

# PRINT BULLETIN

Volume No. 57

Issue No. 3

Mumbai

Total Pages 40

March 2019

Monthly

₹ 25/-



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## BLOSSOM WITH EIGHT PRINT VERTICALS

MMS Power Lunch and MMS Round Table are innovative platforms that offered insights, from the leading print and packaging professionals, into industry verticals.

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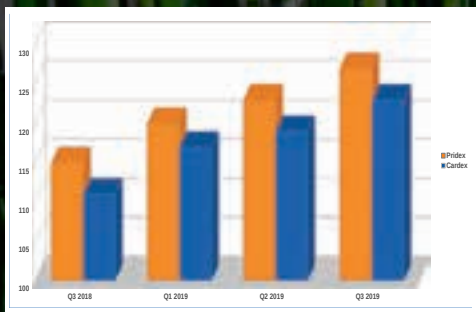
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## CARDEX AND PRIDEX

TRENDS SHOW YEAR-ON-YEAR rise in input costs at 10.81% and 10.43% for the Packaging (folding cartons) and for the Commercial printing verticals respectively. Know more about the trend on page 5.



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# FROM THE PRESIDENTS' DESK

Dear Friends and Colleagues,

We are sure you are having a good time with both your Associations presenting grand events to you. The recent Printers Day celebrations by MMS was a resounding success. The MMS Power Lunch and Round Table witnessed a fantastic gathering and some interesting discussions and debates on each round table; however, we think the old machines and their innovative configurations intrigued one and all present at the event. Another point that appealed to many of us is how we invest in the training for and knowledge-sharing with our human resource.

MMS Lifetime Achievement Award 2019 was conferred upon the founder-owner of Line O Matic, Uday C. Patel, at The Sahara Star, Mumbai on March 2. A true visionary and dynamic entrepreneur, Mr Patel truly deserves the Award. You will not only read about the event in this issue of Print Bulletin, but you will also be able to read an exclusive interview with Mr Patel by merely scanning a QR code provided as a part of the event coverage. He is otherwise a man of few words; however, our colleague Medha Virkar tactfully opened him to speak his mind and share his journey with us through this exclusive interview. Don't miss it!

Both your Associations, BMPS and MMS, give you very powerful knowledge-sharing platforms – Seekho Aur Samjho, Share To Benefit, Knowledge-Sharing Workshops, Impact Sessions, PS and LTA, and many more. We urge you to nominate your team members for all these workshops, seminars and events to ensure you not only empower and advance your machines but the minds and hands that are working behind those machines. Please read more details about the upcoming BMPS Impact Session on April 4 on Page 26. Don't forget to register quickly after you receive the issue. The seats are filling fast, and we have a limited capacity.

The recent collapse of the bridge at CSMT is a human tragedy. While we express our condolences towards the families of the deceased, we wish to underline one lesson we must learn. To maintain the impeccable safety record of our industry, we must not neglect the maintenance, the safety procedures, the preventive maintenance, and above all, we must prioritise the health and safety of our people.

**Nitin N. Shah**

**Tushar Dhote**

## IMPRINT

Printed and Published by Uday Dhote on behalf of Mumbai Mudrak Sangh and printed at Dhote Offset Technokrafts Pvt. Ltd.

**Editor** - Uday Dhote

**Copy Editor** - Prashant Shah

**Consultant** - Shripad Kulkarni (Ascharya Creative Communications)

**Design:** Dhote Offset Technokrafts Pvt. Ltd.

Tel.: +91 22 42389898 email: info@dhoteoffset.net

Cover: Printed on 210 gsm Matt Art Card

Inside pages: Printed on 100 gsm Matt Art Paper

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SIES' Graduate School of Technology's annual college festival was conducted by the students with lot of energy, enthusiasm and future-focused knowledge seminars.



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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.

# A knowledge-enriching day

**The MMS LTA ceremony witnessed three knowledgeable sessions conducted by Dr Deepak Phatak, CA Chandrashekhar Vaze and CA Shriniwas Joshi.**

MMS has been successfully organising knowledge-sharing sessions as a part of the Printers Day celebrations. In 2019, the three topics for the knowledge-sharing sessions were 'Digital century-challenges and opportunities', 'Management principles from Ramayana' and 'India and the world economy.' The three speakers invited for the sessions were Dr Deepak Phatak, Professor at IIT Bombay (IIT-B); CA Chandrashekhar Vaze and CA Shriniwas Joshi, Partners at CVK and Associates. With their immense treasure trove of knowledge and experience, the speakers made these knowledge sharing sessions a learner's delight.

## Digital century – challenges and opportunities

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

He started with a primary question of how humans acquire and handle information. Human life has evolved out of carbon chemistry whereas the information technology is based on the evolution of silicon. "The way the two systems process and pass on information is fundamentally different. Carbon-chemistry information handling is slow and is prone to loss; we have to pass on information to others through a long learning process. With silicon-based information technology, however, the information is transferred without any loss and way too quickly," explained Dr Phatak.

The next question arises of how these two evolutions and revolutions have happened. Earlier there used to be scripts, especially after people came up with the idea of paper they realised that knowledge could be shared via the written media. However, the transmission of knowledge was subjected to human restrictions as it

## PRIDEX AND CARDEX TO EMPOWER YOUR PRICE-NEGOTIATIONS

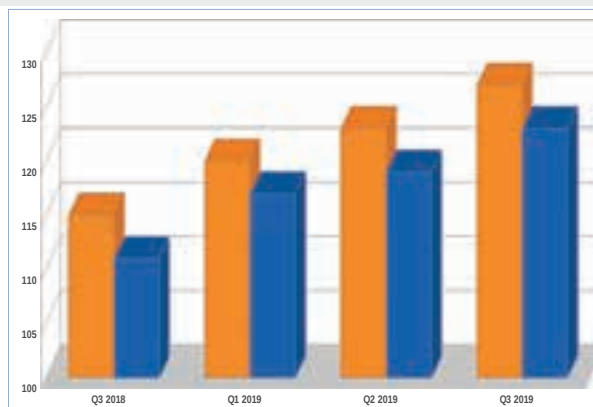
Cardex and Pridex are updated every quarter. Print Bulletin updates you on the trend each quarter comparing the data with the previous quarter. The twin Indices are published as a legitimate means to demonstrate and justify rising costs faced by our industry for a past few years. Leverage the advantages evolving from a reliable and scientific tool by CRISIL.

### What are the latest trends?

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

### What makes Cardex or Pridex a robust tool?

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



"Then came the arduous task of identifying and coordinating with the sources – the manufacturers and suppliers of the input materials, paper manufacturing companies, ink manufacturers, for example. The team chose sources companies that have a pan-India presence because the indices are uniform for across India; these input sources periodically communicate the cost of their supplies to determine the basis for the index for that particular input-resource," adds Mr Patel.

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

### Where is the indices data?

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



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

travelled from one person to another. Eventually with the developments in science and technology, and the contribution of Gutenberg, communication was made simpler where the reach-out was wider. This led to better, comfortable and convenient life processes wherein the spread of information was quick and wide at the same time.

Talking ahead, Dr Phatak shared information about the great carbon problem. The great carbon problem emphasises on the fact that the knowledge is not propagated and this is what every individual entity must learn. He jokingly said, "knowledge cannot be transferred through genes, otherwise my children would have become Java programmers from the beginning."

Thus, the spread of education was initially restricted only to the elite class of the society whereas now, awareness and the need for educating mass population has given rise to school and higher education, emphasising on skills and subject expertise. He also showed the current data of the population of the student group and actual number of students who avail these educational facilities. Similarly, the ratio of the number of teachers to the number of institutions depicted a clear need for more awareness among the masses. Commenting on the poor scenario in India today he said, "this has to change and the education should be of good quality and relevant at the same time."

The scope and reach of communicating education should be wider and digitally enabled for students and teachers to connect over a better and efficient learning platform.

