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THE WORLD IS OUR PLAYGROUND

BMPA has always strived to deliver unique and innovative learning experiences.



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A NEW GROWTH AVENUE

Smithers Pira, predicts double digit growth for packaging industry during 2017 - 2022.



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BRANDS EMBRACE GEN Z

Business as usual is not business worthy anymore in 'India the Youngistan.'

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FROM THE PRESIDENTS' DESK

Dear members, happy, safe and abundant Monsoons to all!

BMPA is thrilled with the success of the recently conducted Study Tour to BOBST and KBA. The set agenda was 100% realized. I embrace the philosophy laid down by BOBST. They emphatically say, "We have no BOBST Switzerland plan, nor a BOBST EU plan, nor a BOBST US plan, nor a particular BobstIndia plan...we have just one plan – the BOBST plan." Of course, it is a matter of semantics and there always needs to be a strategy; however, the fact that a company can have such a deep and wholesome thought portends a sincere approach.

KBA equally was an eye opener. Replete with history, after all it has emerged ever stronger from the reunification of East and West Germany, the future looks comprehensive with KBA. They have a diversified portfolio now and position themselves as the one-stop-shop for package-printing solutions. Besides the powerful Rapida Printing solutions, they offer Rotary die cutting and flatbed die cutters too. Their order books are full, and an order successfully booked by a delegate on the tour will only see its arrival by March 2019.

The hospitality accorded to us by teams at BOBST and KBA-IPM were warm, personal and gratifying. We are most thankful for it.

There is a national opinion brewing over the sanction sought by Indian Paper Mills Association (IPMA) on levy of anti-dumping duty on import of coated paper. AIFMP is placing its representation before nodal authorities to safeguard our interests. On July 7 and 8, the Federation will take decisive measures over the matter when its Governing Council members meet in Nagpur over the quarterly meeting; this time organised by fellow members of the Printers Guild. Wishing the AIFMP a successful GC meet.

The June 22, IMPACT Session on e-Way Bill (EWB), GST Amendments, and AIFMP-CRISIL Indices – Pridex and Cardex – has been a successful one. With over 150 attendees, the expert talk by Pathik Shah along with in-depth info on BMPA Print Park and its Zoning Benefits, along with HP's Digital Packaging solutions has received much traction.

MMS' Knowledge Sharing Workshop, the third in the series on GST, was conducted to a house-full audience on June 15 at the MMS Training Center in Mumbai. The knowledge-sharing workshop focused on EWB, moderated by CA Uday Dhote, and chaired by CA Kiran Garkar and curated by CA Ajay Wadke.

AIFMP's flagship event, PAMEX 2020 has already crossed 4,500 m2 of space booking by over 100 exhibitors. We are looking forward to not just improving on our earlier records, but looking at a truly magnificent event in 2020.

As you may know BMPA has social media presence and we request you to follow us to keep yourself updated. We are sure you would tag, re-tweet your BMPA's messages and engage with us via our handle **thebmpa** at Facebook and **@bmpaorg** at Twitter.

Mehul A. Desai

Tushar Dhote

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PPOA: commences centenary celebrations

The Poona Press Owners Association Limited launched its centenary celebrations with a grand event in May 2018.

The Poona Press Owners Association Limited (PPOA), founded on May 19, 1919, celebrated the 99 years of service to the print industry in Pune. Launching the centenary celebrations at an event on May 19, 2018 in Yeshwantrao Chavan Auditorium in Kothrud, Pune, the guardian minister of Pune, Honourable Girish Bapat inaugurated the event with a traditional deep prajvalan (lighting the lamp) ceremony. Dev Nair, Past President of All India Federation of Master Printers (AIFMP), was the guest of honour, besides



The guardian minister of Pune, Hon. Shri Girish Bapat inaugurated the event with a traditional deep prajvalan (lighting the lamp) ceremony.



Speaking at the event, Raveendra Joshi, President of PPOA

the presence of Arvind Mardikar, Honorary General Secretary of AIFMP, Balasaheb Ambekar, President of Maharashtra Mudran Parishad, and Kotaro Yoshida san of Toyo Inks India Pvt. Ltd.

The guardian minister of Pune, Mr Bapat, said at the event that in primitive times, communication was done through pictures and symbols; later we learned to inscribe on stone slabs and papyrus. "Since we have advanced to the present state of technology; people have much more access to knowledge because of printing. Therefore, as long as people would read, the printing industry would survive and progress," assured Mr Bapat.

Unique initiatives for Pune-printers

Speaking at the event, Raveendra Joshi, President of PPOA shared the ambitious yet exciting programmes planned to mark the centenary year of the Association. "The proposed programmes and projects include all India projects competition for the printing technology students, an international conference on printing, laying of the foundation stone of the print-industry focused shopping mall, development of a printing industry cluster, and to begin



PPOA presented the Lifetime Achievement Award to Pandit Vasant Rao Gadgil for his untiring services to the industry over the past 70 years. (L-R) Arvind Mardikar, Dev Nair, Pandit Vasant Rao Gadgil, Girish Bapat, and Raveendra Joshi.



Bhakti Gogawale of Bhakti Printers and Binders being felicitated by Honourable Minister Girish Bapat with Yashashvini Awards at the event.

the development of a printing museum in Pune, and publishing the 100-year history of PPOA." Health check-up camps for the press-employees caught the attention of Print Bulletin team, as the programme underlines PPOA's commitment to the welfare of the people in the industry.

Mr Joshi also detailed the unique project of bulk buying and selling of print materials. "In a first-of-its-kind initiative with Toyo Ink India Pvt. Ltd., we have extended our agreement with the company until 2021, to supply inks to PPOA at negotiated rates and will pass on this benefit to its members".

Glorious history; assuring future

Founded by a group of objective-oriented and ambitious printers from Pune, PPOA started its journey as a small organisation in the then British India. The organisation came into being to address many issues plaguing the printing industry, including competition, pay-scales, and many more. Reputed presses of Pune such as Aryabhushan Press, Chitrashala Press, Kesari Press, among others joined hands with Baburao Sahasrabudhe of Balodyan Press to form the association. Some of these iconic presses continue to exist even today. PPOA was registered under the Companies Act in 1952. The primary objective was to make the printing fraternity tech savvy and impart printing education and research to the printers.

PPOA activities are organised and executed by five sub-committees shouldering different responsibilities:

1. Mudran Sahitya Bhandar manages the cooperative stores.
2. Vaastu Samiti or the property committee looks after the two historic buildings of the Association.
3. Mudran Prakash team publishes the in-house magazine since the past 80 years.



PPOA President Raveendra Joshi felicitated Girish Bapat, Guardian Minister of Pune

4. The educational committee organises seminars and industry visits.
5. Library and Publications committee looks after the library of the Association and publishes books related to printing.

Recognising the shining stars

The highlight of the evening was the presentation of Lifetime Achievement Award to Pandit Vasant Rao Gadgil for his untiring services to the industry over the past 70 years. "Printing is an art based on the letters and characters, because writing, editing, publishing and reading; essentially all things concerning printing revolve around characters," said Pandit. in his acceptance speech for the Award. In his unique style, Pandit. delivered his speech in Sanskrit.

Successful women entrepreneurs were felicitated at the event, following the PPOA tradition. Jhanvi Dhariwal of JRD Print Pack, Aslita Kalaskar of Bits & Bytes, Kalpana Phadtare of Vihan Enterprises, Bhakti Gogawale of Bhakti Printers and Binders, and Vrunda Khurjekar of Shri Trimurti Mudrika Printers were awarded the Yashashvini awards.

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Compliance: for better governance

A panel of consultants helps Print Bulletin from time to time to keep you up-to-date about changes about your print business. This time we have updates about the Companies Act, FEMA, and the Banking sector.

Corporate law compliance

Notification of Provisions of Companies (Amendment) Act, 2017

Ministry of Corporate Affairs (MCA), Government of India, has notified on May 7, 2018 the following provisions of Companies (Amendment) Act, 2017 which shall come into force, vide notification dated May 7, 2018.

Clause (i) and clause (xiii) of section 2; Section 8; Section 13; Section 18 and 19; Section (i) and (ii) of section 21; Section (iii) and (iv) of section 23; Section 30 and 31; Section 33; Section 39 and 40; Section 46; Section 49; Section 52; Section 54 to 58 (Both inclusive); Section 61 and 62; First Proviso to clause (i) of section 80 and clause (ii) of section 80; Section 83; Section 86 to 89 (both inclusive).

Impact: The above sections have a far reaching implication in consonance with the ease of doing business. Some of the above sections have been amended & modified to bring consistency and transparency. We are doing analysis of each section and will update you in due course.

Amendment in the Companies (Registration Offices and Fees) Rules, 2014

MCA has amended rules relating to the Filing fees payable on the documents relating to various documents.



Through various amendments in Companies Act vide different notifications in May this year, MCA has strived to improve corporate governance and compliance. Image: Screenshot from <http://www.mca.gov.in/>

The following table shows the existing filing fees structure for each document to be file with delay:

Period of delay	Form, including charges for the documents
Upto 15 days (Sections 139 and 157)	One time
More than 15 days and upto 30 days (Sections 139 and 157), and upto 30 days in remaining forms	Two times the normal filing fees
More than 30 days and upto 60 days	Four times the normal filing fees
More than 60 days and upto 90 days	Six times the normal filing fees
More than 90 days and upto 180 days	Ten times the normal filing fees
Beyond 180 days	Twelve times the normal filing fees

Now, as per the above mentioned amendment in rules, all the documents except the document for the increase in Authorised Share Capital will attract a penalty of ₹100/- per day for each document with effect from July 1, 2018. The above penalty will be levied on all documents that are belated as on July 1, and will be charged retrospectively.

Period of delay	Additional fee payable (in ₹) upto June 30, 2018	Plus ₹100/- per day with effect from July 2, 2018.
Upto 30 days	One time	
More than 30 days and upto 60 days	Four times the normal filing fees	
More than 60 days and upto 90 days	Six times the normal filing fees	
More than 90 days and upto 180 days	Ten times the normal filing fees	
Beyond 180 days	Twelve times the normal filing fees	

Impact: With effect from July 1, 2018, delay in filing forms shall attract a penalty of ₹100/- per day for the period of delay for filing the forms.

