girls. He was also the first president to create an earmarked fund for the betterment of the Federation.

Mr Rajneesh Manooja said that although Mr Ranjan Kuthari left us, his smiling face will always be remembered, May God rest the departed soul rest in peace.

**Mr Rohit Kuthari, son of late Mr Ranjan Kuthari thanked everybody who attended the condolence meeting. He said his father-in-law is also attending the said meeting.**

**He further said his departed father was a great visionary, we respect his courage and fighting spirit. He also said his late father was a sports person, rotarian and above all stood for the cause of Printers and printing was in his blood.**

**He once again thanked all the members for their tributes to his late father which inspires him to move ahead and take his legacy forward, who always inspired all of us to move forward and modernize the printing industry and to never give up. He concluded his tributes by quoting the Hindi couplets.**

On being asked the reason for the demise of his father, he replied that he was a diabetic, due to weakening of nerves and lungs he could not breathe and sudden death occurred and his father will be remembered by everybody.



### Mr. Prakash Ranganathrao Joshi - Aurangabad

Mr. Prakash Ranganathrao Joshi was born in Hyderabad City (T.S). Later Mr. Joshi & his family shifted to Aurangabad for business purposes and started with a Printing Press unit in MIDC Aurangabad. The name of the printing unit is Vyankatesh Mudranalaya. However, simultaneously he started a second unit in the name of Laxmi Arts Printers.

Joshi Ji completed his education in Hyderabad. He was very versatile and knew many languages like Marathi, Hindi, English & Telugu. His father was a renowned publisher till 1970. They Published numerous kinds of Text Books for Marathwada Region.

Currently, the third generation of JOSHIs are into the Printing Industry. His elder son Mr. Parikshit Joshi & younger son Mr. Balasaheb Joshi are running his business prosperously.

He was GC Member of AIFMP for the past 15 years. He was the Joint Secretary and the Vice President of West Zone in AIFMP. He was also the three times President of Aurangabad Mudrak Sangh & the Chairman of the Mudran Competition for Maharashtra Mudran Parishad. He was very senior & widely respected in MMP. He was a very kind-hearted & lovable person and was very popular among the Printers of Maharashtra.

*AIFMP conveys its heartfelt condolences to the bereaved family.*



### Mr. Prakash Sakhare - Nagpur

Mr. Prakash Sakhare spent his initial years in the city of Wardha (Maharashtra State). Later on, he shifted to Nagpur. The journey of printing started in 1972. He started Vilas Printing Press in Nagpur with treadle machine for this he took a loan of RS.2500/-. Initially, he used to carry out printing of jobs himself, from hand composing to binding, and also delivered the jobs himself. His hard work paid and gradually he started expanding the business. He added offset machine and packaging machine and took the business to a greater height. A jolly and cheerful person, Mr. Sakhare lived a disciplined life. Despite born in '40s (1943), He was familiar with modern technology. He

was also active on Social Media.

Mr. Sakhare was president of Printers' Guild, Nagpur for a couple of times, earlier he was secretary and vice president also. He represented Printers Guild as a GC member to Maharashtra Mudran Parishad and All India Printers of Master Printers. He leaves behind his two sons Pravin and Sandeep, who are looking after his business, a daughter Mrs. Manisha Udupurkar and his wife Smt. Padma Prakash Sakhare.

*AIFMP conveys its heartfelt condolences to the bereaved family.*

## The Deep Roots of Printing in India

The famous film director Satyajit Ray's Grand Father Mr. Upendra Kishore was a noted printing technologist

*Let's pay homage to our path maker*

Upendra Kishore Roychowdhury was born on May 12, 1863 in the village Masua in Mymensingh of Bangladesh. He was the father of famous Sukumar Ray and grandfather of even more famous Satyajit Ray and he was again the contemporary of Rabindranath Tagore and in many ways, his contribution to Bengal's cultural life has been no less important. Like Tagore also he was a polymath (essentially, a person who knows a lot, about a lot of things). His knowledge and technological innovations had made him a global figure by the end of the 19th. So he was a writer of juvenile literature, painter, amateur scientist, a pioneer bengali printer and publisher, and a violinist skilled enough to write books about music, all in one.

He is the author of some of the well-loved children's books ever written in Bangla. His Goopygayen, Baghabayen and the tales on Tona-tuni, the birds laid a strong foundation of children's literature in Bangla and are devoured by millions of young readers even after 150 years of his birth. He was the one who published the first children's magazine called Sandash in April 1913, which was exclusively for children and contained literary and scientific pieces and used to be immeasurably enhanced by good accompanying drawings done by him.

Upendrakishore introduced the idea of half tone block making and become the pioneer of Bengali printing industry. Later, he started one of the best publishing houses in Kolkata named 'U. Ray & Sons'. After his death, the mantle of publishing went to his son Sukumar Ray the first Printing Technologist of India. After Sukumar Ray's death the mantle of publishing went to Upendrakishore's grandson Satyajit Ray, the renowned filmmaker. While 'Sekaler Katha' described the geological history of the earth and ancient animals such as dinosaurs, 'Aakashar Katha' was an easy-to-understand account of astronomy. Upendrakishore also wrote two Bengali books on music - 'Sahaj Behala Shikkha', about learning to play the violin, and 'Shikshak Byatireke Harmonium', about learning to play the harmonium. Not unusual, perhaps, for a man who counted scientists such as Jagadish Chandra Bose and Prafulla Chandra Ray among his close friends. The three men even lived and worked close to each other in North Kolkata's Garpar area.