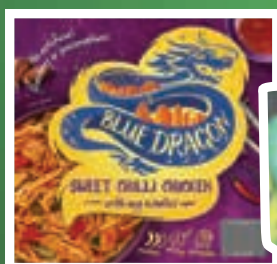
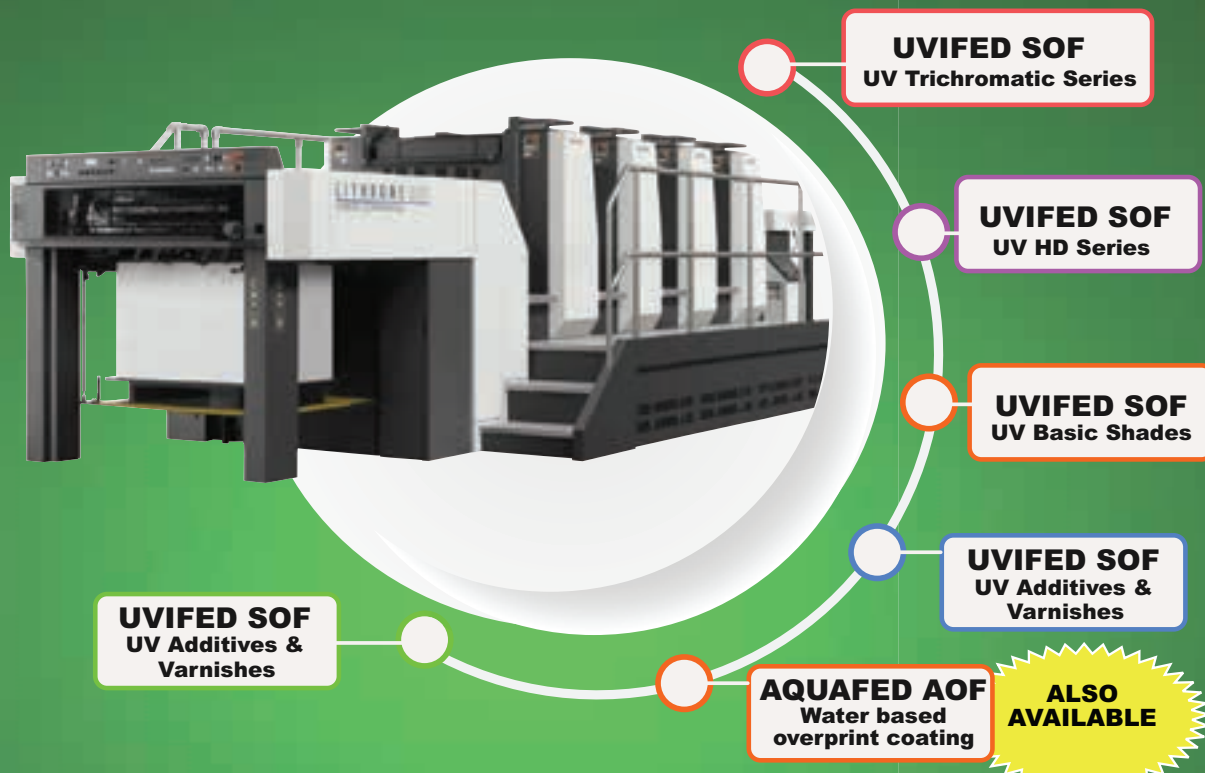
Then came in the first transistor in 1948 invented by the trio of Bardeen, Shockley and Brattain where silicon came into the picture. There was also a rapid growth of electronic circuits from discrete components on a PCB (printed circuit board) and to different integration types. Then it was all about the different strides in the software technology like assemblers, compilers, OS to improvements in programming like languages, databases and much more. Who would have thought that a pen drive would help us in storing loads of information? Eventually the spread of silicon increased in communicating information and it rose up to APRANET and Internet today.

Today, the World Wide Web, the brainchild of Tim Berners Lee is growing and creating spaces for sharing information in a more feasible and effortless way. He also

highlighted the silicon advantage and the century that has gone through changes resulting into the concept of smart cities along with the heavily connected world. One of the important sub-parts of his session was about the MOOCs (massive open online courses) avalanche where education is made easier and students can learn anywhere and anytime. However the major problems that need to be solved are; courses are not accredited and teachers and students are confused as to what, how and why do we need to teach and how does the learning process happen. He shared examples of various success stories of students who have benefited from the flipped



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CA Chandrashekhar Vaze



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classroom concept and IIT-B is trying to bring in new methodologies and techniques to inspire students to create avenues for themselves. This would not only result into channelling the young minds but solving the problem of unemployment on a bigger level.

Now the question of what role does print have in here arises? Is print dead? For a country like India, where there is still a chunk of population, illiterate and unable to afford the facilities of digital communication, print steps in as a saviour. With the advent of technology and awareness about an educationally efficient population, the massive growth in education guarantees increasing number of literate people as well. Many still rely on print media, it is comparatively cost effective and mobile phones or tablets are still not preferred sources for reading magazines and articles. Dr Phatak concluded by convincingly assuring the audience by saying "long live the print!"

## Management principles from Ramayana

Ever thought the great Indian epic and quite idealistic in its nature, 'The Ramayana' would be an inspiration for management professionals? Being addressed as a dutiful king and other idealistic qualities people find it quite difficult to implement those principles in the current scenario. Shree Rama demonstrates all the emotions of a human mind but ultimately it is the duty consciousness that lies above over all other emotions.

One of the arguments regarding the epic is, is it too idealistic in today's world? Whether those principles are applicable in the current times or not? He emphasises that he does not intend to create any sort of controversy

rather he said, "I aim to tell the secret of Ram Rajya – the state of the most ideal form of governance which made him a true leader."

Few examples from Ramayana that are still relatable in today's times were well chosen and explained. Qualities like a duty conscious leader, keeping up with the promises and a sense of protecting and thinking about the welfare of the people are few things we can imbibe eventually evolving as good human beings.

The conversation between Rama and Bharata (his younger brother) adds a different stir when we specifically talk about 'management principles from Ramayana'. When Bharata visits his elder brother in the forest, Rama puts forth a barrage of questions on Bharata. Interestingly these questions reflect the principles of good governance and management which can be applied in today's time. Questions like do you honour the knowledgeable persons, do

you respect our servants and employees, do we have a proper recruitment policy and whether your aims and objectives for the day get delayed or are they on time? Topics ranging from defence policy, economic policy and transparency in the governance to even preserving the environment each and every small aspect strikes our reasoning cord to bring these thoughts into reality. Rama also highlights the importance of the different business like agriculture, cattle and dairy etc growing in the kingdom. As said earlier all these questions reflect a good governing system and set an example for management institutions and professionals today.

CA Vaze keeps on stressing that one aspect, that the story of Ramayana is not simply a religious text, it

The different aspects of governance from the great Indian epic-Ramayana can be applied in today's time inspiring management institutions and professionals.



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exemplifies the practical life as well. The principles of reverence, acceptance of your faults, maintaining law and righteousness are portrayed by Rama and are not quite difficult to implement.

### India and evolving world economy

The third and last knowledge sharing session by CA Shriniwas Joshi was based on India and the world economy, precisely the rapidly changing and evolving scenarios around us. Social, economic and political, all three aspects were covered during the session.

Brexit is one of the most significant issue that poses threat to our economy. The implications of Brexit would affect many sectors and may give rise to few issues as well. This would result into losses for the financial service activities; as far as loss of job is concerned the numbers can be 10,000 in banking and 20,000 in the financial sector if at all Brexit becomes a reality. For example, Tata Motors' Jaguar Land Rover investment is at stake; it is worth over 80 million pounds. CA Joshi warned that automobiles, pharmacy and the IT sector would be worst affected because of Brexit.

The US President Donald Trump is an important political figure who won the election on the basis of his slogan of 'America first'. His tweets and statements create flutter on the internet, we all have witnessed. Trump and his policies do not cause any direct impact on our country as we are a protected economy and the problem of foreign investment would not be much of a concern for our country. Where the needle pins is, the foreign visa can be a problem. Traversing to the east, China is on the top positions in the world economy. Talking about the China's economy he said, "China is a manufacturing hub of this world. They are trying to shift to services whereas India is trying to shift from services to manufacturing- The Make in India project."

According to the IMF and Central Statistics Organization, India will be among the top powers in the next 15-20 years.

Coming to India, we cannot ignore the recent Pulwama attack. The reaction of the Indian government in return affected and will affect the Indian economy as well. Mentioning the weak economic conditions in Pakistan of issues prevailing on the rate of inflation, devaluation, currency, reserves and fiscal deficit, Pakistan is inefficient in waging a war or handling the after effects of the war. Now India needs to ponder on whether Pakistan is the real enemy or is it China?

How successful has been the current government in regulating reform and implementing policies? The Modi government talked about seven things regarding the previous government. Those seven things were: policy crisis, corruptions, scandals, rising non-performing assets like banks, high inflation, rising fiscal deficit, imbalance



Anand Dixit (pic.) and Jayesh Patel representing CoreIDRAW briefed the audience about how his company is training people in learning the CoreIDRAW application through webinars and tutorials. He also stressed on the fact that it is not only introducing the tools to the team members, but using CoreIDRAW in a proper manner to get more productivity in less time. He also talked about the need to train people and assigning the right person to the right task.

in payments. We can say, the present government is a low corrupt government as far as the corruption aspect is concerned. Reforms like demonetization and GST have triggered sectors to some level where, the tax filings have risen from 3.5 crore to 6.5 crore. Mr Joshi stated, "The IMF and the Central Statistics Organisation (Ministry of Statistics and Programme Implementation, Government of India) have declared that India will be among the top three powers in the next 15-20 years."

Government has taken measures to curb black money and India is slowly turning towards digitalization. In the coming years start-ups will grow, the IT sector is doing well and gradually the government schemes are getting implemented from just being on the paper. Concluding his session he said that India has a long way to go and as far as the Make in India project is concerned, it has to succeed.

The knowledge sharing session have shared insights into various topics from the digital century, management principles from the holy texts to the current state of India and the world economy; a true learning experience for all of us.

Digital Century- Challenges and Opportunities MMS' Printers Day celebrations 2019 Keynote speaker Dr D. B. Phatak, IIT Bombay, writes about digital evolution in India, and how it is shaping us all.



Management Principles from Ramayana A speaker at MMS-LTA 2019 and Partner at CVK and Associates CA Chandrashekhar Vaze takes a keen interest in Indian epics – Ramayana and Mahabharata and studies them with unique perspectives.





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we're on it.

# Blossom with eight print verticals

**MMS Power Lunch and MMS Round Table are innovative platforms that offered insights, from the leading print and packaging professionals, into industry verticals.**



The moderator for the MMS Round Table discussion and Group Editor of PrintWeek India Ramakrishnan Ramanathan, aka Ramu Ramanathan said, "there was a sense of buoyancy and optimism on every table."

