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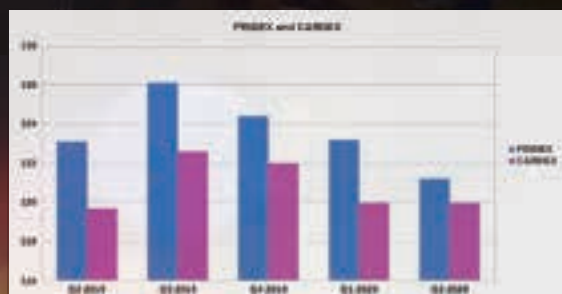
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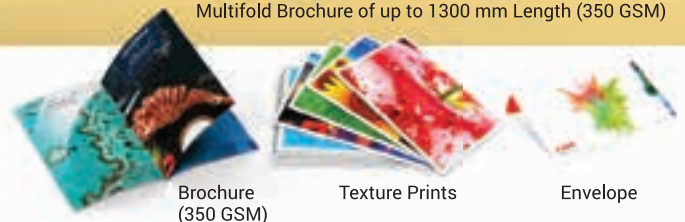
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www.bmps.org
email: office@bmps.org
Address: # 216 Neelam, 108, R G Thadani
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FROM THE PRESIDENTS' DESK

Dear Industry Colleagues,

Wish you all Merry Christmas and a very Happy New Year!

The next we shall meet in the new year for PS20 at the NCPA on January 23, 2020. This year at PS we have lined the presentations that will not only inspire you but guide you through the maze of personal and professional life-balance; offer you insights into the future of our industry; and the entertainment section that will enrich your experience of PS20. As usual, we shall have many raffles to help you win exciting gifts as you attend the conference and soak in all the knowledge shared by the esteemed presenters at the day-long conference. If you have not reserved your seat yet, we urge you to visit <http://bit.ly/3707Ron> and book a confirmed place at PS20 quickly. If you don't rush, you may have to read a 'house full' board because the seats are filling fast for this much sought after event.

In February 2020, you can look forward to attending the Printers' Day Celebrations by MMS. The day-long programme is eventful – starting with the MMS Round Table and Power Lunch and culminating in the MMS Lifetime Achievement Award Ceremony. MMS LTA will bestow the award upon Pranav Parikh, Mentor and CMD at TechNova Imaging Solutions. MMS has planned a great range of speakers to interact with those of you attending the day-long celebration; read more about it on page 32.

Right at the beginning of the year, we shall be greeted by AIFMP's flagship and India's biggest print-industry show – PAMEX 2020. Organised at the Bombay Exhibition Center, Goregaon, between January 6 and 9, PAMEX 2020 is expected to showcase some forward-looking technologies. The show will bring us up-to-date with digital and internet- and artificial intelligence-enabled technologies and changes these technologies will bring to the printing and packaging industry.

This is also a good time for us all to start preparing for the upcoming DRUPA. Your organisations have negotiated some great travel packages. Turn to page xx to find out more. While you consider the BMPS-MMS DRUPA Packages, also note that your experience of this global trade show will be more enriching if you travel with us – with your colleagues and friends. We promise to make your tour a great learning experience with curated discussions and guided tours through your bus journeys and sightseeing around Düsseldorf. So are you joining us to DRUPA?

We are confident of seeing you at all the upcoming events. You have boosted our confidence after the grand success of PPL19; it was possible just because of your enthusiastic and whole-hearted participation. Let us keep up with this positivity and move forward together. Do you agree with us? We hope you do!

Nitin N. Shah

Tushar Dhote

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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.



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to focus



PrintSummit is synonymous with Focus and Vision. PS20 and Vision20/20.

This Print Summit prepares you to look sharper at the distance and see the changes and adapt to them quickly. It also enhances your ability to see the wider range of opportunities in Print.

This PrintSummit will showcase how print is even more relevant. PS20 will show how Print will throw up new opportunities in a world which is going digital. Data and analytics and Mobile are all converging.



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Present

PRINT SUMMIT 2020

Thursday, 23rd January 2020
@ NCPA, Tata Theatre, Mumbai



Organised by: The Bombay Master Printers' Association, 216, Neelam, 108 R. G. Thadani Marg, Worli, Mumbai 400018.
T: +91 22 24934654 E: admin@bmpa.org W: bmpa.org





Vivek Bhargava
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Multiplier to the
Print Industry**



Kaushal Sampat
Senior Advisor
Rubix Data Sciences
Pvt. Ltd.
**Using Data and AI to
avoid customer bad
debts**

Panel Discussion: Horizontal growth, Vertical results - The Art of Enabling success through Delegation



Iqbal Kherodawala
Managing Director
Printline
Reproductions Pvt.
Ltd
Anchor



Manish Sharma
Co-Founder
Printo and Canvera
Panelist



**Naresh Kumar
Dasari**
Managing Director
Macro Media
Digital Imaging
Panelist



Pragnyat Lalwani
Director
Seshasai Business
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Entertainment:



Let's Merge will unravel the mysteries behind Indo Jazz collaborations. Dhanashree Pandit Rai and Merlyn D'souza demonstrate the musical blend of Indian & Western scales.

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- Get lucky in the brand new-year; win awesome raffles only at PS
- Seize early bird rate: ₹3,750 + GST upto Jan 10, 2020 thereafter ₹4,750 + GST
- PS registration covers the conference, all hospitality - Breakfast, Lunch, Hi-Tea, Dinner and Bar plus exclusive conference takeaway
- At this 14th edition of PS, BMPA Members get to take home a special memorabilia
- Only paid PS registrations are transferable, but not refundable

PS20: a print-industry tradition

A celebration that has become a glorious tradition for the print industry in Mumbai, PS20 promises to be an insightful knowledge-sharing experience with its galore of inspiring presenters.



Brahma Kumari Sister Shivani, a teacher and a practitioner of Rajyoga, delivered one of the most thought-provoking yet calming talks at the PS19. Gaur Gopal Das, an international life coach, associated with ISCON, will perhaps spread the same magic motivating and inspiring the PS20 audience with his spiritual experience and wisdom.

PS, annual flagship knowledge-focused conference organised by BMPA, has become a shining example of discourse about excellence in business and creativity. Despite being a one-day conference for the print industry, PS has always invited inspiring leaders from different walks of life – from Indian Army leaders to the leaders from the Internet-age entrepreneurs, from leading journalists to spiritual leaders, and from young storytellers to successful entrepreneurs from within the print industry.

Nitin N.Shah, President of BMPA, says, “Print is everything for us, and we worship our work. PS is our major initiative that binds printers from different parts of the country and even beyond India. PS is a printers’ platform where we try to offer the best to our fellow mates presenting before them topics from and beyond print.” PS is known to present a range of exciting and thoughtful sessions, conducted by these experts encompassing a wide range of businesses.

PS19 saw a string of insightful talks and interactions. From a thoughtful talk on how people can create happy workplaces, a session on delayed payments and its tech-based solution, to a printers’ panel discussion, and to business leaders from Bollywood to classical Thumri and Lavani complete an ultimate blissful and enchanting experience; one can appreciate the efforts of the organisation in creating a wholesome meal for your brain and soul. These sessions were responded with continuous claps and smiles that stayed on the faces of the people who

witnessed the event. Businesses from commercial printing, package printing, on-demand printing, corrugation, creative industry an ad agencies, where personalities attending this event are and were company owners, decision-makers, technologists, shop floor personnel, marketers, designers and IT and admin folks.

What do we have in store for PS20?

Print summit 2020, is undoubtedly going to be another happy and knowledgeable experience. We will be witnessing speakers such as Gaur Gopal Das, Vivek Krishnani, Manish Sharma, D. Shivakumar, Naresh Kumar, and more.

Living by the mantra think like the navy, deliver like the pirates, Josy Paul’s presentation topic inevitably evokes a highly positive response. A successful creative entrepreneur who set up arguably one of the most successful advertising agencies of our time will underline the ‘power of print’ through his presentation.

D Shivakumar, or Shiv as he is popularly known, is currently Group Executive president at Aditya Birla Group for Strategy and Business Development. He writes and regularly teaches about innovation, leadership, followership, business models, digitisation, and more, across the leading business schools in the world. He will interact with the PS20 audience presenting his ideas about ‘business outlook’.

Gone are the days of collecting and analysing business data in large spreadsheet files. Contemporary businesses, large



A special moment indeed! Tables turned when Lt. Gen. (Retd.) Hasnain, usually questioned by the journalists like Shekhar Gupta, asked two questions to Mr Gupta after his speech at PS17.



As the students are changing, the teaching and learning experience must change. Dr Indu Shahani is not afraid of embracing a humanoid robot, a cutting edge-technology tool, to deliver lectures to her students and offer campus visits to the visitors in her absence, as she shared at PS18.

or small, operating in the rapidly evolving and changing the marketplace, need the assistance of intelligent and advanced data-analysis tools to ensure sustainable business growth. A veteran of the information services industry, Kaushal serves as a Senior Advisor to Rubix Data Sciences will introduce the PS20 audience to 'using data and artificial intelligence to avoid customer bad debts'.

Among other exciting presentations is the panel moderated by BMPA's Iqbaal Kherodawala. A printer-packaging converter by profession and avid writer and presenter at PS, he will lead a panel of experts to unfold the secrets of 'the art of enabling success through delegation'. Iqbal's panel members include Manish Sharma, Co-founder, Printo/Canvera; Naresh Kumar Dasari, MD, Macro Media Digital Imaging; and Pragnyat Lalwani, Director, Seshasai Business Forms.