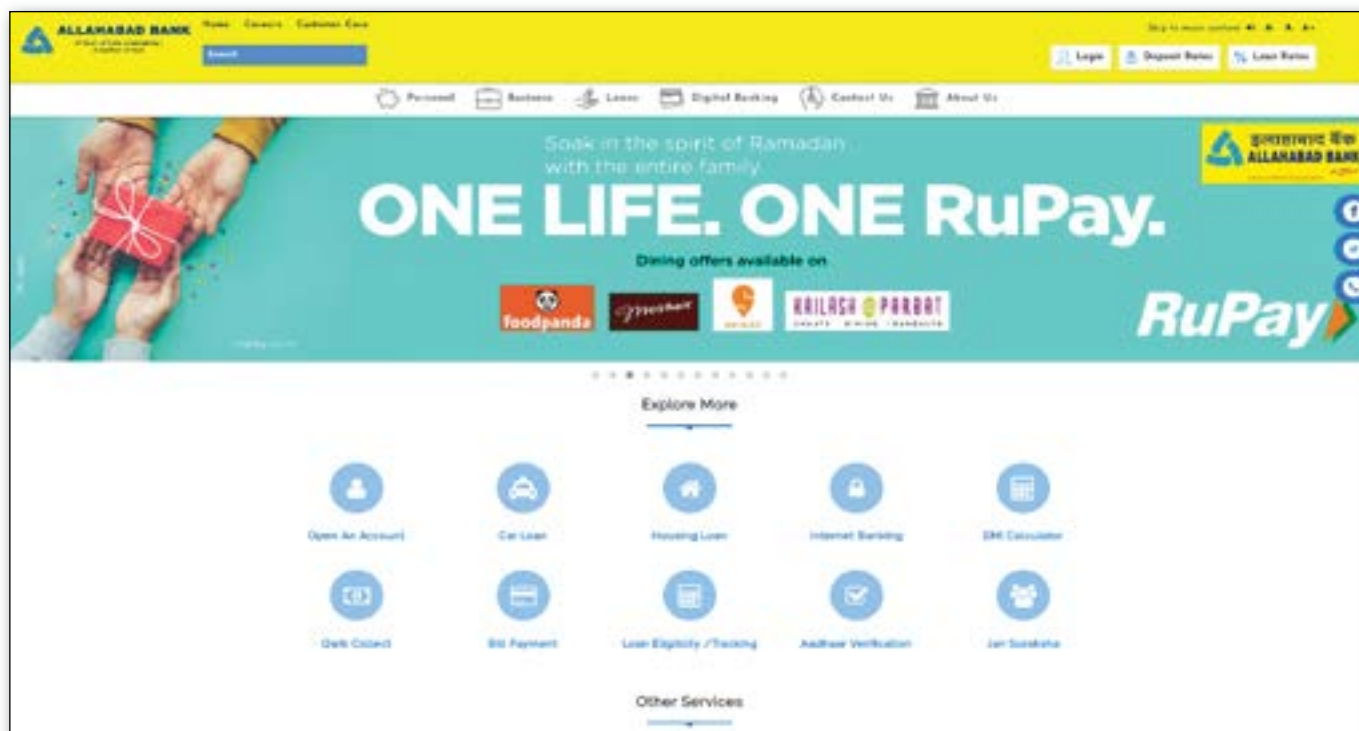
Amendment of Companies (Specification of Definitions Details) Rules, 2014

MCA vide notification dated May 7, 2018 has modified the Section 2(87) relating to subsidiary company.

New modification brought into effect the change in understanding of subsidiary company which means now any company in which the holding company exercise more than one and half of total voting power and not total share capital will be treated as subsidiary company.

PS is back at NCPA's Tata Theatre! 24th Jan 2019





RBI has placed additional restrictions on Allahabad Bank, which is already under Prompt Corrective Action (PCA) since January this year. Image: Screenshot of <https://www.allahabadbank.in/>

The definition of Total Share Capital for the purposes of section 2(6) and 2(87) means the aggregate of the paid-up equity share capital ONLY and convertible preference share capital shall be omitted. Impact: In the definition of subsidiary company Total share capital shall be substituted by Total voting rights. Also definition of Total share capital shall be omitted.

Amendment in Companies (Share Capital and Debentures) Rules, 2014

MCA vide notification dated May 7, 2018, has modified rules relating to issue of sweat equity shares.

Earlier for issue of sweat equity shares, a permanent employee was eligible. Permanent Employee means an employee who has been working in India or outside India for at least last one year for the company. *Now vide this modification, the criteria of atleast last one year has been omitted.*

Impact: The above notification brought in a change to enable companies to retain skill employees for a longer period by offering them sweat equity shares. This is a welcome step.

Amendment in the Companies (Audit and Auditors) Rules, 2014

MCA vide notification dated 7 th May, 2018, above mentioned rules are amended.

1. As on date, under the provisions of Section 139(1), the auditor appointed in the annual general meeting and who is holding the position as an Auditor for five years, such appointment was required to be ratified by the Company in each Annual General Meeting.

After this amendment, ratification of appointment of auditor at every general meeting is omitted. So no need for any company to do specific ratification unless otherwise there are changes.

2. Rule 9 mentions that in case of criminal liability of any audit firm, the liability other than fine shall be omitted.

After this amendment, the auditor firm is been absolved of any liability.

3. In the principal rule 10 A, for the word 'adequate internal financial controls system', the words 'internal financial controls with reference to financial statements' shall be substituted.

After this amendment, the financial controls are limited only to financial statements.

Amendment in the Companies (Meetings of Board and its Powers) Rules, 2014

MCA vide notification dated May 7, 2018, above rules are modified. Following are major changes:

1. In rule 4 which refers to Matters not to be dealt with in a meeting through video conferencing or other audio visual means, the following shall be inserted: "Provided that where there is quorum in a meeting through physical presence of directors, any other director may participate through video conferencing or other audio visual means."

Impact: This provision has allowed that if the quorum is *physically present*, a director may participate by other modes.

2. In rule 6, which refers to audit committee and nomination and remuneration committee of board, the word 'every listed company' the words 'every listed public company' shall be substituted.

Impact: This provision has exempted private limited companies whose Debentures are listed on the stock exchange and they are not fully listed. Clarification is being sought for them.

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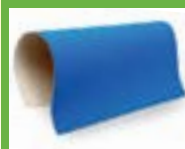
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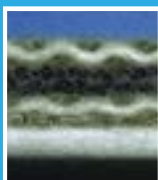
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3. For rule 13 which refers special resolution, the following shall be substituted: A resolution passed at a general meeting in terms of Sub-section (3) of Section 186 to give any loan or guarantee or investment or providing any security or the acquisition under Sub-section (2) of section 186 shall specify the total amount up to which the Board of Directors are authorized to give such loan or guarantee, to provide such security or make such acquisition.

Impact: The amendment has brought in the amounts to be utilised.

Amendment in Companies (Appointment and Qualification of Directors) Rules, 2014

MCA vide notification dated May 7, 2018 following changes has been brought into action:

1. Rule 5 referred to qualifications of independent director shall be numbered as sub-rule (1) and after sub-rule (1), the following sub-rule shall be inserted:

5(2): None of the relatives of an independent director should be indebted to the company, its holding, subsidiary or associate company or their promoters, or directors; or has given a guarantee or provided any security in connection with the indebtedness of any third person to the company, its holding, subsidiary or associate company or their promoters, or directors of such holding company, for an amount of fifty lakhs rupees, at any time during the two immediately preceding financial years or during the current financial year.

Impact: Above changes has put on a check point on the Independent directors along with nexus with their relatives and put a limit of ₹50 lakhs of indebtedness.

This measure will allow a transparency levels to be maintained with the Corporates and Independent directors.

2. In rule 16, where a director resigns from his office, he **shall** within a period of thirty days from the date of resignation, forward to the Registrar a copy of his resignation along with reasons for the resignation in Form DIR-11. For the word shall, the word **may be** substituted.

Impact: Through this amendment, requirement for filing of Form DIR11 to a person who is not filing his resignation with reasons is been streamlined and liberalised. This was a practical difficulty for many of the Directors who were not having DSC and were not filing the form.

Amendment in Companies (Prospectus and Allotment of Securities) Rules, 2014

In exercise of the powers conferred, the Government of India, vide notification dated May 7, 2018 amended Companies



Recognising the need of timely finance to Indian exporters to effectively compete in the international markets, an internal committee of the Reserve Bank of India (RBI) has recommended that export loans be included under the PSL for 3-5 years. Image: insideiim.com

(Prospectus and Allotment of Securities) Rules, 2014.

Rule 3, 4, 5, 6 which refers to Information to be stated in the prospectus, Reports to be set out in the Prospectus, Other matters and reports to be stated in the prospectus and Period for which information to be provided in certain cases respectively shall be omitted.

Impact: Rules 3, 4, 5, 6 of Companies (Prospectus and Allotment of Securities) Rules, 2014 are omitted and make it more simple for issuing companies.

Banking update

RBI issues norms on NSFR

Reserve Bank of India (RBI) has issued final guidelines on Net Stable Funding Ratio (NSFR). The concept of NSFR emerged in the aftermath of global financial crisis proposed by Basel Committee on Banking Supervision to make banks more resilient. NSFR ensures banks have sufficient stable sources of funding to finance their activities over long run. The ratio can be defined as the amount of available stable funding (ASF) in relation to the amount of required stable funding (RSF). ASF is the portion of capital and liabilities expected to be realisable over a year.

Export loans under PSL

An internal committee of the Reserve Bank of India (RBI) has recommended that export loans be included under the priority sector lending (PSL) category for all commercial banks, including foreign banks, for 3-5 years.

Presently, export finance is outside priority sector mandate, while only foreign banks are required to disburse 12% of their total credit under priority sector to exporting companies.

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Export needs timely finance at the most competitive rates. International market is highly competitive and exporter is looking for positive support from the bank.

PSL is necessary to boost exports in order to reduce the trade deficit and keep the correct amount deficit within the projected cap. SME sectors need more support from the bank.

Fresh lending restrictions on Allahabad Bank

RBI has placed additional restrictions on Allahabad Bank, which is already under Prompt Corrective Action (PCA) since January this year. RBI has debarred the bank from high risk lending and raising high cost deposits. The RBI has also restricted the bank from creation of non-banking assets and has advised it to restrict from accessing or renewing wholesale or costly deposits. The bank's board has already taken note of the same.

NBFCs hire talent from mainstream banking

Non-Banking Financial Companies (NBFCs) are recruiting candidates from banking industry. According to industry estimates, 60% to 70% of the NBFCs hiring pertains to the candidates from banking industry. While banks are struggling to come out of bad loan mess, NBFCs are in a comfortable position. By hiring these candidates from banking industry they tend to get experienced hands.

