

PRINT BULLETIN

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"Cricket is my first love."
 "Cricket as my passion is distinctly contagious."
 "Everything I know about being a gentleman,
 I owe it to Cricket."



CRICKET CARNIVAL 2019

for
PRINT
BUSINESS
OWNERS

Saturday
14th December 2019

PPL
Printers' Premier League
2019

**One-Day
PPL
is back**

05

LET'S PLAY HARD PARTY HARDER

The monsoons have returned home; winter is knocking on the door. It is the season of Printer's Premier League. It is time for cricket at BMDPA-MMS.

20



CELEBRATING PRINT

A celebration that is an ode to the father of print, PS20 is going to be an event packed with insightful talks and knowledge sharing, a real feast for your mind and soul.

22



A CODE FOR THE DIGITAL AGE

Barcodes have evolved into their latest avatar – the DotCodes – allowing for more data packaging into a smaller size, achieving high speed and mass-scale product tracking.

12

WHAT'S THE FUSS ABOUT PRIVACY?

Just as we protect and keep our personal data private in the physical world, are we aware of protecting our privacy on the Internet?

08



CONSISTENT REDUCTION IN INPUT COSTS

Downward trend in the AIFMP indices clearly offers some relief to the print and packaging industry facing immense business pressures.



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www.bmps.org
email: office@bmps.org
Address: # 216 Neelam, 108, R G Thadani
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Address: Space 1, 1st Floor, Municipal
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FROM THE PRESIDENTS' DESK

Dear Industry Colleagues,

Let us both welcome you to a new season of sporting action, knowledge-seminars, and marquee events. By the time this issue reaches you, we shall have concluded Print Innovation Exchange – a day-long conference by APTECH and BMPS. Immediately following the conference, we shall have the DRUPA roadshow on November 26. At the roadshow, Tushar Dhote and Iqbal Kherodawala will present their ideas and interact with the printers attending the roadshow. If you wish to know more about DRUPA 2020 that will be organised in Dusseldorf, Germany between June 16 and 26, 2020, don't miss registering for the presentation event at The Taj Mahal and Palace at 1900 hrs. Only limited seats are available only after registration and RSVP to Valencia D'costa, DcostaV@md-india.com

BMPS-MMS has worked out a special packages for our members to visit Drupa. The two packages are 5N6D economical and 7N8D premium package negotiated with Red Carpet Tours' Business Development Director Mithun Bhayani, a former Cox and Kings senior executive. For more details of these Drupa packages, flip to page 19.

Come December, and you should be padding up and proudly putting on your PPL19 team uniforms. With committed support from Toyo Ink, BMPS-MMS have made PPL so grand and appreciated that despite limiting one-entry-per-company this year, you have already registered overwhelmingly for the carnival of cricket.

We shall welcome the new year with PAMEX 2020. AIFMP's flagship global trade exhibition showcasing the best of the Indian print and packaging industry will be organised between January 6 and 9, 2020 at the Bombay Exhibition Center, in Goregaon, Mumbai. You cannot miss visiting and participating in the trade show and the one-day conference. To know more, please visit www.pamex.in

The one-day marquee knowledge-conference by BMPS, PS20 will be hosted at Tata Theatre, NCPA in Mumbai on January 23, 2020. PS20 organising committee led by PS Chairperson Fred Poonawala is working hard to put together a rocking show. We are bringing the best speakers to PS as usual. We promise to you that we are doing our best to deliver the best PS yet, so you should register for PS20 quickly. We don't want you to feel sorry for not registering and for not being able to enjoy the PS20 from among the 1,000+ strong audience of leading print professionals, manufacturers, and suppliers from across India.

In December first week, your organisations will participate in the Governing Council (GC) of AIFMP. BMPS will advocate and try to convince the AIFMP GC members from across India to rally for abolishing the anti-dumping duty imposed on the import of digital plates and allied raw materials. We believe that abolishing the duty will offer some respite, especially to the smaller print shops, through the tough market challenges we all are facing. We promise we shall do our best to bring about this much-needed change for our industry.

Nitin N. Shah

Tushar Dhote

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Copy Editor - Prashant Shah

Consultant - Shripad Kulkarni (Ascharya Creative Communications)

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CONTENTS

05 Let's play hard, party harder
The monsoons have returned home; winter is knocking on the door. It is the season of Printer's Premier League. It is time for cricket at BMPA-MMS.

12 What's the fuss about privacy?
Just as we protect and keep our personal data private in the physical world, are we aware of protecting our privacy on the Internet?

16 Reinventing sustainability through labels
Practising sustainability is not that difficult if you have the desire in creating a change in your work methods and processes. Let's find out 'how' in the recent interview with the Director of Compliance and Sustainability at Avery Dennison.

20 PS20: celebrating the joy of print
A celebration that is an ode to the father of print, PS20 is going to be an event packed with insightful talks and knowledge sharing, a real feast for your mind and soul.

22 A code for the digital age
Barcodes have evolved into their latest avatar – the DotCodes – allowing for more data packaging into a smaller size, achieving high speed and mass-scale product tracking.

34 Note the changes
BMPA's empanelled consultants support Print Bulletin readers with up-to-date information regarding tax updates, banking, and labour laws.



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

Email us at: ex.sec@mumbaimudraksangh.org

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

Let's play hard, party harder

The monsoons have returned home; winter is knocking on the door. It is the season of Printer's Premier League. It is time for cricket at BMTA-MMS.

BMTA and MMS' much-awaited joint sports event, the Printers' Premier League (PPL) is just around the corner. This year the PPL will be organised at Western Railway Stadium, Lower Parel on Saturday, December 14, 2019. This year this day-long carnival of cricket is being hosted exclusively for the print business owners, their family members, directors and senior executives.



PPL is truly a carnival of cricket. The participating members have fun playing very competitive matches. Each year, PPL witnesses fiercely fought matches, nail-biting wins, and well-played cricket.

Sports makes bonds stronger

Supported by Toyo Ink, PPL19 is planned as a sporting and entertainment event for the entire family. Sixty-four players playing off through eight teams will lead to the final match to claim the winning trophy. Tushar Bhotica and Firoze Reshamwala have been leading from the front as members of the organising committee for PPL. They have been active not only behind the scene, tirelessly putting together the resources and making arrangements, over the years PPL players also have appreciated the duo cheering the players and adding to the carnival mood at all the PPLs so far. Despite all the fun and frolic, PPL is a pretty serious and competitive cricket tournament. "PPL is played with a cricket ball and all the cricketing gear. Players showcase some amazing cricketing skills that are at the centre-stage

of this cricket carnival," Tushar and Firoze underline the friendly competitive nature of PPL tournament.

Don't lose the opportunity

Beyond the boundary lines, PPL has games for children, food stalls with mouthwatering snack and chat items, and



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

a range of fun activities for all the young and the young-at-heart participating in PPL19. It is the most appreciated and unique feature of BMTA-MMS' cricket carnival – people enjoy and have a great time. Tushar Dhote, President of MMS and one of the members of the PPL organising committee stresses that "PPL has strengthened the bonds of friendships among print professionals on and off the pitch." He has been participating and leading a PPL team since the inception of this joint sporting carnival in 2016. In fact, he led his Green Team to victory in PPL18.

PPL19 will have cheerleaders entertaining and cheering with their skills after each boundary-hit and the professionals DJ to get your adrenalin going with thumping music. But the main attraction of PPL are the host of activities for every member of the family. Children enjoy face painting



Family members and the fellow printers cheer the players at PPL. The sport, music and fun bring them all together.



Young or young-at-heart, all enjoy the carnival of cricket with the plethora of activities organised beyond the boundary lines.

Five stars



Gaur Gopal Das
International Life Coach



Josy Paul
BBDO
CEO



Vivek Krishnani
Managing Director
Sony Pictures Entertainment India



Shivakumar
Group Executive President
Aditya Birla Group



Vivek Bhargava
CEO
DAN Performance Group



K. Shankar
CEO
Feedback Consulting Services Pvt. Ltd.



Manish Sharma
Co-founder
Printo and Canvera



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Naresh Kumar Dasari
Managing Director
Macro Media Digital Imaging



Iqbal Kherodawala
Managing Director
Printline Reproductions Pvt. Ltd



Kaushal Sampat
Senior Advisor
Rubix Data Sciences Pvt. Ltd.