A legacy of innovation and creativity

PS right from its first year in 2005 has set a benchmark as far as knowledge sharing and inspiring people is concerned. In its 10th edition in January 2016, PS witnessed a historic moment when the then President of BMPA Faheem Agboatwala and Tushar Dhote, President of MMS signed the memorandum of association at the bringing Mumbai's two printers' associations closer. Since the signing of the memorandum, the two associations have been working together on many projects together, including this joint newsletter by and for the members of BMPA and MMS. This memorandum of the association not only paved the way for a more closer association and cooperation between the two organisations, but it also set an example for the members of the industry to find ways and opportunities to collaborate, play by strengths and achieve growth and profitability.

Team PS also understands that as businesspersons, we live in an ever competing world. We try to innovate to add value to our product, and this innovation comes through experimenting. Therefore, the Team PS carefully chooses the different entrepreneurs who talk about their game-changing journey. PS brings before you a bunch of people who dare to create a difference, and they experiment, analyse, work on their shortcomings and optimise their opportunities. This inspiring entrepreneurship and thought leadership is a key element of PS.



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 simply 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.



BMPA ctp

All the presentations at PS complete the purpose of spending an entire day amongst the printers who gather each year to celebrate print, learn and grow together with the excellent networking opportunity that the conference provides. To know more about PS20, stay tuned to the latest developments delivered to you through email newsletters by BMPA and don't hesitate to write to memberships@bmpa.org. If you have not booked your seat for PS20 yet, scan the QR code shared in the PS20 gate-fold advertisement in this issue of PB. Should you face any difficulty, drop an email to memberships@bmpa.org and BMPA Team will be happy to support you through the process so that you get the seat at PS20.

ATTRIBUTES OF SUCCESS

There's something about successful people that sets them apart from everyone else. They have learned to draw on their natural abilities, traits and attributes to achieve their dreams.

Successful people approach situations differently from the rest of us. They frame challenges in a different way than most people. They have developed skills and traits that will carry them further than the rest.



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MMS LTA 2020

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Hon'ble Governor of Maharashtra



Guest of Honour

H.H. Pujya Swami Chidanand Saraswatiji
President and Spiritual Head of
Parmarth Niketan Ashram, Rishikesh, India



Key Note Speaker

Sadhvi Bhagawati Saraswatiji
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Yoga Festival at Parmarth Niketan



Guest Speaker

Mr. Pravin Kalyan Amre
Talent Scout, Team Delhi Capitals, IPL



PROUDLY ANNOUNCES

THE LIFETIME ACHIEVEMENT
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MR. PRANAV PARIKH

Chairman & Managing Director
TechNova Imaging Systems (P) Limited



PROGRAM FOR SATURDAY, 22ND FEBRUARY 2020

First Session (Pre-Lunch) ROUND TABLE 4th EDITION

: There would be Round Tables, each pertaining to a particular vertical of print. There would be 9-10 members at each table: machine manufacturer, celebrity printer expert, moderator and 6 members who are desirous of investing their valuable time with the celebrities.

Second Session (Post-lunch) : LIFETIME ACHIEVEMENT AWARD 2020

: This celebration would be in patented MMS style and interspersed with speeches/ presentations by distinguished persons. An erudite Keynote Speaker and famous personalities as Guest of Honour and Chief Guest would add value to the evening.

PAST RECIPIENTS OF THIS AWARD

LTA Awardee 2019

Uday C Patel

Line O Matic Graphic Industries

LTA Awardee 2018

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Parksons Packaging Ltd.

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LTA Awardee 2016

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Vakil & Sons Pvt. Ltd.

LTA Awardee 2016

Bimal Arun Mehta

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Young Achiever

LTA Awardee 2015

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International
Print-o-Pac Ltd

MMS Awardee 2013

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LTA Awardee 2011

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LTA Awardee 2007

Sanat M Shah

Manugraph India Ltd

LTA Awardee 2006

K.C.Sanjeev

Welbound Worldwide
(Impel Marketing Services)

LTA Awardee 2005

M.N.Cooper

Modular Infotech Pvt Ltd



To register, please contact:

Mr. Manohar Ahuja (Exec. Secretary)

Tel : 91-22-23642924, Mob : 9769347776

Mr. Deepak Wadekar (Asst. Secretary)

Tel : 91-22-23638782, Mob : 9594323887

Mumbai Mudrak Sangh

Space -1, 1st Floor, Municipal Chowpatty Market,
Dadiset Lane, Babulnath, Mumbai-400007

Email ex.sec@mumbaimudraksangh.org

www.mumbaimudraksangh.org

Discovering challenges, capabilities and innovations

Print Innovation Exchange 2019 conference witnessed insightful talks and panel discussions from print and other industries, offering an enriching knowledge-exchange experience to the conference attendees.



Tushar Dhote, President of MMS; Nitin N. Shah, President of BMPA; Iqbal Singh, Honorary General Secretary, IPAMA; Ramesh Kejriwal, Chairperson of Parksons Packaging; Dayaker Reddy, President, IPAMA; and Vinod Vittoba, Director of APTech. Image: Association for PRINT Technologies (6)

Print Innovation Exchange India 2019 was a day-long knowledge-nurturing conference filled with sessions based on creativity and creation, innovation, confronting the different print-related challenges and finding solutions to them. Experts, company directors, and senior executives from various companies were a part of this conference organised by APTech and BMPA and supported by MMS. The conference sought to discover challenges, capabilities and opportunities for the print and packaging industry.

Be weird, be creative, and explore

The event kick-started with an exciting talk that traced an entrepreneurial journey of Andrea Trew, Owner and Creative Director, Trew Creatives. She talked about behind the scenes of the creative process. Andrea, a student of graphic designing and now a Creative Director of her company, has gone through different phases before becoming the much celebrated and innovative design solution provider to a wide range of brands across the US market.

Andrea tracked her journey right from being a part of an agency; highlighting the positives of working in an agency, she says, "it is nice to collaborate with other designers; you get suggestions for your projects in an agency environment." She shared some of her projects, one of them for Nebraska tourism, and the creative process behind it. However, she highlighted that "while working in an agency, many people are involved and innovation and ideas and

complete control over execution by an individual take a back seat."

Andrea started developing an interest in brand development and especially the different ways in which one could advertise. Then, after working with agencies, she started working with a tech start-up and truly believes that the work environment and rules are different in start-ups and agencies. With start-ups, one can learn and adapt from the various tasks given to you, and at times the deadline is flexible; you can push a deadline if you feel the need of extending your work.

Taking her cue from all the learning through her journey of working at a start-up, Andrea recently began working as a freelancer, putting up designs on the internet, creating a portfolio and being active via social media channels. However, in this whole process, she has not stopped being weird, as she believes, "embracing weirdness is what it takes to be creative." It is through this constant search for innovative ideas, Andrea excelled in using stop-motion animation technique to create and deliver stories through interesting videos designed for social media and brand-storytelling.

Before ending her session, she shared a piece of essential advice. "The process," as she believes, "is as important as the final goal or the result." Being a part of this creative process, having a wide range of offerings, creating high-quality materials, getting advice from people, investing



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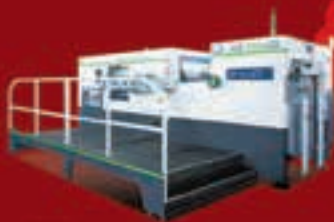
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Andrea Trew talked about behind the scenes of the creative process.

time in yourself, all of this is very crucial while working as a design and creative freelancer. Lastly, to be creative, she says, "it is essential to be weird!"

Transforming printing business with technology

Bimal Mehta, Managing Director of Vakils Premedia PLC, talked about how one could transform their printing business into technology-driven solutions provider by giving a wide variety of examples from different sectors and industry-verticals from the print and packaging industry. He then also shared the journey of his company, Vakils, which transformed from an initial traditional offset and letterpress to now an information technology-enabled integrated service-provider. The first step towards this transformation would be reinventing as he says, "there is no way but to reinvent if one has to sustain and grow as a business."

"Simply selling ink on paper is not enough, one must start selling a more involving service to clients, and the print community should be looked beyond mere commodity suppliers to solution providers," Bimal adds, "every printing company should have its plan of action for value-added services."

Customer demands and addressing their problem can be one way to start with this process, a very significant step rather. Moreover, every industry today is going through a disruption model and further stressing on disruption model he emphasised a few key disruption trends. He talked about all disruption trends right from Artificial intelligence, simulation and data, voice technology to the growth of Software as a service (SAS) and blockchain-inspired organisations. This disruptive model works in relation to data, and he rightly says, "data is going to unlock the complexity of any customer journey, and we can understand and connect with them at the right time." Understanding the digital trends in communications and marketing, utilising artificial intelligence (AI) and optimising consumer experience are some of the ways to achieve the transformation process.

On the other hand, customisation is the new way the world is approaching while buying new products, and he says,

Andrea Trew believes that while you run a creative business, you must have a wide range of options, listen to different opinions, invest time in yourself and be a little weird.



Bimal Mehta shared insights into how one could transform printing business into technology-driven solutions provider by giving a wide variety of examples.

"innovation does not come in the form of new product or technology, sometimes it's just the new way to address the problem."

Manish Gupta, General Manager, IP and PP marketing of Konica Minolta Business Solutions India had a small question-answer round with Bimal. His questions and the brief discussion between the two focused on customer demands, the coexistence of offset and digital and the way how all these successful companies make it to the top and with that, the session came to an end.

Building agility within creative organisations

Agility in any sector of the economy or any business is very much necessary in the volatile marketplace we all operate. Agility means the business is continually improving and being more inclusive of suggestions to override the constant change. A panel discussion, moderated by Tanay Kumar, CEO and Chief Creative Officer at Fractal Ink Design Studio and presented by three dynamic ladies: Lulu Raghavan, Managing Director, Landor; Shanoo Bhatia, Founder and Director, EuMo DesignIntelligence; and Priyanka Agrawal, co-founder of Fractal Ink Design Studio talked about building agility within creative and design organisations. After giving

a brief introduction about their companies and work, the panel touched upon many aspects. "Spending time with the customer and involving the customer in decision-making helps strengthen the process of being agile," says Lulu in her opening statement, setting the tone for the panel discussion.