How many of us know that he was the first to introduce modern block-making, including half-tone and colour

block making, in South Asia? Without going into technicalities, suffice it to say that he revolutionised the art of printing to the extent that his articles featured regularly in the famed 'Penrose Annual' volumes, the Bible for printers, published from Britain. When his own beautiful

illustrations in 'Chheleder Ramayan', his first book for children, were unfortunately ruined by the underdeveloped printing techniques of the time, Upendrakishore imported books, chemicals and equipment from Britain to learn the technology of block-making. In 1895, he set up the block-making business U. Ray & Sons, at 7, Shibnarayan Lane, which also became his residence. He continued to research and experiment with block-making, and went to such an extent that a leading foreign printing expert of the time said that Upendrakishore's contribution was far more original than his peers in Europe and America. He rapidly earned recognition in India and abroad for his new methods of printing both black and white and colour photographs with faithful accuracy. Among the techniques he invented was half-tone block-making, of which a 'screen-adjusting machine' for the automatic focussing of process cameras was assembled in England following his design. Penrose Annual, Volume X, 1904-05 recognised his contributions which stated that "Mr. Ray is evidently possessed of a mathematical quality of mind and he has reasoned out for himself the problems of half-tone work in a remarkably successful manner ... (His printing developments) enable the operator to do uniform work with the fullest graduation and detail in it and with the minimum amount of manipulative skill in the negative making and etching." He died on 20 December 1915 in Calcutta, aged only fifty-two.



- Diptendu Chowdhury

## 160+ Companies already on Board for PAMEX 2022

PAMEX, the international exhibition on printing & allied machinery industries, has 160+ exhibitors already signed up for the exhibition.

PAMEX was the last big and successful Show held before pandemic in the year 2020. The next edition of the exhibition is scheduled for 23-26 March 2022 at BEC, Mumbai. The Show is organized by All India Federation of Master Printers (AIFMP), in association with Print-Packaging.com (P) Ltd.

Though the pandemic affected certain segments of the Indian Print Industry, several companies diversified into new areas and also worked upon the long pending plans. We have been speaking to some of the influential



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

personalities who have shared their views on PAMEX YouTube Channel. Subscribe to stay updated with the happenings around the industry and the exhibition!

The Visitor Pre-registrations for the Show has also taken off and the PAMEX team is already designing its marketing and promotional activities through Road Shows, Digital Marketing Campaigns, Promotions and Advertisements.

In edition 2022, PAMEX is also dedicating an exclusive Hall to Label Converting and Printing, making it a complete one-stop-shop for the industry. For glimpses of past editions and to know more about the upcoming one, log on to [www.pamex.in](http://www.pamex.in)

*If you wish to have any further details, write to [neha@print-packaging.com](mailto:neha@print-packaging.com)*

## Xerox Enters Liquid Metal 3D Printing



**Xerox Enters Liquid Metal 3D Printing 07 April 2021:** Xerox's new ElemX 3D liquid metal printer promises to solve challenges associated with traditional 3D printing methods. Additive manufacturing (AM) is not without its challenges. This is particularly true with powder bed fusion (PBF), a process commonly employed in commercial and industrial 3D printing applications where a laser or electron beam is used to melt and fuse powdered materials together. For instance, objects printed with PBF may exhibit weak structural properties compared to other manufacturing processes and may require post-processing, adding labor and costs. Xerox's new ElemX 3D liquid metal printer is one of the first products on the market to employ the

technology. Rather than powder inputs, The ElemX uses molten solid metal provided by standard commodity aluminum wire fed into the machine. According to Xerox, this new method can decrease total cost of ownership, increase cycle times, and improve safety, all while providing production-grade parts. Independent research from the State University of New York and Concordia University asserts that LMJP may be up to 10 times faster and one-tenth the cost of prevailing AM methods. In addition, this research notes that LMJP may lead to denser metal parts with finer microstructures, resulting in a 30% or greater increase in overall tensile strength. Xerox and the Naval Postgraduate School (NPS) announced a strategic collaboration focused on advancing additive manufacturing research, specifically 3D printing, which has the potential to dramatically transform the way the military supplies its forward-deployed forces. NPS was the first to receive an installation of the Xerox ElemX™ Liquid Metal Printer on the university campus in December 2020. The Xerox solution will provide NPS faculty and students with hands-on exploration of new ways the technology can deliver on-demand 3D printing of metal parts and equipment.

## Ranchi's National Printers Invests in Heidelberg Suprasetter A106 with Prinect Workflow

National Printers, based in Ranchi, Jharkhand has invested in a Heidelberg Suprasetter A106 thermal CtP with Prinect workflow, once again showing their strong desire for Heidelberg.

“In our nearly three-decade printing experience, Heidelberg is the name, we trust in terms of technology and world-class innovation with a leading edge in all segments,” asserted Krishna Kant Kedia, Founder at National Printers.

The company founded in 1991 by Krishna Kant Kedia in Jharkhand, the print firm expanded further by partnering with Ashok Agarwal in Ranchi. Today, the print facility has a footprint of 2,00,000 sq. ft across three facilities equipped with Heidelberg Speedmaster CD 102, Speedmaster SM 74 and Speedmaster SM 102.

“Heidelberg provides CIP4 connectivity with the press, offering a digitized workflow that improves the quality of productivity and reduces make-ready significantly. The Saphira plates, Heidelberg Suprasetter and Prinect workflow synchronize in-line press connectivity to boost efficiency and performance,” added Kedia.

