

PRINT BULLETIN

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20

A CELEBRATION OF CRICKET AND BONDING

Printer's Premier League 2018 received good response; most importantly, print professionals played spectacular cricket.



Printers' Premier League

2018



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CATCH UP WITH COMPLAINTS

BMPA's empanelled consultants offer you advise; don't hesitate to reach out with your queries for the best solutions.

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INSPIRING PRINTERS SINCE 2005

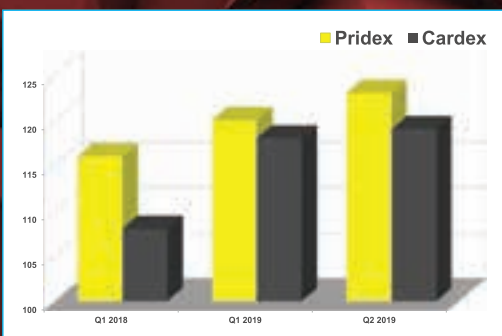
BMPA's PS is literally at the pinnacle of the knowledge-sharing annual seminars for the print industry. PS'19 is just around the corner; have you reserved a seat yet?

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SPECIAL FEATURE

PAPER vs ELECTRONICS, REALLY?

The future of print is pointing towards a digital evolution. Are we ready for the opportunity?



PRIDEX & CARDEX FOR YOU

Print Bulletin urges members to approach clients to discuss Pridex and Cardex trends, if not done already. Know more about the trend on page 05.

THE LEGACY CONTINUES





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The Bombay
Master Printers'
Association



MUMBAI MUDRAK SANGH



Nitin N. Shah
President, BMPS



Tushar Dhote
President, MMS

FROM THE PRESIDENTS' DESK

Dear Members

It is a delight to cheer you all with compliments over Natal and upcoming 2019. All our committee members wholeheartedly join us in extending these festive cheers across to each of you, your teams and households.

We look forward to meeting you at the annual show where "You eat the cake and get to keep it too!" Yes, PS comes up on Thursday, January 24, 2019 at NCPA's Tata Theatre. It is the 13th edition of this unstinting Printers' Day event.

The line-up of speakers as shown on pages 6 and 7 is a proof of why Print Summit is regarded favourably by many in our industry as the 'show of their choice.' It is a matter of pride that we have three industry captains who have aligned as co-partners. Canon, Koenig & Bauer and ITC-PSPD along with the whole assembly of other players and partners promise you a show that whets your appetite and quenches the thirst to know more. After all: *Yeh Dil Mange More!*

And more it is! The recently played PPL18 presented by Toyo Ink India and co-organised by BMPS-MMS was a very enjoyable day. PPL18 was won by Team Green under the captaincy of Tushar Dhote. Held since 2016, the Printers' Premier League is all about getting cheered, jeered and giving your family and co-workers a fun-filled day. At the PPL, members enjoy music, street-food, relaxing foot massages, tattoos, Tarot fortune reading, besides bonding over exhilarating cricket. We are looking forward to PPL19.

There is still more in the store. Due congratulations fan out to every one who took part in the NAEP and our colleagues from Madurai to have hosted and organised this big-ticket event of the AIFMP. *Print Bulletin* in its subsequent issue will cover the Awards and commemorate the winners.

On March 2, 2019, MMS Lifetime Achievement Award 2019 will be conferred upon CMD of Line O Matic Industries, Uday Patel, at The Sahara Star, Mumbai. A true visionary and dynamic entrepreneur, Mr Patel has made the entire country proud by being the pioneer in the exercise notebook-making machinery and paper converting machinery segment.

The MMS Power Lunch Round Table Meeting in the morning session will be followed by the Lifetime Achievement Award ceremony in the evening. The Keynote speaker for the day will be Padma Shri recipient Dr Deepak Pathak, the Inventor of the Aakash Tablet.

We look forward to welcoming you all at PS19 and MMS LTA with team BMPS and MMS.

Nitin N. Shah

Tushar Dhote

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Iqbal Kherodawala of Printline Reproductions holds a mirror up to us with his to-the-fact, yet hilarious articles about our 'typically Indian' habits.



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Has something you've read in PRINT BULLETIN intrigued or excited you? Write in and share it with us. We would love to hear from you, we shall publish a selection of your responses in the forthcoming issues.

Email us at: ex.sec@mumbaimudraksangh.org

We welcome your emails, while reserving the right to edit them for length and clarity. By sending us your letters you permit us to publish it in the magazine. We regret that we cannot always reply personally to your emails.

Pamex 2020: Marching Towards a Grand Success



Over 25,000 unique visitors attended the previous edition of Pamex.

AIFMP's flagship international exhibition on printing and allied machinery Industries, PAMEX is all set for Mumbai between January 6 and 9, 2020 at the state-of-the-art facility of Bombay Exhibition Centre in Goregaon.

The 2017 edition of the exhibition, presented more than 350 companies, recorded numerous business deals and witnessed an unprecedented 25,223 unique visitors. In 2020, Pamex will bring 400+ exhibitors from more than 25 countries. A few leaders from the industry who have already confirmed their presence in the exhibition are Acme Machinery (India) (P) Ltd., Advanced Graphic Systems, Ample Graphics (P) Ltd., APL Machinery (P) Ltd., Autoprint Machinery Manufacturers (P) Ltd., Canon India, Condot Systems (P) Ltd., Electromec Machinery Manufacturers (P) Ltd., Five Star Printing Machinery,

Komori, Konica Minolta Business Solutions India (P) Ltd., Line O Matic Graphic Industries, Memory Repro Systems (P) Ltd. and Xerox India.

The Show features generation next technologies from worldwide solution providers across various categories like pre-press, in-press and post press segments. The Show also presents dedicated pavilions for label and narrow web printing and presses; paper and board converting and corrugated machinery and equipment. Flexo and gravure printing, digital presses, web offset presses, sheetfed offset presses and signage machinery and process equipment will widely be displayed at the event.

The added attraction in 2020, besides several new companies signing up for the Show, will be the World Print and Communication Forum (WPCF) meet. The WPCF is a collaborative platform for the world's significant transnational and national printing associations, who work together to promote the development and prosperity of the global printing industry. This will be the first edition of the meet at Pamex exhibition. The Pamex promotional activities are being carried extensively in all parts of the country. The show has also participated in international events to drive participation from all across the globe.

AIFMP'S Pamex is organised in association with Print-Packaging.com (P) Ltd.



PRIDEX AND CARDEX TO EMPOWER YOUR PRICE-NEGOTIATIONS

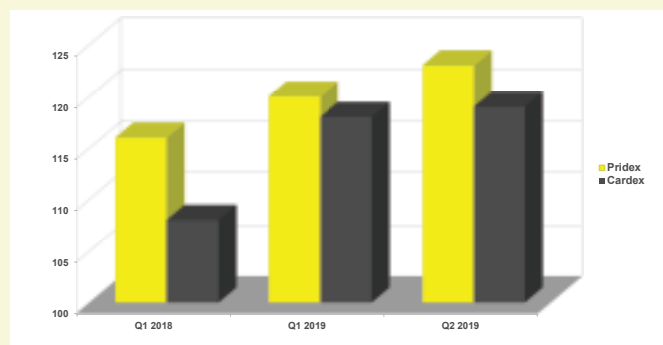
What are the latest trends?

CRISIL has published the Q2 (FY19) results for the indices CARDEX and PRIDEX. Values of both indices are up. CARDEX stands at 119 while PRIDEX is up to 123 – representing a quarter on quarter increase across all costs by 2% in Packaging (folding cartons) vertical and 3% for Commercial Printing respectively. Since FY17, CARDEX has moved up by 14.5% and PRIDEX by 7.9%.

What makes Cardex or Pridex a robust tool?

"The Indices team identified and listed different costs that the industry incurs – from the supply of raw material to finance, human resource and transport. The core team identified these costs incurred by the industry; however, the next crucial and essential step was to factor in their weightage for the index," Member of the Managing Committee of BMPA and the thought-leader behind the CRISIL-AIFMP indices Sanjay Patel details the process of arriving at the data-trends presented by Cardex and Pridex, "this was when the two distinct input-cost-based indices were envisioned: Pridex for the commercial printing sector and Cardex for the packaging sector."

"Then came the arduous task of identifying and coordinating with the sources – the manufacturers and suppliers of the input materials, paper manufacturing companies, ink manufacturers, for example. The team chose sources companies that have a



pan-India presence because the indices are uniform for across India; these input sources periodically communicate the cost of their supplies to determine the basis for the index for that particular input-resource," adds Mr Patel.