Clients need to work closely with the organisations, and they do as well; this helps in knowing their demands in a better way, extracting critical points from their feedback for reviving the project. However, client experience

differs and working with small and big clients is different; at times, it is a tedious task as shared by one of the panellists. Moving out of the presentation mode and entering into a creation mode, where you voluntarily involve the client, taking them through the entire process with you, making the client equally aware of the process is necessary.

At the same time, as a team within the organisation, we need to listen to each other and take decisions that

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Dayaker Reddy and Tushar Dhote with Faheem Agboatwala and his panellists – Amar Chhajed, Akshay Kanoria, and Nilesh Dhankani who shared their views on consistency and its importance.

ultimately give you a logic-driven strategy. While talking about being open to opinions, they even discussed the young generation being restless and their contribution in building organisations. The young population is dynamic and creative, and seniors can leverage this by giving them responsibilities and letting them fail and learn.

Subsequently, an important question put forth by Tanay was regarding the growth of these design and creative agencies, and whether our education has been able to get there, to which everyone gave a negative answer. "Our education system is improving if I consider the past decade. However, the whole system is focused on 'technology'. It ignores the 'creative thought process', Shanoo elaborates, "We must focus our education on the process, the thought process, thinking strategically, closer industry collaboration." She feels that this creative thinking-based, process-focused strategy in education will strengthen growth right from the ground and enhance the agility of the design and creative industry.

Innovate or die trying

While most of the speakers were talking about print technologies, challenges and digital, the event witnessed two speakers from the newspaper vertical – Snehasis Roy, Director - Technical at The Times of India; and Amit Khurana, COO, Newspaper Group at Technova Imaging Systems – a significant print vertical. Beginning with the question, "is print going to die or survive?" Snehasis began by sharing his experiences and the approach of consumers towards reading newspapers. An argument that nowadays, not many read a newspaper that leads to a decline in the revenue was put forth. However, by innovative solutions, The Times of India has gained 30 per cent growth in the revenue, as shared by Snehasis. He even talked about the Team's experiment with using bright white paper to boost the accuracy and



Milap Shah of PrintStop was the master of ceremonies for the Print Innovation Exchange conference. Tanay Kumar and his panel, including Priyanka Agrawal, Shanoo Bhatia, and Lulu Raghavan talked about building agility within creative and design organisations.

eye-catching colours which resulted into a striking printed advertisement for the brands; needless to say it was lapped up by the brands.

Amit Khurana highlighted sustainability and imbibing sustainable options in printing and newspaper printing in particular. He says, "TechNova truly believes that when print has to survive, it has to be sustainable from the business and the environmental point of view." Highlighting the environmentally sustainable product innovations, Amit mentioned TechNova's range of chemical-free plates and water-based solutions for the printing industry. He further pointed out that enhancing environmental sustainability can also be achieved by using more recycling paper, and today, when 60 per cent of the sector uses recycled paper, it reduces the carbon footprint of the industry by over almost a quarter or about 22 per cent. It is a massive achievement towards ensuring financial and environmental sustainability of the industry and its stakeholders.

"The contemporary discussions maybe all about AI and electronic gadgets and we always had a tussle between print and digital," underlining the importance of newspapers as a printed product, Snehasis says that, "despite these arguments, newspapers have never declined in the Indian market because of the constant urge to innovate."



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Consistency is the key

An enriching panel discussion moderated by Faheem Agboatwala, former President of BMPA and Director of HiTech, along with three participants Amar Chhajer, President, Labelling business, Huhtamaki PPL limited; Akshay Kanoria, Executive Director, TCPL Packaging; and Nilesh Dhankani, CEO, Quarterfold Printabilities shared their views on consistency and its importance.

Consistency as defined by all three of them in different ways, directed towards one definition; consistency is the one that gives you an identity as a person and as an organisation, and that consistency should not be while delivering one product or one service. Instead, it should be an integral part of the business process.

When asked about the ways to enhance business bottom-line without spending heavily, Amar says, "consistently delivering a profitable business is important, and my mantra is speed." Akshay believes in the quality of the job and, "focus on the customer who gives you profit." Nilesh, on the other hand, talks about knowing projections and optimising purchases to consistently enhance financial sustainability and growth.

The panel also discussed the importance of training in organisations and believed in setting higher standards, at the same time, learning from everyone, right from your seniors to juniors to consistently enhance and improve the organisation. Akshay believes that "learning-on-the-job are more intense and day-to-day observations are necessary."

Being keen on consistency, the panellists talked about disruptions as well. Every industry goes through disruptions. In case of books, the world is thought to be shifting to e-books; however, printed books would never go away at least for the next 30 years in India given the growing young population, expanding education, and improving literacy. Amar is a firm believer that labels and packaging will undoubtedly see a stable growth despite the disruptions, which will add value to the printed labels and packaging if the industry innovates and keeps pace with new technologies. He says, "technology would surely be a disruption; however, we must understand that inventions and disruptions are a part of businesses, and

Thinking strategically, emphasising on the thought process, listening to others and being inclusive can help in creating agility in business organisations.



Manoj Kulkarni underlined the importance of identifying and leveraging 'trends' to fuel sustainable business growth.



Snehasis Roy and Amit Khurana presented innovations in the newspaper vertical of the print industry.

we must embrace them for our benefit."

The secret to successful new product launches

Manoj Kulkarni, Executive Director of Nielsen, concluded with a wonderful session, offering insights into the secret to successful new product launches. Innovation is the key as he rightly mentioned, and by giving different innovation-related examples, he unfolded various aspects of product launches and innovative ideas.

When Nielson conducted a survey, the stats showed that India ranked second for the number of consumers actively looking for new products, and there were several reasons

why people preferred the new products. The reasons included differentiation, unavailability of the established products that lead to migration to the newer products, and thirdly, the facility to assess your product in the form of reviews you get from the internet.

Manoj says, "what is differentiating the 21st century is our ability to collect and mine huge amounts of data in a relatively short period." While assessing product innovation, one has to focus on different parameters, and it is not necessary

to innovate all the time. He cracks one of his success mantras as he says, "what we can learn from all the tech companies is renovating, which is equally important to keep the product portfolio fresh and offer great value to the shareholders."

Involving your consumer at the very beginning or an early stage of product innovation cycle can help a lot. Contemporary consumers engage with brands through various online channels, and if one monitors these engagements, one realises that at times consumers come up with good ideas. It is then the business' responsibility to analyse these ideas and respond with a positive attitude.

All through his presentation, Manoj kept shedding light on how different trends from a wide variety of fields of study help us innovate and think 'creative' to find the solutions for our problems, to achieve growth, and to enhance profitability. Summing up the conference almost entirely, he says, "do not explore many more ideas; learn fast, fail fast, and maximise the potential that an idea can offer."



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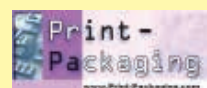
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IS15495: understanding the regulation

Siegwerk India's expert Jatin Takkar, Head of Product Safety and Regulatory shares insights into the latest food-safety regulation, packaging, and inks. This knowledge-sharing article will surely enhance understanding of food-safe inks and best practices.



Research to develop newer and safer inks, continuous innovations and testing to improve the performance of the products, and proactive measures to enhance product safety are the three cornerstones of Siegwerk's market leadership. Image: Siegwerk (2)

In India, the Food Safety and Standards Authority of India (FSSAI) is responsible for protecting and promoting public health through the regulation and supervision of food safety. FSSAI has been established under the Food Safety and Standards Act, 2006. FSSAI released the Food Safety and Standard (Packaging) Regulations, 2018 that has raised the bar on packaging safety in India. The standard prescribes that any material used for packaging, preparation, storing, wrapping, transportation, sale, and serving the food shall be of food-grade quality. Food-grade refers to materials made of substances which are safe and suitable for the intended use and the materials shall not endanger human health and bring change in the composition of food or organoleptic characteristics. FSSAI has always promoted the principle of self-discipline in the industry, which eventually helps the brand owners to apply best practices available globally and produce safe products for the consumer.

Packaging regulation prescribed by FSSAI is a more stringent version of the current regulation and now encompasses more elements such as paper, metal, packaging inks, and more. FSSAI now prescribes that

printing inks for use on food packages shall conform to IS15495. The standard is being developed by Bureau of Indian Standards (BIS) and will be mandatory post FSSAI notification of the regulation.

Packaging supply chain needs to understand the standard in order to ensure the adherence to the prescribed standard. Hence, Siegwerk being in the forefront of championing the cause of food safety, has made efforts to document the standard for the easy understanding and implementation of the standard.

Packaging inks conformance to IS15495

The Indian Standard IS15495:2004 'Printing Ink for food packaging – Code of Practice' prescribes guidelines for printing inks for use in food packages. The standard differentiates between four categories of printing inks and gives guidance on the formulation of the respective inks:

- Printing inks on external (secondary/tertiary) food packaging. They can be formulated freely, but must not contain substances from the exclusion list and must not contain toxic substances. In the case, that a functional barrier does not exist, bleeding dyes and



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Integrated and transparent packaging supply chain is the key to success of packaging safety implementation.

colouring agents need to be avoided.