PS20

PRINT SUMMIT 2020

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



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AND
SPECIALTY
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Steps to make your business thrive



Attend PS20 and motivate yourself to do better things. Like every year, you have an action packed seminar with inputs on motivation, developing skills, new opportunities and the market scenario in general.

**Come with all your appetite;
Return with your belly full of ideas and spirits!**



To register online visit QR
To register offline contact
BMPA office

- 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



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



booth; ladies crowd the booth with children but they also enjoy the foot massage with their husbands, who sweat it on the field playing excellent cricket. The foot massage is offered by visually challenged people and their service has been a PPL star-attraction since inception. Through PPL, the visually challenged get an excellent opportunity to earn some money with their exceptional skills. PPL also offers a variety of food stalls, from Mumbai's street food to chaat, besides a sumptuous and delicious lunch. PPL thus offers a complete fun-filled day for the entire family around competitively played cricket tournament.

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

BMPA-MMS with committed support from Toyo Ink have made PPL so grand and appreciated that despite limiting one-entry-per-company this year, your organisations have already received over 50 entries for PPL19. Only a few places are left in the teams, therefore, if you wish to be a part of this day-long cricket carnival organised by BMPA-MMS, you will have to rush to register for the event. To register for PPL19, scan the QR code or visit <http://bit.ly/20fyHAN> to download the registration form. Follow the instructions on the registration forms to submit your registration at the earliest. If you can be quick, you can grab attractive early bird discount until November 30, 2019.

Should you need assistance with PPL19 registration, please contact Nitin Bhada, Membership Promotion at BMPA on 022-2493 4654 or 022-2497 0912 or write an email at memberships@bmpa.org. You can also contact Executive Secretary of MMS Manohar Ahuja at 022-23642924 or 022-23638782 or write an email at ex.sec@mumbaimudraksangh.org.

Consistent reduction in input costs

AIFMP Indices for commercial print vertical (Pridex) and packaging vertical (Cardex) are updated every quarter. Print Bulletin will update you on the trend each quarter with a detailed analysis of indices data. The two indices present the trend and help justify fluctuating costs, rise and decline by our industry. Estimate your costs accurately by making use of these indices.

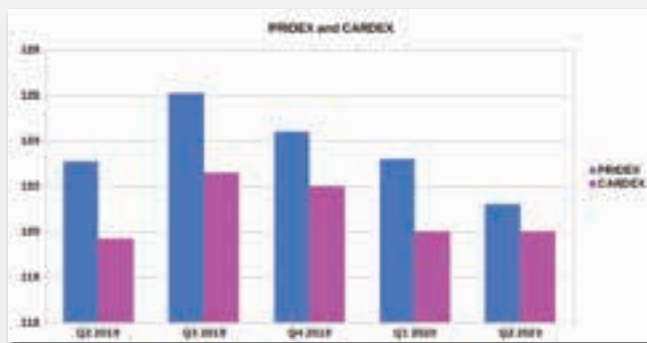
What are the latest numbers?

CRISIL has recently published the Q2 (FY2020) results for the indices PRIDEX and CARDEX. In the Q2 of FY2020, PRIDEX stands 121.2 and CARDEX stands at 120. The downward trend is apparent if we compare the Q2 (FY2020) with the previous quarters – Q3 (2019) and Q4 (2019). PRIDEX and CARDEX have dropped 4.9 and 2.6 per cent respectively compared to Q3 (2019). However, when compared with Q2 (FY2019), the year-on-year trends show a different picture – PRIDEX dives down 1.9 per cent while CARDEX records increase of 0.3 per cent.

Is the decline in input costs beneficial for us?

PRIDEX-CARDEX have declined consistently since Q3 (2019). Printers may choose to slightly lower the prices of their services and products and pass on the benefit of falling input costs while guarding the profitability of the business. The quarter-to-quarter decline in input costs are not particularly beneficial for the industry – micro and smaller print businesses in particular – that is reeling under the pressure of a more widespread economic slowdown.

Sanjay Patel, the brain behind the duo AIFMP indices and the Project In-charge says, "widespread economic slowdown would have affected specific input costs – paper and paperboard, and other inputs. Downward trend



in the AIFMP indices clearly offers some relief to the print and packaging industry facing immense business pressures – including declining revenues and delayed payments from clients." The complete impact of the relief offered by the reducing input costs to our industry can be better judged if the downward trends continue through FY2020, across the remaining two quarters. "Members must, however, be very cautious with their pricing strategies considering the overall muted business sentiment," Sanjay cautions.

We would also like to bring to the notice of our readers that PRIDEX shows slightly higher volatility and as compared to CARDEX and the CARDEX has resisted the declining trend compared to PRIDEX. One can see this difference in the behaviour of the two indices.

Where can you find the indices?

To know more about PRIDEX and CARDEX follow the link: <https://tinyurl.com/yayqnp2k>. The detailed methodology used at computing PRIDEX and CARDEX is readily available at <https://tinyurl.com/yaqrr65m>.

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

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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.

TO MEET ONE SUCH SUCCESSFUL MAN MARK YOUR DIARY

CELEBRATE PRINT



MMS

EMPOWERING PRINTERS SINCE 1956

LIFETIME ACHIEVEMENT AWARD

SATURDAY, 22ND FEBRUARY 2020
SAHARA STAR, NEAR T1
DOMESTIC AIRPORT, MUMBAI



PROUDLY ANNOUNCES

THE LIFETIME ACHIEVEMENT AWARDEE 2020

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

Udaybhai C Patel

Line O Matic Graphic Industries

LTA Awardee 2018

Ramesh Kejriwal

Parksons Packaging Ltd.

LTA Awardee 2017

C.N. Ashok

Autoprint Machinery
Manufacturers Pvt Ltd

LTA Awardee 2016

Arun Mehta

Vakil & Sons Pvt. Ltd.

LTA Awardee 2016

Bimal Aurn Mehta

Vakil & Sons Pvt. Ltd.
Young Achiever

LTA Awardee 2015

Gautham Pai

Manipal Technologies Ltd
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LTA Awardee 2014

Amila Singhvi

International
Print-o-Pac Ltd

MMS Awardee 2013

R Chockalingam

Srinivas Fine Arts (P) Ltd

LTA Awardee 2011

Jayantrao Salgaonkar

Kalanirnay

LTA Awardee 2009

Vinayak Patwardhan

Prabhat Agency

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

What's the fuss about privacy?

What is one's personality? Nothing but personal and private data-set that helps define a person or a company. Just as we protect and keep our personal data private in the physical world, are we aware of protecting our privacy on the Internet?



Shivangi Nadkarni interacts with the members of Share to Benefit forum at BPA headquarter in Mumbai.

Members of the Share to Benefit (StB) forum met on September 25 to learn more about and discuss a solemn topic. We are all aware of the issue, but the trivial discussion in mainstream media almost always drives our awareness. Thus, rarely do we know and care about the more fundamental aspects of it: the day-to-day awareness and educated choice about the privacy of personal data in the always-connected online world. With the always-connected Internet-access through our smartphones and high-speed Internet connections at our residences and offices, we are generating – voluntarily and involuntarily, knowingly and unknowingly – the humongous amount of personal data through our interactions on the worldwide web.

Shivangi Nadkarni interacted with the members of StB about data privacy and what the personal data is. "Global netizens now focus on the issues concerning data protection and privacy especially after the

implementation of General Data Protection Regulation (GDPR) the European Union," Shivangi further added, "we shall later talk about the data protection and safety, however, first let us focus on privacy." Strictly speaking privacy concerns all the data that is personally attributable and identifiable to a person. For example, one's name, address, phone number, age, health-related data, biometrics, opinions, social views, sexual preferences and a lot more that defines a person, personality and life in general.

Let us not forget that data is extremely valuable in today's world. Stolen emails, phone numbers, individual profiles fetch good money. For example, a simple phone-number database may be relevant for a telemarketer to send SMS to market a product randomly. However, if the phone number is a part of the profile segregated with income groups, then specific people could be targetted via phone to sell high-end cars, smartphones or such luxury items.

Big risks from cybercriminals

Wherever there is data, there are risks. "There are broadly two types of risks: above-the-line, legitimate and what we call the good guys, and below-the-line, illegitimate, the underbelly of the data underworld whom we refer to as the bad guys," Shivangi tries to simplify the online threats to our data footprints on the Internet. "The below-the-line criminal activities are the ones discussed more in the media, and therefore we are aware more of these risks, and we tend to understand those intuitively," she elaborates, "in the recent years, cybercrime has overtaken drug trafficking in terms of an underworld revenue generator." Hacking, ransomware, phishing and fishing, and many such criminal ways of compromising and breaching data and security systems is what we have been reading and watching in the news. An ever-increasing number of people from around us are falling prey to such criminal attacks.