Mounting bank losses

Four Public Sector Banks reported huge losses in the fourth quarter of FY 2017-2018 which amounts to a combined net loss of US\$1.74 billion (₹117.29 billion). This is due to a jump in bad

loan provisioning following tightening of the RBI rules in respect of NPAs. Out of the four banks, Canara Bank posted a net loss of ₹48.6 billion; Allahabad Bank reported a net loss of ₹35.10 billion, UCO Bank ₹21.34 billion and Dena Bank ₹12.25 billion net loss.

Punjab National Bank (PNB) reported ₹13,416/- crore losses in the fourth quarter of 2017-2018 as against a profit of ₹262/- crore in the same period last year. As a result of this, PNB posted a consolidated net loss of ₹12,282.82/- crores against a profit of ₹1.324 crores last year. The significant reason for this huge loss was the rise in provisions to ₹20,353.51/- crore in quarters ended March 2018. PNB's non-performing assets (NPA) grew to a whopping ₹86,620 crore in the quarter and the gross NPA ratio rose to 18.38%.

State Bank of India (SBI) reported a loss of ₹7,718 crore (US\$1.1 billion) in January-March quarter of FY 2017-2018. This is because of the provisions made for bad loans after a change in banking regulations. SBI had posted a loss of ₹2,416 in December quarter.

NGO and RBI for financial literacy

The Reserve Bank launched a financial literacy drive in 80 blocks in nine states on pilot basis to educate people on e-transactions, formal sector borrowings and insurance purchases.

Six NGOs registered with the Depositor Education and Awareness Fund have been selected to execute the pilot project in collaboration with banks.

"The Reserve Bank is initiating a pilot project on financial literacy at the block level to explore innovative and participatory approaches to financial literacy.



Reserve Bank of India has directed all the banks to share the data and also extent all the cooperation to Directorate of Revenue Intelligence. Image: DRI foundation day celebrations in 21017, <http://dri.nic.in>



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The pilot project, commissioned in the 9 states, across 80 blocks.

The total cost of the pilot project over a period of three years is ₹18.40 crore.

It will also "encourage e-transactions through electronic means viz NEFT, RTGS, IMPS, Internet Banking, Mobile Banking, UPI (Unified Payment Interface) etc".

The NGO will be educating people for the above.

Data sharing for improved intelligence-net

Reserve Bank of India has directed all the banks to share the data and also extent all the cooperation to Directorate of Revenue Intelligence (DRI). Under Sections 108 A and 108 B of the Customs Act, 1962 the custom officer has Power to summon persons to give evidence and produce documents.

Information is very important for the custom officer to handle the situation against any person who has violated the provision of Customs Act, 1962. Reserve Bank has directed all the bank to extent the cooperation to DRI and provide all the financial transaction information and other particulars.

This will enable the DRI to perform its function more effectively.

Companies settle ₹83,000 crore bank dues

The fear of losing control over their companies and assets has prompted promoters, who have defaulted on repayment of loans to banks, to settle their dues of around ₹ 83,000 crores

involving around 2,100 companies before action was initiated under the newly enacted Insolvency & Bankruptcy Code (IBC).

Finance Ministry ties up with Indian companies to extend Mudra

The Finance Ministry has announced that it has tied up with 40 entities including Flipkart, Swiggy, Patanjali, MakeMyTrip, Zomato Meru cab, Muthoot, Edelweiss, Amazon, Ola, Big Basket, Amul, and many more, for extending loans to small entrepreneurs under Mudra Scheme. Under the scheme these companies will identify small entrepreneurs who need loans and underwrite them and will extend loans to them under the Mudra Scheme.

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DS SMITH RECYCLING WINS PAPER RECYCLING BUSINESS OF THE YEAR 2018

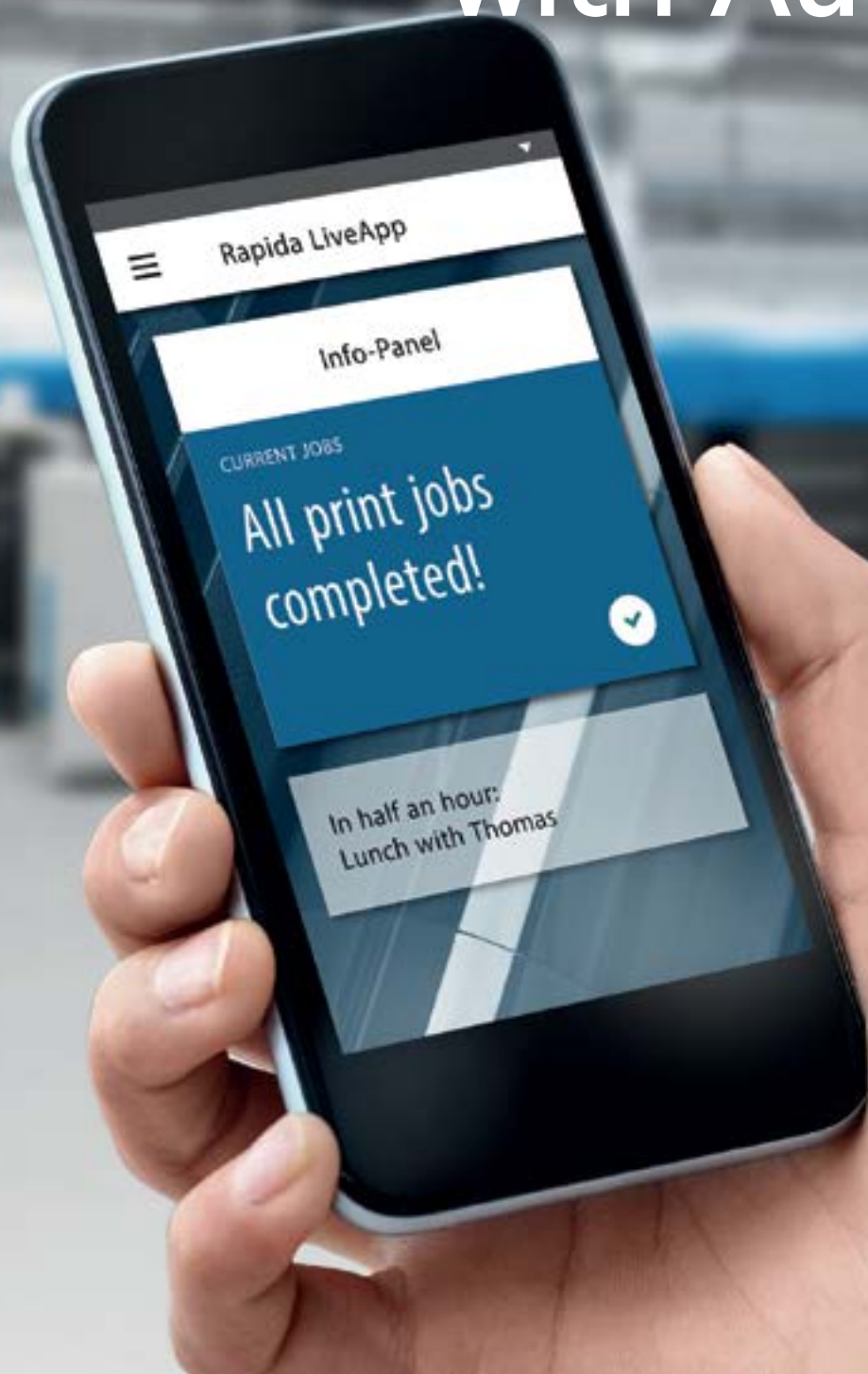
DS Smith has been awarded 'Paper Recycling Business of the Year' at the prestigious Awards for Excellence in Recycling & Waste Management 2018. The Awards for Excellence, run by LetsRecycle.com, is one of the most prominent events in the environmental calendar, celebrating the successes of the resources industry. Hosted at the Landmark Hotel in London, the evening saw businesses, councils, and community organisations rewarded for their accomplishments in their recycling, waste management, and sustainability efforts.

The Paper Recycling Business of the Year accolade recognises the paper recycling company that demonstrates good practice, prioritises care of its customers, provides consistent services, and can provide evidence of high recycling rates. "It is an honour to be named Paper Recycling Business of the Year. Taking home such a prestigious accolade is a testament to the dedication and successes of our teams across the UK. As a business which prides itself on best practice, I am delighted to receive such impressive recognition from our peers, customers, and the wider recycling industry," said, Mathew Prosser, UK Managing Director of DS Smith Recycling.



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UFLEX BECOMES SECURITY PRINTERS FOR MICR CHEQUES

Indian Banks' Association recently authorised Uflex, India's largest multinational flexible packaging materials and solutions company, as a security printer for the printing of MICR (Magnetic Ink Character Recognition) instruments for the member banks. Uflex has many innovative security systems for anti-counterfeiting and track-and-trace print products. To standardise documents related to bank cheques and the Exchequer's Revenue Department, security printing for MICR instruments is mandatory. Explaining the significance of the IBA authorisation, Dinesh



Canadian cheque sample showing the MICR-enabled cheque leaf. Image: Airoydessey CC-SA 3.0 Wikimedia

Jain, president, Legal and Corporate Affairs and the head of the Holography Business at Uflex says, "Now that IBA has certified us, a huge window of opportunity for security printing of MICR instruments both in India and overseas has opened up for Uflex. We will make the most of it." Uflex sees a huge opportunity for producing secure documents and bank instruments both for the local and international markets. With consistent investments in research and development, Uflex has shown its commitment to raise the bar of technology in the field of security printing and brand protection. "The forward-looking approach towards developing the most contemporary and impregnable brand protection solutions is a befitting reply to counterfeiters and a concrete step towards annihilating the dark underbelly of plagiarism and counterfeiting," says Uflex Chairperson and Managing Director, Ashok Chaturvedi.

The story is based on the content sourced from <https://packagingsouthasia.com/uflex-becomes-security-printers-for-micr-cheques/>

A NEW NORMAL IN DIGITAL COLOUR MANAGEMENT WITH FLINT VIVO COLOUR SOLUTIONS

VIVO Colour Solutions, Flint Group's Paper & Board division is proud to be the first ink supplier to offer a genuinely innovative end to end integrated press room digital colour management service. Adding to this platform, Flint Group announces the launch of its latest generation VIVO DigiSystem v3 and VIVO ColourBook. VIVO DigiSystem v3 is a broader gamut digital desktop printer profiled back to a central reference at Flint Group's Global Colour Center. DigiSystem v3 enables instant download of <1.0 dE average repeatable colour guides consistently to any other Flint Group DigiSystem v3 globally. Launched in 2010, Flint Group's original, groundbreaking, DigiSystem v1 allowed the creation of bespoke files at individual customer sites on stand-alone printers.