Power Lunch @ MMS Round Table, an innovative initiative by MMS, was a perfect kick-start to the day-long Printers Day celebrations by MMS at Sahara Star, Mumbai on March, 2, 2019. Gathered around expertise-based tables, the print experts were ready for a brainstorming session that aimed at enabling the printers to learn, to be aware, and ultimately to share knowledge and experiences. A total of eight different arenas of print and packaging topics were the themes for round tables consisting: digital value addition; POS—new trends; books and catalogues—next level; luxury packaging—innovation; Labels; Bags; Retrofit—old machines, new ways; and Digital inkjet. After two and a half hour discussion it was time the group leaders presented their discussion to the full house of printers, from other seven tables so that each participant from each table has an opportunity to learn and add value to the discussion.

The moderator for the MMS Round Table discussion and Group Editor of PrintWeek India Ramakrishnan Ramanathan, aka Ramu Ramanathan said, "there was a sense of buoyancy and optimism on every table. There was a very serious discussion on how to benchmark the units" and this undoubtedly included knowledge sharing as well. He laid down the objective of the panel discussion when he shared his observation, "everyone was curious to know on what conspired on every table and thus every person would get to know what kind of conversation was there." Thus, one by one, every team representative shared the dialogue to the other teams of what happened on their respective tables.

Print leaders and manufacturers must have good communication with their staff and encourage them to work efficiently.

## Digital inkjet



Starting with the Digital inkjet Round Table, Ketan Mehta from Reproscan talked about how their table discussed about inkjets being technology driven set-ups. He also highlighted that many printers wanted to know from him how they should adopt inkjet as a technology, given its information technology and overall-technology-heavy nature compared to the conventional print set-ups.

According to Mr Mehta, this question arises as to why should one get into this technology when it is invading the object and space. "Printers are seeing this as an additional feature complementing the conventional set-up.

That's where the decision-making process goes wrong." Mr Mehta advises, "digital is a uniquely different model. If you can derive cost efficiencies of the advantages of digital, such as smaller runs with conventional technologies, you should not invest in digital."

Different questions like how should we adopt these technologies in the mainstream and



who can adopt it were the major highlights on the Round Table, however, despite the questions the new technology within digital, inkjet is doing well with a range of aspects including font and colour accuracy with good resolution. "The new technology is here to stay and it will grow," assured Mr Mehta.

### Luxury packaging



Harsha Parchuri from Pragati represented the luxury packaging Round Table on the panel discussion. "We discussed in depth about the green technologies in our field," said Mr Parchuri highlighting the push from the market regulators and demand from the market consumers for sustainable and environmentally responsible packaging. This Round Table also discussed

the basics such as what is luxury packaging and its different dimensions. Mr Parchuri also mentioned a range of technologies and techniques that they would be implementing in case of luxury packaging at Pragati to demonstrate the ideas that were discussed on his table to make the discussion more relatable to the audience.

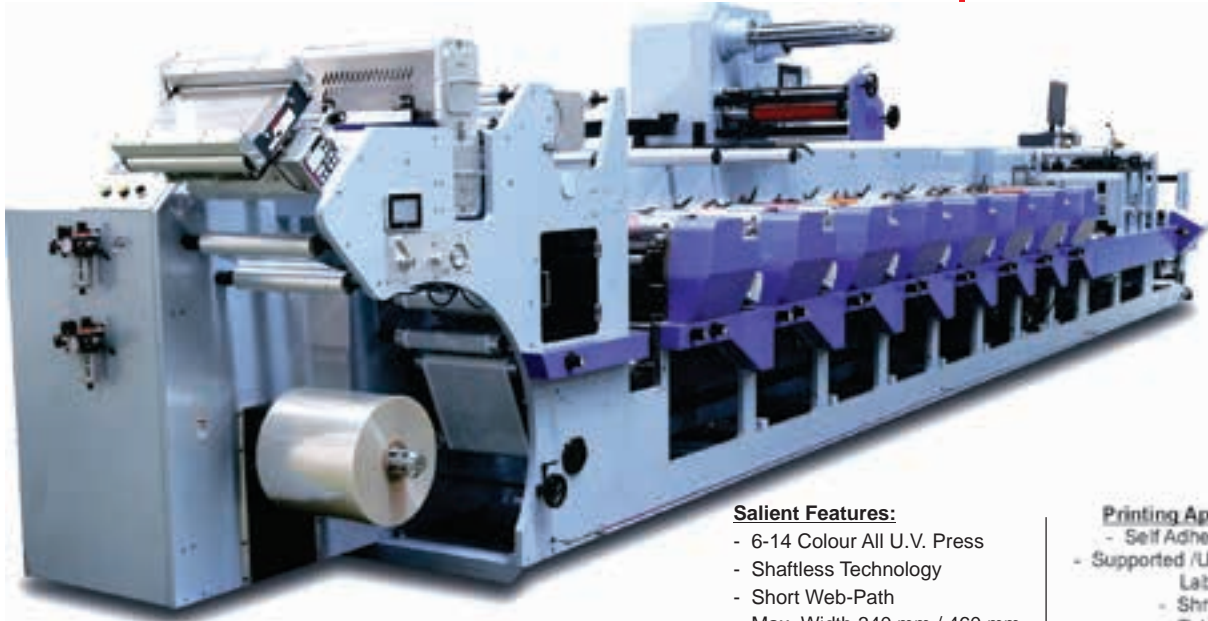
### Retrofit–old machines, new ways



What is it to experiment with your machines and create a work efficient environment? Innovating with old machines and creating a different work-flow for a faster and smarter print, is what Ved Dhote, from Vibgyor Prints talked about. He shared some fantastic stories of how he experimented with new and old machines to save time and energy, ultimately creating more efficiency.



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Mr Dhote, an ace packaging printer from Kolkata, has received an award from the State Government of West Bengal for his excellent contribution to printing. "I need to get the perfection, quality and lever where we can stand nationally," said Mr Dhote.

"I have ten offset machines at present and each one of them is different," Mr Dhote shared a few modifications that he has done at Vibgyor that enthralled the audience. Buying a two colour+ coater press from Japan, removing the coater and attaching it with the six coloured press with the coater, which turned the set-up into a marvellous six colour + coater UV press. Transforming a five-colour press into a seven-colour press was another eye-popping moment for the members of the Audience.

His table primarily discussed, "when customer demands differ from each other which is quite obvious, how should one avoid the wastage of time and work efficiently." A lot of brainstorming regarding what improvements and initiatives can one take as far as the machine maintenance and quality is concerned was deliberated at length. The table discussion was surely a knowledge upgrading experience; well reflected from his presentation. Most importantly, he highlighted that "instead of spending crores of rupees in buying the equipment, which is equally important, one should see as to what kind of output one gets from the existing machines, if that is good and satisfactory then you have accomplished your goal."

### Eco-friendly bags and gifts



Moving towards environmentally friendly products is going to be beneficial for all of us, for the print community and our customers. In fact it is a priority to meet global environmental goals. "When printing is concerned, we aim at moving towards a more sustainable print and packaging product," said, Ruby Zeing. The only woman on the panel discussion also talked about how eco-friendly carry bags have gained popularity, especially among the young generation, after the announcement of the ban on plastics in many states in India and around the world. "It is not only about resolving the sustainability issue; it is

also about experimenting with different materials catering to the wants for a more colourful and creative printing on the carry bags. At the same time, it is cost effective and most importantly it is personalised which makes it popular," said, Ms Zeing.

### Specialty labels



Milind Deshpande of Trigon shared a glimpse of the conversation they had on the Specialty Labels Round

Table. It majorly consisted print exerts from the flexo technology, whereas he came from a digital background. There was a milder tussle between the two print technologies, digital and flexo, wherein the table participants evaluated both. During the evaluation they realised, digital being the future of print, needs to be brought to a larger group of print professionals and we need to educate them. At the same time, flexo is achieving their short-term goals and is doing well. However, Mr Deshpande stressed on India progressing day by day and one needs to understand the need for digital in the market. "For example, the Cadbury India's website offers a service by which one can upload a photograph get a personalized Cadbury product delivered at the doorstep. This is how the market and the customer demands are changing," while Mr Deshpande highlighted the importance of personalisation and thereby the advantage of short- or unique-run on the digital platform, he also shared the discussion of his table-mates. "The flexo is good for long-run, where the digital technology cannot compete," he added, "in the labels, thus, both, the technologies will play to their strengths for some time, for individual printers to leverage the technology to their advantage."

### The 'next' in books and catalogues

From facing a massive loss during the Kerala floods, to rebuilding the empire and setting new goals and objectives of creating twenty new jobs, G. Venu Gopal shared his story; an unfortunate experience for him but an inspiration for all of us. Mr Venu Gopal, a member of the Kerala Masters Printers Association faced a total loss of about 4.4 crore and brand new machines but

'Digital' is going to be the future face of print technology and people need to be educated about digital printing.





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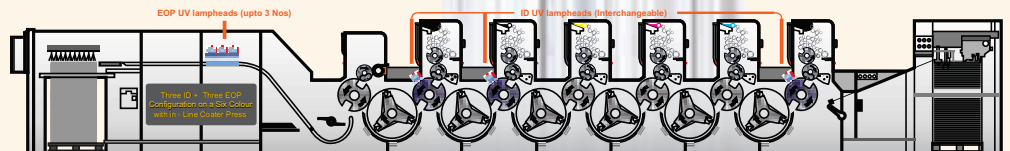


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regained everything with mere passion and an unsettling urge to make it happen.

The Books and Catalogue Round Table spoke about commercial printing and the books, wherein everyone talked about the future expectations. They shared information about lamination and allied aspects but most importantly about grain direction. Mr Venu Gopal claimed that his table was unanimous on one thing: "Grain direction is one of the major aspects a printer must know. If you don't know about grain direction, you are not a printer." He also quickly shared some important points about grain direction with the audience for the greater benefit and understanding of the members of the audience.