Built with Heidelberg's proprietary laser technology, the Heidelberg Suprasetter A106 is designed to deliver excellent imaging quality and uninterrupted production, all thanks to the Intelligent Diode System (IDS). The IDS is developed and patented by Heidelberg, the IDS eliminates the production losses; even if one or more diodes fail. The internal punching system ensures reliable production with maximum register accuracy; reducing the make-ready

times and minimizing wastage, particularly for repeated jobs. An extensive cooling system makes it certain that the plate setting process is not influenced by external room temperature.

The print-duo, Krishna Kant Kedia, Founder and Ashok Agarwal, Head Operations at National Printers caters to commercial, packaging, book printing and the firm also undertakes government print projects.

“The latest investment fits into our expansion plans and perfectly complements the recent shift into our 10,000 sq. ft premises. The upgrades support our move into digitization and automation of print production. As we scale up into new heights of growth into packaging; we are ready to fully explore the potential of our infrastructure and investments,” concluded Kedia.

Indukalpa Saikia, Sales Manager – Eastern Region at Heidelberg India, said, “Heidelberg and National Printers share an amazing relationship, since; the print firm is one of the old and loyal customers. Apart from the Suprasetter equipment the deal covered with the Prinect Production manager workflow and Saphira consumables supply for three years, which rounds up our offerings from pre-press to press.”

The Prinect Production manager is Heidelberg's proprietary pre-press workflow software which enhances productivity and navigates the pre-press automation challenge. The Advanced Preflight tools and PDF Toolbox check the artwork for errors, while Signa station, the imposition tool, prints the layout of the book to be printed and positions the artwork on press sheets to speed up printing and reduces paper waste. After the layout, the Pro-man also transfers ink presetting data from CtP plate-setter to the press and RGB to CMYK color conversion can be done by using appropriate color profiles, while Trapping can be applied if required.

“The software minimizes human intervention and cuts the make-ready time by accelerating pre-press and ink-setting operations. Heidelberg offers Production manager software on a subscription-based model, departing radically from tradition. The pay-as-you-go model makes it easy on the budget,” said, Indukalpa Saikia.



## Konica Minolta announces Status as a Microsoft Global Managed Partner the Combined Capabilities of the Two Companies Accelerate Digital Workplace Transformation for Konica Minolta's Customers

Konica Minolta announces its new status as a Global Managed Partner. Headquartered in Tokyo, Konica Minolta has its Group companies in 50 countries and employs a staff of nearly 44,000. The Microsoft Global Managed Partner designation reinforces Konica Minolta's goal of bringing greater focus to its global strategic direction via jointly developed, industry-specific solutions and services and by delivering IT cloud services and solutions for the digital workplace at small and medium-sized businesses (SMBs) in the majority of the countries it serves.

Konica Minolta has grown steadily as an IT specialist in recent years, through both organic growth and strategic acquisitions. Among the company's central goals in its mergers and acquisitions is to expand its business by leveraging the power of Microsoft solutions.

"Microsoft has become increasingly important as an ally for us," said Hajime Takei, Senior Executive Officer and Division President of Digital Workplace Business Headquarters, Konica Minolta, Inc. "The goal has always been to bring together the best of both worlds. We want to bring the leading expertise to the market, combining our knowledge from our business – with its roots in the print area, which we have been doing for many decades - and the technology of Microsoft. This designation is a true testament to our longstanding relationship and the exceptional work of our unified teams for clients around the world."

"We are delighted to partner with Konica Minolta on a global level to accompany their growth in IT and to unlock the opportunities of digital transformation for their customers," said Casey McGee, Vice President, ISV Sales at Microsoft. "The Microsoft Cloud is uniquely positioned to provide a breadth of industry-leading services and products to support Konica Minolta's development of differentiated solutions for the digital workplace."

As part of its market entry into information management in 2014, Konica Minolta began offering Microsoft SharePoint solutions to its customers. The company later added solutions based on Microsoft Dynamics 365 and Microsoft 365 (formerly Office 365), as well as Microsoft Azure custom development. The company first focused on the markets of Europe and North America; with its new status as a Global Managed Partner, Konica Minolta has recently

added the Asian-Pacific region. Today, more than 300 certified Konica Minolta employees worldwide are helping customers adopt and use solutions to help transform their business.

Microsoft-based applications fit ideally into the infrastructure that SMBs typically employ. Konica Minolta's expertise and deep customer understanding, coupled with intelligent services from Microsoft, creates a substantial benefit – especially for SMBs. In addition, Konica Minolta has developed a variety of its own applications, solutions, and services based on Microsoft cloud services to meet a wide range of customer needs in the SMB sector.

"The alliance with Microsoft enables us to combine our core competencies and trusted customer relationships with the best-secured and scalable cloud technology in order to flexibly build solutions for businesses," explained Konica Minolta's Hajime Takei. "Utilizing their applications, we are able to offer our customers from SMBs systems and functionalities previously only available to larger enterprises. Through this global collaboration, we will be able to offer our customers even more opportunities to accelerate innovation and ultimately drive success."



Konica Minolta Business Solutions Asia has appointed Koji Yoshida as managing director to support the company's continued

investment and growth into the Southeast Asia region.

Yoshida, currently managing director of Konica Minolta Business Solutions Malaysia, will join Konica Minolta Business Solutions Asia as managing director. He will replace Osafumi Kawamura, who will return to Japan and take on a new assignment in Konica Minolta (KM).