Often people underestimate the extent of cybercrime by asking 'I am a nobody so why would anyone be interested in attacking me on the internet?' In reality, the bad guys or the cybercriminals are interested in you to steal and sell your data or use you as a pawn or a vehicle to mount a significant attack; you are not the target if



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Co-founded by Shivangi Nadkarni and Sameer Anja Arrka provides data security and privacy services to large and small and medium companies. Image: Screenshot of www.arrka.com

you are lucky. “We need to understand that the cyber-underworld is highly automated, and it does not target anybody specific; whosoever gets in the way of the target gets entangled. It is like being caught in the middle of a machine-gun firing,” having said this, Shivangi cautions, “they can steal your data such as photographs, bank account details; they can steal your credentials such as log-ins and passwords etc.; they can spy on you; they can use your IT infrastructure to attack others; and or they can destroy or make the data inaccessible to you.”

We are all aware of these typically criminal and underground activities of the cybercriminals online. We also invest resources into making ourselves educated and protected against these kinds of cyberattacks by putting up strong passwords, protecting our data with encryption, and making it as much inaccessible to the strangers. But what about the data that we voluntarily and involuntarily share online?

Why should we care about protecting privacy?

“There are the above-the-line, good guys who are interested in you, so they know you better through data and sell you products, market you services, promote ideas and influence your thinking and form opinion that is favourable to their purpose,” as soon as Shivangi completes her sentence, StB members quickly ask her, ‘are they really the good guys?’

The conundrum of cybercrime and the privacy concerns in the online world predominantly rest somewhere in this grey-area where the data is required to provide you with a lot of online services and products; however, the access to this data is not fully known or has not been consented explicitly by us, the users.

In some instances, we must share data to make the most of our interaction with online service platforms. For example, when we book a cab online, sharing our exact location is imperative for the cab to reach where we are. However, we need to be aware and concerned about two things when applications and websites ask us for permissions to access a range of data. We should be cautious and conscious to check and ask why does a messaging app need permission to our location? Or why a cab rental service like Ola need access to the camera? “It is best that we review such permissions when we install these applications or when visit these websites and when they ask for such data? It is also a good practice to review such permissions from time to time for optimum protection of our privacy,” advises Shivangi.

India landscape; a global regulatory loophole

India not only has the largest young population globally, but she also has one of the most significant numbers of smartphone users who are always connected to the Internet. Most social media and online service providers – from Facebook and Twitter to Google and WhatsApp –

find the maximum number of users in India. Unfortunately, the privacy laws in India lag behind the rest of the large and significant economies across the world. India does not have a proper data privacy law that regulates and governs the transactions of personal data. There are some privacy-focused provisions in the Information Technology Act, 2008; however, they seem hugely inadequate in ensuring data privacy that is exclusively about 'personal data.' It is high time that we, as a nation, should have a forward-looking law to protect the data privacy of our citizens.

Data privacy and the awareness about it is of utmost importance for us, the printers.

We should indeed be aware and follow best practices to protect our personal data. If you don't need a particular application on your phone for a long time, uninstall it and later install it when you need it. Sitting on your phone, you are giving it access to a wide range of data. Or before blindly agreeing to a specific privacy statement, we must

read and understand it carefully to understand better and be aware of how the particular website or the service stores, transmits and shares our personal data and if we agree with it or not.

It must also be noted that as printers, a lot of us handle a wide range of personal data – a lot of variable data printing uses personal data – from mailers to bills to statements. It is our responsibility that we handle this data sensitively and comply with global best practices for data privacy.

It is critical in this day and age of always-on connectivity and constant interaction with online systems that we first truly understand what private data is. Then we must value and protect our privacy in the online world. Awareness and taking control of our take as much as possible are the best ways to protect ourselves, and also our clients, from the risks involved with data privacy breaches.



Visit us at:

PAMEX 2020

Bombay Exhibition Centre

Goregaon, Mumbai
from

6th - 9th January, 2020

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Reinventing sustainability through labels

Practising sustainability is not that difficult if you have the desire in creating a change in your work methods and processes. Let's find out 'how' in the recent interview with the Director of Compliance and Sustainability at Avery Dennison.

Better environmental sustainability is not an impossible feat to achieve! While the world would opt for complex solutions for revamping the entire manufacturing and selection process, they are ignorant about the fact that sustainable solutions can easily be found in their internal methods and processes. Anchoring the change in the three 'R's – 'reduce, reuse and recycle' – one can imbibe sustainability in their product manufacturing process and change methods within the business. Using recyclable materials, effectively and efficiently managing waste disposal, enhancing operational efficiency with better production and energy use planning, or reducing waste by more meticulous planning of raw material use bit by bit and many such small yet progressive steps can help us achieve better sustainability, not just environmental but financial too.

A label expert, Jenny Wassenaar, Compliance and Sustainability Director at Avery Dennison shares impactful yet simple solutions towards nurturing sustainability in the label printing industry. They do this by collaborating across the industry, using recyclable materials and constantly innovating within the industry.

So instead of wondering how difficult would it be to adopt sustainability, let us think constructively. We can overcome the hurdles and create sustainable solutions with continuous improvements in our businesses, and this interview would be the perfect start into your sustainable venture.

Q **The demand for sustainable products is growing with the increasing awareness of consumers. Customers of printing companies are asking more and more for sustainable labels. What can a label printer and converter do to be more sustainable?**

Sustainability has become much more about the whole systemic thinking. Historically there has been a focus mainly on the materials, such as using Forest Stewardship Council (FSC) certified paper and reduced material consumption. That's still important, but now the emphasis is really on the whole life cycle of packaging. For example, how can you reduce materials in the original design? How can you ensure the packaging can be recycled? And how can you manage the waste created through the production of the labelling and packaging?



Jenny Wassenaar, Compliance and Sustainability Director at Avery Dennison

While we have portfolios of materials made with recycled content, a large part of our focus is on thinking holistically about our supply chain to reduce overall waste, increase recyclability and innovate to zero.

Is there a sustainable way to produce self-adhesive label?

Since 2014, Avery Dennison has been working to reach a set of sustainability goals by 2025. This applies to everything from the raw materials we use to the films and papers we source. For example, we are committed to ensuring that 100 per cent of the paper we source is certified reclaimed paper. At our factories, we are working to reduce greenhouse gas emissions by 3 per cent year over year, and our operations will be 95 per cent landfill-free, with at least 75 per cent of waste being reused, repurposed or recycled.

Q **What is your definition of being sustainable in the industry?**

Eight decades of global manufacturing leadership has taught us the importance of reinventing and improving the materials and products we make for the labelling industry -- and other industries that are part of our business -- so that we can use our influence to help address the social and environmental challenges of our time. This is at the

heart of how we define sustainability. But specifically, being sustainable means acknowledging the need to transition to more circular practices to “reduce, reuse, and recycle” in our operations and in the products we make. We are doing this by: 1) inventing materials that improve the recyclability of consumer goods, 2) increasing the amount of recycled content used in our products, and 3) building a global system for recycling used labelling and packaging materials.

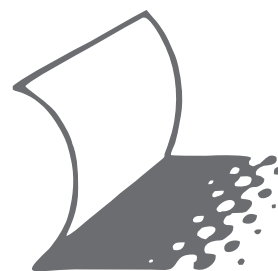
Q How could a label printer and converter approach the problem of label waste, especially matrix, and its recycling?

We are constantly working within our ecosystem to find sustainable innovations that enable us to produce more efficient and less impactful products. Matrix waste is challenging in the fact that it is constructed of a combination of materials - the paper core, paper/film substrate and the adhesive - but the great news is that matrix waste, and liner waste, can both be recycled.

Q What could a supplier do for making narrow-web applications more sustainable?

Our supply partners are key in achieving our sustainability goals, which is why we have partnered with EcoVadis to operate a collaborative dashboard to provide sustainability ratings and performance improvement tools for global supply chains. This ensures that we have transparency across our value chain, and enables us to make collective sustainable improvements in how our products are manufactured. In addition, our supply partners are focused on sustainable innovation, such as increasing the percentage of recycled content or developing alternative grades that make thinner constructions possible. Ecosystem innovation is important to Avery Dennison as it is clear that to really drive change across the whole value chain we need to be collaborating much more across the industry - so we are always open to ideas!