### Infinite possibilities with POS

While everyone talked about machines and technology, it would be unjust to not appreciate the human behind the machine. Also, when we sell the technology we must be able to give the assurance of the business as well, and this was what Amit Shah of Spectrum Scan highlighted through his opening comments. "Creating new

Experimenting with old machines and modifying new ones according to one's own requirement can lead to making the most of the available time and save energy.

avenues and delivering difference would bring more and more people towards the service by a particular solution provider," Mr Shah said, "the next most important thing is having a demo-centre."

"It is our team that is going to ultimately run the machines, thus the working atmosphere, communication and motivation play an important role for them to stick to your business. It is essential to introduce the staff to new technologies and take them to demo-centres," insisted Mr Shah.

POS (Point of sale) or POP (Point of Purchase) is the only medium of printing that comes in contact with the customer. In case of POS he said, "We are the only generation who have seen three evolutions; automotive, retail and telecom." Here, digital will be there and cost will be challenged. One needs to look up to the developing market and take care of sustainability which is the changing face of printing.

### Value addition with the 'advantage'



Talking about digital innovation, Dhwanil Shah from Manifold Graphics talked about how they must improve in





“



President of AIFMP Raveendra Joshi was the Chief Guest for the MMS Power Lunch and Round Table. Speaking after the event, he agreed on the fact that there were many learning lessons and every field had a different approach. Wishing the MMS a good luck in their endeavours he said, “the aim of combining the man, machinery and technology along with the social responsibility was achieved today at the round table discussion.”

”

the digital forum. His company’ expertise lies in providing digital solutions and he also talked about other aspects.

Packaging get more terms of sizes which present

currently. point is would

the detailed aspects of what kind of technology was used in the making; the end product on the shelf should be able to attract the buyer. Also, the forces work on both the sides; it is not always the printer doing a good job, it is the market that is changing and demanding for more innovative and good packaging products. At times there are people who take initiative in collaborating and conducting research and development and suggest ways and means to innovate.

It was a delightful experience for the printers to learn and propagate new ideas and initiatives resulting into efficiency and innovation at the third edition of the MMS Power Lunch and Round Table.

Packaging needs to be innovative because the market and demands of the individual customers is changing, is moving towards buying more sustainable packaging.

needs to innovative in shapes and many of the printers are experimenting. An important the buyer not go into



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# Printpack 2019: made in India global platform

**IPAMA's Printpack India 2019, organised between February 1 and 6, 2019 at India Expo Centre, Greater Noida, was a great success and then some more.**



The Indian Printing Packaging & Allied Machinery Manufacturers' Association (IPAMA), which has now acquired a distinct status in the Indian Graphic Arts Industry, successfully organised the 14th edition of PRINTPACK INDIA 2019. Over 500 Indian and international exhibitors participated and displayed their strength in the manufacturing of printing, packaging and allied machinery, covering a gross area of over 65,000 sq. m. The Exhibition was visited by 90,720 Business Visitors from 82 countries, including Russia, Indonesia, Tajikistan, Uzbekistan, Sri Lanka, Nepal, Bangladesh, Palestine, UAE, USA, China, Japan, and more. Over 500 visitors came from the neighbouring Nepal.

In comparison to previous editions of PRINTPACK INDIA, the 2019 Edition showed an overall growth of 47 per cent in space booking and 20 per cent more in companies participated in the event this year. The Business deals finalised, and serious business enquiries received by the exhibitors during the period of the show, are being analysed, however, the preliminary assessment shows that the growth rate in these two categories will be around 50 per cent, setting new benchmark for PRINTPACK INDIA exhibitions in the future.

The Exhibition is certainly recognised as one of the international platforms for showcasing latest technology and innovations. During the exhibitors' night at the end of the Show, IPAMA also recognised top six companies, that had displayed their machines over the area exceeding 330 sq. m. These six companies include: Line O Matic Graphic Industries, HP India Sales PLC, Prakash Offset Machinery



PLC, Provin Technos PLC, Suba Solutions PLC, and VIG Graphics PLC.

During the Show, Conferences, Seminars, B2B Meets and other related programmes were also organised by different Associations and Institutions. Lifetime Achievement Awards were also presented to the industrial stalwarts for their outstanding contribution to the Indian Graphic Arts Industry. The Award recipients include Ranjit Dasgupta, India Engineering Works, Kolkata; P.R. Srinivas, Managing Director, Speed-O-Graphics (India) PLC, Bengaluru; and two awardees who were given the award posthumously, include Late S.S. Marathe, Swifts Limited, Nashik; and Harbhajan Singh, Harbhajan & Co., Amritsar.

Printpack India's next edition will be held between February 3 and 8, 2021.





# Safe Inks *for* **FOOD** Packaging



**MGA NATURA - Low Migration Low Odour offset inks for maximum safety in food packaging printing**

Packaging is continuously evolving to fulfil new demands in terms of productivity, aesthetics and environment friendliness. Safety in particular needs special attention due to stringent regulatory requirements and increased consumer expectations, especially in case of food packaging. Inks, being an integral part of packaging, need to be carefully designed to fulfil these requirements.

Hubergroup's MGA NATURA series complies with all FDA Standards and EC Regulations for folding cartons in food packaging. This results in reduced approval cycles and increasing production flexibility for brand owners; while printers and converters no longer need to maintain large stocks of a variety of ink types and undertake costly, time-consuming press wash-ups when packaging is destined for different global regions.

Hubergroup's own strict MGA guidelines for packaging printing inks guarantee that the ink is produced in compliance with all relevant standards –including Good Manufacturing Practice (GMP) requirements for printing inks for food contact materials. These new inks consist of substances that will not migrate or which have been approved for food contact. Brand owners and printers can be assured that these inks do not include impurities or undesirable substances which could inhibit regulatory compliance of food packaging.



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# CELEBRATING HARD PASSION AND SELF-DETERMINATION

The MMS Lifetime Achievement Award 2019 celebrated Uday C. Patel, Founder Owner of Line O Matic for his success. Print Bulleting brings you the glimpses from his success story.



Chairperson of Saraswat Bank Gautam Thakur presented the MMS LTA 2019 to Uday C Patel.

MMS Lifetime Achievement Award 2019 was conferred upon the Founder Owner of Line O Matic Graphics Industries, Uday C. Patel, a humble and hard working person, and a visionary entrepreneur who changed the notebook making business in India with his roll-to-complete-notebook manufacturing machines. To inspire the audience tracing the journey of this pioneer, a short film was presented. The guest of honour for the ceremony,

Mohit Soni and other speakers like Amrit Pai, Vasudeo Shah and the Chief Guest Gautam Thakur, Chairperson of Saraswat Bank shared their thoughts while speaking at the MMS LTA 2019.

## A shy gem who shines through his work

A combination of perseverance, humility and a strong desire to make things happen, Mr Patel is a man of few



# WORK, ON



MMS LTA 2019 Team with Chief Guest of the LTA Ceremony Gautam Thakur



MMS Lifetime Achievement Award ceremony started with traditional lighting of the lamp

words. He does not like talking much about himself and this was experienced when the Team MMS interviewed him, his family and friends and well-wishers for the Commemorative issue. Mr Patel's LTA Award acceptance speech was literally two lines, acknowledging and thanking teachings of his late father and the contributions of his colleagues and workers who "have made Line O Matic possible and what it is today, besides the achievement of the prestigious MMS LTA."

In a special interview with Team MMS, Mr Patel shared his experiences and the journey starting from his childhood: "I used to work with my dad and learn everything. He used to make us work on machines to understand its functioning." He is not some engineer from US or an MBA from Harvard; consistent efforts and a passion to make things happen has always been his way of approaching at things. He aims at providing good quality of products at affordable prices, to which he jokingly says, "we aim at achieving German quality at Chinese prices."

Talking about his experience in Germany he mentioned how impressed he was with the type and quality of products there and when he came back to India, he was determined to create his own trace here and this was a commitment to his own self. It was through observation and experience that he realized that the machines should increase productivity. Intensive labour oriented approach reduces the productivity of the manufacturing process and this was when he decided to work towards automation. His thoughts worked around the fundamental that, maximum work would be automatic reducing pressure on the human capital.

With reference to the human capital and the staff working at Line O Matic, everyone who shared their thoughts for their beloved Uday Bhai, mentioned how humble he especially is while interacting with his staff and personnel.

## His machines enable our business

With the similar volume of business to administer, Amrit Pai, Founder of Sundaram Books shared his thoughts about Mr Patel. He appreciated this unarguable choice of the MMS to confer this award on Mr Patel, because he said, "I have been working as a notebook printer and we all have worked hard. I have seen him







Mr Thakur also talked about the era when Gutenberg started the first printing press and said that consistent efforts and developments have lead to the kind of printing we see today. Knowledge is being shared from the educated to the commoners and there is massive development in this field. He strongly believes that even in the digital world, print will forever make its own mark and set its own identity.



Anand Limaye, Chairperson for MMS' LTA thanked the audience for being a part of Mumbai Mudrak Sangh's LTA function. He rightly mentioned that the MMS not only felicitates the stalwarts from the print community, they also appreciate the leaders who have set up employment opportunities, are innovating and have considerably invested in research and development.