Yoshida is a KM veteran with close to 30 years of experience, having started his career with the company in 1991. He brings a vast of global experience, having led various sales and marketing divisions in Asia, United States and Oceania through his 12-year international stint.

## Canon's Sustainability Efforts Rewarded with Gold Rating from Ecovadis

Canon announced that it has been awarded the EcoVadis gold rating for its sustainability efforts for the sixth consecutive year, which places Canon within the top 3% of companies globally.

The EcoVadis Rating reviews companies across a number of areas that are key to meeting sustainable targets, including the environment, labour & human rights, ethics, and sustainable procurement impacts. The latest report from EcoVadis highlights that Canon performed extremely well across all areas, but particularly in regards to its environmental practices.

Canon was commended for designing products that were easy to recycle as well as for the measures it has taken to reduce energy consumption and CO2 emissions.

Canon's 'Kyosei' philosophy – meaning living and working together for the common good – is at the heart of these



efforts and forms the basis of Canon's commitment to act responsibly across its supply chains, within the communities it operates in, as well as through the products it develops.

To date, EcoVadis has rated over 75,000 trading partners across 150 countries via its unique CSR assessment methodology that is built on international CSR standards including the Global Reporting Initiative, the United Nations Global Compact, and ISO 26000.

## New President & CEO for Canon India



Canon India Pvt. Ltd. announced the appointment of Mr. Manabu Yamazaki as the new President & CEO for Canon India, effective April 1, 2021.

In his new role, Mr. Yamazaki will be spearheading Canon's business strategy and operations in India. Before his new role, he was working as the Chief Regional Officer for the brand in Eastern China, overseeing various functions in the APAC region. Mr. Yamazaki has been associated with Canon since 1989 and has also been a notable contributor in business management across European, Middle Eastern, Russian, and African markets.

Commenting on his appointment, Mr. Manabu Yamazaki newly appointed President & CEO said, "I am delighted and excited to join Canon India and to work closely with a team of highly skilled professionals here. As a vibrant nation, India is brimming with entrepreneurship and holds vast potential for exploring newer creative avenues.

We, at Canon, are fully committed to the Indian market and I am looking forward to building on Canon's track record of success and innovation and continuing to deliver value and delight to all stakeholders. Considering the vast reach and diversity, we will continue with our endeavour of expanding product propositions and presence across different parts of the country."

A seasoned leader, Mr. Yamazaki has worn multiple hats throughout his storied career. He will be overseeing the strategic operations of Canon India and is tasked to strengthen the existing core businesses and bolster the growth in the brand's imaging expertise in newer multiple areas in India.

During the pandemic, Canon led through uncertainty, adapted to changing customer needs, and took its customer service to the next level. Canon successfully weathered the storm caused by the pandemic. Canon has been constantly adding new products to its portfolio and has also expanded its regional outlets in the past year. It emerged as one of the pioneering brands in the imaging industry that enabled customers to create memories that last a lifetime and help customers simplify their business infrastructure.

## Konica Minolta Wins BLI 2021 A3 Line of the Year Award, BLI Color Consistency Award for A3 and A4 devices (2021-2023), and BLI Winter 2021 A3 Pick and Outstanding Achievement Award

Last year, the brand has also won the BLI 2020 Pick Award for Outstanding Workflow Automation Platform

7th April, 2021: Konica Minolta has been conferred with a series of awards by Keypoint Intelligence. Keypoint Intelligence is built upon two brands: Buyers Lab and Info Trends. Both brands have deep histories and strong presence in the document imaging industry.

The brand, Konica Minolta, has won the BLI 2021 A3 Line of the Year Award for its skillfully crafted MFPs that ensure the highest level of personalization, reliability, and consistency in both performance and usability.

It has been also recognized as the Most Color Consistent A3 Brand (2021-2023) for its A3 devices, including the new bizhub i-series, which provides consistent prints in terms of various aspects, be it business graphics, photo images, or any other output type. Last but not the least, it has also bagged the BLI Winter 2021 A3 Pick and Outstanding Achievement Award for bizhub i-series printers that are highly reliable and easy to use from a walk-up, workstation, and from a service perspective.

The brand has also won the BLI 2020 Pick Award for Outstanding Workflow Automation Platform for Dispatcher Phoenix 6. The device enables businesses to automate all their document-centric workflows, ramp up



**KONICA MINOLTA**

productivity, accelerate processes, cut costs, eliminate mistakes, secure sensitive information, and comply with corporate and government regulations. The machine is designed to cater to the needs of educators, law offices, healthcare providers, government institutions, general business, and much more, hence saving their time from processing documents and rather focus on core responsibilities.

Kuldeep Malhotra, Vice President & Director Konica Minolta Business Solutions India Pvt Ltd said, "Since our inception, we at Konica Minolta have strived to manufacture and deliver the best-in-class printing solutions to our customers using state-of-the-art technologies. On the back of in-depth R&D, we have always kept customers at the forefront and accordingly develop devices that can address their problems in the most convenient, accessible and affordable manner. The series of awards underlines our efforts to provide the best products in the market while ensuring the highest level of consistency, reliability, personalization, and security. We will continue to follow an agile approach and keep innovating further in sync with the changing market dynamics and evolving customer needs, and endeavor to serve customers more seamlessly in the coming months/years."

## BOBST has been Awarded two Accolades by the European Digital Press Association (EDP)



The Large Format Digital Inspection Table has taken the top prize in the Print and Finishing Support Tool category, while the MASTER DM5 inline printing and converting press has been named the best combined label and flexible packaging printer of the year.