- Printing inks on immediate food wrappings. Those must be applied to the outside of the food wrapper, comply with the exclusion list and must not contain toxic substances. Inks are to be printed in such a manner as to avoid set-off. The final intended articles need to be manufactured in a manner that under normal or foreseeable condition of use, they shall not transfer their constituents to the food in quantities, which may endanger human health, cause a deterioration in the organoleptic characteristics or an unacceptable change in the nature, substance and/or quality of the food. In the case, that a functional barrier does not exist, bleeding dyes and colouring agents need to be avoided.
- Printing inks for direct food contact. They must be formulated only with food additives under the appropriate regulation of the Government of India. The final intended articles need to be manufactured in a manner that under normal or foreseeable condition of use, they shall not transfer their constituents to the food in quantities, which may endanger human health, cause a deterioration in the organoleptic characteristics or an unacceptable change in the nature, substance and/or quality of the food. In the case, that a functional barrier does not exist, bleeding dyes and colouring agents need to be avoided.
- Printing inks for disposables (for example, paper plates, drinking straws or table napkins). Those inks

must not contain substances from the exclusion list or those, which are otherwise known to be toxic. Moreover, they shall be formulated to avoid bleeding onto the food.

Specified requirements across the entire supply chain stakeholders

Ink Manufacturer

- Ink manufacturers are responsible to formulate packaging inks by using only raw materials other than those known to be toxic, carcinogenic, sensitizing or mutagenic, primarily governed by the exclusion list as per Annex A of the Standards.
- Ink manufacturers are expected to take all necessary precautions to meet the guidelines of the standard.
- Ink manufacturers shall inform the converter and print buyers on the suitability of ink type towards the packages of food and the norms followed in formulations as per the requirement.

Printer / converter

- The printer and converter is finally responsible for manufacturing and storage of the food packages in such a manner by which all preventable transfer of material from the ink or coating to the food content is avoided, even if such transfer is unobjectionable on the grounds of health, odour and flavour.
- The printer needs to ensure that the storage environment should be free from potential volatile

contaminants, which could adversely affect the organoleptic characteristics of the food.

- For immediate food wrappings and direct contact applications the final intended articles needs to be manufactured in such a way, that under normal or foreseeable condition of use, they shall not transfer their constituents to the food in quantities, which may endanger the human health, cause a deterioration in the organoleptic characteristics or an unacceptable change in the nature, substance and/or quality of the food.
- For immediate food wrappings and direct contact applications the printer needs to establish appropriate controls to avoid set-off in the printing process.
- The converter needs to perform adequate analysis for the specific application in context of validating the bleeding capacity of dyes and pigments used in the inks.

Print buyer / brand owner

- Print Buyers need to design the packaging with the restriction of printing in mind.

- For immediate food wrappings and direct contact applications the final intended articles needs to be manufactured in such a way, that under normal or foreseeable condition of use, they shall not transfer their constituents to the food in quantities, which may endanger the human health, cause a deterioration in the organoleptic characteristics or an unacceptable change in the nature, substance and/or quality of the food.
- Relationship between the press speed and the curing/drying power needs to be fully understood to ensure that an adequate curing/drying takes place.
- For immediate wrappers, the print buyer needs to recommend substrates with sufficiently low permeability to prevent migration.

It is very important to understand that packaging safety can only be implemented when packaging supply chain partners share information among each other and follow an integrated approach. Integrated packaging supply chain is the key to success of packaging safety implementation.



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The future is sustainability and innovation

The latest reports from Smithers explore future demands for packaging from food-service sector, and ever-advancing digital technology that will face competition from increasing efficiency of analogue processes.

World over brand managers and consumers are increasingly becoming aware and demanding – be it product's environmental sustainability, carbon footprint, quality or personalisation. This change is reflected in the two reports recently published by Smithers regarding the sustainable food-service packaging, and the strategic overview of the future of digital print.

Single-use food-services packaging is the sustainability battleground

Smithers latest market report 'Sustainable Food-service Packaging to 2024 – A State of the Art Report' estimates that the global food-service market exceeds \$31.4 billion and that it is growing at an annual rate of 5.3 per cent. The report assesses the top 20 sustainable technologies and technology solutions in the food-service packaging sector. It examines each technology, the state-of-the-art, commercialisation potential and analyses current developments (with a focus on new materials technologies) and how these will evolve over the five-year forecast period.

Each technology is reviewed to critically assess the state-of-art and its growth potential over the forecast period. Scores reflect the state of technology readiness, the commercial potential of the technology and ancillary technologies, the market potential for each application, the estimated capital and operating costs and cost competitiveness of the technology, and the convergence with broader economic and market trends.

Smithers delivers a clear ranking of which formats and end-use applications present the best opportunities for innovation. The 'Sustainable Food-service Packaging to 2024 – A State of the Art Report' assesses the Top 20



Smithers delivers a clear ranking of which formats and end-use applications present the best opportunities for innovation in single-use food-service packaging.

technologies for food-service packaging 2019-2024. The technologies examined in this report include advanced waste management and recycling, aqueous barrier coatings, aromatic polyesters, bio-based polyamides (PA), bio-based polyolefins, edible packaging, high-bulk substrates, high-performance corrugated packaging, high-performance packaging made from paper or paperboard, lignin-based barrier coatings and plastics, moulded fibre packaging, nanocellulose-based packaging, packaging from non-wood fibre and agricultural residues, PLA-based coatings for fibre-based packaging, starch-based packaging, wood-based composites, and more.

The report examines state-of-the-art food-service packaging technologies and the development of sustainable packaging solutions. It presents 20 leading technologies that are currently affecting the food-service sector and looks at their potential for growth over the five-year period ending in 2024. It examines technologies and products in various stages of development, including those that are commercially available, and pays special attention to those innovations that will impact the paper and paperboard industries and suppliers of fibre-based food-service packaging.

Changing dynamics of the print industry

The growing demand for shorter run work, faster turnaround, and better print quality is a suitable for the growth of digital technologies. Smithers latest market report 'The Future of Digital Print: Long-Term Strategic Forecasts to 2029' identifies how the current and future generations of inkjet and electrophotography presses will capitalise on this demand. It forecasts that in 2029 the global digital print market will reach just over 3 trillion A4 print equivalents with a value of \$225 billion, up substantially from \$103 billion in 2014 at an average CAGR of 5.3 per cent in value over 2014-2029.



The growing demand for shorter run work, faster turnaround, and better print quality is a suitable for the growth of digital technologies. However, the Smithers report also draws attention to the improving cost-effectiveness of analogue presses in parts of the low-run print-market.

The report focuses on key supplier sectors for new print equipment, toners and inks. The drivers for the adoption of digital technologies are discussed and the technology developments that will shape future markets are assessed critically. There are also complete profiles of the leading equipment suppliers globally.

While digital print has grown markedly over the last decade, Smithers' analysis identifies several outstanding challenges. How successfully these are to overcome will impact adoption in different end-uses across the ten years to 2029. These include:

1. High costs – Capital requirements for the latest generation of high-performance digital print equipment are considerable. The cost of inks, toners and other consumables are also above those for most competing analogue processes.
2. Company culture and ways of working – For users to be successful in adopting digital print, a significant change in business processes, from sales through to production and dispatch is required. Integrating web-to-print business models in particular can give access to new customers and improve efficiency for print service providers.
3. Print quality – Toner output leads the way for digital print, competing with offset quality. Inkjet presses have improved and can offer very high print quality in some applications, but many need primer and are still restricted in the range of suitable substrates, which will create a focus for further research across the 2020s.
4. Legislation and brand owner requirements – In packaging and labels there are stringent low-migration and anti-taint requirements. Digital low-migration ink sets and toners are available, but future work on lowering costs of these is necessary to capture greater market share.
5. Increasingly capable analogue presses – In parts of the low-run print market, the cost-effectiveness of analogue presses is improving. This includes the fitting of inkjet stations in hybrid print configurations that can limit the impact of digital print in certain applications, especially those where variable data print and versioning are required.

In conclusion we can say that single-use food-service packaging is increasingly having its future defined by the sustainability agenda. This is creating new opportunities for innovative materials and food-service formats that can match the performance of existing pack designs with a lower carbon footprint. While the print industry will continue to evolve in response to multiple economic, technological, demographic, ecological, and behavioural factors. The shift from physical to online print in publication, advertising and transactional print sectors, will continue to cut overall print volumes, and consumer expectations for future printed content is rising.



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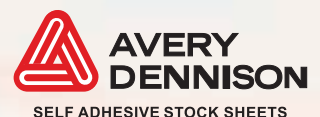
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BLACK IS THE COLOUR OF THE SEASON

In a spectacular cricket tournament, print-business owners played their best game and their family members enjoyed a day full of fun activities and truly exciting family-time at the PPL19 – the carnival of cricket by and for the members of BMPA and MMS.

One of the most successful events jointly organised by BMPA and MMS is the carnival of cricket, the Printers' Premier League. The 2019 edition of the cricket tournament began with a very encouraging and positive response. This year, members registered with much enthusiasm and excitement, filling up the teams quickly and much ahead of the tournament.

Supported by Toyo Ink, PPL19 was organised on the sunny Saturday of December 14 at the wonderful Western Railway Ground at Lower Parel, Mumbai. This ground has been the home pitch for PPL since the inception of the event in 2016. This venue not only provides a professional and a beautiful ground for the cricket tournament, but has ample space to host a wide range of activities and put up food stalls serving lip-smacking Mumbai street food. It is this unique action – on and off the pitch – that makes PPL truly a cricket carnival for the enjoyment of the entire family of the participating member.

Tushar Bhotica, one of the members of the PPL19 organising committee, implemented an innovative, data-based team formation initiative. Sifting through the player data from the past three editions of the PPL, Tushar identified eight Florescent Players who scored higher numbers compared to the other players – better batsman, bowler, and so on. These eight players were then distributed into ALL the Teams of PPL19 ensuring each team had one Florescent Player, giving each team a fair chance to win the tournament. The Florescent Players for PPL19 included: Manan Parekh, Vinay Holkar, Jinesh Bariya, Sandeep Jajoo, Manish Virdi, Anup Dhote, Nitin Bharda and Ankit Tanna.