The interview and the images are sourced from <https://label-experts.com/sustainability-in-the-label-industry-five-questions-to-avery-dennison-about-being-sustainable/> The title, strap and introduction are added to the original interview published on the website by Heidelberg and Gallus Group.



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BOBST VISION CI – a brand-new CI flexo press

BOBST recently announced the launch of BOBST VISION CI flexo press designed to deliver the most efficient performance for all production lengths on a wide range of substrates. Fast to setup and change over, it features technical innovations and automation that ensure repeatable process consistency, minimum waste and easy manufacturing. It is ideal for converters looking to add a powerful and reliable production tool to their operation.

“With the VISION CI, BOBST has truly delivered on its vision for the future of CI flexo press printing,” said Mark McNulty, Managing Director, CI Flexo Printing, “it combines the very latest technology with the highest manufacturing standards at the best price/performance ratio, putting premium print quality, reliability and highest standards of efficiency at the fingertips of converters everywhere.”

The VISION CI is initially available as an 8-colour press and provides consistent and repeatable printing quality with solvent-based and water-based ink printing, on a wide range of substrates types and thicknesses. It has a compact and ergonomic, modular design, making installation and set-up very easy. “From the moment the machine arrives, it can be installed and ready to print at the site in a matter of four weeks

and this is a major benefit for converters,” Mark added, “its compact dimensions will save valuable space, and its smart ergonomic design will ensure the operator a convenient, intuitive and fast operation. The VISION CI flexo press brings outstanding accuracy and repeatability of performance in terms of output quality and waste-saving operation to a wider number of flexible packaging printing operations.”

The VISION CI also brings substantial sustainability benefits. It contains ‘smarHEAT’ technology, which enables the machine to use its own heat as an internal and useful energy source, while its ‘smartCLEAN’ technology saves on ink and solvents. Furthermore ‘smartKEY’ and ‘smartSET’ will maximize machine productivity through minimising job set-up time and material waste.

BOBST is one of the world’s leading suppliers of substrate processing, printing and converting equipment and services for the label, flexible packaging, folding carton and corrugated industries. Founded in 1890 by Joseph Bobst in Lausanne, Switzerland, BOBST has a presence in more than 50 countries, runs 14 production facilities in eight countries and employs more than 5,600 people around the world.

X Edge quality and reliability for converters

Kongsberg X edgeEsko, a global supplier of integrated hardware and software solutions for leading display, signage, and packaging converters, has extended its Kongsberg digital cutting table range with the Kongsberg X Edge – a completely new, fully upgradeable table design offering the perfect combination of productivity, flexibility and best in class reliability. Delivering speeds of 30 m/min with acceleration of 0.3G and able to handle the full spectrum of display, signage and packaging materials - from kiss cutting vinyl to heavy duty milling and every job in between – the Kongsberg X Edge means no longer being forced to compromise and choose between speed, precision or production power.

Russell Weller, Product Manager at Esko, said that as a further addition to the integrated ecosystem of award-winning Esko software and hardware solutions, the new Kongsberg X Edge brought the tried and trusted heritage of the Kongsberg range together with next generation upgradeability. “The Kongsberg X Edge has been specially designed to ensure there is no sacrifice in machine configuration, with all the options you would expect from the Kongsberg X Series available,” said Russell. “The difference is that as your company grows, the Kongsberg X Edge evolves with you. It can be easily upgraded in terms

of both speed and acceleration to ensure it keeps up with your business demands.” Incredibly versatile, the Kongsberg X Edge is as suitable for short run production, sample making and other packaging-related jobs, as it is for signage and display production. “This new innovation has been developed to ensure great quality for any job or application,” Russell added, “the extra fast tool loading, auto recognition and calibration features are ideal for short run jobs, with the added flexibility of an optional conveyor system available to support automated board and roll feeding when required.”

Delivering a variety of milling options to match throughput requirements, the Kongsberg X Edge also features perfect print-to-cut registration, even in cases of heavy distortion and jobs longer than the table. The engineering of the rack and pinion drive, the construction of the tabletop and the quality of the motors and traverse all combine to ensure that the table provides the greatest cutting accuracy and consistency.

Kongsberg X Edge is now available to the global market. For more information about the table and its complementary tools and software, please visit www.esko.com/kongsberg-x-edge



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PS20: CELEBRATING THE JOY OF PRINT

A celebration that is an ode to the father of print, PS20 is going to be an event packed with insightful talks and knowledge sharing, a real feast for your mind and soul.

We are all part of the business or corporate ecosystem. We, as individuals and our businesses, go through much change. We interact, we compete, and we grow. We change our methods to innovate, and we do this by perseverance, creativity and the right execution. PS, annual flagship knowledge-focused conference organised by BMPA is an example of discourse about excellence in print and a great mix of business stories and creativity.

PS presents a range of exciting and thoughtful sessions, conducted by the experts from and beyond the print and packaging industry. The fact that it has been hosted on the creative land of National Centre of Performing Arts (NCPA), Mumbai, no wonder the PS has been blooming year after year since 2005.

A legacy of innovation and expression

Faheem Agboatwala, former President of BMPA and a member of PS organising committee says, "PS is a legacy of hosting an extremely knowledgeable and multifaceted event, and it has always been a pleasure to be a part of this journey. We bring the best of the industry leaders at PS, and it is all because of the excellent teamwork."

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 and 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.

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."

What do we have in store for PS20?

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

Gaur Gopal Das, an eminent motivational speaker and a part of the International Society for Krishna Consciousness (ISKCON), is going to be a part of PS20. Sessions on mental stability, the essence of happiness and values like sensitivity and courage is what he practices and preaches for motivating people in different spheres of life.

On the one hand, where we would experience motivation through spirituality, we have another dynamic TEDx speaker



Receiving a standing ovation, Amit Shah's presentation not only called a spade a spade, but shared real-life examples of innovation and value addition to brands by the print-industry.



Panel discussion Good 2 Great literally stole the show in the first half of the PS19 with engaging business experiences and insights from three of India's best-known entrepreneurs: Ankit Chona, MD, HRPL – Havmor Restaurants and Huber & Holly; Arokiaswamy Velumani, MD, Thyrocare Technologies; and Pawan Poddar, Director, Ashirvad Pipes.



Sonam Wangchuk, innovator, entrepreneur and teacher, shared his inspiring journey with the audience at PS17.

Vivek Krishnani. The Managing Director of Sony Pictures, Vivek, presented a TEDx talk last year on being 'Averagely Awesome'. A marketing MBA student is looking for more creative opportunities in life and gradually heading towards his dream of being into advertising was the journey of his TEDx Talk. We are going to be listening to him at PS20 will be a great experience.

Another hardworking and frank person, Manish Sharma, the founder of the startup 'Printo,' is a fantastic personality from within the industry. The emergence of his company has been a roller coaster ride, and he has worked hard and smart, beginning his journey right from the ground.

PS – a therapy to stay competitive and innovative

PS right from its first year in 2005 has set a benchmark as far as knowledge sharing is concerned. 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. The different entrepreneurs that talked about their journey have been real game-changers. PS brings before you a bunch of people who could dare to create a difference, and they experimented, analysed, worked on their shortcomings

and optimised their opportunities. These entrepreneurs are an essential part of PS.

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 advertisement in this issue of PB on page 7.



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.



A code for the digital age

Barcodes have evolved into their latest avatar – the DotCodes – allowing for more data packaging into a smaller size, achieving high speed and mass-scale product tracking.



The different types of barcodes, such as the QR code, universal product code, data matrix, GS1 data-bar, International Article Number, and many such iterations predominantly vary in their structures (symbology) and applications.

A much familiar representation of number or data in the form of parallel lines, used for tracking goods and services, are our very own barcodes. They help manufacturers and suppliers in tracking goods by providing a unique identity to every item in the supply chain – from input components to the final products. Barcodes enable us to achieve lower operational costs, time-savings and reduce the risk of errors with the use of technology. An advanced version of the barcodes, the DotCode is a decade old symbology invented in October 2009 by AIM; however, the DotCode is gaining widespread traction with the advancements in digital printing technology.

Decoding the existing codes

Constantly changing technology brought variations in barcodes as well. The different types of barcodes, such as the QR code, universal product code, data matrix, GS1 data-bar, International Article Number, and many such iterations predominantly vary in their structures (symbology) and applications. A particular barcode printed on a product has a definite purpose and application.