The detailed methodology used at computing the Cardex and Pridex is readily available at <https://tinyurl.com/yaqrr65m>. FY2013-2014 is the base year for the twin indices with index value at 100.

Where is the indices data?

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



Vivek Krishnani

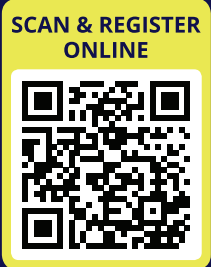
MD, Sony Pictures Entertainment India

Key Note:
Average is Normal.
Focus on Your Strength and Move On.

B.K. (Sister) Shivani
Teacher, Brahma Kumaris World Spiritual University



SPEAKERS



PS19



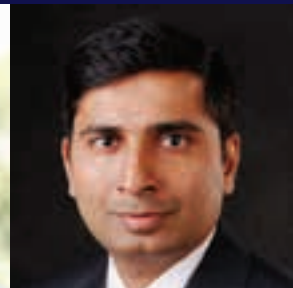
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Regular Receivables Make A Better Bottom-line



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ENTERTAINMENT



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Dhanashree Pandit Rai (Thumri) and Sanjukta Wagh (Kathak)

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- PS is a full day event. ■ Registration 8.30am over refreshments. PS starts 9.50am sharp.
- PS hosts all-day hospitality including cocktails & dinner. ■ EARLY BIRD offer ₹3,500+GST.

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Pantone colour of the Year 2019 is Living Coral

Colour of the year by Pantone has created waves and set new standards for the thought process of choosing, using and designing colours in different industries. With Living Coral, Pantone connects with vibrancy of life.



craving human interaction and social connection, the humanising and heartening qualities displayed by the convivial Pantone Living Coral hit a responsive chord," Executive Director of the Pantone Colour Institute Liatrice Eiseman explained the Pantone's choice of the colour for 2019.

A thoughtful choice that sets the benchmark

An animating and life-affirming coral hue with a golden undertone that energizes and enlivens with a softer edge is Pantone's colour of the year for 2019.

In reaction to the onslaught of digital technology and social media increasingly embedding into daily life, we are seeking authentic and immersive experiences that enable connection and intimacy. Sociable and spirited, the engaging nature of PANTONE 16-1546 Living Coral welcomes and encourages light hearted activity. Symbolising our innate need for optimism and joyful pursuits, PANTONE 16-1546 Living Coral embodies our desire for playful expression. Representing the fusion of modern life, PANTONE Living Coral is a nurturing colour that appears in our natural surroundings and at the same time, displays a lively presence within social media.

Young, fresh and vibrant

PANTONE 16-1546 Living Coral emits the desired, familiar, and energising aspects of colour found in nature. In its glorious, yet unfortunately more elusive, display beneath the sea, this vivifying and effervescent colour mesmerises the eye and mind. Lying at the centre of our naturally vivid and chromatic ecosystem, PANTONE Living Coral is evocative of how coral reefs provide shelter to a diverse kaleidoscope of colour.

"Colour is an equalising lens through which we experience our natural and digital realities and this is particularly true for Living Coral. With consumers

For about 20 years, Pantone's colour of the Year has influenced product development and purchasing decisions in multiple industries, including fashion, home furnishings, and industrial design, as well as product, packaging, and graphic design. The colour of the Year selection process requires thoughtful consideration and trend analysis. To arrive at the selection each year, Pantone's colour experts at the Pantone Colour Institute comb the world looking for new colour influences. This can include the entertainment industry and films in production, travelling art collections and new artists, fashion, all areas of design, popular travel destinations, as well as new lifestyles, play styles, and socio-economic conditions. Influences may also stem from new technologies, materials, textures, and effects that impact colour, relevant social media platforms and even upcoming sporting events that capture worldwide attention.

The Pantone Colour Institute is the business unit within Pantone that highlights top seasonal runway colours, forecasts global colour trends, and advises companies on colour for product and brand visual identity. Through seasonal trend forecasts, colour psychology, and colour consulting, the Pantone colour Institute partners with global brands to leverage the power, psychology, and emotion of colour in their design strategy.



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DIGNITARIES & SPEAKERS AT THE EVENT



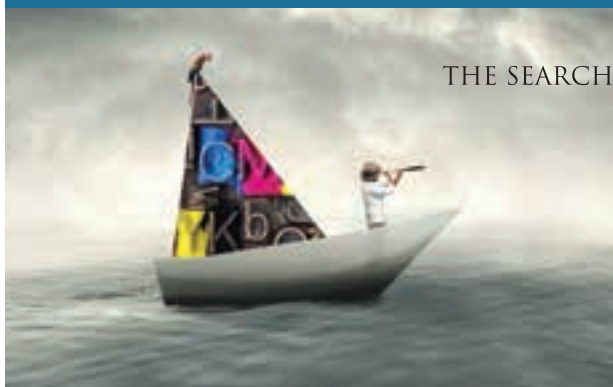
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Manroland Evolution: a 1,000-unit stint

In mere three years, Manroland Web Systems has successfully produced and installed 1,000 units of Evolution series sheetfed press. Do you still have any doubts about offset?



Belgian Packaging printer Impritex's new ROLAND 700 EVOLUTION

Continuing the impressive ROLAND 700 EVOLUTION success story, October 2018 saw the press's one thousandth printing unit rolling off the assembly line at the Manroland Sheetfed headquarters in Offenbach, Germany since the first EVOLUTION press was commissioned at Samson Druck, Austria. This was for a six-colour double-coating machine with a wide range of accessories, scheduled for installation at the premises of Wavre-based Belgian Packaging printer Impritex.

A 3-year success and technology leadership

Since its first installation in early 2015, the ROLAND 700 EVOLUTION has been hailed for its many technical innovations, including simultaneous plate loading (SPL) which allows for cleaning of blanket and impression cylinders during the plate changing process, while the newly developed power plate loading (PPL) delivers automated coating plate change to make the changeover process even faster and more user-friendly.

Flexible utilisation of equipment is a hallmark of the ROLAND 700 EVOLUTION, evidenced in printing units which are prepared for both conventional and UV inks. The newly developed UV ink mist extraction

systems and four-fold detergent circuits serve to reduce changeover between different ink systems.

Alongside many technical innovations, Manroland Sheetfed has also provided the pioneering ProServ 360° service partnership package for all ROLAND 700 EVOLUTION owners. For 24 months after installation this maintenance contract provides periodic inspections, remote check-ups and machine maintenance, accompanied by performance analysis and information



Roland 700 Evolution was launched in November 2014. With this launch, Manroland set a new standard in press technology.

on how to exploit perceived improvement potential.

For many years, the ROLAND 700 HiPrint and Direct Drive have been significant factors in Impritex's success in exporting products to many countries from its base just outside Brussels and the best of both machines have now been combined in the new ROLAND 700 EVOLUTION. Based on these positive experiences, Impritex ordered a well-equipped ROLAND 706 LTTLV EVOLUTION specially tailored for the production of long production runs. Highest productivity is the main focus of the machine configuration.

For Impritex, the fully automatic non-stop device in the feeder, the newly developed counterpart in delivery, the rollomat, the installation on plinth and the connection to the AUPASYS-Material logistics system create the best conditions for optimum market competitiveness.

A thousand EVOLUTION printing units delivered across more than 35 countries and to a variety of market segments, shift models and application areas is ample evidence that the ROLAND 700 EVOLUTION is the ideal product for its market.

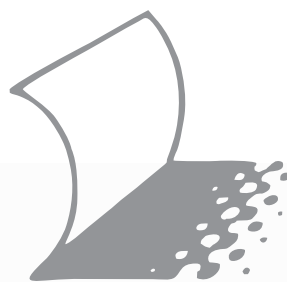
About Manroland Sheetfed

Manroland Sheetfed GmbH is a leading German producer of sheetfed offset litho printing presses. Founded



(L-R) Antoine Grandjean (Impritex), Alain Grandjean (Impritex), Denis Bourez (Impritex), Stephan Vandroogenbroeck (Impritex), Ahmed Hassani (Impritex), Carl Vandermeersch (Manroland Benelux), Rafael Penuela (CEO, Manroland Sheetfed GmbH)

in 1871, the company is one of the oldest producers of printing presses in the world. Today the company has its own subsidiaries in over 40 countries and is a global watchword for supreme quality and reliability. Manroland Sheetfed GmbH is a wholly owned subsidiary of the privately owned UK engineering group, Langley Holdings plc.