## FESPA Global Print Expo October 2021 - bringing Colour Back FESPA Global Print Expo, October 2021: 'Bringing Colour Back'



FESPA is 'Bringing Colour Back' at this year's FESPA Global Print Expo, which is now scheduled to take place at the RAI exhibition centre in Amsterdam, The Netherlands, from 12 to 15 October 2021.

This will be the first FESPA live event in Europe since May 2019, following the postponement of all events during 2020 and early 2021 due to the COVID pandemic. Recent research conducted among FESPA's audiences reveals a strong appetite for the live event, with 73% of respondents seeing trade shows as an essential platform for reviewing and making future product purchases.

With a focus on supporting speciality print communities with sustained business recovery following the challenges of the last year, FESPA aims to deliver a COVID-safe environment that gives visitors and exhibitors the first chance to connect face-to-face in over 18 months.

Occupying six exhibition halls at the RAI, print service providers and sign makers will experience the latest innovations in screen, digital, wide format and textile printing, from over 300 expected suppliers. FESPA's popular Printeriors and World Wrap Masters features will also return to inspire visitors with the latest ideas, applications and materials in interior décor and vehicle wrapping.

European Sign Expo, the largest European exhibition for non-printed signage and visual communications, will once again be co-located with FESPA Global Print Expo, enabling brand owners and communications professionals to explore opportunities beyond print.

Neil Felton, CEO of FESPA comments: "Our audiences have told us that they need access to hands-on product demonstrations and to participate in face-to-face meetings with multiple suppliers to support their recovery, and they see FESPA Global Print Expo as a key milestone in their

forward planning. Taking into account all information currently available to us, we're re-launching FESPA 2021 this autumn with confidence that we can offer participants a live event that takes all possible health and safety precautions, while still fulfilling their key expectations of a FESPA show as an interactive, multisensory experience."

The event website at [www.fespaglobalprintexpo.com](http://www.fespaglobalprintexpo.com) offers the latest event information and updates regarding the health and safety measures that will be implemented at the show. Visitors can also access the full exhibitor list, an interactive floor plan, and latest exhibitor product information, technical content and videos via FESPA's online showroom.

Registration for FESPA Global Print Expo 2021 and European Sign Expo 2021 is now open at [https://www.fespaglobalprintexpo.com/why-visit/registration#/. Entry to the event is free for members of a FESPA national Association or FESPA Direct. The cost of entry is €50.00 for non FESPA members who pre-register before 12th October 2021 using code FESM101.](https://www.fespaglobalprintexpo.com/why-visit/registration#/)

### FORM IV (RULE 8)

#### Statement about ownership and other particulars about magazine entitled **PRINTING TIMES**

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6. Name and addresses of directors and shareholders holding more than one percent of the total capital: All India Federation of Master Printers, 605, Madhuban, 55 Nehru Place New Delhi 110019.

I, G.N. Visvakumar, hereby declare that the particulars given above are true to the best of my knowledge and belief.

Sd/-  
**G.N. Visvakumar**  
Publisher

## Packaging and Commercial Offset Printing on Gold Level: Hubergroup further Enhances the Sustainability of its Portfolio



Driving the circular economy, hubergroup Print Solutions now offers a complete Cradle to Cradle Material Health Gold certified portfolio for commercial and packaging offset printing.

For this purpose, the international printing ink specialist formulated a new ink range which is based on the low-migration MGA NATURA series and, therefore, suitable especially for printing food packaging. Moreover, the Cradle to Cradle Product Innovations Institute certified a number of water-based coatings of the ACRYLAC series with Gold status.

As hubergroup produces a large proportion of the raw materials in its own Chemicals Division, the company can ensure sustainable action along the value chain in addition to that.

### *Sustainability incorporated*

In 2017, hubergroup was the first international ink manufacturer to receive a Cradle to Cradle certificate in the sheetfed offset sector and thus significantly advanced sustainability in the industry.

Since then, the company has continuously improved the environmental performance of its products. While hubergroup's commercial series ALPHA viva has already carried the Gold status since 2018, the Cradle to Cradle Products Innovations Institute now also certified a variant

of the ink series MGA NATURA and various water-based coatings of the ACRYLAC series with the gold level of its Material Health Certifications. Thereby, the institute

confirms that the inks and coatings do not contain any substances which pose a high risk to humans or the environment (i.e. none x-assessed or unknown chemicals).

Josef Sutter, Product Manager Sheetfed / UV Europe at hubergroup, says:

"The sustainability of printed products has been in the focus of our research activities for a long time. We want to offer our customers environmentally friendly products and thereby help to make their products ready for the circular economy. Consequently, it was important for us to provide them with a complete portfolio certified Cradle to Cradle Gold for both commercial and packaging offset printing."

### *Defining own environmental standards*

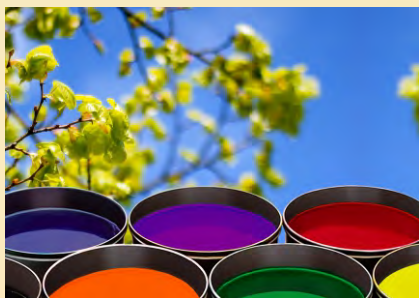
In addition to that, hubergroup ensures its customers high environmental standards throughout the value chain. This is possible as the majority of raw materials originates in the company's own Chemicals Division. Josef Sutter elaborates: "We know that we bear a great responsibility as printing ink

## E-INVOICING MANDATORY

For taxpayers having turnover more than INR 50 Cr. w.e.f. April 1, 2021

The CBIC vide Notification No. 05/2021- Central Tax dated March 8, 2021 amended Notification No. 13/2020- Central Tax dated March 21, 2020 to reduce the aggregate turnover limit for e-invoicing from INR 100 crores to INR 50 crores w.e.f. April 1, 2021. Now, the relevant portion of the amended Notification reads as under:

"...registered person, other than a Special Economic Zone unit and those referred to in sub-rules (2), (3), (4) and (4A) of rule 54 of the said rules, whose aggregate turnover in any preceding financial year from 2017-18 onwards exceeds fifty crore rupees, as a class of registered person who shall prepare invoice and other prescribed documents, in terms of sub-rule (4) of rule 48 of the said rules in respect of supply of goods or services or both to a registered person or for exports."