We all are familiar with the quick response or popularly known as

QR codes. In Print Bulletin, we have been using them to provide you with additional web-based information, drive you to forms, and direct you to multimedia related to the articles. On scanning the QR codes, they perform the actions coded within their symbology – from saving a ‘contact’ in your smartphone address book to sharing office WiFi connections with guests, and direct you to a website or source and display the information. However, the limitations of barcodes, including the issues faced during printing, lead to the invention of a much simpler and easily printable code system, known as the DotCode.

The emergence of DotCode

Dr Andrew Longacre was the brainchild the DotCode technology. It was developed for achieving large-scale high-speed tracking – especially for international logistics – along with the idea that more and enhanced data could be crunched into a smaller-sized code to achieve greater tracking efficiency. A DotCode is two dimensional and made of dots printed in a chequerboard-style format by a high-speed inkjet or laser printer.

The AIM Inc (Automated Industrial Machinery), a worldwide trusted authority known for their automatic identification and data capture,

Dr Andrew Longacre, years ago invented the DotCode, an advanced version of the barcode with the motive that high speed and large scale product tracking could be possible that allowed access to a more significant chunk of information.

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recently released the revised symbology standard for DotCode. AIM defines DotCode as “a public domain optical data carrier designed to be reliably readable when printed by high-speed inkjet or laser dot technologies. With this standard, real-time data like expiration date, lot number or serial number can be applied to products in a machine-readable form at production line speeds.” DotCodes, combined with digital printing technology, make it possible to apply variable codes at a speed of 1,000+ codes per second.

Initially, barcodes were developed that helped to track and control all kinds of product malpractices by making supply-chain tracking-circuit stricter yet more transparent. The DotCode provides an edge over barcodes with an in-built high-speed tracking capability that makes the process faster and more secure.

The European tobacco industry has been one of the major industries to adopt the DotCode for their product-tracking; subsequently, other sectors too began using DotCodes in Europe. Tobacco being vulnerable to illegal exchange or smuggling, the industry sort for immediate solutions by starting the printing of these DotCodes for a stricter and better product tracking. The track-and-trace system, as they popularly refer to, benefits a lot of manufacturers and retailers to protect their product and engage into a much stricter technology regulated trade. Other high-risk industries that are rapidly deploying DotCodes include pharma, banking and finance, and dairy.

GS1, a pioneer in setting business standards

A product’s tracking journey starts right from the entry of the raw material to the distribution of the finished good, to shipment or transportation, the collection and the disposal stage. A product travelling through all these different stages of a product cycle and supply chain needs robust monitoring for it to reach safely to the endpoint. The tracking mechanisms open and transparent for the end-user and the customers also help in authentication of the product by the customer; this track-and-trace ensures the customers get the genuine products from the trusted brands they prefer.

Business communication standardisation

GS1, an organisation responsible for maintaining the global standards for business communication, provides their barcodes for

efficient product tracking. The GS1 adopted the DotCode in their latest specifications update. The standards set by them not only maintain the efficiency in tracking their products but anchor the safety in the supply chains too. The GS1 has been offering services and guiding four significant industries – retail, healthcare, transportation and logistics and technical industries – besides food-service and humanitarian logistics. GS1 services provide health traceability

services that allow the users to go back and forth to observe the movements of the products, and customer-initiated authentication, to ensure that your health is secured when the healthcare products reach the endpoint.

An edge over barcodes

As an industry, we not only need to own the technology and benefit from this latest information-rich efficient tracking system as it is rapidly and widely adopted by a range of industries, sectors, and brand owners. The DotCode has been possible with the new changes in print technology, especially digital print that makes the wide acceptability and application of technology by lending it the much-needed speed and efficiency.

The DotCodes are assumed to be more flexible as far as the dimension is concerned. For example, you can have a DotCode printed in a rectangular or a square structure as long as the dot placement is carefully placed without hampering the inbuilt information.

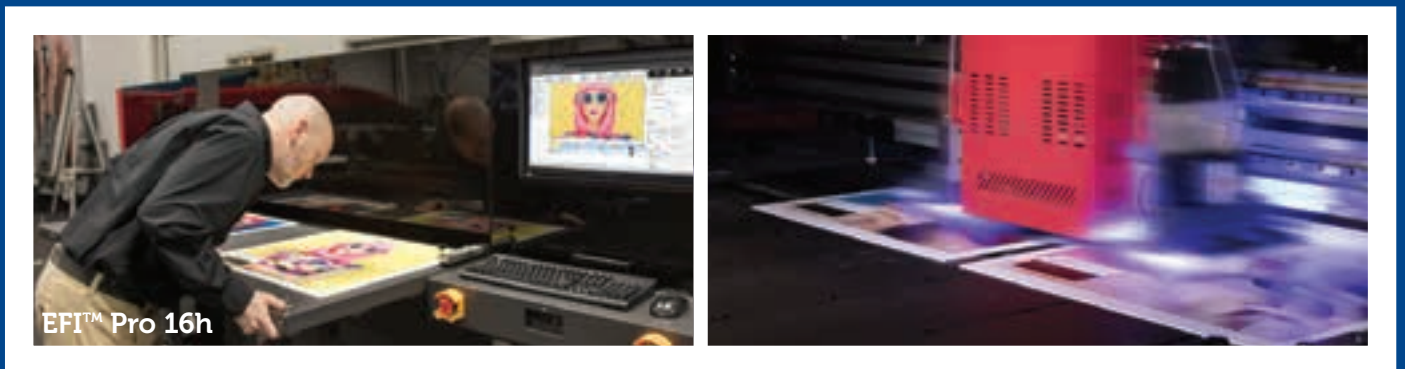
One of the limitations of the barcode is the information constraint where in order to fit another set of information, an altogether different barcode needs to be designed. The QR code, a step ahead of barcodes, has the ability to include more than one layer of information. The DotCode has made it possible to symbologically represent quality data in a much smaller physical size on the packaging.

We cannot overlook the technology’s ability to go in sync with a higher conveyor speed, a huge dilemma that was earlier faced in different stages of the supply chain. With large amounts of daily production, it was practically unviable to work at slow speeds resulting in delayed processes. Manufacturers and retailers, basically every section of the supply chain, have started realising the importance of DotCode. Now it is time for us, the printers, to decide if we are ready to educate ourselves and make the right moves to grab the share of this growing pie.

As the name rightly suggests, the DotCode is a 2D code comprising of symbologically arranged dots printed by high-speed inkjet or laser digital printing.

The DotCode has been possible with the new changes in print technology, especially digital print that makes the wide acceptability and application of technology by lending it the much-needed speed and efficiency.

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Pamex 2020: outreach odyssey

Print Odyssey, an outreach programme for Pamex 2020 aims to reach out to and communicate with the grassroot-level printer from across India and the neighbouring countries in the subcontinent.

Print Odyssey tours across Kerala

The domestic promotion for PAMEX 2020 is in full swing; Team PAMEX was present at the 34th Annual Conference of Kerala Printers Association in Thrissur. More than 500 printers were present at the conference and many of them pre-registered to visit Pamex 2020, which is scheduled from January 6 to January 9, 2020 at Bombay Exhibition Centre, Goregaon, Mumbai. At conference, Team PAMEX launched Print Odyssey, an outreach Programme for the printers at the grassroots; it was inaugurated by T.N. Prathapan, a Member of Parliament from Thrissur. In Kerala, Print Odyssey visited Muringoor, Ernakulam City Mehkala, Thrippunithura before meeting printers at the office of Kerala Master Printers Association at Kochi.

At Thrippunithura, local printers shared their problems with recycling of Polymer. Because the area does not have a recycling plant nearby and they had to send it to Mumbai to correctly dispose it off. Chairperson of Pamex, Prof. Kamal Chopra spoke to Pranav Parikh, Chairperson and Managing Director, Technova to resolve the issue. Mr Parikh promised to offer a working solution to the local printers within 15 days.

The Team visited CMS Press in Kottayam. Established by Rev. Benjamin Bailey, the press opened its doors in 1821. It is the oldest Printing Press in Kerala. Rev. Bailey is known as the Father of Printing across the state. The Odyssey later headed towards Thiruvananthapuram while making pit stops at Adoor and Kottarakara.