Tushar Dhote, President of MMS welcomed the guests at the LTA ceremony and introduced the Award recipient by sharing the warm welcome he received from Mr Patel, right in their first meeting. Mr Dhote also thanked Mr Patel and Line O Matic for supporting a range of philanthropic initiatives by MMS since then.

working hard. There was a time when the school- and college-going children would require notebooks during the months of June and July. For that, we would take these notebook printing orders from Diwali onwards." Thus, it was reflected that this industry needs hard-work because things do not change in a fortnight. Mr Pai shared that Line O Matic achieved unthinkable throughout these years by revolutionising the notebook manufacturing industry in India by not only "saving our expense of the imported machines, but enabling the entire industry to meet the domestic demands and manufacture books

for exports, earning India millions of dollars worth of foreign reserves." Highlighting Mr Patel's fair way of doing business, Mr Pai said, "even after knowing that there is no other similar force or competition, Line O Matic provides its products and after-sales service at reasonable prices and people are happy with the service they get from this company."

### A proud customer and a friend

Veteran printer, a stalwart in the industry and former President of MMS, Vasudeo Shah of Onlooker Press,







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## MUMBAI MUDRAK SANGH PRESENTS

A group dance performance by the children from the Little Learners Academy, a 22-year young educational institute striving to support young children between the ages one and five years learn through experiences

congratulated Mr Patel. Mr Shah also spoke about his long association with Mr Patel, sharing incidences from the early days of working with Mr Patel. "When we started with the manufacturing of notebooks, our first machine was from Line O Matic and since then Udaybhai has been an integral part of our growth story," Ms Shah added, "I remember our first meeting. I was dazzled with the way everything was functioning so systematically from his machines to every other thing." As a happy customer of Line O Matic industries, Mr Shah said, "I feel very happy and proud that Mr Patel is receiving MMS LTA."

### Inspiring words by Gautam Thakur

When the Chairperson of Saraswat Bank Gautam Thakur came on the stage after Mr Patel's short speech, he started, "I asked Mr Patel as to why didn't he speak much? All of us wanted to know more about you. To this he cleverly replied, what is to be said now. My work speaks for me and by achieving and doing, everything is quite clear." Congratulating him on getting this award, he further appreciated the work Mr Patel has done so far. His dedication, passion and the way in which he interacts with his staff and other members is commendable. It

is quite fascinating that he stresses on saying that our machines are like our daughters and all of them are well taken care of. Addressing the audience, Mr Thakur said, "There are many businessmen who after lending the service shed away their responsibility. Along with a sense of responsibility Mr Patel has clarity of thoughts and we all must appreciate."

Mr Thakur also talked about the era when Gutenberg started the first printing press and said that consistent efforts and developments have lead to the kind of printing we see today. Knowledge is being shared from the educated to the commoners and there is massive development in this field. He strongly believes that even in the digital world, print will forever make its own mark and set its own identity.

"If a country wants to become a super power, it has to act like one. Being a super power is not about being big in size, it is about having a listening ear to the smallest man," insisted Mr Thakur, stressing on the fact that unless and until we come together and form associations we won't be heard, as he concluded his speech at MMS LTA 2019.

Scan the QR code to read  
the complete interview  
with LTA Uday C Patel







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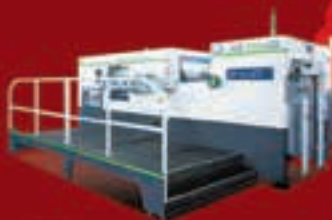
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# Rocket-launch your business for growth

**A member of BMPA's Share To Benefit, Vishwanath Shetty writes about a special session presented by small-business mentor Neeraj Shah.**

February 9, 2019, BMPA's Share To Benefit (StB) group organised a workshop, conducted by small-business mentor and management trainer Neeraj Shah, Founder of Titan Mastermindz LLP and one of the founder members of BNI in India. The session – Double your growth with nine marketing fundamentals – was indeed an eye opener for the seasoned businesspersons on how to present themselves and position their company.

## A defined approach

Mr Shah, helped us wake up and realise who we are and define ourselves correctly. He focused on helping us identify our company's business strengths, and how to present them to our clients to achieve better business. The workshop opened our minds to how to promote ourselves and our company rather than being focused on just sales.

Through the workshop, Mr Shah also suggested that we divide our work-day into three parts – the morning, the workday and the evening. The mornings were for a good morning walk or a swim, a gym, yoga or a medication session to ensure physical and mental fitness for the business professional through the day.

Through the workday, when at work, he professed that business owners concentrate the first two hours on planning and analysing the activities before checking the mails in the morning or being available to the team. After the first half a day in the office working on IPA (Income Producing Activities), the afternoon is the best time for external work. At the end of the day, it is advised to review the day's events, make a note of the wins of the day and reflect on the insights. Then plan action for the following day, which means you will save much time the next morning.

The session was lively, and we deliberated in-depth on many details. We all debated, for example, on his suggestion for the morning routine, especially the no-email in the mornings. Considering the pace with which the modern clients work, especially in the service industry, what would happen if we do not check the emails first thing in the morning? Would we miss out on specific demands from clients and our commitments? We may lose an opportunity. Though we could not agree with his suggestion, I am sure if one can practise it one may have a more peaceful hour for self; it depends on the nature of business.

## The nine principles

Beyond the personal coaching, to my mind, this StB session was a masterclass on how to tailor our communication to address the target group and our positioning strategy. For everyone to understand and follow let me highlight the nine Marketing Fundamentals Mr Shah shared with us.

## An ideal client

Find the strengths of your organisation and match them with the needs of your clients or the prospects. Do not look at

## Compliance masterclass at BMPA Impact Session

BMPA brings to you a collection of important themes discussing many relevant issues before the industry. Here's a gist of what to expect at the upcoming IMPACT Session on April 4, 2019; the session will be held from 3:30 p.m. at Sunville Banquets, Worli, Mumbai.

## EM(Power) yourself with Electric gyaan by Shridhar Visvanathan, Principal Consultant of Online Systems

How many times have you faced control electronics failure in spite of using a voltage stabiliser? It is time to switch to AVC – a active voltage conditioner. Know more about the next generation technology for the protection against voltage fluctuations, and more quirky and nerdy ways to resolve your electricity woes and improve production uptime.

## GST and EWB by CA Pathik Shah

BMPA's empanelled consultant will highlight new provisions under GST and EWB.

## Labour Laws and it's impact on industry by Hiral Chheda

Shifts in statutory provisions vis-à-vis current practices and notions. Important new mandates. Explanation from a domain expert over new EPF mandate subsequent to Supreme Court's latest ruling that is presumed to factor the entire salary as basis of PF deductions and employer contribution.

The Mumbai Institute of MSME will showcase the opportunities which exist from Central Government towards providing benefits – direct and indirect.

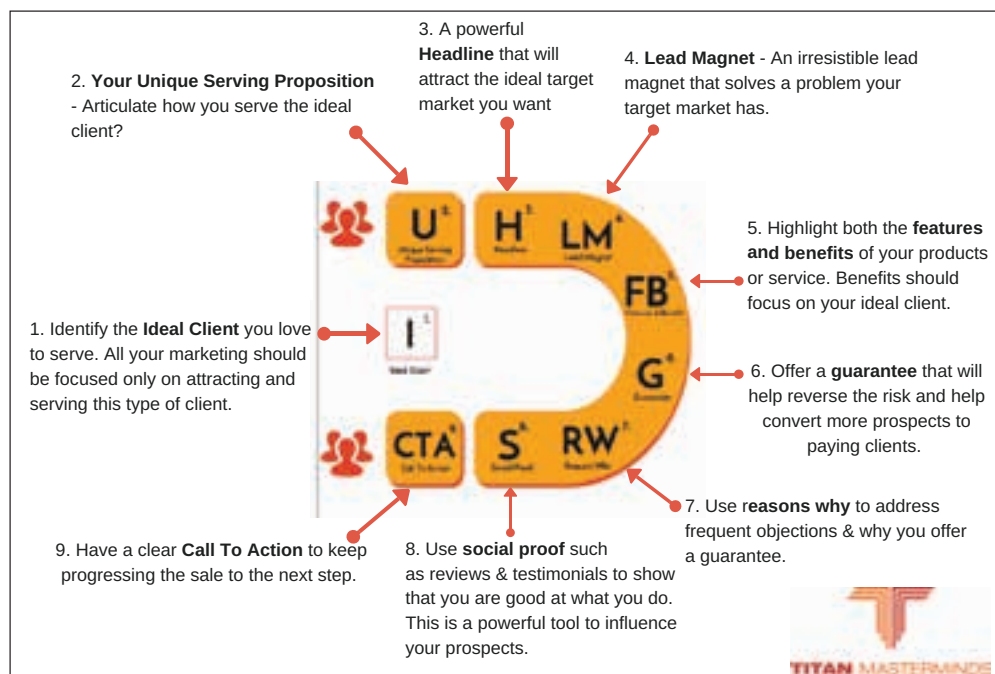
## Get ready to adopt IS 15495

Printing ink for food packaging - code of practice [CHD 14: Printing, Inks, Stationary and Allied Products] FSSAI amendments coming into effect from July 2019 prescribes that printing inks for use on food packages shall conform to IS 15495.

## How to register?

Registration up to two people per member-firm is permitted on the first-come basis. There is no fee for this Impact Session. To register, simply write an email with attendee details (name, mobile number and email id) to [memberships@bmpa.org](mailto:memberships@bmpa.org)





the entire market; it may be difficult to tap with limited resources. Classify the markets into different categories, for example, pharma, automobile, financial services, education, hospitality, and more. Moreover, on the basis of your strengths target and pursue specific sectors.