## SGI Dubai 2022 to take place in January 2022 at Dubai World Trade Centre



01 April 2021: After successfully hosting the virtual edition of the SGI Dubai show earlier this year, International Expo Consults (IEC), the organizers of the SGI Dubai show, is gearing up to launch the physical edition in January 2022.

### Attention to All IEC Holders !!

All IEC holders are now legally required to update and validate their IEC Details, even if there are no changes, from April to June once every year through Online system, failing which their IEC shall be de-activated and no import or export activity will be possible. Refer Ntn.58

#### Notification No. 58/2015-2020

Amendment of Importer-Exporter Code (IEC) related provisions under Chapter-1 and Chapter-2 of Foreign Trade Policy, 2015-2020 – reg.

The SGI Dubai show is scheduled to take place on the 16-18 January 2022, at the Dubai World Trade Centre. The 25th Annual Sign & Graphic Imaging Middle East (SGI Dubai 2022) is an annual exhibition dedicated to Graphic Imaging, Signage, Screen & Digital Printing Industries. “Owing to COVID-19 pandemic in the whole year of 2020, this year we went ahead and organized the virtual edition of the show and enabled global and regional brands showcase their credentials through this engaging platform. This will be an engaging convergence point for industry stakeholders from around the

globe. We would urge the leading brands to connect with our team to book their strategic booths and take advantage of this opportunity in advance,” said Sharif Rahman, CEO, IEC. SGI Dubai is the region’s largest trade exhibition for sign-makers, print production houses, gift & promotion companies, media agencies, mall owners, car wrapping industry, real-estate developers, hospitality and tourism industries, 3D printing industry, architects, brand and image consultants among other stakeholders in the printing, signage, and imaging industries. SGI Dubai 2022 showcase is set to include apart products from the traditional printing and signage profiles, digital signage products and solutions that are embedded with artificial intelligence, holographic displays, haptic touchscreens, bendy displays and other emerging technologies. This edition of the show will also witness various events such as SGI Dubai ‘Wall of Fame’, live car wrapping demonstrations and panel discussion conducted by industry experts under the banner of ‘E3 Talks’. The SGI Dubai aims to redefine the future of the printing and signage industries by showcasing some of the best innovations from across the globe, featuring Banners & posters, Advertising, Graphic imaging industry, Electronic message centers, Signage, Photo imaging & printing, Digital imaging, Architectural hardware, Graphic services, Electric signage, Outdoor advertising, Large format printing, Printing, Printing on paper, Sign substrates/equipment. Apart from the Middle East, the organisers expect visitors from parts of Africa, Asia and Europe. [www.signmiddleeast.com](http://www.signmiddleeast.com)

## Monotech Systems to Distribute Ricoh Digital Production Printing Systems

29 March 2021: India's leading Manufacturer and Distributor for printing and packaging industry, Monotech Systems has signed up with Ricoh for the distribution of Digital Production Printing systems. Under this association, Monotech Systems will become the marketing, sales, distribution and service partner for Ricoh's complete range of Digital Production Printing Systems PAN India. Ricoh products enjoy a formidable reputation globally in terms of robustness, reliability, efficiency and productivity of the hardware platform well supported by cutting edge technology. Monotech Systems has been at the forefront of the printing and publishing industry for more than two decades with leadership in several market segments by offering breakthrough technology solutions. "Team Monotech Systems is very excited about this relationship which is like playing a second inning after a highly successful first inning. It raises the bar for us and we shall succeed with our commitment to offering products, solutions and support" Said T. P. Jain, Managing Director, Monotech Systems. Ajeet Pareek, Business Head, Digital Products and Solutions, Monotech Systems says, "We are confident that the RICOH product range will be a perfect fit for our existing and prospective customers. We are now able to provide our



clients with more opportunities to differentiate themselves in their markets to deliver an extended range of capabilities and respond to the growing expectations and demands." "With Monotech System's strong local presence, I believe it will bring an increased range of coverage and strength of representation of Ricoh's Digital Production Printing systems in India market," said Ricky Tan, General Manager of Production Printing Business Group in Ricoh Asia Pacific. "we can collaborate together helping customer enhance their digital capabilities with insight-driven and tailored solutions."

[www.monotech.in](http://www.monotech.in)

## TechNova's AGFA Advantage N Series



Advantage N, a third-generation newspaper CTP system combines high-quality standards with violet imaging technology to offer a unique value

proposition for both newspaper and commercial webprinter.

The violet-laser imaging technology offers fast and reliable platemaking. Short production cycles allow to extend editorial and advertising deadlines and deliver the latest news or last-minute offers. Automation ensures consistent quality, with fewer remakes and less wasted material. Robust design with few moving parts results in minimal maintenance requirements and less downtime.