Founded in 1996, Saran Sports is a brainchild of Sanjiv Saran Mehra. A former investment banker with Lazard, he was an active sportsman during his school and college days. Under the burden of professional life, however, Saran could not continue with his sports. He experienced the pain and the void of having to leave behind the sports through the grind of professional live, constant pressure of deadlines, and the responsibilities of business growth. That's when he launched the Saran Corporate Sports Series in 1997. Saran Sports were the able expertise partners for PPL19.

Toyo Ink has supported BMPA-MMS PPL since its inception. And the carnival of cricket as has also received good support from other members of the industry, many of whom have come forward from time to time to sponsor boundary boards. The boundary boards for PPL19 included – besides Toyo Ink, of course – N R Agarwal, C H Java & Company, Drupa, Boettcher India PLC, Technova Imaging Systems PLC, Ram Graphics, Reliable Prints, New Rajkamal Printing Press, and CMYKOGRV 8 Colours.



First toss of PPL19



Tushar Bhotica and Firoze Reshamwala have been leading from the front as members of the organising committee for the PPL19. They can be seen here explaining the rules to the players before the first toss.



Presidents of BMPA and MMS, Nitin N. Shah and Tushar Dhote greeted each player participating in the tournament before the first match.



Under the captaincy of Jigar Satra, Team Black won the PPL19 Champion's Trophy. Ankit Tanna, Shanaya Shah, Dinesh Palye, Imran Sayyed, Kedar Ambekar, Bhupendra Satiya, and Rakesh Bharadwaj led the Team Black to the victory.



Team Violet played their best game under the leadership of Mukesh Ulsian. Manan Parekh, Devendra Pandya, Juzer Vora, Tejas Tanna, Murtuza Kapadia, and Sunil Singh led their Team Violet to the runner-up position at PPL19.



Anup Dhote was awarded the Best Batsman at PPL19 and Prakash Canser, Honorary Secretary of MMS gave him the trophy.



Mukesh Tulshan was awarded the Man of The Tournament. Mehul A. Desai, former President of BMPA gave the trophy to Mukesh.



Juzer Vora's excellent bowling made him the Best Bowler at PPL19. Juzer received the trophy from Iqbal Kherodawala, Honorary Secretary of BMPA.



Harsh Shah's boundary-smashing six won the title of Best Six.



Each match was played very competitively, and each team member played the best game. On the ground it was all a serious game.



Off the ground, players and their family members had the fun time. Just like Hakimuddin from Jamali Designer and Printer, many members grabbed a photo-opportunity with their family members.



Foot massage by the masseurs from the National School for the Blind has been a star attraction at the PPL right from its first edition. While the players and their family members enjoy the amazingly soothing foot massage, the PPL provides a platform for these differently-abled people to raise financial resource using their skills for their organisation.



Supported by Toyo Ink, PPL has provided a platform for the members of BMPA-MMS to enjoy a competitive cricket tournament and strengthen the bonds of friendship while appreciating the sports.



The carnival of cricket offers the best opportunities to enjoy a day of bonding, fun and meeting friends from the business fraternity through its wide range of fun activities. Children and their parents enjoy activities like body-painting, nail art, rock-hammer, Tarot reading, and the wide choice of delicious street food.

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SM 74-4H -1996 - Straight

SM 74-4H -1995 - Straight



Polly 466P - 1999 - CPC, Alcohol Dampening

Polly 466 - 2003 - CPC, Alcohol Dampening Straight

Polly 725 - 1995, 266-1998

Adast Dominant 715C, 725C, 745C - 2000, 755C - 1997

755P - 1992, 715, 755C-2000 Model, CPC, Alcohol Dampening, Coater

SHINOHARA

74-5 - Year 2000 5 Colour+ Coater

75 -IV - Year 2010 4 Colour



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A trade-show rising from the ground

A few days before the 4-day Paxmex 2020 raises its curtains, we have latest updates from Team PAMEX and the AIFMP. This year, the team promises a bigger, brighter, and the best-so-far Indian print-industry trade show.

AIFMP's flagship and India's largest print-industry trade show – PAMEX 2020 – will be organised between January 6 and 9. With over 375 exhibitors, 250+ running machines, and over 100 product launches, PAMEX 2020 is expected to attract a wide variety of print-industry professionals in Mumbai. If the PAMEX 2017 was any indication that was attended by over 25,000 visitors, PAMEX 2020 is expected to have a much greater footfall, especially considering the response AIFMP has received for all its Print Odysseys across India and the neighbouring countries.

Embracing Nepal in November

Earlier in November this year, AIFMP and Federation of Nepal Printers Association (FNPA) co-hosted a Roadshow at Alice Receptions in Kathmandu, Nepal. The event consisted of a Technical Conference and a table-top exhibition sponsored by HP India Sales PLC. Prof. Chopra introduced the gathering of over 300 printers – members of FNPA from and around the Nepalese capital city Kathmandu – to PAMEX 2020. Anil Arora, President Print-Packaging.com – the event partner of PAMEX 2020 ended the inaugural session by acknowledging the efforts put in by FNPA towards organising Print Odyssey and the International Outreach Programme in Nepal. Speaking at the event, Prof. Chopra thanked the “FNPA for organising such a wonderful and successful event, that exceeding AIFMP's expectations about the number of people who would attend the event.”

The technical seminars began with a presentation by V. Vidyalingam, Director, Suba Solutions. “We all take for granted that and we all know that a printing press is a manufacturing unit,” he said, “we all know but we don't adopt this business approach. If and when we do, printing would lead to systematic investments and evaluations – a must for any company.” He further educated the audience on how to set realistic goals and what kind of machinery they should be investing in.

Mr Vidyalingam was followed by Kulraj Singh, Regional Sales Manager, HP India Sales. He spoke about the New Era of innovation with HP Indigo. “The world is rapidly moving towards personalisation and customisation,” he added and further detailed how HP Indigo can empower printers to make the most of the personalisation and customisation trend, while adding value to client brands.

“We are very proud of the growth of the printing industry in Nepal. The success of Print Odyssey and the Roadshow shows that the printers in the country are keen to discuss the issues they are facing and are willing to adapt to changes in the industry. We will be working closely with AIFMP so that the industry can further grow in both the countries,” said Puskal Gautam, President, FNPA.

Print Odyssey in South and West India

In the third phase, Print Odyssey travelled to Andhra Pradesh and Karnataka. The 5-day tour began in Vijaywada

in Andhra Pradesh and concluded in Bengaluru, Karnataka. The Team covered smaller yet print-industry-heavy-weight towns including Guntur, Narasaraopeta, Ongole, Nellore, Tirupati, Davangere and Hubli. The Odyssey Team on this trip included C. Ravinder Reddy, Vice President – South, AIFMP besides Prof. Kamal Chopra, Chairperson of PAMEX 2020, and G. Raveendra Babu, Co-chair of PAMEX 2020.

The printers in these southern cities greeted the Odyssey team and shared a wide range of issues that the local printers and the print industry faces. The most significant and concerning issue for most local printers was falling costs for the printers' services and products. “Print cheaper rather than selling cheaper,” Prof. Chopra suggested a pointed solution for the cost pressures and cost-undercutting. “You should be more worried and alarmed by the printer from your market who is printing at a lower cost than you than the one who is selling at a lower rate than you,” advised Prof. Chopra. With his advice, he underlined the significance of tight cost control, greater production efficiency, and enhanced agility of each print-business operating in a highly competitive marketplace.

The fourth phase of the Print Odyssey is scheduled to be held in Maharashtra from December 17 to 24, 2019. The Odyssey will be headed by Prof. Chopra and Balasaheb Ambekar, Co-chair of PAMEX 2020. “We are very excited to visit the printers in Maharashtra and speak directly to them about the issues they are facing,” Prof. Chopra, excited to undertake the journey says “Print Odyssey provides a good platform to the Printers to voice their concerns. It is also a huge opportunity for the printers to gain knowledge which may not be easily available to them.”

The Odyssey Team will cover more than 20 locations in the state during the week-long tour. The Odyssey will start in Baramati and Ahmadnagar in western Maharashtra and will cover major printing destinations across the state including Solapur and Nanded from Marathwada, and Akola from Vidarbha, and Malegaon from the north-central part of the state, and among various other towns before ending the Odyssey in Pune on December 24, 2019. The Team is expecting to meet more than 1,000 printers across destinations spread throughout the state.

Promoting PAMEX; reaching the last-mile printer

Print Odyssey was conceptualised to promote PAMEX 2020 among the printers at the grass-roots. Additionally, AIFMP Team gets the first-hand feedback from the printers on the issues through the direct contact established through these journeys undertaken as part of the Print Odyssey. Notably, AIFMP Team members traversing the nation and the neighbouring countries have been able to address a number of issues raised by the printers during many interactions through Print Odysseys. The issues raised by printers from across India range from the disposal of plastics in Kerala to the high electricity costs in Andhra Pradesh. Prof. Chopra assured that, “AIFMP is doing all it can to help the printers.”



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LTA: a mentor par excellence

Celebrating the printers' day by felicitating and acknowledging the contributions of a print-industry veteran has been the way of MMS-LTA. This year isn't an exception, so make sure your presence for the awards ceremony to learn and draw inspiration.



MMS Printers Day Celebration promises a great variety of speakers and a great learning experience to each participant attending the day-long event.

In the nitty-gritty of life – personal and professional – we often forget to do things that genuinely help our growth. We unknowingly slip into the business-as-usual mindset; forgetting and leaving behind the unrest, the enthusiasm to try new things, and the zeal to innovate to move forward. Sometimes a rendezvous with inspiring persons can wake us up from our deep slumber and put us back on the track of growth.

MMS' Printers Day Celebrations have been doing precisely that for years – these one-day seminars give us a jolt by bringing us face to face with thought leaders, business achievers, and sometimes peers who refused to slip into the business-as-usual mode.