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Catch up with compliance

BMPA has constituted a panel of consultants to support Print Bulletin readers with up-to-date information and to resolve queries regarding tax updates, FEMA, Banking sector and the Companies Act.



Just as banking has changed, so are crimes and criminals. One must be beware and be aware to protect the deposits in bank accounts by protecting privacy and personal information. Image: stevepb via pixabay

CGST Rules.

The competent authority has decided to extend the due date for filing FORM GSTR-9, FORM GSTR-9A and FORM GSTR-9C till 31st March, 2019. The requisite forms shall be made available on the GST common portal shortly. Relevant order is being issued.

Change of email and mobile number of the authorized signatory by taxpayers with assistance from the jurisdictional tax officer under GST system

Complaints are being received from taxpayers that the intermediaries who were authorised by them to apply for registration on their behalf had used their own email and mobile

number during the process. They are now not sharing the user credentials with the taxpayer on whose behalf they had done the registration in the first place and the taxpayer is at their mercy.

With a view to address this difficulty of the taxpayer, a functionality to update email and mobile number of the authorised signatory is available in the GST System. The email and mobile number can be updated by the concerned Jurisdictional tax authority of the taxpayer as per the following procedure:

- Taxpayer is required to approach the concerned jurisdictional Tax Officer to get the password for the GSTIN allotted to the business. Jurisdiction can be checked through Search Taxpayer option available on <https://www.gst.gov.in> Allotted jurisdiction is displayed in red text.
- Taxpayer would be required to provide valid documents to the tax officer as proof of his/her identity and to validate the business details related to his GSTIN.
- Tax officer will check if the said person is added as a Stakeholder or Authorised Signatory for that GSTIN in the system.
- Tax officer will upload necessary proof on the GST Portal in support to authenticate the activity.
- Tax officer will enter the new email address and mobile phone number provided by the Taxpayer.
- After upload of document, Tax officer will reset the password for the GSTIN in the system.

GST update

Revenue collections for October 2018 crosses Rupees one lac crore

The total gross GST revenue collected in October, 2018 is ₹1,00,710 cr., segregation of which is as follows:

IGST	₹53,419/- cr.
CGST	₹16,464/- cr.
SGST	₹22,826/- cr.
Compensation cess	₹8,000/- cr.

The revenue collected in October, 2018 at ₹1,00,710 cr. is higher by 6.64% compared to September, 2018 collection of ₹94,442 cr. The total number of GSTR 3B Returns filed for the month of September up to October 31, 2018 is ₹67.45 lac.

Extension of the deadline for filing GSTR-9

In a recent Press Release dated 7th Dec 2018 the CBIC has extended the due date for filing of FORM GSTR-9, FORM GSTR-9A and FORM GSTR-9C from December 31, 2018 to March 31, 2019.

Extension of due date for filing FORM GSTR-9, FORM GSTR-9A and FORM GSTR-9C FORM GSTR-9 and FORM GSTR-9A have been notified vide notification No. 39/2018-Central Tax, dated 04.09.2018 while FORM GSTR-9C has been notified vide notification no. 49/2018-Central Tax, dated 13.09.2018 as part of the



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Swing Cylinder type



Maestro 102AII
(41" x 29")
Stop Cylinder type

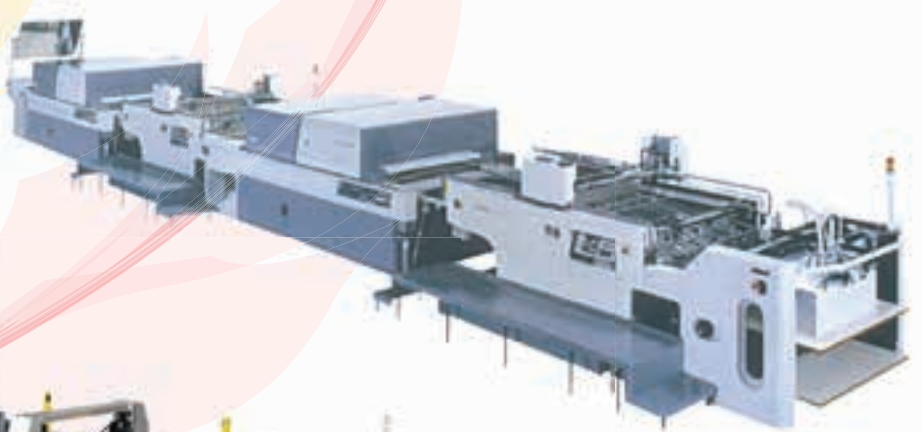


Maestro 102SD
(41" x 29")
Cylinder Servo type



Maestro MF-80
(32" x 23")
Fully Automatic
Flat Bed Screen Printing Press

DMS 102AII
(41" x 29")
Two Colour Stop Cylinder
with Sakurai UV Dryer & Stacker



MSDR60
(22" x 20")
Roll to Roll CYLINDER
SCREEN PRINTING MACHINE

MODEL	SC72AII	SC102AII	SC112AII	SC142AII	MS80AII	MS102AII	MS80SD	MS102SD	DMS102AII	MF-80	MSDR60
Max. Print size	720 x 500 mm	1020 x 700 mm	1130 x 780 mm	1400 x 995 mm	770 x 500 mm	1050 x 730 mm	720 x 500 mm	1050 x 730 mm	1050 x 730 mm	800 x 585 mm	550 x 500 mm
Speed	1000 ~ 3600 IPH	900 ~ 3300 IPH	900 ~ 3300 IPH	800 ~ 2000 IPH	400 ~ 3600 IPH	800 ~ 4000 IPH	100 ~ 2000 IPH	200 ~ 2000 IPH	800 ~ 2000 IPH	1000 IPH	660 FS
Thickness	0.1 ~ 0.8 mm	0.1 ~ 0.8 mm	0.1 ~ 0.8 mm	0.1 ~ 0.8 mm	0.05 ~ 0.8 mm	0.075 ~ 0.8 mm	0.05 ~ 0.8 mm	0.075 ~ 0.8 mm	0.1 ~ 0.8 mm	0.1 ~ 3 mm	0.025 ~ 0.1 mm

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Status of refund claim after issuance of deficiency memo and re-credit of electronic credit ledger

Circular No. 59/33/2018-GST dated the September 4, 2018 earlier clarified that once a deficiency memo has been issued against a refund application, the amount of ITC debited under rule 89(3) of the CGST Rules, 2017 is required to be re-credited to the electronic credit ledger by using FORM GST RFD-01B and the taxpayer is expected to file a fresh application for refund.

Presently, the common portal does not allow a taxpayer to file a fresh application for refund once a deficiency memo issued against an earlier refund application for the same period. It is clarified that till the time such facility is developed, taxpayers would be required to submit the rectified refund application under the earlier Application Reference Number (ARN) only. Thus, it is reiterated that when a deficiency memo in FORM GST RFD-03 is issued to taxpayers, re-credit in the electronic credit ledger is not required to be carried out and the rectified refund application would be accepted by the jurisdictional tax authorities with the earlier ARN itself. It is further clarified that a suitable clarification would be issued separately for cases in which such re-credit has already been carried out.

FAQs for the annual return under

What is Legal provision for filling GST Annual Return?

Legal requirement of filing Annual return hereafter called GSTR-9 is governed by section 35(5) and section 44(1) of CGST Act. Section 44(1) of CGST Act read with Rule 80(1) of CGST Rules require that every Registered person other than a) an Input Service Distributor, b) a person paying tax under section 51 (TDS) or section 52 (TCS), c) a casual taxable person and d) a non-resident taxable person, shall electronically furnish an annual return for every financial year in Form GSTR-9 through the common portal (www.gst.gov.in) either directly or through facilitation centre on or before the thirty-first day of December following the end of such financial year.

Further, as per section 35(5) of CGST Act, every registered person whose turnover during a financial year exceeds the prescribed limit (₹2 cr.) shall get his accounts audited by a chartered accountant or a cost accountant and shall submit a copy of the audited annual accounts, the reconciliation statement (GSTR-9C) under sub-section (2) of section 44 and such other documents in such form and manner as may be prescribed. Reconciliation statement – GSTR-9C is reconciliation of data as per books of accounts and data as reported in GSTR-9.