Advantage N addresses the needs of large, medium, and small volume printers with multiple plate-loading and throughput volume options. Available in multiple variants, Advantage N units can image both photopolymer and chemistry-free plates.

## Centre Releases 30,000 Crore to States as GST Compensation



"The Central Government has released GST Compensation of Rs 30,000 crore to states as part compensation admissible

for FY 2020-21 on March 27, 2021. The total amount of compensation released so far for the year 2020-21 is Rs 70,000 crore," the ministry said in a statement on Tuesday.

This is over and above the Rs 1.10 lakh crore released to states under the special borrowing mechanism to compensate them for shortfall in the GST collection this financial year.

In addition, the Centre has also settled Integrated GST of Rs 28,000 crore, of which Rs 14,000 crore has been shared equally between states and the Centre.

"Taking into account the release of GST Compensation, back-to-back loan and adhoc IGST settlement, balance of only Rs 63,000 crore approx GST Compensation is pending to States/UTs for FY 2020-21," the ministry added.

## Delhi High Court Orders IGST Refund to Exporters who Claimed Duty Drawback

In a major relief to exporters across the country, the Delhi High Court has directed the Central Board of Indirect Taxes and Customs (CBIC) to grant the refund of the Integrated Goods and Services Tax (IGST) paid on export of goods by exporters.

The said refund was denied to the exporters on the ground that Duty Drawback was claimed by the exporters under columns A of the Drawback Schedule. However, it was contested by the exporters before the High Court that the said denial is ultra vires the provisions of the CGST Act, IGST Act and the Constitution, and thus the said IGST should be refunded to the exporters at the earliest.

A detailed order was passed by the Court wherein the Court agreed with the submission of the petitioners (Exporters), subject to respondent authority verifying as to whether duty drawback had been availed of by the petitioners, with regard to Central Excise and Service Tax component.

"After hearing our submissions in detail and verifying the export data of each petitioner, the Court directed the CBIC to refund the said IGST paid on exports, with interest," said Advocate Sakshi Singhal to KNN India on Friday.

While explaining the entire matter, Singhal said that the petitioners had exported goods on various dates spanning between the transitional period i.e. from July 1st, 2017 to September 30th, 2017, falling under various tariff items mentioned in the Drawback Schedule, in respect of which the Drawback Rates prescribed in Column A and B were identical.

The said goods were exported on due payment of IGST, the refund of which is the legitimate right of the exporters, accruing to them by virtue of Section 16(3) of the IGST Act, 2017. However, the said refund was denied vide Circular No. 37/2018-Customs dated September 9th, 2018 on the ground that Duty Drawback was claimed by the exporters under column A of the Drawback Schedule instead of Column B, even though the Duty Drawback Rates in Column A and B were identical in respect of the said goods, she added.

In this regard, the petitioner contended that inter alia, that Rule 96(4) prescribed the only situations where IGST refund could be withheld, neither of which remotely contemplate claiming of drawback as a ground for denial of refund and therefore such a restriction is ex facie ultra vires Section 16 of the IGST Act, 2017 read with Section 54 of CGST Act, 2017 and Rule 96 of CGST Rules, 2017.

"We further contended that since in the present case, Duty Drawback rates in Column A and B were identical, the Petitioners had claimed and received only the custom component, and element of Central Excise and Service Tax was not included in the Drawback Rate, thus granting of IGST refund would in no case result in double neutralization of input taxes," she said.

Furthermore, the petitioner also argued that since the Drawback Rates were identical in Columns A & B for the goods exported by the petitioners, the mentioning of Column A rather than B was at best a technical glitch or

typographical error that led to no benefit to them and petitioners should not be made to suffer because of the same.

While responding to these arguments, the CBIC contended that duty drawback scheme and zero rating of export under GST are mutually exclusive schemes for neutralization of separate input taxes on exported goods. It was further submitted that a clear option was provided to the exporters to either claim duty drawback under Column A or claim tax neutralization under GST legislation and the petitioners went with the former option and they cannot now turn around and claim benefit of the provision that was not availed in the first instance. Eventually, after hearing the submissions in great detail, the Court held that the petitioners have claimed and received only the customs duty portion of the drawback and element of Central Excise Duty and Service Tax was not included in the Drawback Rate, therefore, granting of IGST refund would not result in double neutralisation of input taxes.

The Court further observed that exporters would not voluntarily opt for the claim of drawback under Column A at the cost of foregoing IGST paid on exports, where the duty drawback rates under Column A and B were same, as the exporters would have received the same amount of drawback even if they would have mentioned "B" in their shipping bills instead of "A" for claiming drawback; and since the condition for not claiming IGST refund is not applicable to cases where duty drawback has been claimed



under Column B, exporters would have received IGST refund also on mentioning "B".

Accordingly, the division bench of Justices Rajiv Shakdher and Talwant Singh held that the respondents (CBIC) are directed to immediately sanction the refund of the IGST paid in regard to the goods exported from the date of shipping bills till the date of actual refund.

"Just because some wrote A instead of B in drawback which can be considered as technical glitch or typographical error it doesn't mean that IGST refund should be stopped. It was the exporter's money and they should get it as they have paid tax on purchase," said Pankaj Bansal, CEO of TMA International Pvt Ltd.

*Courtesy: KNN India*

## Credit to Medium Industries in India Saw Jump of 21%: RBI MPC

The Monetary Policy Committee (MPC) report released on Wednesday mentioned that while credit to the industrial sector shrank by 0.2 per cent, credit to medium industries saw a whopping boost of 21 per cent. The report added that these numbers reflect measures taken by Indian government and the RBI with the aim to enhance credit flows to the MSME sector.