### Unique selling (servicing) proposition

Begin by identifying yourself – your strengths. Identify those whom you can help achieve their goals. Understand your unique position to support the client and promote those assets to lure a client. Then sell the transformation that your clients may make using your strengths.

### Headline

Matching the profile of your company and the needs of your clients, identify an ideal headline for your communication that the prospective clients will immediately associate with their needs. It will help win a client easily with mutual needs and competitive strengths. The headline should try to catch the attention of your strengths, and the clients will then associate their needs with them. You can check several suggestions for headlines from the internet and change them suitably to your requirements.

### Lead magnets

The sales or publicity collaterals should be irresistible to your clients; it will give you an identity and an edge over the competitors. This vantage point is the 'positioning' of your company. Special reports, corporate brochures, user manuals, information kits, free coupons for trials, audio training, are a few of the carefully drafted communications elements that are the Lead Magnets as they attract the clients.

### Features and benefits

Identify and promote the features of the product and enumerate the customer benefit. Once the features and benefits of the products are communicated convincingly, half the sale is made.

### Guarantee formula

Promise a certain guarantee, and that will give confidence to your customer to depend on you, for example, a lifetime

guarantee or an assured 30-Minute delivery or take it for free. The products should stand by the claims, and the features should support the claims and the needs of the client.

### Reason 'why'?

Give sufficient reasons for any client to deal with you as it should benefit the client. Only then will the Customer come to you. You have to win over their satisfaction over the competitors. They should be able to perceive the benefits to make sure the marriage is beneficial and lasts to reap the benefits.

### Social proof

Testimonials, case studies, certifications, awards and recognitions, members, followers, reviews, and media coverages add to the confidence of the clients and reassure them of their alliance with you. A good reference is always beneficial as it reinforces faith and trust. If a client trusts that you can deliver or perform a task for them, half the battle is won.

### Call to action

After studying the needs of the client, be specific about what you can offer them. Never oversell a product or a service. Promise what you can achieve. Offer clear-cut information to the client to follow and understand. Always focus on the returns or the benefits. Let the client take ownership of the benefits and claim them to their advantage, which in all terms is your success.

In short, all the above tools will teach you one solid lesson. Team up with the client and participate in the developments with them. It helps build a lasting relationship. Whenever possible, please offer feedback to your client on their products from the market. Of course, it is easy and possible for consumer products than industrial products. Look for friendship and long-lasting relationship for growing business with existing clients. Referrals, testimonials help acquire the business from new clients.

### StB: a knowledge-sharing team

StB is essentially an exchange of experience and is a process of continuous education. We share experiences and confer our problems and pain-points to find solutions through the StB meetings. Often we solve problems within minutes on this platform through our meetings, or online channels such as WhatsApp, email or telephone calls. At times, we get outside speakers to talk to the group on specific subjects or conduct workshops.

You can also be a part of the StB. To know more, feel free to drop an email at [stb@bmpa.org](mailto:stb@bmpa.org).

# Future focused 'Impressions'19'

**SIES' Graduate School of Technology's annual college festival was conducted by the students with lot of energy, enthusiasm and future-focused knowledge seminars.**

SIES' Graduate School of Technology (SIES-GST) celebrated its annual students festival – Impressions – earlier this month at the college campus in Nerul, Navi Mumbai. The two-day student festival included not only fun-filled activities but the highlight of the festival was the national symposium on the latest trends in printing and packaging.

## Attractive activities

Impressions'19 had an entire day dedicated to technical competitions, spread over six events. Eight printing engineering colleges from all over India participated in the event with about 60 students including 35 boys and 25 girls. The students from the Department of Media Technology, Manipal Institute of Technology, Manipal won several awards at the various technical competitions. Maya Shenoy and Saurav Shetty were the winners for the Technical Debate. Two teams of Pranav BA and Maya Shenoy and Karan JK and Saurav Shetty conquered the



SIES-GST's annual students' magazine was published at the Impressions'19.

## Train the future of print

While the printing and packaging industry is one of the most technologically complex industries, we need excellently skilled and educated workforce. Where will these skilled young men and women come from? Along with the printing technology institutes spread across India, we can skill and train these young professionals by offering them internship and training opportunities at our businesses.

## What can we provide the students?

"We require our second and third year students to undergo 1-month internships in June and December before they graduate from PVG's College of Engineering and Technology," says, Madhura Mahajan, Head, Department of Printing Engineering, PVG's College of Engineering and Technology at Pune. She looks forward to the support and strong partnerships to encourage internship placement for the students from her institute.

The students undergoing 1-month internships in the industry may be provided "in-depth knowledge of domain areas such as paper manufacturing, basic press-maintenance and equipment maintenance, know-how of workflow in a company and MIS if possible, costing and estimation, technical requirements from client, business communication skills, and a small project, for example, troubleshooting, data management, waste control, production planning," adds, Ms Mahajan.

Print Bulletin urges the readers to come forward and create opportunities for the students from current batch of 60 final year Students passing out in June 2019. To know more, share the opportunities, or to forge partnerships, please write to PVG's Training and Placement Officer Avinash Pore at [tpopvg@yahoo.co.in](mailto:tpopvg@yahoo.co.in) or feel free to call him on 7030781009.

Quizzard by winning the first and the third positions respectively. Nidhi Kalani grabbed the first and Maya Shenoy etched her name on the second place in Separation anxiety event. Karan JK and Pranav BA stood second in the Technical Quiz.



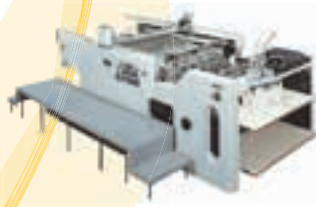
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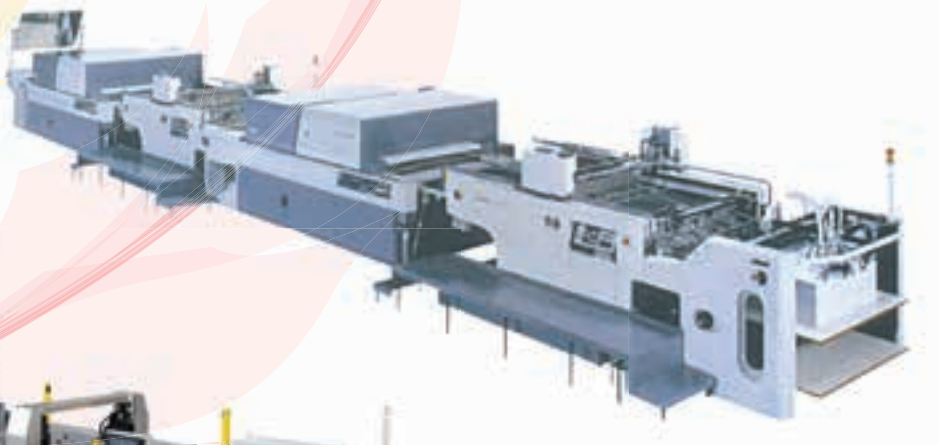


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SIES' Impressions'19 was organised and participated by the print engineering students from across India.

### Forward-looking symposium with industry leaders

The one-day symposium commenced with the keynote by Kuldip Goel, President of Label Manufacturers Association Of India. He shared personal stories and life lessons to inspire over 50 students attending the symposium. "Striving for perfection in whatever one does is the key. Build passion for quality. When you follow your passions, you're doing it because it feels good, because it is something you deeply enjoy. That is the secret recipe of my success," stressed, Mr Goel.

Rohit Mehta, Director at SMI Coated Products spoke about factors influencing label applications and how to choose the right label-stock for any particular surface and product. He highlighted a case-study of paper label versus filmic label performance on a lubricant packaging.

Discussing the latest printing technology shifts, Faheem Agboatwala, Managing Director, Hi-Tech Printing Services, moderated a panel comprising of Ramu Ramanathan, Editor, PrintWeek India and WhatPackaging?, Swarnanka Samaddar, Chief Marketing Officer, TechNova, and P Sajith, Director, Welbound Worldwide. The panel shed

light on the developments in artificial intelligence and machine learning and how it will impact the print industry.

"Lots of automation engines are being built. These engines try and anticipate user needs. AI is part of this larger game. Today, through our mobile phones and apps, our lives are influenced by SMAC – social, mobile, analytics, cloud computing. The next step is going to be DARQ – distributed ledger technology (DLT), artificial intelligence (AI), extended reality (XR) and quantum computing," said Mr Samaddar.

Mr Ramanathan said, "We seem to be handing over our lives to the tech giant and that is something we have to be extremely wary of. The Indian model should be like cooperative technologies. Otherwise, it is turning into an ultimate form of digital colonialism."

Enthusing students with regards to the future of print, P Sajith said, "Printing is one field where every other form and science and engineering are employed, be it metallurgy, electronics, chemistry among others. So when you are studying printing technology, you have already acquired a lot of skills. You need to think about how you can use your skills to fulfil the needs of an end-consumer."

"The irreplaceable value of print is that you can touch a printed product. Hence print thrives. If one has to give a projection of the next five years and prediction of the next fifteen years, one must think what is the irreplaceable value of oneself? It's one's creativity. We are blessed to be in a field where we work with creativity and transfer it with technology," added Mr Samaddar.

The panel also discussed the significance of data in today's age and the ways for the print industry to leverage the data available to them. Mr Samaddar also spoke about hyper-hybridisation and how conventional and modern technologies will work in tandem to produce a value-added product.