CGST Rules require that every Registered person other than a) an Input Service Distributor, b) a person paying tax under section 51 (TDS) or section 52 (TCS), c) a casual taxable person and d) a non-resident taxable person, shall electronically furnish an annual return for every financial year in Form GSTR-9 through the common portal (www.gst.gov.in) either directly or through facilitation centre on or before the thirty-first day of December following the end of such financial year. Image: stevepb via pixabay

What will be source of information for filling up GSTR-9?

GSTR-9 is merely a compilation of data filed in GSTR-3B and GSTR-1. As per the instructions of the form GSTR-9, it is stated that information of outward supplies 'may' be derived from Form GSTR-1. Hence, so far as Outward supplies and tax payable in the annual return is concerned, the same are to be extracted from Form GSTR-1 only.

Inward supplies, input tax credit and the net tax paid in cash are to be gathered from Form GSTR-3B. But before filing GSTR-9, Value as per GSTR-3B and GSTR-1 must align. If there are any differences, then the same must be adjusted to subsequent returns filed up to September-18 as per circular 26/26/2017-GST dated December 29, 2017.

It seems that the inherent assumption that has been taken while drafting the form is that Form GSTR-3B and Form GSTR-1 are in consonance with each other which may not be always true.

In case the values as per Form GSTR-3B and GSTR-1 are not matching with each other, one may arrive at a differential value of tax payable and tax paid as per annual return. A clarification may be expected from the Government regarding the manner of payment of any additional liability (if any). However, if one faces such a situation, then the additional tax liability may be paid through Form GSTR-3B of the subsequent month/Form DRC-03.

Which information shall be to be provided in Table 4G for Inward supply on which tax is to be paid on reverse charge basis?

Tax paid on reverse charge basis are to be reported in Table 4G. There are two type of reverse charge transactions, one is specific reverse charge on certain supplies u/s 9(3) of CGST Act / 5(3) of IGST Act and another is general reverse charge which was effective till 12 th October 2017 applicable on procurement of inward supply from unregistered person u/s 9(4) of CGST Act / 5(4) of IGST Act.

To read complete FAQs, scan the QR code.



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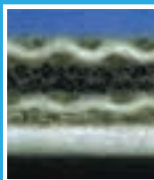
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Duty drawback update

The duty drawback (DBK) rate for export products covered under Chapter 48 and 49 are updated. The following list provides old and new rates for comparison; *for the detailed list, scan the two QR codes shared with the article.*

Tariff Item	Description of goods	Unit	A		B		New DBK Rate w.e.f. December 19, 2018
			DBK Rate	DBK cap per unit in r	DBK Rate	DBK cap per unit in r	
Chapter 48 updates							
Paper and paperboard; articles of paper pulp, of paper or of paperboard							
4802	Uncoated paper and paperboard, of a kind used for writing, printing or other graphic purposes, and non perforated punch card and punch tape paper , in rolls or rectangular (including square) sheets of any size, other than paper of heading 4801 or 4803; hand-made paper and paperboard		1.9%		1.9%		1.5%
4804	Uncoated Kraft Paper And Paper-Board, In Rolls Or Sheets, Other Than That Of Heading 4802 Or 4803		1.9%		1.9%		1.5%
4805	Other uncoated paper and paperboard, in rolls or sheets, not further worked or processed than as specified in Note 3 to this Chapter		1.9%		1.9%		1.5%
Chapter 49 update							
Printed books, newspapers, pictures and other products of the printing industry; manuscripts, typescripts and plans							
4901	Printed books, brochures, leaflets and similar printed matter, whether or not in single sheets						1.5%
490101	Single/ Multi Colour Printed Books with/without soft/hard, PVC/BOPP Laminated Jacket Cover	Kg	7%	13	1.9%	3.5	Deleted
490102	Books all sorts, other than those made of newsprint and excluding educational books made out of duty paid writing /printing paper	Kg	7%	13	1.9%	3.5	Deleted
490201	Periodicals/ Magazines other than those made of newsprint	Kg	6.7%	11	1.9%	3.1	1.5%
4903	Children's picture, drawing or colouring books		1.9%		1.9%		1.5%
4910	Calendars of any kind, printed, including calendar block		1.9%		1.9%		1.5%
4911	Other printed matter, including printed pictures and photographs		1.9%		1.9%		1.5%

Banking update

Don't fall prey to a digital fraud

Banks hold the deposits of our hard-earned money. Like many other businesspersons, print professionals use banks for commercial transactions, without any maximum limit to the deposit amount in any bank account. The bank accounts are used for depositing and withdrawing the money.

Traditionally the bank transactions were carried out through paper-based, physical instruments by writing the amounts and filling slips and cheques, and signing them to prove authenticity and authorise the transactions. Now, due to digitalisation the operation of the banks has moved towards paperless transactions. Many banking operations are possible with the help of one click of the button on a

mobile, a smartphone, or a computer. This has brought revolution in working of banking transaction. Transactions are rapid; young generation is more comfortable with digital banking as against traditional banking method, bringing in more people into banking. Almost all the bank has joined in the race of digitisation, including great investments in advertising to promote digital banking.



Digitisation of banking transactions have gave birth to new kind of financial crimes. These criminals need information such as the particularly confidential critical passwords and PIN, account number and the branch details etc. To fetch this information from unsuspecting customers, criminals send you the message on your mobile, as if it is sent by your bank. They smartly make you believe that it is your bank officer who is trying to communicate to you.

The text of the message is very lucrative, so that you take interest in that offer. Smartly they give the account number which is not correct. As a human being when you referred this offer but have found the account number is wrong, you will reply with correct number. The criminal use this information for withdrawing the amount. As a precaution, please do not reveal your sensitive details to anyone through mobile phone.



the bank. Criminals are also smartly give the impression that they are bank officers. Under any pretext they get PIN, debit or credit card details, CVV, etc., and use this information to withdraw the amount from the account. In Thane district several complaints are received from the account holders of Bank of India.

So, beware and be aware!

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CHALO DELHI FOR PACKPLUS 2019

The total packaging, converting, supply chain event is expected to be sold out soon. On the backdrop of the enormous success of the previous edition, PackPlus 2019 is all aimed to make it big – 200+ exhibitors already signed up for the Show, the event is expected to be sold out months before the scheduled date.

Co-located with CartonTech, SupplyPlus, PackSol and India Converting Show, PackPlus will be held between August 28 and 31, 2019 at Pragati Maidan, New Delhi. Spread over 11 halls of Pragati Maidan, the Show will present exhibitors from all parts of India and neighbouring countries. The exhibitors will span across three major segments – (a) Primary Packaging and Automation, (b) Supply Chain and Material Handling and (c) Flexible packaging, Converting and Corrugation.

The event will be attended by important decision-makers and specifiers from top and middle management from various industries including pharmaceutical and chemical; food and beverage, dairy and meat; engineering; garments and textiles; personal care products and logistics. Printers, converters, packaging professionals and packaging end users as well as the providers of materials, equipment and services will also visit in large numbers.

The Delhi edition of PackPlus also hosts a one-day knowledge sharing interactive session at International Packaging Conclave. To view event reports of past edition, please log on to- <https://www.packplus.in/IPConclave2018.php>. To check 2018 post event report of PackPlus Exhibition, log on to <https://www.packplus.in/responsive/pdf/PackPlus2018-report.pdf> More details are available on www.packplus.in For any further query, please write to Shantanu on shantanu@nextevents.in



In 2018, the event featured 400+ exhibitors who attracted a footfall of more than 20,000 visitors.

Embossing at its best on Iggesund greeting card

This year's greeting card from Iggesund Paperboard is designed by the Taiwanese designer Kevin Chen, who specialises in embossing and foil stamping. The moose on the front of the card is a very deep and detailed blind embossing with several levels. The globe is a combination of blind embossing and foil stamping in silver. The card has several parts, which are made of Invercote Duo 610 g/m² and Invercote Creato 300 g/m². Chen says that Invercote Duo in particular is one of his favourite embossing substrates.

"Embossing places tough demands on the paperboard – the physical strain and the increased temperature caused by the encounter between the paperboard and the embossing tool. At the same time, the paperboard must be able to reproduce fine details. In my view, Invercote Duo's strength properties and physical durability are ideal for embossing," says Mr Chen. The secret behind Invercote's strength properties is that the paperboard is constructed in three layers. This makes it possible to vary the fibre composition and thereby to control the physical properties.