This new generation DigiSystem will support the download and printing of digital spot colour proofs directly from Flint Group's ColourCloud consistently anywhere in the world.

VIVO ColourBook is Flint Group's unique colour guide of possible Pantone® shade interpretations on brown kraftliner substrate; 1,867 colours provide a visual guide to what is achievable on the press. This guide provides an accurate method for the selection, specification, communication, and reproduction of commonly specified colours used for design, print, and packaging. The book is supported and available on Flint Group's forthcoming VIVO ColourCloud.





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THE WORLD IS PLAYGROUND

Constant learning and experience sharing is the key to incremental improvements; BMPA understands this well. It, therefore, creates opportunities for its members to learn – be it workshops and seminars, industrial visits, or the study tours. “BMPA has organised many domestic industrial visits in the past. An ink factory, ITC, Toyota Motor in India are a few that I remember.” Nitin Shah, BMPA Managing Committee Member and the current project-in-charge (PIC) for Industrial Visits, says, “As a PIC, I began by organising visits to the Indian manufacturers. Those visits did not succeed due to the very thin response from members, except the visit to Benz and Avery Dennison in Pune.”

Learning from the world

The lukewarm response of the BMPA members was perhaps reflecting the trend we are witnessing in the industry. Indian print industry has rapidly changed in the past decade or so. The technological advancements and global connections through industry suppliers, manufacturers, and clients of the industry have connected each printer to the global market in one way or the other. The printers in India no more compete amongst themselves; they compete with the best of the global players. Domestic visits offered excellent learning experience; however, the international visits provided the potential of gaining insights into the global markets, best practices, and competitive and efficient quality of the products and services.

“I organised the first international industrial tour to Heidelberg, Polar and IST in 2014. The tour also included a visit to four print houses to learn from their experience. The second tour was to Singapore – to HP demo centre, and to Ricoh Innovation and R&D (research and development) in Japan.” Mr Shah underlines, “During these study tours, printers are made aware of the latest technology and its production. And a step beyond, printers learn about the use of these technologies for the competitive and demanding markets we cater to.”



Emilio Corti is in serious conversation with Mehul A Desai and other delegates.

Quality, automation, and systems

The key takeaways from the third BMPA international industrial visit were the top-priority to quality at BOBST and KBA, the level and the benefits of automation and standard operating procedures (SOPs) deployed at BOBST, KBA and their customers. Besides these three, Mehul A. Desai, President of BMPA and also a participant of the tour, highlights how India has become an essential market for the print-manufacturers across the world.

OUR

BMPA has always strived to deliver unique and innovative learning experiences; international study tours are one such example.



The group in rapt attention at the BOBST headquarters during a welcome talk by Emilio Corti, Head of Sales at Bobst.



BMPA's International Study Tours

2014: First visit was to Heidelberg, Germany. Heidelberg organised a workshop about value addition. Polar/IST and the four print houses shared critical insights into the human and material management. The key takeaways from the customer visits included efficient inventory control and comprehensive costing.

2015: Second visit was to Singapore, HP demo centre. A workshop about digital technologies followed by a customer visit enriched the learning experience. Then the participants visited Japan: Sakurai to learn more about innovations in value additions with the screen; Komori manufacturing to learn about the marquee Japanese quality and service; and finally to Ricoh Innovation and R&D.

2018: The third visit was to BOBST and KBA in May and June this year.

"It is amazing to see how BOBST and KBA pay attention to minutest of the details to deliver quality products to their customers." Mr Desai also shared an interesting observation, "Over the years, customisation has become a key aspect of even equipment buying; it reflects here at BOBST and KBA."

BMPA organised its third international industrial visit to BOBST, KBA and a BOBST-customer from May 27 to June 1. The five nights and six days tour offered its xx participants from Mumbai's print-fraternity to visit and interact with top executives from two leading global print technology manufacturers and their customers. The BMPA-convoy visited Lausanne in Switzerland to see BOBST's manufacturing and a

visit to its customer followed by the stay and visit to KBA in Dresden, Germany.

Firoze Reshamwala, member of the BMPA Managing Committee and a participant of the tour shares that he was inspired by the level and efficient use of automation and systems, but he also highlights that the use of small systems at the packaging level, like different coloured taps for top and the bottom of the box, has caught his attention. "The customer visit to a BOBST customer awed me with the scale of operations and the use of latest technology," Mr Reshamwala adds, "avoiding manual interventions and paying attention to

systems to deliver consistent quality day after day is the key learning for me from this tour."

Agreeing with Mr Reshamwala, Mr Desai also underlines the SOPs and their immaculate implementation at these companies that ensure fewer errors and mistakes. "SOPs help them improve and sustain quality, while automation helps in improving efficiency. No doubt these companies are so well operated." Decoding the cost-paradigm of automation in the Indian context, Mr Desai adds, "No double, automation involves higher initial costs, but to the extent possible, if we adopt automation to bring efficiency in operations, it will lead to increased productivity at better quality."

Like all other endeavours by BMPA, the study tour to BOBST and KBA was not without leisure and fun activities. The visit also provided the participants with ample time to explore the beautiful nature, people, culture, and architecture of the towns in Switzerland and Germany.

Coordinate, explore, and progress

"BMPA is one of the most progressive associations in the country, and I cannot emphasise the importance of the role BMPA plays in organising the industrial visits," highlights Mehul A. Desai, President, BMPA. Hard work and coordination it is that makes these international tours possible and so hugely successful. It all began with a simple thought. Mr Shah

shares, "When we decided at BMPA to explore the possibilities of the international tours for members, I thought of discussing with print technology manufacturers. Direct interaction of the printers with manufacturers would help printers with insights into the global standards of quality and operations."

Mr Shah and BMPA team's efforts have paid dividends as printers have had ample learning and bonding opportunities during all the BMPA industrial visits. "In Japan, Y. Komori, the owner of Komori Corporation personally attended and spent two days with our printers sharing a great amount of information and experience with each one of us," fondly remembers Mr Shah.

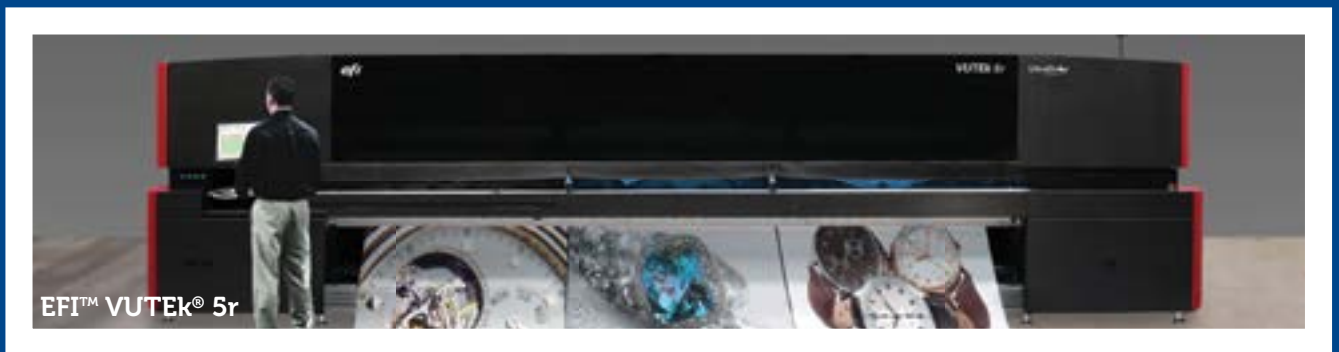


In a special event hosted by KBA, Nitin Shah received the delivery of KBA Rapida 76 for his company Award Offset. The cutting-edge and benchmark Rapida 76 is the flagship machine of KBA in B2 format. (L-R) Nitin Shah, Bhupinder Sethi and Aditya Surana.



BMPA tour participants during the factory visit in Bobst, where machines were up and running for an effective demo.

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LET US BE THE FUEL





(L-R, seated) Fazale Malak, Imtiaz Reshamvala, Mehul Desai, Sanjay Patel and Firoze Reshamvala. (L-R, standing) Amit Shah, Sachin Patil, Rahul Jain, Keshav Mishra, Suresh Vatari, Fred Poonawala, Gobind Panjabi, Chaitanya Shah, Nitin Shah and Tushar Bhotica.

BMPA study tour participants had the opportunity to visit the statue of the legendary singer in Switzerland.

A statue in Montreux, Switzerland, by sculptor Irena Sedlecká, was erected as a tribute to Mercury. It stands almost 10 feet (3 metres) high overlooking Lake Geneva and was unveiled on 25 November 1996 by Mercury's father and Montserrat Caballé, with bandmates Brian May and Roger Taylor also in attendance. Beginning in 2003 fans from around the world have gathered in Switzerland annually to pay tribute to the singer as part of the "Freddie Mercury Montreux Memorial Day" on the first weekend of September. The Bearpark And Esh Colliery Band played at the Freddie Mercury statue on 1 June 2010. Source: en.wikipedia.org



"As individual business owners and printers, we would not have got access to so many senior people, or would not have had the personal interactions, or be guided through various manufacturing stages by top executives if not for the BMPA industrial visits. This was all thanks to BMPA and our PIC Mr Shah who organised these tours. I look forward to these tours as they offer great learning opportunities," Mr Desai sums up the journey and the importance of BMPA industrial visits.