Printing consultant Kiran Prayagi spoke about print beyond colours and novel applications with printed electronics. Image: SIES-GST



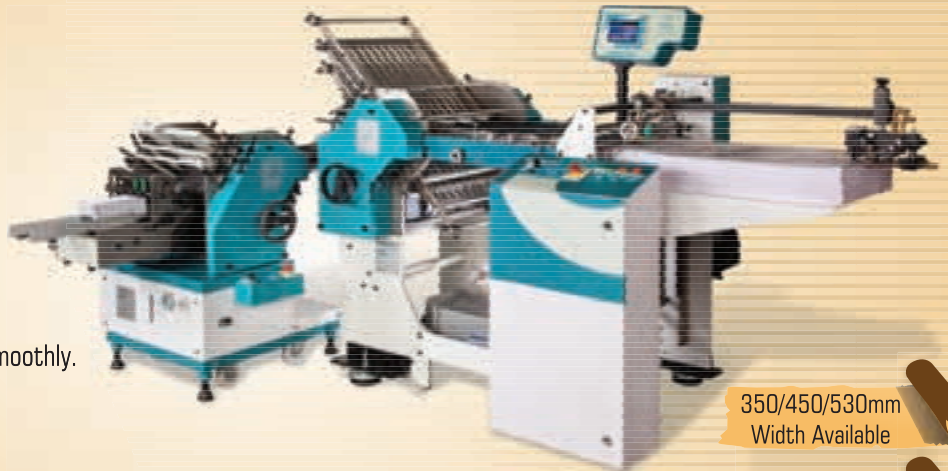


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Discussing the latest printing technology shifts, the panel moderated by Faheem Agboatwala shed light on the developments in artificial intelligence and machine learning and how it will impact the print industry.

### MIT's winning spree at Imprint 2019

Imprint 2019 – a national level printing engineering student symposium and technical festival was organised by Society of Printing Engineers, College of Engineering, Guindy, Anna University, Chennai between March 7 and 9, 2019. Over 150 students from eight print engineering colleges and four diploma colleges from across India participated in Imprint 2019. A.S. Matharu, Executive Director, Tamil Nadu Newsprint and Papers Limited and S. Mohan Kumar, Senior VP, Huhtamaki were the Chief Guests for the Inaugural function. Raveendra Joshi, President, AIFMP and V. Nandakumar, IRS Additional Commissioner of Income Tax were the Chief Guests for the valedictory function. Various sessions through the festival were very informative and the competitions were challenging.

Vijayakrishna Acharya and Kaveesh K Shetty won the first prize in Stay Alive. Vijayakrishna Acharya won the individual first prize in Biz Plan, while he was also a member of the team along with Akash M Suvarna, Kaveesh K Shetty and Joseph James to bring home the first prize in Channel Surfing. Yuvakris K and Vijayakrishna Acharya finished with the first position in Prove Yourself, while the team of Yuvakris K and Joseph James won the second prize in Ad Design. Akash M Suvarna and Kaveesh K Shetty won the second prize in Jargon Jostle.



Dr Srikanth Rao, Director, MIT, Manipal with the students who participated in Impressions'19. (L-R) Sanjay, Pranav, Maya, Karan, Dr Rao, Nidhi, Saurav and Siddharth. Image: MIT

The second panel discussion in the SIES-GST Symposium focused on the plastic ban and how to move towards sustainability. The five-member panel consisted of Nitin Nair of Godrej Consumer Products, Harshavardhan Nayak of Henkel, Ajit Gadgil of GD Environmental, Milind Chavan of Dow Packaging, and Sunil Bhagwat of Huhtamaki PPL. The discussion was moderated by Rushikesh Aravkar of PrintWeek India and WhatPackaging?.

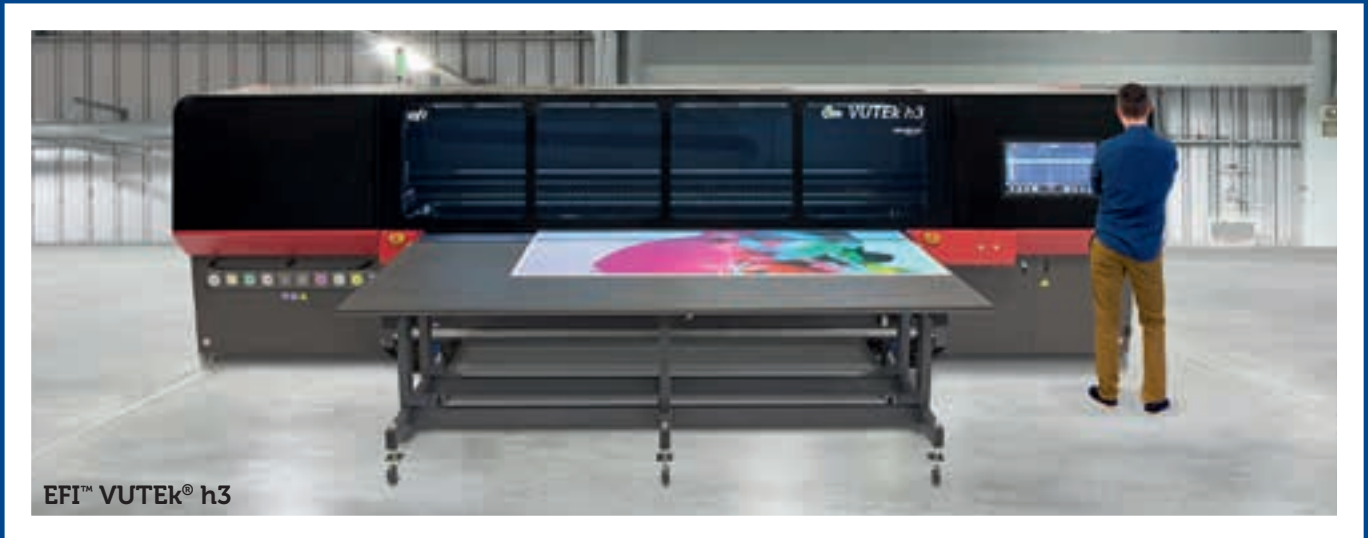
The panellists concurred that there the confusion with regards to the rules of plastic ban exists however, it is clear that if the plastic packaging is recyclable it doesn't come under the ambit of the plastic ban. Mr Nair said, "Legislation only acts as a catalyst for FMCG companies which are looking at going green and tapping the consumers who are biased towards environmentally friendly products."

Milk packaging sees a high degree of recycling, said Milind Chavan. "Tata Chemicals salt pack has introduced a completely recyclable pack and Adani's edible oil pack in made of recyclable material," added Mr Chavan. Mr Gadgil then explained the process of plastic pyrolysis technology and how it has developed mobile pyrolysis units that can be used for plastic recycling at the village level.

Source: <http://www.printweek.in/News/sies%E2%80%99s-national-symposium-discusses-plastic-ban-and-ai-41328>



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# Important deadlines to catch

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

## GST update

### Maharashtra Settlement of Arrears of Tax, Interest, Penalty or Late Fee Ordinance, 2019

The Maharashtra Goods and Services Tax Act, 2017 has been made applicable in the State with effect from the July 1, 2017. Prior to the application of Goods and Services Tax (GST) in the State various Tax Laws were in force. Some of the Tax Laws have been repealed and subsumed in the GST.

After the application of the GST Law, the work-load under the said Act has increased. The large number of cases and litigations are pending under the repealed Laws which involves locking of substantial amount of tax. The Government is, therefore, considers it expedient to provide for a scheme for settlement of arrears of tax, interest, penalty or late fee under the Relevant Act which were levied or imposed, for the periods ending on or before the June 30, 2017. The scheme envisages

the safeguarding of the revenue fully in respect of taxes that are treated as un-disputed tax and with an incentive towards the partial waiver of disputed tax, interest, penalty or the late fee, subject to the conditions laid down in the scheme for the settlement of arrears.

As both Houses of the State Legislature are not in session and the Governor of Maharashtra is satisfied that circumstances exist which render it necessary for him to take immediate action to provide for settlement of arrears of tax, interest, penalty or late fee which were levied, payable or imposed respectively under various Acts administered by the GST Department and for the matters connected therewith or incidental thereto, for the purposes aforesaid, this Ordinance is promulgated. To know more scan the GST QR Code to download the PDF with detailed update.

### Mentioning details of interstate supplies made to unregistered persons in GST returns

A registered supplier is required to mention the details of interstate supplies made to unregistered persons, composition taxable persons and UIN holders in Table 3.2 of FORM GSTR-3B. Further, the details of all interstate supplies made to unregistered persons where the invoice value is up to ₹2.5 lacs (rate-wise) are required to be reported in Table 7B of FORM GSTR-1 but the number of registered persons has not reported the details of interstate supplies made to unregistered persons in Table 3.2 of FORM GSTR-3B. However, the said details have been mentioned in Table 7B of FORM GSTR-1.

Therefore, in order to ensure uniformity in the implementation of the provisions of law, the Government of India (GOI) vide Circular no 89/08/2019-GST dated February 18, 2019 has clarified that apportionment of IGST collected on interstate supplies made to unregistered persons in the State where such supply takes place is based on the information reported in Table 3.2 of FORM GSTR-3B by the registered person. As such, non-mentioning of the said information results



The recently announced 'Interest Subvention Scheme for MSMEs 2018' is outreach initiative for MSME sector by the GOI to facilitate access to credit, access to market, technology up-gradation, ease of doing business, and a sense of security for employees. Image: mohamed\_hassan on pixabay



in: 1) non-apportionment of the due amount of IGST to the State where such supply takes place; and 2) a mis-match in the quantum of goods or services or both actually supplied in a State and the amount of integrated tax apportioned between the Centre and that State, and consequent non-compliance of sub-section (2) of section 17 of the Integrated Goods and Services Tax Act, 2017.