"Print Odyssey through Kerala was a fantastic experience. I would like to thank C. Ravinder Reddy for his dedication and Ashok Kumar, the Treasurer of KPA for his untiring efforts towards the success of this event." said Prof. Chopra. The entire Odyssey was live updated on PAMEX'



Print Odyssey was inaugurated in Kerala earlier in September this year. From there it will travel across India promoting Pamex 2020.

Facebook page. The live video of the visit to the CMS press at Kottayam was watched by over 3,100 people. The Print Odyssey will also visit Telangana, Tamil Nadu, Karnataka, Maharashtra and Gujrat in the coming days.

Pamex International Outreach in Bangladesh

Team PAMEX kicked off the International Outreach Programme in Dhaka, Bangladesh in October this year. The team held an introductory meet and press conference on the side-lines of Printech Bangladesh 2019 that witnessed significant participation by Indian manufacturers.

The Pamex meet witnessed the participation of over 75 exhibitors and visitors along with media personnel. Md. Zahurul Islam, General Secretary of Printing Industries Association of Bangladesh welcomed the participants; Prof. Chopra presented a talk about what printers could expect at Pamex 2020. The presentation was followed by a Q and A session. Md. Islam pledged on behalf of his association 40-member-strong delegation from Bangladesh for Pamex2020 at Mumbai.

The printers in Bangladesh were very keen to attend The World Print and Communication Forum (WPCF). It is a collaborative platform for the world's major transnational and national printing associations to work together to promote the development and prosperity of the global

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Print Odyssey in Kerala was live updated on PAMEX' Facebook page. The live video of the visit to the CMS

printing industry. WPCF also facilitates and encourages communication with other parts of the print value chain to further develop the print and communication market through international and cross-industry collaboration and knowledge-sharing. The purpose of WPCF is to promote the development and prosperity of the printing, graphic arts, communication and allied industries in all regions of the world; to improve the management of these industries with a view to their continuing and increasing prosperity; and to provide a platform for exchange of information and cooperation between users and suppliers of technology and services and to jointly promote and develop other related activities.

Print Odyssey: reaching out to the printers in Nepal

Earlier in this month, as a part of the International Outreach Programme (IOP), Team PAMEX conducted a Print Odyssey in Nepal. This comes on the heels of an MoU signed between Federation of Nepal Printers Association (FNPA) and AIFMP.

AIFMP Team drove from Delhi to Dhangadhi – the first stop for the Odyssey. Accompanied by the local district associations and a few office bearers of FNPA, the team then moved on to Karnali-Chisapani, Kohalpur, Lamhai

and Butwal on the first day. More than 20 printers were present at each of these stops. Next day, the Odyssey moved on to Bardibas via Kawasoti, Narayangarh and Hetauda. The last destination of the first part of the Odyssey was Kathamandu, the capital city. The team visited places such as Kamalamai, Katunje Besi, Dhulikhel and Bhaktapur, on the way to Kathamandu.

On November 8, FNPA and AIFMP together hosted a Roadshow comprising of a conference and a table top exhibition in the Nepalese capital city. The full day exhibition saw leading international exhibitors in printing and packaging industry exhibit their goods. The conference introduced the local printers and print business owners to PAMEX 2020.

In the second part of the Print Odyssey, PAMEX team headed towards eastern Nepal visiting Pokhara, Lahan, Janakpur Dham and Itari Chowk over two days before ending the Odyssey at Bagdogra in West Bengal, India.

“We are very excited for this week long journey we are going to undertake in Nepal. Not only will we be marketing PAMEX 2020 at the grassroots level in Nepal, but we will also understand the need of the printers there to better serve them at PAMEX 2020.” said Prof. Chopra.



Print Odyssey in Nepal travelled across several cities and towns, reaching out to printers and communicating with them across the mountainous neighbouring country.



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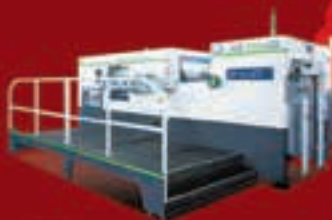
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HEIDELBERG SHOWS END-TO-END PACKAGING SOLUTION FOR ASIAN MARKET

Heidelberger Druckmaschinen AG (Heidelberg) Asia-Pacific hosted its Packaging Day at Qingpu factory under the theme, 'Infinite Possibilities Smart Production' earlier in September this year. Over a hundred visitors from all over the Asia-Pacific region attended the event at the Heidelberg Print Media Center in Shanghai, China, where they demonstrated strong interest in Heidelberg's integrated solutions and received comprehensive answers to the growing needs in the industry where cost pressure is increasing, run lengths are constantly declining and lead-times are growing shorter all the time.

"We are continuously enhancing the Smart Print Shop, and offering our customers a consistent packaging workflow with complete end-to-end box production. One of the solutions for this is our cloud-based web-to-pack platform called "Boxuni" that was recently launched by our customer, Xianjunlong Colour Printing Co. Ltd., and Heidelberg. The platform connects printers, packaging designers and print buyers," explained Thomas Frank, Cluster Head, Asia-Pacific, during his welcome speech.

Heidelberg Lifecycle products were also a key part of the demonstrations. Customers were given an overview of Heidelberg's service capabilities, highlighting the global parts distribution and the worldwide biggest network of highly trained and skilled technicians. The benefits of



MK's latest packaging solutions, Promatrix 106CS, Diana Eye and Diana Go impressed the customers.

remote service and predictive monitoring to maximize up times and ensure press reliability were explained in a very impressive manner. A wide variety of Saphira consumables are used on every job. Supporting complex conventional, UV and multicolour jobs on paper, board and foil substrates, Saphira inks, coatings, blankets, plates and chemistry all worked together flawlessly to ensure the success of the rapid job changes and minimum waste sheets achieved during the event. Customers witnessed for themselves the perfect print quality that only Saphira products can achieve in when working together with Prinect software and Speedmaster equipment.

BAMU printing department celebrates decennial anniversary

Celebrating first decennial anniversary, the Department of Printing Technology and Graphic Arts at Dr Babasaheb Ambedkar Marathwada University (BAMU), Aurangabad, organised a special ceremony earlier in October this year. Prof. Kamal Chopra, Chairperson, Pamex and former President of AIFMP joined as the Chief Guest whereas Dr Sadhana Pande, Registrar BAMU was the Guest of Honour for the celebrations. Prof. B.B. Waykar, Dean of Science and Technology was the special guest on the occasion. The ceremony was presided over by Parag Hase, HOD, Printing Technology.

"Whosoever considers printing only on papers shall have limited opportunities in the fast changing world. They need to look beyond paper. Upcoming technologies such as Artificial Intelligence are the requirements of the customers of printing and packaging industry. Accordingly, the concerned technocrats have to be updated to survive and grow in the market," said Prof. Chopra while addressing the gathering on the eve.

Professor Waykar, in his address highlighted the significance of the Department in the University campus in his speech. He said, "printing, especially packaging printing is progressing and there is lot of scope for the youngsters in this field. I am happy that Mr. Parag Hase is doing wonderful work to constitute strong and deep foundation of this department at BAMU."



Parag Hase, HOD, Department of Printing Technology at BAMU welcoming the Chief Guest Prof. Kamal Chopra and Prof. Sadhana Pande, Registrar of BAMU.

Dr Pande greeted the department staff and students on completing ten years. She assured of all kinds of administrative support for the development of the Department. Prof. Hase in his address said, "in the coming few days, the Department would launch several skill-based programmes under the guidance of Hon'ble Vice-Chancellor Prof. Pramod Yeole and there would be expansion of laboratories and workshops for the practical experiences of students."



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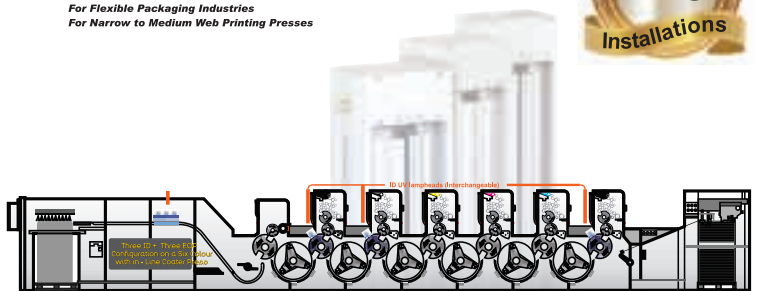


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Brand Print Launched In Chicago

The official lead-in to Brand Print Americas 2020 was announced during PRINT19. This new event is a collaboration between Tarsus Group, the organizer of Labelexpo Americas, and the Association for PRINT Technologies (APTech) which will be held at the Donald E. Stephens Convention Center in Rosemont, IL from September 15 to September 17, 2020. Co-located with the 2020 edition of Labelexpo Americas, Brand Print Americas will bring together the commercial print and the label converter communities and provide exhibitors and attendees an opportunity to explore solutions that will enable them to expand their businesses.