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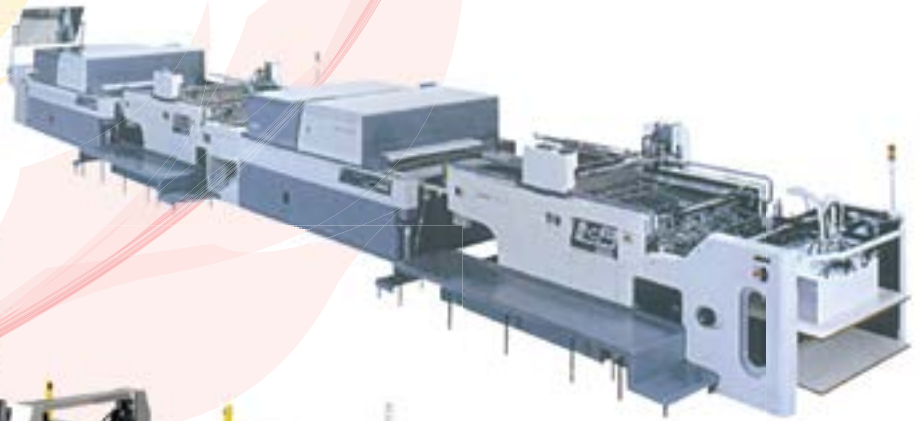


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Speed	1000 ~ 3600 IPH	900 ~ 3300 IPH	900 ~ 3300 IPH	800 ~ 2000 IPH	400 ~ 3600 IPH	800 ~ 4000 IPH	100 ~ 2000 IPH	200 ~ 2000 IPH	800 ~ 2000 IPH	1000 IPH	660 FS
Thickness	0.1 ~ 0.8 mm	0.1 ~ 0.8 mm	0.1 ~ 0.8 mm	0.1 ~ 0.8 mm	0.05 ~ 0.8 mm	0.075 ~ 0.8 mm	0.05 ~ 0.8 mm	0.075 ~ 0.8 mm	0.1 ~ 0.8 mm	0.1 ~ 3 mm	0.025 ~ 0.1 mm

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Brands adapt to GenY, GenZ

Technological advancements and young customers expect more from brands and packaging. Brands must evolve to deliver brand-experience to the demanding young generations.

COMMERCE & BRAND ENGAGEMENT

Online ads are as effective as TV ads for reaching Gen Zers

Top 5 Brand Discovery Channels
% who say they discover new brands/products/services through the following

		IDX
Ad seen on TV	34%	0.91
Ad seen online	34%	1.11
Search engines	32%	0.87
TV shows / films	28%	1.04
Word-of-mouth recommendations	28%	0.84

Entertainment, status and rewards are important for gaining brand advocates

Brand Advocacy: Top Over-Indexes
% who say the following would motivate them to promote a favorite brand online

		IDX
Access to exclusive content or services	20%	1.28
Love for the brand	40%	1.18
When something enhances online reputation / status	15%	1.16
The feeling of taking part / being involved	23%	1.10
When something is relevant to my friends' interests	23%	1.09

- 51% MORE likely to want favorite brands to make them feel cool/trendy (almost 1 in 4 do)

- 32% MORE likely to want favorite brands to provide entertaining content (16% do)

- 4 in 10 would be motivated to advocate online in exchange for rewards

Gen Z are comfortable shopping via mobile

- 3 in 10 used a mobile payment service last month

- 7 in 10 have purchased a product online in the past month - 56% via mobile

- 3 in 4 visited an online retail site/store via mobile in the past month

Social networks & online video are key consumer touchpoints

- 1 in 4 discover brands via recommendations / comments on social; 1 in 5 via pre-roll video ads

- 1 in 2 research brands on social networks; 1 in 5 research on video sites

Gen Z are a great target for influencer marketing

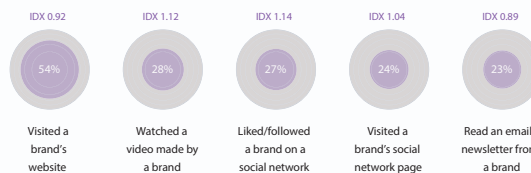
- 25% MORE likely to say they are easily swayed by other people's opinion

- 68% MORE likely to be following vloggers on social media (1 in 4 are)

- 55% have watched a vlog in the past month (26% over-index)

- 26% MORE likely to discover brands via endorsements from celebrities (17% do)

Top 5 Online Brand Interactions
% who say they have done the following online in the past month



Unless stated otherwise, all figures are drawn from our Q2 2017 wave of online research among 89,029 adults aged 16-64 in 40 countries. Among this cohort, there were 9,243 internet users from 'Generation Z' defined as internet users aged between 16 and 20. Note that China is excluded from percentages relating to specific/named social networks and apps.

*Celebrity Networkers are those who say they use social media to keep up with celebrities/celeb news or follow actors, comedians, singers or TV presenters on social media

**Content Networkers are those who say they use social media to find funny/entertaining content or to watch/follow sports events, or that they follow vloggers on social media.

[Click here](#) for a full definition of these Social Media Segments.

Promotions can today be planned and executed concerning the buying and thinking patterns of different generations, irrespective of the buying power. Image: globalwebindex.net.

A different breed of youth

A six-year-old child easily blends with the knack of handling mobile phones and tablets, playing online games and listening nursery rhymes. These children do not even type their search. They search instead with "Okay Google" command, and bravo, a list of searches instantly appears on the page. While this happens on one end, there is a salt-and-pepper sitting beside, peeping with curiosity and wonder; an experienced grandparent – a baby boomer or the member of GenX – is eager to learn from this tiny tot.

Growing young population in our country has made such interactions quite a routine affair. How do these various generations interact with brands and products? It is distinct, and therefore, brands and product packaging needs to evolve to cater to these young generations that have become the consumers of the product and influencers in the buying decisions in the families and communities.

Technology has come a long way; updating each one of us through all these years of update and evolution. It has changed the lifestyles and the priorities. From the brick-and-

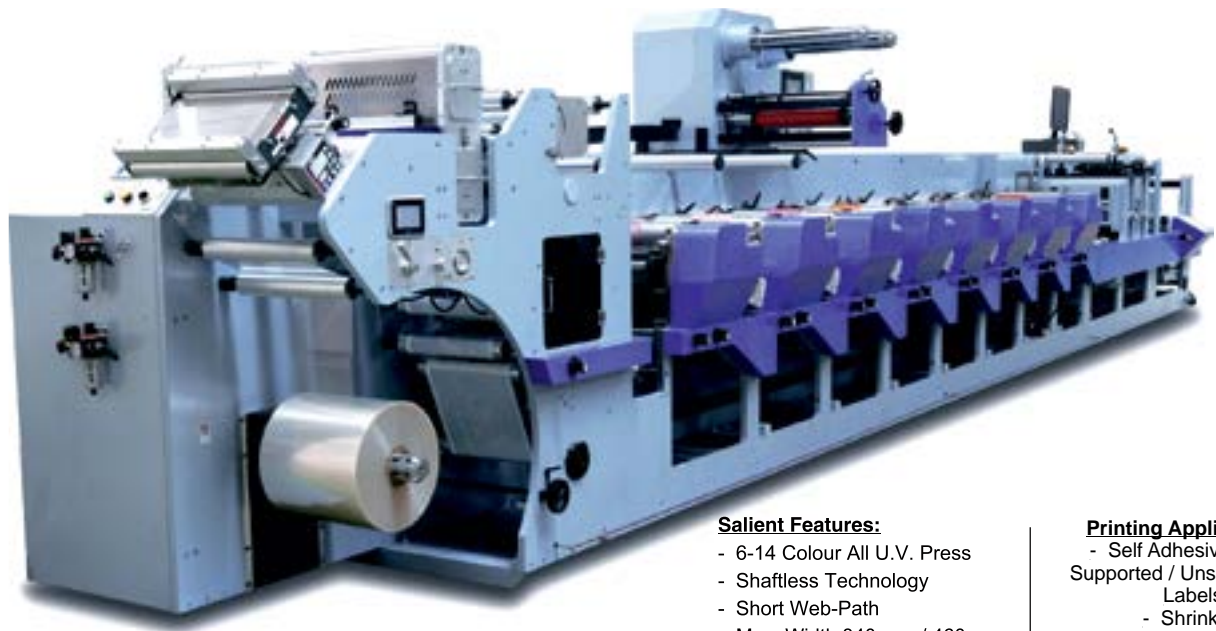
mortar neighbourhood shops, super- and hypermarkets, and multi-showroom extravagant malls we have turned to online shopping. Consumer research for a product has changed from sifting through brochures and store visits to following social media interactions, discussion groups, and forums.

There is a stark difference, and it is evident amongst us, the consumers. Have brands followed and indeed adapted to these trends?

Let us focus on the latest; the Gen Z

Being the youngest of all – born between 1995-2015 – members of Gen Z show the highest inclination towards digital life and the increasing obsession of being 'cool.' Gen Z represents about 13% of the global Internet population. For them their friend's opinion matters the most; that is a part of being cool. To keep up with the fast-paced life, they ought to get exposure to different brands, styles and succeed in the art of socialising – online primarily, and offline, in real-life to an extent – which defines their image in the society. Gen Z takes conscious efforts to build their image and develop several skills to enhance their personality and abilities.

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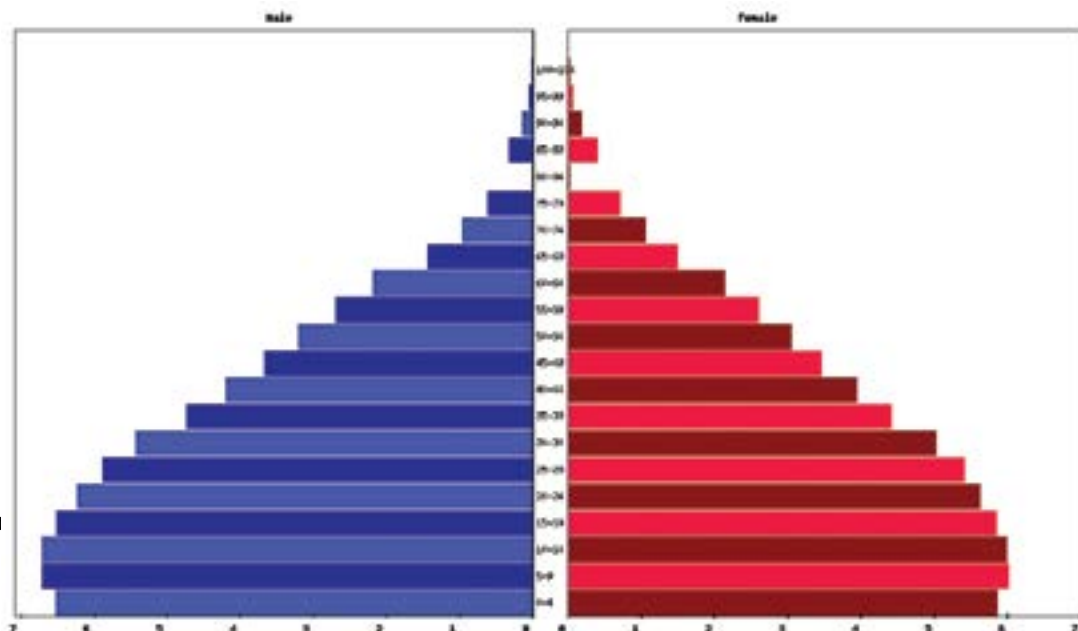
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Understanding the diverse requirements of different age groups, brands can create product and visibility accordingly. Image: www.livepopulation.com



It is estimated that on an average a teenager spends around four hours online every day. YouTube, being the buzzing, preference is tilted by Facebook, Instagram, WhatsApp, Snapchat, Tumblr and many more. Highlighting the brand engagement of these users, Gen Z is brand conscious and distinctively different from other generations. While most older generations depend on conventional channels of brand communications such as television, films, print, and search engines, Gen Z surfs through all these channels to form their opinions of brands and products. And, for this generation, 'reviews' matter the most as they offer the most 'real world' experience of the brands and products. This change is obvious as the changing lifestyles demand so.