Pranav Parikh: the philosopher businessperson

MMS Lifetime Achievement Award 2020 recipient is one of the most known names from the print and packaging industry. He has founded arguably the most successful Indian print-supply manufacturing company and the brand, TechNova Imaging. He has led TechNova for over three and a half decades since inception in 1971. He is respected by many printers and print business professionals as a mentor. And, he is known

in the company as a 'nurturing leader' who believes in supporting people to shine, do well, and be proud of their achievements.

Mr Parikh is a keen learner, a forward-looking thinker, and a very empathetic businessperson. His unique personality has built and sustained a fascinating culture at TechNova. The company is process-focused yet empathetic to people; it is hierarchical yet very open to experiments, suggestions, and innovations across the organisational pyramid; and above all, the company is customer-focused in perhaps the Biblical sense of the term.

Mr Parikh was honoured with The World Economic Forum Award. The citation he accepted from Klaus Schwab, President of World Economic Forum (WEF), reads, "... your company has been selected by the World Economic Forum and World Link Magazine as one of India's most remarkable and rapidly-growing entrepreneurial companies." As we all know, WEF is the foremost international organisation integrating leaders from business, government and academia into a partnership committed to improving the state of the world. It is widely known for its Davos Global Economic Summit and various Regional Economic Summits.

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LET US BE THE FUEL



Maestros of people management

MMS LTA 2020 will be graced by the Honorable Governor of Maharashtra, Shri Bhagat Singh Koshiyari. Former Chief Minister, a Member of Parliament from Uttarakhand, Shri Koshiyari is a veteran politician from Bharatiya Janata Party. A political figure of his stature will perhaps share the secrets of his tremendous connect with his constituents and public at large, as maybe he would track his journey or share his view from the MMS LTA dais.

Two spiritual leaders from Parmarth Niketan Ashram at Rishikesh in Uttarakhand are the President and Spiritual Head Pujya Swami Chidanand Saraswati and Sadhvi Bhagawati Saraswati. Swami ji will be the Guest of Honour for the Awards while Sadhvi ji will deliver the keynote. Parmarth Niketan is known for its spiritual and social welfare work. The two speakers from Niketan will hopefully share some secrets to fulfilling personal and professional life.

The Guest Speaker for the day is a sports person and the Talent Scout for Delhi Capitals at the Indian Premier League, Pravin Kalyan Amre. He is a known cricketer and cricket coach. He was the coach of the India Under-19 cricket team that won



Keynote for the MMS Printers Day Celebrations 2019, Dr Deepak Phatak, Padma Shri recipient and Professor at IIT-B, talked about the digital century we live in and the various challenges and opportunities it presents to us.



"What I call super positivity is the attitude that keeps you positive irrespective of the outside conditions," said, dynamic and successful, motivational speaker Vickrant Mahajan at the 2018 MMS' Printers Day Celebrations.

the 2012 Under-19 Cricket World Cup in Australia. With his prowess as a cricket coach, we are certain that his speech will share insights into team-building and finding the best of each member of the team to make the team stronger.

MMS LTA 2020 Award Ceremony promises a great variety of speakers, besides the innovative sessions before the award ceremony – MMS Power Lunch and The Round Tables. The day-long event will offer a great learning experience to each participant; however, Mr Parikh's interaction with the audience will surely compel a lot of us to attend the event on Saturday, February 22, 2020, at Sahara Star, Santacruz.

To know more about MMS LTA 2020 and how you can reserve your seat, stay tuned to the latest developments delivered to you through email newsletters by MMS and don't hesitate to contact Manohar Ahuja, Executive Secretary, MMS, at ex.sec@mumbaimudraksangh.org or call him at 022 2364 2924. You can also reach Deepak Wadekar, Assistant Secretary, MMS by calling him at 022 2363 8782.



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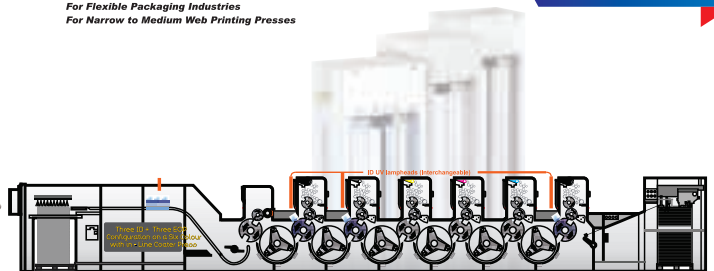
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Hubergroup sets all sheetfed offset printing inks to cobalt-free formulations

Globally the demand for ecologically optimised products is growing. Brand owners are responding by intensified efforts to not only optimise their products, but also the packaging and other print products with respect to sustainability. In order to document the achievements in protecting environment and resources, a growing number of print products are nowadays awarded with eco-labels from governmental and non-governmental organisations. Some eco-labels, Cradle-to-Cradle is the most important one, require non-inclusion of certain substances in the production process. Use of cobalt compounds, which promote oxidative drying of printing inks as a catalyst, are generally regarded as critical in the certification norms.

The toxicological studies on the classification of cobalt compounds have been ongoing for ten years. In order to be able to provide ink customers with a product portfolio that has been optimized according to ecological aspects and with which they can achieve certification by means of an environmental label, our company hubergroup decided to develop a cobalt-free siccative system for oxidatively drying sheetfed inks including process colours and special spot color series like Pantone and CRS system. These cobalt-free inks have been supplied as an alternative, with characteristics, colour distances and printability remaining unchanged. Due to less increase in pile-temperature during the oxidative drying phase, the drying performance has even improved with the new siccative system, showing a clear optimization with regard to drying kinetics. Rub and carboning properties have thus benefited. Having been in use for more than three years, every single application has confirmed this success.



It is because of these positive results that the parallel production of both siccative systems is now discontinued, and all sheetfed offset printing inks from hubergroup India will be available only in a cobalt-free formulation approach. hubergroup thus fulfils its corporate responsibility as a printing-ink manufacturer by strengthening the sustainable development of print products and promoting certification by any of the eco-labels. With this complete product portfolio, hubergroup is one of the first printing ink manufacturers in the World to offer customers the opportunity to meet the highest environmental standards with their printed products and to have these certified according to the current environmental labels.

hubergroup is one of the world's leading specialists for printing inks, coatings and press room auxiliaries, currently comprising 40 companies and 130 sites. This successful, family-owned enterprise, with more than 250 years of experience and expertise in the printing-inks industry, manufactures top-quality products for packaging, commercial and news printing.

Standard Printers Providers at Labelexpo Asia in China

Standard Printers Providers, Mumbai along with their principals Taiyo Kikai Ltd., recently reported about their successful participation in the recently concluded Labelexpo Asia – 2019 in Shanghai, China. Taiyo Kikai's state-of-the-art Flexo Press STF-340 was on Live Demo for visitors to see the production of high-end labels of outstanding quality and superb accuracy at high speeds by this capable press.

Standard Printers Providers is a Multi-Product Company having over 40 years standing in the Graphic Machinery market. It deals in wide variety and range of imported printing and packaging machines. Many visitors from India have praised the quality of Taiyo Press and have shown keen interest.

Taiyo Kikai is a well-known Japanese brand that has focused on developing custom-made printing presses since 1961. The Company has changed its product offerings with the changing times and the demands of the industry; they have successfully fulfilled the specially difficult needs and have become the trusted partners of their customers. Taiyo Kikai is known for their machine development philosophy of achieving a harmony between human and machine, delivering presses that are excellent performers in local environments and on the safety front.

To know more about Taiyo Kikai offerings and other products offered by Standard Printers Providers, one can write to them at standard.printers@gmail.com.



hubergroup goes

COFREE



Cobalt-free formulations for sheetfed offset printing inks

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

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

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

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

- **RAPIDA** COFREE
- **REFLECTA** COFREE
- **RESISTA** COFREE
- **QUICK FAST** COFREE
- **MAXXIMA** COFREE
- **MAXXIMA PLUS** COFREE
- **PACKAGING PLUS** COFREE
- **PRIME PLUS** COFREE

Towards modernising tax-systems

BMPA's panel of consultants support Print Bulletin readers with up-to-date information and resolve queries regarding tax updates, FEMA, and labour laws.

GST

Clarification on GST Rate on Job Work Services

The Central Board of Indirect Taxes and Customs (CBIC) issued a clarification on Job work vide circular No.126/45/2019- GST on the dated November 22, 2019. Before published, these circular people have many doubts about job work and manufacturing processes.

We are clearing our views before and after issued this clarification by CBIC.

Before clarification	After clarification
Per notification No. 11 dated June 28, 2017, S. no. 26, details of GST rates to be charged on manufacturing services on physical inputs (goods) owned by others have been provided. The notification has been amended by notification no. 20/ 2019 dated September 30, 2019. The combined notifications now read as under: GST on manufacturing services on physical inputs (goods) owned by others: (id) Services by way of job work other than specific entry: CGST at rate 6 per cent. (iv) Manufacturing services on physical inputs (goods) owned by others other than specifically specified: CGST at rate 9 per cent.	Per the CGST Act, 2017, "Job work means any treatment or process undertaken by a person on goods belonging to another registered person and the expression 'job worker' shall be construed accordingly." AS Per the circular issued by CBIC, a Registered person is a clear demarcation between the scope of the entries at item (id) and item (iv) under heading 9988 of Notification No.11/2017-Central Tax (Rate) dated June 28, 2017.
As per the above notification, job work services (other than specified specifically), will be subjected to GST at rate 12 per cent (except service considered as manufacturing services which are liable at rate 18 per cent.	On the above basis, if any service provided by way of treatment or processing undertaken by a person on goods belonging to another registered person will be considered under the Job work service and liable at rate 12 per cent.
People had a view that if any service provided on goods owned by others and the service not considered as manufacturing services (not changed the name, character, and use of the goods) liable at rate 12 per cent.	It means any service provided to a non-registered person by way of treatment or processing will be covered under manufacturing service and liable at rate 18 per cent.