The 51-year-old Taiwanese designer Kevin Chen's focus on embossing was inspired at an early stage by the relief sculptures he saw at institutions such as the British Museum and the Louvre. When he later began his graphic career by designing wedding cards, he used the technique to enhance the recipient's experience of



The highlight of the Iggesund Christmas card is a deep, blind embossing of a moose.

the card. Another source of inspiration has been Guiseppe Castiglione, an Italian Jesuit who went to China as a missionary in the 17th century and who also painted. He began by producing wedding cards at the beginning of the 1980s. His company also gradually moved into producing the packaging for corporate gifts for companies such as Toyota, Ferrero Rocher, 7-Eleven and Pernod Ricard. Previously, his company aimed to manage as many stages of the production chain as possible. Today, it outsources all the stages except the embossing and foil stamping, over which he keeps complete control.

Callas pdfGoHTML 2.0 released

callas software, a leading provider of automated PDF quality assurance and archiving solutions, today published version 2.0 of callas pdfGoHTML. This free Adobe Acrobat plugin converts tagged PDF files into HTML format. A key feature of this new release is the total redesign of the way that tag structures are visualized. callas pdfGoHTML 2.0 is also significantly more robust when handling PDFs with unusual or very complex tag structures, and it now also fully supports PDF 2.0.

callas pdfGoHTML has been making tagged PDFs more accessible since 2012, converting their content into HTML and then opening these HTML files in the user's browser. The focus in this context is on an intuitive colour-coded representation of the structure of the file content — an ideal complement to the tag tree visualization in Acrobat Pro which can often be difficult to read. As a result, quality control for tagged PDFs becomes a much faster process, and tagging problems can be identified and resolved extremely quickly. callas pdfGoHTML also provides a number of other views to make it easier to assess potential display formats for a tagged PDF, including relaxed reading, higher-contrast, inverted or large-print formats. "This makes callas pdfGoHTML 2.0 an indispensable companion for all creators of accessible tagged PDFs — particularly those that need to meet the PDF/UA standard", said Dietrich von Seggern, Managing Director at callas software GmbH.

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A CELEBRATION OF BONDING

Printer's Premier League 2018 received a good response; most importantly, print professionals played spectacular cricket.



The Green Team won PPL18. Players from Green and Magenta teams played the finals to win the tournament; the Green team hit the boundary in winning the PPL18.



I am a cricketer for the past 40+ years. I enjoyed the tournament. Perhaps, during the matches the music could be lowered; I would have loved to hear more cheers. I would really urge members and member-companies to participate in the PPL in more numbers. The ambience, the food, and the overall event organisation were excellent. It had a positive vibe; I am sure if more of us participate with our families and friends, we shall enjoy more. – Bhupendra Satiya, Print and Pack



In its third edition, the Printers' Premier League (2018) was organised on December 8, 2018, at the Mumbai Western Railway Stadium in Lower Parel. Toyo Ink India supported PPL'18, BMPA-MMS' marquee sports event.

CRICKET AND



Eight teams, 56 players played nine matches of six overs each to claim the right to be the winners of PPL18 and take home the winning trophy.



PPL tournament was organised well – a perfect event. The tournament presented a good business opportunity for us to meet our customers and establish a dialogue with potential customers. Moreover, it was not just about business. For each member of Team Toyo, it was a perfect event. – Jinesh Bariya, Toyo Ink



PPL is truly a carnival of cricket. The participating members have fun playing very competitive matches. Each year, PPL witnesses fiercely fought matches, nail-biting wins, and well-played cricket. PPL'18 had many such moments when the players showed their mettle.



I don't play cricket often, but I participated to meet and enjoy the tournament with all my colleagues from the industry. The venue of the tournament is very good; it creates a perfect atmosphere for PPL. The way you formed prints gave us all equal chance at winning the PPL18; I appreciate it the most. – Hitesh Vora, Eshank Print Creations



Besides cricket, PPL offers many fun activities for the family and friends attending the tournament. This year, the Taro reader was flocked by the family members and friends to know not just about their future, but also to know if their favourite team would win the tournament.



The Magenta Team captain received the PPL18 trophy for the runner-up team. The team players celebrated their podium finish with a group photograph.



It was fun playing in the tournament. I haven't played cricket in a long time, so I participated. Additionally, I got a chance to meet and make friends with a lot of other print professionals. The matches were competitive yet very friendly. Off the field, it was fun cheering for the other teams, so we had a great team against our team for our match. – Rishi Joshi, Award Offset



Each year at PPL, foot massage is a hot-favourite service. The masseurs are visually-challenged individuals offering their expert services to the member-players and their families at PPL.



The young and die-hard cricket fan little Zainab Hakimuddin Bhopalwala marked her presence at PPL18 with her enthusiastic and energetic participation through the tournament. She enjoyed the matches, cheered the players, and celebrated the wins with the players. PPL18 specially felicitated her for her spirit for cricket.



PPL is an opportunity for Mumbai's print professionals to come together, compete with each other on the ground, and truly appreciate camaraderie. The otherwise-business-competitors are seen greeting and cheering and giving away trophies at PPL.





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The market is demanding a change

The latest reports by Iggesund and Tetra Pak are pointing at changing customer-behaviour and shifting market preferences; these changes will define the printed products and packaging of today and tomorrow.



“When we could have just as impactful cards in paperboard as in plastic we didn’t hesitate to switch – for the environment’s sake,” says Anna Marcusson, product manager for gift cards at SF Bio.

The sudden awareness regarding the use of more sustainable packaging acts as a driving force behind global companies shifting their focus from plastic to paperboard. Also, the consumer playing a crucial role in this two-way process serves as a major influence resulting in this shift from plastic to paperboard. The two distinct trends in the market point at one thing: new markets led by more aware, connected and concerned consumers are demanding a change in the products of our industry.

Loyal to paperboard and environment

“When our card supplier, Megacard, suggested we could make our gift cards from paperboard and thereby drastically reduce their environmental impact, it was self-evident to us to switch,” explains Anna Marcusson, product manager for gift cards at SF Bio, Sweden’s largest cinema chain, about their latest drive replacing all its cards. “In plain language, it means we are phasing out the use of 10 tonnes of PVC a year by phasing out the plastic and replacing it with cards made of Invercote from Iggesund Paperboard,” she continues.

Replacing plastic with a non-fossil material is a clear trend, not least in the packaging industry. Switching from fossil plastic to an alternative material such as paperboard reduces companies’ climate impact. Changing an established infrastructure takes time, though, especially if it means that the packaging must be redesigned, the packing equipment modified or replaced, and the distribution from manufacturer to consumer is affected. The UK food company Iceland has attracted widespread attention with its pledges to eliminate plastic in its packaging within five years. Many people with packaging experience say five years is a reasonably short time given the challenges faced by Iceland.

In light of these factors, the switchover by IKEA and SF Bio have occurred very quickly, and there is a reason to believe that many more companies will follow their example. “Because the cards’ format is identical, it’s easy to make the switch. Apart from the actual production process for making the cards, very few other components of companies’ existing equipment need to be modified. So this is a very simple step to take compared with redesigning a plastic packaging solution, where complex



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and fully automated packing lines must be modified,” explains Johan Granås, Head of Sustainability at Iggesund Paperboard, who was closely involved in developing the solution that IKEA finally chose.

Packaging preference is changing

The iggesund report also cites Apple as another example of this packaging industry trend, where packaging developers are focusing on reducing the use of plastic. Among other things, the report details how Apple succeeded in reducing the plastic content of the iPhone 7 packaging by 84% compared with that of the iPhone 6s. Apple’s smart speaker, HomePod, launched at the beginning of 2018, is a clear example of this approach. An incredibly complex paperboard construction with closures holds the speaker cord in place, and there is also a setup to secure the plug. “Ten years ago, any manufacturer would have solved this issue with plastic,” Mr Granås says. “But now



The cord holder for Apple’s smart speaker HomePod, which was launched at the beginning of 2018, is a clear example of the trend to replace plastic with paperboard. Ten years ago plastic would have been the obvious choice – but not today.

we’re seeing time and again how companies are investing strongly in creating alternative solutions in paperboard – not only Apple but many, many others.” Mr Granås is careful to say that plastic is still an important material in both today’s and tomorrow’s packaging market. Traditional paperboard packaging for food often needs a plastic barrier to create a seal that protects against grease, moisture and aromas. Making the packaging’s construction out of paperboard and then creating the barrier with the thinnest possible plastic coating is already an excellent example of proper materials management.

“The development of fossil-free plastic materials is happening very quickly, and I predict we will soon have bio-plastics with less and less fossil content, which will significantly reduce the climate impact of food packaging in particular,” Mr Granås concludes.