This generation demands experience more than ever from their brands and products; packaging isn't an exception, it becomes an integral part of the product interaction. Innovative, classy,

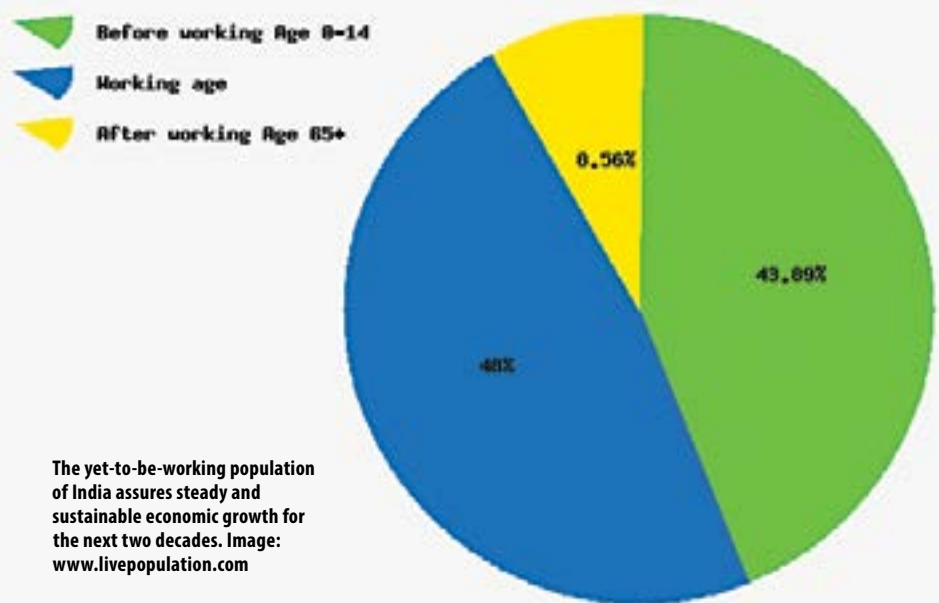
modern, and identifiably distinct products and packaging are the demands of this highly self-aware generation. These aspirations and desires cannot be ignored: Gen Z is not just consumer, but through its extensive interaction with peers and the members of other, much older generations, it is a strong influencer. Brands can either influence them, acquire the 'cool quotient' and make them real-world brand ambassadors or become the 'punching bags'. Print-industry has a great opportunity to help brands be 'cool' by providing products, services, and primarily ideas to keep the Gen Z engaged and buzzing about our client brands and products.

The youngistan India

The Baby Boomers came into existence Just after the World War II; born between 1944 and 1964. Following them are Gen X, born between 1965 and 1979 and currently at the age of 39-53 years. This generation's characteristics were undetermined, so

they are named 'X'. Born between 1980 and 1994 are Millennials, a combined name to Gen Y1 and Y2 aged 24-28 years and 28-38 years. The two groups of Millennials are distinct from their different expectations from life and perspectives towards financial earnings. Though they share a similar cultural inclination, the two Millennials-groups' financial stabilities and priorities are distinct.

Millennials and Gen Z constitute about 80% of the total population in India. If one divides the population by working, non-working, and yet-to-be working, the largest population group is working (48%) followed by yet to be the working group, aged between 0 and 14, at 43%. Amongst this young population in India, Gen X carries the maximum buying





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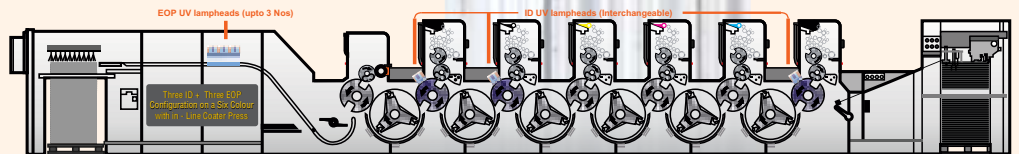


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OUR PARTNERS





Opinion-sharing and the overall 'bonding among friends' have made these youngsters less loyal to brands, compared to the older generations.
Image: asia-first.com

power, but it does so wisely with some restraint. More Volatility is seen in the buying and thinking trends of Millennials. Gen Z would probably look up to the behavioural pattern of Millennials and would create a future-conscious approach towards their requirements. These yet-to-be-working population of India assures steady and sustainable economic growth at least for the next three decades as they enter the workforce and enhance their purchasing power.

Conscious and aware, we are the future!

India's growing brands have discovered means to please their audience, targeting the younger generation. An extensive exposure set up for the people who buy these products is 'online shopping'. The obvious reason is to save time as things come to your doorstep. By visiting a brand's website, watching advertisements or following a brand page on interactive social platforms, like Instagram, people are acquainted with them. The young and restless not only gain information about products through these platforms but also share their opinions and experiences of a product and brand.

This opinion sharing and the overall 'bonding among friends' have made these youngsters less loyal to brands, compared to the older generations, who would rely upon and stay loyal to specific brands. The brands and their history in serving people and giving the best product aren't sufficient anymore to impress these young minds. At the same time, factors like packaging, colours and presentation have attained greater importance than earlier. These young buyers not only weigh product and brand on opinions but also on the current issues and values: is

the brand I am buying environmentally sustainable? Does the brand subscribe to safe processes for its recycling? Does the brand use child labour? Does it use chemical-free packaging? Is packaging highly recyclable? On the other hand, they value and understand the colours and other unique features better: the perfume enhances my personality, but the packaging is classy too. The phone is feature-rich at an economical price, but the packaging doesn't feel cheap. The highly aware generation demands not just good products but the products that evoke and match their values and beliefs and opinions. The bold red phones sell reflecting the vibrancy of this generations' life; the playful colours are children's pick, and a personalised packaging for a not-so-high-end product attracts many young buyers.

We the Indians have varied cultural backgrounds. We are still divided into urban and rural communities. However, our youth is aspirational and connected. The interaction via the Internet and other platforms. It is these 'we the young Indian' that are demanding innovation, personalisation, and fresh ideas from brands, brand managers and product and packaging manufacturers. All we need to think: can we rely on business as usual in the young and aspirational India for the growth of our business, sector and the country?

Source: An infographic published by Globalwebindex inspired the story. The data for the story is mined from the infographic, <https://communityrising.kasasa.com/gen-x-gen-y-gen-z/> <https://www.livepopulation.com/country/india.html>, and https://www.ernestpackaging.com/color-us-impressed-packaging-psychology/?utm_source=newsletter&utm_medium=email





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A new growth avenue

Smithers Pira predicts a 14.3% annual growth in the packaging industry in the span of six years during 2017-2022.

The moment we hear the doorbell and discover that we've received our goods from an online purchase, we cannot wait to scratch open the boxes. Two things delightfully present this for us: the e-commerce and those brown corrugated boxes. From wrapping processed food items to electrical appliances and household products, every single piece can be packaged into those huge boxes and set out for delivery.

Talking about processed foods like cheese, tinned veggies, cakes and biscuits etc.; this sector is the largest user of the corrugated industry. Following this, are fresh foods and beverages, electrical appliances, paper products, households etc., and the least users are vehicle parts. Though we have encountered a decline in the economy, which has a straight impact on the e-commerce packaging sector; hasn't much affected the corrugated industry. Instead, it shows considerable growth.

Embrace e-commerce

E-commerce packaging sector is booming retail sales globally. The significant areas up into the packaging business are toys, books on a large scale, sports equipment, electronics, and a lot more. Online shopping forming the basis of this cause, will invite more and more people to buy their favourite accessories from different sites.

Smithers Pira predicts that the e-commerce packaging sector will show tremendous progress supporting corrugated, protective and transit packaging undoubtedly. By 2022, packaging will reach \$55 billion. In the span of five to six years, from 2017 to 2022, the annual growth rate

will gradually rise to 14.3%. Above all, Smithers Pira reports say that e-commerce is helping all retail sales by 10% amazingly will grow almost up to 15% in 2022.

Is sustainability an issue here?

Three items in a box replace twelve pieces in a bag. The demand for a durable covering and presentation of the product is wrapped with utmost care in these boxes to the extent that ten items lead to five boxes at our place. The customer gets a bit cranky about the management and recycling of packaging becomes an issue. Care is always taken that the delivery reaches the consumer safely but then, it comes with its own set of problems. The company involved has to look at various factors such as productivity, durability and cost, all directly and indirectly connected to profitability.

In spite of all this, favourable solutions resolve problems. Recently many carriers have adopted dimensional weight (DIM) pricing. The carriers use the formula, which is dividing the cubic size of a package with 166 for domestic shipping and dividing 139 for international shipping. This then fits into a standardised cost of the delivery. Right weighting and right-sizing have



In spite of the economic slowdown that may hamper the e-commerce sector, corrugated packaging still shows a high growth. For example, <http://boxondemand.com> offers sized-right solutions. Image: boxondemand.com



The customer gets a bit cranky about the management and recycling of packaging becomes an issue, despite all the care by the brands and e-tailers to minimise packaging. Image: sfscenter.com

replaced light weighting. It's now easy for the logistics chain with to the adoption of DIM.

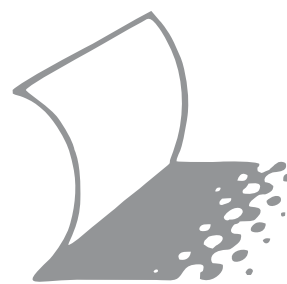
Challenges come along the way

Corrugated packing industry was primarily never connected to presentation and product promotion. Today with the increasing demand for brand positioning and competition, corrugated box manufacturers have to look beyond, at avenues such as printing on the regular boxes. The durability of the boxes is also related today to the product to be packed, as it may involve multiple stages of handling with the fast-growing e-commerce and increasing demand for doorstep delivery. Further, the boxes have to be both robust and cost effective too.