Conclusion: If any service provided to the registered person. It will cover under Job work service, and if it provides to an unregistered person, It will cover under manufacturing service.

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GST return? What is the corrective action?

Would someone advise my accounts team to set our employees salaries in compliance with the latest changes after the verdict about on EPS by the Supreme Court of India?

You wish to export your services and goods; what are the special schemes for export promotion?

Should you have similar queries and questions about your business,

BMPA-empanelled-consultants are available to answer your questions and guide you to enhance your business' compliance and lessen your worries. The consultants will be able to advise you about GST, Companies Act, Labour Laws, and Taxation.

The BMPA-empanelled consultants are amongst the best in the industry; they have not only the years of experience but also awards and accolades, and industry certifications that underline their excellent work in the field. Mihir Shah from Universal Connections is a leading import-export and foreign trade consultant. He has recently earned the prestigious 'Incoterms 2020 Trainer Certificate' awarded by the ICC Academy run by the International Chamber of Commerce (ICC). He is currently the first and the only Indian to earn this certificate. The ICC Academy is a ground-breaking e-learning platform that offers dynamic e-courses and specialised programmes on trade finance and cross-border transactions. The e-courses are designed by leading industry experts to meet the educational needs of banks, corporates and other organisations at the forefront of international trade.

As Print Bulletin readers and the members of BMPA-MMS, you have the privileged opportunity to get your queries answered by the coveted and industry-leading consultants. So send your specific questions to admin@bmpa.org. Should your query qualify for the gratis consultation by the empanelled consultant, then counsel from the respective consultant would be tendered for your consideration, and action, if you wish. BMPA and Print Bulletin encourage you to avail this service for your business. For further inquiry or to know more about how to use these services, please call at +91 (22) 2493 4654.



New Dimension of Cost Performance

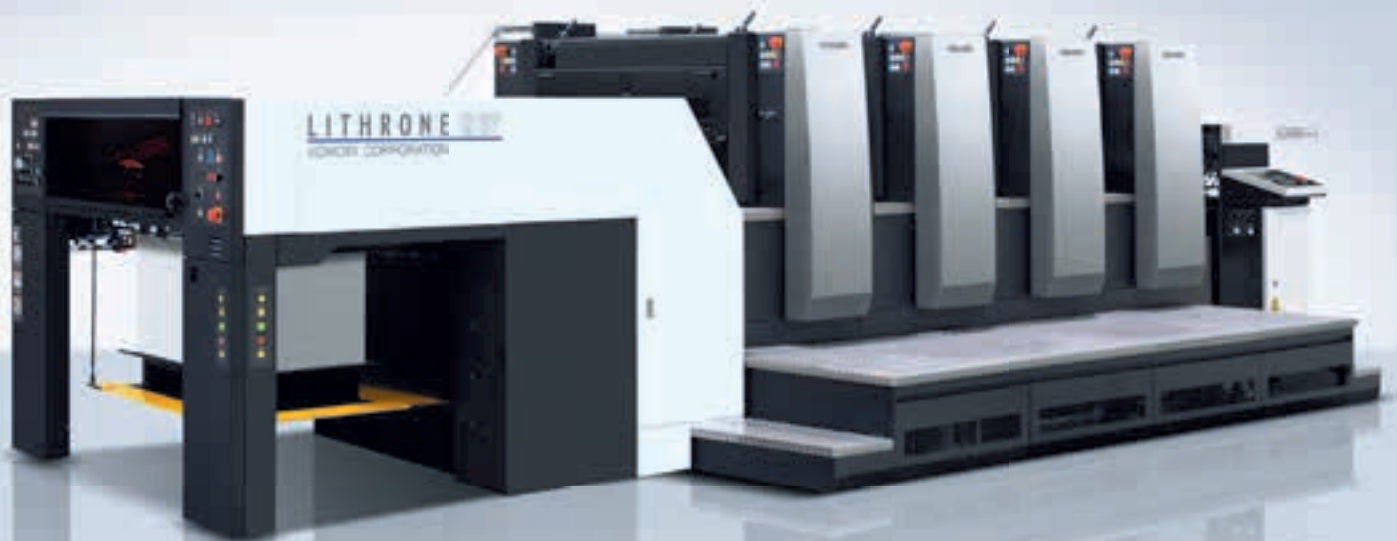


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The Ministry of Commerce, Government of India, has in the meanwhile made substantial changes in the office network of DGFT and its branches on all India basis.

Image: DGFT website screenshot, Image from May 2019, p38: Bulk of India's labour force is in informal sector and a move looks forward looking but most of key initiatives it suggest may be the decision of the states with little contribution from the centre.

Company law

Relaxation of additional fees and extension of last date of filing of Form CRA-4 under the Companies Act, 2013

The Ministry of Corporate Affairs (MCA), Government of India is under the process of deploying Costing Taxonomy 2019 to cater to annual filing of CRA-4 (Cost Audit Report). *The matter was been examined and it is hereby informed that the time limit for filing e-form CRA-4 is extended up to December 31, 2019 without payment of additional fee and thereafter fee and additional fee shall be payable.*

It is to be noted that the extension is being given for the entire process starting from "Preparation of annexures to the cost audit report" to "Filing the cost audit report with the Central Government."

Impact: The extension granted is a relief for the stakeholders.

Companies (Creation and Maintenance of databank of Independent Directors) Rules, 2019

MCA vide notification dated October 22, 2019 has made the Companies (Creation and Maintenance of databank of Independent Directors) Rules, 2019. These rules may be called the Companies (Creation and Maintenance of

databank of Independent Directors) Rules, 2019 and shall come into force from December 1, 2019.

The provisions of rule 2 and 5 shall come into force on the date of publication of this notification in the Official Gazette. The Indian Institute of Corporate Affairs shall create and maintain a databank of persons eligible to be appointed as Independent Director.

The databank shall contain details of willing and eligible persons who can be appointed as Independent directors and such databank shall be an online databank which shall be placed on the website of the institute.~

The information available in the data bank shall be provided only to companies required to appoint independent directors after paying reasonable fees to the Institute.

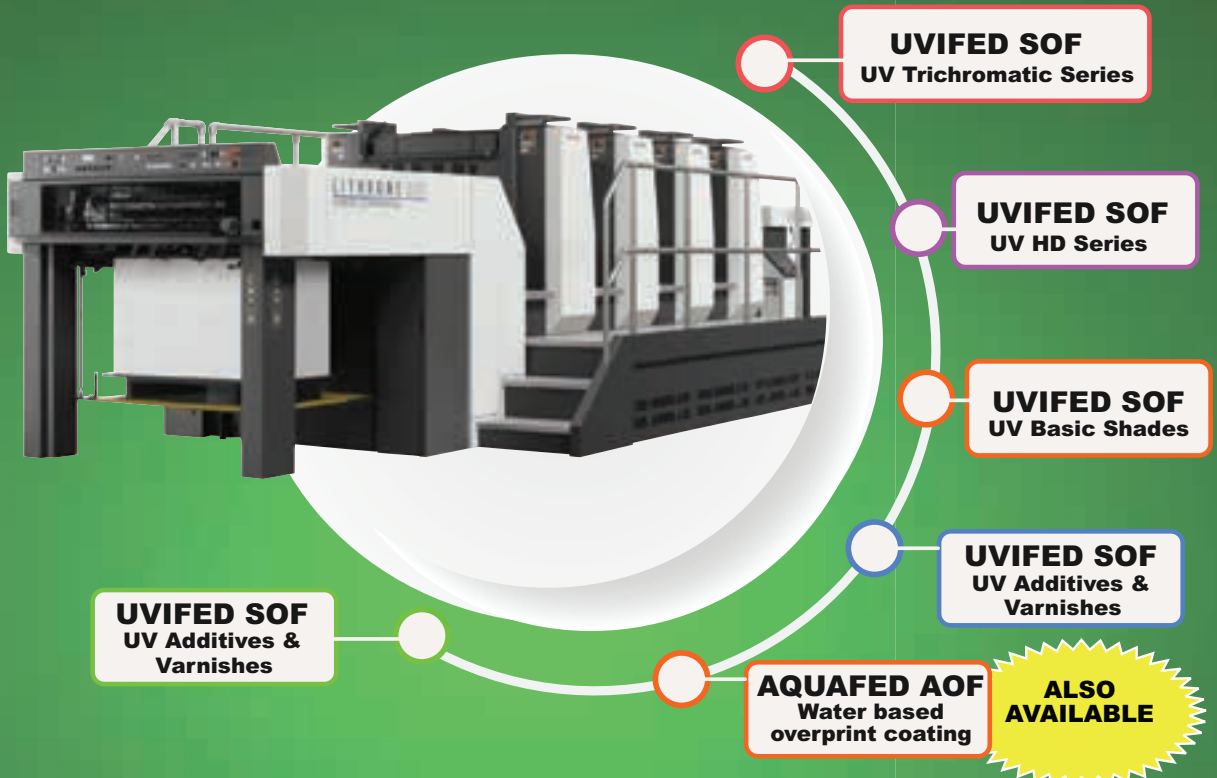
Impact: The process of appointing an Independent Director will be efficient and simple due to the data available.

Banking and FEMA

Changes in DGFT Offices

Entire licensing activities of import and export are governed by the Ministry of Commerce, Government of India through the office of Directorate General of Foreign Trade (DGFT). The DGFT has zones: viz; North, East, West, and and South.

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We all are aware that the present government intends to make radical changes in present Foreign Trade Policy (FTP) and its implementation. The new policy is under formation. It may be announced any time; otherwise it is due for introduction on April 1, 2020.

The Ministry of Commerce, Government of India, has in the meanwhile made substantial changes in the office network of its branches on all India basis. Full particulars of changes are given in Appendix 1A of Appendices and Aayat Niryat Forms in accordance with O & M Instruction No.7/2019 dated 05/09/2019 and O & M Instruction No.8/2019 dated 24/09/2019. However, there is no change in Western region, which covers Mumbai territory.