Brand Print Americas is focused on the growth areas of print and how printers themselves are growing their businesses. Exhibitors will include manufacturers of technology that exist to facilitate putting ink on paper as well as materials that have not been printed on before. Also included are direct mail and other print providers that are finding their way into the mail stream, finishing machinery, workflow solutions, wide format printer

manufacturers, substrate and ink suppliers, software developers, and others related to the industry.

"We're looking ahead to the future of print and what it means to be in the print industry," Thayer Long, President, APTech, said, "this event will be for the innovative leaders who know that this is the best time to be in print and are ready to take advantage of what the industry has to offer." The focus on Brand Print Americas 2020 comes after a highly successful PRINT19 event. As noted by Keynote Nicholas Thompson, editor-in-chief of Wired, "we're heading off to an amazing crazy future and we all get to help make the choices that determine what it means to be human."

The Association for PRINT Technologies provides a forum to inspire the development of new and valuable print products. We educate, provide market research, and foster collaboration between those who create and those who imagine. We are the industry association entirely focused on the future of print.

Avery Dennison wins 2019 innovations in sustainability award



(L-R) Robyn Buma, Vice President, Global Procurement, Avery Dennison and Silvia Schmid, Programme Manager, Sustainable Procurement and Responsible Supply Chains, EcoVadis

Avery Dennison was named winner of the 2019 Future of Sourcing Awards during the Sourcing Industry Group's Global Executive Summit in California, USA. The Awards celebrates organizations and individuals who show innovation, leadership, and transformation in categories that are critical to the sourcing industry. EcoVadis and Avery Dennison received the Innovations in Sustainability award for Avery Dennison's Sustainable Procurement Programme, which assesses, monitors, and encourages the improvement of the social and environmental practices of Avery Dennison supplier partners worldwide.

"Avery Dennison is honoured to be recognised with EcoVadis for our effort to make our global supply chain

more sustainable," said Robyn Buma, Vice President of global procurement for Avery Dennison's Label and Graphic Materials and Industrial and Healthcare Materials businesses. Launched in 2016, Avery Dennison's Sustainable Procurement Programme uses sustainability ratings and performance improvement tools for the company's suppliers. Each year, Avery Dennison and EcoVadis review suppliers representing more than 80 per cent of Avery Dennison's direct spend on materials. EcoVadis assesses and rates each supplier's environmental, ethics, labour, and supply chain practices.

"Without external collaboration, defining and rolling out an advanced sustainable procurement Programme was challenging. We needed to navigate corporate social responsibility complexities, review sustainability best practices, measure suppliers' performance against them, and also understand our own supply chain impacts holistically. EcoVadis' internationally recognised methodology and assessment platform was instrumental in helping us do this," Buma said. "Avery Dennison understands the critical role suppliers play in advancing a company's sustainable practices. This award by Future of Sourcing is a validation of their work and vision. We could not be more proud to collaborate with their procurement team in achieving their ambitious goals," said Valerie Touchon, Vice President of Customer Success at EcoVadis.

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*Model in photograph includes optional specifications.

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Note the changes

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

Amendments in Central Goods and Services Tax Rules, 2017

The Government of India vide notification No.33/2019-CT dated July 18, 2019 has amended Central Goods and Services Tax Rules, 2017. Amendments are explained below:

Amendment in Rule	Revised provision
Sub-rule (1A) of Rule 12: Insertion of provisions related to TDS	(1A) A person applying for registration to [deduct or] collect tax in accordance with the provisions of [section 51, or, as the case may be,] Section 52, in a State or Union territory where he does not have a physical presence, shall mention the name of the State or Union territory in PART A of the application in FORM GST REG-07 and mention the name of the State or Union territory in PART B thereof in which the principal place of business is located which may be different from the State or Union territory mentioned in PART A.
Fourth proviso to Rule 46: Exception to issue of consolidated tax invoice	Provided also that a registered person [other than the supplier engaged in making supply of services by way of admission to exhibition of cinematograph films in multiplex screens,] may not issue a tax invoice in accordance with the provisions of clause (b) of sub-section (3) of section 31 subject to the conditions. The amendment shall come into effect from September 1, 2019.
Insertion of Rule 83B: Surrender of enrolment of goods and services tax practitioner	1. A goods and services tax practitioner seeking to surrender the enrolment shall electronically submit an application in FORM GST PCT-06, at the common portal, either directly or through a facilitation centre notified by the Commissioner.
	2. The Commissioner, or an officer authorised by him, may after causing such enquiry as deemed fit and by order in FORM GST PCT-07, cancel the enrolment of such practitioner.
Amendment in Rule 138E	Provided that the Commissioner may, [on receipt of an application from a registered person in FORM GST EWB- 05] on sufficient cause being shown and for reasons to be recorded in writing, by order, [in FORM GST EWB-06] allow furnishing of the said information in PART A of FORM GST EWB-01, subject to such conditions and restrictions as may be specified by the Commissioner.
• Substitution of Statement 5B in Annexure 1 in FORM GST RFD-01	
• Substitution of Statement 5B in Annexure 1 in FORM GST RFD-01A	
• Insertion of FORM GST EWB-05: Application for unblocking of the facility for generation of E-Way Bill	
• Insertion of FORM GST EWB-06: Order for permitting/rejecting application for unblocking of the facility for generation of E-Way Bill	



Get your business queries answered

We have wrongly fed the data about invoices while filing GST return; what is the corrective action?

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

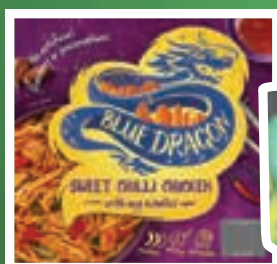
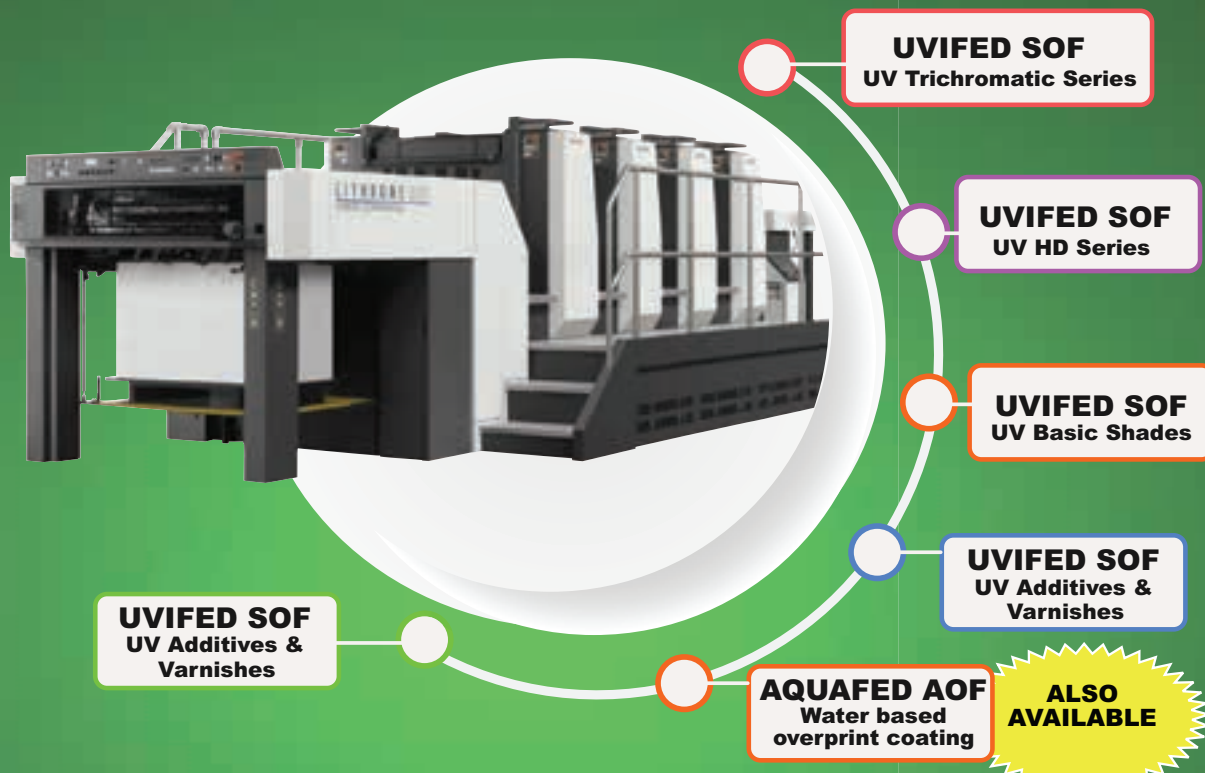
I wish to export my services and goods; what are the special schemes for export promotion?