On a positive note

The industry is significant and growing fast. With the ever-increasing demand for innovation, the industry sector would also create a huge job market thus increasing employment. A conscious approach by the manufacturers concerning production practices and available new manufacturing equipment would lead to a better future for the packaging industry.

Source: [https://www.smitherspira.com/resources/2018/may/e-commerce-a-\\$20-bn-market-for-corrugated-pack?_cldee=Y29udGFjdEBhc2NoYXJ5YS5jby5pbpg%3d%3d&recipientid=contact-e244b494753ce71190c8005056bf096c-c5b7efa11c31401ea8678247668c11c2&utm_source=ClickDimensions&utm_medium=email&utm_campaign=AC%20Email%20Notification%20Project&esid=1621236f-b264-e811-a95a-0022480053e9&urlid=4](https://www.smitherspira.com/resources/2018/may/e-commerce-a-$20-bn-market-for-corrugated-pack?_cldee=Y29udGFjdEBhc2NoYXJ5YS5jby5pbpg%3d%3d&recipientid=contact-e244b494753ce71190c8005056bf096c-c5b7efa11c31401ea8678247668c11c2&utm_source=ClickDimensions&utm_medium=email&utm_campaign=AC%20Email%20Notification%20Project&esid=1621236f-b264-e811-a95a-0022480053e9&urlid=4), and <https://www.smitherspira.com/resources/2014/april/key-drivers-and-trends-in-corrugated-packaging>



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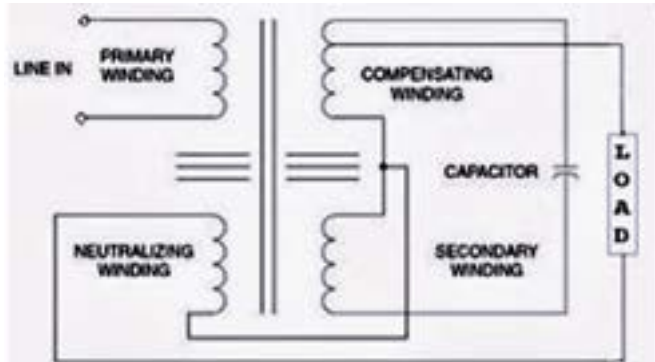


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THE NEED FOR SPEED

A power quality system analyst with over 30 years of industry expertise, Shridhar Visvanathan, Principal Consultant of Online Systems and the Electronic and Electrical Safety Consultant for BMPA, details why speedy voltage control is the need of the hour.



A schematic diagram of Ferro-resonant transformer electricals.

Continuing our discussion from April 2018 article in Print Bulletin, let us ask the most important question that we asked ourselves right at the beginning of this series of articles: The need for speed.

How good is the conventional servo voltage stabiliser in protecting the new generation of electronic controls in print and packaging machines?

The answer is evident: the servo voltage stabiliser is an electro-mechanical device, and hence, any voltage change is stabilized in about two to three seconds; the speed of correction of high capacity stabiliser is about 10 to 20 v per second (line to neutral). By this time the electronics may suffer damage since the tolerance for digital electronics is about 20 milliseconds or about 1/50th of a second. One second is equal to 1,000 milliseconds.

What is the solution for speed?

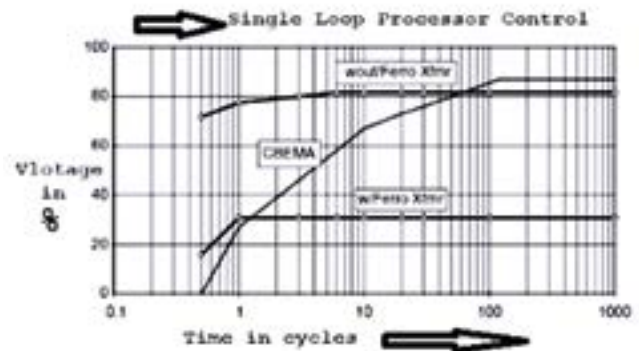
The answer leaves us with another question: what type of voltage conditioner is to be used so that any voltage fluctuation may be corrected within 20 milliseconds or 1/50th of a second? We have a few solutions in 1. Ferro-Resonance Transformers, 2. Online UPS (Uninterrupted Power Supply), and 3. Online AVC (Active Voltage Conditioner). Let us dive deep into these three solutions.

Ferro-resonant transformer (Ferros)

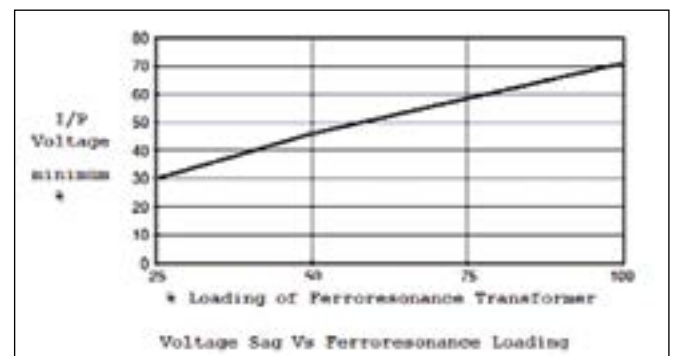
Ferro-resonant transformers also referred to as Ferros or simply, the resonant transformers can handle most voltage sag conditions. Ferros are particularly engaging for constant, low-power masses. Variable loads, particularly with high inflow current (inductive loads) are a drawback for Ferro's as a result of the tuned circuit at the output. Ferro-resonant transformers are primarily 1:1 transformers that are excited high on their saturation curves, thereby providing associate output voltage that is constant.

Speed of Voltage correction: within 1 cycle of wave form (i.e. 1/50th of a second)

Thus it is 100% of the times quicker than any conventional voltage stabiliser.



The Figure A above shows the voltage sag ride-through improvement of a method controller (load) fed from a 120-VA Ferro-resonant electrical device. With this Ferros, the method controller will ride through voltage sag down to 30% of nominal, as opposed to 82% of nominal when used without Ferros.



The Figure B above presents the allowable voltage sag as a share of nominal voltage (that can lead to a minimum 90% voltage at the Ferro output) versus Ferro device loading factor. At 75% loading the allowable voltage sag is 60% of nominal, which means that the ferros can output over 90% voltage as long as the input voltage is higher than 60% of nominal. This is vital since plant voltage seldom falls below 60% of nominal through voltage sag conditions (excluding the total power failure condition).

Another vital feature of the Ferros is that at 150% loading condition the output voltage collapses to zero thereby protecting the electronic load instantaneously during electrical short conditions.

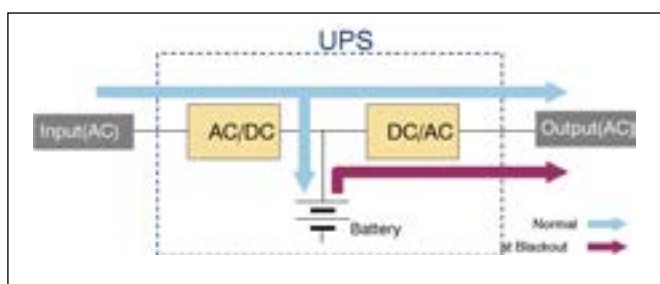


Diagram of the double conversion online UPS.

Ferros also feature mains 'isolation' characteristics along with phase shift (as compared to incoming phase) thus offer guaranteed protection against all type of electrical aberrations including spike, transient voltage, surge, electrical noise and harmonics.

The only limitation of the Ferro-resonant transformer is that it is available only in single phase models & of lower capacities from 50 VA to 5 KVA. Hence these may be smartly deployed to exclusively protect the control electronics of any machine application.

Online UPS with double conversion architecture and battery backup

1. Operating principle and its features

1. At normal situation, supply mains is rectified to DC voltage by diodes, and the DC voltage is converted to AC again by inverter. Upon blackout, DC voltage from battery is converted to AC voltage by inverter. Thus, regardless of normal situation or blackout, power is fed by inverter.
2. Switching to battery needs no interruption so that output voltage is continuous.
3. Power source noise is cut, and output voltage and frequency are stable even when input voltage fluctuates

2. Merits and Demerits

If blackout measures against every power failure is required, it would be no exaggeration to say that there is no other system than Online UPS. That said, the device becomes bigger and dramatically expensive.

1. As a merit, Online UPS offers steady state output voltage under extreme voltage variations as well as power blackout conditions. This it accomplishes since it has a 10 to 15 min battery bank in a closed loop. Being double conversion architecture, the output power is clean & free from all type of electrical aberrations including spike, transient voltage, surge & electrical noise.
2. The demerit of an online UPS is increased power consumption of the UPS itself (5% to 8%) as inverter is always at play. This system becomes expensive as circuit structure is complicated, further the capital cost

of battery bank is quite heavy and the batteries require replacement every four years.

3. The online UPS also needs additional space for the battery bank and the additional air-conditioning required to exhaust the 5% to 8% heat losses.

At a site that faces frequent power outage there, Online UPS is the best and only option for the smooth switch over from mains to battery backup and then to DG supply in case of extended power outages. However, at sites where power blackout is rare the client is left wondering about the additional cost incurred just to achieve a clean power source.

Online AVC system

An online AVC consists of solid state static converters that are not on the current path between the load and the utility. Instead, the corrective voltage injection is achieved by means of a transformer winding between the utility and the sensitive load. This configuration results in a very efficient method to provide instantaneous voltage correction within 20 milliseconds. Further, Online AVC requires no batteries as it draws the additional energy required during sags to make up the correction voltage from the utility supply.

Online AVC systems offer quicker return-on-investment due to low operation costs, with industry leading efficiency > 97%. The system has minimal heat loss, resulting in lower cooling and electricity costs. With zero costs associated with battery replacement, the cost of ownership is 45% less than a UPS of similar capacity.

Online AVC has some attractive features: Speed of Voltage correction: within one cycle of wave form, i.e. 1/50th of a second. Thus, it is 100% time quicker than any conventional voltage stabiliser, sag mitigation within 20 milliseconds, surge protection, and when desired, it may combined with a delta-star isolation transformer. It functions literally like a battery less UPS (no back up).

Thus an Online AVC is the ideal, cost effective critical power system for protection of sensitive electronic controls and the whole print packaging machine itself. Available in 3-phase capacities presently 15 kVA to 350 kVA.