West zone

The Additional Director General of Foreign Trade	Telephone: 022 2201 7716 / 2203 8094 / 2203 3097 / 2203 1074	1. Maharashtra, excluding the area that are under the jurisdiction of Regional Authority Pune and Nagpur
Nishtha Bhavan (New CGO Building) 48, Vithaldas Thackersey Marg, Churchgate, Mumbai 400020 MH	Fax: 022 2206 3438	2. Daman
	Email: mumbai-dgft@nic.in	3. Dadra and Nagar Haveli

Refund of drawback under Deemed Exports

Chapter 7 of the FTP deals with Deemed Exports. The supplier is given certain benefits against the Deemed Exports supply. To avail these benefits, the Deemed exporter/supplier/main contractor/sub-contractor has to follow the procedures and also provide required documents.

One of the benefits is Refund of drawback on the inputs. Refund of drawback on the inputs used in manufacture and supply under the said category can be claimed on 'All Industry Rate' of Duty Drawback Schedule notified by Department of Revenue from time to time provided no CENVAT credit has been availed by supplier of goods on excisable inputs or on 'Brand Rate Basis' upon submission of documents evidencing actual payment of basic custom duties.

The following amendment has taken place.

Para	Existing provision	Amended provision
7.03(b)	Deemed Export Drawback for BCD	Deemed Export Drawback
7.06	<p>Conditions for refund of deemed export drawback</p> <p>Supplies will be eligible for deemed export drawback as per para 7.03(b) of FTP, as under:</p> <p>The refund of drawback in the form of Basic Customs Duty of the inputs used in manufacture and supply under the said category shall be given on brand-rate basis upon submission of documents evidencing actual payment of the basic custom duties.</p>	<p>Conditions for refund of deemed export drawback</p> <p>Supplies will be eligible for deemed export drawback as per para 7.03(b) of FTP as under:</p> <p>Refund of drawback on the inputs used in manufacture and supply under the said category can be claimed on 'all industry rate' of Duty Drawback Schedule notified by the Department of Revenue (DoR) from time to time provided no CENVAT credit has been availed by the supplier of goods on excisable inputs OR on 'brand-rate basis' upon submission of documents evidencing actual payment of the basic custom duties.</p>

Normally, drawback may be allowed as per All Industry Rate fixed by DoR in the Drawback Schedule where no CENVAT credit has been availed by supplier of goods. However, an application in ANF- 7A, along with documents prescribed in ANF-7A & Appendix-7E, may be made to RA or DC concerned, as the case may be, for fixation of brand-rate where All Industry Rate of Drawback is not available or same is less than 4/5th of duties actually paid on raw materials or components used in the production or manufacture of the said goods.

Effect of this Notification is that Refund of drawback of Duty paid on inputs is also allowed on All Industry Rate. With effect from October 31, 2019 (PUBLIC NOTICE No.40/2015.2020)

Incorrect Data in certain IECs – corrective action required from exporters

Upon the analysis of the DGFT IEC (import export code) database, it has been observed that there are certain data mismatch issues which require immediate corrective action. Following two categories of data mismatch in IECs have been reported:

Incorrect PAN (Permanent Account Number)	Annexure I	PAN (22,893 numbers)
More than one IEC against the same PAN	Annexure II	PAN (8,553 numbers)

IEC holders as mentioned in the two Annexures of this Trade Notice are requested to take immediate steps to correct their IEC data before 15 December 2019, failing which these IECs will be suspended by the jurisdictional DGFT Regional Authority (RA). IECs, which have an incorrect PAN, as mentioned in Annexure-I are required to ensure that their correct PAN is updated and reflected correctly in the DGFT database.

For making changes in PAN, the IEC holder will need to make a written submission on the letter head of the IEC holder to the jurisdictional DGFT RAs along with a self-certified copy of the PAN. Changes in the PAN cannot be made through the online IEC application module.

IEC holders, whose same PAN exists in more than one IEC, as mentioned in Annexure-II, are required to ensure that only one active IEC exists against each PAN. For this, the IEC holder will need to make a separate written request on the letterhead of each IEC holder(s) to the jurisdictional DGFT RA concerned, to suspend/cancel the other IEC(s).

In case of situation where multiple IECs having same PAN exist and the IEC holder has not approached the RA, then the RA will suspend all the multiple IECs having the same PAN after December 15, 2019.

Only on a written request with submission of required documents the IEC [on which import/export takes place] may be allowed to be reactivated. If the IEC holder considers for reason(s) that the IEC cannot be corrected

before the due date but should not be suspended, the person may submit a representation in writing to the concerned RA, DGFT, or, if that person so desires, appear for a personal hearing before the concerned RA, DGFT.

The time period till December 15, 2019 was provided as an opportunity for making a representation in writing. IEC holders are also requested to update their IEC database periodically so as to reflect the correct particulars including email/mobile which is used for communication purposes.

These changes/amendments can be made directly through the 'Online IEC Application' amendment module available on the DGFT Website under the 'Services'.

Labour laws

Salient Features of Bill on Code on Industrial Relations, 2019


The Code on Industrial Relations, 2019, is in the process to get implemented after Code on Wages, 2019.

1. Business environment would improve in the country largely by reducing the labour compliance burden of industries.
2. The Bill proposes to make it easier for an employer to engage and disengage workers based on

requirement. This will make the process of hiring firing smoother depending upon the elasticity of demand on the shop floor.

3. Definition of Industry is given in a socio-economic way covering all activities and work force engaged thereto irrespective of profit or losses or No-Loss No-Profit concepts.
4. The Bill advocates *Fixed Term Employment* of any duration across sectors, but makes provision for all statutory benefits such as social security and wages etc. at par with regular employees.
5. Bill proposes 'mass casual leave' to be considered as a 'strike.'
6. To impart flexibility to exit provisions relating to 'retrenchment' the threshold for prior approval of appropriate Government has been kept 'unchanged at 100 employees'; however, a provision for changing


this number by the appropriate Government has been added and once the Bill is passed with the said newly inserted clause then no need to go through Parliament for changing this number of 100 and Government by mere notification can increase the same, hence this clause may face impedance in both the houses of Parliament. Bill also proposes to create a 're-skilling fund' for the benefit of the workers.



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Salient features of Code on Social Security 2019

Following the Code of Wages, 2019, the Code on Social Security, 2019 once in place will merge eight exiting labour laws including *Employees' Compensation Act, 1923; Employees' State Insurance Act, 1948, Employees' Provident Funds and Miscellaneous Provisions Act, 1952; Maternity Benefit Act, 1961; Payment of Gratuity Act, 1972; Cine Workers Welfare Fund Act, 1981; Building and Other Construction Workers Cess Act, 1996 and Unorganised Workers' Social Security Act, 2018.

Insurance, PF, life cover for unorganised sector employees

The draft code says the "Central Government shall formulate and notify, from time to time, suitable welfare schemes for unorganised workers on matter relating to life and disability cover; health and maternity benefits; old age protection; and any other benefit as may be determined by the central government". While framing of schemes, the draft says the states may also formulate and notify suitable initiatives for unorganized workers, including schemes relating to provident fund, employment injury benefit, housing, educational scheme for their children, old age and funeral assistance.

Bulk of India's labour force is in informal sector and a move looks forward looking but most of key initiatives it suggest may be the decision of the states with little contribution from the centre. There may be unorganised sector social security boards at the centre and state levels.

Corporatisation of EPFO and ESIC

The pension, insurance and retirement saving bodies including EPFO and ESIC will be body corporate. The world body corporate has been added in the draft and may bring in a departure from the current autonomous body status of such organization. The draft also talks about appointment of chief executive officers (CEOs) in these organisation indicating that the labour minister, labour secretary, the central PF commissioner and Director General of ESIC may not be by default the head of such organisations.

It means, the EPFO may become a more structured national body with its entire ₹11 trillion corpus under the responsibility of a central government-appointed chairman. Currently EPFO is headed by the labour minister chaired central board of trustees.

"The Central Government shall also appoint a Financial Advisor and Chief Accounts Officer to assist the Chief

Executive Officer in the discharge of his duties," draft code says "the Central Board shall be a body corporate, having perpetual succession."

Benefits for gig worker

Millions of gig workforce in India, often referred as lonely in the workplace, may soon get life and disability insurance, health and maternity benefits among others as the union government is formulating a labour code that propose such provisions.

As per the draft social security code, the "Central Government may formulate and notify, from time to time, suitable social security schemes for gig workers and platform workers" and such schemes would encompass issues like "life and disability cover", "health and maternity benefits", "old age protection" and "any other benefit as may be determined by the Central Government".

Though the exact number of gig workers are unknown as the authorities are still figuring out whether they are formal workers or informal workers or independent entrepreneurs. A 2017 study by the consulting firm Ernst and Young reports that nearly one out four gig workers in the world are from India.

Maternity benefit

The draft says subject to the other provisions of this Code, every woman shall be entitled to, and her employer shall be liable for, the payment of maternity benefit at the rate of the

average daily wage for the period of her actual absence, that is to say, the period immediately preceding the day of her delivery, and any period immediately following that day. For the purposes of this sub-section ₹ the average daily wage means the average of the woman's wages payable to her for the days on which she has worked during the period of three calendar months immediately preceding the date from which she absents herself on account of maternity, subject to the minimum rate of wage fixed or revised under the Code on Wages, 2019.

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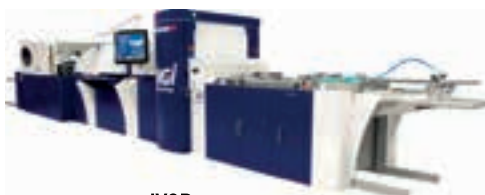


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