According to the report, credit to agriculture grew by 10.2 per cent (y-o-y) in February 2021 – which is the highest since April 2017. Credit to the services sector also witnessed a strong growth.

It pointed out that credit to the industrial sector contracted mainly due to a decline in credit to large industries (which contribute to 80 per cent of credit to the industrial sector).

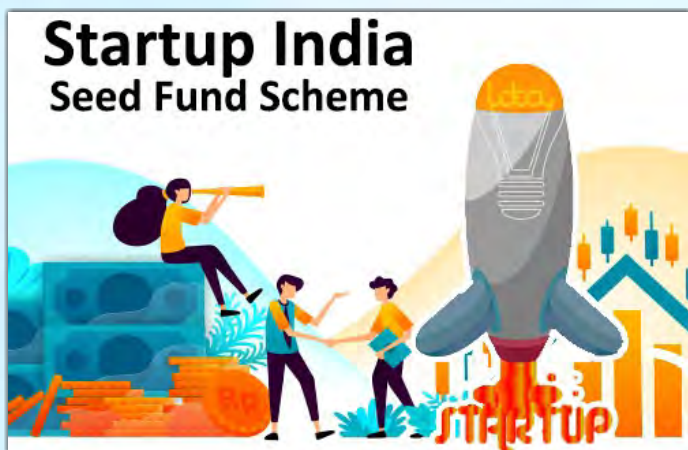
Within the industrial sector, the subsections which registered accelerated credit growth on an yearly basis in February 2021 are beverages and tobacco, mining and

quarrying, textile, food processing, vehicle, gems and jewellery, transport equipment and vehicle parts.

Credit growth to petroleum, coal products and nuclear fuels and cement and cement products, however, decelerated, while that to chemicals and chemical products, basic metal and metal products, construction, all engineering and infrastructure contracted," the report read. Contrary to the situation in the industrial sector, the services sector saw increased credit growth during H2:2020-21 (up to February 2021). What contributed to this growth was the robust credit offtake in transport operators and trade segments

The report also mentioned that bank lending to the MSMEs have also improved mainly due to the availing of the government's Emergency Credit Line Guarantee Scheme (ECLGS). "As on February 28, 2021, the utilisation under ECLGS stood at 82 percent," the report added.

## Govt launches Startup India Seed Fund Scheme



Union Commerce and Industry Minister Piyush Goyal has formally launched the Startup India Seed Fund Scheme (SISFS) to financially support early-stage startups across 300 incubation centres.

According to the commerce ministry, the fund is expected to benefit around 3,600 startups and boost the startup ecosystem, particularly in tier-2 and 3 cities. The fund aims to provide financial assistance to startups for proof of concept, prototype development, product trials and market entry. A sum of Rs 945 crore has been allocated for the fund.

Speaking on the occasion, on Monday, Goyal said that this scheme is being launched within 3 months of its announcement, one of the fastest in recent times. He said that times are tough, but our resolve is strong, and never before has it become more important for us to empower our startups.

"SISFS will Secure seed funding, inspire innovation, support transformative ideas, facilitate implementation, and Start startup revolution, he added.

The Minister said that he would like to especially encourage innovators from rural areas to come forward and benefit from this scheme.

Goyal said that under the guidance of Prime Minister Narendra Modi, DPIIT has worked tirelessly to bring a tectonic shift in the startup ecosystem in India. He assured that the department has been acting as the Facilitator, with Open door, Open Arms & Open Mind, encouraging largescale youth participation in the innovative activities.

The minister said that there has been change in approach, change in mindset from jobseekers to job providers, which is helping Startups to become the backbone of New India.

'Startup India Seed Fund Scheme will act as a bridge between ideas and their implementation. Independent & ambitious thinking in the Startup ecosystem will encourage

entrepreneurship and create a culture that will recognise innovation," he said.

The online portal created by DPIIT, for the scheme, will allow incubators to apply for funds under it. An Experts Advisory Committee (EAC) has been created by DPIIT to execute and monitor the Startup India Seed Fund Scheme, a statement from the commerce ministry said.

"Grants of upto Rs 5 crores shall be provided to the eligible incubators selected by the EAC. The selected incubators shall provide grants of up to Rs 20 lakhs for validation of Proof of Concept, or prototype development, or product trials to startups. Furthermore, investments of up to Rs 50 lakhs shall be provided to the startups for market entry, commercialization, or scaling up through convertible debentures or debt-linked instruments. The detailed guidelines of the Startup India Seed Fund Scheme are provided on the Startup India portal ([www.startupindia.gov.in](http://www.startupindia.gov.in))."

*Courtesy: KNN India*

## Cabinet Approves Amendments to the Finance Bill, 2021

The Union Cabinet, chaired by the Prime Minister Narendra Modi has approved the amendments to the Finance Bill, 2021 (enacted on 28th March, 2021 as the Finance Act, 2021).



"The amendments were essential to clarify and rationalise the proposals further and address stakeholder's concerns arising out of amendments proposed in the Finance Bill," a statement said on Tuesday.

The Government amendments to the Finance Bill, 2021 shall provide equity and inclusiveness to all the taxpayers by addressing stakeholder's concerns arising out of amendments proposed in the Bill, it added.

The Government amendments to the Finance Bill, 2021 are tax proposals which shall generate timely revenue for the Government and streamline existing provisions by addressing grievances of the taxpayers.

*Courtesy: KNN India*

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