Online is growing; it needs smarter packaging

The last time we struggled with those huge bags from the supermarket is now no more a heavy responsibility. Online grocery shopping tries to simplify the modern day lifestyle making it easier and hassle-free. Convenience, quick services, redefining the consumer experience and going beyond the limitations of the brick-and-mortar shops support the reason behind the idea of online shopping.

“The development of fossil-free plastic materials is happening very quickly, and I predict we will soon have bio-plastics with less and less fossil content, which will significantly reduce the climate impact of food packaging in particular,” Mr Granås concludes.



Online grocery shopping is growing at a double-digit rate at about 17% CAGR, while traditional stores are being reinvented, merging into an omnichannel where consumers expect to be able to buy whenever, wherever and however they choose, with the smartphone as their compass.



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Safe delivery of goods and promised durability along with smart packaging is a combined set of aims and objectives. Consumers are now more concerned and aware of the sustainability of their packaging.

The Tetra Pak Index 2018 report, based on consumer research conducted in the USA, the UK, China, Saudi Arabia and Korea, a global market segmentation study, as well as interviews with e-retailers in the US, Europe and China, suggests that smart packaging technologies based on unique digital codes will take both online and off-line grocery in exciting new directions in the next few years. A point to note: online channels are way more accessible and convenient, and to stay in the online battleground, physical retail shops too are reinventing and innovating.

The Tetra Pak Index 2018 highlights the four key trends shaping the growth of online grocery:

Convenience is the primary driving force for rising demand for online grocery shopping. Super fast delivery, the need for compact packaging to avoid storage issues at home and easy product replenishment are the key advantages that make the process convenient.

Technology and performance will fuel customer expectations. Super-fast delivery in as little as 10 minutes is expected by 2025, changing consumer behaviour to buy more frequently and in smaller amounts, adding more complexity to the logistics. Supply chains will continue to be transformed by a raft of technologies, notably radio-frequency identification (RFID) and robotics, boosting efficiency and transparency

Sustainability is not only consumers demanding better, compact and sustainable packaging; it is also an environmental move. Reducing plastic packaging and avoiding secondary packaging with primary packaging being durable are some of the critical aspects. Also, keeping a check on food wastage and recyclability are some of the other sides of online shopping.

Customisation of products and personalisation: Right from the unboxing experience to creating personalised products by keeping a data check for every customer, sounds complicated. However, online shopping has begun to initiate this process just for making the whole thing a personalised and



Smart will be efficient and transparent

“The rise of online grocery is a great opportunity for food and beverage brands, and packaging plays a key role in supporting their success. In particular, smart packaging helps drive greater transparency and efficiency in the supply chain, up and downstream, while also enabling a direct, interactive relationship with the consumer. We believe this rapidly developing technology, tried and tested by us since 2016 and now being deployed in Europe can help our customers explore new avenues, driving growth in the years ahead,” says Alexandre Carvalho, Director Global Marketing Services at Tetra Pak.

unique experience for the customer. Also what leads to the growth in numbers of people shopping online is the sharing that takes places within them.

The role of smarter packaging

Smart packaging technologies based on unique digital codes allow each and every product package to be given a unique identifier. These codes can be read by either data scanning devices or an ordinary smartphone, linking to the vast amount of information and opening avenues.

Interaction among the consumers that initiates after sharing individual experiences online creates an altogether wide interactive channel. This allows brands to have a real-time conversation with the consumer, sharing details on the sourcing of raw materials, nutritional facts, as well as games, promotions and environmental information. At the same time, with insights captured through these digital codes, brands can continuously improve the shopping experience and make it ever more personalised for the consumer.

E-retailers are also calling for unique identifiers compatible with the robotic technology used in their warehouse and distribution, as this is widely seen as the key to success in e-commerce. Data and full traceability help them navigate complex logistics and improve efficiency, moving closer to real-time order fulfilment.





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Paper vs electronics, really?

While paper still dominates the printing industry in India, the future is pointing towards a digital evolution – from digital technology to printing industry contributing to exponentially growing electronic manufacturing.

When was the last time you hugged a book while sleeping? Do you remember surfing through your photo album lately? Alternatively, do you recall the last time you received and read an annual report sent by the company in which you have financial investment?

For some amongst us, gone are the days when all this happened, when we were ignorant about technology and electronic gadgets. E-books have replaced books, and the photo albums are now on our phone. This all hustle about the latest technology, mobile phones and ever increasing number of wires dangling down the sockets in our homes is enabling the quick access to vast amounts of content and information; it is supposedly making us smarter, sharper, and a better problem solver.

On the other hand, however, the idea of turning every single thing into 'e-something' has not really appealed to all of us. Print Industry specialist and publisher, PrintWeek Group Editor Ramakrishnan Ramanathan, or Ramu Ramanathan, as our industry popularly knows him, says, "Both the paper and electronic media have their advantages and disadvantages, but it boils down to individual's preference. Paper feels good to hold, is easy on the eyes, and does not require a device to be charged. Moreover one feels special while buying a magazine; that certainly doesn't happen while visiting a website. The strongest advantage of print, however, is credibility."

Different solutions for different people

We have invented different ways to replace paper or paper products and convert to electronics. However, the choice between paper and electronics is not always in favour of paper as it does not always favour the e-formats. For the generation keeping pace with the hyperconnected world of social media, "electronic formats provide easy access of content and its authors," Mr Ramanathan says, "it is interesting to be able to link or embed different media like YouTube video, a Tweet and a Facebook post, all in the same story. Interaction with your favourite author of the columnist is just a click away by means of an email or a Tweet on

Print and electronic formats will coexist; it is for the printing industry, for us, to see what are the strengths and then adapt business models to chart our growth and success. – Bimal Mehta, Executive Director, Vakil and Sons



A printed piece of paper delivers not just information but a complete experience; continually innovate to enhance this experience. Image: CC-0 on pixabay

PrintWeek websites." PrintWeek India website is read by 50,000 people online, who spend over 1,00,000 minutes reading content on the website each month. The numbers for the digital readers are even higher accounting for the audience who read PrintWeek on news aggregators. "On the digital front, PrintWeek readers are split equally between mobile and desktop. We have a steady stream of loyalists that visit the site. The larger percentage of the traffic is from

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A printed piece of paper delivers not just information but a complete experience; continually innovate to enhance this experience. Image: theharpreetbatish under CC-0 via pixabay

search engines where people discover the latest news and features that they are interested in,” adds Mr Ramanathan.

Executive Director of Vakil & Sons PLC (Vakils) Bimal Mehta highlighted the importance of cost and convenience when choosing the paper over electronic media – be it end user or corporations and brands. “E-formats may be sold to us as environmentally-friendly compared to the paper; however, annual reports, mutual fund and bank statements, prospectus, and a range of such collaterals have taken to e-formats for sheer convenience of sending and consuming this information is better compared to the printed format,” adds Mr Mehta, “The bank cheques have witnessed drastic demand drop with the rise of electronic payment methods, so any printer invested heavily in cheque and security printing will have to look elsewhere.”

Electronic formats provide easy access of content and its authors; it is interesting to be able to link or embed different media like YouTube video, a Tweet and a Facebook post, all in the same story. The strongest advantage of print, however, is credibility. – Ramu Ramanathan, PringWeek Group Editor

Concurring with Mr Ramanathan, Mr Mehta points out that certain markets are thriving or haven't been affected by the electronic formats, “e-books, for example, have not been popular in our country; even where they were, the printed book sales are rising again. Worldwide, mass magazines may be under pressure from e-formats; however, several specialised magazines are rising.” Mr Mehta, however, shares his wisdom and brings home the debate: “print and electronic formats will coexist; it is for the printing industry, for us, to see what are the strengths and then adapt business models to chart our growth and success.”

Millennial consumers; future opportunities

The current market and the consumer-preference trends present a behavioural dichotomy, and therefore, a unique range of future prospects for the print and the packaging industry. The millennial eco-consumers purchase products that are strictly eco-friendly and they do not harm the environment, but they are not entirely detached from technology.

About 93% of internet users among them are confident about the status of the environment in future and recycle stuff. Many of them are keen on wildlife, may it be photography or as a study. To note one thing, these eco-consumer spend almost two hours on social media, and we all watch TV, simultaneously surfing on some other device. What is incredibly destroying our environment is this use of multiple gadgets at the same time.