Accordingly, persons making interstate supplies to unregistered persons shall report the details of such supplies both in Table 3.2 of FORM GSTR-3B and Table 7B of FORM GSTR-1 and contravention of any of the provisions of the Act or the rules made there under attracts penal action under the provisions of section 125 of the CGST Act.

*Comment: It appears that the consequence of penalty ought not to be the reason for correctly filing the returns. Care must be taken to file returns with correct and complete information.*

### **GST Amendment Act, 2018 applicable from February 1, 2019**

GOI vide N No. 02/2019 – CT dated January 29, 2019 has provided that the provisions of the Central Goods and Services Tax (Amendment) Act, 2018 (31 of 2018), except the following shall be applicable from February 1, 2019.

- clause (b) of section 8, section 17, section 18,
- clause (a) of section 20,
- sub-clause (i) of clause (b) and sub-clause (i) of clause (c) of section 28,

*Comment: Please note that these provisions are relatable to the newly inserted section 43A and the changes to section 39 and 140. Care may be taken to identify the effect of the delay in implementation of these provisions as rest of the Amendment Act comes into effect from February 1, 2019.*

To know more scan the GST QR Code to download the PDF with detailed update.

### **Banking update**

#### **Interest Subvention Scheme for MSMEs**

GOI has announced 'Interest Subvention Scheme for MSMEs 2018' on November 2, 2018, Small Industries Development Bank of India (SIDBI) is the single national level nodal implementation agency for the scheme. The Micro, Small and Medium Enterprises (MSME) sector is a significant contributor towards building up of a strong and stable national economy. Hon'ble Prime Minister, while launching outreach initiative for MSME sector on

November 2, 2018, highlighted that access to credit, access to market, technology up-gradation, ease of doing business and a sense of security for employees, are the five key aspects for facilitating MSME sector.

Twelve announcements have been made to address each of these five categories. As part of access to credit, the Prime Minister announced 2% interest subvention for all GST registered MSMEs, on fresh or incremental loans. Ministry of MSME (MoMSME) has decided that a new scheme viz. "Interest Subvention Scheme for Incremental credit to MSMEs 2018" will be implemented over 2018-19 and 2019-20.

#### **Purpose, Scope and Duration**

The Scheme aims at encouraging both manufacturing and service enterprises to increase productivity and provides incentives to MSMEs for onboarding on GST platform which helps in formalisation of economy, while reducing the cost of credit. The Scheme will be in operation for a period of two financial years FY 2019 and FY 2020.

#### **Eligibility for Coverage**

1. All MSMEs who meet the following criteria shall be eligible as beneficiaries under the Scheme:
  - a) Valid Udyog Aadhar Number [UAN]
  - b) Valid GSTN Number
2. Incremental term loan or fresh term loan or incremental or fresh working capital extended during the current FY viz. from November 2, 2018 and next FY would be eligible for coverage.
3. The term loan or working capital should have been extended by Scheduled Commercial Banks.
4. In order to ensure maximum coverage and outreach, all working capital or term loan would be eligible for coverage to the extent of RS.100 lakh only during the period of the Scheme.
5. Wherever both the facilities working capital and term loan are extended to a MSME by an eligible institution, interest subvention would be made available for a maximum financial assistance of ₹100 lac.
6. MSME exporters availing interest subvention for pre-shipment or post-shipment credit under Department of Commerce will not be eligible for assistance under Interest Subvention Scheme for Incremental credit to MSMEs 2018.
7. MSMEs already availing interest subvention under any of the Schemes of the State or Central Government. will not be eligible under the proposed Scheme.

### Operational formalities

1. The interest relief will be calculated at two percentage points per annum (2% p.a.), on outstanding balance from time to time from the date of disbursement/drawal or the date of notification of this scheme, whichever is later, on the incremental or fresh amount of working capital sanctioned or incremental or new term loan disbursed by eligible institutions.
2. The interest rates charged to MSMEs shall conform to Code of Ethics and Fair Practices Code as published by respective institutions and linked to the respective internal/external rating of the MSME as per applicable interest rate guidelines of the institution.
3. The loan accounts on the date of filing claim should not have been declared as NPA as per extant guidelines in force. No interest subvention shall be admissible for any period during which the account remains NPA.

### Claim Submission

1. Nodal office of eligible lending institutions should submit their half yearly claims to SIDBI . In the prescribe form .
2. All claims have to be duly certified by the statutory auditors of the eligible institutions. The certificate shall include statement on verification of individual accounts with regard to amount, incremental/fresh lending, interest charged and amount claimed.
3. The Half Yearly claims shall be submitted to the Chief General Manager, Institutional Finance Vertical, SIDBI, Mumbai.
4. Disbursement against each claim to individual institution shall be only after release of funds from MoMSME.

### Other covenants

1. SIDBI shall act as a Nodal Agency for the purpose of channelizing of interest



Every company incorporated on or before the December 31, 2017 shall file the particulars of the company and its registered office, in e-Form ACTIVE (Active Company Tagging Identities and Verification) on or before April 25, 2019. Image: mohamed\_hassan on pixabay

subvention to the various lending institutions through their Nodal office.

2. All lending institutions shall be responsible for submission of the accurate data and monitoring of the scheme.
3. The interest subvention would be released only on the basis of claim duly certified by the Statutory Auditors of the eligible institutions. SIDBI shall not be liable for any inaccurate submission of data by lending institutions.
4. Interest subvention amount shall be released by SIDBI subject to availability of funds from GOI. Also, MoMSME, GOI will be the final authority for all interest subvention related matters and their decision would be final and binding. Receipt of funds by the eligible institutions would be treated as Utilisation Certificate of the Fund.

### Companies Act and legal

#### Companies (Incorporation) Amendment Rules, 2019

Ministry of Corporate Affairs, GOI, vide notification dated February 25, 2019 notified Companies (Incorporation) Amendment Rules, 2019 by inserting following new rule 25A.

1. Every company incorporated on or before the December 31, 2017 shall file the particulars of the company and its registered office, in e-Form ACTIVE (Active Company Tagging Identities and Verification) on or before April 25, 2019.







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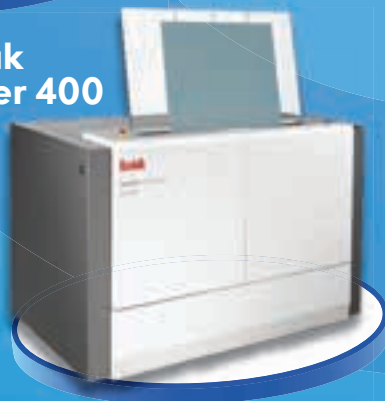


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Every company incorporated on or before the December 31, 2017 shall file the particulars of the company and its registered office, in e-Form ACTIVE (Active Company Tagging Identities and Verification) on or before April 25, 2019.

2. Any company which has not filed its financial statements under section 137 or annual returns under section 92 or both with the Registrar shall be restricted from filing e-Form-ACTIVE, unless such company is under management dispute and the Registrar has recorded the same on the register.
3. Companies which have been struck off or are under process of striking off or under liquidation or amalgamated or dissolved, as recorded in the register, shall not be required to file e-Form ACTIVE.
4. In case a company does not intimate the said particulars, the Company shall be marked as "ACTIVE-non-compliant" on or after April 26, 2019 and shall be liable for action under sub-section (9) of section 12 of the Act.
5. No request for recording the following event based information or changes shall be accepted by the Registrar from such companies marked as "ACTIVE-non-compliant", unless "e-Form ACTIVE" is filed:
  - a) SH-07 (Change in Authorised Capital);
  - b) PAS-03 (Change in Paid-up Capital);
  - c) DIR-12 (Changes in Director except cessation);
  - d) INC-22 (Change in Registered Office);
  - e) INC-28 (Amalgamation, de-merger)

6. Where a company files "e-Form ACTIVE", on or after April 26, 2019, the company shall be marked as "ACTIVE Compliant", upon the payment of fee of ₹10,000.

*Impact: Every Company incorporated on or after December 31, 2017 will have to file e-Form Active on or before April 25, 2019. This is first time been introduced and each company is required to comply with requirements within due timeline.*

For more updates scan the CS and Legal QR code to download the PDF.

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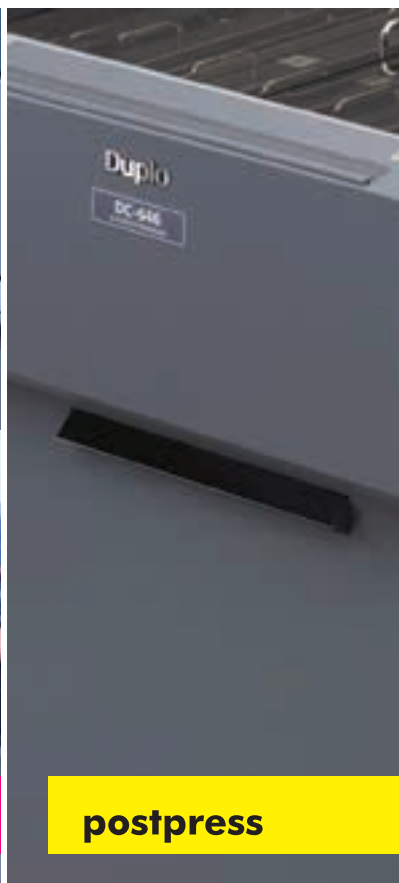
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