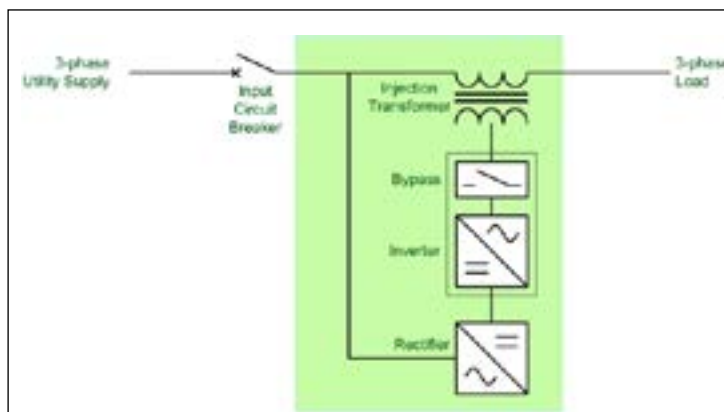


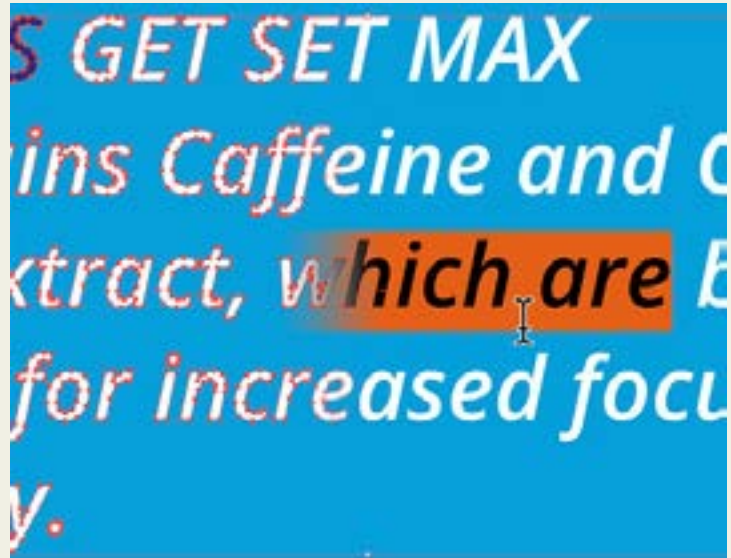
Diagram of online AVC.

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Esko (www.esko.com) has extended its portfolio of innovative solutions with Text Recognition, a new plug-in for Adobe® Illustrator® that makes last-minute copy changes to outlined text fast, safe and straightforward. The Esko-unique OCR (optical character recognition) plug-in for Adobe Illustrator helps packaging professionals to produce packaging optimally. It eliminates workarounds that were cumbersome when even the tiniest of copy changes were required. Text Recognition is the only OCR tool on the market that converts outlined text in artwork to live, editable text directly in Illustrator. This way the designer can make copy changes in just seconds within Illustrator. The Text Recognition plug-in for Adobe Illustrator is available as a part of the Esko DeskPack collection of plug-ins for packaging professionals, or as a standalone product for anyone working with Adobe Illustrator.

The software has a unique Font Recognition function; when a copy change needs to be made, the software compares the character in the artwork to the fonts on the user's computer, choosing the best matching the active font. This eliminates the need to manually evaluate every font and re-type entire paragraphs to find the correct text layout. It works with several vernacular languages too, even with entirely different glyphs like Chinese, Japanese or Korean; and its unique Compare function highlights copy changes in a 'before and after' view, reducing the risk of mistakes.

Text Recognition is available on the Esko Store for purchase or as a 30-day trial <https://www.esko.com/en/downloads/trials/text-recognition>.



MAJOR UPDATE OF CALLAS SOFTWARE'S PDFTOOLBOX

Callas software, the market leader for automated PDF quality control and archival solutions, recently released a milestone update for its pdfToolbox product line: pdfToolbox 10. The new version takes a significant further step in preflight technology by making it possible to detect more problems while making detection more accurate. It also makes pdfToolbox ready for cloud deployment and introduces additional capabilities for process plans (for step-by-step conditional processing of PDF files), preflight reports and more. For the first time, pdfToolbox 10 introduces a preflight engine that has the capability to check the relationship between objects in a very flexible and broad fashion. Examples of where this technology can be used are the detection of bleed, checking whether objects are inside or outside an irregular die-line, determining whether black set on knock-out will indeed be a problem.



The technology that makes this possible is called 'Sifter'. It uses mathematical algorithms to determine what the relationship between objects is. Whether they overlap, intersect, are in close proximity. That technology forms the basis of a lot of the new capabilities in pdfToolbox 10. While Sifter enables pdfToolbox to be used for more challenging analysis of PDF documents, sometimes customers only want simple answers. 'Quick Check' functionality in pdfToolbox 10 caters to that; it provides necessary information about a PDF in a speedy way.



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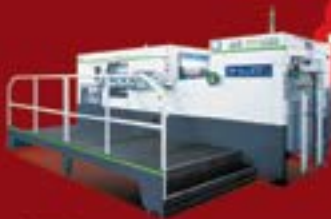
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Vishful Thinking



In this column, our industry veteran Vishwanath Shetty of The PrintWorks presents us his tongue-in-cheek view of the recent political news.

Mockery or murder of democracy

Before the swearing-in ceremony of the Bhartiya Janta Party's (BJP) Yediyurappa-government in Karnataka on May 17, 2018, Rahul Gandhi tweeted, "BJP's irrational insistence that it will form the Govt in Karnataka, even though it clearly doesn't have the numbers is to make a mockery of the constitution (democracy). While the BJP celebrates its hollow victory, India will mourn the defeat of democracy."

Amit Shah's repartee: "The murder of democracy happened the minutes after a desperate Congress made an 'opportunist' offer to the Janta Dal – Secular (JDS) not for Karnataka welfare but their petty political gains. Shameful!"

Vishful thinking politicians do not realise how what they say applies to them too.

Horse trading or stable trading

Stalwart leader and the face of BJP in Karnataka, Yediyurappa was hopeful that he would adorn the throne of Karnataka after being elected as the single largest party in the elections held in May 2018 for the state assembly. Governor of Karnataka invited him to be the Chief Minister and expected him to prove his strength on the floor of the assembly in two weeks. The Supreme Court of India, however, curtailed the duration to mere two days or 48 hours. The time was too short for horse trading to get the newly elected members of the legislative assembly (MLAs) from Congress or JDS to cross the line on in the assembly to jump sides. All the JDS and Congress MLAs were held in captivity in resorts, shifting them to Hyderabad the second day. Congress made serious allegations of horse trading on the part of BJP while waiting for the order from the Supreme Court of India. *Creativity and vishful thinking at its best. Amit Shah, BJP-President shot back by saying, "What right does Congress have to talk of horse trading as they managed an entire Stable Trading, hijacking the JDS stable!"*

Mannina Maga (Son of the soil) disowns Kannadigas

Times of India reported on May 28 that HD Kumaraswamy said, 'He is not obligated to the 6.5 Cr people of Karnataka, but obligated to Congress. He was replying to the BJP's pressure to waive farmer loans. He asked for a week to convince the Congress leadership before he would announce the loan waiver. This was rather shameful for a politician, whose father is the former Prime Minister of India Deve Gowda, enjoys the reputation as Mannina Maga (son of the soil). He continued in English, "He was at the mercy of Congress." *The new Chief*

Minister of Karnataka must be vishful that the people of his soil will hear such a statement and yet continue to respect him. But if one knows politics, a politician's words do not mean anything!

Former President addressing the RSS

Former President of India, Pranab Mukherjee addressed the Rashtriya Swayamsevak Sangh (RSS) annual gathering on June 7. The RSS-chief Mohan Bhagwat invited Mr Mukherjee. Congress did not like the idea at all, because Mr Mukherjee was a staunch Congress-leader and his endorsing the RSS gathering would render respectability to RSS. A Congress-party-worker Sharmishta Mukherjee, daughter of Mr Mukherjee, commented somewhat negatively about his addressing the RSS gathering. Why could they not wait until Mr Mukherjee addressed the audience and studied the contents before casting any apprehensions on the speech and its contents? RSS was happy that he talked about the past Indian glory and ancient civilisation. He also acknowledged that the founder of RSS, K.B. Hegdewar was a great son of Mother India. Congress too was relieved that he talked about values of pluralism, inclusive tolerance, constitutional patriotism and secularism.

All this proves that there is room for everyone without antagonising each other. Those politicians who created a ruckus before the event were, in fact, vishful that they would stop Pranab Mukherjee from addressing the gathering and the former President showed them that there is a way to handle things without losing your values and principles. The most important lesson here is to leave aside the theory of untouchability in politics and embrace the philosophy of inclusiveness and respect for every organisation. The exceptions could only be anti-national activities and terrorism.

Shiv Sena wants to be the king and not the kingmaker

After HD Kumaraswamy became the king despite his party's lesser number of seats compared to the Congress in the recent Karnataka assembly elections, Shiv Sena in Mumbai also is looking for a similar situation in the party's alliance with BJP. The party wants assurance from partner BJP that Sena-MLA will be made the chief minister of Maharashtra after the state assembly elections. *Vishful thinking indeed, and why not if the minority party is given the lead, to keep the BJP away from power. For decades we have seen, every party trying to join hands to keep the Congress away from power. Now, after just four years of the BJP government, every party wants to keep BJP away from power.*



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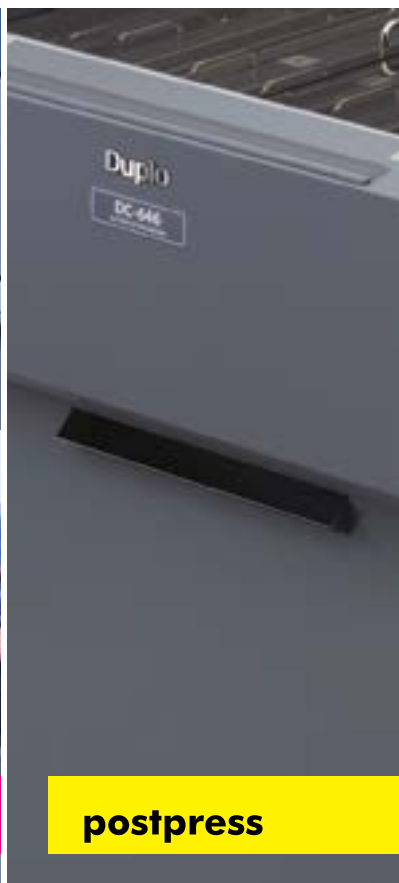


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