This underlines the ‘smart’, the ‘gadget-crazy’, the ‘cutting-edge-tech hungry’ consumer. So to meet the ever-growing and dynamically evolving demands of this consumer, electronic manufacturing is forced to speed up and invest in new technologies and materials to ensure rapid-to-market safer-for-environment products.

Let's plant paper and re-look at the printing for a better future

One of the major issues troubling India is illiteracy which ultimately leads to a lack of development. Now, due to different paper reforms

and measures are taken for literacy, India's literacy rate is growing from 70% to 90%, and this 20% will lead to increasing demand for paper production in the form of textbooks, notebooks and other study material. This will automatically uplift the Indian printing industry.



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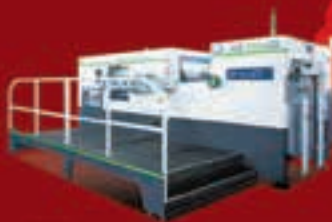
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On the other hand, we shall have to look beyond the primary capabilities of our industry and create new opportunities for ourselves by strengthening and adding new capabilities. The question is: how easy or difficult it is for a print business? "Forward-looking customer-centric approach is important for business agility," shares Mr Mehta, "I don't think many printers can afford to change the nature of their business and enter a different industry altogether – for example, as we moved from printing to IT-services. The more logical solution for a printer would be to focus on offering more to the customer." Elaborating on the thought, Mr Mehta offered solutions such as offering short-run, high-quality digital copies of the product or offering enhanced product features by deploying special technologies, such as providing customised or personalised solutions to enhance profitability and create a niche for the business.

"I am convinced the future lies in printed electronics," proclaims Prof. Kamal Chopra, a veteran Print Technologist and the former President of AIFMP. "Contemporary printing is integrated with electronics. In China, only a small percentage of printing happens on paper these days; printing industry primarily earns out of printed electronics supporting China's massive IT manufacturing industry," Prof. Chopra adds, "I visited Beijing Institute of Graphic Communication for the first time over a decade ago. That time I saw professors and students researching on printed electronics. China's current printing industry reality is rooted in that research and development."

If printing all about making impressions – ink on a substrate, then it is a perfect example of a cost-effective manufacturing process for efficient and rapid production of printed electronics such as circuit boards. Hardly any printing technology institute in India approaches printing and print manufacturing from this angle. "We have hardly any good printing technology institutes in India. Moreover,



Paper can never go out of fashion – don't let this statement make your complacent. Never stop experimenting and innovating. Image: qimono under CC-0 via pixabay

the handful of good ones are teaching technologies that are obsolete decades ago. What we need to understand in India is we need more modern printing technology education. Also, we need to start investing in research and development at the educational level to ensure we do not face the dilemma such as print vs electronics," advises Prof. Chopra.

On the back of printing innovations, China has become the global hub for printing books and a lot of other printed materials. Over a decade ago, their printing technology institutes began research in printed electronics. That's what we lack here in India. – Prof. Kamal Chopra, veteran Print Technologist and the former President of AIFMP.

Let's turn the table; let's focus on innovations

By now most print-business owners in the industry have accepted the short-runs, the rising cost pressures, and the rapid pace of changing technologies; however, each member of the industry needs to focus on research and development. It may not be a multi-million rupee venture or

investment, and it is all about knowing what is happening in the industry and what may happen in the future. The research and development, and the learning from it must be checked and cross-checked with the feedback and the expectations from clients, customers and the market in general.

India's printing and packaging industry also must invest heavily into bringing the print technology education closer to the contemporary markets, and then, progressively steer it towards research and development of the



Image: rawpixel under CC-0 via pixabay

Take note, don't miss a point

We all know to-do lists, and note-taking are efficient in organising simple daily schedules, setting up small targets, and memorising things. You do not need always to keep a check on what's next in your schedule; when you write or take note, it is automatically getting registered in your memory. That's how we are made! So, please take note of what you are reading and let us get innovative!

applications for the future. The industry, and each member within the different verticals of printing and packaging, in particular, can closely align itself to the demands and the future developments of the client sectors they service. The simplest and the closer-to-home example is ban on plastics – the print manufacture with the innovative solution that would replace plastic packaging with the non-plastic packaging with better value will have the first mover advantage. Opportunities for innovation are immense because the evolving regulatory landscape is pushing the limits of many industries from food and beverages to the automobile, from electronics to garments, and the printing and packaging industry can offer dynamic solutions to these industries to meet their regulatory goals.

If we have to transcend the technological dilemma – offset vs digital, paper vs electronics, and many such, – the only answer is to offer innovations that are focused on clients and customers that help them meet their goals and targets. The real opportunity lies in providing solutions as partners to the clients; in the process, each print professional will make the best of the available print technology – be it conventional, contemporary, or the cutting-edge.



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BMPA's PS has been the most awaited knowledge-sharing management conference since inception in 2005. PS19 is just around the corner; have you reserved a seat yet?



Keynote speaker for PS19 Vivek Krishnani has been in the media industry all his professional life – from Star to Turner to now Sony India, via the early start-up team for RadioCity. Currently the Managing Director at Sony Pictures Entertainment India, Mr Krishnani will talk about finding and focusing on strengths to chart our way to success.




Founder and Co-Founder of TimePay Animesh Kejriwal and Pawan Bindal will talk us through how Regular Receivables Make A Better Bottom-line. The duo, having founded a simple, efficient and small-business-friendly payment management system knows how regular receivables and timely payments can make an enormous difference to the business' sustainable financial health. Don't miss them at PS19!




Director, Chanakya Mudrak Inder Kumar Arora, the Chanakya of Print, will share insights into making a print business successful on your terms. In an industry strapped by rising costs, large clients and suppliers and smaller business units, dictating your terms becomes a challenge – he will share the secret at PS19.




Mehul Shah, Founder, Encube Ethicals will share ideas about 'Leaning Towards Lean.'



Don Newberry, Senior Marketing Manager at ICP Industrial Inc, USA will talk about 'Glossier Margins', sharing insights into innovating in packaging through coatings.

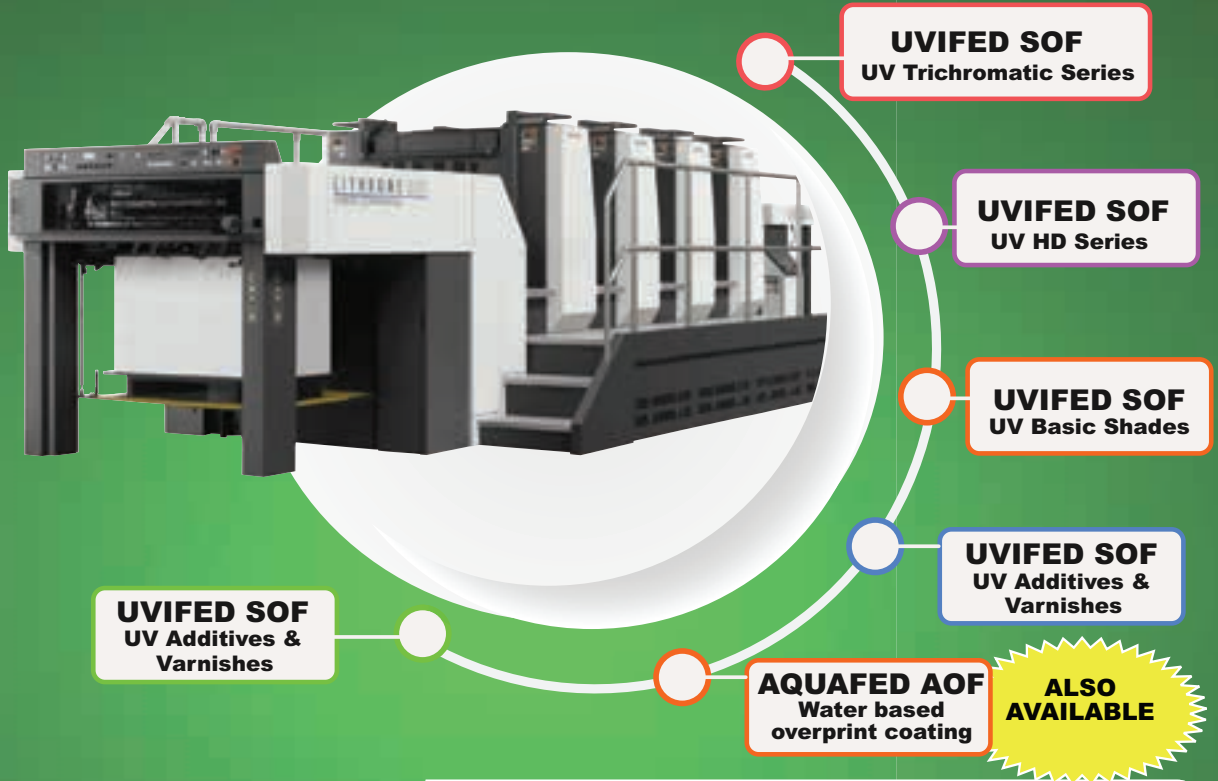


B.K. (Sister) Shivani, Teacher from Brahma Kumaris World Spiritual University, will enlighten the audience about 'Creating Happy Workplaces.'