Should you have similar queries and questions about your business, BMPA-empanelled-consultants are available to answer them and guide you. The consultants will be able to advise you about MVAT and GST, Companies Act, Labour laws, and Taxation.

Print Bulletin readers and the members of BMPA-MMS are welcome to write-in with their specific queries 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.

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The Government of India vide notification No.33/2019-CT dated July 18, 2019 has amended Central Goods and Services Tax Rules, 2017. Image: GST Council website

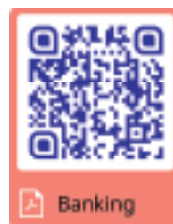
Banking and FEMA

National Company Law Tribunal (NCLT)

- The Central Government has constituted National Company Law Tribunal (NCLT) under Section 408 of the Companies Act, 2013 with effect from June 1, 2016.
- In the first phase the Ministry of Corporate Affairs, Government of India, has set up 11 Benches, one Principal Bench at New Delhi and one each Regional Benches at New Delhi, Ahmedabad, Allahabad, Bengaluru, Chandigarh, Chennai, Cuttack, Guwahati, Jaipur, Hyderabad, Kolkata and Mumbai.
- These Benches will be headed by the President and 16 Judicial Members and nine Technical Members at different locations.
- NCLT Mumbai Bench is located at 6th Floor, Fountain Telecom Building No.1, Near Central Telegraph, M.G. Road, Mumbai-400001 It covers cases of State of Maharashtra and State of Goa.
- Constitution of Benches/Courts of NCLT Mumbai Bench.

NCLT Mumbai Bench	Division Bench
	V.P. Singh, Member (Judicial)
	Ravikumar Duraiswamy, Member (Technical)
	Single Bench: M.K. Shrawat, Member (Judicial)
	Division Bench: B.P. Mohan, Member (Judicial)
	V. Nallasena pathy, Member (Technical)

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 - 3 Security check
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 - 5 Case listing
 - 6 Document management system
 - 7 E-Hearing
- For more details, feel free to contact Bijish Balan, Mumbai Bench, on phone 022-2271 7234 or write an email at registrar-mum@nclt.gov.in



Labour laws

Verification of UAN-Aadhar for PF contributory members

We would like to bring to your notice that as per PF Circular No. ACC(IS)/PA/MISC dated October 23, 2019 that it has been observed that significant number of contributing members are still continuing with non-validated Aadhar number against their UAN and hence it has been informed to all the PF Commissioners to ensure completion of such pending cases within two months time through the respective Employers by getting the necessary corrections (Name, DOB, Gender, and other information if any) done either through UIDAI or through EPFO. The said pending information is also available on



the EPFO portal for an employer to check on pending

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cases and take necessary action.

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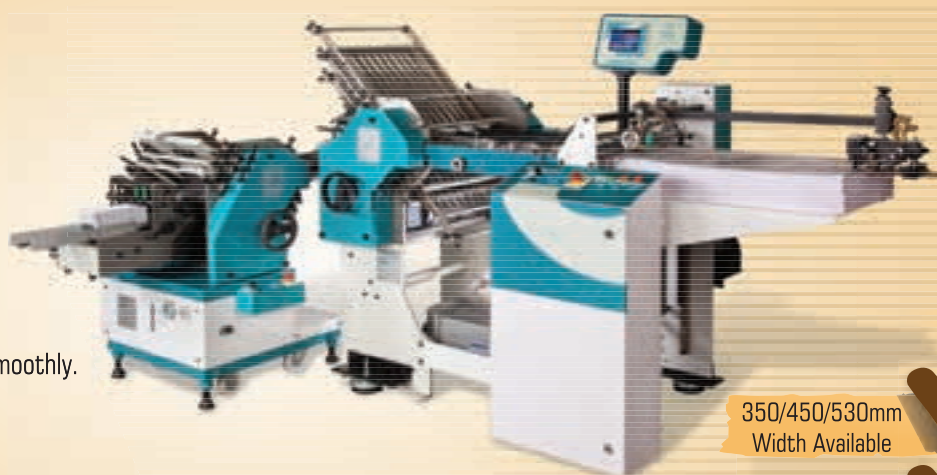
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John Fredrick, Esko Sales Manager for South India seals the deal with Muralidhar Nalli, Managing Partner of Digiflex.

With an ever growing number of customers, Digiflex, one of the leading suppliers of flexographic plates in India, has installed Esko Automation Engine at its Hyderabad facility as part of a drive to improve efficiency. Established in 2015, the prepress trade shop has a state-of-the-art operation supplying plates to a number of major label converters, flexible and corrugated packaging printers across the country, while also serving customers as far afield as Africa and South East Asia. In order to manage an increasing number of

jobs, Digiflex has installed Automation Engine, the automated workflow server from Esko. "We are focused on creating the highest level of satisfaction for our customers," Muralidhar Nalli, Managing Partner of Digiflex, said, "we constantly aim to fulfil both their current and future needs and our stated mission is to continuously improve all our business processes and productivity. Automating our workflow to ensure we maximized our efficiency and productivity became an obvious necessity."

The scalable workflow server not only automates print production tasks but also integrates business systems to speed up the whole process. More importantly, it reduces the error rate and the need for operator intervention, ensuring both maximum accuracy and efficiency of plate-making. "Our decision to install Esko Automation Engine means we can offer our customers the same or even better standard of service on which we have built our business, while maximizing our efficiency and productivity," he said. "Not only that, but Automation Engine will clearly help us to effectively avoid errors that happen in the process of handling files, achieving cost reductions through minimizing waste."

KBA: demanding market makes achievement of targets significantly challenging

As a result of significantly increased economic risks and greater price pressure from competitors, the market environment for Koenig & Bauer has become much more demanding. Due to strict price discipline, the sometimes massive concessions from the competition led to weaker order intake in the third quarter of 2019, particularly in the Sheetfed segment. President and CEO Claus Bolza-Schünemann described further details, "in addition to a declining services business in newspaper printing, unexpected project expenses for a major order in security printing, unplanned quality costs and negative mixed effects burdened earnings. Also in view of the considerable increase in economic risks, we have been working intensively in recent months on specific cost reduction programs. The optimisation of the group-wide production and assembly footprint is a focus in this regard."

The good order backlog of €242.5m (2018: €253.6m) ensures continued high capacity utilisation. Due to the product mix and temporarily higher associated quality costs, EBIT of -€2.2m was below the figure from the prior year (€14m).

At Digital & Web, order intake of €108m was 3.9% below the prior-year figure of €112.4m. More press sales in newspaper and digital decor printing could not compensate for declining services business in newspaper printing and lower press orders in flexible packaging printing. While

revenue increased slightly from €102.8m to €105.4m, order backlog was up significantly from €72.1m to €88.4m. EBIT, burdened by high market-entry and growth-related expenses, was -€15.7m as compared to -€10.8m in the prior year.

In a highly-competitive environment, we were not able to succeed in all security printing tender awards. Nevertheless, press orders were in line with planning. Following strong metal decorating orders for large-scale machine lines for 3-piece can decorating in recent years, the dynamic demand has calmed recently. By contrast, we were able to achieve significant order growth in glass and hollow container decorating.

Despite lower trade receivables as well as increased customer payments, higher inventories and contract assets plus high investments for construction and IT projects significantly burdened cash flow. President and CEO Bolza-Schünemann says, "the achievement of our annual targets 2019 – organic revenue growth in the Group of around 4% and an EBIT margin of around 6% – has become significantly more challenging in this demanding market environment with weaker order intake in the third quarter. With the currently high capacity utilisation, target achievement is subject to the scheduled order processing, the booking of expected orders and the timely effect of the cost reduction measures that have been initiated."



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