Henrik Mueller-Hansen, CEO, Gelato, will prepare us for the 'Disruption in the Print Industry and What it Looks Like in the Future.'

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To know more about reserving your seat for PS19 stay tuned to the latest developments delivered to you through email newsletters by BMPA and don't hesitate to write to memberships@bmpa.org or call on +91 (22) 2493 4654 if you wish to know more about the event or need any help with registrations.

The panel discussions at PS have brought together the most inspiring and innovative minds together to shed light on a range of topics – from business management, market review, industry review to encouraging creativity, agility and innovation in business. The PS19 panel discussion – Good 2 Great – will be moderated by Sunanda Jayaseelan, Editor and Senior Producer, Times Network. The panel includes Arokiaswamy Velumani, MD, Thyrocare Technologies; Ankit Chona, MD, Havmore Restaurants and Huber and Holly; and Pawan Poddar, Director, Ashirvad Pipes.



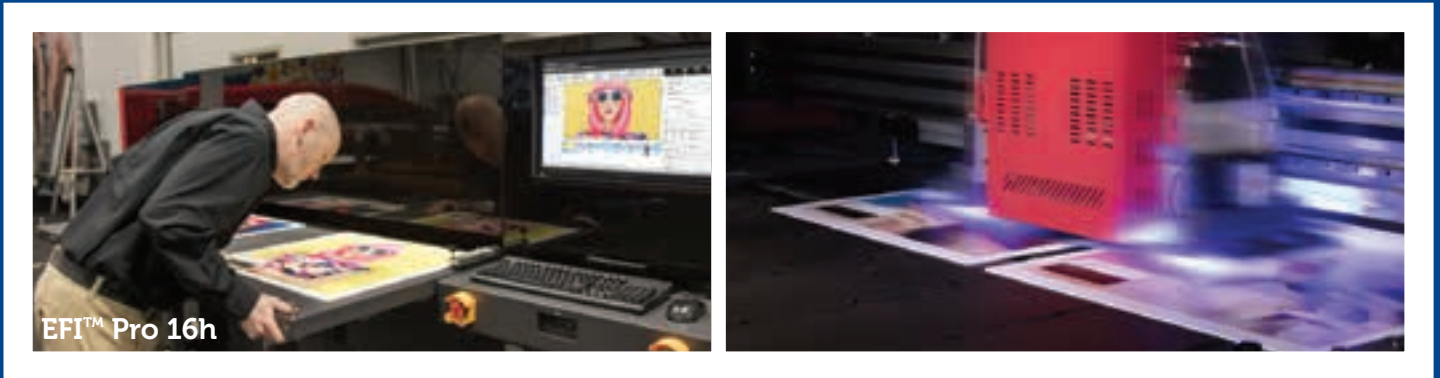
HP's Steve Donegal and Print Summit's Chairperson Fred Poonawala at PS'05. In PS a vision came true – a print-industry-devoted management knowledge conference, and the then soon-to-be-launched in India HP Indigo backing the BMPA's vision of PS.

Hosted as a 2-day conference for the early editions, PS always received great response from print professionals from across India. Since those days, the number of delegates at PS has grown to over 850 each year for the past three editions.



This throwback from 2008 is an example of how PS has always been supported by the enthusiastic participation of BMPA members and the stalwarts of the industry.

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PS Team has seen many members come and go. Quintessentially it is a group of BMPA members who breathe and dream PS, year after year, event after event.



November 2018 PS first page image: PS' success truly lies in the enormous diversity and the variety of inspiring ideas that are presented from the platform, and therefore, it has been gifting itself with the grand venue such as Tata Theatre at NCPA, Mumbai.



Have you not witnessed a PS yet?

BMPA has a formidable collection of YouTube videos, including PS presentations since 2005, on the channel Bmpa ctp. A search for Print Summit videos on the channel will bring up an extensive library of videos or just scan the QR code. The channel will surely come handy until you gift yourself a seat at PS'19 and witness the grand event in-person on January 24, 2019.



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The success of Thugs of Hindostan



Iqbal Kherodawala of Printline Reproductions holds a mirror up to us with his to-the-fact, yet hilarious articles about our 'typically Indian' habits.

Badhaai ho!

The 'Andhadhun' rush to see the 'movie of the decade' is finally over and people have come to realise what constitutes a great movie and what is merely rubbish in the name of an expensive movie. The Pirates scuttled the Azaad thoughts of a reclusive producer, and made him realise that it is better to let firangs-be-firangs, and to sensibly mine local stories and ideas, for movies to be a success.

This brings me to the question as to why Thugs of Hindoostan did not do well.

Is it because Indians find nothing new in a movie which describes their daily trysts with Thugs in their 'rozmarra' life? With malice towards none and all, I decided to go deep into this and try and recognise these innumerable thugs who we face every day. That's probably the reason why Bollywood spending 200 crores does not impress us.

- How can we stay immune to the Thugs who have a become a part of our daily lives?
- Can we define the policeman who hides behind convenient trees as a Thug, or is the RTO who issues licenses to people without any physical driving test, a group of Thugs?
- Is the BMC who gives contracts to stained agencies for Road repairs a coterie of Thugs or are the people who 'count' the potholes after monsoons and 'certify' that Mumbai is 'Pothole Mukt' a group of Thugs?
- Shall we call the 'Hafta-claiming' Havaldars from Roadside-food-vendors true Thugs or are the BMC inspectors who 'certify' the street food as Salmonella-free true-blue Thugs?
- Can we call the Builders who manipulate FSI as thugs, or is it better to align the Building Inspection Department who turns a blind eye, as the original thugs?
- Are we going to mention the EVM (electronic voting machines) as thuggies or do we put the Original Thugs who manipulate the EVM for their own nefarious advantage as thugs?
- I wonder whether the polluting vehicles that are slowly killing us be classified as Thugs, or is it the local authorities who cannot plan effective public

transport and keep on issuing new licenses to vehicles who are Thugs?

- Is the young tough who thinks that every girl is easy meat a Thug, or is the law.... which allows eve-teasing in movies, who refuses to file FIRs and who makes the poor girl justify her complain, the true Thug?
- Is it the local cirque de soleil acrobat who travels the Virar local a thug, or is the pathetic condition of our local public transport system, which makes these young people hang out of trains the Thug?
- Are the lumpen elements who take the law in their own hands true Thugs, or are the netas who instigate them and assure them that no law will touch them, the Original Thugs?
- Is every person who castigates someone else's belief, someone else's food, someone else's dresscode a Thug, or is the Pandit, the Maulvi, the Padre who makes someone think like this a true Thug?

The movie was a 150 minute fantasy involving a fictitious enemy and a band of fictitious rebels who want to bring them down. The 40 million minutes that form a part of our average lives make us face hundreds of these Thugs of Hindoostan and we have become immune to them. In spite of the typical Indian who believes in fairy tales like the one where he imagines ₹15 lac in his account, most of us would like to see movies with some semblance of a possibility.

The movie had an Amitabh, the irrepressible Aamir, the delectable Katrina and the wispy Fatima who made those 150 minutes worth the price of the exorbitant ticket. But our genuine day-to-day thugs comprise of pot bellied local gundas and officers whose aim in life is only to ensure that they can access what's in your pocket. The Amitabh becomes The Amit, the firangi-Mallah Aamir becomes the Desi Firangi who is rarely in our Desh, the ever-girlfriend Katrina turns into a Didi and the wispy Fatima turns into a bulky elephant-building Mayawati. In such a scenario, the poor Indian is in no mood to enjoy a movie which finishes in victory in about 3 hours.

Once again, badhaai ho to the intelligent Indian audience. Is it any wonder that they keep on hoping that come-what-may, their year shouldn't end with 'Zero'?



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